

Mission Statement:

RECSA is the advocate for owners and professionals in the real estate industry, informing and educating its members and community leadership while supporting efforts to ensure a healthy economy and enhanced quality of life in the San Antonio area.



RECSA President's Message

By: *Michael Moore*
 2013 President

It's been busy at RECSA, and with less than ninety days until the end of the year, there is still a lot to talk about. After the last Monitor was published, the annual Economic Development Update featuring the Honorable Henry Cisneros and Mario Hernandez, President of the Economic Development Foundation, was held to a packed Petroleum Club crowd. The presentations were very enlightening and well received, and our very own Steve Waters was announced as the new Chairman of the Foundation. A Past President of RECSA and a former Philip Barshop award winner, Steve continues his service to the community and our industry. Please take time to thank Steve and wish him well in this new adventure.

The Leadership Development Class held its Kick-Off Retreat at Rio Cibolo Ranch on September 6th. It was an outstanding beginning to the program and included several guest speakers, interactive exercises to encourage participation, and an explanation of the class project. On October 10th, the Class spent most of the day on a tour of CPS, SAWS, and SARA where most were exposed for their first time to the various utilities and how they work. Special thanks go to Russell Yeager and Aaron Parenica for coordinating this effort.

On September 17th, our state lobbyist Mignon McGarry gave our State Legislative Update, and in addition to a recap of the 83rd Legislative Session and three Special Sessions, she focused on the upcoming 2014 elections. Mignon reported that six of the top seven elected offices, all held by Republicans that have committed to run for different offices, will be held by new officehold-

ers. The hottest upcoming race seems to be for Lieutenant Governor, where Agricultural Commissioner Todd Staples(R), Land Commissioner Jerry Patterson(R), Senator Dan Patrick(R), and the incumbent, David Dewhurst(R) have all committed to run. It doesn't take a math major to figure out that there is only one job for which these four incumbents are vying, so only one will have a place to sit when the music stops. The other three will leave their office open for a new occupant, which will likely require additional work on our part to enlist support for our industry.

Additionally, Rep. Jim Pitts, Rep. Rob Orr, Rep. Bill Caligari, and Sen. Tommy Williams, all senior Republicans that have been pro business and real estate friendly, are retiring, potentially weakening our industry support. Other Republican incumbents running for state wide offices are Rep. Harvey Hilderbran, Rep. Stefani Carter, Rep. Dan Branch, Rep. Brandon Creighton, Rep. Van Taylor, Sen. Glenn Hegar, and Sen. Ken Paxton. This potential change of Republican incumbents could alter significantly the landscape of Texas politics for the near future.

The upcoming election on November 5, 2013, will carry nine amendments to the Texas Constitution on the ballot. The sixth amendment on the ballot will be SJR1, also known as the Rainy Day Fund Amendment, which will authorize the use of \$2 billion from the Texas Economic Stabilization Fund (Rainy Day Fund) to implement the State Water Plan.

RECSA is proud to represent the industry that:

- Employs over 120,000 people in San Antonio.
- Has an economic impact of \$23.6 billion.
- Is the 3rd largest economic generator, in the SMSA.
- Has a local payroll of \$5.2 billion each year
- Generates nearly \$183 million in local tax revenue

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Welcome
New Members

*We are pleased to
announce the follow-
ing new members:*

PATRON

**IBC Bank
Richard Capps
(Upgraded)**

CORPORATE

**Bakke Development
Corporation
Phillip Bakke**

**Munoz & Company
Geof Edwards**

**The NRP Group, LLC
Dan Markson**

INDIVIDUALS

Michelle Haussmann

**Thanks to all of
our renewing
members!!!**

RECSA President's Message—Con't

*By: Michael Moore
2013 President*

Voting for this amendment is extremely important for the development of future sources of water and additional conservation measures to ensure that Texas will be able to support the projected doubling of its population in the next 50 years. The water shortages across Texas during the last three years should be a clear indication of how important passage of this amendment is to our state. Failure to do so is projected to cost Texas \$116 billion in revenue between now and 2060.

The third amendment on the ballot, HJR 133, is also a very important amendment to the state, and especially so for San Antonio. This amendment would extend the tax exemption status for aircraft parts held in inventory, which will allow San Antonio to be more competitive with aircraft related businesses in other states. It should also help generate additional jobs and help retain existing aircraft related business in San Antonio. Early voting runs from October 21 through November 1, so please exercise your privilege and vote for both of these amendments.

Now back to the fun part of the report, the RECSA Council Open Golf Tournament was held on September 30 at the Hyatt Hill Country Resort. We had a full field, great weather, great sponsors, great food, and a great committee. Please thank our co-chairs Melissa Lewis and Eddie Smith, along with golf committee members: Dean Bundrick, Orion Partners; Richard Capps, IBC Bank; P.J. Crane, Providence Com-

mercial; Stephen Gose, Kimley-Horn and Associates; Rick Littleton, R.L. Worth & Associates; Daryl Steinbeck, The Whiting-Turner Contracting Co.; Robert Sult, USAA Real Estate Company; and Dustin Wentz, Pape-Dawson Engineers, for the time they put in to make this event a huge success. Please thank our sponsors which are listed on a separate page later in the Monitor. Not to be forgotten, thanks to all of you who participated in the tournament, and we look forward to your participation again next year.

Since fun was mentioned, I would be remiss if I didn't report on the Membership Mixer held on October 17th at Paesano's in the Quarry. We had approximately 50 attendees, all of whom appeared to enjoy the event and the beautiful weather. Special thanks to our sponsors, Sol Schwartz and Associates, Bury, and Ironstone Development for their support.

Our next event, the Healthcare and Real Estate program will be held at the Petroleum Club at 7:30 am on November 19th, and will be sponsored by Sol Schwartz and Associates. This promises to be a very timely and interesting program, as the nature of healthcare, its delivery, and its cost are going to be changed forever.

Until next time, Happy Halloween!!!!

RECSA Welcomes the 2013-2014 *Leadership Development Class*

By: Brenda Rowe, LDP Co-Chair

The Real Estate Council's Leadership Development Program (LDP), now in its 10th year, once again welcomes a new class of young enthusiasts for 2013-2014. This year's program is co-chaired by Past-President Brenda Kelly Rowe, P.E., Goetting Rowe Engineering, and LDP Graduate Brad Carson of Kruger Carson. We also have the great support of a steering committee to help us develop the program through-out the year. This hard-working committee of volunteers is comprised, almost in its entirety, of past graduates of the program; proof that this is a successful and rewarding program!

As in previous years, there was a great deal of interest in the class, which is limited to 25 participants. The Real Estate Council is proud to announce the 2013-2014 class as follows:

Brian Trussell, *ATKG*, Stephen Lin, *Big Red Dog*, John Ostrander, *Birnbaum Property Company*, Melissa Chamrad, *Bitterblue*, James McKnight, *Brown & Ortiz*, David Beyer, *Bury & Partners*, Justin Blohm, *Jordon Foster Construction*, Jason Hubbert, *CDS Muery*, Scott Hayne, *CST Brands*, Brandy Smith, *Davis, Cedillo & Mendoza*, James McCloskey, *Embrey Partners*, Willie Kempf, *Endura Advisory Group*, Adam Harris, *Frost National Bank*, Naomi Reyes, *Golden Steves Cohen & Gordon*, Mike Applegate, *IBC*, Greg Hilburn, *Joeris General Contractors*, Loren Gully, *Koontz McCombs*, Ashley White, *MDN Architects*, Trey Dawson, *Pape-Dawson Engineers*,

Joseph Richter, *Reata Real Estate Services*, Ed Kopplow Jr., *SRS Real Estate Partners*, Brittany Holm, *Stewart Title*, Mark Rutland, *Whiting-Turner Contracting*, Brad Kaufman, *Transwestern*, Chris Ewald, *USAA Real Estate Company*.

This program kicked off with an all-day retreat at the Rio Cibolo Ranch on September 6th, allowing classmates to network with each other, hear from previous graduates of the program, and to familiarize themselves with this year's agenda. We ended the day with a competitive and very creative chili cook-off in the afternoon. The remainder of this nine month program includes various full day activities such as a utility tour at CPS, SAWS and SARA facilities, media training session, a government affairs overview, project tours and a fireside chat with some of the great leaders in our industry. Other activities will include a "Project X," which will be presented to and judged by a mock City Council. The class will also organize a fundraiser for the Leadership Development Endowed Scholarship in the UTSA Real Estate Finance and Development Department.

Thanks to all the nominating member companies and your continued support of the Real Estate Council's Leadership Development Program. We know this program will be rewarding for the participants both professionally and personally as we groom our future leaders of the industry.



RECSA UTSA Scholarship Recipients Announced

By: Kim Ghez, Community Relations Chair

On October 3, 2013, the UTSA College of Business had its annual scholarship celebration honoring scholarship recipients and benefactors. Attendees from RECSA included Michael Moore – President; Rob Sult - President Elect; Kim Ghez – Community Relations Chair; Silvia Gangel – Past President; and Martha Mangum – Executive Director.

RECSA was honored for its commitment to creating higher educational opportunities and financial support for 3 outstanding scholarship recipients who received over \$6,600 in combined contributions. This year's scholarship recipients include:

Cassie Carver- 2013 Recipient of the Quincy Lee Memorial Endowed Scholarship

San Antonio native Cassie Carver is a senior majoring in marketing. She will complete her degree this December and plans to utilize her education to become a successful in the business world. Her hobbies are sports outdoor activities and spending time with friends and family.

Luther Mayberry II- 2013 Recipient of the Quincy Lee Memorial Endowed Scholarship

Luther Mayberry is a senior majoring in accounting and anticipates graduating in May 2014. He is active with business honor societies Delta Sigma Pi and Beta Alpha Psi. He also

volunteers for Habitat for Humanity and Graffiti Wipe-Out. He has made the President's List for the last five semesters and the Dean's List during his very first semester at UTSA. Luther has been named one of the 100 Best Business Students at the College of Business. Upon graduation he plans on interning with Ernst and Young and ultimately work in the oil and gas industry. Luther's greatest accomplishment is becoming an Eagle Scout. His hobbies include playing video games, watching television and hanging out with his friends and family.

Margaret Martin- 2013 RECSA Leadership Development Endowed Scholarship

Margaret is a senior majoring in real estate finance and development and is graduating this fall.

She has volunteered with Junior Achievement and was also nominated for the college's 100 Best Business Students. She interned at KB Homes and plans to work in commercial real estate. Margaret enjoys the outdoors, nature, health, nutrition and learning.

Cassie, Luther and Margaret will all be present at the November 19 Healthcare Update, so please make it a point to meet & congratulate them. Also, please keep them in mind for career opportunities at your company or elsewhere!



RECSA Hosts 22nd Annual Council Open At the Hyatt Hill Country Resort and Golf Club!

Over 190 players participated in the 2013 Council Open on September 30th at the Hyatt Hill Country Resort and Golf Club. Along with 27 holes of golf, the tournament featured great gifts, food, prizes and networking opportunities, followed by a fantastic Awards Dinner.

Our sincere thanks go to the sponsors and Golf Committee:

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Pape-Dawson Engineers, Inc.

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Thanks to our 22nd Annual Council Open Committee

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Eddie Smith, *Linbeck Group*

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Dean Bundrick

Orion Partners

Richard Capps

IBC Bank

P.J. Crane

Providence Commercial

Stephen Gose

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Rick Littleton

Daryl Steinbeck

Robert Sult

USAA Real Estate Company

Dustin Wentz

Pape-Dawson Engineers

For more information on these meetings, call the Council office, 210-804-1155.

November 2013

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8 9am—DPTF	9
10	11	12 7:30am— Execu- tive Committee	13 9am—CPS	14 8am— LDP	15	16
17	18	19 7:30am— Pro- gram	20	21	22	23
24	25	26	27	28 Thanksgiving	29	30

December 2013

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4 7:30am-Annual Government Af- fairs & LDP	5	6	7
8	9	10 7:30am-Executive Committee	11 9:30am-SAWS Quarterly Mtg	12	13 9am— DPTF	14
15	16	17	18 5:30pm-Holiday Mixer	19	20	21
22	23	24	25	26	27	28
29	30	31				

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Join the Real Estate Council Today!

RECSA is the advocate for owners and professionals in the real estate industry, informing and educating its members and community leadership while supporting efforts to ensure a healthy economy and enhanced quality of life in the San Antonio area.

There are three levels of membership in the Council:

- Patron
- Corporate
- Individual

At each level, members benefit from a wide range of services and opportunities for participation, including MCE credit opportunities, regular membership meetings and networking opportunities, bi-monthly newsletter and industry representation before legislative and regulatory bodies.

For more information about the Real Estate Council of San Antonio and its activities, contact the Council office at 210-804-1155.

RECSA Executive Committee

PRESIDENT:

Michael Moore
Ironstone Development

PRESIDENT ELECT:

Rob Sult
USAA Real Estate Company

SECRETARY/TREASURER:

Brian Biggs
Wells Fargo

VICE PRESIDENT/GOVERNMENT AFFAIRS:

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Council Monitor Sponsorship Opportunities Available

*Sponsorship Opportunities are available for all of the upcoming 2014 Council Monitor newsletters. If you are interested in sponsorship please contact: **Sylvia Cantu at the Council office, 210-804-1155.***

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