

2011 Events Coming Up...

Aug 16

Social Networking with
Jay Lucas
7:30am, Petroleum Club
Sponsor Available

Sept 15

State Legislative Update
Speaker: Mignon McGarry
7:30 a.m., Petroleum Club
Sponsor:
Haynes and Boone

Oct 3

RECSA Council Open
Hyatt Regency Hill
Country Golf Club
Title Sponsor:
Pape-Dawson Engineers

*RECSA is proud to
represent the
industry that:*

- Employs over 142,000 people in San Antonio.
- Has an economic impact of \$25.8 billion.
- Is the 2nd largest economic generator, second only to the healthcare industry.
- Has a local payroll of \$5.6 billion each year



Positive Outlook Remains for 2011

By: *Silvia Gangel, RECSA 2011 President*

It seems as if it were just yesterday that I was writing my first article as the incoming 2011 RECSA President. We are already in the second half of the year as we celebrate our 20th year anniversary and time is flying by. There are a lot of exciting things happening in the development industry, and RECSA continues to take a lead role in promoting the interests of the development community at the state and local level.

As 2011 President of RECSA, I am pleased to report that during the first half of my term, many of the issues we faced beginning in January, continue to be challenging; however, we are having a very positive and effective impact over the same. Our new Economic Development Committee, lead by Brenda Kelly Rowe, is doing a great job establishing the foundation of what we want to accomplish as an organization which is furthering our cooperative working relationship with the City, County and State to promote economic policy which fosters more development in our City.

In the legislative arena, we have a great report, published elsewhere in this newsletter, from our lobbyist Mignon McGarry. Please take a moment to read about the outcome of some of our industry's issues. Mignon, as well as Michael Moore and other active RECSA members, have done a great job representing us during this legislative session. Our membership continues to be strong despite the tepid economic conditions and we thank all of those member volunteers who are actively involved promoting our growth. We continue to offer quality educational programs with MCE to our members and have secured a very exciting schedule for the remainder of the year. Our newly redesigned website will make information and registration for events easier to access. We endlessly thank our volunteers and staff for their contribution to improving our member services.

One of our goals this year is partnering with other public and private organizations. One of our partners, the Responsible Growth Alliance ("RGA"), will again initiate a new economic impact study for use in discussions with community leaders and public officials. The RGA is a resource and an advocate for the real estate industry in the San Antonio area, with a mission to ensure continued job growth, quality of life and affordable housing.

Representing all sectors of the development industry, RGA members currently include RECSA, Greater San Antonio Builders Association, San Antonio Board of Realtors, CCIM, STCAR, San Antonio Apartment Association, ABC/San Antonio Chapter, BOMA, PEPP, Council of Engineering Companies, Real Estate Financial Society and CREW. The 2011 RGA chair is Scott Farrimond, former RECSA president.

In 2002, under the leadership of Gene Powell, several organizations engaged Jon Hockenyos with Texas Perspectives, Inc., to quantify what the development industry's contributing impact was to the overall San Antonio economy. It was felt that with such knowledge, we could better understand the impact public policy and regulations have on our industry and our contributing workforce. The results of the study revealed that our industry's impact was far greater than we had initially understood. The magnitude of the results crystallized the need for our industry to have a united voice: from which was born the RGA.

Based on the most recent update of the study done in 2008, our industry accounts for approximately \$25.6 billion in economic activity, \$5.6 billion in labor income, \$196.5 million in local tax revenue, and 142,000 jobs. The results of these studies have been vital in supporting RGA's mission: the advancement of responsible and sustainable development. The future of our city depends on the same.

Welcome
New Members

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

CORPORATE

C.F Jordan

Matthew Frey

Espensen

**Commercial Realty,
Inc.**

Scott Espensen

McCombs Enterprises

Gary Woods

**Stillwater National
Bank**

Alan Goss

INDIVIDUALS

Frank Arnold

Janine Bordelon

Burdette Huffman

Tiffany Webb Nelson

Andrew Ozuna

Fred Polansky

Shad Schmid

Corbin Snow

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

Contact
Membership Chair
Glenn Barton,
Stewart Title,
341-8861, if you are
interested in joining
RECSA.

82nd State Legislative Session Recap

By: *Mignon McGarry, RECSA State Lobbyist*

The 82nd Legislative Session adjourned *Sine Die* on May 30, 2011. Last minute negotiations and attempts to reach a compromise between the House and the Senate versions of legislation relating to fiscal matters necessary for the implementation of the 2012-2013 budget, including school finance provisions, were unsuccessful.

As a consequence, Governor Perry called a special session which began immediately on May 31st. He originally included two issues in the proclamation – the fiscal matters legislation, including provisions to allow the efficient operation of public schools, and legislation related to healthcare cost containment in the Medicaid program. Perry later added additional issues, including legislation to address 1) congressional redistricting; 2) the operation of the Texas Windstorm Insurance Association; 3) sanctuary cities and 4) intrusive groping of airline passengers. If the legislature is unable to reach an agreement on these issues, Governor Perry can continue to call special sessions but the process begins anew each 30 days. *As of the writing of this article, there is still work to be done to resolve some key issues.*

The 82nd Session began with heavy Republican majorities in both the House and Senate. On the House side, Republicans gained a super-majority of 101 after former Democrats Aaron Pena and Allan Ritter switched parties prior to the start of the Session. Governor Perry declared several issues as “emergency items” early on, including legislation to address eminent domain, mandatory sonograms, voter identification, the need for a federal balanced-budget and sanctuary cities. He later added loser-pays tort reform legislation to the list. After all was said and done, all the emergency items passed except for sanctuary cities.

With a large deficit, all eyes were on the budget during the 82nd Session. The House passed a very lean budget with spending within available

revenues. The Senate believed they could increase spending through use of rainy day funds to address a shortfall in the current biennium as well as various fiscal “tricks” to generate additional revenue. In the end, the House and Senate came to an agreement. The 83rd Legislature will be in for another tough budget cycle unless revenues dramatically increase.

Although the bill filing numbers were down this session, there were still plenty to sort through during the last 180 days. The House filed 3865 bills and 154 joint resolutions and the Senate filed 1930 bills and 53 joint resolutions this Session. Of that number, almost 1400 passed and many lived on as amendments to other bills.

Governor Perry issued his list of vetoes on June 17. He vetoed 23 bills and along with one previously vetoed in May for a total of 24, his lowest total since 2005. Among the high profile bills vetoed were House Bill 242 which included a statewide ban on texting while driving and the Sunset bills for the Department of Information Resources and the Texas Department of Housing and Community Affairs. The agencies will be continued for two years through legislation filed during the current special session.

There is always the possibility of a second special session, but at this point, that has not been decided.

We are continuing to monitor all of the activities at the Capitol and will be in San Antonio to give RECSA members a more detailed update on September 15, 2011, 7:30 a.m. at the Petroleum Club.

In the meantime, please contact Martha Mangum, martham@recsanantonio.com, if you have additional questions or need further information on legislative activity.

MARK YOUR CALENDAR

**THE REAL ESTATE COUNCIL
OF SAN ANTONIO'S**

20TH ANNUAL COUNCIL OPEN

TITLE SPONSOR
Pape-Dawson Engineers, Inc.

MONDAY, OCTOBER 3, 2011

**HYATT REGENCY HILL
COUNTRY GOLF CLUB**

Scramble

11:00 a.m. Putting Greens and Driving Range Open

11:00-12:30 p.m. Registration & Lunch

12:30 p.m. Tee-Off, Shotgun Start

6:00 p.m. Awards Dinner and Silent Auction

**REGISTRATION AND SPONSORSHIP
INFORMATION COMING SOON!!**

*Call Sylvia Pizzini-Cantu at the Council office,
804-1155 for more information.*





Leaders of the Real Estate Community

Featuring: Phil Crane, Providence Commercial

A native of San Antonio, Phil graduated from Antonian Preparatory High School and then went to Dallas where he graduated with a Bachelor of Business Administration from SMU. Phil found a passion for real estate during his coursework in college and joined Henry S. Miller after his graduation.

With more than 25 years of experience in the industry, Phil is a Principal and shareholder of Providence Commercial Real Estate Services where he specializes in land transactions for developers and end users. He is a Certified Commercial Investment Member (CCIM) since 1989, a member of San Antonio Board of Realtors, Texas Association of Realtors, Greater San Antonio Chamber of Commerce and the Real Estate Council of San Antonio.

He has been on the forefront of a number of issues which impact our industry. In 2006, Phil was the Real Estate Council's President, after serving for many years as chair of various commit-

tees. He continues to be an integral part of RECSA activities, as he has just concluded co-chairing the 2010-2011 Leadership Program and is currently co-chairing the 2011 Council Open Golf Tournament with his son, P.J. Crane.

Very humble about his accomplishments, Phil did share something that has helped him succeed over the years. "It's not just about finding the right deal... Yes; it does help being at the right place at the right time, but more than anything it is not being afraid to pick up the phone and make calls," he said.

Phil is very proud of his four children and is an avid bicyclist.

The Real Estate Council thanks you, Phil, for your years of dedicated service to our industry serving both on the forefront and behind the scenes to get things done.

Erika Blythe, Communications Chair



Up and Coming Leaders

Featuring: Coy Armstrong, Bury+Partners

Straight from the small Texas town of Three Rivers, Coy went to A&M University in College Station and in 1994 obtained a Bachelor of Science degree in Civil Engineering. He chose to come to San Antonio since it was familiar and in close proximity to his family.

Now with Bury + Partners for more than 10 years, Coy manages one of three teams in the San Antonio office and focuses much of his time and energy on Business Development and day-to-day operations while keeping abreast of the ever changing development regulations.

Coy was part of the first Real Estate Council Leadership Class and has been active ever since. He made great friendships, had some great networking opportunities, but the Leadership Class gave him "a much better perspective and insight to the type of work that is performed by the other disciples in the Real Estate Industry," which has ultimately helped him put together more projects and transactions.

In addition to sitting on the RECSA Executive Committee, he serves as co-chair of the RECSA/City of San Antonio Development Process Task Force, is a past President of Bexar Chapter American Society of Civil Engineers (ASCE), ASCE

Texas Section Director, member of TSPE and NSPE, Director 1 for PEPP (Professional Engineers in Private Practice) and Chairman of the PEPP TCEQ Committee.

I asked Coy what wisdom he'd like to pass along to other young professionals. "Don't be afraid to express your thoughts and ideas and to stand up for what you believe in. There will always be obstacles and road blocks to face in our industry and we will continue to need the help of the younger generation to overcome them. Individual voices are not heard very loudly but there is strength in numbers, so volunteer to help whenever you can and help make a difference. Also, you will find networking and development of relationships within our industry to be very valuable. Capitalize on them!"

In addition to all of his business activities and accomplishments, Coy is very proud of his daughter who is 6 years old.

The Real Estate Council of San Antonio would like to thank you, Coy, for your hard work and efforts in the real estate industry.

Erika Blythe, Communications Chair

2010-2011 Leadership Development Class Concludes Program

On Thursday, June 9, The Real Estate Council of San Antonio (RECSA) recognized the graduates of the 2010-2011 Leadership Development Program with a celebratory lunch at San Antonio Country Club. The Leadership Development Program was created as a platform for developing the future leaders of both the RECSA and the real estate industry as whole.

The class demonstrated enthusiasm, energy and personal commitment throughout the year. This was best exemplified by the class project in which the class held the third annual LDP Skeet Shoot to benefit the UTSA College of Business Real Estate and Finance Program.

A special thank you goes out to the participants' sponsors who made a significant financial commitment, and more importantly, gave each participant the time to be part of this program. The sponsors, as leaders themselves, recognize the benefits of investing in their people and the future of our industry.

The year started with a Kick-off Retreat at Rio Cibolo Ranch, where the class learned about the real estate industry, RECSA, and did some serious networking. The monthly programs included bus tours of significant retail & office on the Southside and Northside of San Antonio. Highlights of the tours included the Eilan, Nustar, The Broadway, Pearl Brewery and the Texas A&M Campus. The class also toured utility infrastructure sites such as the San Antonio Water Systems Aquifer Storage Re-



covery, Dos Rios Sewage Treatment Plant, JK Spruce power plant and San Antonio River Authority Tunnel, and heard presentations by the directors of the utility providers. They learned about transportation issues challenging our city, and what leaders are doing to keep the traffic moving. The class had several opportunities to visit with elected officials, including State Representatives Jose Menendez and Lyle Larson, County Commissioner Tommy Adkisson and Councilman John Clamp.

One of the year's highlights was the Fireside Chat with industry leaders Norman Dugas, Jr., Tom Rohde, Gene Dawson Jr., and Bill Kaufman.

The program's success is the result of many people, including Phil Crane, Providence Commercial and Erin Mitchell, HomeSpring Residential Services, this year's Co-Chairs. Other committee members who helped with the program included Kim Ghez, Presidio Title, Leslie Harlan, San Antonio Mobility Coalition, Inc.; Gary Joeris, Joeris General Contractors; Rob Killen, Kaufman & Killen, Inc.; Aaron Parenica, Bury+Partners; Tom Rohde, Rohde, Ottmers, & Siegel Realty; and Jeff Webster, Sundt Construction.

Congratulations to the 2010-2011 Graduates!

Thank You to Our 2011 Program Sponsors!

January 27, 2011:
Philip Barshop Founders Award Luncheon
Sponsor: Pate Engineers, Inc.

February 23, 2011:
CPS Energy Update with Doyle Beneby
Sponsor: Jacobs

March 10, 2011:
Main Event /Fight Night XX
Sponsor: Bury+Partners

April 26, 2011:
Vision 2050 Airport Plan w/ Frank Miller
Sponsor: Jacobs

May 12, 2011:
Membership Mixer
Sponsors: Adams & Polunsky, Galaxy Builders, BKD, Magi Real Estate Services, Transwestern and Broadway Bank

June 15, 2011:
Downtown Development
Sponsor: CDS Muery

August 16, 2011:
Social Networking with Jay Lucas
Sponsor: Rohde, Ottmers & Siegel

September 15, 2011:
State Legislative Update w/ Mignon McGarry
Sponsor: Haynes and Boone

October 3, 2011:
20th Annual Council Open
Sponsor: Pape-Dawson Engineers

November 16, 2011:
Current Land Development Issues
Sponsor: First American Commercial Property Group

December 14, 2011:
Annual Government Affairs
Sponsor: Kaufman & Killen, Inc.

Main Event / Fight Night XX

A Special Thanks to all Our Supporters

Fight Night Committee

Chair:

Kim Ghez, Presidio Title

Auction Chair:

Brian Biggs, Frost Bank

Cindy Cardenas, Bury+Partners

Megan Krawczynski

Ben Martin, Sundt Construction, Inc.

Preston Moczygemba, Bury+Partners

Christy Rhone, Raba Kistner Consultants, Inc.

Title Sponsor



Table Selection Party Sponsor

Pape-Dawson Engineers

Champion Sponsors

Raba Kistner Consultants, Inc.

USAA Real Estate Company

Cocktail Waitress Sponsor

Brown & Ortiz, P.C.

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DNT Construction

Endura Advisory Group

GFR Development Services / Ameripoint Title

Harvey-Cleary Builders (1/2 Table)

Hogan Real Estate Services

KFW Engineers

Magi Realty / Brass Real Estate Fund

Metropolitan Contracting Company / Drenner &

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Providence Commercial

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Haynes and Boone LLP (1/2 Table)

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Sabinal Group

SiGa International

Smithers Merchant Builders

Structure Tone

Swinerton Builders

TBG Partners (1/2 Partners)

Terracon Consultants, Inc.

Transwestern

The Council Monitor

The Newsletter of the Real Estate Council of San Antonio * May / June 2011



Due Diligence on November 17, 2010



Vision 2050 Airport Plan on April 26, 2011



2011 Membership Mixer on May 12, 2011



2011 Leadership Development Skeet Shoot



2010-2011 Leadership Development Class Graduation



Downtown Development on June 15, 2011



Join the Real Estate Council Today!

The Real Estate Council of San Antonio is the advocate for owners and professionals in the real estate industry, influencing action and 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, one can 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:

*Silvia Gangel, CCIM
SiGa International*

PRESIDENT ELECT:

*Dean Bundrick, CCIM
Orion Partners, Inc.*

SECRETARY/TREASURER:

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Presidio Title*

VICE PRESIDENT/GOVERNMENT AFFAIRS:

*George Peck
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GOVERNMENT AFFAIRS:

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*Jane Feigenbaum
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*Phil Crane, CCIM
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ECONOMIC DEVELOPMENT:

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AT LARGE:

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*Gene Dawson, Jr.
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*Sponsorship Opportunities are available for all of the upcoming 2010 Council Monitor newsletters. If you are interested in sponsorship please contact: **Sylvia Pizzini-Cantu at the Council office, 210-804-1155.***

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