

Events  
Coming Up...

Dec 14

Annual Government Affairs Update  
7:30 a.m., Petroleum Club  
Sponsor:  
Kaufman & Killen, Inc.

Jan 25

Philip M. Barshop  
Founder's Award Luncheon  
Title Sponsor:  
Pate Engineers  
11:30 a.m., Pearl Stables

Feb 21

VIA Update  
7:30 a.m., Petroleum Club  
Sponsor: ClearView  
Composite

*RECSA is proud to represent the industry that:*

- Employs over 120,000 people in San Antonio.
- Has an economic impact of \$22 billion.
- Is the 2nd largest economic generator, second only to the healthcare industry.
- Has a local payroll of \$4.8 billion each year
- Generates nearly \$168 million in local tax revenue



## RECSA President's Message

By: Silvia G. Gangel, CCIM  
2011 President

Here we come to almost the end of the year. I have had the fortune and privilege to serve as your President in 2011 to celebrate the milestone of the 20<sup>th</sup> year anniversary of the Real Estate Council as we cross the threshold to the Council's next decade.

Looking back in 2011, I am pleased to report that while many of the issues we faced beginning in January continued to be challenging throughout the year, our organization had a very positive and effective impact over the same. The most critical legislative issues affecting real estate were addressed with courage and dedication by some of our most active and experienced members, who demonstrated strong leadership and voiced our position during the 82<sup>nd</sup> Legislative Session. Many thanks go to Michael Moore, Norman Dugas, and many other active members who represented our interest in Austin during the session and made a difference. Again, our thanks to Mignon McGarry for her timely legislative updates as well.

At the local level, the efforts made on regulatory issues affecting development were intense and required a great deal of work and time from our committee to voice our industry's position. George Peck, Vice President of Government Affairs, led the committee in 2011 tackling many critical issues i.e. Edwards Aquifer Authority, Unified Development Code Amendments and many other important issues that have a direct impact on our business. The work involved in this committee requires numerous meetings with stakeholders, city and county officials to influence the outcome of proposed regulations. We thank George and his committee, as well as Rob Killen, for this tremendous endeavor.

Our new Economic Development Committee, led by Brenda Kelly Rowe, has done 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. This new committee has made numerous RECSA members step up and get involved. I would like to personally encourage other members to get active with our Council. There are many opportunities for committed, hard working individuals that can make a difference when carrying out our mission. You, as a member, can aid our efforts by getting active in our organization as a volunteer member. There are many opportunities for you. Just email Sylvia Pizzini-Cantu at [sylviap@recsanantonio.com](mailto:sylviap@recsanantonio.com)

Despite current economic times, and with the support of friends in the real estate community, RECSA had the privilege to continue supporting the UTSA College of Business Real Estate Finance and Development (REFD) Program this current year and also to add to the Quincy Lee Memorial Endowed Scholarship Fund. RECSA established the Quincy Lee Scholarship in 1997. The UTSA REFD program has proven to be a success adding new students and supporters each year by producing qualified young real estate professionals. Respected by all in the real estate business, Quincy Lee was a perfect example of a high quality commercial and industrial real estate developer.

*Continued on page 4*

## Welcome New Members

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

### PATRON

**Earl & Associates, PC**  
*David Earl*

**PSI**  
*Ed Pruski*

### CORPORATE

**INDIVIDUALS**  
*M. Troy Marcus*

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

Contact  
the Council office,  
804-1155, if you are  
interested in joining  
RECSA.

## Thank you to our 2011 Membership Mixer Sponsors

May 12, 2011  
Membership Mixer

**Sponsors:**  
**Adams & Polunsky**  
**BKD**  
**Broadway Bank**  
**Galaxy Builders**  
**Magi Real Estate Services**  
**Transwestern**

October 27, 2011  
Membership Mixer

**Sponsors:**  
**Fulbright & Jaworski**  
**Kimley-Horn & Associates**

## 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**

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, LLP**

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

November 16, 2011:  
Current Land Development Issues  
**Sponsor: First American Commercial Prop-  
erty Group**

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

## Council Monitor Sponsor

### ClearView, a patent-pending alternative for tilt-wall office buildings

In just the past fifteen years, the use of site cast, tilt-wall construction techniques for the construction of multi-story office buildings has made tremendous advances. Laser screeds, new forming techniques, advances in structural design and improved lifting procedures all combined to produce attractive, durable, fast and cost effective buildings up to four stories in height. But, though architectural design made great strides forward, tilt-wall office buildings continue to present one particularly challenging design impediment: the “punched” window openings. The very design of traditional tilt-wall requires that each wall panel be supported by a vertical, full-height, five foot wide column of concrete on either side of each window, a requirement that not only constrains design, but restricts exterior views from within the building.

When Killam Development began considering the design of their new 45,000 sf San Antonio office building on US 281 at Donella, they wanted the efficiency of a tilt-wall structure, but the unobstructed views commonly available only in more expensive, steel frame structural systems. Drawing on 50-years of tilt wall construction experience, Killam’s construction and engineering professionals created the solution: ClearView Composite Wall System™.

ClearView is a patent-pending system and process for site casting concrete wall panels on steel columns. The result: not just the virtually unobstructed views commonly available only in more expensive construction systems, but more design options, all at about the cost of tilt-wall. For more information, visit [www.clearviewwall.com](http://www.clearviewwall.com).



## **PRESIDENT'S COLUMN**

*Continued from page 1*

In addition, RECSA's Leadership Development Class raised funds for its UTSA Leadership Scholarship through its class project, the always popular Skeet Shoot.

During 2011, RECSA has had many memorable programs and important education opportunities that have made this year successful. Our commitment to bring quality MCE education programs is an enhanced benefit that you, as a member, have with RECSA. We thrive to deliver numerous "Members Only" programs that include Legal, Ethics and other important topics relevant to our business. The Education Committee chair, Tom Rohde and the Program Committee, led by Rob Sult, worked intensely to bring the best educational programs to our members. Additionally, these also provided an opportunity to expand our audience to other levels. Education and Programs included Technology, Airport Plan, CPS, Downtown Development, Membership Mixers, Land Development Issues, Government Affairs Update, etc. not to mention our traditional Fight Night, Golf Tournament, Membership Mixers and Barshop Award Program. My thanks go to Rob and Tom for a job well done.

One of our initiatives this year was to partner up with other organizations on special events that warranted the effort to reach broader audiences. The Real Estate Council, as part of the Responsible Growth Alliance, led by Scott Farrimond, teamed up with the Hispanic Chamber of Commerce to present "The Economic Impact of Real Estate and the Construction Indus-

try". The joint program was presented by Jon Hockenyo, from Texas Perspectives, Inc. who presented the results of the most recent economic study done. The program highlighted the impact that the real estate and construction industry bring to the overall economy of San Antonio. The program was a success and brought the most current information regarding our economy. The Responsible Growth Alliance (RGA) member organization leaders, and the Real Estate Council leadership, have been meeting with public officials and community leaders to discuss the results of the program and seek their active participation on assisting improve job growth and economic development in the city.

As the end of my term as President approaches, I would like to thank all of our members and sponsors for their continual support of our organization. It is admirable to witness their loyal commitment during some of the most difficult economic times we have had in many years. My thanks go to our Real Estate Council staff, Martha, Sylvia and Margaret for their enthusiastic support and courtesies. Additionally, I would like to thank the active members of the Executive Committee for their active participation. As I step aside at the end of the year to give room to our incoming President Dean Bundrick, I would like to say that has been an honor to serve you, and even though my term closes at year end, my active involvement and commitment to the Real Estate Council will continue for the years to come.

### ***Philip M. Barshop Founder's Award Luncheon***

***January 25, 2012***

Pearl Stable  
314 Pearl Parkway, Building 2

11:30am - Registration  
12 Noon - 1 p.m. - Lunch and Program

Presented By:

***Pate Engineers  
and  
The Real Estate Council of San Antonio***

### ***The Main Event / Fight Night XXI***

***March 22, 2012***

San Antonio Convention Center  
Ballroom A  
200 East Market Street

6:30 p.m.

Presented By:

***Bury+Partners  
and  
The Real Estate Council of San Antonio***

## Leaders of the Industry—Norman T. Dugas, Jr.

*By: Erika Blythe, Communications Chair*

Standing tall above most of the crowd, it is hard to miss Norman Dugas. But you also can't mistake him because of his enthusiasm, outspoken fervor for "hot" land development topics, and his genuine friendliness.

Upon graduating from SMU with a BBA, Norman left for Austin to attend the University of Texas Law School. Afterwards, he worked for a few private law firms and in 1981 he joined Ray Ellison Industries as part of their in-house counsel. This afforded him the opportunity to be involved in a number of development negotiations and learn the development business from the inside.

In 1988 he joined Matthews and Branscomb as a partner where he stayed until 1992 when he decided to take a leap of faith and start his own development company. One of his first tracts was a 50 acre parcel on Hausman Road.

Norman has always felt that service in organizations and sitting on boards is essential. A few of the organizations he dedicates his time to are the Real Estate Council of San Antonio (president – 2005), Greater San Antonio Builder Association, Alamo Bowl Foundation (founding member), SAWS Board,

and the UTSA Real Estate Finance & Development department.

His involvement in our industry extends far beyond sitting on a few boards or speaking at a few City Council meetings; Norman has been a leader in speaking on behalf of the real estate industry from landscape ordinances, Camp Bullis JLUS, and many more.

He is also the 2001 recipient of RECSA's Philip Barshop Founder's Award, presented to those who exemplify Phil's legacy of hard work, leadership, community involvement and most importantly, advocacy for the real estate industry – attributes which are now more important than ever.

In December 1974, his first year of law school, he married his wife Beverly. They have two children, Jeff and Laura. Despite all of his time spent with work, his family has always remained very important to him.

We thank you, Norman, for all of your years of dedication to our industry causes, for being bullish on a long-term San Antonio housing market. You continue to stand out and provide inspiration to a many of us.

## Up and Coming Leaders on the Industry—Jami Carr

*By: Erika Blythe, Communications Chair*

Originally from McAllen, Texas, in 1986, Jami moved with his family to San Antonio. He attended Schertz Clemens High School. While attending San Antonio College, Jami had an opportunity to start working with Partners in Building in Austin, Texas. Construction became a passion, and in 2000 he decided to expand and joined Stoddard Construction Company where he became much more involved in different types of construction and the inner workings of development.

In 2003 Jami joined Bitterblue, Inc. where he has and continues to be integral in builder relations, overseeing construction, architectural reviews and building amenity and recreational centers.

After participating in the 2009-2010 Leadership Class with

RECSA, Jami said that he was much more aware of and began participating in the public processes. In 2010, Jami was one of the representatives at City Council which spoke regarding the proposed tree ordinance. He has also become a representative for RECSA with CPS Energy through some of the recent transitions in their New Service Delivery department.

Jami has a 5-year old daughter, Kali, who is going on 20. She is the love of his life, and he spends as much time with her as possible.

Jami's commitment and involvement has been valuable, and we look forward to his continued participation.

## Real Estate Council of San Antonio Economic Development Committee: Advocates for Opportunity

*By: Brenda Kelly Rowe, Chairman*

The RECSA Economic Development Committee was introduced in early 2011 with the objective of focusing efforts on local and state economic development initiatives. Over the past year, the committee has been able to form significant in-roads to forming key collaborations and partnerships for the purpose of advocating and nurturing economic growth within our industry.

Economic Development incentives are smart tools that enable communities to attract, retain and develop new business. New business in turn creates new JOBS, which spurs economic growth for the whole community. In these still sluggish economic times when our industry alone lost over 22,000 jobs since 2008, it is even more imperative that we do every thing we can to bring business and jobs to all sectors of our community. It makes sense that we as an organization focus some of our attention on both local and state economic development initiatives.

At the beginning of this year we started a committee to do just that. A healthy economy requires good governmental policies and the purpose of our committee then, as stated in the mission statement, is *“to promote sound economic development policies working with local and state officials and other organizations to develop incentives necessary to bring businesses to our community and keep them here”*.

The RECSA Economic Development committee started by focusing on 3 local entities responsible for economic development strategies: City of San Antonio Economic Development Department, Bexar County Economic Development, and San Antonio Economic Development Foundation. We opened up dialogue with these local entities and offered our expertise as a

resource to them. There is a real estate component to economic development and we want them to know that the Real Estate Council can provide current information on market conditions from leasing to new development; regulatory considerations in site selection; and construction costs, just to name a few. This was the start of forming meaningful working relationships with these agencies. At the State level we monitored legislative issues that could have considerable impact on regional and local economic development.

In September we were fortunate to host a luncheon with guests David Marquez, Executive Director of Economic Development with the County, and Rene Dominguez, Director of Economic Development with the City. They discussed available incentives and provided an update on their on-going efforts including the major opportunities arising as a result of the Eagle Ford Shale boom. Rene also discussed the projects that moved forward under the Inner City Reinvestment/Infill Policy (ICRIP) which is intended to promote growth and development in the heart of the City by offering various incentives and fee waivers. Next month in December we will host a similar event with Mario Hernandez, President of the San Antonio Economic Development Foundation.

Moving into next year, our committee will continue to build these relationships and form new partnerships with other key organization involved in economic development. We will work with the local and state officials advocating for sound comprehensive economic development policies that will support the advancement of growth and opportunity and create jobs! If you would like to get involved and be part of our committee please feel free to give me a call at (210) 525-9090 or email to [bkelly-rowe@burypartners.com](mailto:bkelly-rowe@burypartners.com).

### *Stay updated with the US 281/Loop 1604 Interchange project*

The US 281/ Loop 1604 Interchange project is beginning its eighth month of construction. As the project continues to make progress the community will see more lane closures in the near future. There are several ways drivers can stay up to date on all future construction closures. Visit the [www.AlamoRMA.org](http://www.AlamoRMA.org) for daily updates on closure announcements, follow the Alamo RMA on [Facebook](https://www.facebook.com/AlamoRMA) ([www.facebook.com/AlamoRMA](https://www.facebook.com/AlamoRMA)) and/or [Twitter](https://www.Twitter.com/AlamoRMA) ([www.Twitter.com/AlamoRMA](https://www.Twitter.com/AlamoRMA)) If you want to receive instant text messages to your phone text “follow AlamoRMA” to 40404 – and stay up to date with lane closures and other notices from the Alamo RMA.

## RECSA Hosts 20th Annual Council Open At the Hyatt Hill Country Resort and Golf Club!

Over 150 players participated in the 2011 Council Open on October 4th at the Hyatt Hill Country Resort and Golf Club. Along with 18 holes of golf, the tournament featured great gifts, food, prizes and networking opportunities, followed by a fantastic Awards Dinner. Congratulations to the Tall Man Team for their first place victory!!

Our sincere thanks go to the sponsors and Golf Committee:

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## Thanks to our 20th Annual Council Open Committee

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## 20th Council Open Highlights





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:**

*Pat McCaffrey  
Presidio Title*

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### Council Monitor Sponsorship Opportunities Available

*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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