



March / April 2010 www.recsanantonio.com

The Newsletter of the Real Estate Council of San Antonio

Events Coming Up...

May 6

City Council Meeting
Tree Ordinance
City Council Chamber
9:00 a.m.

May 13

CPS Update with Acting
GM Jelynn Burley
at Petroleum Club
7:30 a.m.
Sponsored By:
CPS Energy

June 23

Mid Year Economic
Capital Market Update
with Dr. Ted Jones
at Petroleum Club
7:30 a.m.
Sponsored By:
Hogan Real Estate
Services

*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
- Generates nearly \$196 million in local tax.

City Council to Consider Tree Ordinance Amendments May 6th

By: Erika Blythe, Communication Chair

Some in the San Antonio community think that trees removed during development undermines San Antonio's beauty and reputation. Elements in the local media have encouraged this belief without highlighting how well our community is doing. From 2003-2007, during the largest development boom in San Antonio's history, the tree canopy increased in every single City Council District for a citywide increase of more than 40% with additional tree plantings. San Antonio's urban tree canopy (38%) exceeds that of major cities such as Seattle, Boston, Washington, DC, New York, Fort Worth, Atlanta and Chicago.

Unfortunately a large majority of people who are not part of our industry do not understand what is being proposed by the city: an ordinance that will depreciate some land values, diminish the financial feasibility to develop on large portions of the inner city and much of the South, portions of the West and East sides of San Antonio, in-

crease the cost of homes and commercial developments city-wide by potentially thousands of dollars, and discourage new development.

May 6th, the **City Council of San Antonio** will hear and potentially vote on this ordinance. It is imperative that you and everyone who you know that supports the Real Estate Industry be present at the City Council Meeting. If you are able to speak on behalf of the industry, we encourage you to do so. If you do not feel comfortable, but would like to be heard through the words of someone you know, grant your minutes to that individual. **We need your presence. We need your support. If there were ever a time to stand up for your livelihood, this is the time.**

Join us May 6th at the City Council Chambers, Municipal Plaza Building, 114 West Commerce.

SUPPORT OUR INDUSTRY!!!

Thursday, May 6, 2010, 9:00 a.m.

City Council Chambers, Municipal Plaza Building, 114 West Commerce

Bring your business card to the City Council Meeting on May 6th and turn in to Sylvia for a chance to win a \$100 Gift Card to Ruth's Chris!!

Welcome New Members

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

PATRON

CORPORATE

ATKG, LLP

Eric D. Abati, CPA

INDIVIDUALS

Brian Barron

Thanks to all of
our renewing
members!!!

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

The RECSA Leadership Development Program

Invites you to participate in the

2010

MODIFIED SPORTING CLAY

SHOOT AND BBQ

Benefiting the

UTSA College of Business:

Real Estate Finance and Development Program

EVENT TITLE SPONSOR:

experience **BKD**^{LLP}
CPAs & Advisors

*Friday, May 14th, 2010
San Antonio Gun Club*

*928 East Contour Drive
San Antonio, TX 78212
210.828.9860*

*For More Information, please contact:
Sylvia Pizzini-Cantu
210-804-1155*

12:30 PM

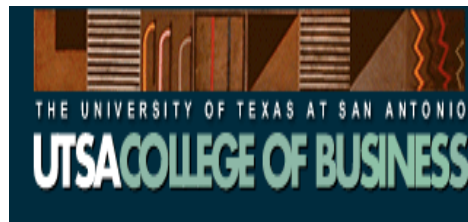
1:00-4:00 PM

4:00-6:00 PM

REGISTRATION

SHOOTING

BBQ DINNER AND



Leaders of our Real Estate Community



“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.” – John Quincy Adams

The Real Estate Council of San Antonio would like to start paying tribute to the leaders of our real estate community – members who are

involved, take a stand, and contribute their time to make a difference in our industry.

We want to thank all of you who serve on task forces, boards and committees and those of you who take the extra time to take a stand when our industry rights are threatened.

Today, more than ever, we need individuals who will commit to saving our industry rights. The commitment takes extra time and energy. This month we are going “inside” with **Michael Moore** who was our Philip M. Barshop Founder’s Award for 2010.

How did you get into the Real Estate industry? I was working as a division sales manager for a local company when I had the opportunity to go to work for Gemcraft Homes in October 1982 when they entered the San Antonio market. As a Houston based builder, they were one of the fastest growing privately owned homebuilders in the country.

Do you mind disclosing what year that was? After 9 months as an on-site sales counselor, I was offered a promotion to become either a project manager or to become a land development/land acquisition specialist.

What is the most significant change that you have seen since you started and how has it affected you? The most significant change I have seen is the continued emphasis on additional regulation and for the general population to become more anti-development.

Who has been an inspiration or mentor to you in this industry? Pat Mosher taught me a great deal about land acquisition and was the first manager under whom I started learning the land development process. This was in 1983, when I was 12.

We thank you for all of the time you have committed to representing and fighting for our industries rights. Where do you think we are headed as an industry if we do not continue to ban together to fight for them? Texas continues to grow and prosper, in part because we are a strong private property rights state, and as such, we continue to have some of the most affordable housing in the country. Large corporations look at the cost of living, especially housing, when they consider opening a new division or moving their headquarters. If our industry does not continue to fight unnecessary or over-reaching regulations, then we will see our state becoming more like California as additional limitations on land development and housing unnecessarily increase the cost of housing.

What can we do for you?

Whether you are a developer, engineer, banker, contractor, or broker, RECSA hosts a monthly meeting which will help you stay up-to-date. The meeting addresses the latest updates regarding real estate development (land and building construction), proposed ordinances, changes in the UDC, and any processes relating to the City and County which will change.

The **second Friday of every month**, the **Development Process Task Force** meets at **9:00am** at:

Cliff Morton Business and Development Center
Training Rooms A&B
1901 S. Alamo
San Antonio, Texas

Any person who attends has the ability to ask questions or respond to a presentation. Guest speakers who regularly address the task force include: Bexar County Engineering, City of San Antonio Public Works and Planning and Development Services, SAWS, and CPS Energy.

Topics in April ranged from the retaining wall update, Historical reviews, fee updates, storm water updates, the proposed tree ordinance, plan submittals and the permitting process. Each month the topics will range based upon attendees needs, upcoming changes, and addressing issues in the field. If you want to receive meeting notices, contact the Council office.



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.

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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.**

The Real Estate Council of San Antonio

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For more reasons to choose natural gas from CPS Energy, call 353-2539 or visit us at cpsenergy.com.



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