



Events
Coming Up...

Aug 11

Military Briefing
at Petroleum Club
7:30 a.m.
Sponsored By:
Orion Partners

Sept 8

Transportation Update
at Petroleum Club
7:30 a.m.
Sponsorship Available

Nov 17

Due Diligence
at Petroleum Club
7:30 a.m.
Members Only
Sponsorship Available

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.

What Lies Ahead for Real Estate Development

By: Erika Blythe, Communication Chair

Robert Frost wrote a poem “The Road Not Taken” in which a traveler must choose a path to take and took the one that seemed to have less traffic than the first. Although the traveler suggests that he will leave the other path for another day he doubts that he will ever have the chance to go back and walk it. Once you are committed to a path, you are not likely to turn around and start down another.

Changes in ordinances and laws relating to the real estate development industry have forced us to take a new path over the past couple of years – one which we are embarking upon and wondering if it will ever become a clear road. Whether it is environmental sensitivity, new tree preservation standards, proportional development requirements, or facing a new era with economic turns, we have definitely started down a new road.

Fortunately some were able to secure rights for projects, others are trying to figure out how to maintain the rights they had, and others are just finding out how a \$1.2 million dollar deal has become a \$2.2 million dollar puzzle.

The road ahead for our industry has many twists and turns, but as the Real Estate Council continues to try to secure an easier path, we want to help you stay abreast of new regulations that could impact your next phase of development or a new project. Contact your professional engineers, architects, contractors, accountants and/or attorneys to discuss how the new ordinances below could impact your development in the City of San Antonio and ETJ:

- Tree preservation ordinance beginning 6/1/10
- D-FIRM changes to 100-year floodplain
- Pavement design standards for school bus route areas
- ADA standards
- Development around military installations
- Bexar County warranty bond requirements
- Retaining wall requirements
- Mandatory detention areas
- Environmentally sensitive areas and Habitat Compliance
- On-Premise digital signs
- Rough proportionality requirements
- Building Codes: Plumbing, Fire, Sustainability
- Historical Preservation
- Lighting Overlay Zoning District

The traveler in Frost’s poem suggests that he took the one less traveled and it made all the difference. The Real Estate Council is here to help make your journey as easy as we possibly can. Should you have a question relating to ordinances under review or those previously passed, please do not hesitate to contact us.

Welcome
New Members

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

PATRON

Ad Valorem Specialist
Mike Beasley

Sundt Construction
John Carlson

CORPORATE

DNT Construction
Jason Nikkels

Gilbane Building Co
Dan Gilbane

**Realtors Commercial
Alliance**
Roger Gray

The City Of Schertz
Jeff Jewell

INDIVIDUALS

Rod Mueller

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

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

MARK YOUR CALENDAR

THE REAL ESTATE COUNCIL
OF SAN ANTONIO'S

19TH ANNUAL COUNCIL OPEN

TITLE SPONSOR

Pape-Dawson Engineers, Inc.

MONDAY, OCTOBER 4, 2010

**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 our Real Estate Community



“There is not a man or woman in the development community who hasn’t heard of **Steven Hanan** and if you haven’t you either just arrived to town or haven’t made it out of the office in 20-something years.

Starting as a professional civil engineer in 1970 at W.F. Castella & Assoc. he began his career. By 1980 he had purchased the company, and in 1999 he sold it. One year later he retired, couldn’t stay away from the industry and began Hanan Development Company.

Over the years, Steven became active in his professional organizations and as he has said, “Being active in your profession can pay big dividends. You get to know other professionals in your field and you get to know the individuals that regulate your business. These contacts are very helpful when you need advice or have a problem that you can’t solve on your own.”

What do you think was your biggest triumph and your biggest loss, I asked him. “The 2006 revisions to the tree ordinance that many of us worked hard to get passed was one of the main highlights that I can recall. The 2010 revisions to the tree ordinance was a huge disappointment

to me. Many of us spent the better part of a year working with staff and elected officials trying to educate them on our concerns. It was very frustrating...they had an ordinance (*the 2006*) that was working.”

He has remained driven over the years, seeing many different challenges and changes. Two things keep him moving full-speed ahead: 1) “I don’t like to see money wasted, whether it’s my own, my clients or that of a new owner, and 2) I am a firm believer in private property rights and will continue to do whatever I can to help stop the erosion of said rights.”

On a closing note Steven gave me two bits of wisdom. The first came from his parents, “If you’re going to do a job, do it right. They taught me that anything is possible if you work hard for it.” The second is advice Bill Castella passed on – “when told ‘no’ by a government official, ask ‘why’ and ‘which’ code/ordinance supports their response.”

Steven Hanan is a true example of a leader and a pillar of our community who has and still does spend hours in addition to his daily work focusing on being involved - no matter the industry challenge. We thank you.

Congratulations to 2009-2010

Leadership Development Program Graduates

Adams & Polunsky, Trey Weaver
Bartlett Cocke General Contractors, Chris Johnson
Bitterblue, Inc., Jami Carr
Bury+Partners, Armando Niebla
Cox Smith Matthews Incorporated, John Norman
Drenner & Golden Stuart Wolff, Michael DeNuccio
First American Commercial Property, Ryan Curtis
Frost Bank, Blake Halbardier
Goetting & Associates, Jesse Garcia
Grubb & Ellis, Sophear Wilson
Haynes and Boone, LLP, Bradley Carson
Hornberger Sheehan Fuller & Beiter, Ty Sheehan
Jacobs Engineering, Inc., Natasha Uhrich
Joeris General Contractors, Ltd., Denise O’Malley

Kaufman & Killen, Inc., Mitsuko Ramos
Kimley-Horn & Associates, Inc., Brian Parker
Kudela & Weinheimer, Matthew Moczygemba
Metropolitan Contracting Company, Jason Christensen
Milam Real Estate Capital, Paul Rohlf, Jr.
Pape-Dawson Engineers, Caleb Chance
San Antonio National Bank, Will Collins
Stewart Title San Antonio, Matt Proffit
Transwestern Commercial Services, Kelly Ralston
USAA Real Estate Company, Jason Koehne
Wayne Flores

Members Making A Difference



Sit in on a Development Process Task Force meeting on the 2nd Friday of the month and you just might hear a comment or question from **Brad Carson**. Since

he became involved in the RECSA Leadership Class he has seen the cumulative effect of being involved in our industry. We saw him really take an active role speaking at City Council, making phone calls and sending out emails with regards to the recent Tree Ordinance.

Brad spends his days as a business transaction lawyer for Haynes and Boone, LLP here in San Antonio. His practice consists primarily of real estate transactions. “We help people buy, sell, lease, and finance real property, and we find ourselves on all sides of deals depending on what our client is doing. We have a particular expertise in joint venture agreement, partnership formation and LLCs” he said.

After graduating from University of Georgia in 2002 he obtained his J.D. from LSU in Baton Rouge in 2007. Growing up in New Orleans, Brad became interested in real estate as his family has a residential property management business there. All of his close ties to New Orleans explains his heartfelt passion for the New Orleans Saints.

Since in San Antonio Brad has become involved in a number of professional organizations, in addition to RECSA, such as Urban Land Institute, San Antonio Young Real

Estate Professionals, Downtown Alliance, CCIM and North Chamber. He enjoys the entrepreneurial aspect of the real estate industry and hopes to sit on a board or two in the future.

When asked what inspired him to become involved and take a stand, Brad said, “I was particularly motivated to get active when I began to get concerned that the City may be less interested in reaching compromise with our industry. I think that we had a bit of a honeymoon these last couple of years. We could depend on being heard and being able to reach some sort of compromise on most development issues; now that honeymoon, without exception, is over. I'm hopeful that our industry will find viable public service candidates who will recognize the benefits that our industry provides and will listen to our concerns. In addition, I'm fortunate to have an employer that allows me speak my mind and also covers for me when speaking my mind takes me out of the office.”

As he learned from his father, “there isn't much of a substitute for hard work” and Steve Waters has taught him, “While it may not be possible to know everything in one's chosen profession, there's absolutely no reason to stop trying every day to learn everything there is to know.”

Brad Carson continues to take an active role in our industry; it will be no surprise to see him move into a larger leadership role.

Barkley Ruiz Academy Takes the Grand Prize in The Green Team Challenge





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

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*Brenda Kelly Rowe
Jacobs*

PRESIDENT ELECT:

*Silvia Gangel
SiGa International*

SECRETARY/TREASURER:

*Pat McCaffrey
Presidio Title*

VICE PRESIDENT/GOVERNMENT AFFAIRS:

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*Jane Feigenbaum
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*Michael Schoenbrun
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Cencor Realty Services*

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Barshop & Oles Company*

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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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