

2011 Events Coming Up...

Jan 27

Barshop Founders Award Luncheon
11:30 a.m., Pearl Stable
Sponsor: Pate Engineers

Feb 23

CPS Energy Update with New President / CEO Doyle Beneby
7:30 a.m., Petroleum Club-
Sponsor:

Mar 10

Main Event / Fight Night XX
6:30pm, San Antonio Convention Center
Title Sponsor: Bury+Partners

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.



A Look Back at the Ups and Downs of 2010

By: Brenda Kelly Rowe, 2010 President

2010 was a challenging year for our industry. Our economy experienced continued uncertainties, and housing starts and commercial building permits were down significantly from prior years. And yet even in this difficult economic environment, much of our time was spent on issues and initiatives that will make development and the building industry more difficult.

We began the year with debate at City Hall over yet another revision to the tree ordinance, despite a study that showed we have one of the highest tree canopies of any major metropolitan area. We spent much of our effort trying to get our officials to understand the impact, and I thank each and every one of you who rallied behind that effort. But in the end, City Council moved forward an ordinance that will have a significant impact on both commercial and residential development.

And it didn't stop there. Other local issues, including military initiatives, sound attenuation, UDC amendments, vested rights issues, and a major planning initiative known as "Sector Plans," grabbed much of our attention throughout the year. I thank George Peck our VP of Government Affairs for doing a great job of tracking the tide of issues, engaging our members and keeping us informed. George has agreed to hold the VP of Government Affairs position again next year. There ought to be a special medal for that!

But there were many accomplishments along the way, as well. Our members have served thousands of hours on various committees and task forces and attended stakeholder meetings, technical advisory meetings, and public hearings etc. advocating on behalf of our industry. This is how we make a difference in the drafting and shaping of these ordinances that impact our industry.

And I certainly thank all of those who have served, as you are the lifeblood of this organization! An example of an effective effort was this year's UDC amendment revision process. Thanks in very large part to our members who serve on the Technical Advisory Committee, combined with a more collaborative approach from staff, it went much better than previous years. And the process for amending the UDC has been changed from every 2 years to a 5 year cycle, hopefully giving the code a chance to work before amending it again.

I am excited to announce that we formed a new committee, the Economic Development Committee, which will get started early next year. In this time of economic uncertainty, fostering a climate of economic development that is appealing to business investment and corporate relocation is of great importance. An important facet of this is a regulatory climate that is friendly to new business and potential investment, not one with onerous regulations and uncertainty in the process. This committee will advocate incentive policies that encourage businesses to relocate expand or stay in our community.

In preparation for the 82nd legislative session we've been monitoring bills, meeting with our local delegates, and strengthening our alliance with the Real Estate Councils of Texas. Issues such as vested rights, transportation, margin tax, and expanded land use authority are important and we need to make sure we are at the table! Congratulations to our Executive Director, Martha Mangum, who now co-chairs this critical alliance with the Real Estate Councils of Dallas, Ft. Worth, Houston, Austin and the Houstonians for Responsible Growth. The Real Estate Councils of Texas are prioritizing our policy issues, writing position papers and have set a date for our Lobby Day in Austin. (Con't on page 2)

Welcome
New Members

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

PATRON

Murray & Associates

David Murray

**Rosenberger
Construction**

Clay Page

CORPORATE

Byrne Construction

Tony Battle

**Endura Advisory
Group**

Jim Lundblad

INDIVIDUALS

Asher Reilly

Eric Whittington

Thanks to all of
our renewing
members!!!

Contact

Membership Chair

Glenn Barton,

Stewart Title,

341-8861, if you are
interested in joining
RECSA.

A Look Back on the Ups and Downs of 2010 (Con't from page 1)

By: Brenda Kelly Rowe

Building on our commitment to provide quality events and networking opportunities for our members, we put together a strong series of programs with speakers like the interim CEO of CPS Energy, the CEO and President of VIA, and the CEO of SAWS, just to name a few. Thank you for your continued participation in these events and for your support of our successful fundraisers, Fight Night and the Golf Tournament.

Our community relations team put together yet another successful Green Team Challenge for the 15th year with our partners San Antonio Water Systems, Milbergers Nursery, Keep San Antonio Beautiful, and CPS Energy. Thanks for another successful community outreach program. We've continued our support for the Real Estate Finance and Development Program at UTSA College of Business. And we are in the process of starting a scholarship at Texas A&M - San Antonio in the

name of one of our Past Presidents,
the late Michael Guerra.

I'd like to give a special thanks to all the officers and the members of the Executive Committee. I appreciate your hard work, great leadership and smart advice throughout the year. And of course, none of this would be possible without the great staff at RECSA led by our executive director Martha Mangum and her staff. Thanks for all your hard work and dedication.

2011 will be the 20th anniversary of the Real Estate Council of San Antonio. Challenges will continue and it will take leadership and involvement from more of our industry than ever before. I am pleased that Ms. Silvia Gangel will lead us into a new chapter and I know she will do the very best job! Finally, I'd like to thank the members for allowing me to serve as your President in 2010. God Bless!

City Sector Planning Could Impact Land Use

By: Rob Killen, Kaufman & Killen, Inc.

The City of San Antonio ("City") is in the process of adopting a number of large "Sector Plans" which could impact future land use options within City limits. These plans divide the City into five (5) areas: North, West, East, Central, and Heritage South. The North Sector Plan and Heritage South Sector plan have been approved by City Council. The other plans are still under development.

Sector Plans are considered to be part of the City's Master Plan. The City has a variety of area planning tools, including neighborhood plans, community plans, and sector plans. Each of these plans includes a future land use map. The future land use map indicates the land uses that the City Council would like to see on each parcel or area within the plan. Each of the land use categories within a plan has a comparable zoning classification or classifications.

The adoption of a Sector Plan does not change the current zoning of a property or affect any current uses. However, the plan could impact any future rezoning of property within a plan area.

When a request for rezoning is submitted to the City, the Planning & Community Development Department will review the request to see if the property is within an approved plan. If the property is within an approved plan, City staff will then

determine whether the proposed zoning is consistent with future land use map. If the requested zoning is not consistent with the plan, the applicant will be required to request a plan amendment before the zoning application can move forward for approval.

Once all of the Sector Plans have been approved by City Council, all areas within the City will be subject a plan. There will be more instances in which a tract of land will require rezoning to a zoning classification that is not within a comparable zoning category for the land use designated by the plan. In addition to increasing the chances that a zoning request will be denied due to inconsistency with the plan, the time required to complete zoning will be extended due to the necessity to go to both Planning Commission and Zoning Commission prior to City Council action.

It is important that property owners determine whether they are in an existing or proposed plan area. If in an existing plan, the owner should review the future land use map to see if the comparable zoning districts will accommodate proposed development. If the property is located in a proposed plan, the owner should provide input to City staff on proposed uses so the final plan will reflect potential uses.

Mark Your Calendar!!!

Main Event XX - Fight Night

**Thursday, March 10, 2011
Henry B. Gonzalez
Convention Center**

****Ballroom A****



Event Chairman:

Kim Ghez, Presidio Title Company

Auction Chairman:

Brian Biggs, Frost Bank

**A Presentation of
The Real Estate Council of San Antonio
and Title Sponsor**

Leaders of the Real Estate Community

Featuring: Gene Dawson, Jr., Pape-Dawson Engineers, Inc.

Whether it be his quick wit, sense of humor, attention to details, unique perspective, or his devotion to his work in the real estate industry, Gene Dawson, Jr. leaves a lasting impression. "There isn't another like him," a colleague said.

Upon graduating from college at Texas A&I University in 1982, now known as Texas A&M Kingsville, with a Bachelor of Science degree in Civil Engineering, he came back to San Antonio to begin his career. He started working under Ed Descamps when he first began and slowly was given more responsibility.

Now with over 25 years of experience and leading Pape-Dawson Engineers as its President, Gene is responsible for the firm's management, allocation of resources, strategic planning, and operations of the firm. In addition to the firm's management, Gene spends time providing oversight of major projects.

Beyond everyday responsibilities at the office, Gene is a member of a number of organizations, serves on many committees, and including the board of the Greater San Antonio Builders Association, Bank of San Antonio, Alamo Bowl, Green Space Alliance and our very own Real Estate Council. His involvement in the real estate community goes beyond the normal scope. There are few industry concerns he is not aware of and is typically involved at some level to help solve them.

With the variety of projects of clients that he represents, when asked how he juggles everything, he said, "It comes down to doing the right thing."

We thank you, Gene, for your tireless efforts in helping the Real Estate Council and our industry stay abreast of industry issues and concerns and for standing up to fight those that impact us so greatly.

Up and Coming Leaders

Featuring: Brian Biggs, Frost Bank

Growing up in Carthage, Texas, Brian got his grand start in banking by mowing the grass, vacuuming the floors and picking up trash after school at a local bank in his hometown. He left Carthage to head to Texas A&M where he obtained a degree in Finance. During college summers he made a leap to a teller position at that same local bank where he worked until he finished his degree.

Brian did most of his interviewing in Dallas and Houston. His only interview in San Antonio was with Frost Bank. But when he interviewed with the people here, he heard a lot of things that appealed to him as a person that grew up in a small town. He liked the history of the bank, the corporate culture that seemed to be such an important part of who they were, the way they treated their customers, and the teamwork that they promoted within the bank. Luckily, 14 years later with the same company, he feels like those instincts proved correct. Brian is now a Vice President in the Commercial Real Estate Lending area.

Brian is involved with a number of professional organizations and serves on the boards of Respite Care of San Antonio and the Real Estate Council. He was involved in RECSA's leadership group and says that without question, it was the relationships with others in the industry that grew out of that real estate leadership program that will always be the most valuable thing that he took from it. The network of people he knows today continues to grow from those first people he met in his class.

But he also learned a great deal about what the Real Estate Council does and how other areas of the industry worked. "I highly recommend it to employers as a great benefit they can provide to their younger employees," Brian said.

Don Frost has been one of Brian's mentors over the years and has passed along a valuable lesson which Brian hold close to, "Strive to do what is right. When faced with a challenge, that doesn't necessarily mean the most profitable solution, the most popular, or the easiest. But when people trust you with something as important as their cash and savings, honesty and integrity in your dealings with them are paramount."

When asked if there was any wisdom he could pass along to others, Brian stated, "I would encourage them to take time and get involved with other people in their industry. Whether sales and networking are an important part of their job or not, I think it's very helpful to have a better understanding of what others in the industry do on a daily basis, what their challenges are and what motivates them. Knowing what's important to other people can help you provide a better service to them and be a valuable business partner. And even if they're not a customer or colleague today, you never know when you may cross paths in the future."

We thank you, Brian, for all that you have and continue to do with RECSA. He is our 2011 Auction Chair for Fight Night.

The Real Estate Council of San Antonio
cordially invites you to the presentation of the annual

Philip M. Barshop
FOUNDER'S AWARD

Recognizing Excellence and Leadership in the Real Estate Industry

Keynote Speaker
Dr. Francisco Cigarroa
Chancellor, The University of Texas System

Underwritten by
Pate Engineers, Inc.

Thursday, January 27, 2011

Pearl Stable
312 Pearl Parkway
Building 2

11:30 a.m. ♦ Registration
12 noon to 1:00 p.m. ♦ Lunch and Program

Please RSVP by Friday, January 21

Thank You to Our 2010 Program Sponsors!

January 27, 2010:
Philip Barshop Founders Award Luncheon
Sponsor: Pate Engineers, Inc.

February 24, 2010:
Water Update
Sponsor: Jacobs

March 4, 2010:
Main Event /Fight Night
Sponsor: Bury+Partners

May 13, 2010:
CPS Update with Interim GM Jelynne
Burley
Sponsor: CPS Energy

June 23, 2010:
Mid Year Economic Capital Market Update with Ted Jones
Sponsor: Hogan Real Estate Services

August 11, 2010:
Military Update
Sponsor: Orion Partners, Inc.

September 8, 2010:
Transportation Update
Sponsor: Jacobs

October 4, 2010:
19th Annual Council Open
Sponsor: Pape-Dawson Engineers

October 26, 2010:
Membership Mixer
Sponsors: BKD; Galaxy Builders; Harwell Company, LTD; and Insite Architect, Inc.

November 17, 2010:
Due Diligence
Sponsor: CDS / Muery Services

December 7, 2010:
Annual Government Affairs
Sponsor: Kaufman & Killen, Inc.

Council Monitor Sponsor

Cost Benefit to Builders and Developers of Using Natural Gas with CPS Energy

CPS Energy is in the process of educating our customers on the comfort, convenience and positive environmental impact of using natural gas for heat generating purposes. These benefits can only be realized by the end-user if Natural gas is available in their home or multi-family unit. In order to accomplish this, CPS Energy offers a number of incentives to builders and developers to encourage the installation of CPS Energy natural gas. Below are the incentives by type:

Single Family Builder:

CPS Energy "Smart Energy" program is an incentive designed to encourage builders to install natural gas in the homes. A builder who joins the program agrees to install at least two major appliances in every home built where CPS Energy natural gas is available. These appliances are the water heater and the central furnace. In doing so, they realize various marketing benefits such as inclusion in CPS Energy's web site; inclusion in CPS Energy's marketing venues and advertising. All designed to drive the consumer to the "Smart Energy" builder. In addition to these benefits when a gas cook-top (Stove) and gas dryer connection are installed the builder will receive a \$150.00 rebate.

Single Family Developer:

When a developer installs CPS Gas facilities in their development, they receive an \$850.00 "per lot allowance" which is used to install both "on-site and off-site" facilities in the development.

Normally this results in a zero cost to the developer for gas facilities. In addition to this "allowance", the developer will receive a 50% joint trench credit. In simple terms, this means CPS energy gas will reimburse the developer for 50% of the cost of trenching, a significant cost in the development. This joint trench credit is seen in the "contract of charges" and reflects a lower amount of "upfront dollars" required for underground electric facilities. Less number of transformers and riser poles (paid for by the developer) are also a benefit.

Multi-family Developer:

Since more units will be served per foot of gas main installed, CPS energy will install gas facilities with-in the development at no cost. When units are to be individually metered, the "joint trench credit" will be increased to 100% of the trench cost. These savings will be seen in the "Summary of Charges" and will also reflect a significant lower "upfront cost" of electric infrastructure. A direct rebate of \$100.00 will be given to the developer for each gas stove installed with-in the development.

If you would like to speak with a Gas Marketing Specialist to explore the savings within your particular development, please call Mark Blythe, Manager of Gas Marketing @ (210) 353-2539. We will be happy to explore your savings while offering the best energy value to both our customers.

What You May Not Know About the Benefits of Natural Gas

CPS Energy Natural Gas plays a roll in Green Building which is becoming more of a demand amongst customers. There is cost savings in energy bills for the end user which makes it more appealing but there are opportunities for developers to save on development costs, as well, by installing natural gas.

These days, homeowners want everything from instant hot water and gourmet kitchens to outdoor living spaces and standby generators. So how do you help save energy, reduce emissions and protect the environment without compromising comfort, style and performance? The answer is Natural Gas from CPS Energy.

The energy choice is yours.

Electricity powers everything from the lights to computers in our homes. But, did you know that for Direct Thermal uses such as stoves, clothes dryers, space and water heaters, you have an energy choice that you can feel good about for your pocket book and for the environment? In the San Antonio area, a 2000 square foot home using these Natural Gas appliances will average 46 percent less carbon emissions than the same home powered exclusively with electricity and save up to 30% on the annual utility cost. You are able to reduce your carbon footprint.

Despite the downturn in the American housing industry, over 1 million homes will be built in the US this year. One significant way to reduce our carbon footprint would be to use Natural Gas in just 5 percent more of those new homes. This reduction of CO2 in the atmosphere would be the same as planting 6 million trees. (con't on page 7)

Council Monitor Sponsor

What You May Not Know About the Benefits of Natural Gas (con't from page 7)

Laundry. You can dry, on average, two loads of clothes in a Natural Gas dryer for the same amount it would cost you to dry one load in an electric dryer. And, Natural Gas dryers dry faster than electric dryers — with less tumbling, your clothes last longer and you get back valuable time on laundry day.

Water heating. Natural Gas can heat water quickly and more efficiently. In fact, a gas water heater can heat water up to twice as fast as an electric one so your family always has hot water when they need it most. And because it's clean burning, Natural Gas emits up to half the carbon emissions of an electric water heater. In fact, the use of Natural Gas also reduces nitrous oxide emissions by up to 69% and all but eliminates sulfur oxide emissions.

Natural gas tankless water heaters. For even more efficiency, consider a Natural Gas tankless water heater. A traditional tank water heater continues to heat water even when you don't need it. A tankless water heater heats water on demand, only when you need it. Install a Natural Gas tankless water heater near the point of use and you could save hundreds of gallons of water a year simply by reducing the amount of cold water standing in the pipes between

your water heater and faucets. The operating cost savings of a Natural Gas tankless water heater can pay back your appliance investment in just a couple of years.

Heating the home. A high-efficiency Natural Gas heating system will keep you warm and draft free, even on the coldest days. You can actually feel the warm air from a Natural Gas system. Whether you're looking into a forced air or hydronic system, Natural Gas is up to 97% efficient. A Natural Gas system emits up to 40% less carbon emissions of an electric heat pump, and reduces nitrous oxide emissions by up to 55% and all but eliminates sulfur oxide emissions.

Cooking with natural gas. Just like professional chefs all over the world, home chefs like you want the same even heat and temperature control that only comes from cooking with Natural Gas. With Natural Gas the kitchen is always open, even during a power outage. In addition, not only will today's gas ranges, ovens, cook tops and grills have you cooking like a pro, you'll save energy and money. In fact, it costs about half as much to cook with a Natural Gas range as an electric one. Any way you look at it, you can't beat Natural Gas in the kitchen.

***RECSA thanks CPS Natural Gas for
sponsorship of the
2010 Council Monitor***



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:

Brenda Kelly Rowe
Bury+Partners, Inc.

PRESIDENT ELECT:

Silvia Gangel
SiGa International

SECRETARY/TREASURER:

Pat McCaffrey
Presidio Title

VICE PRESIDENT/GOVERNMENT AFFAIRS:

George Peck
Civil Engineering Consultants

GOVERNMENT AFFAIRS:

Jeff Booth
Embrey Partners, Ltd.

Jane Feigenbaum
Metropolitan Contracting Company

Michael Schoenbrun
The Weitzman Group/
Cencor Realty Services

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HomeSpring Residential Services

Phil Crane
Providence Commercial

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Erika Blythe
Land Development Solutions

COMMUNITY RELATIONS:

Eddie Smith
Lyda Swinerton Builder

PROGRAM:

Dean Bundrick
Orion Partners, Inc.

EDUCATION:

George Harcourt
Grubb & Ellis

MEMBERSHIP:

Glenn Barton
Stewart Title

AT LARGE:

Brian Biggs
Frost Bank

Gene Dawson, Jr.
Pape-Dawson Engineers, Inc.

Scott Farrimond
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Hanan Development Co.

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Chris Lindhorst
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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.**

The Real Estate Council of San Antonio

8626 Tesoro Drive, Suite 803
San Antonio, TX 78217
Ph: 210-805-1155 Fax: 210-804-1166
www.recsanantonio.com

STAFF

Martha Mangum, Executive Director
martham@recsanantonio.com
Sylvia Pizzini-Cantu, Member Services Director
sylviap@recsanantonio.com
Margaret Turner, Administrative Assistant
margarett@recsanantonio.com