



MARCH 2005

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National Website: www.crewnetwork.org

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CREW San Antonio

proudly presents the

2005 Real Estate Forum

Tuesday, March 29, 2005
11:00 a.m. to 11:30 a.m. - Networking
11:30 a.m. to 12:00 Noon - Lunch Served
12:00 Noon to 1:30 p.m. - Speakers

The Westin Riverwalk
420 West Market Street

RSVP by Thurs., March 17th to: Leslie Edmark at laedmark@satx.rr.com
Send payment by Thurs., March 17th to: CREW-San Antonio c/o Jennifer Bailey
Texas Capital Bank
745 E. Mulberry Ave., Suite 350
San Antonio, Texas 78212

\$60 with RSVP before March 17th
\$70 with RSVP after March 17th
Please include the name(s) for all reservations made on the check.
All reservations are non-refundable unless cancellations are received 48 hours prior to the luncheon.

Sponsored by: GOLD



WALLIS STATE BANK
Where Service Begins

Wallis State Bank is a Texas-owned community bank with assets of over \$165 million. As a community bank, customers enjoy the local decision making on loans, flexible rates and term, and a complete line of products for both individuals and businesses.

Established in 1906, Wallis State Bank has almost a century of banking history in the Houston area and is pleased to now have a branch office in San Antonio, located at 100 N. E. Loop 410, Ste. 165, in the One International Centre, near the airport. With six Houston area locations, Wallis State Bank feels the expansion into the growing San Antonio market is a strategic move for the bank and anticipates opening more offices in the next few years.

Visit the Bank's website at www.wallisbank.com for additional information about products, services, or banking locations.

SILVER



BRONZE





Ernest L. Brown, IV, CCIM

**MODERATOR - Executive Vice President and Managing Director,
Grubb & Ellis Company**

Ernest Brown, a Certified Commercial Investment Member of the CCIM Institute, is a highly motivated individual with over twenty years experience in commercial real estate, including selling, leasing, foreclosing and managing real estate properties for public, private and institutional investors and owners. Mr. Brown earned a double major in Economics and Natural Resources from The University of The South in Sewanee, Tennessee, and was a recipient of the Outstanding Young Men of America award.

Ernest Brown, the Executive Vice President and Managing Director of Grubb & Ellis Company, was named Top Five Producer in 2001, 2002, and 2004. As Senior Asset Manager for AMRESO, Inc., he was responsible for over \$250 million of commercial real estate in Texas, Colorado, Rhode Island and Florida. Prior to that, Mr. Brown was an Office Leasing Specialist responsible for over 1 million square feet of office space in San Antonio, Texas. His representative clients include AMRESO, Fleet National Bank, DEPCO, GE Capital, Bank of America, Beal Bank, Weingarten Realty, and Ultramar Diamond Shamrock.

Mr. Brown currently serves as a Director for the San Antonio/South Texas CCIM Chapter. In past years, he has served as the President, Symposium Chairman, Treasurer, Education Chairman, and Programs Chairman. Ernest Brown is a member of CREW (Commercial Real Estate Women) and serves on the Board of Trustees for Texas Military Institute and is the past President and current Treasurer of the Texas Military Institute Alumni Association.



Russell T. Noll, CCIM, CPM®

OFFICE - Principal, Noll•Bakke Realty Advisors

Russell Noll co-founded Noll•Bakke Realty Advisors with his business partner, Michael J. Bakke, Sr. Mr. Noll and his team focus their energies and creativity in representing tenants in their pursuit of leasing office space. His clients include: SBC Services, Sterling Bank, Biodynamic Research Corporation, Computer Solutions, Wayland Baptist University, Thornton, Summers, Biechlin, Dunham & Brown, Data Race Corporation, Oppenheimer, Blend, Harrison & Tate, SecureLogix Corporation and Aetna Insurance.

Before launching Noll•Bakke Realty Advisors, Russell Noll served as Senior Vice President of CB Richard Ellis, leading teams in the areas of tenant representation, investment sales, project leasing and management. Prior to joining CB Richard Ellis, he worked as President of Aequus Real Estate Services, the successor to The Quincy Lee Company. Mr. Noll began his real estate career over nineteen years ago with the San Antonio office of the Vantage/Bradford Companies, a national commercial real estate development firm.

Russell Noll's educational background includes a Master of Business Administration from Southern Methodist University in Dallas, Texas and a Bachelor of Business Administration from Abilene Christian University in Abilene, Texas. His community and professional involvement includes being selected for Leadership San Antonio both as a participant and steering committee member, CCIM Symposium speaker, Panel Speaker at the Greater San Antonio Chamber of Commerce Economic Outlook Conference, Young Life Boerne Adult Committee Chair, Boerne Youth Athletic Association, and the various committees of the Boerne Independent School District. He is most excited about his role as husband and father of five children.



Sandra Rogers

RETAIL - Senior Associate and Senior Property Manager, REOC Partners, Ltd.

Sandra Rogers is Senior Associate and Senior Property Manager of REOC and oversees its retail services division; including new business development, project leasing and client representation. Her leasing responsibilities include extensive marketing efforts for each of REOC's property leasing assignments, such as designing leasing ads, flyers, direct mail, and cold calling. Ms. Rogers performs property management services for select property owners, typically those for whom she also performs leasing services. This is a powerful combination of talents that results in a higher level of overall performance and effectiveness. Ms. Rogers is presently responsible for the marketing and leasing of more than 600,000 square feet of property

assignments and managing nearly 300,000 square feet.

Prior to joining REOC in 1994, Sandra Rogers owned a retail business. Her experience as a tenant gave her an invaluable perspective in understanding tenant concerns and needs. This first hand experience has further enhanced her leasing abilities through her emphasis on the importance of building and nurturing strong landlord-tenant relations.

Ms. Rogers has taught real estate courses in Property Management, Real Estate Law and Marketing for the Alamo Real Estate Institute. She is active in several professional organizations including the Building Owners and Managers Association (BOMA), Institute of Real Estate Management (IREM), San Antonio Board of Realtors, CREW (Commercial Real Estate Women), and San Antonio Real Estate Council.



Carrie Caesar

MULTI-FAMILY - Associate, CB Richard Ellis

Carrie Caesar has been active in the San Antonio commercial real estate industry since 1990 and joined CB Richard Ellis in 2000. Ms. Caesar specializes in the acquisition, disposition and financing of multi-family properties throughout Central and South Texas. During her tenure with CBRE, Ms. Caesar has closed over \$300 million of multi-family transactions encompassing over 6,200 units. Her clients include REITs, pension funds, life insurance companies, financial institutions, developers, and numerous private investor groups. With her background in commercial property valuation, Ms. Caesar has expertise in all facets of property operations, evaluation and sales.

Carrie Caesar received her Masters Degree in Land Economics and Real Estate from Texas A&M University. She was named one of CB Richard Ellis' Top Ten Producers in 2001 and 2004. Ms. Caesar, a licensed real estate salesperson, is active in many organizations including: the Urban Land Institute, the Society of Texas A&M Real Estate Professionals, Advisory Board Member of the Graduate School of Business/LERE, Texas A&M University, and the Institute for Professionals in Taxation.



Michael A. McMahon, SIOR, CCIM

INDUSTRIAL - Owner, McMahon Properties

Mike McMahon graduated from Southwest Texas State University with a BBA degree, joined the Marine Corps and served a tour of active duty. His service in the military continued for 24 years with the Marine Corps Reserves, until he retired as a Lieutenant Colonel in 1995. Mr. McMahon, a CCIM since 1993, began his real estate career in 1979 with Commercial Industrial Properties, and in 1986, he received his SIOR designation and formed McMahon Properties.

In his 24 years of experience in the industrial field, Mr. McMahon's accomplishments include completion of countless leases, the sale of single and multi-tenant buildings, successful marketing and disposition of difficult problem properties, and site location work for local and national firms. Recently, he has been active in purchasing industrial buildings for a local partnership which he helped form.

Mr. McMahon served on the San Antonio Zoning Commission and with the Land Development Services Committee of the Planning Commission. He served as Chairman of the Commercial Investment Division of the San Antonio Board of Realtors, where he also taught classes. Mr. McMahon volunteers for Bexar County Juvenile Probation Department, Project Learn to Read, and St. Peter's Catholic Church.

In 2002, Mr. McMahon was honored at the CCIM Symposium with the Big Dog and Tough Dog awards. He was also honored with the William E. Fleming Award in recognition of his "outstanding example and legacy of fair dealing, community involvement, faith in God, and service to his fellow man." Mike McMahon is married to the former Kathleen Parkin and has 2 daughters and 2 grandchildren.



James Lifshutz

DOWNTOWN - Owner, Lifshutz Companies

Mr. Lifshutz received a Bachelor of Science degree in Industrial Engineering from the University of Wisconsin. He worked in the family real estate businesses before earning his Masters of Business Administration in 1989 from the University of Texas at Austin, Graduate School of Business. Lifshutz Companies is a family-owned real estate group engaged, since 1950, in the development and management of land, shopping centers, mini-warehouses, office/service centers, and mini-storage projects; along with single and multi-family housing communities.

While the Lifshutz Companies develop and own a wide variety of real estate types in locations all over San Antonio and other parts of Texas, Mr. Lifshutz's concentration, as well as his passion, has been developing property in downtown San Antonio. Selected projects include the Blue Star Arts Complex, Hilton Homewood Suites - River Walk, the Dullnig Building on Alamo Plaza, the Cadillac Lofts, the Andalusia Condominiums, King William Townhomes, as well as Hot Wells and Big Tex, two unique projects located on the San Antonio River.

Mr. Lifshutz has served, and is serving on numerous not-for-profit boards that promote and support the arts and humanities, economic development, services to underprivileged youth, and protection of the environment. He is a licensed real estate broker, member of the Urban Land Institute, Beta Gamma Sigma National Honor Society in Business and Management, Downtown Alliance of San Antonio, Paseo Del Rio Association, Los Compadres de San Antonio Missions National Historic Park, Conservation Society, Texas Downtown Association, and King William Neighborhood Association.



Charles Martin Wender

INVESTMENT - Owner, Charles Martin Wender Real Estate

Charles Martin ("Marty") Wender, a Fort Worth native, graduated from the Business Honors Program at The University of Texas at Austin and married San Antonio native Rene Lynn Mandel. Mr. Wender's real estate development projects in San Antonio include Westover Hills, Fawn Meadow in the South Texas Medical Center; and Crownridge on IH 10 West.

Mr. Wender was selected as one of five "Visionaries" by the San Antonio Business Journal for his vision and accomplishments for the Westover Hills development. Westover Hills is home to Sea World of Texas, the Hyatt Regency Hill Country Resort and Arthur Hill Championship Golf Course, and numerous corporate campuses. He was instrumental in the approval of the Stotzer Freeway (SH 151). Mr. Wender was named one of 1988's "Top 100 Developers" in the nation by Real Estate Times magazine and was appointed by Governor Mark White to serve on the Texas Economic Development Commission.

Marty Wender is active in numerous civic and charitable organizations in the community. He was the 2002 Chairman of Greater San Antonio Chamber of Commerce, past Chairman of the Austin-San Antonio Corridor Council, and helped lure Toyota to San Antonio. He is also on the Development Boards of UTSA and University of Texas Health Science Center and served as Chairman of the Corporate Circle Council of the Southwest Foundation for Biomedical Research.

2005 FRIENDS OF CREW

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GENERAL CONTRACTORS

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FARGO**



WALLIS STATE BANK
Where Service Begins

Luncheon Drawing

The winners of the Starbuck's Networking Certificates at the February 15, 2005 luncheon were **Joyce Janota** of Studio Seny and **Sue Jacobson** of First American Title. Congratulation ladies! We look forward to hearing about your networking venture.

Members on the Move...

Chris Clements

of South Texas Interiors
has a new office location:
931 Basse Rd.

San Antonio, TX 78212

His telephone number, fax number
and e-mail address remain the same at:

Phone: (210) 348.8550

Fax: (210) 348.9964

e-mail: cclementssti@satx.rr.com

Brenda Younts

REOC Partners

7800 IH-10 West, Suite 800

San Antonio, TX 78230

Phone: 210.524.4000

Fax: 210.494.5881

byounts@reocpartners.com

Congratulations to **Pat McCaffrey**
on his recent promotion! Effective 3/1/2005,
he will be Assistant Vice President of IPX 1031
Investment Property Exchanges Services, Inc.

His new address is:

10010 San Pedro Ave., Suite 700

San Antonio, TX 78217-3895

Direct phone: 377.8952

Email: mcaffrey@fnf.com

JOB OPPORTUNITIES

CB Richard Ellis has an opening for an
Information Management Coordinator/Researcher.
Contact Sherrie Wade at (210) 507-1131
for more information.

HOUSTON—THE INTERNATIONAL GATEWAY

2005 TEXAS CONNECTION



INTERNATIONAL GATEWAY

APRIL 28TH—APRIL 29TH, 2005

FOUR SEASONS HOTEL
HOUSTON, TEXAS

WHAT IS THE TEXAS CONNECTION:

CREW NETWORK HAS MORE THAN 5,600 MEMBERS IN 51 LOCAL CHAPTERS REPRESENTING EVERY DISCIPLINE IN THE COMMERCIAL REAL ESTATE INDUSTRY.

FIVE OF THESE CHAPTERS ARE IN TEXAS ALONE!

JOIN US IN HOUSTON ON APRIL 28TH FOR THE SECOND ANNUAL TEXAS CONNECTION.

PLAN TO TRAVEL WITH US TO:

FORT WORTH IN 2006, SAN ANTONIO IN 2007 AND AUSTIN IN 2008.





WHEN AND WHERE IS THE CONFERENCE:

APRIL 28-29, 2005 AT THE FOUR SEASONS HOTEL, HOUSTON, TEXAS

WHO IS INVITED TO THE CONFERENCE:

AUSTIN, DALLAS, FT. WORTH, HOUSTON, SAN ANTONIO AND NEW ORLEANS CREW CHAPTERS.

PROPOSED BREAK OUT SESSIONS:

-  "CRUISING THE GULF COAST - THE ECONOMIC IMPACT OF THE GULF COAST PORTS" (HOUSTON & LOUISIANA)
-  "HOMELAND SECURITY AND THE PATRIOT ACTS" (FORT WORTH)
-  "THE TOYOTA PLANT, ITS ECONOMIC IMPACT AND HOW THE CITY LANDED THE PROJECT WITH THE HELP OF THE TEXAS OPPORTUNITY FUND" (SAN ANTONIO/AUSTIN)
-  "BECOMING OWNERS: MAKING YOUR CREW REAL ESTATE INVESTMENT GROUP SUCCESSFUL" (DALLAS)

SPEAKER:

"SO YOU THINK YOU AREN'T IN THE ENERGY BUSINESS?"
DENNIS HEAGNEY, RETIRED COO OF TRANS OCEAN,
THE LARGEST DRILLER IN THE WORLD.

REGISTRATION INFORMATION TO FOLLOW

Standing Ovation



CREW-San Antonio would like to thank Mychel Jordan for acting as the Chairman of the 2005 Real Estate Forum. Mychel has done a great job of organizing and planning this year's event.

Mychel works as a Property Manager at Financial Center Northwest for Macfarlan Real Estate Services. She is involved with BOMA and CREW and is currently working on her Real Property Administrator designation from BOMI Institute.

Mychel would like to thank all her committee members for their efforts in making the 2005 Forum a success. Committee members include: Jennifer Bailey, Jackie Browning, Steve Craig, Leslie Edmark, Beverly Fortner, Teresa Ereon Giltner, Laurie Griffith, Kim Gutierrez, Martha Hardy, Kim Klaus, Patrick McCaffrey, Victoria Rich, Rebecca Sanchez, Sarah Schneider, Cynthia Stevens, Lindsey Tucker and Brenda Younts.

CREW Connections

Cynthia Stevens of Koontz McCombs refinanced one of their office buildings with **Laurie Griffith** of Texas Capital Bank. Additionally, **Valinda Astoria** of Miller and Astoria prepared the legal documentation for the transaction.

John O'Connor of The Real Estate Department and **Steve Craig** of LandAmerica Title Company initially worked together on the location for the new Bandera Road branch office for LandAmerica Title Company. In addition, **Ginger Dawley** of The Dawley Group provided space planning and construction documents for the new branch office at the Silverado shopping center located at the corner of Loop 1604 and Bandera Road.

Here are some reminders of the February Luncheon...



Upcoming CREW Events

Mark your calendar for:

MONDAY, APRIL 4, 2005

New Member Breakfast-Magnolia Pancake Haus

All members are welcome to enjoy a delicious breakfast at 8:00 AM and to meet our new CREW members.

Cost is \$15.00. New members are free.

Please RSVP to Leslie Edmark at laedmark@satx.rr.com

TUESDAY, APRIL 12, 2005

CREW Monthly Luncheon-Oak Hills Country Club

Guest Speaker:

Shannon Cantrell, South Texas Regional Liaison for Economic Development for Governor Rick Perry

Topic:

Economic Opportunity/Incentives offered by the State of Texas

CREW San Antonio

MISSION STATEMENT

The mission of CREW-San Antonio is

- To create a forum in which commercial real estate professionals involved in various disciplines can network and interact
- To offer educational programs to share different concepts, ideas and information regarding current trends and opportunities in the industry
- To promote high ethics and professional standards
- To mentor and enhance leadership and encourage participation in CREW-San Antonio, other organizations and the community

NETWORK NEWS

IS PRODUCED MONTHLY FOR CREW-SAN ANTONIO BY:
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CREW



NETWORK

CREW San Antonio

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