



Winter  
Weekly

# Reader

Volume 147, Issue 207, March 3, 2016

The Plano Rotary Club  
[www.PlanoRotary.com](http://www.PlanoRotary.com)

## UPCOMING MEETINGS

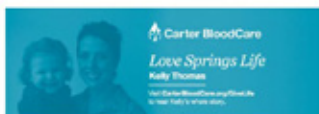
Mar 3

Randy Routon - Executive  
Director Lifepath Systems of  
Collin County

"Changes in mental health  
services in Collin County and  
Texas"

## MARCH BIRTHDAYS

Marshall Johnson	Mar 10
Myrtle Hightower	Mar 11
Jamie Schell	Mar 18
Louise Davis	Mar 31
Bruce Glasscock	Mar 31



## Blood Drive

Please donate blood!

Paor Richard's Cafe

Tuesday, 03/08/2016

7:00 am - 2:00 pm

2442 K Avenue

Carter BloodCare Bus in Parking Lot

Plano, TX 75074

James Wells

Volunteer Drive Coordinator



# Bidness on Fire!

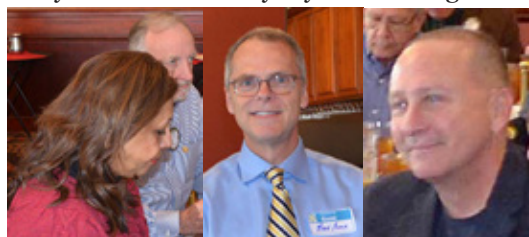
**G** **UNSLINGERS** routinely wore mirrors on their (black) hats (remember the **Sundance Kid**) to blind opponents (how do you think "**Sundance**" got his nickname?). **Sainted Editor** don't need no steenking hat. All he must do is lower his pate to the same effect. Thanks for pointing that out, *Scary Bob!*



**President Paperweight** (well, at least that's more impres-

sive than flyweight) beseeched our attention at 12:19, summoning **Johnny Lewis** for the Invocation and **Rick Horne** for the Pledge. We were devoid of Greeters, apparently.

**SERGEANT BARBERA** gave us the grammar school call, "*Good afternoon, Plano Rotary Club*" to which we were to respond, but few obliged him. He introduced **Plano Metro** Rotarian **Shaheen Salam**. Kelly won the lottery by welcoming three



guests: CPA **Mike Black**, **Jeff Butcher**, and lapsed Rotarian **Greg Kennedy**. **Alan Feigenbaum** hosted *Embrace Home Loans* maven **Jeff Brother**. **Jeff Frauenheim** welcomed **Curtis Olsen**. And **Justin Roche** bade us greet returning *Shops at Willow Bend* denizen **Kelsey Ishmael**.

Nathan fêted Kelly for his spread in **Sam Johnson's** literature and web page, including the video thereon. Unfortunately,



in none of it was Kelly wearing his Rotary pin, so Nathan fined him **\$20** (\$5 for each non-appearance).

Nathan asked for a show of hands of Newbies, and the dolts obliged, unaware that he was seeking victims for **INSIDE THE ROTARIAN STUDIO**. He settled on **Clay Curtiss**.

Clay was forced to admit that Kelly was his sponsor (back in January). He was born in Talladega, FL, presumably before the **NAS-CAR** track. (See, **CAPTAIN KIRK**, I sometimes can.) His Dad was a minister so he was a well-behaved child. He went to *Troy High School*, majoring in basketball and baseball. At *Samford University*, he switched to Man-



agement and Marketing, following which he worked as a rep for *Beecham Products*, pushing **Aquafresh** toothpaste. In 2008, he went into construction at just the wrong time.

continued on page 2



He wishes he had gone into beachcombing instead, complete with little umbrella drinks. His favorite musicians: *The Eagles*. Athlete: **Bo Jackson**. Meal: steak. Restaurant: *III Forks*. Soda: **Coke**. Brew: imported. Toothpaste: **Aquafresh**.



**Jamie Schell**, asking us to “Please hold your applause until the end,” stumped for the RI Foundation, recommending holdouts support at the \$10/month level.

Kelly promised yet again to return to the Club (“in June or July”) with the results of its year-long investigation into its resources and obligations, two of which he mentioned: \$12.5K to Carter Park and \$10K in PISD Scholarships.

Program Chair, **Olin Jaye**, rose to introduce the day’s speaker, **Robert E. Young, Jr.**, Managing Director of *The Weitzman Group*, part of *Cencor Realty Services*. Olin characterized it as “the Dark Side” of Realty: **COMMERCIAL**. Olin also alluded to the length of Bob’s résumé, promising to synopsise it.

Bob earned his B.A. in Economics at *Southwestern U.* in Georgetown, TX. He oversees general brokerage activities, including tenant representation, project, leasing, and investment brokerage, and works to increase the company’s brokerage presence. He also handles recruitment and internal and external marketing and promotion efforts for the firm.



Bob serves on the Board and was 2009 President of the *Retail Brokers Network*. He is also a member of the *North Texas Commercial Association of Realtors* and is past president of its Board. He has co-authored a chapter in “*Leasing for Non-leasing Professionals*,” a book published by the *International Council of Shopping Centers*. He is Dean for the *ICSC University at U. Penn’s Wharton School of Business*.

His topic today was **NEW WEST PLANO DEVELOPMENT AND ACTIVITIES**. Even before he introduced his family, he waxed eloquent on his subject, telling us that he could just say “the marketplace is on fire” at 121 and the Tollway and leave it at that...but he didn’t; he went 6 minutes overtime instead. There are 18K jobs within 5 miles of that fabled intersection. He made passing reference to family members who had come to listen to his



presentation and then turned to Olin, noting that they met at his **CITIZEN OF THE YEAR** ceremony. Then he turned to his connection to Rotary which was through his Dad, **Robert Young, Sr.**

Although he passed away last year, the senior Young had been President of *Grand Prairie Rotary*, and a District Governor, participated in the *Greater Dallas Rotary Chorus*, and was a Major Benefactor of the *RI Foundation*. He had amassed a collection of Theme Flags, signed by RI Presidents, for each year he was in Rotary. But he had to stop talking about his Dad or he’d become “all emotional.”

**Herb Weitzman** began *The Weitzman Group* a quarter of a century ago. It has grown to involve 60 brokers throughout the State. In Austin, they are responsible for the development of a million square feet of commercial real estate. Closer to home, they have “bonded with the Haggard” *Property Group* to pursue many properties including *Windhaven Plaza*, *Willow Bend Market*, and *Legacy Drive Village*. He maintains those are in “the right part of the World.”

His group not only brokers new properties, they also renovate older ones. They are particularly proud of their Mixed Use facilities. *West Plano Village* (NE corner of Parker & the Tollway) is an example. Building on a Haggard property, they’ve finessed “a restaurant park” surrounding the *Cinemark West Plano* (the old “Tinsletown”) including a successful *Eatzi’s*.

2008 was an anti-bellwether year for real estate. But *Haggard Property Group* said, “Let’s see this out,” on the assumption that nothing lasts forever. So they went with “experiential retail,” the current buzzword motivating urban and suburban markets.

*The Weitzman Group* surveys 1400 shopping centers throughout the Metroplex. They’ve found that occupancy is now the highest, at 92%, that it’s ever been. And that’s over 193M square feet. That may be due to supply and demand; developer’s, burned in the recession, haven’t yet returned to building like there’s no tomorrow. In 2015, vacancy acreage dropped from 18 to 16M SF in DFW.

At 15M SF, Plano’s is the largest retail market in the Metroplex, and it’s at 90% occupancy. That drop from the area-wide average is due to the closing of *Dillard’s*, but its space will not be long unused. That’s symptomatic of the ills of *Collin Creek Mall* which “needs to become better.”

*Legacy Business Park* is already impressive but is going to see “millions of square feet coming” shortly. We’re all “just waiting for the next announcement.” It’s “the new downtown,” which frosts Dallas’ cookie, no doubt.

- *JP Morgan Chase* (6K employees)
- *Liberty Mutual* (4K employees)
- *FedEx*
- *Toyota of North America*

make 121 and the Tollway “the center of commercial real estate excitement.”

Mixed use development involves three components: retail, office, and hotels and other residences, all of which must survive in the same location. *Legacy* and *Southlake* are good examples; they thrive on density.



Why is Plano so blessed? The density is there. 100K people live within 3 miles of ground zero at night; in the daytime, it's closer to 120K. If the search area is expanded to 5 miles, it encompasses 350K people. That's about the population of all of Oaklawn.

There are about 5.2 M SF over 25 mixed use properties in DFW. They are fueled by multi-family dwellings to which many object yet which represent "the model of growth." And they congregate where **Bruce's** motto lies: where they can "Live, Work, & Play."



Highway 121 bisects the Metroplex. It is "the game changer." And the juxtaposition of Plano, Frisco, and The Colony is "at the epicenter." Out of the 193M SF, only 2.7M SF were constructed in 2015. The result of this limitation on construction was that "demand outpaces new space."

The major driver is grocery stores. But, as it was already 1:02, Bob thought it prudent to finish quickly, so, with allusion to *Whole Foods*, *Trader Joe's*, and *Winn-Dixie*, he concluded his talk.

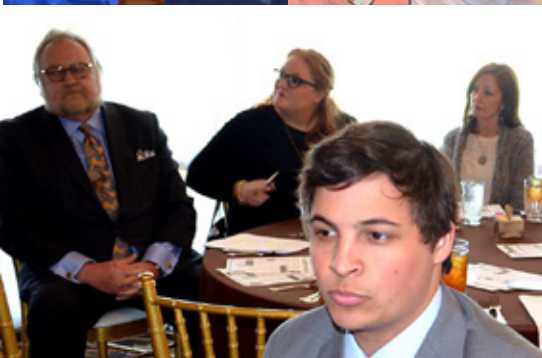
Kelly presented him with our lethal paperweight. Someone recommended, "Don't sit on it."

**Jason Rice**, asking us to lie about his auctioneer performance to **Randy**, let the pair of 1<sup>st</sup> Friday performance tickets to **ROCKET MAN** go for \$50.



**Rick Maucieri**, **Jamie Schell**, and **Alex Johnson** all stumped for our attendance at their elementary schools as a make-up opportunity.

Kelly led us in the Four-Way Test and let the genies out of their bottles at 1:06.



## Plano Rotary Club Board of Directors 2015-2016

### President

Kelly Palmer

### President Elect

David McWhorter

### Secretary

Larry Bisno

### Treasurer

Rick Horne

### Past President

Earnest Burke

### Sergeant at Arms

Nathan Barbera

### Membership Chair

Randy Wright

### Membership Vice Chair

Debbie Watson

### Service Chair

Bob Pikna

### Service Vice Chair

David Bowman

### Public Relationship Chair

Mary Jo Dean

### Public Relationship Vice Chair

Camille Ussery

### Club Admin Chair

Olin Jaye

### Club Admin Vice Chair

Phil Dyer

### Foundation Chair

Jamie Schell

### Foundation Vice Chair

Jamee Jolly

### New Generation Chair

Alex Johnson

### At Large

Kyle Walters

### Business Secretary

Karen R. Sheldon

### Bulletin Editor

Chris Parr

### Bulletin Photographer

Robert Epstein

### Bulletin Designer

Marsha Pigg

Alphagraphics

### Printing by Alphagraphics

Preston & Spring Creek

The Plano Rotary Club

PO BOX 864316

Plano, TX 75086

### Guest

Jeff Brother  
Greg Kennedy  
Jeff Butcher  
Mike Black  
Curtis Olson  
Kelsey Ishmael

### Guest of

Alan Fiegenbaum  
Kelly Palmer  
Kelly Palmer  
Kelly Palmer  
Jeff Frauenheim  
Justin Roche

### Visiting Rotarian

Shaheen Salam

### Home Club

Plano Metro

### Next Club Networking Social:

Tuesday, March 22nd

Location TBD

Socials are held on the 4th Tuesday of each month at 5PM and will count as a Rotary make-up.

Please Contact Bob Pikna if you have suggestions for events.

Email: bpikna@bizsvcs.com or Phone: 214-417-1487

# Support Our Advertisers



**ACE FENCE-DFW**  
Pam Little

"a fence to you,  
a reputation to us."

pam@acefences.com  
1400 Capital Ave.  
Plano, TX 75074

(972) 578-5775  
Fax (972) 578-1005



David Allison

1214 Avenue K  
Plano, TX 75074

972-423-0434  
www.allisons.com



increase your reach

**KENNY WILSON**  
OWNER

Richardson  
Phone: 972.234.3033  
Fax: 972.231.6968  
us103@alphagraphics.com

Plano  
Phone: 972.867.9216  
us408@alphagraphics.com



**Casey W. Stewart**  
Market President

972.309.0001 ext. 5937  
214.863.5937 direct  
214.863.6160 fax  
caseystewart@anbtz.com

Plano Banking Center  
1101 E. Plano Parkway, Suite E  
Plano, TX 75074  
Allen Banking Center  
720 S. Greenville  
Allen, TX 75002  
www.anbtz.com



Professional Automotive Repairs including:  
Air Conditioning • Inspections • Clutches • Transmissions • Differentials  
Engine repairs • Factory Scheduled Maintenance • Tune-Ups • Electrical • Brakes

**Jerry P. Kezhaya**  
President

www.TheAutoShop.com

2560 East Plano Parkway  
Plano, Texas 75074

972-578-0588 - T  
972-881-0998 - F



Since 1924

www.huffines.net

**HUFFINES**  
CHEVROLET  
1001 Colt Rd @ Plano Pkwy  
Plano  
(972) 867-4000

**HUFFINES**  
HYUNDAI  
909 Colt Rd @ Plano Pkwy  
Plano  
(972) 867-5000

**HUFFINES**  
CHRYSLER Jeep  
DODGE RAM  
4500 W. Plano Pkwy @ Ohio  
Plano  
(972) 867-6000

All Service, Body and Parts Departments Open All Day Saturday

**J. Marc Lewis & Associates**  
CORPORATE AND PERSONAL TAXATION

J. Marc Lewis JD, LL.M., EA  
Enrolled to practice before the IRS

Lakeside Commons  
5045 Lorimar Drive  
Suite 280  
Plano, TX 75093

marclinc@aemail.net  
Tel. (972) 618-8224  
Fax (972) 618-2021

**Rick Maucieri**  
President

**Grant Leighton**  
Associates  
PO Box 865066  
Plano, Texas 75086  
972.422.0169 Voice  
972.881.9373 Fax  
rickm@glalandscape.com

**GRANT LEIGHTON**  
Professional Landscapers



**RICARDO KASMISKIE**  
Realtor®

Office: (972) 732-6000  
Fax: (972) 732-6003  
eFax: (972) 468-7547  
Mobile: (972) 743-5324  
ricardokasmiskie@kw.com  
www.thecresttrust.com

**KELLER WILLIAMS**  
REALTY

18381 Preston Road, Suite 150  
Dallas, TX 75252

Each Office Independently Owned and Operated



SE Corner of Custer & Parker  
3000 Custer Rd, Suite 345  
Plano, Texas 75075

Info@FranchiseGrill.com  
Facebook: custer / FranchiseGrill  
972-599-7598



**Together We Can!**

**SUNDAY, April 3, 2016**

Shops at Legacy in Plano  
Starting at Season's 52  
5:30-8:00pm

Progressive Dinner, Drawing and Giveaways  
With Proceeds Benefitting

**Plano Children's Medical Clinic**  
**Health Services of North Texas**

Co-Chairs Kristi Nelson, NBC 5 DFW Anchor,  
Pujan Patel and Trang Dang-Le DFW IRealty

TICKETS \$120/PERSON

CONTACT: Larry Bismo  
Bismo@plano-cmc.org  
972.522.5754 www.healthntx.org



