



CITY OF DALLAS

DONALD W. HILL  
Deputy Mayor Pro Tem  
Email: dwhill@ci.dallas.tx.us

Committees:  
Finance & Audit, Chair  
Public Safety  
Transportation & Telecommunications  
Police & Fire Pension Board

November 15, 2004

Brent Kroener  
CDK Realty Advisors  
2301 N. Akard Street, Suite 100  
Dallas, TX 75201

Dear Brent:

Thank you for your letter. In discussion with Paula Blackmon and Fulton Duncan, we developed a plan to seek financial assistance for a redevelopment study of the Lancaster-Kiest corridor. My information is that the application for such a grant should be made in November-December, 2004. I look forward to the implementation of this ambitious plan.

Sincerely,

A handwritten signature in black ink that reads "Donald W. Hill".

Donald W. Hill  
Deputy Mayor Pro Tem

November 11, 2004

Brent Kroener  
CDK Realty Advisors  
2301 N. Akard Street, Suite 100  
Dallas, TX 75201

Dear Brent:

Thank you for your letter. In discussion with Paula Blackmon and Fulton Duncan, we developed a plan to seek financial assistance for a redevelopment study of the Lancaster-Kiest corridor. My information is that the application for such a grant should be made in November-December, 2004. ~~Please make sure the required forms are provided to me as soon as possible.~~ *implementation of this*

Sincerely,

Donald W. Hill  
Deputy Mayor Pro Tem

*I look forward to this ambitious plan.*



COOLEY+DONAHUE+KROENER  
REALTY ADVISORS



November 2, 2004

Deputy Mayor Pro Tem Donald W. Hill  
Council District 5  
Dallas City Council  
1500 Marilla Street, Rm 5EN  
Dallas, TX 75201

**RE: Fall Gala 2004: Dreamers, Doers & Unsung Heroes**

Dear Don,

I'm sure that you get many requests for attendance at an assortment of events in the greater Dallas Area. The Real Estate Council hopes that you can put the Fall Gala on your calendar and help invigorate their efforts to enhance our community quality of life and accomplish long-term job growth.

The Gala this year will be held at the Gaylord Texan facility and has a Lone Star theme, one of several annual events that TREC hosts. We welcome you to any event on our calendar and hope that you will be able to come on Saturday, November 20, 2004. Call me if you plan to attend and I will RSVP for you and get you any other details

Enclosed are lists of our community grants, technical assistance and volunteer resources, with a map of current projects. Facilitating technical assistance for a study focused on Economic Development in the Southern Sector, under your guidance, hopefully is under way. Let me know if there is more we can do.

Please consider me a resource for commercial real estate in the metroplex as I can call on our 1200 members for information. We are unified in supporting a better quality of life for the Dallas area.

Sincerely,

Brent Kroener

*You were already invited by Paula Blackmon w/ Real Estate Council & you accepted*

Cc: Angela Washington

*Dear Brent:*

*Thank you for your letter. In discussions with Paula Blackmon and Dennis Fulton, we developed a plan to seek financial assistance for a redevelopment study of the Lancaster-Kiest Corridor. My information is that the application for such a grant should be made in November - December 2004. I'll just make sure the required forms are provided to me as soon as possible.*

## TALKING POINTS FOR YOUR ELECTED OFFICIAL

### IN PACKET (leave with elected official):

- Invitation to Fall Gala: Dreamers, Doers and Unsung Heroes
- 2004 Snapshot of the dollars put back into the community by the foundation
- Map of projects
- Grants awarded to non-profits broken down by council district
- TREC's Objectives and Guiding Principles for City's Comprehensive Land Use Plan; Neal Sleeper from CityPlace will serve as our Advisory Committee Member

### OTHER TALKING POINTS:

Our liaison teams take the "Honest Broker" approach - consider us a resource for information on commercial real estate in the metroplex. If we do not know the answer we have 1199 other members who might.

A source for capable appointments to the city's many boards and commissions.

Through our foundation, TREC is capable of providing Technical Assistance to community organizations by matching the professional expertise of our members with the organizations needs throughout the year. Call Ann Allison at 214-692-3600 for more details.

You are invited to be our guest at any of our many events. Call Paula Blackmon to arrange attendance.

### MINI SUCCESS STORIES:

A few people met with Councilman Don Hill to discuss issues in his district. One topic that he has been focused on is Economic Development in the Southern Sector, particularly the Lancaster Corridor. Our organization is facilitating technical assistance to help with a study in the area.

We have also provided expertise on charette teams in west Dallas, assisted in recruiting professionals to participate in area committees, and provided knowledge on issues relating to commercial real estate.

### OTHER TOPICS TO DISCUSS:

Comprehensive Plan and the city's vision

Trinity River Plan

Don,

Hope we are being of some help to you. If you have time & would like to meet with you and catch up. Brent

brent@cdkra.com 4



*Dreamers, Doers and Unsung Heroes*

## **Fall Gala 2004**

**A Lone Star Saturday Night**

**Saturday, November 20**

**Gaylord Texan**

presented by

**Deloitte.**



## \$250,000 – Dallas Urban Land Bank



Financial backing leveraged with pro bono legal and title services. The land bank transfers derelict sites into productive properties for affordable housing and neighborhood renewal. TREC Liaisons: Charles Kramer (Republic Title), Bill Kramer (Republic Title), Bob Feldman (Weil, Gotshal & Manges).

## \$250,000 – Challenge grant Public Charter Schools Facilities Finance



Local Initiatives For Tomorrow's (LIFT) Education: Facilities funding for high performing public charter schools. Charter school coalition to access matching (9:1 ratio) federal funds. TREC Liaison: Patrick Tribolet (Goldman Sachs)

## \$150,000 – Spring Community Grants



**East Dallas Community Organization**: construction of affordable homes for special needs individuals and families. TREC Liaisons: Kathy Denny (Cottonwood Partners), Corey Hines (Dunaway), Allan Katz (Winstead)



**In the City for Good / Victory Life Rehab Center**: site acquisition, build new substance abuse rehabilitation center in Fair Park area. TREC Liaisons: Keith Bjerke (Thom S. Byrne), Allan Katz (Winstead Sechrest & Minick)



**North Dallas H. S. "Bulldog Den" - DISD / Partners In Education**: rehab building for college resource center for students at North Dallas High School TREC Liaison: Doug Otte (Manhattan Construction)



**Presbyterian Housing Program**: build affordable homes in Oak Cliff. TREC Liaison: Judy Pantello (lauckgroup)



**SouthFair CDC**: new affordable housing to promote the comprehensive revitalization of the Jeffries-Meyers neighborhood near Fair Park. TREC Liaisons: Mark Buskuhl (HKS Architects), Jess Corrigan (HKS Architects)



**St. Philips NDC**: architectural services for new multi-purpose community center for neighborhood residents, seniors and families. TREC Liaisons: Bobby Page (JPI), Kimberly Byrum (JPI), Suzan Kedron-Lyn (Jackson Walker), Mitch Paradise (Corgan Associates), Mark Peterman (LA Fuess Partners), Charlie Bissell (Integra)



**T. R. Hoover CDC**: property rehabilitation at the Black, McClellan & Anderson Community House, hands-on volunteer workday for TREC – JPI Companies. TREC Liaison: Karissa Key (JPI)

## Ongoing Technical Assistance

- **Central Dallas Ministries** TREC Liaisons: Sue Ansel (Gables Residential) Steve Cooksey (Stonebridge General Contractors) Nathan Golik (GMAC Financial), Kimberly Byrum (JPI)
- **City Temple CDC** TREC Liaisons: Mark Peterman (LA Fuess) Keith Bjerke (Thos S Byrne), Mike Coker (Coker Company) Jim Manskey (TBG Partners, Inc) Jim Koch (Pacheco Koch Eng.)
- **Dallas City Homes** TREC Liaisons: Frank Mihalopoulos (Parklane Investments) Doug Otte (Manhattan)
- **Dallas Leadership Foundation** TREC Liaisons: Bill Brokaw (Trizec Properties)
- **Inner City Community Development Corp.** TREC Liaisons: Mike Coker, Derek Coker (Coker Co.)
- **Operation Relief Community Development Corp.** TREC Liaisons: Billy Ware (Ware Architecture), Scott Schwob (Schwob Building Company), Mark Peterman (LA Fuess)
- **St. Philips School and Community Center** TREC Liaison: Richard Lapp (Joe Foster Company)

## \$70,000 Special Grants

★ Fall Gala *Dreamers, Doers & Unsung Heroes* Awards

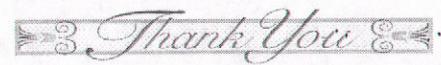
- ★ Boys & Girls Club / Associate Leadership Council 03-04
- ★ St. Philips School & CC / Leadership Dallas 2004
- ★ Adopt-A-Bus - Clean Air Program
- ★ Booker T. Washington High School for the Performing & Visual Arts
- ★ TREC Volunteer Home Repair – Queen City & Glendale Heights
- ★ Dallas Institute for Humanities & Culture



**\$1,000,000 - Impact Grant** (multi-year) *Recipient to be announced Winter 2004*

**Foundation Mission** The Foundation's mission is to invest the energy, financial resources and professional skills of members of The Real Estate Council to foster job growth and a better quality of life and, in particular, to assist local communities in achieving their dreams of revitalization by providing financial assistance and volunteer resources.

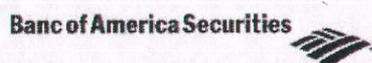
To our generous Top Contributors, a very heartfelt



**FightNight** is The Real Estate Council's 16-year legacy event that raises more than \$1 million annually to support the philanthropic activities of TREC Foundation. Top underwriters contribute \$10,000 to \$50,000 each.



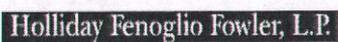


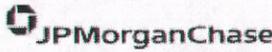




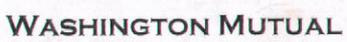




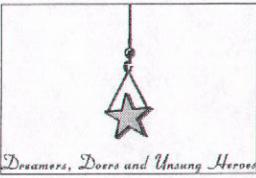




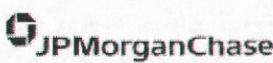
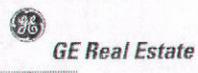
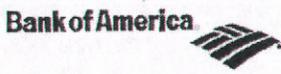


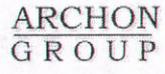


**Fall Gala Dreamers, Doers and Unsung Heroes** honors individuals who inspire others through their outstanding community service without seeking recognition. The first Fall Gala in 1992 benefited the Dallas Plan and community schools. The event raises \$500,000 annually. Top sponsors underwrite Fall Gala with contributions of \$10,000 to \$25,000.

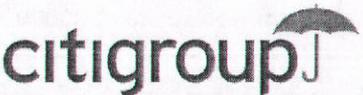


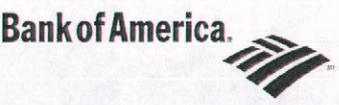




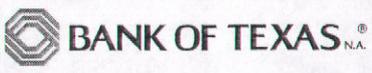



**Community Partners Program (CPP)** – TREC's leveraged philanthropy places the best minds and resources in commercial real estate at the service of non-profit community organizations. TREC members value engineer our community investments with pro bono professional services, due diligence and fiduciary oversight. CPP provides our financial partners with unparalleled opportunities for direct co-investment, from \$10,000 to \$50,000+, in our TREC initiatives.

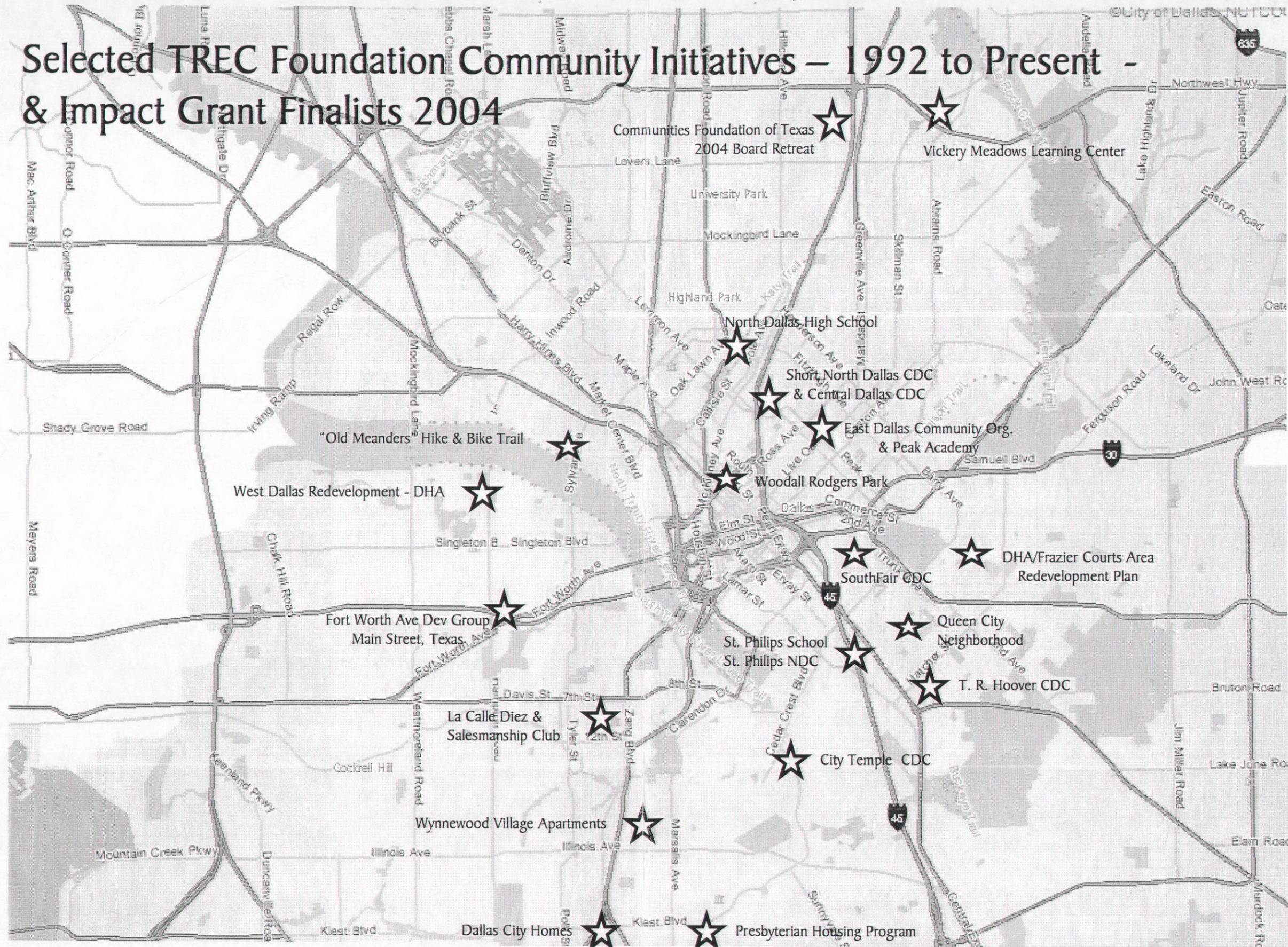






# Selected TREC Foundation Community Initiatives – 1992 to Present - & Impact Grant Finalists 2004



# GRANT RECIPIENTS OF THE REAL ESTATE COUNCIL FOUNDATION

**Chaney**

In the City for Good/Victory Life Rehab Center  
Nexus Recovery Center  
Operation Relief CDC  
Park South YMCA  
St. Philip's Neighborhood Dev. Corp.  
St. Philip's School & Community Center\*  
South Dallas/Fair Park ICDC  
SouthFair Community Dev. Corp.\*  
T.R. Hoover CDC  
Vision Regeneration Inc.

**Garcia**

Dallas City Homes  
La Calle Diez\*

**Griffith**

Dallas Children's Theatre  
Vickery Meadow Learning Center

**Hill**

Boys & Girls Club of Oak Cliff\*\*

**Lill**

City Temple CDC  
Dallas Children's Advocacy Center  
East Dallas Community Development Corp.  
East Dallas Community School  
Enterprise Foundation  
Gardeners in Community Development  
Lifenet Community Behavioral Health\*\*

North Dallas H.S. "Bulldog Den"-DISD/Partners in Education  
Short North Dallas Community\*

**Loza**

Boys & Girls Club of East Dallas\*\*  
Center for Housing Resources  
Central Dallas Ministries  
Maple Ave. Economic Development Corp.  
Multi-Ethnic & Economic Devel. Center  
Mi Escuelita Preschool\*  
Reconciliation Outreach

**Oakley**

Builders of Hope CDC  
Dallas Community Development  
St. Cecellia Catholic School  
Vogel Alcove\*\*  
West Dallas Community Centers  
West Dallas Community School  
West Dallas Neighborhood Dev. Corp.  
Voice of Hope Ministries

**Thornton-Reese**

Presbyterian Housing Program

**Salazar**

St. Mary's of Carmel School  
Union Gospel Mission  
Vecinos Unidos, Inc.

**Other Projects**

City Wide

Downtown

Adopt-A-School Bus	Big Brother/Big Sisters
Dallas Habitat for Humanity	Dallas Plan
United Way	Dallas Together Forum
Dallas Urban Land Bank	Greater Dallas Chamber of Commerce

Regional Impact (up to \$1million + Technical Assistance)

Impact Grant Finalist 2004

Woodall Rodgers Park  
Old Meanders Hike & Bike Trails  
DHA/Frazier Courts Area Redevelopment Plan  
Fort Worth Ave. Dev. Group

\*Project undertaken by ALC class in addition to grant money

\*\*ALC project



## **TREC's Objectives and Guiding Principles for Comprehensive Land Use Plan**

### Mission Statement of TREC:

The Real Estate Council is a unified voice of the commercial real estate industry, influencing action and supporting change to accomplish long-term job growth and enhanced quality of life in the greater Dallas area.

The Real Estate Council supports the process of developing a comprehensive plan that will foster long-term growth and enhance the quality of life for the greater Dallas Area. The plan should incorporate economic development incentives and discourage unnecessary impediments to the development process for projects consistent with the land use plan. In addition, TREC will provide input and guidance on the plan to further these objectives.

### TREC Guiding Principles for the Comprehensive Plan are:

- 1) Encourage density clusters especially in conjunction with transportation nodes.
- 2) Enhance existing economically vibrant segments of the market.
- 3) Incorporate within the plan, existing and proposed land use plans, public improvement districts, planned development districts that are recognized as working well or as having the potential to work well.
- 4) Prioritize development sectors.
- 5) Streamline the administrative process within the City of Dallas through coordination and cooperation among departments.
- 6) Encourage coordination of development plans with other city related services including transportation, police, fire, and schools.

### Conclusion

In all The Comprehensive Plan should focus on being a guiding force for 1) stimulating economic development where applicable, and 2) preserving/ accentuating/stabilizing that which makes the Dallas area "special": i.e. Fair Park, the Trinity. Additionally, The Plan should 3) reinforce the progress made thus far in the integration of the three predominant transportation authorities into a seamless network of public transit.

**Approved by:  
TREC Board of Directors  
9/27/04**