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FEATUREby [Greg Brenny, Fafinski Mark & Johnson](#)**MSCA CASE STUDY: WHOLE FOODS**

Welcome to the inaugural case study for the MSCA Newsletter. This is the first of what will hopefully become a regular feature. The case study is meant to highlight a real-world real estate issue and successful solution. The goal is to provide a learning tool for real estate professionals by sharing experiences. The issue and solution will be summarized in a standard case study in an abridged format. Readers can dig deeper on their own if desired.

For those willing to share experiences, the case study provides a way to showcase the service and value you provide. The real estate issue should be current within the recent business cycle with probably an age of under two-years-old. The more current, the better. The issue ideally will be one that others have encountered and not some sort of unique, never-to-be-seen-again issue. Confidentiality needs to be considered and approval for the information and facts disclosed should be obtained as needed.

The exchange for sharing is hopefully a marketing benefit. The article will mention your name and company, and contact information can be added at your discretion.

If you have a real-world real estate issue and a successful solution that you are willing to share, please contact Greg Brenny at Fafinski Mark & Johnson, at (952) 224-7275 or greg.brenny@fmjlaw.com. Case studies are needed and the time commitment is minimal. All that is needed is a short telephone call to discuss the project followed by a quick review and approval of the written article that I will write. We look forward to hearing your stories (and your successes!).

SNAPSHOT**MENDOTA PLAZA****WHOLE FOODS, CENTENNIAL LAKES:
TO POUR OR NOT TO POUR THE FLOOR?****Introduction and Description of Issue**

Landlord is constructing a building using precast wall panels. In order to safely backfill soil against the precast wall panels and complete the site work, landlord needs to pour the concrete floor in tenant's space. Landlord wants the backfill and site work completed now. Tenant wants to delay the pouring of the concrete floor to a date significantly later than the date needed by landlord.

The challenge was to find a workable alternative solution that allows landlord to safely proceed with the completion of its backfill and site work, and allows tenant to delay the pouring of the floor for its subsequent installation of utility lines under the floor slab. While there were several possible solutions, such as bracing from the inside with floor jacks and augers, or waiting to backfill, these were expensive or impractical in this case. It seemed the parties were left with no choice but to pour the floor.

Location: Mendota Heights, Minnesota

Month/Year Opened: Purchased in 1986, Opened in 1970

Owner: Mendota Mall Association

Managing Agent: Mary Jane Wiatros

Center Manager: Paster Enterprises LLC

Leasing Agent: Jeff Horstmann, Mark Robinson, Paster Enterprises 651.646.7901

Architect: KKE Architects

Construction Contractor: Benson-Orth Associates

GLA: 60,000 sf

Current Occupancy: 80%

of Stores: 14

Anchor Tenants: Walgreens, Teresa's and Anytime Fitness

Market Area Served: Mendota Heights, Eagan, W. St. Paul

Construction Style: Single story, brick, traditional storefronts

Link to Company Website or Project Website:

www.pasterenterprises.com

www.mendotaplaza.com

www.facebook.com/mendotaplaza

Whole Foods Case Study - continued

Project Description

This challenge occurred at the Whole Foods grocery store project at Centennial Lakes in Edina. This project broke ground in March 2011, and the grocery store is slated to open for business on April 18, 2012. Bruce Carlson at Mid-America Real Estate - Minnesota, LLC was hired to provide construction services for the landlord for this project.

The significant elevation change at this project caused the floor of the grocery store to be significantly lower than the exterior grade on one side of the building. (See the picture illustrating the change). The difference between the elevation of the floor and exterior necessitated pouring the floor to prevent the precast wall panels from collapsing towards the inside due to the exterior backfill. Basically, without a floor for support, the pressure caused from exterior backfill next to the precast wall panels would push them in.

Fall construction and the timing of the store's opening required that landlord complete certain site improvements in the fall, well ahead of tenant's interior improvements. Parking lot improvements needed to be completed prior to asphalt shutting down in November. As a result, waiting to backfill was not an option.

The tenant, Whole Foods, did not want the floor poured so that when the interior tenant improvements were made it could run utility lines as needed for the operation of the grocery store. An open floor would add flexibility for the location of the utility lines and reduce costs by avoiding saw cutting the concrete floor.

Description and Analysis of Solution

Carlson was challenged with finding a solution that was acceptable to both landlord and tenant, while at the same time working with a team of consultants, engineers, architects and construction contractors, each of whom had their own set of concerns, perspectives and understandings about the challenge. In the early stages of the issue, each party corresponded mainly by email. This email process was threatening to delay construction and the project as a resolution was not emerging.

To try to resolve the impasse, Carlson scheduled an on-site meeting for all parties involved to view the issue and brainstorm about solutions in a positive, non-threatening manner. Attendance was mandatory. After the actual elevation

change was viewed on-site by the parties, the scope of issue became real versus theoretical. Everyone focused and started to take into account the other parties' concerns and perspectives. According to Carlson, the mindset seemed to change to collaboration. More alternatives surfaced during the on-site meeting.

One alternative that was volunteered was the possibility of using temporary Styrofoam as backfill. It was believed that this approach had sometimes been used in situations involving retaining walls for MnDOT and also in some swimming pool installations. Having all the parties on site together enabled "immediate feedback" rather than waiting hours or days for a response from the structural engineer, architect, general contractor, foundation installer and wall manufacturer representative. Styrofoam could absorb the pressure of the backfill and might result in significantly less pressure on the precast wall panels; enough to actually make backfilling a possibility without a floor. Additionally, Styrofoam could easily be cut out after the store floor was poured and replaced with dirt for landscaping or other improvements. The idea gained traction at the meeting by all parties. This simple idea set forth at the meeting became the solution.



Results, Recommendations or Practice Points

The Styrofoam currently remains in place and is scheduled to be replaced this spring. The precast wall panels remain in place without issue. The floor has been poured with the utility lines located exactly where the tenant wanted. No saw cutting was needed. Costs were minimized. Two recommendations or practice points are gained from this case study. First, consider Styrofoam as a backfill option to allow the pouring of a floor to be delayed. Second, and maybe more importantly, when issues arise, bring all parties together in person to collaborate to find creative solutions.

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THIRD THURSDAYS

NEXT MEETINGS:
Thursday, March 15, 2012
TWO LOCATIONS:

1) 8:30 am–9:30 am
The Buzz Cafe - Burnsville

(411 West Burnsville Parkway)
 Member host is
Ryan Burke, Kraus-Anderson Companies

2) 8:30 am–9:30 am
Caribou Coffee - Blaine

(10400 Baltimore Street)
 Member hosts are
Anita Johnson, Christianson & Company Commercial Real Estate Services

Who: MSCA members and their colleagues

What: Casual networking hosted by MSCA members

When: Third Thursday of every month from EITHER 8:30–9:30 am OR (new this year) 4:00–5:00 pm.

Why: Create synergy in the commercial real estate industry—share ideas and stories and make new effective relationships.

There is no fee for this event. Food and beverage are not included.

RSVP to Stacey is preferred, but not required.



NEW USES

The people that brought you Play It Again Sports, Once Upon A Child and Plato's Closet have fired up a new concept called New Uses. They opened a 5,300 square foot store in January at Ridge Square North (by Ridgedale) in Minnetonka. Chad Olson is the owner of the store and also owns the franchising rights to the new resale concept. New Uses buys and sells gently used furniture, home décor, small appliances, kitchen ware and home electronics.

The store is billed as an upscale alternative to thrift stores and pawn

shops. New Uses is clean, brightly lit and has an ever-changing inventory. Customers are urged to bring in used merchandise and get cash on the spot for those items that they no longer need. Merchandise bought at New Uses has a seven-day return or exchange policy, so satisfaction with your purchase is guaranteed.

Olson and his father, Ron Olson, are the investors behind New Uses. Ron was the founder and President of Grow Biz International until he retired in 2000. Grow Biz was the company behind several resale merchandising concepts including Play It Again Sports and later became Winmark. Ron built this group of franchise brands to well over 1000 store locations in the U.S.A. and Canada, all specializing in the sale of new and high-quality, name brand used merchandise.

new uses
 A Resale Store for the Home



Chad and Ron bought the New Uses franchising rights from a company in Ohio that also first developed the Once Upon A Child and Plato's Closet concepts and later sold the franchising rights to Grow Biz International. Chad and Ron have plans to franchise eight stores locally and hundreds of the stores nationally.

Look around your home. If you need to do some de-cluttering, you can bring those items that have outlasted their use to New Uses. While you are there, you can shop the store for next-to-new items for less-than-new prices. According to their website, www.newuses.com, "It's a nice way to feed your wallet and starve a landfill."

LEGISLATIVE UPDATE

The 2012 Legislative Session is underway. The following talking points support MSCA's key positions at the Capitol this year.

Fairness—The tax code needs to change to make it easier for the state to require sellers located outside Minnesota to collect and remit sales tax on sales to Minnesota residents. This is important to Minnesota retailers because remote retailers who do not collect the sales tax have a competitive advantage over Minnesota-based retailers.

Property Tax—The 2001 property tax reform is important to the shopping center industry because without these changes to the system, commercial and industrial properties would have paid hundreds of millions more in property taxes. Increased property taxes means increased costs for consumers and has a negative effect on job growth. Reducing property taxes will aid economic recovery and job growth.

Expansion of Sales Tax—Minnesota needs to continue to exempt sales of clothing and business services from the sales tax. To begin a new tax at this time would be devastating to shopping centers already struggling in this economy.

Please don't forget to sign up for **Business Day at the Capitol** on Wednesday, March 14.

EVENTS

- Mar 7 **Monthly Program – Trends**
 Mar 14 **Business Day at the Capitol**
 Mar 15 **Third Thursdays event:**
 Two locations! See pg 3.
 Apr 4 **Monthly Program – Trends**
 Apr 19 **Third Thursday event**
 Apr 24 **Learning Session.** See pg 7.

To view MSCA program presentations, [click here](#).

2012 LEADERSHIP**OFFICERS**

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1st Vice President
Ron Thomas, Cushman & Wakefield/NorthMarq
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MN MARKETPLACE

Press releases are printed based upon availability of space and relevance to the local market.

- **Harbor Freight Tools** has opened a 15,600-sf location and **Sun Place Tanning** is opening a 2,400-sf site at Rochester Shopping Center.
- Bonaventure shopping center in the Ridgedale trade area is seeing lots of activity. **Marshalls** has leased 26,000 sf at the former site of Linens and Things. Construction is underway with an anticipated spring opening. **Destination XL**, a new concept by Casual Male stores, is leasing 15,000 sf of the former Borders space. An opening date is also set for spring 2012, with construction yet to begin. Longtime tenant **Bacio** will also be expanding.
- **St. Paul Eye Clinic** is opening this spring in the former Blockbuster space on the corner of Grand & Lexington in St. Paul.
- Burnhill Plaza in Burnsville has added an **Aero Drapery & Blinds** and will be adding a 20,000-sf **Frattalone Ace Hardware** this spring.
- Century Hills Shopping Center has added a new 2,300-sf **Verizon** store.
- **Freeziac** has signed a lease in Burnsville's Aurora Village Center.
- **Casa Nostra Italian Restaurant** has expanded its location in the Heritage Commons Shopping Center in Lakeville, adding a full bar and more seating.
- **Tea Source**, with locations in St. Paul and St. Anthony has opened its third location in Eden Prairie at 561 Prairie Center Drive.
- The **Uptown Theater** at Lagoon & Hennepin in Uptown Minneapolis closed on January 31 for significant renovations, including replacing the screen, adding luxury seating, adding a full-service bar, and expanding the concession stand.
- **Tao Natural Foods** in Uptown is now open after renovations.
- After five years, Bryn Mawr design store **Nola Home** has closed, but owner Kelly Dorsey is planning a big announcement in March regarding a new project that includes home furnishings and exclusive imports. Several Nola Home artists can now be found at **Honeyshine**, the new home/design/gift store a few doors down in Bryn Mawr.
- The To Soho storefront at 715 Hennepin Avenue will become **Marusu Street Food and Cocktails** this spring. The new restaurant will focus on affordable, Asian-inspired food in a clean, modern setting.
- After a fire destroyed the former Heidi's and Blackbird spaces on 50th Street & Bryant Avenue, a new concept called **George and the Dragon**, a new neighborhood brewpub, will be taking over the space. It will be owned by Fred Navarro, a 17-year veteran of the Lettuce Entertain You Restaurants. Navarro ran both the company's Mall of America properties, Tucci Bennuch and the Twin City Grill, until last summer. An opening date has been tentatively set for March.

continued on page 8 ➔



ARE YOUR PROPERTY TAXES TOO HIGH?



If you own or lease retail property, your property taxes may be too high.



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We have substantial experience handling Minnesota property tax appeals involving the following types of property:



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- Community Shopping Centers
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- Anchor Department Stores
- Big Box Retail Stores
- Restaurants
- Bars
- Urban Retail Properties



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4th Annual MSCA's Bowling for Bucks

MSCA MEMBERS AND GUESTS WELCOME!

Thursday, April 12, 2012 3:00-6:00 pm

3:00 registration & practice game • 3:30-5:30 two games begin & pizza buffet • 5:30-6:00 awards

Brunswick Zone • 7545 Brooklyn Park Blvd. • Brooklyn Park, MN 55443 • 763-503-2695

Registration Forms Due March 23, 2012

Price includes two games (plus practice game), pizza buffet, Charity of Choice contribution & networking!

Team of 4 bowlers: \$200

Team name (optional): _____

1) Name _____

Company _____

Phone _____

Email _____

Strike Pot: \$10/entry

2) Name _____

Company _____

Phone _____

Email _____

Strike Pot: \$10/entry

3) Name _____

Company _____

Phone _____

Email _____

Strike Pot: \$10/entry

4) Name _____

Company _____

Phone _____

Email _____

Strike Pot: \$10/entry

One bowler: \$50

We'll match you up with a team to play on!

Name _____

Company _____

Phone _____

Email _____

Strike Pot: \$10/entry

Not bowling: \$25

Join us for the pizza buffet and networking!

Name _____

Company _____

Phone _____

Email _____

**MSCA's 2012
Bowling for Bucks
Charity:**



**PRIZES AWARDED FOR
CREATIVE TEAM ATTIRE!**

Lane Sponsor \$50 (deadline: March 16)

If you would like to sponsor a lane, you will receive exposure for your company.

- Number of lanes to sponsor _____ (First come, first serve; limited spaces available.)
- How would you like your company name listed? _____

STRIKE POT – \$10 TO ENTER



Rules: If you roll a strike, you will be entered into a drawing. After the games, a strike off will take place. The person whose name is drawn will have one chance to roll a strike. Names will continue to be drawn until a strike is rolled and someone wins Twins Tickets. All monies raised will benefit MSCA's Charity of Choice **SPONSORED BY MID-AMERICA REAL ESTATE**

Return Payment Made Payable to MSCA Amount \$_____ Check #_____ Visa/Mastercard

Name on Card: _____

Billing Address: _____

City, State Zip: _____

Card Number: _____

Exp. Date: _____ **CVV Code:** _____ **Signature:** _____

MEMBER PROFILES

Russ McGinty

North Central Commercial Real Estate



What is your primary career focus? Tenant representation and project leasing

What is your secret talent? I can fix or build just about anything

What is the one word that describes you? Tenacious

What was the first car you owned? Pontiac Bonneville

What would you rather do than go to work on Monday morning? Passionate about hunting and fishing

When you were a kid, what did you want to be when you grew up? Veterinarian

What was your very first job? Shoveled driveways and mowed lawns so I could pay for hockey skates and sticks

Who are/were your mentors? My dad and Bud Andrus

What is your favorite cereal and why? Oatmeal with brown sugar and bananas—Keeps the hunger pains away all day.

If you were an animal, what would you be and why? Timber Wolf—Self reliant yet social

What are your favorite place(s) that you have travelled to? Canada for fishing trips, South Dakota for Pheasant hunts, Costa del Sol Spain, Dominican Republic

How long have you been an MSCA member? Since its inception

Tricia Pitchford

Cushman & Wakefield/Northmarq



What is your primary career focus? Retail brokerage

What is your secret talent? Pretty good carpentry skills

What is the one word that describes you? Diligent

What was the first car you owned? Ford Escort

What would you rather do than go to work on Monday morning? Be at the cabin working on projects

When you were a kid, what did you want to be when you grew up? I wanted to work in the hotel / hospitality industry

What was your very first job? Lawnmowing company

Who are/were your mentors? Julie Bauch and Mike Ohmes

What is your favorite cereal? Lucky Charms

What are your favorite place(s) that you have travelled to? Cabo San Lucas—I love the contrast of the desert and ocean

How long have you been an MSCA member? 15 years

NEW MEMBERS

Curt Mandinec

The Mandinec Group
Landscaping Inc.

Josh Bloom

Bloom Commercial Real
Estate (BCRE)

Tim Bloom

Bloom Commercial Real
Estate (BCRE)

Theodore Gonsior

Colliers International |
Minneapolis - St. Paul

Scott Trosen

Landform Professional
Services

Bruce McCulloch

RJM Construction

Steve Feneis

Epic Properties, LLC

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SMALL TALK

TECH TIP: WEBSITE ADVERTISING

Top 10 Reasons to purchase an MSCA banner ad... before it is TOO LATE!

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2. Brand awareness within MSCA.
3. Inexpensive marketing with high success rates.
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5. On average, fewer than .05 cents per impression.
6. Brand new website with increased marketing efforts and dollars.
7. Increase in search engine optimization (SEO) for your company.
8. Easy to monitor and track return on investment (ROI).
9. Your customers are online.
10. Your competition is online.

Increase your company's website traffic with MSCA banner ads!

MEMBER NEWS

Shingobee Earns Award. Shingobee Builders has been honored with a Pyramid Award in Associated Builders and Contractors (ABC) Minnesota Chapter Excellence in Construction Awards competition, for Shingobee's work on Mazopiya, in Prior Lake, MN.

PROGRAM RECAP

by [Jeremy Striffler, Cushman & Wakefield/NorthMarq](#)

STARRSM POWER: THE TALE OF THREE WINNING PROJECTS



Speakers: l to r
Caleb Frostman, U. S. Bank (moderator)
Robb Bader, Bader Development
Philip Foster, CM Architecture
John Gelderman, Opus Development Group

On Wednesday, February 1, members were given the unique opportunity to get an inside look at three of the winning projects from the 2011 STARRSM Awards at the MSCA Monthly Program. Moderator Caleb Frostman, U.S. Bank, guided the gathered audience on a tour of **Frogtown Square**, **The Art of Shaving** and **The Ellipse on Excelsior**. Each stop featured a representative from these projects who candidly shared an in-depth analysis of what led to their success.

The tour began with John Gelderman, Senior Vice President in charge of National Retail Development for Opus Development Corporation, representing Frogtown Square, a mixed-use redevelopment located at the intersection of University Avenue and Dale Street in St. Paul. The project began in 2009 on the former site of the notorious Faust Theater. The project features underground parking, 11,700 square feet of commercial space on the first floor, and 50 units of permanent, affordable senior housing on the second, third and fourth floors.

Gelderman was quick to note that a successful development project is "not a one man band but a big effort by a lot of people." To demonstrate the point, he unfurled a ten page list of names that he dealt with directly, which barely scratched the surface of the thousands who contributed every step of the way.

The next stop on the tour introduced Philip Foster, Senior Project Manager for C.M. Architecture, who was instrumental in the build-out of The Art of Shaving store at the Mall of America. This unique retail concept started as a small Manhattan shop featuring Gillette products and has since grown to over 70 stores throughout the United States.

The round store space offered obvious dimensional challenges, but C.M. Architecture met the needs of the retailer after doing a thorough analysis. They were able to provide a more practical use of the space and materials to the retailer and keep costs low. C.M. Architecture is now the sole architect and has designed over 35 stores for The Art of Shaving.

The tour concluded with Robb Bader, Vice President of Acquisitions and Development for Bader Development. He proudly presented The Ellipse on Excelsior, a mixed-used project that includes 132 market rate apartments, 16,000 square feet of retail, 177 underground parking spaces and 104 surface parking spaces.

The Ellipse owed its success to a team of experts that included Bader Development, DJR Architecture Inc., Frana Companies, The Ackerberg Group and Steven Scott Management. Bader said in addition to this team, the project went right thanks to good market timing, a great location and a strong mix of retail tenants. It has gone so well that another 54 apartments are planned to the west of the site.

By the end of the program, it was clear why all three of these projects were deserving winners.

For more information or to view the slide show presentations given by the featured speakers, please visit the [MSCA website](#).

FEBRUARY 2012 PROFESSIONAL SHOWCASE



Westwood Professional Services

Westwood is celebrating their 40th year providing design solutions for commercial site development.

While most of you know Westwood for their engineering, planning, and surveying services in support of land development, they are also recognized at a national level for renewable energy design. They have recently integrated several rooftop solar installations on metro-area commercial buildings. Contact Westwood to learn more about their full range of services and to discover the funding options that remain for rooftop solar.

www.westwoodps.com

Whole Foods Case Study - continued from page 2

Otherwise, various parties and their perspectives and agendas can operate in a vacuum insulated from other perspectives. View the issue if possible. Visuals are important. Know when an on-site meeting is necessary and worth the time and effort. Meetings can work wonders to get all parties on the same page.

If you would like further information on this case study, please contact Bruce Carlson at (952) 563-6674 or bcarlson@midamericagrp.com.

MY MSCA

MSCA has landed an exciting new speaker for the April 24 Learning session.

The last thing Cynthia Gerdes ever dreamed of was "owning her own business." The daughter of two immigrants who placed education as their highest priority, she followed her mother's footsteps and became a high school special ed teacher. But teaching just wasn't in her bones. Gerdes, who put herself through college working in retail advertising, soon gravitated back to this more enticing field, and landed at Target's Marketing Department in the late 70's, when there were only 33 stores. Encouraged to pursue her MBA, a U of M "business plan" project quickly developed from a class assignment into her first business: In 1982, Gerdes quit her corporate job, talked a banker into a \$20,000 loan, and started Creative Kidstuff on a shoestring budget which grew into an \$11M dollar business.

When her husband Mitch Omer, an Executive Chef, was let go from the restaurant he ran (a common practice when new owners take over), Gerdes cajoled him into putting his money where his mouth was and finally opening his own place. Little did she realize he would call it Hell's Kitchen (making her cringe), or that "helping the restaurant get started" would take over her life...Gerdes eventually sold Creative Kidstuff when she found herself averaging 124 hours of work a week, the equivalent of three full time jobs.



While Mitch and his sous chef/partner Steve Meyer ran the kitchen, Steve's wife ran the front of the house, and Cynthia handled the finances, accounting, operations and marketing. This was just about the same time "brand management" finally became a buzzword, but Gerdes never thought of it that way. "All I knew was that we had a vision and everything, literally everything, had to follow our one path." From logos to websites to even the paint on the walls, Hell's Kitchen looks as if it was thoughtfully, meticulously planned to capitalize on the restaurant's edgy branding. "Hell no," she laughs, "We just followed our gut instincts, stayed true to our vision, it all somehow fell into place."

This same spontaneity is what you'll get when you hear Gerdes at the MSCA April Learning Session. Rather than cue cards and powerpoints, Gerdes will share her experiences in a refreshingly spontaneous, remarkably candid talk while you enjoy a breakfast made in hell. The key thread will be how Hell's Kitchen has managed to hold onto its unique brand tightly through rapid growth, failures as well as successes, astonishing new outlets such as Facebook, pressure from big players such as OpenTable, and all with a boot strapping guerilla mentality. Hell's Kitchen has not only survived, but thrived through the recent financial crisis. Go to Hell and discover how and why.

To register, please visit the [MSCA website](#).

RETAIL/OFFICE SPACE FOR LEASE AT INTERNATIONAL MALL



1925 Valley Pine Cir.
International Falls, MN
56649

Property Highlights

Regional Shopping Mall Opportunities for retail, restaurant and office use

1,000-50,000 Square Feet Available

Co-Tenants include: MENARDS, SUPERVALU, REGIS SALONS, CURVES, RUMOR'S, THREADS OF DISTINCTION, TOOLS AND MORE & HEALTHLINE MEDICAL SUPPLIES

Features

Easy access to US Highway 71 and US/CANADA border

Prime locations available located on the main mall concourse

Spaces can be combined and divided

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5101 Menard Drive
Eau Claire, WI 54703

Phone: 715-876-2532
Fax: 715-876-5998
menardsrealestate.com

MN Marketplace - continued from page 4

- **Eat Street Social**, a new concept from the owners of Northeast Social, has opened at 26th Street & Nicollet Avenue S. — the space that previously held Taco Morales and the Caterpillar Lounge. The new restaurant is roughly 1,700 sf and includes a patio that can hold up to 100 people. There is also space for private parties and a stage for live music.
- Galleria Edina, will be opening **Lili Salon Spa/Galleria**, which is the third location for William & Friends, a company whose salons include Lili Salon Spa/Minnetonka and Tonic Barbers. The 5,000-sf Lili Salon Spa/Galleria will replace **Rocco Altobelli**, which will be relocating outside of Galleria in April.
- **Destination Maternity** opened its first Twin Cities store at Mall of America in January. This superstore brings dominant maternity brands A Pea in the Pod and Motherhood Maternity under one roof, and the store features a juice bar, a soft-sided toddler play area, and two flat-screen TV viewing areas—one for kids, and one for dads.
- Popular Minnesota State Fair and street food vendor **Turkey To Go** opened its new skyway restaurant location in January in the Baker Building, 706 Second Avenue S.
- Abby Jimenez, winner of "Cupcake Wars" on the Food Network will be opening a new branch of her **Nadia Cakes** at the Shoppes at Arbor Lakes in Maple Grove in March.
- The owner of Italian restaurants al Vento and Rinata is planning to open a "hole-in-the-wall" restaurant in the building that formerly housed Bryn Mawr Coffee Shop at 230 Cedar Lake Road S. **Sparks**, a neighborhood restaurant with "very limited" seating, will serve "American foods with Mediterranean influences." No opening date has been scheduled yet.
- Both the **GameStop** and **Jewel Spa** in Block E have closed, and the Mrs. Field's Cookies franchise has "temporarily suspended service."
- Maplewood Mall, which recently underwent renovation, has had several store closings, including Gap, Old Navy, New York & Company and Suncoast Motion Pictures.
- **Family Leisure**, a home recreation retailer, will be moving into the Lakeville Crossing shopping center, in a 32,000 sf space once home to Kowalski's grocery store. Family Leisure sells pool tables, hot-tubs, patio furniture and other home recreation items.
- **The Cellar Wines & Spirits** has opened a new 4,200-sf store in White Bear Hills Shopping Center in White Bear Lake.
- **Walgreens** is under construction at 5033 Vernon Avenue S. in the space formerly occupied by the Jerry's Edina Do It Best Hardware. **Jerry's Do It Best** has relocated across the parking lot next to Jerry's Foods in the space formerly occupied by Lucille's Fashions. **Jerry's St. Louis Park Do It Best Hardware** is relocating from the Miracle Mile Center on Excelsior Blvd. to Cedar Lake Road and Louisiana Ave. The space was formerly occupied by Almstead's Market.
- **New Uses** has opened a 5,300-sf store at 12977 Ridgedale Dr. in Ridge Square North. The franchising company for Play It Again Sports and Once Upon A Child is rolling out New Uses which buys and sells gently used furniture, electronics, and home decor.



50 BEST IPHONE APPS FOR 2012.

Whether you're looking to load up a new iPhone or simply expand your collection, here's a list of download-deserving apps.

- Find My iPhone
- ShopSavvy
- Dragon Go!
- Weather Underground
- Kayak
- GasBuddy
- Angry Birds
- MapQuest 4 Mobile
- Fandango
- Yelp
- Allrecipes.com Dinner Spinner
- ESPN ScoreCenter
- Facebook
- Mint.com Personal Finance
- Shazam
- iMapMyRUN+
- Flipboard
- Flashlight
- Atomic Web Browser
- Cleartune
- gMusic
- Tweetbot
- Turntable.fm
- Springpad
- Atari's Greatest Hits
- Netflix
- Skyfire VideoQ
- GarageBand
- StumbleUpon
- Words With Friends
- Instapaper
- Dropbox
- Gmail
- IntoNow
- They Need To Be Fed
- LogMeln
- Foursquare
- Instagram
- Foodspotting
- Find My Friends
- OkCupid
- Pandora Radio
- Pregnancy (Sprout)
- CardMunch
- TNR-i
- iTunes U
- Spotify
- Hipmunk Flight & Hotel Search
- Cor.kz Wine Info
- Smart Ride

Source: Time Magazine. [Read more](#)