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news

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Feature

Paradigm Shift IKEA: Style for Everyone

by Betty Ewens, Kraus-Anderson Companies

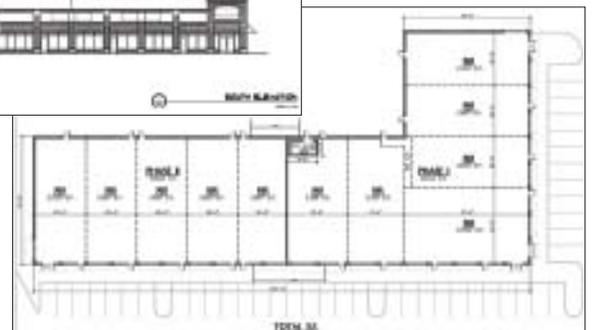
Soon a highly visible new IKEA store will transform the physical landscape of the 15 acres next to the Mall of America in Bloomington. IKEA's stated corporate vision is to bring a level of inspiring home style to everyday price points, which may transform the prevailing local paradigm about style in home furnishings as the province of mainly the wealthy. With its worldwide resources, IKEA brings a new force to bear on this market, and is likely to progress this market further into acceptance of the concept that style, quality and affordability can be delivered through one portal.

Scheduled to open this summer at 1900 Lindau Lane, this giant Swedish furniture retailer is sized at 336,000 elevated square feet for the Minneapolis-St. Paul market. The store will boast 1,373 parking spaces either at-grade or elevated. It will feature five model homes and 50 room settings within its walls. IKEA's massive assortment of more than 12,000 home furnishing products will be available for sale, including contemporary furniture, kitchen cabinets, children's furniture, lamps, bookcases, dishes, clocks, and rugs. Home decorating

Paradigm Shift continued on page 2

Snapshot

The Shoppes of Arbor Pointe



Location: Highway 55 & Concord Ave
in Inver Grove Heights, MN

Opening: Fall 2004

Owner/Center Manager: Anxon, Inc.

Leasing Agent: Terese Reiling,
Welsh Companies, (952) 897-7738

Architect: Wilkus Architects

Construction Contractor: Anxon, Inc.

GLA: 92,000 +/- sf

Anchor Tenants: Walgreens & Gold's Gym

Market Area Served: Surrounding Inver
Grove Heights market

Additional Facts/Narrative: Located across the street from the new Wal-Mart and existing Rainbow Foods at the Concord and Hwy 55 interchange in Inver Grove Heights. Outlots have great visibility to Hwy 55 because of the site elevations. Restaurant, Fast Food, Bank and free-standing retail sites available for sale; prime strip retail available for lease. Construction starting spring 2004 on the strip retail and Walgreens, with a fall 2004 opening.

PARADIGM SHIFT *continued from page 1*

experts will be accessible at the store to assist customers in design choices. Office and kitchen planning tools are available for download on the company's website, www.ikea.com.

The Twin Cities store experience will include a 350-seat restaurant featuring their famous Swedish meatballs, salmon, lingonberries, children's meals, local specialties, and pastries. You will also find a Sweden shop that offers the Swedish specialties you sampled in the restaurant. An Exit Bistro with hot dogs and ice cream to fuel you on the way home is located past the check-out counters. IKEA will add a mega-power retailer to the Mall of America shopping zone, as part of the next phase of development.

Ingvar Kamprad, a Swedish catalogue king, founded IKEA (acronym for his name, farm Elmtaryd, and hometown, Agunaryd) in the 1940's. Built on the Swedish concept of a society founded on social equality, IKEA carries on Swedish home furnishing traditions within the model of a better everyday life for everyone. With a proven plan, resources and customer partnership theme, it offers style as a deliverable "every person" product, not merely an upscale commodity.

IKEA points to its heritage as inspiration for its partnership theme, relying on customers to partner by purchasing furniture with some assembly required. As reported by the St. Paul Pioneer Press earlier this year, IKEA spokesman Joseph Roth stated the company is able to maintain or drop prices by controlling the design of the products it sells as well as "flat packing" goods during shipment from factories to stores. IKEA achieves its efficiencies by working directly with the manufacturer. Putting the incentive of its ever increasing number of stores and sales to work to negotiate low prices, IKEA guides the design and supervises the quality of its products by participating early in the manufacturing process. This direct access to the manufacturer repeats global trends in other segments of the retail industry such as consumer electronics and office products.

IKEA may challenge across multiple categories, including; local furniture retailers, home improvement retailers, home improvement superstores, home furnishings specialty stores, discounters, and in-store departments of a variety of major retailers. It also presses us further into the paradigm of disposable furniture. Could it be that we

don't have to measure our furniture purchases as carefully as we select a car or a mate? For older Americans, this is a paradigm shift in itself! In an article entitled "How the Disposable Sofa Conquered America", John Leland of the *New York Times* quoted the managing director of IKEA of Sweden as saying, "When you think of your own life, there's a time for several different lifestyles. That old traditional stuff is making us feel the other way, that things can't change, that taking responsibility for your things is more important than taking responsibility for your life. It's okay to replace them, to get rid of them. We don't think we're going to live one way always. Our feeling is: It's just furniture. Change it."

Having developed the art and science of up-marketing of down-market goods, praise for their design in the same *New York Times* article comes from Alexander von Vegesack, director of the Vitra Design Museum in Weil am Rhein, Germany whose museum produced an exhibit on the history of the company. He says, "If you look at the history of IKEA, in the early years their design was quite horrible", but in the last decade, he said, the company has pushed a more ambitious aesthetic. "They became more and more interested in design. Today if you go to IKEA, you always will find some pieces which are good designs and very reasonable in pricing." IKEA is nothing less than a challenge to the entire conventional production and distribution system. Probably a number of business plans will have to be revised. In any case, it will be interesting to watch local, regional and national retailers who directly compete with this global giant respond to the IKEA challenge.

It's a behemoth alright, with 3,650 tons of structural steel, 18,000 cubic yards of concrete, and 201 miles of electrical wire,

Book Mark

- **Pour your Heart Into It – How Starbuck's Built a Company One Cup at a Time** by Howard Schultz, Chairman and CEO of Starbuck's and Dori Jones Young. For entrepreneurs, managers, and fans of Starbuck's Coffee. The book is the definitive chronicle of how a cutting edge company built a world-wide reputation through retail by leading with its heart.
- **Big Change at Best Buy — Working Through Hypergrowth to Sustained Excellence** by Elizabeth Gibson and Andy Billings. Destined to redefine successful change in management in corporate America. The book offers hard-won lessons and the tools every executive and manager needs to turn management practices and a culture focused on rapid growth into the type of disciplined customer-centered operation that now drives Best Buy's success.

according to the St. Paul Pioneer Press, and in signaling another big paradigm shift... global retail here in our market. More often we have followed the successes and failures of large U.S. retailers entering Europe, China, Japan, and South America, or we listened with interest to the trendy European boutique retailers opening in New York. We are now entering a new phase of global retailing on the big box scale brought right here in our own backyard. If you have been following the ups and downs of IKEA as they have made their way across the American landscape since the mid-1980's, you would see a pattern of learning and unwavering determination to better serve their sector of the market. It is this commitment that has kept them true to their vision, correcting and changing as they go, poised for domination in satisfying the customer in the home furnishings niche. A powerful symbol of the global economy come to the Twin Cities. ■

2004 Schedule of Events

Our monthly program meeting date is the first Wednesday of every month (with the exception of March, July, September and December). All meetings will be held at 8:00 a.m. (registration at 7:30 a.m.) at the Radisson South Hotel unless otherwise noted or publicized before the program. Program topics and location are subject to change.

June 2 - Industry Trends & Demographics

June 21 - Annual Golf Event, *Majestic Oaks*

July 7 - Professional Development

August 4 - Retail Focus

September 8 - Mall Focus

October 6 - Economic Outlook

November 3 (Afternoon) - Retail Report

December 7 (Evening) - Year End Ceremonies/STARR Awards/Holiday Party

Coon Rapids and the Riverdale Village Shopping Center

by Christopher Naumann, KKE Architects, Inc.

On April 7th MSCA members were treated to the Geographic Focus: Coon Rapids and the Riverdale Village Shopping Center. MSCA member and past president, Kathy Anderson of Architectural Consortium LLC, introduced special guests Lee Starr, Community Development Director for the City of Coon Rapids, and Stan Hoffman, Director of Development at Developers Diversified Realty (DDR).

The Riverdale Village Shopping Center is located just south of Highway 10 at the corner of Round Lake Boulevard and Main Street in Coon Rapids. When fully complete, this open-air center will encompass over 870,000 square feet of retail, including department stores, discount stores, lifestyle tenants, restaurants and various outdoor public amenities. The major anchors of the center ring around its perimeter facing inwards in a crescent moon shape, a major drive curves through the site and splits the anchor tenants from the inner central ring of shops and restaurants. Included in the center are many pedestrian features and a lake that features a nearby children's play area and an amphitheater. Currently the center is in its final phases of development, with a majority of retailers already installed and doing business.

Providing some perspective on the public process undertaken in this massive development

April Professional Showcase



April's Professional Showcase was provided by David Rau and Craig Anderson, DLR Group, a national planning and design firm employing over 450 professionals in 16 offices across the United States. DLR serves industry headliners with expertise in retail, hospitality and entertainment centers.

effort, Starr began the presentation with a history of the community of Coon Rapids and the development history of the Riverdale site. Over the last several decades, Coon Rapids has rapidly grown from a typical suburban bedroom community, into a fully developed and independent city. The site itself was hotly contested due to development pressures. Dayton/Hudson and General Growth Properties took serious interests in developing the site as a traditional interior mall, but could not put together feasible proposals given market conditions. The site remained undeveloped until the Robert Muir Companies brought the site to the attention of Developers Diversified Realty, which is when the site began its evolution into the successful open-air center it is today.

The process was not without its challenges and obstacles. As Hoffman stated, "This project offered many career-ending opportunities." For instance, just as the master plan was evolving, Hoffman was able to bring major retailer Costco to the table. The national discount chain changed the center by drawing shoppers from the entire region, and driving the center as a major traffic engine. Unfortunately, even with an array of due diligence, the initial plan of the Costco did not pass the public process with the city. Alarmed that the plans might fall apart before they even broke ground, Hoffman went to work addressing the city's concerns and worked closely with Starr and the DDR development team. Fortunately, he was able to bring forth an acceptable plan and the city eventually allowed Costco into the center, paving the way for other anchors like Sears, Kohl's, Best Buy and JCPenney to follow through with their plans and solidifying the center's viability.

In summary, both Hoffman and Starr offered some lessons for future development efforts. Most importantly, enjoy your work and the process of development. Truthfully understand the place you are looking to develop, including its geography, history, demographics and its future. Approach the citizens and the local government respectfully and treat them as partners in the effort rather than as obstacles to avoid. Finally, be humble in your work and put together a dependable development team that will stay its course and provide results rather than rhetoric. ■



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May Member News

Brookfield Appoints Leasing Team

David Sternberg, General Manager of Brookfield Properties Midwest Region, has announced the company's retail leasing in the Twin Cities will be handled by the Minneapolis office of Colliers Turley Martin Tucker, with a team that includes Kathleen Nye-Reiling, Andrea Christenson and Molly Townsend. Brookfield is also restructuring its entire marketing function, including retail marketing and its retail property management functions. Brookfield is the largest owner and manager of retail properties in the downtown Minneapolis market, including Gaviidae Commons and Minneapolis City Center, which is just beginning a \$15 million renovation.

Ulstad Joins Suntide

Suntide Commercial Realty, Inc. recently welcomed Carol Ulstad to their group, bringing over 12 years of retail real estate brokerage experience specializing in retail land and investment sales as well as retail lease transactions.

Stafford Promoted

KKE Architects, Inc. promoted Sara Stafford to Community Relations Director. This expanded role will better utilize her talents to further include networking, industry relations, and business development.

Abel Joins Urban Associates

Urban Associates, Inc. announced that William R. Abel joined the company as Manager of Development and will be responsible for originating and coordinating the development of new commercial properties. Prior to joining Urban Associates, Bill was a Project Director at Mortenson Development, Inc. focused on commercial development. Bill is a new MSCA member.

SuperValu

Supermarket retailer and wholesaler, SuperValu, Inc. said it would sell a minority interest in privately held grocer Winco Foods, Inc. Winco Foods runs stores in Idaho, Oregon, Nevada, Washington, and California.

Summer is around the corner for most parts of the U.S. and it's time for a landscape water audit to assess the health and value of your outdoor investment. Businesses, malls, hotels and other commercial properties in areas affected by drought conditions may be able to get these evaluations for free as reducing water waste would benefit both the municipality and the property managers.

Eagan Town Center sold

Eagan Town Center, a 154,999 sf shopping center anchored by a Rainbow Foods store, was sold for \$19 million recently. Eric Bjelland, with United Properties brokered the sale. The purchaser is two pension funds. Also under contract to sell is Plymouth Marketplace anchored by Lunds. The sale is being brokered by Dick Grones with Cambridge Commercial.

New Lakeville Retail Center Completed

Benson-Orth Associates completed construction of a 14,000 sf multi-tenant retail project in Lakeville. The single-story

Member News continued on page 5

MEMBER NEWS

continued from page 4

masonry structure is home to 2nd Wind Exercise, Hirshfield's Paint and C & C Flooring. The project, developed and owned by HOM, is located adjacent to the HOM Furniture store at 35 W and Co. Rd. 50 in Lakeville.

CMC Hires Behling

Consulting Management Construction, Inc. has announced that Joshua C. Behling joined the firm as the Director of Business Development. Behling most recently held the position of Director of Marketing and Business Development with Scott Builders, Inc where he developed business for the commercial and professional office industry.

KKE Completes Wilderness Theatre

KKE recently completed the Camp Snoopy Wilderness Theatre in the Mall of America. The project included reconstructing an existing performance stage and creating a specialty amphitheater to house the Wilderness Theatre, which was relocated to make room for the new roller coaster ride. ■

Member Profile

Nancy Litwin



Title: General Manager

Company: Glimcher Properties / Northtown Mall

Primary Career Focus: Increase shopping center value; enhance customer satisfaction

and tenant sales. Manage the center and its financials; participate in leasing strategy; direct marketing, operations and contracted services. Significant experience in new shopping center developments and redevelopment projects for well-known national mall developers.

Hometown: Hartley, Iowa

Education: B.A. in Communications from St. Thomas University, Miami, Florida; earned Senior Certified Marketing Director designation through ICSC

Family: Husband James and son Zach (8)

Hobbies: Shopping, travel, movies and large family events

Job History: 17 years mall marketing and management in twelve states, including 11 years with General Growth Properties, most recently as Regional Vice President of Marketing.

Very First Job: Working downtown Crazy Days sales events for my family's small town pharmacy and variety shop

Dream Job: A highly paid personal shopper

Secret Talent: My award-winning fresh squeezed lemonade

Favorite Food: Homemade eggplant parmesan

MSCA Involvement: Program Committee Member

Around the Marketplace

Retail Tidbits



compiled by Tim Hilger, Diversified Acquisitions, Inc.

Recent articles by "experts" are predicting that **Federated Department Stores**, based in Cincinnati, is the lead prospect to purchase **Marshall Field's Department Stores**. Federated, owner of brand names **Macy's**, **Bloomington-dale's**, **Burdines-Macy's** and others, has the cash and only nominal overlapping markets with Marshall Field's.

The Bloomington-based, **Gander Mountain** (GMTN) announced receiving a total of \$91.6 million from their IPO offering. Omaha based **Cabela's, Inc.** (CAB) plans to sell its stock to the public for the first time. It expects to raise \$230 million, which it would use to open new stores. The timing of the planned sale has not been disclosed.

Consumer-electronics giant **Best Buy Company** has debuted two outlet stores on **eBay**. The first store, a Best Buy outlet shop, will sell new merchandise in both auction and fixed-price formats, and the second store will sell select merchandise that has been returned or has scratches and dents.

North American Properties agreed to purchase **Calhoun Square** in Uptown from the original developers Ray Harris, Doug and Martha Head for \$30 million. Plans include

exterior reconfiguring of the storefronts, adding additional parking decks, conversion of some second floor retail to offices and possibly adding a residential component.

After filing for bankruptcy protection last fall, **Snyder's Drug Stores, Inc.** is expected to emerge from Chapter 11 later this month. Snyder's operates 70 corporate-owned stores in Minnesota, Wisconsin and Montana.

Gateway announced it is vacating all of its 188 retail locations and will probably begin selling its products through other retail mediums such as Best Buy, Circuit City and Wal-Mart.

The convenience store business is changing and is more competitive as illustrated by the Chapter 7 bankruptcy of the **Tom Thumb** chain, which included the closing of 131 stores in Minnesota and Wisconsin. It is unclear what impact the bankruptcy will have on **Polka Dot Dairy, Inc.**, based in Hastings, which owns the retail chain. Often cited as the 3 pillars of convenience store profitability: nicotine, gasoline and caffeine eroded from the company.

The Paper Warehouse stores are officially changed over to **Party America**. The company was purchased last August by a North Dakota

franchisee of Paper Warehouse. The company offices out of Maple Grove, and has 20 stores throughout Minnesota, Iowa, and Wisconsin.

Eagan-based **Old Country Buffets** is rolling out a new format under the name **HomeTown Buffet**. The new format has a new menu with a stronger emphasis on local flavors.

Williams Sonoma will open 27 new stores and 13 **Pottery Barns** in 2004.

JCPenney is close to finalizing the sale of half of the Eckerd chain to CVS and Canadian retailer Jean Coutu Group, Inc. for nearly \$3.5 billion in cash. CVS plans to rename the stores. The deal will make CVS the largest drug store retailer in the U.S. with more than 5,000 stores, compared to Walgreens with approximately 4,400 stores.

Hollywood Video looks to chart a private course. The company will go private this summer if its shareholders approve a \$840 million buyout offer from an investment group headed by Leonard Green & Partners. The deal comes at the same time Viacom, Inc. is preparing to spin-off Hollywood's larger rival **Blockbuster, Inc.**

Tidbits continued on page 6

Retailer Profile

Bassett Furniture Company



by Lisa L. Diehl, McDonald's Corporation

It is difficult to imagine the first product produced by Bassett Furniture Company's founders was a rough-hewn railroad tie for the new Norfolk and Western line in the late 1800s. In 1892, the rail line was completed and the family began looking for new markets for its lumber and discovered a market for solid oak furniture, which featured simple profiles with carved

details and overlays. The company grew rapidly in the following decades, surviving the Depression, competition and a fire that destroyed the factory.

After significant consumer research, the first Bassett Furniture Direct store opened in Austin, Texas, in 1997, offering a wide selection of home furnishings including accent chairs and tables, bedroom and

dining room furniture, entertainment center units, home office and living room furniture, mattresses and more. Today, Bassett has more than 70 Bassett Furniture Direct stores across the United States and still maintains its presence in traditional furniture and department stores across the country, such as Slumberland and Target. Their store environment includes coffee bars and design centers to create a friendly atmosphere, as well as bold colors and simple architecture to add eye appeal.

The furniture company is looking to enter the Twin Cities metropolitan market with its own store concept. The locations are approximately 15,000 to 25,000 sf either in end-cap or in-line locations. They will consider leasing as well as purchasing the property. Cambridge Commercial is handling the real estate locally for them. Bassett Furniture Company is a publicly traded company under the symbol BSET.

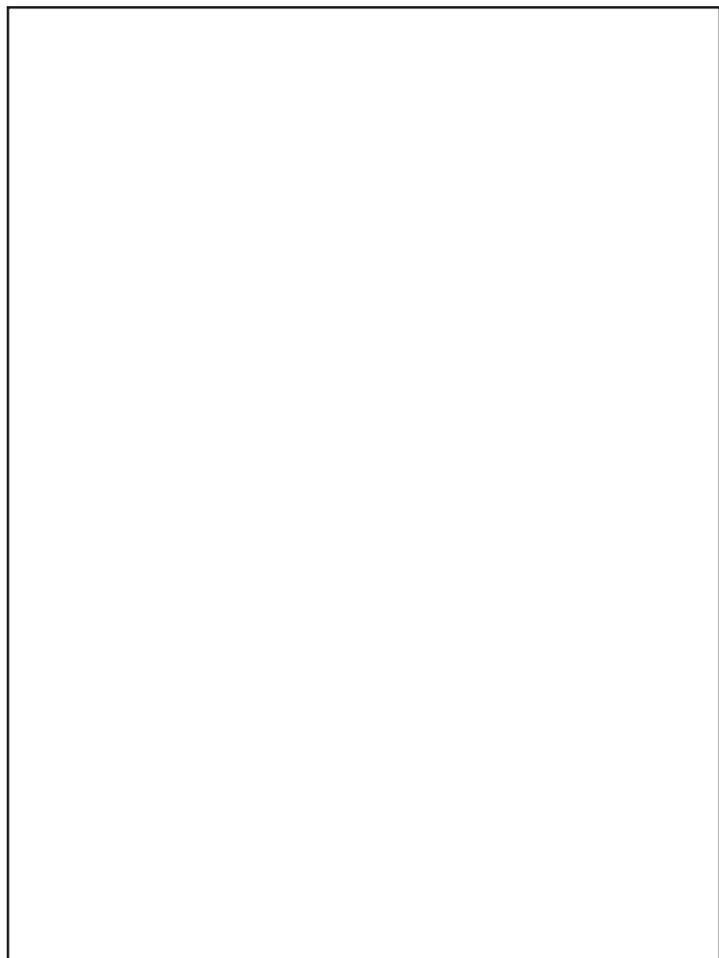
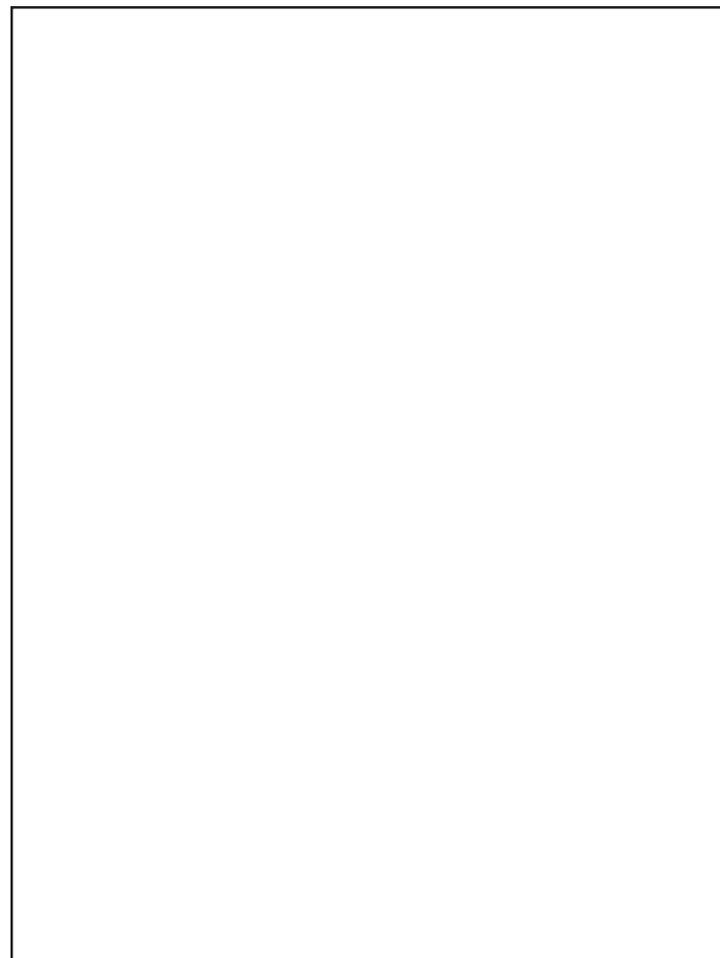
www.bassettfurniture.com

TIDBITS *continued from page 5*

- **The Metropolitan Airports Commission (MAC)** will not be making any decisions on the request for proposal, which opens concessions at the Minneapolis-St. Paul International Airport until some time in July.

- A zealous focus on efficiency and a re-vamped merchandise mix helped **Kmart** achieve a significant milestone last month with its first reported post-bankruptcy profit. Kmart still faces significant obstacles as it strives to reinvent itself.

- According to **STS Market Research** men spent \$28.5 billion on sportswear in 2003 a 4% increase over 2002. In contrast, women spent \$38.2 billion in 2003 a decline of 3% from 2002. Men are now finding it "cool and acceptable" to shop, averaging 3.8 shopping trips (including grocery shopping) per week versus women's 3.4. Possible reasons: men are staying single longer, fashion appeal to women, the age group of 38 to 55 is leading the trend, smarter advertising by manufacturers and retailers, and the advantages of a youthful image in the job market.



Committee Profile

Legislative Committee



The Legislative Committee, co-chaired by Howard Paster and Todd Johnson, is responsible for presenting a legislative agenda and issues to the Governor's office and the Minnesota legislature to encourage and support the best interests of our industry. Accomplishments and committee efforts have been defending the 2001 property tax reform, 2003 Annual Retail Property Tax Study, successful 2004 Legislative program and Business Day at the Capitol event, support of sales tax on Internet and catalog sales, "smart growth" initiatives, transportation improvements and special taxation districts. 2004 goals to date include expanding MSCA lobbying,

growing the Legislative Contribution Fund, educating MSCA on legislative concerns and promoting solutions, and securing retailer commitments for the 2005 Annual Retail Property Tax Study.

Committee Co-Chairs:

Howard Paster, *Paster Enterprises*
Todd Johnson, *Colliers Turley Martin Tucker*

Committee Members:

Greg Boderman, *United Properties*
Trish Rein Cowle, *C.G. Rein Company*
Jon Einess, *Schwiness LLC*
Sonnie Elliot, *Faegre & Benson, LLP*
Richard Forschler, *Faegre & Benson, LLP*
Nancy Frykman, *Robert Muir Company*

Rob Griffin, *Gaughen Properties*
Mike Korsh, *Kraus-Anderson Realty Company*
Joe Nunez, *Target Corporation*
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Dick Ward, *Capps Companies, Inc.*
Joseph Weis, *Weis Builders, Inc.* ■



Thank You!

Featured Corporate Sponsors



Adolfson & Peterson Construction

Industry Focus: To continue providing superior service to the retail development community.

Company Vision: To provide a challenging and rewarding life to all.

"In addition to networking with business friends, MSCA provides an educational venue to learn and explore better ways to add value for our clients in order to enhance their bottom line."

- Harlan Hallquist

CSM Corporation

Industry Focus: Ground-up development of all retail types plus the purchase and repositioning of existing retail centers.

Company Vision: Development of real estate and relationships with a long-term perspective.

"MSCA is a great organization to help build lasting relationships."

- John Gelderman

H.J. Development, LLP

Industry Focus: Providing quality developments, responsible management, successful investments and long-term ownership since 1983.

Company Vision: Superb performance in retail development, management, and

investments resulting in successful long-term ownership.

"The talent-rich community of MSCA is beneficial to us due to the knowledge gained from all aspects of the retail industry."

- Jeff Carriveau

Madison Marquette

Industry Focus: Retail services, including: management, leasing, development, construction management, tenant representation and consulting.

Company Vision: To provide integrated retail solutions with our full-service capabilities for our clients.

"MSCA helps us network and stay current with local and national trends."

- Craig Estrem

Park Midwest Commercial Real Estate

Industry Focus: Retail property management, project leasing, land sales and brokerage.

Company Vision: To provide customer service, manage and lease like we own it.

"The relationships built from MSCA are priceless." - Doug Sailor

SUPERVALU INC.

Industry Focus: Grocery wholesaler and retailer.

Company Vision: to supply customers with merchandise and services better than any other wholesaler can, to enable them to grow under all competitive conditions.

"MSCA provides a forum for us to exchange ideas and network with the best in the retail industry."

- Reuben Johnson

United Properties

Industry Focus: Property leasing and sales, tenant representation, property management, construction management, development and investment sales.

Company Vision: To be the most talent-rich, customer-focused regional real estate firm in America.

"MSCA is the organization to support if you operate in the retail sector of the commercial real estate industry in the state of Minnesota."

- Michael Sims

Remember Mother's Day on May 9th!

Mother's Day:

Estimated number of mothers of all ages is 75 million.

Market Update

St. Cloud, Minnesota



by Terry R. Smith, TRS Commercial Real Estate, Inc.

St. Cloud, located 78 miles NW of the Twin Cities along I-94, has a population of 64,552 with 267,664 people located within a 30-mile radius. The surrounding metro area includes Sauk Rapids, Waite Park, Sartell, Saint Augusta, Saint Joseph and Rockville.

The retail market appears strong with considerable retail activity in 2004. A look at the retail sector reveals that the **downtown area** contains mainly service, support retail, educational, governmental and entertainment activities, and **Division Street** and **Second Avenue South** are the focal points for retail activity. St. Cloud and its surrounding townships continue to see population and retail growth.

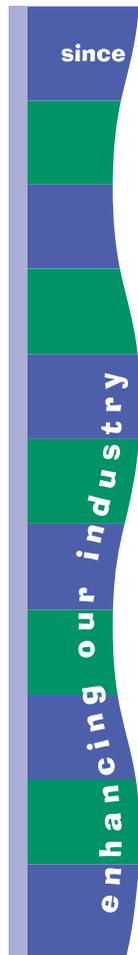
On **Division Street** you will find that *Division Place* has several vacancies. *West Point Shoppes* has opened at the NWC of Division Street and Highway 15 with tenants: Pier One Imports, Ultimate Electronics,

Pancheros Mexican Grill, *Buffalo Wild Wings*, *La Dolce Vito Salon & Spa*, *Wedgewood Indoor Golf* and available spaces. *Crossroads Regional Shopping Center* recently completed construction of a 21,000 sf expansion of Target, 63,000 sf food court and retail addition, an 80,000 sf Scheels All Sports store, and an outlet in front of Target with 45,000 sf available.

There is a lot happening on **2nd Street South**. *Cub Plaza*, a small retail strip center south of Cub Foods, is open with several vacant spaces available. *Rainbow Village* has the 60,000 sf Rainbow Foods space available, which may become a Bed, Bath & Beyond and T J Maxx. *Marketplace Shopping Center* has the 18,000 sf former Crafts Direct space available. *Sportsman's Warehouse* has opened a freestanding store on Waite Avenue. *2nd Street Quad* has 30,000 sf available, currently being occupied by Petters that is conducting a Ware-

house Direct Appliance Sale. *Home Depot Plaza* has 15,000 – 85,000 sf available for lease, and is anchored by Home Depot and outlet tenants, including IHop, Wendy's and a Hallmark Gold Crown store.

Sundial Village, a 10,000 sf strip, has opened and additional buildings are under construction in the Waite Park retail district. Open tenants include Rolly Polly Sandwiches, Ambiance, 2nd Street Stain Glass and Inspired Trends. A freestanding BP Service Center and freestanding Culvers Restaurant has opened in Waite Park. Craft Direct has opened its relocated expanded liquidation store. A 10,000 sf office/retail center has opened in St. Joseph, anchored by Movies Etc. The McStop is planning a 24,000 sf retail strip to service the southwestern part of the city and Saint Augusta. Sartell's "new downtown" is under construction and is anchored by a new Coburn's Superstore. ■



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Mark Your Calendars for
The 13th Annual
MSCA Golf Event!