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# news

Volume 19, Number 4

April 2005

## Feature Business Day at the Capitol

by Howard Paster, Paster Enterprises



On March 2, MSCA hosted our annual Business Day at the Capitol breakfast program featuring the leaders of the Minnesota House of Representatives and the Minnesota State Senate. After the program with Senator Johnson and Representative Sviggum, 23 MSCA/ICSC members headed

down to the State Capitol for the actual *Business Day at the Capitol*. For those who were attending for their first time, Legislative Committee members paired individuals with fellow constituents who had attended previously. They had the opportunity along

*Business Day continued on page 2*

## Snapshot Argonne Village

**Location:** Lakeville (I-35 & County Road 50)

**Month/Year Opening:** Summer 2005

**Owner:** United Properties Investment, LLC

**Managing Agent:** Dan Lofgren

**Center Manager:** United Properties

**Leasing Agent:**

Ronn Thomas, United Properties, 952-893-8230

Peter Armbrust, United Properties, 952-893-8255

Mike Sims, United Properties, 952-893-8288

**Architect:** KKE Architects, Inc.

**Construction Contractor:** Weis Builders, United Properties

**GLA:** 116,000 SF

**Current Occupancy:** Under Construction

**Number of Stores:** 20-30

**Anchor Tenants:** Rainbow Fresh Store



**Market Area Served:** Lakeville, Farmington, New Market

**Construction Style:** Brick with EFIS accents

**Additional Facts/Narrative:** This exciting new development in the rapidly growing city of Lakeville will include the new prototype for Rainbow's Fresh Store and will be complimented by a host of retailers including Walgreens, M & I Bank, Wendy's, Culvers, Tires Plus, Great Clips, Nick-N-Willy's Pizza and many more. Call United Properties to become a part of this exciting project.

## BUSINESS DAY *continued*

with other members of the Minnesota Chamber of Commerce to discuss concerns with the elected officials.

Overall, MSCA/ICSC members met with over 50 legislators to discuss collective industry concerns and to familiarize legislators with MSCA. MSCA members focused on:

**Property Taxes** - The 2001 Property Tax Reform provided much needed relief for Commercial/Industrial property. However, Minnesota's property taxes are still higher than surrounding states. We urged legislators to protect the 2001 Property Tax Reform and to maintain the Limited Market Value phase-out schedule for residential properties.

**Transportation** - Transportation infrastructure is vital to Minnesota's economic health. We urged legislators to invest in improvements to Minnesota's transportation system. Several proposals fund transportation improvements with user fees, such as vehicle registration fees and the gas tax. We communicated our support for the Minnesota Chamber of Commerce proposal which increases transportation funding through a constitutional amendment.

**Sales Tax** - We lobbied legislators to support efforts to collect sales tax on items sold over the Internet or through catalogs. This tax will balance the playing field between bricks and mortar retailers (shopping centers) and remote retailers (Internet and catalogs). The state of Minnesota has already adopted standards to collect such taxes, but the federal government will not pass the law until 32 states comply with the standards. As a result, it was important to push legislators to convince their counterparts in other states to adopt such measures.

After our morning at the Capitol, we joined 2,000 fellow members of the Minnesota Chamber of Commerce at the Radisson Hotel for a luncheon featuring Governor Pawlenty's Chief of Staff, Dan McElroy, who spoke briefly about the state budget and the positive impact that business bring to the state. McElroy praised those in attendance for taking the time to make their voices heard and participating in the democratic process that comes with the privilege of being a US citizen. ■

# Program Recap

## Annual Legislative Update

by Christopher Naumann, KKE Architects, Inc.

**Who:** Senator Dean Johnson  
Representative Steve Sviggum

**When:** March 2, 2005

**Where:** Four Points Sheraton St. Paul

**Synopsis:** The hottest topics for both Senator Johnson and Representative Sviggum were balancing the budget, education and healthcare reform. Senator Johnson quoted Minnesota's constitution saying Minnesota must provide a "uniform system of education and transportation". Representative Sviggum stated "Every choice has a consequence – there are no free choices in government." Both members avoided calling for an increase in taxes, but Johnson spoke of making business taxes competitive within the region and expressed interest in creating a broader tax sales base by adding a clothing sales tax. Unless there is some balance and cooperation from both parties, the 2005 session will result with inaction once again.

### Highlights:

- Last year the cost to each Minnesotan for sitting in traffic was \$758.
- The nationwide state standard for road funding is 60% funds toward new roads and 40% towards maintenance – in Minnesota it's reversed.
- Minnesota's education system has fallen from rating 9th to 25th in the nation.
- Budget forecast is a positive \$243 million for the next Biennium.
- Two years ago the State had a \$4 1/2 billion deficit and is currently only a \$400 million deficit.
- The State's budget and cash flow reserves have been built back up.
- Budget parameter set by Governor Pawlenty is "no raising taxes". The proposed budget still allows Minnesota's spending to grow by \$2.2 billion and should work, according to Sviggum.
- Healthcare premiums have increased 20-30% every year for 2 years. This cannot continue.
- Education hasn't changed much in 40 years. New ideas should be explored such as better compensation plans, on-line learning and utilizing new technologies.

- Investments in transportation will continue – balanced between roads, bridges and transit.
- Stadiums: Gopher football stadium: when 2/3's of the funds are privately raised, the state is required to fund the other 1/3. Twins stadium: may be funded in the near future 1/3 by owner, 1/3 by community and 1/3 by tax increment ideas. Vikings stadium: under contract through 2011 at the Metrodome which results in a tougher argument for a new stadium.
- Lastly, the budget must be balanced in a "cooperative and bipartisan way". According to Sviggum, "We must focus on what we have in common, not what makes us different." ■

### Legislative Fund Contributors

Thank you to the past legislative fund contributors, MSCA greatly appreciates your support!

- Aspen Waste Systems, Inc.
- Aurora Investments
- Avalon Group (The)
- Brookfield Properties LLC
- C.G. Rein Company
- Construction 70, Inc.
- Edina Properties/Lunds, Inc.
- Gabbert & Beck
- Great Clips
- H.J. Development Inc.
- Jerry's Foods
- Kraus-Anderson Companies
- North Lake Properties
- Paster Enterprises
- Reliance Development Company, L.L.P.
- Robert Muir Company
- Stonewood Properties
- Target Corporation
- Tri-Star Management
- United Properties
- Weis Builders, Inc.
- Welsh Companies, LLC

# Member Profile

## Toni Reichow



**Primary Career Focus:** Commercial Real Estate

**Company:** LandAmerica Commercial Services (part of LandAmerica Financial Group, Inc. - Richmond, VA) Title and Escrow (Commonwealth,

Lawyers Title, Transnation) • Engineering & Environmental Assessment • Valuation • Survey • Zoning • Tax Services • Flood Certificates • UCC Insurance • 1031 Exchanges • International

**Title:** Assistant Vice President, Commercial Services – St. Paul Office

**Hometown:** Gilman, Wisconsin – a small town near Chippewa Falls

**Education:** University of Minnesota, Hamline University

**Family:** Daniel (husband of 40 years) and Brent (son)

**Hobbies:** Jogging, sailing, and traveling

**Job History:** 30 year affiliation with LandAmerica (in different capacities)

**Very First Job:** Executive Secretary with 3M

**Dream Job:** To own a hardware store

**Secret Talent:** Japanese Cooking

**Favorite Food:** Asian Fusion

**MSCA Involvement:** Member for 10 years

### Bookmark

*Life Matters* by A. Roger & Rebecca R. Merrill. Everybody is concerned about work/life balance, but few understand that time and money are as important to life balance as work and family. The Merrills write that you can develop your navigational intelligence to optimize our life choices and stop wasting energy, money and time on issues and behavior that are either not important or don't invest in your future.

*Becoming a Category of One* by Joe Calloway. Why strive to be a leader in your category when you can create a different category and be the only one in it? Calloway offers tips and advice in how to avoid becoming "commoditized" and instead differentiating yourself and your business from your competitors.

*Stress For Success* by James Loehr. Feeling stressed these days? Don't moan about it; make it work for you! Loehr offers an optimistic, productive approach to a big problem.

Contact Deb Carlson at [dcarlson@northstarpartners.net](mailto:dcarlson@northstarpartners.net) with your recommendation.

### Be a Part of MSCA's Explosive Technological Growth!

Quarterly, we have Banner Ads on the website being seen by over 1,224 industry professionals monthly which is up over 68% from 2004. Place your companies' ad for only \$250 per quarter with a direct link to your website.

Also note that the website posts FREE job listings. Go to the website and click on the resources toolbar. This will bring you to the job opportunities page where you can either list or search for jobs.

The Technology Committee is looking for new members. You don't need to be a computer expert, we are looking for members with ideas on how to enhance the website.

If interested, contact Co-chairs Cindy MacDonald at (952) 948-9408 or Skip Melin at (612) 347-9352.



#### 2005 LEADERSHIP OFFICERS

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Cindy MacDonald, Kraus-Anderson Co.

Robert Pounds, SCSM, Welsh Companies, LLC

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Todd Johnson, Steiner Development

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Tom McGannon, Edwards & Kelcey

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Sam Smolley, Smolley Consulting Group

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Lisa L. Diehl, CCIM, McDonald's Corporation

Ferne L. Sofio, Paster Enterprises

##### Program

Peter Berrie, Faegre & Benson LLP

Tom Madsen, Benson-Orth Associates, Inc.

##### Retail Report

Holly Rome, Jones Lang LaSalle

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##### Technology

Cindy MacDonald, Kraus-Anderson Co.

Skip Melin, Colliers Turley Martin Tucker

##### Sponsorship

Ned Rukavina, United Properties

Bill McCrum, RSP Architects Ltd.

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(F) 952-888-0000

# Committee Profile

## Marketing Committee



MOORE



MCGANNON



MOCK



ERICKSON



FORGAARD



SENN

### CO-CHAIRS:

Laura Moore, *United Properties*  
Tom McGannon, *Edwards and Kelcey*

### MEMBERS:

Gregg Erickson, *CB Richard Ellis*  
Erik Forgaard, *American Engineering Testing, Inc.*  
Matthew Mock, *Braden Construction, Inc.*  
Amy Senn, *Welsh Companies*

### Not Pictured Members:

Mike O'Brien, *Loucks Associates*

The Marketing Committee, chaired by Laura Moore and Tom McGannon, is focused on promoting MSCA, both internally and externally, primarily through advertising, press releases and MSCA's website. Its 2005 goals include: developing a marketing contact list for all MSCA companies,

coordinating and maximizing newsletter advertising and promoting the relationship between MSCA and The Caring Tree. Over the past few months, the Committee has been busy finalizing one of its major yearly contributions - the annual Membership Directory. In addition, the Committee has also been hard at work

creating and placing ads for the Business Journal, seven of which will run over the course of the year. Please be sure to think of these dedicated committee members when you receive your Directory and pass along your thanks for all of their efforts in promoting MSCA! ■

### Search Me

The following web sites are for trade show, event planning and designs for marketing professionals.

- [www.mallideas.com](http://www.mallideas.com)
- [www.istockphoto.com](http://www.istockphoto.com)
- [www.successfulevents.com](http://www.successfulevents.com)
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# Around the Marketplace

## Retail Tidbits



compiled by **Tim Hilger**, Diversified Acquisitions, Inc. & **Lisa L. Diehl**, McDonald's Corporation

● **Toys "R" Us** has agreed to be purchased by **KKR, Bain Capital and Vorando Realty Trust** for \$6.6 billion including debt assumption. Speculation is that the acquisition was driven more by the real estate held by Toys "R" Us than by the operating retail business.

● **Target** announced that they will open 90 – 95 stores this year, along with 150 pharmacies. Approximately 25% of the stores will be **SuperTargets**. Target finished 2004 with same store sales up 5.3%, and sales up 11.5% totaling \$46.84 billion.

● **Gap** announced they are continuing to close some unprofitable stores and expand their number of **Old Navy** stores in 2005 stores after same store sales in 2004 showed no growth. This follows Gap's opening of 130 last year and closing of 158 stores. In a test, **Gap, Inc.** opened its first three **Banana Republic Petites**, with locations in Boston, Los Angeles and Seattle.

● **JCPenney** is looking to expand the number of stores they operate in 2005.

They have earmarked \$2.5 billion for real estate expansion this year. The majority will be freestanding or "life style" mall stores or in prime vacant space.

● **Dunn Brothers Coffee** plans on opening 30 new coffee shops in 2005. They currently have approximately 50 stores.

● **Circuit City**, after several years of under performing financial results, is considering an unsolicited buyout bid by **Highfields Capital Management** to take the electronics retailer private. The offer is for \$3.25 billion. Highfields presently owns stock in the retailer.

● According to a **Reis Inc.** survey, retail vacancies in malls and strip centers hit the lowest level in three years. Vacancies were 5.3% in malls and 6.8% in strip centers. Mall rents in the 4th quarter of 2004 were \$37.89 psf vs. \$37.60 psf in the 3rd quarter. Strip center rents were \$17.98 psf vs. \$17.85 psf in the corresponding time periods.

● **Gadzooks, Inc.** (bankrupt) has given up plans to reorganize and will sell off its

assets, including leases at its 243 stores in 40 states.

● The merger of **Kmart & Sears** passed the waiting period per the Hart-Scott-Rodino antitrust law and is moving toward closing.

● **Movie Gallery** plans to take over **Hollywood Entertainment Corporation** and is expected to be completed during the second quarter of 2005. **Blockbuster** launched a hostile takeover bid for Hollywood Entertainment, offering shareholders 9.4% more than Movie Gallery.

● **Linens 'N Things** is developing a new store design of approximately 29,000 sf for expanded furniture and the "things" business in general.

● **Wal-Mart** is building gasoline stations under its own brand. The chain has been partnering with other companies, primarily Arkansas-based Murphy Oil Corporation, to operate gasoline pumps in more than 800 of its store parking lots under lease arrangements.

## Thank You!

### Featured Corporate Sponsors

#### Larkin Hoffman Daly & Lindgren Ltd.

**Company Vision:** Larkin, Hoffman, Daly & Lindgren, Ltd. is a full-service law firm solving problems and creating opportunities for businesses and individuals since 1958.

#### Northtown Mall/Glimcher Properties

**Company Vision:** To ensure maximum performance for Northtown Mall and our retailers by continuing to provide stores and services that meet the needs of our growing trade area.

#### RSM McGladrey, Inc.

**Company Vision:** To be a significant contributor to our clients' long-term profitability and success, and to provide our people the opportunity to live fulfilling professional lives, while meeting their personal goals.

#### Target Corporation

**Company Vision:** To give guests the best products at the best value in a way that delights them, and to give generously to the communities where Target does business.

#### Weis Builders, Inc.

**Company Vision:** The premier construction organization whose measure of success is delighted clients.

#### 2005 Event Schedule

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

**Wednesday, May 4** – Development

**Wednesday, June 1** – Industry Trends

**Monday, June 20** – Annual Golf Tournament *Majestic Oaks Golf Course*

**Wednesday, July 6** – Professional Development

**Wednesday, August 3** – Retail Focus

**Tuesday, September 13** – MSCA/ICSC Program

# Market Update

## 50th & France in Edina



by Sara Martin, Welsh Companies, LLC

Edina's 50th and France shopping district has been a Mecca for high-end shoppers and like-minded retailers for years. With distinguished shops such as Talbot's, Dana's, Chico's, Grethen House, Belleson's and Burwick 'n Tweed, this area draws a shopper who is looking for a one-stop shop for unique gifts, designer clothes and great cuisine.

As most people know the competition for retailers in the City of Edina is steep, with the Southdale trade area being arguably one of the strongest regional mall trade areas in the Metro area, one might wonder how 50th & France can survive. The answer is simple; there is a population that prefers unique shops in an urban setting. That being said, without a major overhaul of this area it may not be able to keep the upscale appeal that it has managed to retain for so many years.

Two of the four corners at the intersection of 50th & France have been renovated to reflect a new updated two-story feel. The next step is the Southwest corner of the intersection, which is majority owned by Minnetonka based Haugland Companies. The current plan for the corner shows a four-story building consisting of 13,000 sf of retail with three stories of condos above. The idea is to retain the retail viability by setting the condos back from the retail storefronts, which will open up the street level for the patrons.

United Properties' Stefanie Meyer will market the retail portion of the project; Meyer said construction is slated to begin this summer with turnover to tenants expected late 2006 or early 2007. Some of the area tenants that are expected to remain after the renovation include R. F. Moeller Jeweler and The Edina Grill. The Arby's

restaurant will be demolished to make room for additional retail space. New prospective tenants have not been named.

How do the local tenants feel about the change? Grethe Langeland Dillon, the 50th & France Association President said, "I am thrilled to see this corner continue to develop. 50th & France is a premier shopping and professional address, but as the Twin Cities continue to progress, so must each neighborhood." Overall, it seems the local business owners are pleased with the buildings design, and feel that it will add to the appeal of the neighborhood. As with any redevelopment project, construction will not be easy, but Dillon says, "Prior planning for the project with the association will go a long way towards the patience of the business owners here." ■

# Rising Star

## Moe's Southwest Grill and Pei Wei



by Betty Ewens, CLS, Kraus-Anderson Companies

Reported to be one of fastest growing restaurant concepts around the fast casual circuit today, Moe's Southwest Grill will soon be coming to the Minneapolis-St. Paul area with several yet-to-be-announced locations. Moe's has unveiled plans to have 350 restaurants open and operating by the end of 2005 in the United States. Moe's currently boasts 200 units, with 800 franchise units signed.

Founder Martin Sprock opened the first Moe's Southwest Grill in December 2000 with an emphasis on serving the leanest foods with the highest quality ingredients for a health-conscious audience.

Everything is made fresh daily so you won't see any freezers, microwaves, or MSG in any Moe's stores. Fresh Tex Mex offerings include burritos, tacos,

quesadillas, salads, vegetarian items, kids meals and adult beverages.

Raving Brands, Sprock's company, franchises Planet Smoothie, PJ's Coffee and Wine, Mama Fu's Asian House, Doc Green's Gourmet Salads, and recently acquired Boneheads and Shane's Rib Shack.

Moe's Southwest Grill's local brokers are Ned Rukavina and Jen Helm of United Properties. Jeff Herman, of Urban Anthology, is also a part of Moe's brokerage team. Moe's has not announced any set locations but plans to have at least three for the Twin Cities in 2005.

Another anticipated entry into the Twin Cities market is Pei Wei Asian Diner, which was created by P.F. Chang's in 2000. The fast casual Pei Wei chain, that

serves up lettuce wraps and other popular items from it's parent company's menu, now has more than 53 location in 8 states, with 26 more expected this year.

Pei Wei, however, has the ability to open many more stores than P.F. Chang's due to it's smaller size and lower costs, therefore experts expect to see a very healthy expansion rate for quite a while to come.

The local broker for Pei Wei is Dick Grones with Cambridge Commercial Realty. Pei Wei has announced one location so far in the Twin Cities, which is located at Fountain Place in Eden Prairie.

[www.moes.com](http://www.moes.com) ■  
[www.peiwei.com](http://www.peiwei.com) ■

## Architectural Consortium LLC

Architectural Consortium LLC has recently completed the design and construction documents for a new 6,000 sf freestanding multi-tenant retail building at Highways 7 and 41 in Chanhassen. PBK Investments is the owner, developer and manager of the project. Leasing is provided by Mike Sims of United Properties. Spring construction is anticipated.

## Griffin Companies

Linda Zelm and John Tramm of Griffin Companies represented Beauty First at Knollwood Mall in St. Louis Park and at Southtown Center in Bloomington. Both will open in early Spring 2005.

Linda Zelm and John Tramm of Griffin Companies represented National Camera and Video in their 7,602 sf retail location at the Shoppes of Arbor Lakes. The Maple Grove location is scheduled to open in April 2005.

## Seventh Annual Building Community Exhibit

Peter Bruce, principal of CEO (Community Enhancement and Organizing), announces the Seventh Annual Building Community

Exhibit to be held May 19th - 26th at the TCF Bank Atrium/ 8th Street and 2nd Avenue South, Minneapolis. The Exhibit is free and open to the public. For more information contact Peter at (612) 827-8080 or pbruceceo@aol.com.

## Benson-Orth Associates

Benson-Orth Associates has been selected by H. J. Development to remodel the Riverdale Crossing in Coon Rapids. Benson-Orth is also working at Riverdale Crossing with Cub Foods on a multi-phased interior and exterior remodeling project. An early Summer completion is scheduled for both projects.

Benson-Orth recently completed a phased interior remodeling project at the 4,000 sf Wayzata Paint Store in the Village Shops center in downtown Wayzata. This store is the first Benjamin Moore Signature Store to be completed in Minnesota. Work is nearing completion at the new 5,000 sf Hirshfield's Decorating Center located in the Crossroads Mall in Shakopee.

## Anderson Inducted into Society

Kathy Anderson, President of Architectural Consortium LLC, was recently inducted

into Lambda Alpha International, an Honorary Land Economics Society. She is recognized for her outstanding contributions to the field of architecture and design.

## Solomon Real Estate Group, Inc.

Solomon Real Estate Group, Inc. has acquired the first retail phase of the Ramsey Town Center – the grocery-anchored shopping center located in the massive Ramsey Town Center. Shingobee Builders, Inc. will be the project general contractor with RSP Architects, Inc. as the project architect. The property was developed by and purchased from Shingobee Real Estate Services.

## Rochon Corporation

Rochon Corporation was recently awarded contracts to build Riverdale Village Buildings #400 and #51 that total 43,000 sf for Developers Diversified Realty and Pier 1 Imports, a 17,500 sf Tenant Improvement for TOLD Development. Construction is currently underway on the Village at Mendota Heights a 42,800 sf office and retail project.

# Third Annual Winter Fun Event A Success!

The Third Annual Winter Fun Event for The Caring Tree took place in Walker, Minnesota over the weekend of February 25-27. This group of 26 generated over \$3,100 in donations for The Caring Tree. The weekend was filled with socializing, lots of food, spirits and fun, in addition to snowmobiling 130 miles.

Thank you to everyone who participated and donated their time, energy, money and resources to make this third annual event a huge success. If only 26 people can raise \$3,100, just imagine how much we could raise at future Winter Fun Events with more participants! Look for next year's event to take place in February 2006.

## Thanks to the following participants/donors:

Randy Brinkman, Tim Comer, Steve & Jackie Dombrovski, Katie Heidecker, Kevin Krolczyk, Jeff Lahr, Sean McKee, Matthew & Julie Mock, Jay & Laura Moore, Ted Painschab, Eric Rogers, Doug & Becky Sailor, Paul & Joey Sevenich, David & Jennifer Stradtman, Dave & Karla Torp, Keith & Carol Ulstad, Ken Vinje, John Warner.

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