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# THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

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APRIL 2015



## Building for the Future— Trends from a Construction Perspective



by Brandon O’Connell, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

As with any sector of the American economy that is cyclical in nature, with a boom comes an inevitable bust. Over the past two years, the Twin Cities real estate market has prospered with investors flocking to the area to get in on the action. So the question must be asked, when does the bust occur? As it appears, at least for the immediate future, that bust will not occur for some time. The overall (office, industrial, retail and residential) vacancy rate for commercial real estate in the Twin Cities declined from 11.7% to 10.9% and more than 1 million square feet of new construction was delivered to the market in 2014 (per Cushman & Wakefield/NorthMarq).

The Bloomington-based company also reported that the retail-specific vacancy rate in the Twin Cities metro declined to 7.1% in 2014. These numbers are quickly approaching the pre-recession vacancy rates of 2007. The year 2014 also saw 1.1 million square feet of new retail space delivered to the market. With 1.1 million square feet of new space, how do rates compare with existing developments?

Doug Sailor, managing partner at Mid-America Real Estate, sees “A big discrepancy in rates between existing A class real estate and new

construction A class real estate. Specifically, we are seeing rates in the mid to high \$20’s per square foot in existing real estate and new construction ranging anywhere from \$35 to \$50 per square foot. Small shop retailers are hungry for new development opportunities.” With what appears to be every sector of the market getting stronger in the Twin Cities, who will be the players to watch out for in 2015 and beyond?

To best answer this question, I spoke with two experienced industry professionals who are on the ground floor of recognizing trends and capitalizing on what they see. Bruce Carlson, Vice President of Business Development for Doran Companies and Bill Jundt, Vice President for Steiner Construction Services, shared their insight. Jundt believes that grocery and retail will continue to make a strong push within this market. Within the grocery sector, Jundt sees ALDI and Fresh Thyme Farmers Market as adding significant market share. “ALDI has been given command from Germany (Corporate Headquarters) to complete 10 new stores within the market every year for the next five years, mostly free standing buildings” according to Jundt. “Fresh Thyme will complete 188 new

stores in the U.S. over 2014 and 2015 and is just now entering the Twin Cities market.”

Carlson sees the grocery sector as continuing its growth as well but is looking for Hy-Vee to be the difference maker. “Consumers will see a significant change in grocery options with Hy-Vee coming to the market; Hy-Vee will be bringing back big-box grocery options to the metro scene.”

In addition to big-box grocery, Carlson sees the apartment craze reaching the outer-ring markets as trends to watch in 2015. He stated, “Look for the addition of more market-rate luxury residential apartments to hit the first and second tier suburbs. As examples, right now Doran has projects

– continued on page 2

*With what appears to be every sector of the market getting stronger in the Twin Cities, who will be the players to watch out for in 2015 and beyond?*



**FEATURE ARTICLE CONTINUED: Building for the Future- Trends from a Construction Perspective**

planned for Brooklyn Park, Maple Grove and Hopkins.” The luxury apartments Doran is working on will be mixed-use in nature with hotels, restaurants, and specialty retail developed adjacent to the residential.

Market-rate apartments certainly have been a trend around the immediate Minneapolis trade area but have not yet been seen as a significant trend in the suburbs until recently. With more millennials entering the work force every day, and their lack of desire for home ownership, combined with baby boomers becoming empty nesters, Carlson believes multi-family residential will be a trend that will be around beyond 2015, “In my opinion, the millennials’ perception of home ownership is far different than generations before. Far more want to rent rather than own because of what they have witnessed with home values in the last decade. On top of that, not everyone desires to live downtown. That in turn shifts residential apartment construction to the surrounding suburbs,” said

Carlson. A shift in fuel prices and alternative ways to travel throughout the Metro may also play a role in this trend of multi-family in the suburbs. With big-box grocery and residential apartments as hot trends to watch in 2015 and beyond, what are Jundt and Carlson expecting from the retail market?

Jundt thinks the retail market will continue to soar. “The retail sector was the strongest it has ever been in 2014 and I expect nothing but the same in 2015. Look for big-box retail to make a strong push back with the remodeling of a significant amount of stores,” said Jundt. He believes this is a function of retailers occupying a significant amount of square footage but reducing costs by employing a process called *boutiquing*. *Boutiquing* is the subleasing of showroom space to multiple small retailers within the store, Jundt said, “You see this done at a lot of JCPenney’s and Best Buy’s right now. They can reduce costs by bringing in multiple vendors and subleasing them space anywhere from 100-2,000 square feet. This has

helped bring back big-box retail.” Jundt goes on to explain, “These retailers no longer need the square footage they once did because of online sales but they cannot pack up and leave because consumers still want to touch and feel products.”

Carlson expects strip centers to continue their strong run in 2015. “I am seeing and I expect to continue to see a lot of in-fill of 4,000 to 8,000 square foot strip centers being proposed and developed. A significant number of these centers seem to be Starbucks anchored or other strong nationally credited tenants,” Carlson says. Both Carlson and Jundt agree that the market for all real estate looks to be strong and that is a trend we should continue to see. Jundt warns us however, “We need to be cognizant of the future. We are at pre-recession levels for new construction which is unusual. This is unusual because labor and material costs are nearing all-time highs with shortages in the skilled trades. This might signal a red flag for some.” ■

*The luxury apartments Doran is working on will be mixed-use in nature with hotels, restaurants, and specialty retail developed adjacent to the residential.*

**SNAPSHOT: PANCHEROS MEXICAN GRILL**



**DESCRIPTION:** Fast, casual Mexican restaurant / franchise

**LOCATIONS:** One in Golden Valley and one in Bloomington

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## Food Fight



by Natina James, RSP ARCHITECTS, LTD.

New specialty grocers are showing interest in the Twin Cities Market. They range from traditional grocers focusing on “eating well” with cooking schools, nutritionists and fresh from the farm – farmer’s market concept. The Twin Cities market has literally become a food fight for our grocery dollar. Joining the battle, we have a new company entering the Twin Cities market: Hy-Vee, and Fresh Thyme Farmers Market (co-brand Sprouts).

Hy-Vee plans on challenging the specialty grocer market locally. When most people think of Hy-Vee, they think small time, old-fashioned. Something extraordinary is coming from Iowa! Hy-Vee is going to be a significant competitor to Kowalski’s, Lunds, and Byerly’s. Hy-Vee’s emphasis is on freshness, wellness, variety and one-stop-shopping convenience. What makes them

different? They offer a traditional grocery experience surrounded by boutique specialty spaces such as meat market, deli, cheese counter, wine and spirits, artisan breads, organics, catering and flowers. Their stores offer a wealth of classes from “Healthy Cooking” to “Emotional Eating”. They have in-store experts from dietitians to personal chefs to catering experts. A customer favorite is their full-service restaurant and seasonal farmers market. All food for the restaurant is from the store and recipes are available to customers. They are currently looking at Maple Grove, Lakeville, New Hope and other sites in the Twin City metro area.

Another competitor to watch for is Fresh Thyme Farmers Market. Their first location will be at intersection of Penn Avenue & American Boulevard West in Bloomington. Fresh Thyme

is all about natural fresh food – often locally grown and/or organic. Fresh foods are the core of the design – with other departments surrounding it, including – natural and organic bulk foods, earth-friendly cleaning supplies, gluten and dairy free options, specialty foods and personal products such as vitamins and pure body care products. They have combined “the spirit of the weekend farmers market and the convenience of a neighborhood store”.

With two new heavy hitters entering the market, deciding where to spend your dollars is going to become even more difficult! Which one will you choose? ■

*New specialty grocers are showing interest in the Twin Cities Market.*



## Aggressive Strategies. Lower Taxes.

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**MEMBER PROFILES**

**MEGAN LAWRENCE**

**JOB TITLE:** General Manager –  
Burnsville Center  
**AREA OF FOCUS:** Leasing, Property  
Management  
**YEAR JOINED MSCA:** 2015



CBL & ASSOCIATES PROPERTIES

**WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?**

My very first job was at Burnsville Center as the Assistant Marketing Director in 2006. After one year, I moved to Wisconsin to become the Marketing Director at Regency Mall in Racine.

**WHAT KEEPS YOU IN THE BUSINESS?** For starters, I love going to work at a mall every day! I enjoy the shopping center industry because it offers a great variety of challenging tasks in a fast-paced environment.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** There are two great mentors that come to mind – the first is my Uncle Kirk Ballard, who has worked his entire career in the shopping center industry. He helped me get my start in the industry as an intern for GGP while I was in college and he has been a great mentor ever since.

My other mentor was my first boss Robbin Hahn, who passed away from cancer 3 years ago. Robbin was an exceptional leader who mastered her profession and took great pride in developing her staff. Robbin was always there for me as I advanced in my career and always referred to me as her “protégé”.

**WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER?** As the General Manager at Wausau Center Mall, I had the opportunity to be involved in the reality TV filming of Food Court Wars for the Food Network. The premise of the show was two teams of entrepreneurs compete to win a food court space in your mall rent free for year. It was a great experience – letting a large production crew essentially take over your property, responding to the media frenzy and watching a reality show unfold in front of your eyes. Burnsville Center also filmed an episode of Food Court Wars and our winner, Pimento Jamaican Kitchen, is thriving.

**WHAT IS YOUR MOTTO / PERSONAL MANTRA?** Where you start is not as important as where you finish. – Zig Ziglar

**WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE?** My favorite business book is *Love Works: Seven Timeless Principles for Effective Leaders* by Joel Manby

**WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY?** I love running. It’s a great way to stay in shape, clear your mind and just feel good. I’ve run the New York and Chicago marathons and about a dozen half marathons.

**WHEN YOU RETIRE, YOU WANT TO** \_\_\_\_\_ ... I see a beach in my future : )

*Thanks Megan*

**JOSHUA DALE LAMERE**

**JOB TITLE:** Commercial Service Manager  
**AREA OF FOCUS:** Commercial roofing  
preventative maintenance and repair  
**YEAR JOINED MSCA:** 2015



SCHWICKERT’S TECTA AMERICA

**WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?**

My father owned and operated a residential construction business and focused on residential roofing. I began helping him in the summers when school was out.

**WHAT KEEPS YOU IN THE BUSINESS?** I went to The College of St. Scholastica in Duluth and received two B.A. degrees (Business Management and Marketing). From there, I moved to the cities looking to get into more of a corporate retail role. After 4 months of searching, I was hired by Schwickert’s Tecta America. It’s a little bit of a coincidence that I went to college to get away from the construction industry and now I’m back in it and enjoying it. What keeps me in the business are the industry leaders and the company; they gave me an opportunity to grow from a service laborer to the service manager for the entire metro.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** My father has been all of the above to me. Each summer, against my will most of the time, I worked with him learning what it meant to work hard, gain a strong work ethic and what responsibility was.

**WHAT IS THE MOST UNIQUE PROJECT THAT YOU EVER WORKED ON IN YOUR CAREER?** The most unique project that I have worked on in my career was last summer. Trillium Woods Luxury Senior Living in Plymouth is a new construction project that is expected to open later this year. With over 50 flat roofs, I was able to put my experience to work and install a wide range of roofing systems.

**WHAT PROFESSION OTHER THAN YOURS YOU WOULD MOST LIKE TO ATTEMPT?**

Woodworking. My grandfather made custom cabinets after retirement and I always enjoyed helping. It was always amazing to me that he could take some plain, rough cut lumber and create such beautiful furniture out of it.

**WHAT IS YOUR MOTTO / PERSONAL MANTRA?** “To give anything less than your best, is to sacrifice the gift” –Steve Prefontaine

**WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY?** My grandfather was a fly fishing guide on the upper St. Croix River and brought me fishing multiple times, teaching me his tricks of the trade and his fishing “hotspots”. Every summer this is my favorite hobby; heading out on the St. Croix River in a canoe in search of that lunker Smallmouth Bass or other surprise fish I might catch while navigating the ever changing river.

*Thanks Joel*

# Are property taxes cutting into your bottom line?



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## Minnesota Marketplace



by Jeff Orosz, SAMBATEK, INC. and Katie Prater, PASTER PROPERTIES

▶ **ANGRY INCH BREWING ANNOUNCED IT WILL BE OPENING** a 3,400 sf brewery in Lakeville - the first craft brewery to open in the suburb. Angry Inch will join Motley Crews Heavy Metal Food Truck, which has also signed a lease in the building on Holyoke Avenue downtown Lakeville. Motley Crews owner still plans to press ahead with the Lakeville store following the explosion of his food truck in March.

▶ **DOLLAR TREE HAS SIGNED A LEASE** at Northway Shopping Center in Circle Pines and is set to open the store in April. Dollar Tree will take over a 9,085 sf space that was recently vacated by Family Dollar.

▶ **COLOSSAL CAFE ANNOUNCED A NEW LOCATION** on Grand Avenue in St Paul. The restaurant is taking over the former Twisted Fork, and will be the largest Colossal Cafe with seating for 70, as opposed to the original location, which can seat only 15.

▶ Following the closure of Solomon's Bakery in Uptown, **TROUBADOUR WINE BAR HAS ANNOUNCED ITS PLANS TO OPEN** in the former bakery space. The bar will feature wine and beer, a cheese list, pastries, and hold classes and possibly live music.

▶ Just over a year after opening, **FAMOUS DAVE'S IN COTTAGE GROVE HAS CLOSED.** The Franchisees behind the Cottage Grove location blame the closure on the chain for not being able to provide support to franchisees.

▶ **PAINT AND DRINK CONCEPT BOTTLE AND BOTTEGA HAS SIGNED A LEASE** for a 1,936 sf store in Uptown Lake Apartments in Minneapolis.

▶ **MORELOS MEXICAN RESTAURANT OPENED** in Doddway Shopping Center in West St. Paul in March. The restaurant occupies a space formerly occupied by Los Arcos Mexican Restaurant and features 100 percent made from scratch entrees. Morelos joins Oxendale's Market which purchased Jim's Market at the shopping center in 2014.

▶ The Gogi Bros are the latest food truck to announce a permanent location. **THE KOREAN BBQ COMPANY HAS SIGNED A LEASE** for a space in the Shady Oak Retail Center in Eden Prairie. The space was formerly occupied by Greek restaurant, Zorba's and has seating for 85.

▶ **NATIONAL CLOTHING CHAIN, RUE 21 HAS SIGNED A LEASE** for 5,000 sf in Shingle Creek Crossing in Brooklyn Center.

▶ W.A Frost chef, Wyatt Evans, announced in March that he would be leaving the St. Paul restaurant to start his own venture. **EVANS HAS LEASED SPACE IN ST. PAUL** at the intersection of Marshall Avenue and Cretin Avenue. His restaurant will seat 80 and food will be "modern, farm-house cuisine." Evans plans to have the restaurant open in early summer.

*- continued on page 6*



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**CONTINUED: Minnesota Marketplace**



KIT AND ACE



SPYHOUSE

▶ **KATE SPADE WILL OPEN A STORE IN THE MALL OF AMERICA** in part of the former Rainforest Cafe space. Rainforest Cafe is building a new restaurant on the south side of the third floor and will open in the Fall. This will be Kate Spade's second Twin Cities location, the first being at the Galleria.

▶ Shannon Wilson, wife of Lululemon founder Chip Wilson, and their son J.J. **WILL OPEN A NEW CONTEMPORARY LIFESTYLE BRAND CALLED KIT AND ACE.** The brand will sell comfortable luxury basics made from "Qemir," a technical cashmere developed by Shannon. The store will open June 5 on the second floor of 113 Washington Avenue North, above Roe Wolfe. The family plans to open 50 stores in 2015.

▶ **SPYHOUSE COFFEE ROASTERS WILL OPEN** a 4th Twin Cities location, now in the North Loop. Spyhouse will occupy 1,400 square feet of the Brunfield apartment building at 907 Washington Avenue North.

▶ **GOLD MEDAL MARKET & DELI OPENED** March 24 in the ground floor of Bridgewater Lofts at 1020 Washington Avenue South. David Maalouf, who also owns Zakia Deli in Northeast Minneapolis, will serve Lebanese-American cuisine, specialty meats, and cheeses. The market will feature gluten free and organic items.

▶ **TITLE BOXING CLUB ANNOUNCED A NEW LOCATION** in the Shoppes at Riverdale Commons II. The fitness club will occupy 4,168 sf and plans to be open in June, 2015.

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## Business Day (NOT) at the Capitol on March 3, 2015



by Laura Gill, CHRISTIANSON & COMPANY COMMERCIAL REAL ESTATE SERVICES

To kick off Business Day (NOT) at the Capitol, MSCA members gathered at the Crowne Plaza in St. Paul. First, we attended a joint meeting with members of MSCA, NAIOP, BOMA and CCIM for a “key messages” briefing from Faegre Baker Daniels, lobbyists for MSCA and NAIOP. Key legislative issues to discuss with our legislators included:

- **COMMERCIAL PROPERTY TAXES** - Minneapolis/St. Paul ranked #5 in the nation for having the highest property taxes compared to other large cities.
- **TRANSPORTATION FUNDING** - Ask for the transportation system to be improved without excessive spending that could increase costs on business.
- **MUNICIPAL STREET IMPROVEMENT DISTRICTS** - Cities are seeking broad authority to impose new fees on property owners for

street improvements without the protections that the special assessment law provides.

- **VALUE CAPTURE FINANCING** - Some transportation funding proposals want to finance transportation projects by capturing increased value from surrounding property owners.
- **TRANSPARENCY IN LOCAL BUDGETING** - Proposing legislation to require cities and counties to present fiscal information for programs by object codes (salaries, debt service, pensions, etc.), in easy-to-understand charts and graphs; and for multiple years so trends can be recognized.

We were pleasantly surprised by a visit from Representative Steve Drazkowski, who is authoring a bill to grant property tax relief to commercial properties in Minnesota. At lunch, the keynote speaker was Tom O'Neill, President

of The Nerdery. Tom offered great insight on starting and running a successful company in Minnesota as well as the challenges they face with finding skilled labor.

Legislators were invited to the hotel to meet with their constituents and others in attendance. Some attendees were able to visit the Capitol to pass out literature and meet with legislators, as well. It was a great opportunity to share our ideas and concerns as well as network with the local business community.

*It was a great opportunity to share our ideas and concerns as well as network with the local business community.*



### TO FOLLOW ARE QUOTES FROM MEMBERS THAT ATTENDED:

“I really enjoyed attending Business Day at the Capitol. As a new resident, the experience was very helpful in understanding key issues impacting our industry in Minnesota. The opportunity to meet your legislators and voice your concerns is not one that presents itself everyday so I was thrilled MSCA gave me the opportunity. The networking and learning sessions were also very valuable. I plan to attend this event next year and would highly recommend it to anyone!” – *Megan Lawrence, General Manager, Burnsville Center*



“It’s been over a decade since I’ve been to Business Day at the Capitol and I have to say it won’t be that long again. The day was full of meetings that were very informative and gave attendees an opportunity to express their thoughts; in a very open and relaxed way. The Minnesota Chamber did a fantastic job, and for those of you that haven’t taken time to go, you really are missing the boat. Business Day at the Capitol is something that we should all try to take part in; it gives us the opportunity to meet and associate with the leaders of our great state.” – *Michael Tait, Business Development, Outdoor Environments, Inc.*



“The average person, for many reasons, chooses not to get involved in the political process, too busy, too intimidating, don’t understand the issues, one person can’t make a difference, and so on. Well just returning from my second year in a row attending Business Day at the Capitol, I can tell you, as someone that never used to get involved, nothing could be further from the truth. I was pleasantly surprised again to find how easy it was to meet with and talk personally to our representatives. MSCA has helped make the process pretty seamless and easy so I would encourage everyone to give it a try, it really is not as intimidating as it seems.” – *Jim Leary, Senior Vice President, CBRE*





## “RED” Talks – Real Estate & Development



by Lindsay Gardenhire, JLL

At last month’s program we heard from six unique speakers on innovative topics that have the potential to change the real estate industry as we know it. Mimicking the well-known TED Talks, the industry professionals took turns discussing their area of expertise and the upcoming trends and technologies that are leading our industry.

**PICTURED FROM LEFT TO RIGHT:**

- **CHRIS HUNTLEY**, owner and attorney at Huntley Law, LLC talked about the legal side of the real estate industry and provided some insight on issues and topics to be on the lookout for in the coming year. He spoke on the aspects involved in creating a deal, focusing on entity selection, securities regulation issues, and tax implications. Huntley also explained the differences between real estate ownership entities and their structure.

Summer’s food truck was named “Top 10 Most Creative Food Trucks in America” in 2012 by Yahoo News. She now has two brick and mortar locations and she talked about the intricacies involved in the transition to a bricks and mortar location.



- **LORI HALL**, Vice President of Kimley-Horn & Associates, spoke about the mysterious world of millennials in today’s workforce. She discussed the benefits and skills that millennials bring to a company and provided insight on what millennials value in the workplace and the impact this next generation can make on the retail industry.

- General Manager of Lakewinds Natural Foods, **DALE WOODBECK**, provided a look inside the world of co-ops. Woodbeck sees a lot of growth potential in this industry over the next few years. He spoke about the importance co-ops place on supporting local farms and how they give local farms money to help them operate. He discussed his vision for the future of co-ops and with expansions, how they hope to take customers from major players like Kowalski’s and Byerly’s.

administrative work of applying for a liquor license and other department of health requirements: the process is extensive and it can take a couple years to finally open up a brewery. As more and more breweries begin to open in the Twin Cities, Moriarty explained the challenges that go in to distribution and finally being able to open the doors. There are currently 62 breweries in Minnesota today.

- **ROBERT WISE**, Mid-America Real Estate – Minnesota, LLC (moderator)

- **JEFF MORIARTY**, President of Tin Whiskers Brewing Co. shared the extensive process of opening a brewery in Minnesota. Starting with the creation of a solid business plan, going on to secure financing, to the ever-important production of good beer can be mind boggling. Then add in the

- **BRYN ERICKSON**, Founder & CTO of Architech 3D Imaging started off the program by explaining how his company has revolutionized the 3D imaging world. He shared examples of the amazing capabilities they have in producing 3D models and how they can be used in commercial real estate, residential real estate, and beyond.



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**NETWORKING** ..... **Emily Becker** - Cushman & Wakefield/NorthMarq  
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**Stefanie Meyer** - Mid-America  
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## Welcome

### NEW MEMBERS:

**Peter Coyle** - Larkin Hoffman  
**Emily Gruenhagen** - Paster Properties

### MEMBER NEWS:

- Mid-America Real Estate – Minnesota, LLC has hired **Tricia Pitchford** as Senior Vice President of Leasing.
- **Mike Fitzpatrick** has joined Johnson Bank as Vice President of Commercial Real Estate.
- Aurora Center won the MNCAR award for Deal of the Year. Members involved in the deal were **Tom Martin**, **Brad Kaplan** and **Kim Meyer** of Cushman & Wakefield/NorthMarq.
- **Steve Dombrowski** was recently appointed State of Government Relations Committee Chair for the ICSC Minnesota/North Dakota/South Dakota Chapter.

## MSCA IS CURRENTLY LOOKING FOR COMMITTEE MEMBERS FOR 2015!

If you would be a dedicated and hardworking addition to one of our nine committees, then take a look at our committee page for your chance to contribute to this great association.

Committees meet at all sorts of different times throughout the year, so find the one that fits your interests and schedule the best.

[CLICK HERE FOR THE COMMITTEE PAGE!](#)



REGISTER FOR THESE 2015 CALENDAR EVENTS BY CLICKING HERE

EVENT	VENUE	DATE
CITYPLACE: BRINGING CONCEPTS TO REALITY	Doubletree Park Place Minneapolis	April 8, 3:30-5:00pm
THIRD THURSDAYS NETWORKING - FREE <i>Create synergy in the commercial real estate industry - share ideas and stories and make new effective relationships</i>	Bonefish Grill - West End	April 16, 3:30-5:00pm
DIRECTIONS		
LEARNING SESSION - REDEVELOPMENT 101 BLOCKBUSTER BUILDING TO 4 TENANTS	4400 Baker Road Minnetonka	April 21, 8:00-10:00am
BOWLING NETWORKING EVENT	Southtown Lanes, Bloomington	April 30, 3:30-6:00pm

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2015-01](http://www.msca-online.com/events/calendar/date/2015-01)

MSCA 2015 CORPORATE SPONSORS

APRIL'S FEATURED SPONSORS – Click on the logos below to learn more about our corporate sponsors.



ACI Asphalt Contractors, Inc.  
All Elements Roofing  
All Ways Drains LTD  
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CSM Corporation  
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Cunningham Group Architecture, Inc.  
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United Properties  
Vantage Law Group  
Venture Mortgage Corporation  
Weis Builders, Inc.  
Wells Fargo Bank, N.A.  
Westwood Professional Services, Inc.



MINNESOTA SHOPPING CENTER ASSOCIATION

# MSCA's Bowling Bonanza!

Thursday, April 30, 2015 3:00-6:00 pm

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

Southtown Lanes • 7941 Southtown Center • Bloomington, MN 55431 • 952-888-9248

**Registration Forms Due April 16, 2015**

Price includes two games, pizza buffet, & networking! Cash bar available.

**Team of 4 bowlers: \$200**  
(Early Bird Special: Register by March 27 = \$160!)

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**  
(Early Bird Special: Register by March 27 = \$40!)  
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 \_\_\_\_\_

**PRIZES AWARDED FOR  
CREATIVE TEAM ATTIRE!**



**Lane Sponsor \$50 (deadline: March 31)**

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? \_\_\_\_\_ (formal contract to follow)

## 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 a \$250 Visa Gift Card! **SPONSORED BY: Aspen Waste Systems, Inc.**



**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: \_\_\_\_\_



MINNESOTA SHOPPING CENTER ASSOCIATION

MONDAY, JUNE 15, 2015

9:45am Golf Registration & Boxed Lunch
11:00am Shotgun Start & Four-Person Scramble
1:30pm Bag Toss Tournament For Non-Golfers
4:00pm Social Hour, Dinner Buffet
5:15pm Hole Event Winners, Awards Presentation

MSCA Title Sponsor:



CUTTINGEDGE PROPERTY MAINTENANCE

MAJESTIC OAKS GOLF CLUB - 701 BUNKER LAKE BLVD. N.E., HAM LAKE 55304

Foursome Registration (\$700) No refunds or cancellations

All foursomes include pre-golf drink ticket, mulligans, Par-Tee Cart tickets, golf, lunch, dinner buffet

#1 Name
Company
Email

#2 Name
Company
Email

#3 Name
Company
Email

#4 Name
Company
Email

Player's Pool - \$40/team - 1st, 2nd, 3rd place teams on each course get paid!

Come join us for the best retail real estate golf outing of the year!

Individual Registration No refunds or cancellations

Single Golfer \$175 (will be paired as they are received) (includes golf, lunch, dinner buffet)

Name
Company
Email

Dinner Only \$30

Name
Company
Email

NEW THIS YEAR! - BAG TOSS TOURNAMENT

Don't want to golf but want to partake in the networking? Then join us for the first annual bag toss tournament!

Registration: 1:30pm
Bag Toss Tournament: 2-4pm
Dinner: 4-5:30pm

Registration - \$50 - No refunds or cancellations - Tournament and dinner buffet included

Name
Company
Email

Sponsored by:



Preferred Course (not guaranteed; first come, first served)

Signature

Crossroads

Either

Return with payment to MSCA

Check Number Visa MC Amount \$

Name on Card Card Number Exp. Date

Credit Card Billing Address

Security Code Signature



Par-Tee Cart Sponsor

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