

Feature Article

Putting the Site Selection Puzzle Together

by Lisa Diehl, McDonald's Corporation and Stephen Eggert, Target Corporation

If you've been in the business long enough, you may remember hopping in a car with a broker or retailer and driving around to look at buildings and raw land. Or the drill of creating a property flyer, running a 1-3-5-mile radius ring demographic report and mailing it to the retailer. In today's competitive world, demographic categories, such as

income, population, etc. only scratch the surface of what retailers must know about a prospective market.

Where retailers locate their distribution centers are decisions, which impact earnings and profitability every day. Transportation and a labor pool can be more critical factors than the actual real estate, to

Site Selection continued on page 2



SHOPPING CENTER SNAPSHOT

National Market Center

Location: Hwy. 65 & 105th – Blaine, MN

Opening: Mid-2004

Owner/Managing Agent: Continental Development Corporation

Center Manager: Richard Haluptzok

Leasing Agent: George Bestrom and Doug Sailor, Park Midwest Commercial Real Estate (763) 847-6600 www.parkmidwest.com

Architect: KKE Architects, Inc.

Construction Contractor: Kraus-Anderson Construction Company

GLA: 400,000 sf

Current Occupancy: 60%

of Stores: 20 +

Anchor Tenants: Menard's and Kohl's

Market Area Served: Blaine and North Suburbs

Construction Style: Block/Brick/EIFS



Additional Facts/Narrative: Combination of Big Box, free-standing service, retail and food along with two multi-tenant buildings for lease. Directly next to the National Sports Center and its 3.2 million visitors per year. Location offers excellent visibility and direct access to Highway 65. This center is designed to continue the high-quality aesthetics and convenience of downtown retailing for this market.



SITE SELECTION *continued from page 1*

many site-selection specialists. In today's business world, site selection has changed the decision-making process that represents money, labor, and transportation.

Site selection is the process of gathering location and/or real estate data and analyzing it in advance of making critical decisions related to investing in a place for the purposes of either starting up or relocating or expanding an enterprise. Every company has specific demands no simple list of guidelines can capture.

The key to effective, long-term site selection success is doing the groundwork necessary for making the best, most informed decision possible. Good location decisions require careful, systematic analysis of the facts. A company is best located where its long-term needs are met. Incentives, though excellent tiebreakers for a decision, should not solely drive the decision.

Today, most of the nation's major retailers have a department charged with using GIS technology for site selection. The sophistication and diversity of GIS applications vary widely:

- Simplistic uses include simply plotting the locations of current stores, sites under consideration, competitors, and base map features.
- More advanced applications encompass trade area summaries of demographics, the labor force, demand generators, environmental hazards, etc.
- Still more complicated are GIS-based revenue forecasting methodologies, usually involving an analog store model, and ongoing store performance/asset management systems.

Retailers are becoming more sophisticated in developing an understanding of underserved markets. Companies are using market analysis, adjusting store formats, merchandising, financing, hiring and training, developing community relations, offsetting operating costs, and improving security to enhance the success of locating retail facilities. Sophisticated site-selection software can reveal many details about prospective customers or employees in a potential location.

With today's technological advances, the process of site selection has been stream-

lined, as well as, reducing the costs and analysis of the site evaluation process from months to even just a few days. Who would think in the 21st century you would have the ability to do a virtual site visit of a potential location through a digital aerial program that would allow you to fly from site to site without getting in your car. A client can have a first-hand look at the site before he physically goes out and sees it. The capability is on the horizon and being used on a limited basis.

Globalization and economic restructuring have led to changes in the site selection process. Corporations are responding and

Professional site selection consultants do more than 50% of site selection work today.

adjusting to changing market demands more quickly to maintain their positions. This has resulted in increased relocations and expansions, as well as companies considering relocations to sites worldwide.

But corporate downsizing has also eliminated location work from many corporations' internal management. Professional site selection consultants are doing 50% or more of the site selection work today.

Competition has increased the speed of the site selection process. Selectors have to do their work within a very tight time frame.

If your real estate role requires being involved in the site selection process, the elements you will need to stay on top include:

Leasing Agents/Tenant Rep Team:

Specialized location consultants should have an understanding on how to utilize and verify information from all resources available today. Know how to gather and analyze information from area development organizations and location representatives.

The professionals over the next decade will need to possess strong negotiation skills, gain an ability to grasp and react to market changes, be creative and have an analytical thought process. In addition, have the ability to structure complex

transactions and gain additional expertise in lease negotiations. And, have the analysis skills from both the landlords and tenants perspective.

Corporate Real Estate Managers: The valuable insight of these individuals provides clients with the opportunity to work with a team member who has "walked in their shoes" and can offer innovative solutions based on personal experience.

City Officials: Recognize the realities of today's retail environment. Retailers often have very firm ideas about where they'd like to locate and these ideas don't necessarily mesh with what the city has to offer. Invite potential retailers to see how the city can be a viable option for new development. Take the time to learn the demographic profiles of retailers.

Developers: Build long-term relationships with retail clients in the industry and stay on top of new proto-types for retailers and new construction designs and trends.

Service Providers (i.e. Architects, surveyors, attorneys, etc.): Continue to be updated on market conditions and be knowledgeable on retailers expanding and moving around in the industry.

Everybody in real estate knows the old saying: "There are three things to look for when buying a home – location, location, location." The same holds true for retail locations. It is important to find the right place to do business. The site-selection process is time-consuming and complex. There is more to it than just finding the right building, or community that will offer business tax incentives. Some of the best incentives don't include money at all, but communities that offer a lot by way of support, rather than large tax breaks.

As transactions become more complex and difficult to finalize, the experience of these industry professionals and their perspectives can assist with closing the transaction and providing the highest quality of service to the retailer. Putting the pieces of the site location puzzle together can seem overwhelming, but finding the right place to call home can be its own reward. If the retailer chooses its' location carefully, they'll yield picture-perfect results. ■

Upcoming Events

MSCA programs are held at 8 a.m. (7:30 a.m. registration) unless otherwise indicated. Pre-registration ends at noon the day prior. Any registrations received after that will not be guaranteed pre-registration. Program topics are subject to change.



Wednesday, August 6
Development
Radisson South Hotel

Wednesday, September 10 (Afternoon)
Mall Program/15th Anniversary

Wednesday, October 1 (Afternoon)
Retailer Panel
Holiday Inn Mpls Metrodome

Wednesday, November 5 (Afternoon)
Retail Report
Holiday Inn Mpls Metrodome

Tuesday, December 9 (Evening)
STARR Awards/Year End Ceremonies

MSCA Member Profile

Murray Kornberg



Occupation: Mortgage Banker

Primary Career Focus: Real Estate Finance

Company: L.J. Melody and Company

Title: Vice President

Hometown: Born in Calgary, Alberta Canada, raised in Winnipeg, Manitoba

Education: Honors B.A., Business Administration – University of Western Ontario, Master of Professional Studies, Hotel Administration, Cornell University

Family: Wife Letizia and son Giuliano (age 10)

Hobbies: Sailing, Travel, coaching sons sports teams

Very First Job: Parking Lot Line Striper

Job History:

1986-88 Landmark Northwest, Inc., Area Manager Real Estate Development Company; 1988-1993 Headway Corporation, President - Real Estate Development/Management Company; 1993-2003 CSM Corporation, Vice President - Acquisitions and Finance; Started at L.J. Melody March 2003

Dream Job: Owner of a bed and breakfast in Burgundy, France

Secret Talent: Classical piano

Favorite Food: It's a tie – Sushi and anything Italian.

MSCA Involvement: Previously on the corporate sponsorship committee.

MSCA Newsletter Legislative Update

The 2003 legislative session was dominated by a projected \$4.2 billion budget deficit. The Governor proposed a budget for the upcoming biennium in keeping with his campaign promise to not raise state taxes. The House Republicans supported most of the Governor's budget. The Senate DFLers proposed a \$1.1 billion tax increase, including an increase in the statewide business property tax, as part of their solution to the projected deficit. The Minnesota Shopping Center Association opposed the increase in the statewide business property tax. Ultimately, the DFL dropped its tax increase proposal and the legislature balanced the budget with shifts, fee increases and spending cuts.

MSCA participated in the Minnesota Transportation Coalition (Coalition), which advocated increased funding for transportation. The Coalition proposed a comprehensive funding package that would generate over \$2.5 billion in the next seven years. The Senate adopted a proposal generating \$2.1 billion over five years. However, the Governor and House would not support these proposals. The

final bill includes increased funding for roads of \$400 million in state bonding and leveraging of federal dollars to generate nearly \$500 million in additional funds.

Proposals to significantly reduce local government aid prompted local governments to pursue new sources of revenue. The two of most concern would have allowed counties park dedication authority and cities the authority to impose transportation utility fees. Through the hard work of the Minnesota Builders Association and MSCA, we were able to modify the park dedication bill so it was acceptable and stop passage of the transportation utility fee.

The new conceal and carry law makes it much easier for individuals to obtain a permit to carry a weapon in public. Many businesses are responding by adopting employment policies concerning weapons and deciding whether to comply with posting requirements in order to prohibit permit holders from bringing weapons onto business premises. The new law does not allow landlords to restrict the carrying of firearms by their tenants or the guests of the tenants.

During the 2003 session, MSCA successfully opposed increases in the statewide business property tax, facilitated a compromise on park dedication and helped defeat the effort to impose a transportation utility fee. Although the transportation-funding bill is inadequate, it is a step in the right direction. Most of these issues will be debated again in 2004. ■



Congratulations to the Caring Tree Foundation!

On April 24, The Caring Tree Foundation received the Community Partner Award for the Foundation's dedication and support in helping to make CEAP's (Community Emergency Assistance Program, Inc.) Back-to-School program a success. Throughout the past ten years, The Caring Tree has helped CEAP provide new school supplies to over 16,000 children in Brooklyn Park and the surrounding communities.

Representatives in the photo include, left to right:

Darlene Simon, Senior Programs Officer - CEAP and past Caring Tree Foundation

Director; Tom Hardin, Assistant Director - CEAP and Caring Tree Foundation Director; Karla Keller Torp, Executive Director - Caring Tree Foundation; Stephen Klein,



Executive Director - CEAP; Cindy Whelan, Director of Volunteers/Special Events - CEAP; Stephanie Salo, Associate Director - Caring Tree Foundation. ■

On Behalf of the Caring Tree Foundation, Special Thanks to the Auction and Door Prize Donors!

Acme Comedy Co.
Arby's/Sbarro
Art Holdings
Arthur Murray Studio
Aspen Waste Systems, Inc.
Aveda New Reflections Day Spa
Awada's on Plato
Breadsmith
The Business Journal
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Chanhassen Dinner Theatres
Children's Theatre Company
CityLites USA
Commercial Partners Title, LLC
Copelands Restaurant
Creative Kidstuff
CSM Corporation
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Dorsey & Whitney LLP
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Gameworks Minneapolis
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GMAC Commercial Mortgage
Golden Razor Stylists

Goodfellows Restaurant
Great Clips
Green Forest
The Guthrie Theater
Hard Rock Cafe
Hearth Technologies
Herberger's - Rosedale Center
Illusion Theater
J.B. Hudson
Jamba Juice
Phil Kalleberg
KKE Architects, Inc.
KOOL 108
Kraus-Anderson Companies
LandAmerica Commonwealth
Lions Tap
Lord Fletchers
McDonald's Corporation
Meagher and Geer
Minneapolis Marriott/City Center
Minneapolis/St. Paul Magazine
Minnesota Orchestra
Minnesota Timberwolves
Minnesota Twins

Northtown Mall
Old Log Theater
Papa Murphy's Pizza
Paster Enterprises
Plymouth Playhouse
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Saks Fifth Avenue
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Shingobee Builders, Inc.
Signcrafters
St. Paul Saints
Stages Theatre Company
Stride Rite - Ridgedale
T.G.I. Friday's
Theatre de la Jeune Lune
Timberlodge Steakhouse
Treasure Island Casino
Twin City Grill
United Properties
VEE Entertainment Corporation
VSI Construction, Inc.
The Wall Companies
Wellspring
Winmark Corporation
Witcher Construction Co.
WLOL Radio
Wuollet Bakery



MSCA's Golf Tournament

The 12th annual MSCA Golf Tournament held on June 16th at Majestic Oaks in Ham Lake was our most successful event to date! The tournament is a great way to enjoy a round of golf while networking with MSCA members and their clients and raising funds for the Caring Tree Foundation. The Caring Tree project, founded by MSCA in 1993, provides underprivileged children in Minnesota with much needed back-to-school supplies.

The weather was beautiful and sunny (as requested) throughout the day. Volunteers began arriving at 9:30 a.m. to help set up the registration and auction items. Park Midwest Commercial Real Estate sponsored the boxed lunches in the circle drive and 56 companies sponsored holes, eight of which handed out beverages or goodie bags to passing golfers. The Avalon Group offered snowcones again and beach balls on the Platinum course. Bruce Ackerman of Minnesota Roadways generously offered a free golf clinic at the driving range for those golfers who needed a brief refresher golf lesson. In all, 242 golfers

participated in the tournament over both the gold and the platinum courses.

The presentation, featuring photos from the day, confirmed that the weather and the camaraderie were outstanding. Mike Sims returned this year to rock the house as the live auctioneer while everyone feasted on the dinner buffet. Sims entertained the crowd while describing auction items and soliciting many generous offers from good-humored bidders.

Replacing the fistful of raffle tickets this year was the Key Raffle for a chance to win 4 roundtrip tickets on Sun Country Airlines and a one-week stay at a condo at *The Mountainside at SilverCreek* in Colorado. This fabulous prize package was donated by Sun Country Airlines, Kraus-Anderson Companies and The Wall Companies. Greg Hayes of Kraus-Anderson Companies purchased the key that opened up the prize box.

Outshining last year's event, the putting contest, key raffle, silent auction and live auction, as well as generous donations from the skins winners raised a record total of \$9,259 for the Caring Tree Foundation.

Everyone who took part in this event should be proud to know that their generosity benefited a worthy cause – we all look forward to next year's event being even more successful.

A special thank you goes out to all the committee members and volunteers who gave their time and expertise in making this great event possible. A job well done! ■

Golf Committee:

Co-Chairs: Bob Lucius, RSP Architects Ltd. and Matt Alexander, New Century

Committee:

Kevin Conway, Pfeffer Company, Inc.
Bill Flanary, The Flanary Group
Chris Hussman, Aspen Waste Systems, Inc.

Steve Johnson, VSI Construction, Inc.
Mary Kalka, RSP Architects Ltd.
Kent Larson, Weis Builders, Inc.

Tom Madsen, Witcher Construction Co.
Tom Martin, Cambridge Commercial Realty

Greg Michael, Olson General Contractors, Inc.

Tom Moran, Westra Construction, Inc.
Luann Sawochka, Rochon Corporation
Carol Ulstad, Shingobee Builders, Inc.

We couldn't have done it without our volunteers!

Wendy Aaserud

Amy Barth

Molly Bird

Laura Bradford

Martha Capps

Peter Fisher

Bill Flanary

Matt Hart

Tom Heuer

Mary Kalka

Sheree Knack

Elizabeth Lee

Tom Madsen

Stefanie Meyer

Steve Mosborg

Rick Schroeder

Diane Scherer

Mike Sims

WINNERS!

Overall – Gold Course

1st place - Kim Nyberg, Kevin Dahl,
Scott Schmidt, Dan Cook

2nd place – Matt Alexander, Homer
Tompkins, Bill Seavers, David Eide

Proximity – Steve Schwanke

Longest Putt – David Rau

Longest Drive (Women) – Luann Sawochka

Overall – Platinum Course

1st place – Terry Kriesel, Kevin Campion,
Steve Peterson, Greg Nilson

2nd place – Paul Sevenich, Larry
Calhoun, Mike Korsh, Al Hines

Proximity – Brian Sanford

Longest Drive (Men) – Terry Brickman

Longest Putt – Scott Fedie

Longest Drive (Women) – Marlene Dieterich





FORE!

MSCA Thanks Our 2003 Golf Tournament Hole Sponsors!



- Architectural Alliance
- Axiom Realty
- Benson-Orth Associates, Inc.
- BKV Group
- Bremer Bank, N.A.
- Cambridge Commercial Realty
- CB Richard Ellis
- CBL & Associates Properties, Inc.
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- GMAC Commercial Mortgage
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- Jerry's Enterprises, Inc.
- Jones Lang LaSalle
- L.J. Melody & Company
- LandAmerica Commonwealth
- LandCor Construction, Inc.
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- Pfeffer Company, Inc.
- Pope Associates Inc.
- Ravich Meyer Kirkman McGrath & Nauman P.A.
- Reliance Development Company, LLP
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- Ridgedale Center
- RSM McGladrey, Inc.
- Ryan Companies US, Inc.
- Slawik Properties/Har-Mar, Inc.
- TCF National Bank Minnesota
- The Avalon Group
- The Business Journal
- Towle Financial Services
- United Properties
- Venture Mortgage Corporation
- Weis Builders, Inc.
- Wells Fargo Bank Minnesota
- Welsh Companies, LLC
- Westwood Professional Services, Inc.
- Winthrop & Weinstine, P.A.
- Witcher Construction Co.

Twin Cities Overview

by Jon Dahlin, Itasca Funding Group, Inc.

Dr. Tom Hamilton of the University of St. Thomas' Shenehon Center for Real Estate Education gave a very effective presentation at the June 7th MSCA Breakfast Program. As a newcomer to the area, Hamilton brought a refreshingly objective perspective on the Twin Cities, including a variety of topics that affect our lives and the real estate industry in particular.

Interest rates have a profound effect on many aspects of our economic welfare. The level of rates and changes are both equally important. Hamilton noted that when unemployment falls by 1% there is a corresponding annual increase in housing sales of 400,000 units. Conversely, if the interest rate rises by 0.5%, housing sales decrease by 275,000 annually, creating a net effect of 125,000 annual sales nationwide in a moderate recovery scenario.

While inflation has been a fear factor for the past 30 years or more, we should now be equally concerned about deflation. Europe is feeling the effects of deflation with the value of the dollar dropping relative to the Euro. Cataclysmic events such as 9/11 could accelerate the onset of deflation, because these events have serious impacts on consumer confidence, purchasing power and demand patterns for certain goods. The Federal Reserve is sensitive to these issues, and is as effective in its suggested policy-making

decisions as it is to the overall impact on the money market and economy.

The nature of the Metropolitan Council has changed due to Governor Pawlenty's appointment of people to major leadership positions that bring more republican and suburban persuasions. The Blueprint 2030 contains the same basic issues that the Council has traditionally addressed such as housing, transportation and the environment. However, Hamilton observes that it will now have less focus on the core cities and dense development and more focus on "correct" development with individual municipalities having a much stronger influence on policy-making decisions. The new Met Council will be viewed as much less authoritarian.

"Smart Growth" has been a hot and controversial topic in the recent years, most notably with some of the policies and directions of the prior Met Council regime. However, we now see many "new urbanism" developments in suburban communities in the metro area, which constitute local implementation of the "smart growth" ideas. Most of what we are seeing is a matter of individual consumer choices based on convenience, simplicity, changing lifestyles and an aging demographic.

In his closing, Hamilton exhorted all of us in the MSCA and the other real estate organizations to continue our traditional roles in facilitating transactions and



Parks Environmental Consulting was the featured June Professional Showcase. Parks specializes in the inspection, evaluation and remediation of indoor environmental issues such as asbestos, mold, indoor air quality and worker chemical exposure. Parks also has extensive experience in Phase I & II environmental property evaluations. Their services include complete site investigation and assessment, material and air quality sampling, data compilation and analysis, and abatement planning, design, management and oversight

Parks has significant experience in the retail environment; their two largest clients are top-five national retailers and as of the last week in May they were selected as the Environmental consultants for the Lowry Redevelopment project in downtown St. Paul.

Thank you to member Tim Marxhausen and Jason Jentzsch (pictured above) for being featured as the June Professional showcase. ■

providing accurate and timely market information. I believe we all found Hamilton's presentation to be both insightful and inspiring. ■

You Can Help a Child in Your Community

The Caring Tree provides many opportunities to help students grades K-12 with new school supplies. Participating shopping centers collect supplies from July 30th through August 11th. A shopper can "adopt" a student from participating Caring Tree sites at local shopping centers and purchase any or all supplies listed on the ID card provided to them. Each Shopping Center is paired up with a Social Service Agency who

anonymously distributes the supplies to qualified families in the community.

From July 30th through September 2nd, Herberger's and Younkers stores throughout the state are participating in the same format as the shopping centers, offering the opportunity to "adopt" a student and shop for their individual needs. Visit www.caringtree.org to find a participating center or store in your area.

You can also help by going to participating Cub Foods and Office Depot stores and selecting prepackaged school supplies. Cub Foods offers price points of \$5 and \$10 for elementary/middle school and junior/senior high school supplies. Office Depot offers two options, a \$10 prepackaged school essentials bundle or \$30 backpack filled with school supplies.

Please consider "adopting" a student and enhancing their education. Thank you! ■

Industry Tidbits

If you have additional tidbits, please forward them to
Tim Hilger, newsletter co-chair, at thilger@ix.netcom.com



by **Tim Hilger**, Diversified Acquisitions, Inc. and **Lisa Diehl**, McDonald's Corporation

- **Best Buy** made it official in June that they have reached a definitive sale agreement with a buyer for their **Musicland Group** division. The buyer is a private investment group based in Florida and affiliated with **Sun Capital Partners**. Sun Capital and its affiliates own a number of retailers including: **Wickes Furniture Companies, Bruegger's Bagles, Miles Kimble, The Mattress Firm, and Nationwide Mattress and Furniture Company**.

- **Roundy's** has won its bid to buy **Rainbow Foods**. The purchase price was said to be \$85 million and assumed lease obligations for approximately \$36 million. Restocking and conversion of the stores began immediately, and the Rainbow name will be retained.

- **Circuit City**, the #2 U.S. electronics retailer, announced that they are seriously considering selling their credit card division. Losses on certain financing programs have been twice what the company had predicted. Wall Street has not treated Circuit City's stock price well lately with concerns that the company's credit card division might do to it what happened to **Sears and Spiegel**.

- Have you noticed that an increased number of retailers, especially restaurants, are decreasing or refocusing their advertising approach and are emphasizing price instead of brand imaging? Locally, **Buffalo Wild Wings, Timber Lodge Steakhouse, Buca Inc., Old Chicago** and others are pushing well-priced menu selections to attract customers.

- According to a report by **Marcus & Millichap** the hottest retail market in the U.S. is Washington D.C. Seconded was Orange County, followed by San Diego, Boston, Fort Lauderdale, San Francisco, Los Angeles, West Palm Beach, Inland Empire and Sacramento.

- The mild winter for most of the country caused a mild cold at the drug companies! Most of us were healthier this winter and missed the colds and flu, which resulted in lower sales of prescription drugs. To most

of us this is a large increase, but based on recent years' increases this year's increase is below the increases of the past few years.

- **Best Buy** increased its 1st quarter profit projections due to an 11% increase in sales to \$4.67 billion.

- **Paper Warehouse** filed for Chapter 11 protection in early June. The company will close 24 stores out of its 86 total corporate stores. The six Metro area stores are: **St. Paul's Midway, Brooklyn Park, Crystal, Richfield, Golden Valley, and Coon Rapids**. The company secured a new credit line from **Wells Fargo Retail Finance**.

- In most retailing sectors the top 5 or 6 retailers generally control 75% of the market. But, in sporting goods the top 5 sporting goods retailers (**Dick's, Sports Authority, Gart, Big Five and Galyan's**) combined market share constitutes only 11% of the sporting goods market. This fragmented industry is dominated by small local and "mom and pop" sporting goods retailers.

- **Kohl's Corporation** reported record 1st quarter net sales and earnings amid investor criticisms from previously declining stock prices. Net sales were up 13.2% and net income up 4.1%, both over the comparable quarter in 2002. There has also been concern that the growing company size may inhibit it from producing the returns that it has had since it went public in 1992.

- **CVS**, the #2 U.S. drug store chain, announced that it would enter the Twin Cities area in 2004. There have been repeated rumors that CVS has been eyeing this market, but it never made the move official until now.

- **Ultimate Electronics (Audio King)** plans to open 7 new stores in the second half of 2003. One new store in the Twin Cities, 2 in Austin, Texas, 3 stores in Kansas City, Kansas and 1 store in Wichita, Kansas.

- **PetSmart** opened 19 new stores, closed 2 stores and remodeled 49 stores in the first half of 2003.

- The battle between **Taubman Centers** and the **Simon Property Group** continues. Both are asking the court to clarify certain legal issues primarily around the Taubman Family's use of their stake in the REIT to fend off Simon's hostile takeover. Simon has teamed up with **Westfield America** to buy Taubman. It appears that the Simon Westfield bid has a favorable chance to win, though both parties will appeal the decision of the court.

- **Dairy Queen** will be opening their new **Grill and Chill** concept on June 6th, next to the Radisson South Hotel in Edina. The restaurant will serve breakfast, lunch and dinner. Other Grill and Chills concepts are located in Coon Rapids, which is open, and Shakopee, opening in July. ■

Continuing Education Opportunity

The Minnesota Institute of Legal Education presents:

Shopping Centers – Retail and Mixed Use Developments

A highly qualified faculty composed of private practice attorneys, in-house counsel and government officials share their tips and strategies for shopping center and mixed-use developments. Learn about site plans, critical OEA issues, supermarket concerns, retail leasing, practical negotiating strategies, land use legal issues, property tax and valuation information and more!

July 30, 2003, 8:30 a.m. – 3:30 p.m.

Tuition: \$225

The Hilton Airport Hotel, 3800 East 80th Street, Bloomington

To register, log on to www.MILE.org or call MILE at (612) 339-6453

5.75 hours applied for Continuing Real Estate Education

Corporate Sponsor Focus

CB Richard Ellis

Industry Focus: To serve as advisors to our clients, seek long-term relationships, and deliver scalable, integrated services when and where they are needed worldwide.

Company Vision: To be the trusted advisor to owners and occupiers of commercial property.

“MSCA fills a local void by providing quality programs and networking opportunities in the retail real estate industry.”
- Whitney Peyton

Dalbec Roofing

Industry Focus: Roof maintenance, repair and installation.

Company Vision: To have you singin’ in the rain!

“I think to be taken seriously in any industry, it is important to become involved

THANK YOU!

with the people that use your products and services. MSCA has been a great vehicle for me to learn about the issues and concerns of the retail industry.”

- Kevin Krolczyk

KKE Architects, Inc.

Industry Focus: Architectural design services with expertise in shopping center master planning, design, C.D.’s and city approvals.

Company Vision: Understanding and expanding upon the vision of each client. Expanding opportunities through entrepreneurial growth.

“The networking opportunities, educational focus and general camaraderie of the MSCA membership are excellent.”

- Kathy Anderson

Opus Northwest LLC

Industry Focus: To offer horizontally and vertically integrated services in real estate development, architecture, engineering, construction, property management, financing, leasing and sales - all under one roof.

Company Vision: To be a company with a reputation unparalleled in the business world - of uncompromising integrity that inspires our clients, employees and all stakeholders to say, “What a great experience it is, working with Opus.”

“MSCA offers its members an excellent platform for the sharing of knowledge and resources. We are proud to be members of this vibrant organization.” - Tim Murnane

RSM McGladrey, Inc.

Industry Focus: Real estate accounting, tax consulting and business services.

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.

“MSCA provides an outstanding opportunity to network and stay current with industry trends.” - Eric Tuck

Witcher Construction Company

Industry Focus: New Construction, Remodeling and Additions for Retail Projects, including shopping centers, strip malls, individual stores and big box retail.

Company Vision: Committed to providing excellence in construction services warranting the highest degree of public confidence while maintaining a professional, safe, and friendly environment.

“MSCA helps us better understand retail owners, retail developers, architects and consultants. Because of its importance to our company, it is the primary professional organization to which we devote our volunteer time and our sponsorship dollars. We try not to miss a meeting!”

- Andrea Komschlies

What’s Happening

New Restaurants in Twin Cities

Several new restaurants have made their way to the Twin Cities including the Pumphouse Creamery, a handmade ice cream shop at Chicago and 48th in Minneapolis. Leonardo’s Seriously Good Take & Bake Pizza is opening a second location at Woodbury’s Tamarack Village. Famous Dave’s is opening in June in the former Café Odyssey at the Mall of America, as will Bubba Gump Shrimp Co. in the location that was once Alamo Grill. St. Louis Park will be home to Mojito, featuring Latin fare from the owner of Bobino’s in Northeast Minneapolis.

Griffin Companies Lists Knollwood Vacancy

Linda Zelm and John Tramm, both of Griffin Companies have secured the listing of 130,000 square feet of vacant space at Knollwood Mall. Excess Space Disposition, Inc. of New York awarded

the contract. The 436,000 square foot community center, located on Highway 7 just east of Highway 169, is owned by General Growth Properties.

Upland Real Estate Group Announces Sale of Ground Round

Upland Real Estate Group, Inc. recently sold a 5,498 square foot Ground Round net-leased investment property, located in Maple Grove, Minnesota. The sale price was \$2.2 million.

RLK-Kuusisto, Ltd. Adds Staff

RLK-Kuusisto announces the following additions to their staff: (Minnetonka) Todd Mead, Survey Crew Technician; Craig Torje, Land Survey Intern, (Ham Lake) Fred Clark, Survey Crew Technician and (Hibbing) Mike Fenstermacher, Engineering Technician; Scott Benolken, Survey Crew Technician and Pat Olson Survey Crew Chief.

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WHAT'S HAPPENING

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The Shoppes at Arbor Lakes

The Shoppes at Arbor Lakes, a joint venture between RED Development and Opus Northwest, L.L.C., has announced 18 additional tenants for the 400,000 sf outdoor lifestyle shopping center. The project is the first of its kind in the Twin Cities, reflecting a growing trend in open-air shopping centers. Grand opening for the center is slated for September 12-14, 2003.

It's a Boy!

Karla and Dave are the proud new parents of a healthy baby boy, Alexander William, born on Friday, June 20th at 3:11 p.m. He was just over 7 pounds and 21 inches long. Mom and baby are healthy and recovering at home.



■

Minnesota Shopping Center Association 2003 Leadership

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