

**INSIDE THIS ISSUE:**

Patio Season ..... 1-2  
 Program Recap.....3  
 Member Profiles .....4  
 Rising Star: #RECon2015 .....5  
 Minnesota Marketplace ..... 6-7  
 24th MSCA Golf Tournament ..... 8-9  
 MSCA 2015 Golf Winners ..... 10-11  
 MSCA Leadership ..... 12  
 Calendar of Events & Corp. Sponsors ..... 13  
 STARR<sup>SM</sup> Awards Nominations ..... 14



# THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

JULY 2015



## Patio Season



by Michael Landstad, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

Summer is upon us and with those beautiful days ahead it's inevitable that those that like to dine out will be making it a point to spend a little quality time at their favorite outdoor patio. Whether its meeting friends and family for dinner, taking in some sun at a lunch meeting, or kicking off the weekend with some well-deserved happy hour - Minnesotan's and visitors alike flock to well run and well-designed patios.

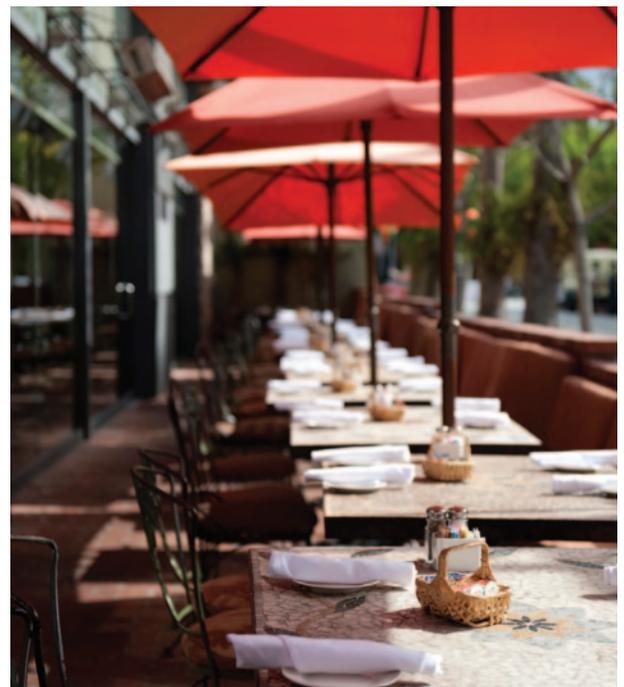
Minnesota's patio season typically runs from Memorial Day to Labor Day. If we're able to squeeze in a little on front and a little on the back of that schedule, all the better! Patio business equates to big seasonal dollars as some establishments experience a 30% to 50% increase in sales during those months. Rumor has it that one popular destination on a well-known area lake doubles its sales volume during the season. For most, the patio square footage is not part of their leased premises to which their minimum rent is calculated. It's more of a seasonal added bonus time for the operator (Pssst...make sure to get that percentage rent breakpoint clause in your lease). How those individual operators choose to run those operations vary greatly. For example, some may choose to offer their table tops on a seat-yourself

basis where other's choose to use the more traditional reservation method. With a popular patio destination, one method may foster earlier business whereas patrons know that reservations are not an option and thus the parties arrive prior to peak business hours in efforts of securing the table before the inventory is already gobbled up. Some operators may offer patio only promotions (e.g., ½ price happy hour) and others may create an entirely different high energy/ party atmosphere with the use of music, visuals, and task their staff with pushing alcoholic beverages. Conversely another operator may find its niche by offering its customers live classical music and a more serene environment.

Regardless of the operators' concept, the patio is typically a separate specialized operation overseen by the general manager of that institution. I met with a few operators to pick their noggins on what works, what doesn't, and any tricks of the trade that they wanted to share. One common denominator from the meetings was that each manager agreed that the patio is about the experience. It's about creating a buzz. It's about being seen. It's where people want to be. For these reasons and just

like the old real estate adage goes... location...location...location... means everything. If you're able to procure a location that gets vehicle drive-by exposure you're already setting the stage for the consumer to note your business as a destination prior to even exiting the vehicle. It may sound shallow, but if your establishment is graced with beautiful people as you drive into a facility – many people are naturally attracted to that location. Believe  
 –continued on page 2

*Patio business equates to big seasonal dollars as some establishments experience a 30% to 50% increase in sales during those months.*



FEATURE ARTICLE CONTINUED: **Patio Season**



it or not, I was aware of a manager of a restaurant that would seek out beautiful women and buy them free drinks if they would sit on his patio. Ingenious marketing? It worked for him as his patio became a prime destination for the demographic he was targeting.

Once you have a captive audience, what keeps them around? With our climate we know that we're at the mercy of the weather first and foremost. The magic number is 62 degrees. This seems to be the temperature where most people find it comfortable to be outdoors. Many patios are equipped with heaters to help push that threshold and increase the stay of the guest. These heaters can be stationary hard plumbed units (natural gas) or movable units fueled by propane tanks. Peak business times for patios are normally from 5pm to 8pm (or sunset). Let's not forget about other external factors that will impact a person's stay on a patio. First, let's talk bugs and/or animals. Depending on where the patio is situated you may have mosquitos or flies that are a nuisance. One manager shared with me a story where there was a muskrat that found its way on the patio and its

presence obviously caused quite a commotion for some of the guests. That same manager explained scenarios where patrons would complain about a bug in their food or beverage and how there can't be the same expectations that you might have in the interior dining room areas of a restaurant. "We'd go broke replacing food and beverages out there," he said. The direction a patio faces can also impact the duration spent by a patron. Direct sunlight may not be desirable to some and for others may be the only reason they are sticking around longer. Other amenities that may impact a stay are awnings, TV's, scenery, plantings/flowers, and external noise.

Let's dive into the formality portion of being able to offer a patio as part of a restaurant business. Different municipalities have various restrictions. Some may require the area to be fenced or demised with a use of a railing, others may not require any type of barrier. Some may have the operator execute an Encroachment Agreement in order to have a patio. Some may allow alcoholic beverages and some may not. The requirements and restrictions vary greatly and it's best

to conduct your due diligence with that particular municipality for a clear understanding of the process. It's also important to understand the Landlord's internal rules and regulations on patio operations as some may be restrictive to the plan design of that user. We've got rooftop patios, waterfront patios, patios with retractable roofs, patios with putt-putt golf, patios that offer lawn bowling, and patios offering outdoor movies. The options are many and the competition is fierce. It will be interesting to watch what the new trend in patio dining/entertainment will become. One thing is for sure, as consumers and landlords, we love the experience that the patio brings to our summers and our tenants are demanding the ability to incorporate them into their business model. As one owner I spoke to put it, "No patio – no lease." We'll see you out there...enjoy the summer! ■

*Direct sunlight may not be desirable to some and for others may be the only reason they are sticking around longer.*





# PROGRAM RECAP



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

## SPEAKERS FOR THE JUNE PROGRAM RECAP INCLUDE:



**LAURA MCGRAW**  
Cushman & Wakefield/  
NorthMarq



**LIZ MCLAY**  
Mall of America



**JOAN SUKO**  
General Growth  
Properties, Inc.



Moderator:  
**MICHAEL G. SIMS**  
Mid-America Real Estate  
– Minnesota, LLC

The June MSCA program featured an in-depth update on the renovation and expansion projects of three of the largest and most well-known shopping centers in the Twin Cities. This program featured a unique format as it was held at the Icon Theatres in the West End across the street from the Double Tree Hotel where the MSCA monthly programs typically occur.

Joan Suko of General Growth Properties covered the renovation and expansion of the Ridgedale Center. The focus on this renovation and expansion was geared towards creating a great customer experience with implementing features based on consumer trends. As part of the project, Nordstrom department store is aiming to be open on October 2nd, 2015 which required the relocation of several tenants. Along with Nordstrom's, most of the mall's renovations should be completed this fall.

Laura McGraw of Cushman & Wakefield/ NorthMarq covered the transformation of the Shoppes at Knollwood. The focus on this expansion was transforming Knollwood into a thriving new

power center to gain an edge on competition. This was accomplished through the relocation of existing tenants and addition of new tenants such as: Mattress Firm, Nordstrom Rack, Noodles & Company and Smashburger to name a few. While Laura and Cushman were not on the project at the conception, she was able to provide intimate details on the renovation and goals for the future.

The program concluded with Liz McLay discussing the renovation and expansion of the Mall of America which is a \$325 million project that includes the addition

of office, retail, restaurant and hotel space. Liz covered the goals behind the project which included refreshing the design of the mall, support sustainability and the addition of much needed amenities. One of the amenities that Liz covered was valet parking at the mall to ease accessibility for customers which has plagued the mall at times. This was important because 60 percent of visitors to the mall are local shoppers with 40 percent visiting from out of state. The 14 story J.W. Marriot and the additional office and retail space are expected to open this fall. ■

## PROFESSIONAL SHOWCASE: HORIZON ROOFING

Established in 1976, Horizon Roofing has installed millions of sq ft of roofing, won 33 awards because of our quality, made the INC 5000 fastest growing companies for the past 3 years, and developed the #1 reporting system in the U.S. Horizon Roofing provides roofing services, green roofs, roof maintenance and service, 24/7 leak service, roof inspections, waterproofing applications, infrared scanning, sheet metal applications and property mapping.



**MEMBER PROFILES**

**BRIAN KLANCKE**

**JOB TITLE:** Commercial Real Estate Investment Specialist  
**AREA OF FOCUS:** Retail  
**YEAR JOINED MSCA:** 2012



MARCUS & MILLICHAP

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

This is my first job in the industry and I've been with Marcus & Millichap since March 2012.

**WHAT KEEPS YOU IN THE BUSINESS?** I very much enjoy the problem solving aspect of what I do. No two deals are the same and figuring out advantageous solutions for clients is very rewarding.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** Prior to real estate I served 8 years in the U.S. Army. My first Platoon Sergeant, Sergeant First Class McGuire has had a significant impact on my life. He taught me a lot about discipline, leadership, hard work and problem solving.

**WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER?** I am currently in the process of selling a small college in Rochester. From a timing perspective Rochester is going through a significant amount of transformation making the deal even more interesting to work on.

**IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY?** I would open a Culver's franchise. They have quality food at a reasonable price point and a brand that is continuing to get stronger nationally.

**WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT?** Since a very young age I have really enjoyed history. I would love to be a professor of military history.

**WHAT IS YOUR MOTTO / PERSONAL MANTRA?** Measure twice, cut once.

**WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE?** *Citizen Soldier* by Steven Ambrose. The book gives an amazing account of combat on the Western front from the individual soldier's perspective.

**WHEN YOU RETIRE, YOU WANT TO \_\_\_\_\_?** While I was in the Army I was stationed in Germany for 4 years and absolutely loved the country. Upon retirement I would like to move back to Germany to open a Bed & Breakfast in the Rhine River Valley.

*Thanks Brian*

**ELLIOT CHRISTENSEN**

**JOB TITLE:** Sr. Project Manager / Business Development  
**AREA OF FOCUS:** Construction  
**YEAR JOINED MSCA:** 2013



SHINGOBEE BUILDERS

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

15 years at Morton Buildings as Sales and Project Manager & Operations Manager

**WHAT KEEPS YOU IN THE BUSINESS?** I have loved building things since I was young, love taking a concept that is on paper and turning a persons or business dream into a reality so they can be successful.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** There have been a few good mentors over the years... in short, treat everyone with respect and how you would like to be treated. Maintain a good work and family balance.

**WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER?** Constructed a building on a floating platform in St. Paul on the Mississippi River.

**IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY?** Jimmy Johns! Good sub, freaky fast and free smells.

**IF YOU ARE A SEASONED VETERAN, WHAT ADVICE WOULD YOU GIVE TO THOSE NEW IN THE INDUSTRY?** I don't consider myself a veteran but...surround yourself with successful & positive people

**IF YOU ARE NEW TO THE INDUSTRY, WHAT ADVICE WOULD YOU GIVE TO THOSE MORE SEASONED?** Mentor someone new to the industry, but also keep an open mind to new "out of the box" thoughts, ideas, technology that they may have.

**WHAT SONGS BEST DESCRIBE YOUR WORK ETHIC?** "Run Like Hell" - Pink Floyd

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

*Thanks Elliot*

**IT'S YOUR BUSINESS.**

Whether you've created the business of your dreams or it's a dream-in-progress, you can count on me to help you protect it. Let's talk, business owner to business owner.



**Fost Choles Agency Inc**  
(952) 224-2992  
(612) 961-5583 mobile  
fcholes@amfam.com



American Family Mutual Insurance Company and its Subsidiaries  
Home Office - Madison, WI 53783 ©2012 006222 - Rev. 6/12



# #RECon2015



by Nicole Urista, PASTER PROPERTIES

RECon 2015 experienced record post-recession levels with more than 36,000 attendees, according to the International Council of Shopping Centers. The buzz from the three halls at the Las Vegas Convention Center, Westgate's educational seminars and the abundance of networking happy hours, dinners and parties rang with energy levels that mirrored 2007 rather than the past few years.

*"People want that personal experience you can't find online..."*

### RECON TAKE-A-WAYS

1. Retail Real Estate is benefitting from an improving global economy. A lot of capital chasing deals and deals are trading at historically high prices.
2. Grocery, QSR and services were well represented in 2015.
3. Medical facilities and shopping centers are merging.
4. Brick and mortar stores are crucial in retail. More and more online retailers are opening B&M stores.
5. Technology is making business more efficient and effective than ever. Most retailers allocate more capital to point-of-sale systems. Technology on the tradeshow floor is at an all time high, however personal presence is a requirement.
6. Where was the FroYo!?

The omni-channel approach to selling has reinvented retail. It has given the consumers the best purchasing experience whether the customer is shopping online from a desktop or mobile device, by telephone or in a B&M store. Today's consumer reacts off of emotion. The fear of missing out (FOMO) is a phenomenon that will drive shopping behaviors. "People want that personal experience you can't find online," said Laura DeSwart, vice president for leasing and asset management at Shanghai-based Wal-Mart Asia Realty. "That is true in the present and will be true in the future." ■



### SOURCES:

- [HTTP://WWW.MIDAMERICAGRP.COM/NEWS/MID-AMERICA-BLOG/MID-AMERICA-BLOG/2015/05/27/2015-RECON-RECAP](http://www.midamericagrp.com/news/mid-america-blog/mid-america-blog/2015/05/27/2015-recon-recap)
- [HTTP://WWW.DEBORAHWEINSWIG.COM/WP-CONTENT/UPLOADS/2015/05/FBIC-GLOBAL-RETAIL-TECH-REPORT-ON-RECON-RECAP-2015.PDF](http://www.deborahweinswig.com/wp-content/uploads/2015/05/FBIC-GLOBAL-RETAIL-TECH-REPORT-ON-RECON-RECAP-2015.PDF)
- [HTTPS://WWW.LINKEDIN.COM/PULSE/ICSC-RECON-2015-RECAP-MARKETING-SOCIAL-MEDIA-TECH-DIANA-PODASKI](https://www.linkedin.com/pulse/icsc-recon-2015-recap-marketing-social-media-tech-diana-podaski)
- [HTTP://WWW.ICSC.ORG/PRESS/RETAIL-CENTER-OF-THE-FUTURE-IS-ALREADY-HERE-RECON-PANEL-SAYS](http://www.icsc.org/press/retail-center-of-the-future-is-already-here-recon-panel-says)

## 2015 MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES

The 2015 ADVERTISING AND SPONSORSHIP menu is available on our website. Please consider taking advantage of these great opportunities.

[WWW.MSCA-ONLINE.COM](http://WWW.MSCA-ONLINE.COM)



LIKE US ON FACEBOOK FOR GREAT UPDATES AND INFORMATION!

[HTTPS://WWW.FACEBOOK.COM/MSCAONLINE](https://www.facebook.com/mscaonline)



## Minnesota Marketplace



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

▶ Burger bar **JL BEERS** announced that it will be opening its second location at Burnhill Plaza in Burnsville. The restaurant will go into a freestanding building replacing the current tenant, Carpet King, which is moving to Savage in July. JL Beers is planning an October or November opening. Starbucks and Chick-fil-A will also open later this year at the shopping center, replacing an 8,000 sf Champps Americana.

▶ Liquor superstore, **TOTAL WINE & MORE**, is planning to open its fifth store in the Arbor Lakes development in Maple Grove. Total Wine would take over a vacant Office Depot building and hopes to open in 2016.

▶ Shuttered **AMERICAN BURGER BAR** located on Wabasha Street in St Paul will reopen by the end of summer with an entirely new look. The 5,000 sf restaurant has been closed since fall of 2014 due to smoke and water damage. The new look will be more “lively, brighter, and more active” than the previous look.

▶ Former BYO Burger at Signal Hills Shopping Center in West St. Paul, is being converted to **TACO LIBRE**, a Mexican restaurant concept by Adrian Ramires, the owner of American Burger Bar. Ramirez plans to have the restaurant open by the end of summer 2015.

▶ Former Rye Deli in the Lowry Hill neighborhood has been reopened as **BRADSTREET CRAFTHOUSE**, a cocktail focused bar once part of the Graves 601 hotel. Bradstreet is currently serving happy hour and dinner with a brunch offering coming soon.

▶ **BAUER HOCKEY INC.** will open a store in the Hockey Giant space near REI at 758 American Blvd in Bloomington. The 33,000 sf space will have an indoor ice rink to give shoppers an opportunity to try equipment. This will be the 2nd store Bauer has opened in the US and has six to eight more planned in “key hockey markets.”

▶ The Swedish brand **FJÄLLRÄVE**, best known for its colorful backpacks and durable outdoor wear, opened its first Minnesota store on the first floor of the Mall of America in the former G-Star space. They then signed an additional lease for a second store on Grand Avenue in St. Paul.

▶ **ATMOSFERE**, the Uptown men’s fashion store owned by Dan Capetz, opened a second location in the North Loop. The new store opened at 730 Washington Avenue North, Suite 803, below Shag Sushi.

▶ Two days before opening their first Twin Cities store above Roe Wolfe at 113 Washington Avenue North, Kit and Ace, the brand announced they would open a second location at the Mall of America. The Canadian company is expanding quickly, with plans for as many as 50 stores this year.

▶ **REDSTONE AMERICAN GRILL** located at Ridgedale Center has submitted plans to the city of Minnetonka to open an 8,500 sf restaurant and patio next to the new Nordstrom store in the mall. Redstone is currently operating in a standalone building south of the mall.

*—continued on page 7*



**CONTINUED: Minnesota Marketplace**

▶ Natural toy store, **PEAPODS** in St Paul closed its doors after 16 years in business in St. Paul. The store was most recently located on the 2200 block of Como Avenue in the St. Anthony Park neighborhood.

▶ **WINGSTOP**, a franchised chicken wing concept similar to Buffalo Wild Wings, has opened a new location in Brooklyn Center at Shingle Creek Crossing. The 1,600 sf is only the second in the Twin Cities market, joining a location at HarMar Mall in Roseville.

▶ The North Loop will soon be home to a new craft brewery. **MODIST BREWING CO.** has signed a lease for 18,000 sf at 505 N. Third St. Included in that 18,000 is a taproom that will be between 1800 - 2000 sf. Modist Brewing Co. hopes to be open by the end of 2015.

▶ **WIRTH COOPERATIVE GROCERY** is opening a 4,600 sf store on the ground floor of The Commons at

Penn Avenue in North Minneapolis. The co-op plans to be open in January of 2016 in the mixed-use development.

▶ **MARCUS THEATRES CORP.** has plans to open a 54,000 sf movie theater at Southbridge Crossing. The movie theater would have 10 theaters and join 3 other theaters also operated by Marcus Theatres Corp in the Twin Cities.

▶ **PHYSICAL CULTURE(V)**, a local boutique fitness center, opened at 4508 Valley View Road in Edina at the end of June. The studio offers high intensity interval training, suspension training, yoga, and barre.

▶ **MONELLO**, Italian for “sea urchin”, is the new authentic Italian restaurant that replaced Porter & Frye at Hotel Ivy. The restaurant opened June 1 and the kitchen is being led by Michael “YC” DeCamp, formerly of La Belle Vie. ■



**MODIST BREWING CO.**



**MONELLO**

# Aggressive Strategies. Lower Taxes.

**Fredrikson & Byron — *Property Tax Appeals Group***

Are you paying more than your fair share of property taxes? Let us take a closer look to see if we can assist you in getting a substantial reduction.

For a preliminary analysis, contact Tom Wilhelmy or Judy Engel at 612.492.7000.



**Fredrikson**  
& BYRON, P.A.

WHERE LAW AND BUSINESS MEET®

fredlaw.com




## Better people. Better results.

**Paul Schroeder**  
Associate / Senior Project Manager  
paul.schroeder@westwoodps.com  
(952) 906-7456

**Westwood**

**Expertise**  
Planning  
Surveying  
Engineering  
Traffic

**westwoodps.com**  
888-937-5150



## MCSA 24th Annual Golf Tournament Recap

It was a beautiful sunny day for the 24th Annual Golf Tournament held on June 15th. It was another great year of golfing and networking with other MSCA members and their clients. **WE ARE HAPPY TO REPORT THAT WE HAD 288 GOLFERS AND 70+ FEATURE/EVENT HOLE/GREEN SPONSORS FOR THE TOURNAMENT.** We also held our first annual Bag Toss Tournament in the afternoon for our non-golfers out there, which had another 30+ for a fun and laid back networking event. Add on 370+ for our dinner function, and this was one very successful day altogether! The Golf Committee puts a lot of time and effort into preparations for the event. In addition, many volunteers offered their time to help

make the event a success. We would also like to recognize and thank Cutting Edge Property Maintenance as our Golf Tournament Title sponsor.

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!

We all look forward to next year's event being even more successful so mark your calendars for the 25th Annual MSCA Golf Tournament scheduled for June 16, 2016!

*-continued on page 9*



BEAUTIFUL SUNNY DAY!

*...mark your calendars for the 25th Annual MSCA Golf Tournament scheduled for June 16, 2016!*



- **Asphalt - Repair - Overlays**
- **Asphalt - New Construction**
- **Seal Coating - Crack Fill**
- **Sweeping - Lot Marking**
- **Concrete - Catch Basins**
- **24 Hour Emergency Service**



**Interstate Companies**  
651-765-0765  
interstatepm.com



**SUMMER HOURS:  
MSCA OFFICE CLOSSES  
AT NOON ON FRIDAYS  
— MEMORIAL TO LABOR DAY —**

CONTINUED: MSCA 24TH ANNUAL GOLF TOURNAMENT RECAP



**SILENT AUCTION AT MSCA'S GOLF EVENT RAISES FUNDS FOR THE DIVERSITY COLLABORATIVE SCHOLARSHIP FUND**

Thank you to the following companies and associations for their donation items to the silent auction that raised money for the Commercial Real Estate Diversity Collaborative Scholarship Fund. **WE ARE PROUD TO SAY THAT \$3,000 WAS RAISED THROUGH THE SILENT AUCTION AT MSCA'S GOLF TOURNAMENT HELD ON JUNE 15.** This year raised \$1,065 more than last year's auction! All of the auction proceeds will be added to The Diversity Collaborative's real estate scholarship fund and scholarships will be awarded to college students in the local area.

**Thank you donors and bidders for your support to The Diversity Collaborative's scholarship fund!**

- Aspen Waste Systems, Inc.
- Bell State Bank & Trust
- BOMA Greater Minneapolis
- Commercial Partners Title, LLC
- Cushman & Wakefield/NorthMarq
- Deb Carlson
- Doubletree by Hilton Minneapolis-Park Place
- DryTech Co, LLC
- Duke Realty
- Foster Real Estate Advisory Services LLC
- Guaranty Commercial Title
- IREM MN Chapter 45 on behalf of AMBE, Ltd.
- Majestic Oaks Golf Club
- Minnesota Shopping Center Association
- NAIOP Minnesota
- Old Republic National Title
- Ryan Companies US, Inc.
- The Shoppes at Arbor Lakes

**ABOUT THE DIVERSITY COLLABORATIVE:**

The Commercial Real Estate Diversity Collaborative is a collaboration of nine commercial real estate associations and individual members promoting and expanding diversity within our industry.

The Diversity Collaborative's goal is to make commercial real estate a desirable career to a diverse talent pool to help ensure the future success of Minnesota's commercial real estate industry. We partner with similar mission-driven organizations, such as Step-Up Achieve, Cristo Rey Jesuit High School, colleges and universities, and individual partners to mentor and connect individuals with the various fields of commercial real estate.

The mission is to deliver our industry members, the tools, talent and opportunities to drive inclusiveness, diversity and future success. We envision a future for Minnesota's commercial real estate industry where our professionals demographically reflect our clients, our tenants and our communities. ■





# MSCA 2015 Golf Winners

## OVERALL – CROSSROADS COURSE:

### 1ST PLACE:

Kevin Strandberg – BWS Heating and Air Conditioning  
Bruce Strandberg – BWS Heating and Air Conditioning  
Adam Isaacson – Donnay Commercial Properties  
Mike Leoni

**CLOSEST TO THE PIN:** Jay Moore – Oppidan, Inc.

**LONGEST PUTT:** Greg Halleland – Cutting Edge Property Maint.

**LONGEST DRIVE (WOMEN):** Vicki VanDell – Loucks Associates

**LONGEST DRIVE (MEN):** Kevin Strandberg – BWS Heating and Air Conditioning

### CROSSROADS PLAYER’S POOL WINNERS:

Kevin Strandberg – BWS Heating and Air Conditioning  
Bruce Strandberg – BWS Heating and Air Conditioning  
Adam Isaacson – Donnay Commercial Properties  
Mike Leoni

## OVERALL – SIGNATURE COURSE:

### 1ST PLACE:

OJ Rinehart – Interstate Companies  
Ryan Burke – Kraus-Anderson Companies  
Tom Carney – Carney Insurance  
Greg Dumke – Interstate Companies

**CLOSEST TO THE PIN:** Johnny Reimann – Mid-America Real Estate

**LONGEST PUTT:** Chad Macy – JLL

**LONGEST DRIVE (WOMEN):** Katlyn Gonsior

**LONGEST DRIVE (MEN):** Scott Michaelis – JLL

### SIGNATURE PLAYER’S POOL WINNERS:

Scott Anderson – First American Title Insurance Co.  
Jonathan Septer – Messerlie & Kramer  
Ted Bickel – Colliers International  
Kris Chucko

## BAG TOSS WINNERS:

Carey Miller – Great Southern Bank

Josh LaMere – Schwickert’s Tecta America

## THANK YOU VOLUNTEERS! WE COULDN’T HAVE DONE IT WITHOUT YOU!

Tony Barranco – Ryan Companies US, Inc.  
Chelsea Clyne – Inland Real Estate Corporation  
Mike Collins – Cutting Edge Property Maintenance  
Ryan Connelly – Cushman & Wakefield/NorthMarq  
Jon Fahning – Shingobee Builders  
Jeffrey Haug – U.S. Bank National Association  
Dainen Herman – NaturalGreen Landscape Management  
Charlie Hexum – Mid-America Real Estate – Minnesota, LLC  
Dan Jernberg – All Elements Roofing  
Anne Jeske – Kraus-Anderson Companies  
Joe Kinney – Asphalt Associates Inc  
Jackie Knight – The Ackerberg Group  
Anne Kreiser – Kraus-Anderson Companies  
Christy Lewis – The Opus Group

Kevin Lewis – BOMA Minneapolis  
Paige Morton – Cushman & Wakefield/NorthMarq  
Jan Murphy – Cushman & Wakefield/NorthMarq  
Bill Parr – Talberg Lawn & Landscape  
Sue Pederson – DryTech Co, LLC  
Gabe Philibert – Bell State Bank & Trust  
Rick Plessner – Inland Real Estate Corporation  
Theresa Ryan – Interstate Companies  
Kelle Lang Staats – Guaranty Commercial Title, Inc.  
Julie Stanke – Fresh Paint, Inc.  
Brenda Thomas – Inland Real Estate Corporation  
Vicki VanDell – Loucks Associates  
Sheila Zachman – Commercial Realty Solutions  
Jennie Zafft – UCR Asset Services

*–continued on page 11*

**CONTINUED: MSCA 2015 GOLF WINNERS**

**GOODIE BAG DONORS:**

Asphalt Associates Inc.  
Doran Companies  
DryTech Co, LLC

Fresh Paint Inc.  
Guaranty Commercial Title, Inc.  
Mint Roofing  
NaturalGreen Landscape Management

Ryan Companies US, Inc.  
Sunbelt Business Brokers  
U.S. Bank National Association  
Western Bank

**RAFFLE DONORS:**

American Bank  
Clean Response  
Commercial Realty Solutions  
Diehl & Partners  
Diversified Construction  
Doran Companies  
DryTech Co, LLC

Faegre Baker Daniels  
Fendler Patterson Construction  
Great Clips, Inc.  
JLL – Rosedale Center  
Loucks Associates  
Mall of America  
Mint Roofing  
Old Republic National Title Insurance

Oppidan, Inc.  
Schwickert's Tecta America  
Shingobee  
Sunde Land Surveying, LLC  
The Opus Group  
Wenck Associates

**MAJOR GOLF SPONSORS:**

**GOLF TOURNAMENT TITLE SPONSOR:**

Cutting Edge Property Maintenance

**OASIS SPONSORS:**

Crossroads: The Mandinec Group Landscaping Inc.  
Signature: Mid-America Real Estate – Minnesota, LLC

**LUNCH SPONSOR:** H.J. Development, Inc.

**BEVERAGE SPONSOR:** Kraus-Anderson Companies

**PAR-TEE CART SPONSOR:** NaturalGreen Landscape Management

**BAG TAG SPONSOR:** Midwest Retail Ventures

**BLOODY MARY/SCREWDRIVER SPONSOR:**

Landform Professional Services

**WINE PULL SPONSORS:** Inland Real Estate Corporation  
and Liquor Boy

**DINNER SPONSORS:** Lidstrom Commercial Realtors  
and Stonewood Properties, Inc.

**PHOTO SPONSOR:** JLL – Rosedale Center

**BAG TOSS TOURNAMENT SPONSOR:** Western Bank

**HOLE AND GREEN SPONSORS:**

All Elements Roofing  
American Engineering Testing  
Aspen Waste Systems, Inc.  
Associated Bank  
Barna, Guzy & Steffen, Ltd.  
BELFOR  
BMO Harris  
CMA  
Commercial Partners Title Insurance  
CSM Corporation  
Cushman & Wakefield  
Cutting Edge Property Maintenance  
DLR Group

Doran Companies  
DryTech  
Fendler Patterson Construction  
First American Title Insurance  
Fost Choles Agency Inc. - American Family  
Insurance  
Fresh Paint Inc.  
Guaranty Commercial Title  
Horizon Roofing  
Interstate Companies  
Kimley-Horn and Associates  
Marcus & Millichap  
McDonough's Water Jetting and  
Drain Cleaning

Midwest Maintenance  
Minnesota Real Estate Journal  
Oppidan  
Outdoor Environments  
Paster Properties  
Reliable Property Services  
Sambatek, Inc.  
Talberg Lawn and Landscape  
TCI Architects  
The Opus Group  
United Properties  
Wenck Associates  
Westwood Professional Services

**THANK YOU!**

Thank you to all MSCA golfers and volunteers for your help and dedication to the 24th Annual Golf Tournament. The weather cooperated for a great day of golf and a lot of great networking. We hope to see everyone back for 2016.

— Karla & Ryan, MSCA Staff



REGISTER FOR THESE 2015 CALENDAR EVENTS BY CLICKING HERE

EVENT	VENUE	DATE
<b>THIRD THURSDAYS NETWORKING - FREE</b> <i>Hosts: Ryan Hericks, MSCA and Johnny Reimann, Mid-America Real Estate - Minnesota, LLC</i>	Psycho Suzi's - Minneapolis	July 16, 3:30-5:00pm
<b>DIRECTIONS</b> Create synergy in the commercial real estate industry — share ideas and stories and make new effective relationships.		

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2015-07](http://www.msca-online.com/events/calendar/date/2015-07)

MSCA 2015 CORPORATE SPONSORS

JULY 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  
 Allied Blacktop Company  
 Aspen Waste Systems, Inc.  
 Asphalt Associates Inc  
 BMO Harris Bank  
 Barna, Guzy & Steffen, Ltd.  
 Bremer Bank, N.A.  
 CBRE  
 CSM Corporation  
 Colliers International | Minneapolis-St. Paul  
 Cunningham Group Architecture, Inc.  
 Cushman & Wakefield/NorthMarq  
 Cutting Edge Property Maintenance  
 Doran Companies  
 The Driessen Group, LLC  
 Faegre Baker Daniels LLP  
 Fendler Patterson Construction, Inc.  
 First American Title Insurance Co.

Fredrikson & Byron, P.A.  
 Great Clips, Inc.  
 Great Southern Bank  
 H.J. Development, Inc.  
 Inland Real Estate Corporation  
 JLL  
 Kimley-Horn and Associates, Inc.  
 Kraus-Anderson Companies  
 Larkin Hoffman  
 Lindquist & Venum LLP  
 Mall of America  
 The Mandinec Group Landscaping Inc.  
 Marcus & Millichap  
 McGladrey  
 Messerli & Kramer P.A.  
 Mid-America Real Estate – Minnesota, LLC  
 Midwest Maintenance & Mechanical, Inc.  
 Minnesota Real Estate Journal  
 NaturalGreen Landscape Management  
 Oppidan, Inc.

The Opus Group  
 Outdoor Environments  
 Paster Properties  
 Prescription Landscape  
 Ryan Companies US, Inc.  
 Sambatek, Inc.  
 Smith Gendler Shiell Sheff Ford & Maher  
 Stinson Leonard Street LLP  
 TCF Bank  
 TCI Architects/Engineers/Contractor, Inc.  
 Target Corporation  
 Trautz Properties, Inc.  
 U.S. Bank National Association  
 United Properties  
 Vantage Law Group  
 Venture Mortgage Corporation  
 Weis Builders, Inc.  
 Wells Fargo Bank, N.A.  
 Westwood Professional Services, Inc.

# STARR<sup>SM</sup> Awards

## CALL FOR NOMINATIONS



**Projects Completed by:** September 1, 2014 - August 31, 2015

**Deadline:** Nominations must be received via mail or fax by **July 10, 2015**.

### Categories

Please check ONE (1) box.

The annual MSCA **S**hopping Center **T**ribute Awards for **R**etail **R**eal Estate (STARR<sup>SM</sup>) 2015 competition recognizes outstanding projects and industry leaders of Minnesota retail real estate and development.

#### 1 Interior Design

- Restaurant/Food Service
- Retail/Non-Food Service

#### 2 New Construction

- Retail under 10,000 sf
- Retail 10,000 sf – 20,000 sf
- Retail over 20,000 sf

#### 3 Design & Aesthetics Renovation/Remodel

A retail project that was an enhancement of an existing retail structure.

- Interior Retail under 5,000 sf
- Interior Retail 5,000 sf – 15,000 sf
- Interior Retail over 15,000 sf
- Exterior Retail under 20,000 sf
- Exterior Retail over 20,000 sf

#### 4 Development Process

- Any size project with a retail component that had unique development issues, site approvals, technical and financial challenges and/or incorporating sustainable design, materials or construction techniques.

#### 5 Redevelopment

- Any size project with a retail component that had an identifiable change of use to the project.

#### 6 Mixed Use

- Any size project encompassing retail and other non-retail uses where retail has made a significant contribution.

#### Eligibility

Projects completed and occupied between September 1, 2014 - August 31, 2015 are eligible.

Entries must be within the state of Minnesota.

Any one retail project may be submitted in multiple categories (use a separate form).

**There is no fee associated with making a nomination.**

Upon qualification, projects are subject to a fee. Upon receipt of all nominations and after qualification, MSCA will mail final entry forms, guidelines, judging criteria and fee information to the submittal contact.

Awards will be presented at the STARR<sup>SM</sup> Awards holiday party on **Tuesday, December 1, at Golden Valley Country Club** in Golden Valley.

Name of Nominated Project \_\_\_\_\_

Award Category \_\_\_\_\_

Project Address \_\_\_\_\_ City \_\_\_\_\_

Nominated By \_\_\_\_\_ Phone \_\_\_\_\_

Submittal Contact \_\_\_\_\_ Phone \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Copies of this form are acceptable. If you have questions, please contact Karla Keller Torp at (952) 888-3490.



MINNESOTA SHOPPING CENTER ASSOCIATION  
8120 Penn Avenue South, Suite 464  
Bloomington, MN 55431

phone: 952-888-3491  
fax: 952-888-0000  
web: msca-online.com