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Feature Article

WHAT'S SO GRAND ABOUT GRAND AVENUE



by Jeremy Striffler,
Cushman & Wakefield/NorthMarq

Grand Old Day has become an annual tradition to kick-off summer for many in the Twin Cities. This year, the largest one-day festival in the Midwest celebrated its 40th anniversary and attracted over 250,000 people. Up and down Grand Avenue in St. Paul, the young and old alike enjoyed over 150 food vendors, live music, a hot-dog eating contest and a fantastic parade of bands and floats.

However, many can remember a time not so long ago when Grand Avenue wasn't such a warm and welcoming place. In the book *Grand Avenue: The Renaissance of an Urban Street*, authors Billie Young and David Lanegran explain, "Grand Avenue in 1970 was a tired, neglected urban strip - ugly, unloved and about to be abandoned to a fate of decay and disintegration."

To combat this decline, the Grand Avenue Business Association was founded in 1966 with the goal of reducing crime and improving lighting and street surfaces. Further, the city of St. Paul launched two programs in the 1970s to encourage rehabilitation of buildings called Below Market Housing Rehabilitation (BMHR) and Below Market Interest Rate (BMIR). This led to houses appreciating in values and new residents seeking out goods and services from the businesses along Grand Avenue. These actions, along with some needed changes to the zoning laws, made Grand Avenue a viable mix of residential and commercial uses.

Forty years later, Grand Avenue is alive and kicking and is now home to a who's who list of successful local and national retailers and restaurants, including Anthropologie, Axel's Bonfire, Brasa, Cooks of Crocus Hill, Creative Kidstuff, Frattalone's ACE Hardware, J. Crew, Kowalski's, Patagonia, Pottery Barn, Punch, Salut, The North Face and the Wuollet Bakery.

Allison Kaplan, *Mpls.St.Paul Magazine's* shopping and style editor, believes that the area is one of the Twin Cities' real true gems. In an interview for this article she expounds, "Grand Avenue has a charm and character all its own - the mix of local and national retailers, unique restaurants and historic homes. Going to Grand Avenue is an event. It's worth driving a little longer and parking a little further away because there's nothing else quite like it."

Low Vacancy, High Rents

Stretching almost four miles from Cretin Avenue to 35E, the corridor encompasses 217 retail businesses totaling 663,420 sf

of space. The retail vacancy rate is incredibly low at only 1.90%, compared to 7.70% for the overall Twin Cities market.

The retail businesses along Grand Avenue are a diverse mix. Some meet the daily needs of the surrounding residents, students and employees; while others attract visitors from around the metro as true destination locations. And there is plenty of demand for space, which is reflected in rental rates

continued on next page >

Snapshot

THE SHOPPES AT ARBOR LAKES

Location: Maple Grove, MN
Month/Year Opened: September 2003
Owner: Prudential Investment Management
Managing Agent: UCR Asset Services
Center Manager: Keith Anderson
Real Estate Representative: Jim Larson, Cushman & Wakefield/NorthMarq, 952-837-8637
GLA: 372,996. **# of Stores:** 75
Market Area Served: NW Metro
Project Website: www.shoppesatarborlakes.com

Additional Facts: The Shoppes at Arbor Lakes, Minnesota's first lifestyle center, consists of four blocks of upscale shopping and dining in an outdoor setting. Whole Foods will open at the property on July 17. Visit www.shoppesatarborlakes.com for a full list of stores and restaurants as well as a schedule of summer events.



currently attracting \$25 to \$35 per square foot.

Rob Stolpestad, President of Exeter Realty Company, is very familiar with Grand Avenue through his direct involvement with projects along the corridor. He insightfully explains, "The retail landscape on Grand has frankly not changed too dramatically over the last ten years. Since 2000, there have only been two significant developments along the main core of Grand Avenue, namely the Grand Place development at Grand & Victoria and the Oxford Hill development at Grand & Oxford. My guess is that the percentage of national retailers along the core has increased by 10-15%. I think the overall caliber of retailers has improved over the last decade and there has been a further shift to more upscale users."

Joining the mix, French Meadow, the popular Uptown bakery and café, will soon be opening a new location in the former Coat of Many Colors and Coffee News Café spaces at 1662 Grand Avenue. Also, in the news recently is that long-time favorite, The Lexington, sold to Kevin Geisen and Joe Kasel, the owners of the Eagle Street Grille, which sits across the street from Xcel Energy Center. The Lexington closed this summer for renovations. The new owners have not revealed their plans for the space or menu yet, though a rooftop deck is rumored to be going up.

Key Drivers

Grand Avenue benefits from its strong surrounding residential and business population and academic institutions. In addition, there are many parks and attractions, such as the Cathedral of Saint Paul.

There are approximately 42,163 residents in 17,760 households in the area, including the historic Summit Avenue. Much of it is an older housing stock that dates back to the 1920s. Some of the more famous homes include the James J. Hill House and the Governor's Residence.

There are also approximately 13,321 employees and 2,381 businesses on and near Grand Avenue, including accountants, attorneys, insurance and other professional services.

In addition to the employment base, the market has many strong institutional anchors – "eds" and "meds." The local educational and medical institutions provide a needed source of stability to the community, in terms of job and residential growth. According to the Urban Land Institute, "these metropolitan environments appeal to the most attractive segments of the two biggest population cohorts – recent graduates, who hunger for exciting and remunerative employment, and wealthy seniors, who hanker for stimulating academic environments and the availability of top-flight doctors and medical facilities."

At one end of Grand Avenue is the University of St. Thomas, a private, Catholic liberal arts college, with 6,336 undergraduate students and 1,125 faculty and staff members. Further down the street at the intersection of Snelling & Grand is Macalester College, a private, liberal arts college that has 1,978 students and 170 faculty and staff members. And nearby on Randolph



Avenue is St. Catherine University, a private women's college, with nearly 1,000 residential students. In addition, at the intersection of Grand Avenue and 35E is United Hospital, which is the largest hospital in the Twin Cities east metro area and serves over 200,000 people each year.

Bright Future

Will Grand Avenue continue to be grand? Stolpestad

believes it will remain a strong retail market. He says, "Looking ahead to the next decade, I don't think there will be dramatic changes along Grand. Ground-up development will remain difficult due to high land prices and regulatory hurdles. I think rents will continue to increase, however, and Grand will continue to be a very attractive location for retailers and restaurants."

Kaplan warns that even as rents go up and more national or regional brands move in, it is essential that Grand Avenue maintain its local feel. She says, "Personally, I don't mind mixing some national names in with the locals. The well-known brands, if chosen carefully, can add a certain cache, and convenience. But I do think retaining some of the landmarks and one-of-a-kind businesses is essential to maintaining the appeal of Grand Avenue. The folks who come to Grand Avenue from Edina might stop in Pottery Barn and J.Crew, but it was Café Latte or Bread and Chocolate or Grand Hand Gallery that made it worth the trip."

Local and convenient is the key. George Latimer, former mayor of St. Paul, summarizes it best: "There is no wonder why Grand works so well. The mix of work and play in close proximity to where we live is simply the way people have gathered themselves for nearly all of our recorded history."

Hot App

CAMSCANNER

Have you ever been on the road away from a fax machine but need a contract or document signed? CamScanner can help. CamScanner is an intelligent document management solution for individuals, small business and organizations. Use your phone to SCAN (take a picture of) all kinds of paper documents; receipts, notes, invoices, business cards, etc. It then saves image and you can email or file them. CamScanner can be found on iTunes and the Android Market.



Member Profiles

Nicole Wagner Paster Enterprises

What is your primary career focus? Marketing

What is your favorite Disney movie?

Finding Nemo

What junk food is your weakness?

Potato Chips

What makes you feel old? Interviewing interns

What is something you have always wanted

to try? Surfing

If you could hire out one household chore, what would it be?

Cleaning

What is your favorite board game? Sorry!

What is your favorite alcoholic drink? Stoli soda with a lime

What was your favorite toy as a kid? Barbies

How many rings before you answer the phone? Two

What is something you said you would never do, but did

anyway? Wear leggings again

How long have you been an MSCA member? 5 years



Sherry Weber Mall of America

What is your primary career focus? Specialty

Leasing

What is your favorite Disney movie?

The Lion King

What junk food is your weakness? Chocolate

What makes you feel old? My daughter

graduating from college

What is something you have always wanted to try? Skydiving

If you could hire out one household chore, what would it be?

Dusting

What is your favorite board game? Scrabble

What is your favorite alcoholic drink? Captain coke

What was your favorite toy as a kid? My bike

How many rings before you answer the phone? 1-2 usually

What is something you said you would never do, but did

anyway? Whitewater rafting in Alaska

How long have you been an MSCA member? 5 years



NEW MSCA MEMBERS

Andy McConville, CBRE

Matt Karnas, Venture Mortgage Corporation

Wendy Thompson, Suntide Commercial Real Estate

Rising Star

RED COW

by [Greg Brenny](#), Fafinski Mark & Johnson, P.A.



The newest neighborhood eatery in the 50th & France retail area is the Red Cow. The Red Cow opened in February and is located in Minneapolis at the northeast corner of Drew & 50th. The Red Cow is a welcome alternative in an area that is continually adding new restaurants and is growing ever more into a restaurant destination. The Red Cow provides a sophisticated twist on the classic neighborhood tavern celebrating finely crafted eats and drinks with a focus on gourmet burgers, craft beers, and fine wine.

The Red Cow has smartly converted a former Blockbuster building into a fun, vibrant restaurant. Who would ever know that the dvd horror section was once located where the kitchen now operates? The Red Cow nicely incorporates a rustic and industrial design into a casual and comfortable environment that provides a modern update to tavern décor. Enter the door and go left for a louder, busier and more open bar experience, go right for a more casual classic dining experience, go outside for Al fresco dining, weather permitting.

The food is excellent with a nice blend of standard and unique tavern food.

While you can order a classic Angus beef burger with fries, other options are plentiful. Fifteen varieties of burgers are served that include a breakfast burger with peanut butter or, an egg, bacon and cheddar on sourdough bread (a recommended choice), along with even more unusual variations of bison, elk, lamb, salmon, chicken or duck burgers. Shareable plates include pork belly sliders (which are delicious), carmel-bacon puffcorn (which you have to try), sweet potato crinkle planks, scotch eggs and Wisconsin cheese curds (no State Fair required). Sandwiches, salads and scratch soups are also offered. If beer or wine is what you desire, 36 craft beers are on tap, mostly from local and micro breweries, and 35 wines by the glass are offered—each being poured from a sophisticated system that strives to optimize freshness.

Red Cow has a great appeal as a neighborhood establishment that you want to visit again. The food and atmosphere provide opportunities to both explore and relax. Plus, with the cost being reasonable as one would expect of a neighborhood place, and a daily happy hour offering discounts on select food, beer and wine, why not keep coming back?

3624 W 50th Street, Minneapolis, MN • (612) 767-4411



RED COW

• fine burgers, beer & wine •



■ **Frattallone's ACE Hardware** plans to open a store in Eden Prairie next month. It will be the company's 19th Twin Cities location. Frattallone's recently bought an 11,000-sf freestanding building at 7820 Eden Prairie Road, just west of Highway 5.

■ **French Corner Bistro & Bakery** has officially opened its doors at 1200 Nicollet Avenue in downtown Minneapolis.

■ **Dry Goods**, a Von Maur spin-off focusing on affordable trend apparel for young women will open its first Twin Cities store this year at Southdale Center.

■ **The North Face** will open a store at Galleria this fall. This will mark the third Twin Cities location for the popular outdoor apparel brand, which also has stores in Uptown and on Grand Avenue in St. Paul. North Face will occupy 5,961 sf—nearly the size of the Uptown store—next to Pittsburgh Blue at the Galleria's east end.

■ **T. J. Maxx** has signed a lease at Midway Marketplace in St. Paul, where it will join tenants such as Herberger's, Cub Foods, Walmart and L.A. Fitness. T.J. Maxx will fill a 26,040-sf space formerly occupied by PetSmart at the shopping center located at 1450 W. University Avenue.

■ **Marshalls** plans to leave Southdale Center, relocating to a new space nearby. Marshalls is under construction on a 26,000-sf store at Southdale 494 Shopping Center in Bloomington, where it will fill a space formerly occupied by CompUSA. When that store opens in September, the retailer will close its roughly 40,000-sf store in Southdale's basement.

■ **Broders' Terzo Vino Bar**, a wine bar on the southeast corner of 50th Street & Penn Avenue in Minneapolis opened. It is located in the former Pierre's Bistro space. The Broder family already runs Broders' Pasta Bar, located on the southwest corner, and Broders' Cucina Italiana, located on the northwest corner. Terzo, Italian for "third," is their third restaurant.

■ **Biella**, an upscale Italian restaurant on Water Street in Excelsior, closed in June after 10 years in business.



■ Local restaurateur Gene Suh has signed a lease for the former T.G.I. Friday's space at Eden Prairie Center, where he plans to open a restaurant called **Prairie Tap House** in September. It will occupy a roughly 6,500-sf space near Wildfire and Biaggi's Ristorante Italiano.

■ **Monique Lhuillier**, a celebrity-favorite designer who made Edina her first retail outpost when she expanded out of Los Angeles a decade ago, is pulling up stakes in the Twin Cities. Lhuillier's store in the 50th & France neighborhood, which specialized in the designer's hallmark wedding gowns and ready-to-wear styles, will close in August.

■ **Honey & Mackie's**, the startup ice cream and French fry shop on County Road 24 in Plymouth, recently opened and offers 24 homemade ice cream flavors, along with nine different sauces for its French fries.



■ **Paragon Outlet Partners** is breaking ground on a 409,000-sf outlet mall near the Mall of America that will have approximately 100 shops. A Saks Fifth Avenue Off 5th discount store will anchor the development and the company recently added to the list of tenants, announcing Brooks Brothers, Coach, Calvin Klein, Michael Kors, Polo Ralph Lauren, Nike, Banana Republic, Gap, Tommy Hilfiger, Swarovski, Puma, Van Heusen, Crazy 8, Janie & Jack, Johnston & Murphy, and Wilson's Leather.

■ **Marin Restaurant & Bar**, the new restaurant at the Le Méridien Chambers hotel in downtown Minneapolis, opened for business in late June.

■ **The Birdhouse** restaurant on Hennepin Avenue in Uptown has closed after only one year in business.

■ Restaurateurs are gutting the Sunny Side Up Cafe and neighboring laundromat at 27th & Lyndale in Minneapolis to build **Heyday**, a new restaurant opening in December.

■ H.J. Development Inc. soon will begin construction on a 14,000-sf retail strip center in front of the Cub Foods at the intersections of Highway 7 & County Road 101 in Minnetonka. The development, called **Shoppes on 101**, already is fully leased. The tenants will include **Noodles & Co.**, **SportClips**, **CherryBerry Frozen Yogurt**, and **Sprint**.

■ **Chipotle Mexican Grill** opened its newest Minnesota store in June at 4717 County Road 101 in Minnetonka.

■ A chef-driven restaurant called **Lake & Irving** is moving into the old Blue Sky Creamery building at 1513 W. Lake Street in the Uptown neighborhood.

■ **Anytime Fitness** opened at Cedar Point Commons, between Target and Home Depot, at 6401 Richfield Parkway in Richfield.



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Newsletter

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Retail Report

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- Nicole Wagner, Paster Enterprises
- Susan Wilson, CBRE

Please contact any member of the Newsletter Committee with suggestions or article ideas.

Notice throughout the newsletter, that names that are green and underlined are linked to that individual's email address.

MSCA Events

THIRD THURSDAYS

Next Meeting:

Thursday, July 18

Time:

8:30 am – 9:30 am

Where:

Panera Bread,
5680 Cedar Lake
Road, St. Louis Park

Member host:

Jeff Orosz, CMA

What: Casual networking hosted by MSCA members

When: Third Thursday of every month from EITHER 8:30–9:30 am or 4:00–5:00 pm.

Why: Create synergy in the commercial real estate industry—share ideas and stories and make new effective relationships. RSVP to **Karla** is preferred, but not required.

2013 CALENDAR

For more information and registration, go to www.msca-online.com

Click on date within current month for details and registration link for that meeting.

-  Monthly Program
-  Third Thursdays
-  Learning Sessions

SUN	MON	TUES	WED	THUR	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
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28	29	30	31			

AUGUST

SUN	MON	TUES	WED	THUR	FRI	SAT
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SEPTEMBER

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OCTOBER

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NOVEMBER

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DECEMBER

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22	23	24	25	26	27	28
29	30	31				

To view MSCA program presentations, [click here](#).

GET THE SCOOP ON THE NORTH LOOP

by [Judy Lawrence](#), Kraus Anderson Companies



This month's panel discussed the characteristics of the North Loop, the development currently underway, and the leasing opportunities in the North Loop.

David Frank, president of the North Loop Association, introduced us to the parameters of the North Loop. We found out that it was densely populated, rapidly growing and had very little green space.

It currently houses many condos and small apartments. Frank made this Minneapolis neighborhood sound very exciting and energized, citing that the Association was doing a feasibility study for a public park in the area, the state was developing a transportation interchange in the area, and that all parties were trying to determine how to make this neighborhood more family friendly.

So what makes this area so attractive to developers? **Bill Katter**, Vice President of Development for United Properties noted a few aspects of this area that developers find advantageous.

The density of population proves attractive to businesses in the area for both customers and employees. Secondly, there is a sense of connectivity in the district; it is nearby Target Field, the Mississippi River, and other activity centers.

The third aspect of this locale is that the cost of land is relatively inexpensive. This helps a developer's proforma and allows for reasonable rents. Another attraction relating to development costs is that there are many historic buildings in the area which may qualify for incentives from historical preservation groups.

Finally, the tremendous population growth allows for great opportunity and seemingly reduces the risk of those investing in the district. It is the fastest growing neighborhood in Minneapolis and its growth is double that of the 2nd, 3rd and 4th growth centers, according to Frank.

United Properties first venture into the North Loop was the Ford Center in 2010. It is currently 99.5% leased. The next project was the 701 Washington Building currently in development. Fifty percent of this property is preleased and will include the Loose Wiles Brew Pub, a Blue Plate Group concept.

Plans are in progress for the transportation interchange. This tract will allow for a public park in the north area as well as the county's contribution of a public parking ramp. The future building will have limited retail as well as multiple floors of office space. In addition, the metropolitan transit police will be housed in this building.

In support of making the area more family-friendly, there is interest in developing larger apartments than will appeal to growing families and empty nesters.



June speakers (l to r)

Jeff Orosz, CMA (moderator)
Carrie Charleston, Mid-America Real Estate – Minnesota, LLC
Bill Katter, United Properties
David Frank, North Loop Association

Carrie Charleston, Retail Leasing Specialist for the Mid-America Real Estate Group, led us on a wonderful tour of the North Loop area describing leasing opportunities of all shapes and sizes. Many of the planned developments include restaurant and small shop opportunities to meet most consumers' needs.

For further information, click [here](#).

PROFESSIONAL SHOWCASE



Natural Reflections will improve your shopping appeal with holiday/seasonal winter lighting and all year landscape lighting. They have been in business for 15 years and use energy efficient LED Lighting. Contact Skip at (763) 682-2080. Visit the website at www.fittingnaturalreflections.com.

NOW ACCEPTING MSCA HALL OF FAME NOMINATIONS

This award shall go to a current MSCA member who has shown outstanding participation, leadership, and achievement for at least 10 years of service within MSCA and the retail real estate industry. The candidate must be a valuable ambassador to MSCA and demonstrate identifiable results within our industry. The candidate must exhibit mentorship skills by sharing his or her knowledge to help better our industry and individuals.

SUBMISSION DUE DATE: September 27, 2013

[Click](#) to get the nomination form.

HOW MANAGING A MIXED USE PROJECT AFFECTS PROPERTY MANAGEMENT

by [Jackie Knight](#) & Nancy Warnen,
The Ackerberg Group



Just as its moniker implies, mixed use projects can produce mixed results for a property management team. A shared facility which serves one tenant as an office/showroom and the other tenant as strictly short-term turnaround storage can create tension as to equipment usage, encroachment into "my square footage" and the level of care they take with the premises.



On a somewhat larger scale, that urban favorite lower level retail/upper level residential has its own challenges, such as daytime customer parking versus overnight tenant parking. Trash and recycling containers are often misused by the residents, who are often less concerned with curb appeal than the retailer. On the plus side, we've also experienced the retailer acting as a surrogate parent to the younger renter, offering cookies and worldly advice at the same time. Noise can also be an issue at these type of properties – the only loud thumping music a residential tenant wants to hear at night is their own!

The ultimate challenge is lower level restaurant/upper level Class A office. There may be restaurant patrons looking for a restroom or sightseeing the office amenities, which causes security concerns. While having convenient access to lunchtime options is great, we definitely have experienced the Monday morning blues. Our highly stylized office lobby demands an equally attractive entrance. Weekend bar patrons can create havoc, so adding extra day-porter hours to keep the grounds fresh and inviting to the office workers arriving early Monday morning is a must.

Whether they are sharing space with office or residential tenants, odors from a restaurant can also cause a headache – roof exhausts from being directed into the intake for another can create a lot of havoc. What smells good to a customer stopping in for a lunch does not smell as good to those using the building all day long every day.

In addition to the complications these various uses create, there is also the matter of timing for your work day. Restaurant issues and residential issues tend to happen later at night or on the weekends, or on holidays, while office issues are more common during the day. At any given time, the likelihood that someone wants your attention at a mixed use property is high, which is challenging from a time management standpoint.

Mixed use certainly provides some additional challenges for property management, but as a proponent of urban density, we wouldn't have it any other way.

by [Leah Maurer](#),
MSCA Legislative Committee Co-Chair &
Sr. Associate at Cushman & Wakefield/NorthMarq



The Importance of Legislative Advocacy

"Never doubt that a small group of thoughtful committed citizens can change the world. Indeed, it's the only thing that ever has." -Margaret Mead

Even though the 2013 Legislative Session is complete, MSCA's Legislative Committee's efforts are far from done. The committee will continue to work behind the scenes to ensure MSCA is prepared for upcoming advocacy opportunities, working closely with our lobbyists Faegre Baker Daniels through the remainder of the year.

Why is advocacy important to MSCA members?

- Advocacy helps ensure that elected officials understand the business of the shopping center industry;
- It promotes positive change in policy; and
- It ensures that you and your clients have a voice that will be heard.

During the last Legislative Session our advocacy efforts were critical in preventing expansion of sales tax to clothing, business-to-business service taxes, and Street Improvement Fees. Further, we supported the "Amazon Tax" bill which passed this year.

Promoting a better climate for business in the shopping center industry does not come free. We ask that you please support our advocacy efforts by donating to the Legislative Fund. Your donations provide funding for the following:

- Lobbying Efforts
- Business Day at the Capitol
- Economic Impact Study – sent to all Representatives, Senators and the Governor
- Legislative Coffees with Elected Officials
- Legislative Education Sessions

We greatly appreciate your financial support as it is critical to our sustained efforts and continued success. Please contact [Karla](#) to donate directly to the Legislative Fund.

MEMBER NEWS

Mid America has added Ole Froystad to their landlord leasing team. Ole was last at Yablo Commercial.

Suntide Commercial Realty has welcomed Wendy Thompson to their cadre of real estate professionals. Her responsibilities will include new business development and leasing.

22ND ANNUAL MSCA GOLF TOURNAMENT



It was a beautiful sunny day for the 22nd Annual Golf Tournament held on June 17. It was another great year of golfing and networking with other MSCA members and their clients. We are happy to report that we had 260 golfers, 61 feature/event hole/green sponsors and an additional 45 people came to join us for dinner.

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.



New this year, we would like to recognize and thank **Cutting Edge Property Maintenance** as our Golf Tournament Title sponsor, **The Mandinec Group Landscaping Inc.** and **Mid-America Real Estate –**

Minnesota, LLC as the Oasis sponsors which hosted chips, salsa, margaritas and Coronas.

In addition, **Yale Mechanical** was our first golf Bag Tag sponsor and **Lindstrom Commercial Realtors** and **Stonewood Properties** were our Dinner sponsors. We would also like to extend a huge thank you to **H.J. Development, Inc.** who sponsored the boxed lunches, **Kraus-Anderson Companies** for the beverage sponsorship and to **All Elements, Inc.** for another great year of sponsoring the decorated and fully stocked Par-Tee Carts with great items!

Many thanks to all the companies that sponsored holes, 20 of which handed out beverages, and all the hole sponsors that had fun and interactive events. Additional thanks to **Doug Sailor** for singing our national anthem, **Bruce Carlson and The Redemption Alley Band** for entertaining us and all the companies that donated raffle and good bag items.

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 23rd Annual MSCA Golf Tournament scheduled for June 16, 2014!



Land and Energy
DEVELOPMENT CONSULTANTS

Westwood

Thank you for visiting us at the MSCA golf event!



Surveying
Engineering
Planning

952-937-5150

westwoodps.com



COURSE WINNERS

OVERALL – Crossroads Course:

1st Place:

Rick Plessner
Jeff Nat
Craig O'Halloran
Dick Grones

Proximity: **Kent Larson**

Longest Putt: **Ryan Burke**

Longest Drive (Women): **Luann Johnson**

Longest Drive (Men): **Dave Nelson**

OVERALL - Signature Course:

1st Place:

Nick Murnane
Ted Gonsior
Andy Heieie
Erik Heltne

Proximity: **Jim Lavalle**

Longest Putt: **Andy Heieie**

Longest Drive (Women): **Tara Thurber**

Longest Drive (Men): **Rick Schroeder**

SKINS WINNERS – Crossroads Course

It was a tie!

Dennis Richardson, Steve Clifford, Tony Winczewski, Nick Ostman
Joe Kaltsas, Eric Fosmo, Aaron Helmquist, Laurie Jones

SKINS WINNERS – Signature Course

It was a tie!

Doug Sailor, Vince Dreissen, Tim Cashin, Kriss Novak
Pat Kasid, Dave Scott, Paul Tucci, Jay Moore



SPONSOR WINNERS

Thank you to the following golf hole sponsors who had event winners.

Associated Bank hosted an event that gave away Twins tickets.

Winner: **Valerie Doleman**

BELFORE Property Restoration hosted an event that gave away Twins tickets.

Winner: **Curt Martinson, Doran Construction**

CMA hosted an event on each course that gave away a \$50 Best Buy gift card.

Winners: **Johnny Reimann & Rick Plessner**

Commercial Partners Title, LLC hosted an event that gave away two \$100 Capital Grille gift cards.

Winners: **Brian Merz & Brandon Lichty**

Cutting Edge Property Maintenance hosted an event that gave away two \$50 Pinstripes gift certificates.

Winners: **Peter Tanis & Tony Barranco**

DLR Group hosted an event that gave away a \$100 Bank Restaurant gift card.

Winner: **Tom Palmquist**

Guaranty Commercial Title, Inc. hosted an event that gave away a Dooney & Bourke Shopper.

Winner: **Tony Barranco**

Kimley-Horn and Associates, Inc. hosted an event on each course that gave away \$100 Golf Galaxy gift cards.

Winner: **Greg LaMere & Luann Johnson**

McDonough's Water Jetting and Drain Cleaning hosted an event that gave away an extra large bottle of Grey Goose Vodka.

Winner: **Nick Ostman**

NaturalGreen Landscape Management hosted an event that gave away a catered lunch from Dufners Deli.

Winner: **Jesse Hodapp**

Paster Enterprises hosted a putting contest that gave away an ipad mini.

Winner: **Dave Nelson**

Prescription Landscape hosted an event that gave away Pro VI golf balls.

Winner: **Dave Nelson**

Reliable Property Services L.L.C. hosted an event that gave away an ipad mini.

Winner: **Michael Stephens**

RLK Incorporated hosted an event on each course that gave away \$100 Gander Mountain gift certificates.

Winners: **Dave Nelson & Brandon Champeau**

St. Cloud State Real Estate Alumni Association hosted an event that gave away a \$50 gift card to Blue Plate Groups Restaurants.

Winner: **Eric Fosmo**

U.S. Bank hosted an event that gave away cash.

Winner: **Rick Plessner**

Westwood Professional Showcase hosted an event on each course that gave away a \$50 Cub Foods gift card and a \$50 Target gift card.

Winners: **Ted Gonsier & Greg Dumke**

GOLF SPONSORS

GOLF TOURNAMENT TITLE SPONSOR:

Cutting Edge

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: All Elements, Inc.

BAG TAG SPONSOR: Yale Mechanical

DINNER SPONSORS:

Lidstrom Commercial Realtors
Stonewood Properties, Inc.

HOLE SPONSORS:

ACI Asphalt Contractors, Inc.
Aspen Waste
Associated Bank Commercial Real Estate
Barna, Guzy & Steffen
BELFOR Property Restoration
BMO Harris Bank
Bloom Commercial Real Estate
Building Resources Corp.
CMA
Commercial Partners Title, LLC
The Crew Facility & Maintenance
Cutting Edge Property Maintenance
DLR Group
Doran Construction
Fredrikson & Byron, P.A.
Great Clips, Inc.
Guaranty Commercial Title, Inc.
Horizon Roofing Inc.
Hunter Industries
Kimley-Horn and Associates, Inc.
McDonough's Water Jetting and Drain Cleaning
McGladrey LLP
Metro Paving Inc.
MFRA
Midwest Maintenance & Mechanical, Inc.
Minnesota Real Estate Journal
NaturalGreen Landscape Management
Oppidan Investment Company
The Opus Group
Paster Enterprises LLC
Plunkett's Pest Control
Prescription Landscape
Reliable Property Services LLC
RLK Incorporated
St. Cloud State Real Estate Alumni Association
Talberg Lawn & Landscape
TCI Architects, Engineers, Contractor, Inc.
The Lawn Ranger
U.S. Bank
Victory Capital Corporation and Victory Real Estate Services
Westwood Professional Services

THANK YOU VOLUNTEERS!

We couldn't have done it without you!

Jeremy Asher, Graphic House Signs

Tony Barranco, Ryan Companies US, Inc.

Ryan Burke, Kraus-Anderson Companies

Deb Carlson, Cushman & Wakefield/NorthMarq

Mike Collins, Cutting Edge Property Maintenance

Jesseka Doherty, Mid-America Real Estate – Minnesota, LLC

Jon Fahning, Shingobee Builders

Jim Gray, Northtown Mall/Glimcher Realty Trust

Mike Gross, The Ackerberg Group

Dainen Herman, NaturalGreen Landscape Management

Dan Jernberg, All Elements, Inc.

Anne Jeske, Kraus-Anderson Companies

Christy Lewis, Doran Construction

Paula Mueller, Northtown Mall/Glimcher Realty Trust

Dian Parnell, Kraus-Anderson Companies

Bill Parr, Talberg Lawn & Landscape

Stephanie Scherer, Metro Equity Management LLC

Jamie Swanson, Kraus-Anderson Companies

Ronn Thomas, Cushman & Wakefield/NorthMarq

RAFFLE DONORS

Diehl and Partners, LLC

CoStar Group

Doran Construction

Majestic Oaks Golf Course

Shingobee

Sunbelt Business Brokers

Thank you to
all MSCA golfers
and volunteers for
your help and
dedication to the
22nd Annual Golf
Tournament.

It was a beautiful day of
sunshine and with
everyone's support, we
managed to have fun,
network and play 18
holes of golf!

~ KARLA
MSCA STAFF

STARR_{SM} Awards

CALL FOR NOMINATIONS



Projects Completed by: September 1, 2012 - August 31, 2013

Deadline: Nominations must be received via mail or fax by **July 12, 2013.**

Categories

Please check ONE (1) box.

The annual MSCA **S**hopping Center **T**ribute **A**wards for **R**etail **R**eal Estate (STARR_{SM}) 2013 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 – 25,000 sf
- Retail over 25,000 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 – 20,000 sf
- Interior Retail over 20,000 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, 2012 - August 31, 2013 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_{SM} Awards holiday party on **Tuesday, December 3, 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.

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