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Feature Article

WHAT WAS YOUR FIRST DEAL?

compiled by [Deb Carlson](#),
Cushman & Wakefield/NorthMarq



We thought it would be both enlightening and fun to solicit stories from our members on their first deals in the business. We have, where needed, "changed the names to protect the innocent." Enjoy!

PETER BERRIE, Faegre Baker Daniels: My first deal as a brand-new lawyer involved a loan to a limited partnership. After months of negotiation, on the actual closing day, someone finally realized that the general partner needed to get each of his three limited partners to consent to the loan. Unfortunately, he had never mentioned the loan to them. So we needed to get each of the investors' consents within the remaining hours of that day. Investor #1 only had a divorce lawyer and wasn't going to sign without knowing more. Investor #2 was actually having a root canal procedure and his lawyer was on a 6-month sabbatical. Investor #3 had a lawyer in town who eventually approved the transaction. Each of the three investors DID approve the deal, and the loan closed on time. We never checked to see if there was drool and/or blood on Investor #2's signature page.

PAT BORGMAN, Dollar Tree: My first deal was a 10,000-sf office/warehouse deal in Eagan. I had no formal training at all, no understanding of real estate, deal structure, etc... I came to find out pretty well down the road in the deal that there were these things called "CAM, RETX, and INS" to pay on top of the rent. I thought it was an all-in number. My (cold called) client was none too pleased with me. Got the deal done and I did several follow up visits to see how they were doing (and repeatedly apologize) over a roughly two-year period. Turned into a home run for them as business took off and despite the extra charges, it was a competitive market deal.

MIKE BROICH, Target: I don't remember my first deal, but I do remember of being in "awe" of the expanding/folding accordion file holder that held all of the closing documents. Much more sophisticated than a pile of papers on a table.

BARRY BROTLUND, InSite Commercial Real Estate: I'm too old to remember my first deal. Seriously, I was freshly recruited to work on apartment sales from selling residential and the company that recruited me had ties to the old Midwest Federal S&L. They had just gotten back through foreclosure about 25 multi-family properties in the U of M neighborhood and we got the listing for all of them plus new 80% LTV financing at below market rates and good pricing. We sold them all in three months and sold them again 18 months later. That was it. I never looked back.

continued on next page

Snapshot VILLAGE SHOPPES OF CHANHASSEN

- Location:** Lake Drive E & Main Street, Chanhassen, MN
- Month/Year Opened:** Spring of 2014
- Owner:** Solomon Real Estate Group
- Managing Agent and Center Manager:** Mid-America Real Estate
- Real Estate Representative:** Mark Robinson, Mid-America 952-563-6664. Robert Wise, Mid-America 952-563-6680
- Architect:** Studio 55 Architects, LLP (formerly JAmDal Architects, LLC)
- Civil / Landscape:** Westwood Professional Services
- GLA:** 13,175 SF
- Market Area Served:** Chanhassen
- Construction Style:** Brick, Glass
- Project Website:** [Village Shoppes](#)
- Additional Facts:** 1,200 – 5,000 sf spaces available in new construction retail building. This is a rare opportunity for great retail in the high income Chanhassen trade area, with great visibility to Highway 5 and great access to Highway 101. End cap with patio and inline space available, with parking on all four sides of building. Area tenants include: Lakewinds Natural Foods, Target, Cub Foods, Byerly's, Buffalo Wild Wings, Culver's, Chipotle, Foss Swim School, and more.



STEVE DAY, JL Sullivan Construction: My first job out of college was as a construction engineer for Pizza Hut in southern California. This was back in the days of the pizza delivery wars between Domino's and Pizza Hut, as both companies raced to build as many delivery outlets as they could. My first real project was a Pizza Hut delivery/carry-out restaurant in San Luis Obispo, CA. The Pizza Hut was going into a space in a strip center being vacated by a tuxedo shop. In CA at that time, it wasn't enough just to have money to pay for SAC/WAC fees. They actually required you to offset your new higher water use by making conservation measures somewhere else in town. I ended up installing some low-flow toilet conversion kits in all of the rooms in one of the local hotels to satisfy the requirement. The whole affair was pretty intimidating to the young engineer from Iowa. I had my first up close and personal experience with how much fun government regulations and processes can be!

LISA DIEHL, Diehl and Partners: We were going through the due diligence and approvals for a new McDonald's in southern Minnesota, and everything was going smoothly. We received all the clearances from the city staff, planning commission, council and the project was on schedule to start construction. Until the call came in! The construction company placed the shovel in the ground to start preparing the site, only to find out they had found something buried in the middle of the property! It turns out it was a buried bus. The project came to a short stop immediately. Fortunately, we were able to figure out how it had gotten there and how long it had been buried. The good news is the bus was removed without any issues, the construction proceeded, and the grand opening was only delayed by one week.

STEVE JOHNSON, Solomon Real Estate: Early in my career in the 80's I started working for Walsh Dunsmore doing tenant rep. One of the guys I worked with was a retired professional hockey player, Canadian born, married and living in the U.S. on a green card. Control Data Corp was downsizing and looking to lease out portions of their building, and this guy had a client who absolutely wanted to lease space in that building. Because of his lack of citizenship, he was not allowed to enter the building because of Control Data's numerous military contracts. So I conducted showings and negotiated the deal. When we got it done, he not only shared his commission with me but also gave me a bonus of some fishing equipment!

BEN KRSTNAK, Hempel Companies: My first deal was a nail salon deal in Golden Valley of 1,062.5 sf. To this day, I still have not done another deal with 1/2 sf! I was still in college when I entered the business, and the deal was paramount to me since closing it meant I would have enough money to go on spring break in Mazatlan with my then girlfriend. Fortunately, the deal closed and we enjoyed muchas cervezas and nachos at the beach.

JIM LARSON, Cushman & Wakefield/NorthMarq: In one of my early years, I was working on a locally-owned Asian restaurant deal. It was hard to communicate with the owners due to the language barrier. We came to the point where my client needed to review and approve the tenant's financial condition, and I asked for their balance sheet. They did not



understand. I did my best to describe what it was--a statement of assets/liabilities, etc. No comprehension. I then explained something along the lines of needing to know how much money they had. This clicked, they had money. I needed to know how much they had, which banks it was in, etc. He finally understood and told me he had an amount (about \$30,000 as I recall) "in coffee can, under sink, in kitchen."

STEFANIE MEYER, Mid-America Real Estate: I'll never forget when I first started working with Mike Scott and Mike Sims at UP, they were presented the opportunity to work

with Hard Rock Café. The rep called and said he was coming to town to tour the market on a certain date and unfortunately both Mikes were out of town. I had to tour the rep around town in my small (old) Chevy Cavalier. Mike Sims asked me if I knew how to get to Roseville, and at that time I had no clue. I had some fast learning to do! I was fortunate to have the opportunity and feel very lucky the man understood of where I was at in my career. We helped them open their store in Block e multiple years later.

KIM MEYERS, Cushman & Wakefield/NorthMarq: I remember getting my check for my first deal – and promptly went over to Alaskan Furs and bought a red fox coat!

DOUG SAILOR, Mid-America Real Estate: In 1984 I managed a small mall in Green Bay, WI. I had Packer tickets from my newspaper rep for every home game. The Friday before that year's home game against the Bears, we had the Packers Quarterback Lynn Dickey at our mall signing autographs. After the event, he asked me if I had tickets to the game. Assuming Lynn Dickey tickets would be the best in the house...I lied and said NO. So I took his tickets, and gave my otherwise pretty good seats to a couple of employee's in the mall. I took a date to the game and the tickets ended up being the WORST seats in the house – AND surrounded by Bears fans. That's when I learned to never again lie about ANYTHING! Served me right.

PAUL SEVENICH, CSM Corporation: One of my first deals was a temporary tenant I put in the mall common area of the newly renovated Southdale Center in 1992. Select Comfort was a start up and ready to test their new innovative bed products on mall customers. We agreed to terms and they set up in a kiosk structure near the new Dayton's entrance just off Center Court. A few hours after they opened the President & CEO of the former GGP happened to walk past during a mall tour and promptly marched down to my office to order me in no uncertain terms to "remove the bed guy from common area immediately". I sheepishly moved the tenant to a small inline second level vacancy and the retailer was not happy with the sudden relocation. The tenant survived the move and today Select Comfort -The Sleep Number Store has more than 400 stores in the US, annual sales volume of \$935 million and a market cap greater than \$1 billion.

DAVID STRADTMAN, Alliance Bank: The Cold Spring, MN Teal's Supervalu had to be the most complicated 16,000-sf grocery store ever: four parcel assemblage, TIF, Railroad land swap, buyer was the mayor, the first TIF consultant for Cold Spring was being investigated for various inappropriate activities... on and on and on... as Nietzsche said, "That which does not kill us makes us stronger."

continued on next page

LINDA ZELM, Small Business Real Estate Advisors: My first deal was a small Chinese restaurant for Duck Creek Plaza in Bettendorf, Iowa. I was working as a mall manager for General Growth Properties in 1984, and part of my job description was leasing the mall in partnership with Jeff Collins who handled the national tenants and worked for the corporate office in Des Moines. The property was part mall and part open air center. It was undergoing a complete transformation into a fully covered mall. I had never been a mall manager and had never done any leasing of any kind. The space was long and narrow with a lot of mall frontage in the older part of the mall. The Chinese family had never owned a restaurant and spoke little English. Understanding a mall type of lease with all of its additional charges such as Merchants Association, water, trash and taxes was really tough for them. So I crafted a deal for them based upon their projections and when it came time to sign the lease, I sat down with them at a table in the middle of the mall. I went through and explained every word of the lengthy mall lease. They became a delightful tenant always participating in every mall event with enthusiasm.



SUMMER INTERNSHIPS

MSCA is proud to be one of 8 professional associations and 20 individuals that is a part of the Commercial Real Estate (CRE) Diversity Collaborative, a driving force connecting the industry with a rich blend of ethnic, cultural and gender-diverse talent reflective of our communities and critical to the future success of the industry.

The CRE Diversity Collaborative is teaming up with AchieveMpls to promote their summer internship program, STEP-UP Achieve. STEP-UP Achieve empowers youth ages 16-21 to take critical steps toward meaningful careers. All interns complete work-readiness training and are carefully matched with companies based on skills, interests and availability. The summer employment program runs from mid-June to mid-August.

Learn how to become a STEP-UP Achieve employer by visiting www.achievempls.org/stepupachieve or contact Jeremiah Brown, STEP-UP Achieve Director at 612-455-1562. Any additional question about the CBRE Diversity Collaborative contact Karla Keller Torp at 952-888-3490.

A large advertisement for Paster Enterprises LLC. The background is a photograph of a modern shopping center with brick buildings, large windows, and a parking lot with several cars. The sky is clear and blue. Overlaid on the image is text in a serif font. At the top, it says "DEDICATED TO PROVIDING NEEDED GOODS AND SERVICES TO COMMUNITIES SINCE 1948". Below that, in a larger font, it says "For Leasing Opportunities Call: 651.646.7901". At the bottom right, the company name "PASTER ENTERPRISES LLC" is written in a large, bold, serif font, with "LLC" in a smaller font to the right. Below the company name, it says "SHOPPING CENTER DEVELOPMENT & MANAGEMENT" and "2227 University Avenue • Saint Paul, MN 55114" and "www.pasterenterprises.com".

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Member Profiles

JOAN SUKO

Ridgedale Center/General Growth Properties

What is your primary career focus?

Shopping Center Management

What is your favorite Disney movie?

Pirates of the Caribbean

What junk food is your weakness?

Potato chips

What makes you feel old?

Sending my two kids off to college

What is something you have always wanted to try?

I just tried, and loved, stand up paddle boarding

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

Washing windows

What is your favorite board game?

Can't say I have one!

What is your favorite alcoholic drink?

Craft beers

What was your favorite toy as a kid?

My bike

How many rings before you answer the phone?

Three

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

Ran a half marathon

How long have you been an MSCA member?

15+ years



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What is your favorite Disney movie?

The Lion King (particularly James Earl Jones as "Mufasa")

What junk food is your weakness?

Twizzlers—strawberry or cherry—it doesn't matter

What makes you feel old?

Snowboarders—don't kids ski anymore?

What is something you have always wanted to try?

My bucket list is long but piloting a plane, scuba diving on the Great Barrier Reef and climbing Mount Kilimanjaro are presently tied at the top

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

Laundry

What is your favorite board game?

Tie between Monopoly and Risk—probably analogous to my career focus

What is your favorite alcoholic drink?

A nice Malbec, Cabernet or Pinot

What was your favorite toy as a kid?

BB gun and lawn darts—different era before plaintiff attorneys

How many rings before you answer the phone?

As few as possible but with three lines, I'm usually on at least one

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

Run a marathon—17 marathons (including Boston twice) later I'm still wondering what happened

How long have you been an MSCA member?

Since 2008



Hot Spots

UNION RESTAURANT AND ROOFTOP



by **Eric Tuck**, McGladrey LLP

As spring approaches, we all get the itch for some quality time at our favorite establishment's outdoor patio to soak in the warm breezes that we have longed for all winter season.

Downtown Minneapolis has given us our newest arrival when it comes to outdoor offerings. Union Restaurant & Rooftop, at the corner of 8th Street and Hennepin, has raised the bar when it comes to outside dining and drinking. The 65-year-old three-level building (which actually sits on a foundation from the 1890s) is located at the former home of Snyder Drug, Burger King, and most recently Shinders. The space was re-designed by Shea Inc., and Shea now occupies the second floor of the building.

Although Union includes an underground high tech nightclub and a main floor dining area, the 6,000-sf top floor is what's really attracting the buzz. This floor has a large bar area with its own kitchen and entirely separate menu from the dining room. But what truly sets this space apart from all others in Minnesota is an all glass retractable roof. The roof, which is the largest of its kind in the country, takes about 15 minutes to unfold and has been stated to cost approximately \$1 million. When weather serves, the roof will slide open on tracks to greet excited customers with fresh air dining.

Although this rooftop patio allows for a four season dining experience, that is not the main attraction. After the long winter we just endured, the call for outside patio dining and drinking in the heart of bustling downtown Minneapolis during the upcoming months will truly be a summer pleasure.



NEW MSCA MEMBERS

Alice Tillmann, Building Resources Corp.
Jerry Parten, Plunkett's Pest Control
Sherry Hastings, Frauenshuh
Troy Baumann, McDowall Comfort Management
Peter Carlson, Chesapeake

MINNESOTA MARKETPLACE

compiled by **Jeremy Striffler**,
Cushman & Wakefield/NorthMarq



- **Primebar** abruptly closed at Calhoun Square and is now being sued by the Uptown center's owner, ROF Calhoun Square LLC, for more than \$250,000 in unpaid rent and other charges.
- **Bruegger's Bagels** will open shop at the Westwind Plaza retail center in Minnetonka. The restaurant has leased 2,108 sf at the center.
- The Mall of America announced a list of new shops that will be opening soon, including **Madewell**, **Silver Jeans Co.**, **Moods of Norway**, and **Sabon**.



- The historic Commander Grain Elevator building in downtown Stillwater is undergoing a major makeover and will reopen soon as a bar and cafe. The new restaurant will be called **Tin Bins** and feature lighter fare and mostly cold food, including sandwiches, salads, pastries and appetizers.

- Rixmann Cos., the parent company of **Pawn America** launched a new retail store called **PA Exchange**. The 15,000-sf shop in St. Paul at 1885 Suburban Avenue will sell second-hand, refurbished and select new merchandise, targeting the growing market for second-hand goods. Unlike Pawn America, PA Exchange will be a retail-only store. The company plans to open a second store in Hopkins in June.
- The **Apple** store at Southdale Center in Edina is moving to a larger space within the mall. The city of Edina granted the retailer a building permit for an 8,700-sf space close to Herberberger's on the mall's first floor, near the existing Apple store.



- The **Daily Diner Frogtown** opened at 615 University Avenue in the Frogtown neighborhood of St. Paul. The restaurant serves diner classics, and also provides job training for graduates of United Gospel Mission's programs. Their motto is "Comfort food that will truly lift spirits!"

- After nearly eight months of sporadic construction, plans to open a **Famous Dave's** barbecue restaurant in Cottage Grove have been put on hold indefinitely.
- Retailer / entrepreneur Stacey Finnegan is returning to the retail market with **Minq**, a new fashion boutique for men and women slated to open in late May at The Shops at West End. Minq is under construction between Lululemon and White House/Black Market at the St. Louis Park outdoor mall.
- Despite the snow, **Psycho Suzi's** unveiled a new 39-seat upper level deck overlooking the Mississippi River this Friday. Dubbed the Forbidden Cove Lounge, the new seating brings the bar/restaurant's capacity for its outdoor riverfront patio to 374 seats.
- **Spill the Wine** has closed its downtown location and is now open in Uptown located at the intersection of Lake Street and Bryant.
- **Bar Louie** will open a location at Ridgedale Center in Minnetonka this summer. The restaurant will take a 5,548-sf space that Applebee's vacated in early 2012 after about 25 years at the mall. It also will have an outdoor patio.
- **Cutco Cutlery** opened its sixth U.S. store in a 2,700-sf cutlery store at Edina's Rue de France shopping center.



- An Asian fusion restaurant called **Ling & Louie's Kitchen** will open on Nicollet Mall later this year. The restaurant has signed a lease at the 9s on the Mall project at Ninth Street and Nicollet Mall, across from the Target store and kitty-corner from Target Corp.'s headquarters. The space is located between the Young Quinlan Building and Barrio Tequila Bar.



- The **Rainbow Foods** store at Rockford Road Plaza in Plymouth is closing and will be replaced by a **Kohl's** in the 65,608-sf anchor space.
- **Planet Fitness**, which touts itself as the nation's fastest growing fitness club, celebrated the grand opening of its new 30,000-sf Roseville gym.

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MEMBER NEWS

JAmDal Architects, LLC has merged with Bissonnette
 Erickson Architects, LLC to form **Studio 55 Architects, LLP**.
 Offices will continue to be located at the 55 West Office
 Center in Plymouth.

MINNEAPOLIS CONFIDENTIAL: ONE ON ONE WITH MAYOR R.T.* RYBAK

by **Judy Lawrence**, Kraus-Anderson Companies



Speakers (l to r):
Ronn Thomas (moderator), Cushman & Wakefield/NorthMarq | Mayor R.T. Rybak, City of Minneapolis | Jeff Eaton (interviewer), Cushman & Wakefield/NorthMarq

This month's featured speaker was Mayor R.T. Rybak, the mayor of Minneapolis. Information was flying fast and furious as Mayor Rybak regaled not only the wonderful things about Minneapolis, in general, but also many of the accomplishments of his tenure as mayor. Here is a brief recap:

- The key to Minneapolis/Saint Paul's success and growth in the future is transit. It is his goal to strengthen our transit system to the point that we will have no more cars on the road in 2030 than we do today. He cited the growth in other transit friendly cities such as Denver and Salt Lake City. Businesses are attracted to cities that have comprehensive transit systems and businesses are the key to economic growth which will affect each of us.
- Strong fiscal management has been a hallmark of the mayor's administration. During his tenure, he has paid off \$2 million in city debt, restored the city's triple A bond rating and reduced the size of government.
- The mayor credited local businesses with developing the Downtown Improvement District. Their efforts provided for increased garbage collection and snow removal as well as power washing the sidewalks thereby making the downtown more inviting.
- The one retail effort touted as both a success and a controversy was Food Trucks. Whereas they have worked very well for the consumers, it has diminished sales at the in-line food suppliers. In an attempt to build on the success and minimize the controversy, the mayor suggested that in the future they would limit the number of food truck licenses and encourage putting some of the food truck concepts into available storefronts.
- While discussing retail food, Mayor Rybak also noted the mediocrity of the skyway food options and suggested that the city needed a new strategy to introduce innovative food options to the public. One concept he said he wholeheartedly endorsed was Brew Pubs. Brew Pubs present a unique flavor opportunity as well as create jobs.
- He trumpeted the new Vikings stadium as not only a victory of his administration, but also as a new opportunity for retail. With the previous Viking development, retail was discouraged and we ended up with a venue surrounded by parking lots. Now the city is pushing retail development along with the venue and hopes that this will connect downtown with the sporting stadium.

PROFESSIONAL SHOWCASE



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When asked what he considered his greatest achievement, he cited the Allina office and Global Market at the old Sears store on Lake Street and the development of the STEP-UP program. Most of us know the storied history of the old Sears building, but the STEP-UP program warrants further discussion. This is a program for youth between the ages of 16 and 21 which not only provides work programs for low income and immigrant youth, it also allows for mentoring opportunities for both the youth and the business community.

*Raymond Thomas, just in case you were wondering.

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STREET IMPROVEMENT FEES

The Street Improvement Fees (HF745) is a concept being seriously discussed at the capitol that will impact all MSCA members at home and at work. This concept would allow cities to impose fees (taxes) on residents/taxpayers to pay for street improvements without voter approval, a cap, or any other protections currently offered to property owners in the special assessment law. It is not a new concept to the legislature as it has been introduced and rejected six times in the last seven bienniums on a bipartisan basis.

Homeowners and businesses already pay for street improvements through property taxes, special assessments, local government aid, tax increment financing, and other means. The Street Improvement Fees will not only impact homeowners and businesses, it will also expand to churches, hospitals, non-profits, charities and schools. Further, these fees do not sunset after a particular project has been paid for but can be collected for up to 20 years after they have been imposed.

Thus stated, we encourage you to contact your representatives to discuss the Street Improvement Fees concept. Cities currently have the means to obtain the funds for street improvement projects which should suffice for their needs. Cities should never have unauthorized jurisdiction to impose such financial burdens on residents, business and tax-exempt organizations.



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IANNOTATE



iAnnotate turns your tablet into a world-class productivity tool for reading, marking up, and sharing PDF documents, Word/PowerPoint files, and images.

You can create multiple folders to store your files. And when with a client, you can open the PDF file on your tablet and draw on it, write on it, highlight it, etc. Afterwards, using the program you can email the annotated file through the App.

IF you have a favorite app that would be helpful to other MSCA members, please send it to Stacey at sbonine@msca-online.com.

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.

CALENDAR KEY

- Monthly Program
- Third Thursdays
- Learning Sessions

JANUARY

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	21	22	23	24	25	26
27	28	29	30	31		

FEBRUARY

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	21	22	23
24	25	26	27	28		

MARCH

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	21	22	23
24/31	25	26	27	28	29	30

THIRD THURSDAYS

Next Meeting:
Thursday, May 16, 2013

Time:
8:30 am – 9:30 am

Where: **Caribou Coffee**,
12601 Nicollet Avenue,
Burnsville, MN

Member hosts:
Mike Collins, Cutting
Edge Property
Maintenance and
Matt Parten, PAR-10
COMPANIES

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. There is no
fee for this event. Food
and beverage are not
included.

RSVP to Stacey is
preferred, but not
required.

APRIL

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
21	22	23	24	25	26	27
28	29	30				

MAY

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	21	22	23	24	25
26	27	28	29	30	31	

JUNE

SUN	MON	TUES	WED	THUR	FRI	SAT
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

JULY

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
21	22	23	24	25	26	27
28	29	30	31			

AUGUST

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	21	22	23	24
25	26	27	28	29	30	31

SEPTEMBER

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	21
22	23	24	25	26	27	28
29	30					

OCTOBER

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	21	22	23	24	25	26
27	28	29	30	31		

NOVEMBER

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	21	22	23
24	25	26	27	28	29	30

DECEMBER

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	21
22	23	24	25	26	27	28
29	30	31				

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



MONDAY, JUNE 17, 2013

MSCA Title Sponsor:



10:30 am Registration & Boxed Lunch
 11:45 am Shotgun Start & Four-Person Scramble*
 4:30 pm Social Hour, Dinner Buffet, Live Band
 6:00 pm Hole Event Winners, Awards Presentation

*includes longest drive, longest putt and closest-to-the-pin contests

Par-Tee Carts

Purchase \$5 tickets at the course for a chance to win one of two decked out Par-Tee Carts for your foursome. All gifts on the cart are yours to keep!

MAJESTIC OAKS GOLF CLUB
 701 Bunker Lake Blvd. NE, Ham Lake 55304
 763.755.2140

Par-Tee Cart Sponsor: Lunch Sponsor: Beverage Sponsor:



Dinner Co-Sponsor:



Dinner Co-Sponsor:



Foursome Registration *No refunds or cancellations*

#1 Name _____
 Company _____
 Email _____

#2 Name _____
 Company _____
 Email _____

#3 Name _____
 Company _____
 Email _____

#4 Name _____
 Company _____
 Email _____

- Ultimate Foursome \$720**
 (includes team skins, mulligans, Par-Tee Cart tickets, golf, lunch, dinner buffet)
- Foursome \$660**
 (includes golf, lunch, dinner buffet)

Individual Registration *No refunds or cancellations*

- Single Golfer \$175** (will be paired as they are received)
 (includes golf, lunch, dinner buffet)
 Name _____
 Company _____
 Email _____
- Dinner Only \$30**
 Name _____
 Company _____
 Email _____

NEW THIS YEAR!

- Maximum score on any hole is **par**
- **Bag drop** - let us put your clubs on your cart for you!
- Kickoff National Anthem sung by MSCA Member, **Doug Sailor**
- Mexican-themed **Oasis Station** on each course
- Live music during dinner by Redemption Alley Band featuring MSCA Member, **Bruce Carlson**

Preferred Course (not guaranteed; first come, first served) Signature Crossroads Either

Return with payment to MSCA

Check Number _____ Visa MC Amount \$ _____
 Name on Card _____ Card Number _____ Exp. Date _____
 Credit Card Billing Address _____
 Security Code _____ Signature _____

