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THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

DECEMBER 2017



Clicks AND Bricks



by Johnny Reimann, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

Online retailing has changed the landscape of our business and caused our industry to think of the future more than any other year. Despite that, I am optimistic going forward that e-commerce is a shopping avenue to remain a minority piece of the overall pie. My optimism lies in a few assumptions — that digitally native retailers are opening stores, consumers use the internet to purchase goods for in-store pickup, and in many cases physical stores continue to be more convenient or cost effective.

On a recent hunt for a Cuisinart coffee filter, I found an interesting sequence to get my item needed for that perfect cup of joe. My filter was in stock at the closest Bed Bath & Beyond, but alas the store didn't open for several hours and I wanted to check that item off my proverbial list asap. With convenience on my mind, admittedly I logged onto our Amazon Prime account, only to find the filter I sought was under the minimum ticket price, a minimum size to ship, or maybe both. I was required to bundle several "add-on" items just to get to a shippable transaction, which seemed bogus (new policy according to my wife) so I cut bait and waited for the store to open. My experience seems like the opposite of "show rooming", the huge concern overtaking the industry three or four years ago when customers would scout product at a store, then buy online for the lowest price. Another example of how the omni-channel touch points are continually evolving — Walmart is tinkering with driving people online versus in-store, with recent reports that online prices for some food and household items were increased to move shoppers to stores.

Successful retailers seem to understand that creating various supply options is vital, and if a store is online only, one best expand to the physical space. Kenne Shepherd

outlines the benefit of store growth as one spoke in the selling wheel, but also as a way to drive more online sales. From an April article at the website EDR, 'Online retailers have several advantages in opening new stores. They are established brands who already have a strong presence with effective advertising campaigns. And they have a purchasing, warehousing and delivery infrastructure in place which can readily be expanded to support the growth of brick and mortar retail expansion. Online retailers also possess a tremendous amount of real data on their customers from their online sales, which allows them to be far more targeted in selecting retail locations that best serve their existing customers. They know their shopping patterns, their likes and dislikes, and can parley this information into well-considered merchandising decisions and store locations. Once opened, physical stores attract new customers who will then shop with them online. It is a win-win. [2]

Late last year into 2017, there was a feeding frenzy in the media as story after story was written about the demise of brick and mortar retail; "The Retail Apocalypse" was a popular buzz phrase that snow-balled, and even seasoned and successful brokers were saying that the industry was unlikely to recover. The press has detailed the struggle of enclosed malls (those struggles are real), and it's true that our country over-developed this product type in the proceeding decades. Another truth is that despite a high level of closures, the year has brought a net positive growth of about 4,000 stores, as Ted Gonsior highlighted in last month's MSCA leasing update. Product that is selected online but picked up in-store is still a brick and mortar sale in my

".. Walmart is tinkering with driving people online versus in-store, with recent reports that online prices for some food and household items were increased to move shoppers to stores."



- continued on page 2

FEATURE ARTICLE CONTINUED: CLICKS AND BRICKS

mind because the store remains the most convenient end of the supply chain, and with billions of dollars in infrastructure and leaseholds, retailers are exploring how to best get consumers to the store.

Target has begun testing drive-up pickup at certain locations. The St Paul Midway store has covered pick-up in a prime area of the front parking field. With space for about 4 cars max at any one time, it seems like a true test without anticipation of high customer volume. If it does catch on, could be a logistical nightmare. If shoppers are still finding greater convenience to pick up their goods in store, is there a difference whether that person uses digital drop-downs to select goods versus physically browsing the aisles?

In the same way that probably too much was written about the Retailpocalypse, click to brick retail openings have also been a darling for retail reporting. Reality is that online retailers are opening small numbers of stores, generally in small footprints, limited to select urban trade areas. Operating costs are kept low this way, and these stores might be as much about brand exposure and exchange/return outlets for online sales more than profit generation. Omni-channel consumption seems to be the new standard. Those limited to only one successful selling platform, whether store or online only, are the ones that contributed to the 10,000 store closings year to date. We will continue to shop physical stores at Walmart, TJ Maxx and PetSmart, buy shoes online at Zappos, admiring them on our feet as tonight's dinner is delivered to our door by Blue Apron.

TO CLOSE, BELOW ARE SOME INTERESTING CONCEPTS THAT BEGUN ONLINE AND ARE NOW GROWING VIA PHYSICAL SPACE [3]:

AWAY

“Smart” luggage is Away’s calling card. The fast-growing start-up brand specializes in suitcases that combine external USB ports for phone charging with a sleek design and other features to help take the stress out of traveling. With stores in Manhattan and Los Angeles, Away has more locations in the pipeline.

BRILLIANT EARTH

The ethically sourced bridal and new jewelry retailer is expanding in brick-and-mortar, with a showroom format designed to provide a high-touch, personalized experience for every customer. The brand donates 5% of its profits to help communities impacted by the jewelry trade build a brighter future.

EVERLANE



This socially conscious clothing brand, whose promise of “radical transparency” has won it a devoted following, is set to open its first freestanding store in its San Francisco hometown. The company currently operates a showroom, the Everlane Lab, on the ground floor of its headquarters, and has also done pop-ups. Everlane discloses how much it costs to make each item, breaking it down by materials, labor, duties and

transport, and also reveals its markup. Expect its store to reflect the minimalistic style of the items (for men and women) on display.

INDOCHINO



The made-to-measure menswear brand is on a roll, doubling its U.S. store count from five to 10 this year, along with opening three new stores in Canada. The goal is to open 100 locations during the next five years. Shoppers at Indochino are paired with a “style guide” who helps them design a one-of-a-kind suit or shirt. The associates take shoppers through a variety of personalization options.

THE REALREAL

The leader in online secondhand luxury goods is opening an 8,000 sq. ft. store in Manhattan. The brand stands out in the resale market due to its rigorous authentication process, which it uses to weed out fake luxury goods and authenticate the price of its goods.

THREDUP

ThredUp, which just opened a location at Tanger Outlets in San Marcos, Texas, and has four more in the works, doesn’t look or feel like a typical thrift store. It has a clean, modern look with a minimalist aesthetic



and sells second-hand fashions of the latest brands

at a deep discount. The store is powered by proprietary technology and a massive amount of online customer data, with the inventory reflecting the items that are trending in each store’s locale.

UNTUCKIT



Known for its signature shirts designed to be worn

untucked, Untuckit recently opened at Mall of America and King of Prussia Mall. The brand started out as a menswear retailer, but has added women’s shirts and tops to its mix. It reportedly plans to open 100 stores over the next five years.

[1] <http://www.businessinsider.com/the-retail-apocalypse-has-officially-descended-on-america-2017-3>

<https://qz.com/1032723/theres-much-more-empty-retail-space-in-the-us-than-in-other-countries-on-a-per-capita-level/>

[2] <http://edrn.net/clicks-bricks-new-retail/>

[3] Source: Chain store Age 8-2-17



MSCA Legislative Update



by Zander Fried, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

On November 7th, the Twin Cities elected new Mayors to office through a ranked-choice voting system. Melvin Carter, St. Paul's first African-American mayor, will succeed Mayor Chris Coleman as he runs for governor. In Minneapolis, Jacob Frey unseated incumbent Betsy Hodges. Further details regarding these and other elections in the MSP metro can be found on the StarTribune's website.

Through our grassroots and lobbying efforts, MSCA will continue educating these new representatives about legislative matters impacting the shopping center industry. Our key priorities for the upcoming legislative session are as follows:

- Ensuring recent legislation and progress in Minnesota's property tax reform remains intact.
- Reforming the Met. Council and SAC & WAC to reduce overall expenses and eliminate repetitive fees.
- Reforming the ADA at the national level to prevent shake down lawsuits and implement a federal "notice and cure" solution.
- Supporting effective plan for transportation funding including roads, bridges and transit to ensure the continued quality and future growth of our communities.

If you would like to participate in addressing the above issues, please contact Karla in the MSCA office as we invite you to attend a legislative coffee, submit a story or quote, or donate to the committee.



District 53B members with Representative Kelly Fenton



District 44A members with Representative Sarah Anderson



Contact
Tom Heuer
612.884.8000



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MEMBER PROFILES

EMMA RADTKE

JOB TITLE: Associate Director
YEAR JOINED MSCA: 2017



MINNESOTA SHOPPING CENTER ASSOCIATION

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

This position with MSCA is my first job in the industry! I have been working here since November 17, 2017.

WHAT KEEPS YOU IN THE BUSINESS? Although I do not have much experience in the field yet, I think I would say the people. Everyone I have met and worked with so far has been a joy. This industry seems to be filled with passionate, energetic people who like to have fun.

WHAT THINGS DO YOU NEED TO BE SUCCESSFUL IN THIS JOB, AND WHAT ARE THE DEAL KILLERS FOR YOU? In order to be successful in the position I think there are three key pieces: organization skills, positivity and a knack for working with people. I have only been here a week, and everything has been moving so fast, that I think it would be easy to drown in all the work we do here if you can't stay organized. Positivity will always get you places, no matter the job you work; I believe that the best thing you can give people is an unwavering smile, and be positive and helpful even when it isn't easy to be. In order to be in this industry, being able to work with people is a must. When you can easily build rapport with someone, it makes doing business together and collaborating on projects much easier.

IF YOU WERE STRANDED ON A DESERTED ISLAND, WHAT THREE THINGS WOULD YOU HAVE AND WHY? First and foremost I would have a companion so as not to go crazy from loneliness. The second thing I would have is a kindle filled with a library of books that would never run out of battery (wishful thinking, I know). With the hope that I would never go bored and there may be some kind of survival guide on there. The final thing I would have with me is some kind over the top Swiss Army knife that has any tool that might possibly be helpful.

WHAT IS ONE INTERESTING FACT THAT NOT MANY PEOPLE KNOW ABOUT YOU? Being a fresh MSCA member, and employee I'm sure not many people know much of anything about me, but my go-to interesting fact is that I have an identical twin.

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? Getting outside and enjoying nature. I was lucky enough to have grown up going to my family's cabin every weekend during the summer and fall. I think spending time outside, whether it's lying in a hammock reading a good book and enjoying the breeze, or exploring a new part of town on foot, is good for you. Connecting with nature, in whatever way one chooses to do it is a good way to stay grounded in our fast paced lives.

Thanks Emma

JOHN ALLEN PATTERSON

JOB TITLE: Vice President
AREA OF FOCUS: All faucets of the company
YEAR JOINED MSCA: 2008



FENDLER PATTERSON CONSTRUCTION, INC.

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

I was practicing architecture with Ankeny Kell Richter just out of school for 5-1/2 years.

WHAT KEEPS YOU IN THE BUSINESS? The people and the relationships that have been developed over the years.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? Ron Ankeny. He taught me to pay attention to every detail on every project which has stuck with me to this day.

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? Repurposing the former Target store in Maple Grove, MN. Creating 5 out lots and turning the existing store into a multi-tenant "Junior Box" retail building. Including carving out the back of the facility (due to the extensive depth of the building) for an indoor climate controlled mini-storage user.

DESCRIBE A SITUATION WHERE YOU TOOK A RISK PROFESSIONALLY?

When I was young and had two small children after 10 years in architecture, I switched careers from architecture to construction.

WHAT IS YOUR FAVORITE WORD THESE DAYS? FOCUS!

WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT? Most likely Developer.



WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? By far the outdoors. It is very relaxing and adventurous at the same time. Especially with family and friends.

WHEN YOU RETIRE, YOU WANT TO _____? Summer in Alaska and winter somewhere where it is warm.

Thanks John

2018 MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES

MSCA has released all 2018 advertising/sponsorship via first come, first served. Please consider taking advantage of these great opportunities.

WWW.MSCA-ONLINE.COM



UNTUCKit



by Suzanne K. Jones, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

Looking for that perfect button-up to wear untucked with a fitted sports coat and your favorite pair of dark jeans to get that polished but casual look? The one where men and women alike, will turn and take a second look. But everything in your wardrobe is simply too long to achieve that perfect balance? UNTUCKit is your answer! The founders of UNTUCKit, Chris Riccobono & Aaron Sanandres came up with a million-dollar business idea after struggling to find the perfect shirt to wear untucked, yet still look put together. After conducting surveys and two years of extensive research they concluded that the 'zone of acceptable length' as defined by the creators of UNTUCKit are; "shirts that fell in the middle of the zipper and exposed some of the pant pockets". From there Riccobono & Sanandres went to work out of Riccobono's Hoboken, NJ Apartment to design a shirt with a shorter hem designed to be worn untucked.



What Makes an UNTUCKit Shirt Different?

- A. QUALITY ABOVE ALL**
We obsess about quality simply so you don't have to.
- B. CONTOURED HEMLINE**
Adds a level of sophistication to your casual look.
- C. PERFECT LENGTH**
This is the middle of the zipper; pockets partially exposed.
- D. SIGNATURE SAIL**
A reminder that the shirt is best worn unfurled.

"The founders of UNTUCKit, Chris Riccobono & Aaron Sanandres came up with a million-dollar business idea after struggling to find the perfect shirt to wear untucked..."

Starting online in 2011, they became profitable within the second year in business. In 2015 they became yet another online retailer to break into brick-and-mortar by opening a pop-up shop in the SoHo district, which later became a permanent store. They have since landed a \$30 million investment from a venture capitalist firm and will have a total of 25 stores by the end of 2017, with hopes to have as many as 100 in the next two years. With locations in some of the most prominent retail hot spots around the U.S., their most recent UNTUCKit store to open is Minnesota's very own, Mall of America, and expect to go international with locations in Canada and England in 2018.

BE SURE TO VISIT THEIR NEW MN STORE IN THE LEVEL 1, NORTH GARDEN, NEAR NORDSTROM THIS HOLIDAY SHOPPING SEASON TO PICK UP AN UNTUCKIT SHIRT HE'S SURE TO LOVE, OR TREAT YOURSELF TO SEE WHAT ALL THE HYPE IS ABOUT!

Their brand is subtly recognizable by the sail tag at the hem with matching contrast stitching on the cuffs. The shirts are made with quality and comfort in mind from their Gran Reserva line made from 100% Egyptian cotton with 120-180 thread count to the Crianza line made from soft, relaxed and casual fabrics. Riccobono's passion for wine also helped inspire the names of the shirts such as, Casisano, Piron, Mourvedre and Coppola.

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* Based on Commercial Multi-Peril direct premiums written, according to a 2013 report by SNL Financial.

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Minnesota Marketplace



by Johnny Reimann, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

▶ **TIN FISH**, a popular seafood spot for summer gatherers around Lake Calhoun, closed at season's end and will not reopen. Owners of **LOLA'S CAFÉ** won the support of the Park Board to begin serving food in the location next year.

▶ **NYE'S POLONAISE ROOM** will reopen in its original location by the end of the year, with a smaller format called **NYE'S PIANO BAR**. Nye's was shuttered in 2016 to make way for a 67 unit apartment building.

▶ **GALLERIA'S** new northeast expansion area is completed. **STARBUCKS** has reopened in a reconstructed space, and **COV** will soon open their second location in this area, along with a **PORSCHE** pop-up store.

▶ **DRESSBARN** is embarking on an exciting exploration to change its name to **ROZ & ALI**. The Roz & Ali rebranding rolled out in October and is being tested in 11 states with plans to explore and refine the concept through Spring 2018. There are 779 Dressbarn locations in 49 states, according to Ascena's 2017 annual report. Through the change, the longtime retailer is looking to focus on the needs and desires of the 21st century female shopper. Roz is short for Roslyn Jaffe, who opened the first Dressbarn store and her granddaughter, Ali. Duluth is the only Minnesota location of Roz and Ali as of now.



12 SHOPPING PREDICTIONS FOR HOLIDAY 2017

According to NDP Group, in 2017 we head into the holiday season without election noise, but amid a political environment with many uncertainties. Considering lower foot traffic at retail and increased promotional activity, their analysts expect modest increased spending from Holiday 2016 spending levels, with an emphasis on online shopping.

[CLICK HERE](#) to read the expectations and recommendations from their analysts spanning retail, apparel, accessories, beauty, footwear, home, sports, technology, toys, and video games to see what's in store this holiday season.

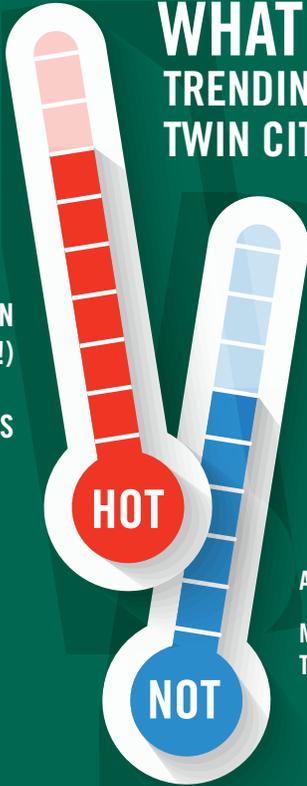
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WHAT'S TRENDING IN THE TWIN CITIES?



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NOVEMBER STATE OF RETAIL SPEAKERS *(left to right)*

DREW JOHNSON, Oppidan, Inc.

TED GONSIOR, Colliers International

JIM HORNECKER, Oppidan, Inc. – Moderator

JEFF MITCHELL, Hoyt Properties

JEFF BUDISH, CBRE

NOVEMBER PROFESSIONAL SHOWCASE FOST CHOLES AGENCY, INC. — AMERICAN FAMILY INSURANCE



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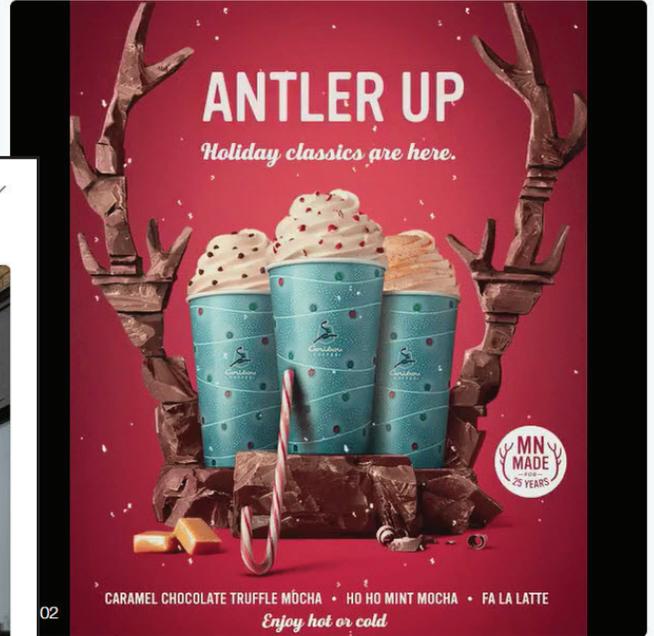
WHAT'S TWEETIN' RE?



StarTribune Business @StribBiz · 1h
Erik the Red had to fight to be outside security perimeter, sell alcohol for Super Bowl week; game day still ?mark. strib.mn/2zufeF2



Caribou Coffee @cariboucoffee · 2h
The wait is over, our holiday classics are back! You'll be in the Holiday spirit with every sip of our peppermint Ho Ho Mint Mocha, our eggnog Fa La Latte, and our Caramel Chocolate Truffle Mocha. #AntlerUpfortheHolidays



Clean'n'Press @cleannpress · 2h
We ♥ our Clean'n'Press customers bit.ly/2m85v4c! "Moschino Wants You to Wear a \$700 Dry Cleaning Bag Because Fashion." #drycleaning



Panera Bread @panerabread · 4h
Toasted-Cinnamon-Raisin-Swirl-Bread-smell works much better than an alarm clock.



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MEMBERSHIP NEWS:

LOUCKS is excited to announce the opening of a new office in Rochester. The new office meets growing demand for Loucks' services from public and private development clients across a variety of sectors in and around Rochester, and demonstrates Loucks' commitment to thoughtful, responsive, and systematic growth.

QUALITY TRUSTED COMMERCIAL CONSTRUCTION & ROOFING, INC. has hired **SEAN MCKEE** as its Service Sales Manager. This new position will further strengthen operations of the Qt Commercial Construction & Roofing service department and allow the company to provide better service to its customers.

MSCA WELCOMES NEW ASSOCIATE DIRECTOR

MSCA is pleased to announce that **EMMA RADTKE** has been hired as the MSCA Associate Director. Emma is a graduate of Luther College with a degree in Communication Studies and Management. She brings to MSCA strong critical and creative thinking, communication skills, leadership, interpersonal and customer service skills. Emma started November 17 and we are very happy to have her on board!

WELCOME NEW MEMBERS:

ANDREW SCHNEIDER Phillips Edison & Company

MATT SCHNEIDER Assured Partners

TED HOLMES CBRE

JOY ORVIS Agency.Web.com

MARK JOHNSON Johnson Financial Group

WENDY KUFNER JE Dunn Construction

BRENT MARLOW JE Dunn Construction

LYNN LINNE Fredrikson & Byron, P.A.

SEAN MCKEE Quality Trusted Commercial Construction & Roofing, Inc.

MSCA IS CURRENTLY LOOKING FOR COMMITTEE MEMBERS FOR 2018!

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

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

CLICK HERE FOR THE COMMITTEE PAGE!

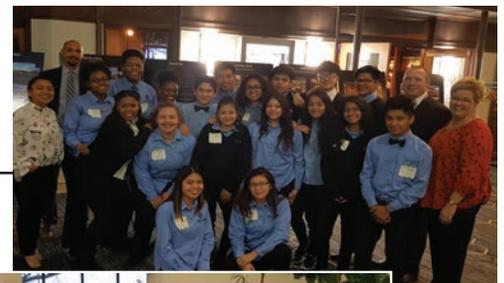


Cristo Rey Jesuit High School

On November 1st at MSCA's State of Retail – Retail Tournament of Champions, 21Cristo Rey Jesuit High School students joined us to learn more about the retail real estate industry. Students were partnered with several MSCA members who could give them a better understanding of the industry as well as perspective on the different classifications and job opportunities within the retail real estate. The students had a great time engaged in the interactive educational program and various conversations with industry professionals! MSCA members were very impressed with how motivated and ambitious the students were to learn about our industry! **THANK YOU TO ALL PROGRAM ATTENDEES WHO WELCOMED AND INTERACTED WITH THE STUDENTS.**

MSCA 2017 STATE OF RETAIL TRIVIA WINNERS:

- **JON FAHNING**, Shingobee
- **BARRY BROTTLUND**, InSite Commercial Real Estate
- **JULIO NIOLA**, Cristo Rey Jesuit High School
- **PAUL BERG**, Sunrise Banks, N.A.
- **LAURA GILL**, Christianson & Company Commercial Real Estate Services
- **ROZ PETERSON**, Cerron Commercial Properties
- **JENNIE ZAFFT**, CBRE



WE WOULD LIKE TO **THANK WESTWOOD PROFESSIONAL SERVICES** FOR ALLOWING US TO USE THEIR TRADE SHOW DISPLAY AT THE ANNUAL MNCAR EXPO THIS NOVEMBER!

Westwood

MSCA LEADERSHIP

OFFICERS:

President: **Rick Plessner** – IRC Retail Centers
1st Vice President: **Jesseka Doherty** – Mid-America Real Estate – Minnesota, LLC
2nd Vice President: **Jon Fahning** – Shingobee
Treasurer: **Leah Maurer** – Cushman & Wakefield
Secretary: **Wendy Madsen** – Ryan Companies US, Inc.

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Eileen Engels – Verizon Wireless
Matthew Mock – QT Commercial Construction & Roofing
Natina James – RSP Architects, Ltd.
Mike Collins – Cutting Edge Property Maintenance
Christopher Huntley – Mulligan & Bjornnes, PLLP
Derek Naill – Wells Fargo Private Bank
Paul Schroeder – SRF Consulting Group
Immediate Past President (as Director):
Bob Pounds – *Colliers International | Minneapolis-St. Paul*

NEWSLETTER COMMITTEE ROSTER:

Edward Beckmann - Hellmuth & Johnson, PLLC
Scott Clemente - SERVPRO of Minnetonka
Phil Foster - CMA
Kevin Good - Advanced Drainage Systems
Richard Jahnke - Sunbelt Business Brokers
Natina James - RSP Architects, Ltd.
Paula Klimek-Partch - Sullivan|Day Construction
Jackie Knight - The Ackerberg Group
Susanne Miller - Loucks
Suzanne Jones - Mid-America Real Estate – Minnesota, LLC
Johnny Reimann - Mid-America Real Estate – Minnesota LLC
Jeffrey Serum - Fredrikson & Byron, P.A.
Nicole Urista - CMA

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Associate Director: **Emma Radtke** (p) 952-888-3491 (c) 952-292-2416
Layout Design: **Christine Moen** (c) 612-481-5061

COMMITTEE CHAIRS:

GOLF **Jon Fahning** – Shingobee
Kelle Lang Staats – Guaranty Commercial Title, Inc.

LEARNING SESSION **Kristin Blenkush** – Fredrikson & Byron, P.A.
Barbara Chirinos – Old Republic Title

LEGISLATIVE..... **Leah Maurer** – Cushman & Wakefield
Paul Berg – Sunrise Banks, N.A.

NETWORKING **Susan Pederson** – DryTech Restoration and Construction
Emilee DeCoteau – Vanbarton Group LLC

NEWSLETTER..... **Phil Foster** – CMA
Johnny Reimann – Mid-America Real Estate – Minnesota, LLC

PROGRAM..... **Jennie Zafft** – CBRE
Trish Sieh – Kimley-Horn

RETAIL REPORT..... **Jeff Mitchell** – Hoyt Properties, Inc.
Mark Robinson – Mid-America Real Estate – Minnesota, LLC

SPONSORSHIP..... **Emily Becker** – Cushman & Wakefield
David Eddy – Prescription Landscape

STARR AWARDS **Russ McGinty** - North Central Commercial Real Estate
Chad Feigum – Kimley-Horn

EARLY FORECAST CALLS FOR STRONGER HOLIDAY SEASON FOR RETAILERS

- Last year, total retail sales for the holiday season climbed 3.6 percent.
- Deloitte expects retail holiday sales to top \$1 trillion between the months of November and January this year.
- The consumer appears to be more stable and certain heading into the holiday season, according to Rod Sides, who heads up Deloitte’s Retail & Distribution practice.

CLICK HERE
to read full
CNBC article

MSCA wishes you and your families

HAPPY HOLIDAYS!

REGISTER FOR THESE 2017/2018 CALENDAR EVENTS

DID YOU KNOW: YOU CAN VIEW THE LIST OF ATTENDEES TO ANY OF OUR EVENTS IF YOU CLICK ON THE EVENT?

EVENT	VENUE	DATE
2017 STARR AWARDS/YEAR END CEREMONIES/ HOLIDAY PARTY	Golden Valley Country Club 7001 Golden Valley Rd, Golden Valley, MN 55427	Dec. 5, begins at 5:00pm
FUTURE OF RETAIL: ECONOMIC APOCALYPSE OR ECONOMIC CATALYST?	Doubletree Hotel Minneapolis Park Place	Jan. 10, 8:00-9:30am

NOTE: January program is the SECOND Wednesday!

MSCA WOULD LIKE TO THANK OUR 2017 CORPORATE SPONSORS!



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Barna, Guzy & Steffen, Ltd.
Bremer Bank, N.A.
Bridgewater Bank
CBRE
CMA
CSM Corporation
Clean Response
Cushman & Wakefield/NorthMarq
Cutting Edge Property Maintenance
Doran Companies
The Driessen Group, LLC
DryTech Restoration and Construction
Faegre Baker Daniels LLP
Fendler Patterson Construction, Inc.
First American Title Insurance Co.
Fost Choles Agency Inc. -
 American Family Insurance
Fredrikson & Byron, P.A.
GGP/Ridgedale

Great Clips, Inc.
Great Southern Bank
H.J. Development, Inc.
IRC Retail Centers
Interstate Companies
JLL
John's Sewer and Drain Cleaning
Kimley-Horn
Kraus-Anderson Companies
Larkin Hoffman
Lindquist & Vennum LLP
Mall of America
The Mandinec Group Landscaping Inc.
Maple Crest Landscape
Marcus & Millichap
Messerli & Kramer P.A.
Mid-America Real Estate – Minnesota, LLC
Midwest Maintenance & Mechanical, Inc.
Oppidan, Inc.
Paster Properties
Prescription Landscape
**Quality Trusted Commercial
Construction & Roofing, Inc.**
RSM US LLP

Ryan Companies US, Inc.
Sambatek, Inc.
Schafer Richardson
Shingobee
Showcase Landscape Outdoor Services
Smith Gendler Shiell Sheff Ford & Maher
Stinson Leonard Street LLP
SullivanDay Construction
TCF Bank
Target Corporation
Trautz Properties, Inc.
U.S. Bank National Association
United Properties
Vantage Law Group
Weis Builders, Inc.
Wells Fargo Bank, N.A.
Welsh & Colliers International
Westwood Professional Services, Inc.
Wings Financial Credit Union