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MINNESOTA SHOPPING
CENTER ASSOCIATION

JANUARY 2020

The Connection

FEATURE
NEWS

What's in Store for Retail in 2020

In 2019, global trade tensions, economic uncertainty and the growing dominance of Amazon ruffled feathers. We said farewell to several of our beloved retailers, Shopko, Payless ShoeSource, Things Remembered, Sears. Despite this past year and these retail losses, the retail economy finished strong for the holiday season. Black Friday came off with over 190 million shoppers 'a shopping', while Cyber Monday broke an all-time record of \$9.4 billion in sales (20% of the retail holiday sales). The momentum stayed strong despite one less week of holiday shopping. And, retailers made up for the loss despite bad weather by offering continued promotions throughout the holiday season.

Looking forward into the new year, the one thing that will remain constant in the retail industry for 2020 is continued 'change'. The future of retail belongs to you the consumer and you are going to be the biggest beneficiary. Here are some of the trends and advancements to keep an eye out for.

ONLINE RETAILERS TO BRICK & MORTAR. E-commerce set out to change the way you shopped and it was widely assumed online retailers were going to be the death of traditional brick-and-mortar retail stores. An interesting trend over the last year has seen several e-commerce retailers, such as Warby Parker and Casper, set up real-world brick-and-mortar spaces because the consumer requested them. They are continuing to experiment with real-world retail stores to complement their online businesses.

IN-STORE SERVICE MEETS 'DIRECT TO CONSUMER' SHOPPING. The new buzz word this year is 'Direct To Consumer' (DTC) shopping. DTC is heating up as a brick-and-mortar tenant category, with these

retailers seeking to differentiate their brands. The locations feature laptops, phones, shoes, hygiene products and enable you to test out how things fit. DTC shopping is similar to a pop-up, but have longer lease terms.

THE RESALE EVOLUTION IS HERE. Vintage stores, Goodwill outlets and thrift shops have long been around for shoppers who love a bargain, enjoy rummaging for that perfect find, and embrace the adage "one man's trash..." Look around today and it's pretty clear the market for secondhand clothing has gone mainstream. Macy's and JCPenney have added entire departments selling pre-worn attire and both are now partnering with ThredUp—a leading online thrift marketplace where quality used clothing may be purchased for up to 90 percent below retail prices. Don't throw grandmas china away, there's a good chance the Gen "Z's" may want it.

AUTONOMOUS DELIVERY TAKES HOLD. Amazon is piloting an automated delivery solution they've named *Amazon Scout*. The service, currently being tested in Washington State is designed to safely get packages to customers using autonomous delivery devices. Pizza, groceries, packages, what's next?

DRIVING TRAFFIC THROUGH COLLABORATION. With E-commerce, fewer people have made it a point to shop in retail stores. Retailers have gotten creative to build relationships with other retailers and brands where the consumer can pick up or drop off their purchases and returns. Walgreens is offering pick-up and return service on merchandise purchased online from Levi Strauss & Co., Urban Outfitters and Anthropologie. Kohl's has partnered with Amazon for returns. These partnerships will hopefully help the brick-and-mortar retailers continue to build and keep foot traffic.



by Lisa Diehl
DIEHL & PARTNERS, LLC

BOOK READINGS FOR 2020:

The Endangered Customer
by Richard R. Shapiro

*Buyology: Truth and Lies
About Why We Buy*
by Martin Lindstrom

Amazon for COO's
by Kiri Masters/Mark Power

*The Pop Up Paradigm:
How Brands Build Human
Connections in a Digital Age*
by Melissa Gonzalez

*Retail Disruptors: The
Spectacular Rise and Impact
of the Hard Discounters*
by Jan Benedict Steenkamp
and Laurens Sloot

– continued on page 2

CONTINUED: What's in Store for Retail in 2020

BUILDING TECHNOLOGY AND ADVANCEMENT IN CONSTRUCTION:

Innovations which have revolutionized the construction industry include: Building Information Systems (BIM), Computer-Aided Design (CAD), mechanization, mobile devices/internet, off-site fabrication and modular construction. There are jaw-dropping technologies in development that promise to further revolutionize the construction sector for retailers.

AUTOMATION, AI (ARTIFICIAL INTELLIGENCE) AND ANALYTICS: The three A's combined could make a difference between business success or a slow death for retailers this year. Tapping into this new power of automation is a worthwhile investment—leading to streamlined processes, more efficient use of resources, and a better bottom line. Artificial intelligence makes it possible to evaluate analytics at scale and to automate more interactions than we've ever seen before.

The most sophisticated retailers are now closely examining the interplay between offline and online customer decision journeys. They're taking an omnichannel view of store performance—allowing each store to “get credit” for all the sales in which it played a role, whether those sales happened offline or online. In doing so, retailers are getting a more accurate picture of each store's total economic value and making better decisions about their omnichannel presence. This assessment then affects other decisions, including the store's payroll, labor coverage, and sometimes inventory selection. However, consumers today shop across channels: they might visit stores to look

at products and then eventually buy them online. Channelizing and managing data with the aim of working in favor of you the customer as well as generating profits is significant for their survival. Look out for more of the secret weapon, geospatial analytics.

INNOVATION: To create the distinctive products, seamless service levels and meaningful brands needed to sustain a winning streak these days, retailers have to excel at rapid rate of innovation. If they can address shortcomings in scale, innovation and consumer understanding led by data, many threatened retailers should still have time to develop a winning model. Retailers that don't fit these models are at risk of failure or are unsustainable innovators.

In 2020, watch out for more surprises from Amazon, Google, Facebook and Apple. Apple has been rumored to be on the cutting edge of their next project called Project T288, which could debut in the fall of 2020/2021 replacing the ever popular iPhones. The ability to have everything at your fingertips through a pair of glasses could be the next big leap in the technology road.

Digital disruption and pressure on once-reliable business models mean that rolling out better products and services isn't enough. Retail will continue to undergo changes as your customer preference changes. May we welcome the new year, full of new things that have never been. May the new year bring us good health and prosperity.

SNAPSHOT: PILLARS OF PROSPECT PARK



LOCATION:	22 Malcolm Avenue SE, Minneapolis, MN
YEAR/MONTH OPENING:	May 2020
OWNER	Oppidan
ARCHITECT	Trishie Montgomery Architects
CONSTRUCTION CONTRACTOR	Weis Builders
CURRENT OCCUPANCY	Under Construction
# OF STORES	3
ANCHOR TENANTS	Senior Housing, Pillars Child Care
MARKET AREA SERVED	Minneapolis/St. Paul

PILLARS OF PROSPECT PARK is a 282-unit senior living community opening May 2020. This community and the partnership it has with the University of Minnesota Alumni Association will provide one of a kind opportunities for its residents. Located along University Avenue SE, Pillars of Prospect Park will also offer retail space on the street level. Pillars Child Care will anchor the retail portion, plus there is an additional 2,000 square feet available. Pillars of Prospect Park joins Fresh Thyme and Surly, already established in the neighborhood, and will take advantage of being located on the Green Line, as well as proximity to MN 280.

WWW.PILLARSENIORLIVING.COM

MSCA President’s Letter from Wendy Aaserud

Retail innovation is driving our industry. Reinventing the retail landscape with focus on some of those changes are:

- **COOL STREETS IN URBAN AREAS**
- **SUBLEASING IN-STORE SPACE TO OTHER RETAILERS**
- **LIVE WORK PLAY**
- **WELLNESS CONCEPTS**
- **FOOD HALLS**
- **ONLINE RETAILERS OPENING BRICKS AND MORTAR LOCATIONS**
- **KOHL’S PARTNERSHIP WITH AMAZON**
- **POP-UPS**
- **INTEGRATED CO-WORKING**

To just name a few.

Minnesota is home to the first enclosed mall and home of the largest mall in the US, where live, work and play is part of the design from day one. As 2020 predictions state more retail stores will open than close, its vital we stay abreast of trends and issues that affect retail real estate.

Physical retail is a great way to make human connections. Retailers that are growing focus on the experience, being authentic, and connecting with consumers. As with MSCA’s past leaders, this year will be highlighted on engagement and connecting with our members, with an environment for relationships to grow.

The Minnesota Shopping Center Association is devoted solely to those of us in this industry and provides robust monthly programs, including the annual State of Retail program, relevant Legislature representation, STARR_{SM} Awards, along with a monthly newsletter and multiple networking opportunities.

As we all are busy with work and family, it’s key to continue supporting this exceptional association and developing the next generation of talent. I encourage you to join a committee, build collaborative relationships and take on opportunities. Your contribution will enhance and continue to strengthen the Minnesota Shopping Center Association. Our goal is to surpass your expectations!

I AM HONORED TO SERVE YOU AS YOUR 2020 PRESIDENT. TO US AND OUR SUCCESS AS A GROUP IN 2020!



WENDY AASERUD
Cushman & Wakefield
2020 MSCA President



2019 STARR_{SM} Award Winners:

MSCA ANNOUNCES WINNERS OF THE 2019 SHOPPING CENTER TRIBUTE AWARDS FOR RETAIL REAL ESTATE AND ELECTS NEW 2020 BOARD OF DIRECTORS

MSCA's Shopping Center Tribute Awards for Retail Real Estate (STARR_{SM} Awards) presentation and year end ceremonies were held on December 3, 2019 at Golden Valley Country Club with over 320 members and guests attending the evening event. The annual MSCA STARR_{SM} Awards honor outstanding projects and extraordinary individuals in the retail and shopping center industry.



► **INTERIOR DESIGN: FULL SERVICE RESTAURANT**
LA VOYA FRENCH BRASSERIE, INTERCONTINENTAL ~ MSP AIRPORT

Owner(s): Graves Hospitality
 Architect(s): RSP Architects
 Consultant(s): Shuler Shook; Boyd Lighting; Charter Furniture; Shelly Mosman; Cambria
 Contractor(s): PCL Construction
 Property Management: InterContinental Real Estate Corporation



► **INTERIOR DESIGN: RETAIL/NON-FOOD SERVICE**
NUMBER 12 CIDER HOUSE ~ MINNEAPOLIS

Owner(s): Minneapolis Cider Company, LLC
 Architect(s): Cuningham Group Architecture, Inc.
 Consultant(s): Mattson Macdonald Young Inc.
 Contractor(s): Gardner Builders
 Additional: Boelter Premier Restaurant Equipment; Schafer Richardson



► **INTERIOR DESIGN: QUICK SERVICE/FAST CASUAL/FAST FOOD**
BUS STOP BURGERS & BREWHOUSE ~ MINNEAPOLIS

Owner(s): Williston Holding Company
 Architect(s): Studio M Architects
 Consultant(s): Boelter Premier
 Contractor(s): RJ Marco Construction Inc.



► **INTERIOR DESIGN: ENTERTAINMENT/EXPERIENTIAL**
THE FUN LAB ~ BLAINE

Owner(s): The Fun Lab
 Architect(s): Dynamic Designs
 Contractor(s): SullivanDay Construction
 Banker(s): Berkshire Bank

CONTINUED: 2019 STARRSM Award Winners



► **NEW CONSTRUCTION: RETAIL UNDER 10,000 SF**
SHORT OR TALL EATERY & DRINK HALL ~ ROGERS

Architect(s): Studio M Architects
 Consultant(s): HTPO; Herzog Engineering; Emanuelson Podas; Boelter Premier
 Contractor(s): Community Contractors Inc.
 Owner/Developer: Franchise Concepts Unlimited



► **DESIGN & AESTHETICS RENOVATION/REMODEL:**
INTERIOR RETAIL UNDER 8,000 SF
MSP CONCOURSE C FOOD COURT ~ MSP AIRPORT

Owner(s): Host BGB SCA MSP, LLC.
 Architect(s): Ideation Design Group
 Consultant(s): Chute Gerdeman; Hill Foley Rossi & Associates; Starbucks Design
 Contractor(s): Sheehy Construction Co
 Developer/Leasing Agent/Property Management: Metropolitan Airports Commission



► **NEW CONSTRUCTION: RETAIL 10,000 – 25,000 SF**
WOODBURY RETAIL ~ WOODBURY

Architect(s): DJR Architecture
 Consultant(s): Sambatek, Inc.
 Contractor(s): Rochon
 Banker(s): Great Southern Bank
 Owner/Developer: OneCorp



► **DESIGN & AESTHETICS RENOVATION/REMODEL:**
EXTERIOR RETAIL OVER 8,000 SF
THE GARDNER SCHOOL - MINNEAPOLIS ~ MINNEAPOLIS

Owner(s): TGS Mpls, LLC
 Developer(s): Hempel Companies
 Architect(s): Norr Architects
 Contractor(s): Fendler Patterson Construction
 Leasing Agent(s): Hempel Companies; Colliers International
 Property Management: JLL
 Banker(s): Bridgewater Bank
 Additional: Buildings Consulting Group, Inc.



► **NEW CONSTRUCTION: RETAIL OVER 25,000 SF**
WHIRLYBALL ~ BLOOMINGTON

Architect(s): Studio 55 Architects, LLP
 Consultant(s): Clarke Engineering; VAA; Schuler Shook; Ventola Projects
 Contractor(s): Bauer Design Build
 Banker(s): Premier Bank Minnesota
 Owner/Developer: WhirlyBall South Properties, LLC

CONTINUED: 2019 STARRSM Award Winners



► **DESIGN & AESTHETICS RENOVATION/REMODEL:
EXTERIOR RETAIL UNDER 20,000 SF**
**ORANGETHEORY FITNESS @ PARK PLACE PLAZA ~
ST. LOUIS PARK**

Owner(s): IRC Retail Centers
Architect(s): C.M. Architecture
Leasing Agent(s): Newmark Knight Frank; IRC Retail Centers



► **DEVELOPMENT PROCESS**
LAKE46 ~ LAKEVILLE

Owner(s): Lake 46, LLC
Developer(s): The Driessen Group, LLC
Architect(s): DJR Architecture
Consultant(s): Westwood Professional Services, Inc.
Contractor(s): Fendler Patterson Construction
Banker(s): Old National Bank (formerly Anchor Bank)
Leasing Agent/
Property Management: Mid-America Real Estate - Minnesota, LLC
Additional: Malkerson Gunn Martin, LLP; Braun Intertec;
Leroy Signs



► **DESIGN & AESTHETICS RENOVATION/REMODEL:
EXTERIOR RETAIL OVER 20,000 SF**
CALHOUN VILLAGE ~ MINNEAPOLIS

Architect(s): Architectural Consortium
Consultant(s): Sambatek, Inc.
Leasing Agent(s): CBRE
Property Management: Doran Management
Banker(s): Thrivent
Owner/Developer/
Contractor: Doran Companies



► **REDEVELOPMENT: RETAIL UNDER 10,000 SF**
PANERA ~ CHANHASSEN

Owner(s): Chanhassen Inn
Developer(s): Panera
Leasing Agent(s): Newmark Knight Frank; Cushman & Wakefield

CONTINUED: 2019 STARRSM Award Winners



► REDEVELOPMENT: RETAIL OVER 10,000 SF

KEG AND CASE MARKET ~ ST. PAUL

Owner(s): Craig Cohen; Schmidt Keg House
 Developer(s): Craig Cohen
 Architect(s): Studio M Architects
 Consultant(s): Loucks; Herzog Engineering; Emanuelson-Podas
 Contractor(s): KALCON, LLC



► MIXED USE

LOWA46 ~ MINNEAPOLIS

Owner(s): BBK-KTJ Hiawatha LLC
 Developer(s): Oppidan, Inc.
 Architect(s): Pope Architects
 Consultant(s): Kimley-Horn; Nova
 Contractor(s): Anderson Companies
 Property Management: Greco
 Banker(s): Bremer Bank

► INDIVIDUAL AWARDS:



1



2



3

1 MSCA HALL OF FAME AWARD:

PAULA MUELLER

Northtown Mall/WPG

2 MSCA MEMBER OF THE YEAR:

EMILEE DECOTEAU

RPT Realty

3 MSCA COMMITTEE MEMBER OF THE YEAR:

SKIP NIENHAUS

City of Burnsville

► YEAR END CEREMONIES:

The Minnesota Shopping Center Association (MSCA) elected the following new officers on December 3, 2019 for 2020 leadership: as president **WENDY AASERUD**, Cushman & Wakefield; first vice president **MATTHEW MOCK**, Flynn Midwest LP; second vice president **TRISHA SIEH**, Kimley-Horn; treasurer **DEREK NAILL**, Wells Fargo Private Bank; secretary **KELLE LANG STAATS**, MSR Design and past president **JON FAHNING**, Bremer Bank, N.A.

MSCA 2020 directors include: **MICHAEL BROICH**, Target Corporation; **EMILEE DECOTEAU**, RPT Realty; **MELISSA DUCE**, Doran Companies; **DAVID EDDY**, Prescription Landscape; **RUSS MCGINTY**, North Central Commercial Real Estate; **ANN OLSON**, Bell Bank; **JOHNNY REIMANN**, Mid-America Real Estate – Minnesota, LLC;

CONTINUED: 2019 STARRSM Award Winners



2019 STARRSM JUDGES: *Left to right:*
Emily Becker, RMA REAL ESTATE SERVICES, LLC
Kelle Lang Staats, MSR DESIGN
Jen Helm, NEWMARK KNIGHT FRANK
Jeremy Welter, GRINDSTONE CONSTRUCTION SERVICES
Jerry Perron, VANTAGE LAW GROUP
Not pictured: Rob Barse, MCSHANE DEVELOPMENT & Phil Stein



2019 STARRSM COMMITTEE:
Front Row:
Margaret Jordan, OPPIDAN, INC; Patrick Daly, RYAN COMPANIES US, INC.;
Melissa Duce, DORAN COMPANIES; Derek Naill, WELLS FARGO PRIVATE BANK

Back Row: Rachelle Martini, RCL ENGINEERING; Stefanie Meyer, MID-AMERICA REAL ESTATE - MINNESOTA, LLC; Chad Feigum, LOUCKS; Eileen Engels, US BANK NATIONAL ASSOCIATION; Mitchell Cookas, KIMLEY-HORN; Lisa Christianson, CHRISTIANSON & COMPANY COMMERCIAL REAL ESTATE SERVICES; Jerry Wendel, CONTINUUM COMPANIES

Not pictured: Paul Anderson, MESSERLI|KRAMER; Brett Christofferson, WEIS BUILDERS; David Daly, CBRE; Roseanne Hope, HOPE LAW; Brad Kaplan, COLLIERS INTERNATIONAL; Jim Leary, CBRE; Jack Trautz, MID-AMERICA REAL ESTATE - MINNESOTA, LLC; Jennie Zafft, CBRE



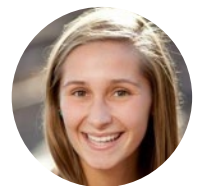
HopeKids was the STARRSM Awards Charity of Choice thanks to Commercial Partners Title.
www.hopekids.org



2020 MSCA Philanthropic Charity of Choice



MSCA is proud to announce that **OPEN ARMS OF MINNESOTA** has been selected as MSCA's 2020 philanthropic partner. Open Arms of Minnesota is a nonprofit that cooks and delivers free, nutritious meals to people living with life-threatening illnesses in the Twin Cities. With open arms they nourish mind, body and soul. They believe that food is medicine, and their work matters to the health outcomes of their clients. With the help of over 7,300 volunteers, they cook and deliver more than 600,000 delicious meals per year to people living with life-threatening illnesses, as well as their caregivers and dependents. MSCA will be working closely with Open Arms of Minnesota to bring you a variety of great opportunities to support this organization as well as hands on volunteer opportunities. Please watch for more ways to get involved with Open Arms in 2020.



by Emma Radtke,
MSCA

TO LEARN MORE ABOUT
**OPEN ARMS
OF MINNESOTA,**
CLICK HERE



2020 Legislative Calendar of Events



by Genevieve Liesener,
CUSHMAN & WAKEFIELD



by Zander Fried,
CUSHMAN & WAKEFIELD

2020 NOT ONLY MARKS THE BEGINNING OF A NEW DECADE, BUT THE START OF AN IMPORTANT MINNESOTA LEGISLATIVE SESSION – In November 2020 the entire Minnesota legislature is up for re-election. The DFL currently holds the majority in the Minnesota House of Representatives, and Republicans hold a majority in the Minnesota Senate. Existing Senators and Representatives will be positioning to maintain their seats for the next term, and both parties will try to flip majorities in their favor. This means our elected representatives will be paying particularly close attention to the demands of their constituents over the next 11 months, and marks an opportunity for MSCA to effect change in the legislative agenda.

As legislative advocates on behalf of MSCA, it is imperative our membership understands the importance of your efforts and the impact changes in Minnesota’s political climate can have on our industry. We hope you will join us this upcoming year by staying informed about our legislative priorities, attend events to promote the positive impact retail real estate has on our economy, and participate in MSCA’s collective voice at the Capitol. Below is a timeline of important dates and events for the upcoming year: please be sure to mark your calendars!

FEBRUARY 11 MN Legislative Session Begins	MAY 18 MN Legislative Session Adjournment
FEBRUARY 27 Business Day at the Capitol	OCTOBER Legislative Coffee
MARCH 26 MN Commercial Real Estate Day at the Capitol	OCTOBER Legislative Education Session
MARCH Legislative Coffee	NOVEMBER 3 Election Day



Contact
Tom Heuer
612.884.8000



Protecting businesses isn't a sideline for American Family—it's a big part of who we are. In fact, we're the **Top Commercial Insurer in Minnesota**. Our strength allows us to offer a broad range of high-quality products and services at competitive prices. We have specialized products for your business or property, with a full team of local and regional adjusters to respond when you need us.

Reducing risks means reducing costs—and improving your bottom line. As an American Family policyholder, you'll have access to board certified safety professionals, as well as safety tools and materials, to proactively help you make your workplace or property safer for your employees or customers.

We are the non-brokered carrier. So you will not hear about us from an insurance broker. To take a look at what we have to offer please contact me directly. With 6.9 billion in equity we are financially stable and committed to providing the protection you want and the services you expect for competitive prices.

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



Fost Choles Agency Inc
(952) 224-2992
fcholes@amfam.com
www.fostcholes.com



Hope Breakfast Bar



by Jesseka Doherty,
MID-AMERICA REAL ESTATE-
MINNESOTA, LLC

HOPE BREAKFAST BAR opened its doors in August in a shuttered 1870s era fire station along Grand Avenue in St. Paul, across from Children’s Hospital.



Brian Ingram is the mastermind behind this newest breakfast joint to hit the Twin Cities. Brian’s career has been built from a love of food and how it brings people together. After years of cooking, running, concepting and opening restaurants all over the world, Brian found a universal truth — when people share a meal together great things happen. Brian helped build New Bohemia and launched Cargo Food Authority at Target Center and Bus Stop Burgers & Brewhouse near US Bank Stadium.

Hope Breakfast Bar offers a fresh take on breakfast favorites and is built on a foundation of the past with a focus on making the future of our community a better place. They will give 3% of all profits annually to their neighbors in need.

The menu at Hope covers the breakfast staples like pancakes, waffles, biscuits and gravy and classic eggs with hash browns and toast, but also offers a plethora of savory breakfast items as well: bourbon smoked salmon toast, blackened cauliflower and fried egg, and pork belly and biscuits to name a few. Don’t worry, there’s a full coffee and alcohol menu available to wash it all down!



HOPE BREAKFAST BAR

OPEN MONDAY – SATURDAY 6AM – 8PM AND SUNDAYS 6AM – 5PM,
WITH THEIR 3-ALARM HAPPY HOUR RUNNING DAILY FROM 3PM – 7PM.



EVENT PHOTOS
HEADSHOTS

.....

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.....

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**2020 MSCA ADVERTISING
AND SPONSORSHIP
OPPORTUNITIES**

MSCA has released all 2020 advertising/ sponsorship via first come, first served.

CLICK HERE to consider taking advantage of these great opportunities.



Minnesota Marketplace

▶ **MAC'S FISH/CHIPS/STRIPS** has shut down one of its St. Paul restaurants after almost three years. The Pioneer Press reports that Mac's closed a location at Snelling and Stanford avenues Thanksgiving week. The spot had opened in early 2017.

▶ Southdale Center plans to open **DRYBAR**, **RUSTICA BAKERY** and **YUMI SUSHI RESTAURANT AND BAR** in 2020.

▶ The owner of Wakame Sushi & Asian Bistro has bought a long-vacant Lyn-Lake retail space with plans to open the first Minnesota franchise location of **GYU-KAKU JAPANESE BBQ**.

▶ St. Paul's **NAUGHTY GREEK** will add its third location in four years when it opens a skyway location in downtown Minneapolis' Capella Tower in early 2020.

▶ **NEW HORIZON ACADEMY CHILD CARE & EDUCATION** will open a new daycare at Wooddale and Valley View Roads in Edina in 2020.

▶ Chicago-based **POTBELLY** is looking to chart a new course in 2020 by franchising.

▶ **MADEWELL**, fashion brand will spin off from parent company J. Crew as a publicly traded company this year.

▶ **WHOLE FOODS MARKET** has teamed up with **PACKED PARTY** to create in-store party supply shops.

▶ The Minnesota Craft Brewers Guild estimates there are about 150 brewery taprooms in the state. Now open, **ONE FERMENTARY & TAPROOM** in the North Loop, along with **FAT PANTS BREWING COMPANY** in Eden Prairie. Look for **BRICKSWORTH BREWING** to open this year in the business park adjacent to the Burnsville Transit Center in Burnsville. Grab lunch or dinner daily at **THE BLOCK FOOD + DRINK** in St. Louis Park. The voters in Bloomington gave the city leaders the authority to revise the city charter to allow for breweries in the city.

▶ **LAO THAI IN FROGTOWN** and **NORTHERN VINEYARDS WINERY** in Stillwater are both closing.

▶ Change outs include: Kaskaid's Union Depot, Appetite for Change to **BREAKING BREAD** in St. Paul. **LOON CAFÉ** in the former Great Waters Brewing location. **ESTELLE** opened in the former Heartland/Scusi/Bottle Rocket location. Himalayan Java has been replaced by **THIRTY SIX CAFÉ**. **SNACK BAR** will open in the former Be'Wiched Deli in the North Loop. **THAI PEPPER** will open in the former Top Dog on Robert Street. **PHO MAI** will take over the short-lived Tim Horton's in Dinkytown and **SAVOY PIZZA** will take over the Tim's in Downtown St. Paul.

▶ **JERSEY MIKE'S SUBS** in Richfield/Edina at 6559 York Avenue South is now open, along with a relocated **LEANN CHIN** down the street.

▶ Doug Grina, co-owner of **AL'S BREAKFAST**, is retiring after 42 years at Dinkytown's classic counter spot.



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



by Lisa Diehl,
DIEHL AND PARTNERS, LLC

“Success is not final; failure is not fatal: It is the courage to continue that counts.”
Winston Churchill

– continued on page 12



CONTINUED: Minnesota Marketplace

- ▶ **BLACK WALNUT BAKERY** has opened a bricks-and mortar space on Hennepin Avenue in Uptown by local baker/owner, Sarah Botcher.
- ▶ **HOT HANDS PIE AND BISCUIT** opened on Snelling Avenue in St. Paul taking the place of Rosemark Bakery.
- ▶ The first pay-as-you can restaurant, **PROVISION COMMUNITY RESTAURANT**, opened in Minneapolis on Harriet Avenue.
- ▶ Welcome in the new year with new fitness studios. **EXERCISE COACH GYM** opened their second location in Eden Prairie. Also, two new fitness studios will open at 50th + France this spring. **ALTR**, with their second location (first in the North Loop) in the former Cooks of Crocus Hill/Banana Republic spaces. The second studio at Nolan and Mains called **BASECAMP FITNESS**.
- ▶ **MINNESOTA FARMERS UNION** will be taking over the space formerly occupied by Spoonriver, adjacent to the Guthrie Theater.
- ▶ **CAFÉ LILLA** will open a restaurant, art gallery and retail space on Payne Avenue in St. Paul. Executive chef/owner, Erik Skaar, opened **VANN RESTAURANT** in Spring Park.
- ▶ Homebuilder Copper Creek is looking to develop a restaurant, an event center with curling in Savage, called **THE CROSSINGS**.
- ▶ The second **PIZZA KARMA** and the first **WAHLBURGER** opened in Maple Grove recently.

MSCA SCHEDULE OF EVENTS » 2020

Log on to www.msca-online.com/events/calendar for full calendar and updated information.

WEDNESDAY JANUARY 8TH – Monthly Program

THURSDAY JANUARY 16TH – Third Thursday

WEDNESDAY FEBRUARY 5TH – Monthly Program

THURSDAY FEBRUARY 20TH – Third Thursday

TUESDAY FEBRUARY 25TH – Annual Tubing Event

WEDNESDAY FEBRUARY 26TH – Business Day at the Capitol

WEDNESDAY MARCH 4TH – Monthly Program

THURSDAY MARCH 19TH – Third Thursday

THURSDAY MARCH 26TH – MnCRE Morning at the Capitol

WEDNESDAY APRIL 8TH – Monthly Program

THURSDAY APRIL 16TH – Third Thursday

THURSDAY APRIL 23RD – Bowling Bonanza

WEDNESDAY MAY 6TH – Monthly Program

THURSDAY MAY 21ST – Third Thursday

WEDNESDAY JUNE 3RD – Monthly Program

MONDAY JUNE 15TH – MSCA Golf Tournament

THURSDAY JUNE 18TH – Third Thursday

WEDNESDAY JULY 15TH – MSCA at the St. Paul Saints

WEDNESDAY AUGUST 5TH – Monthly Program

THURSDAY AUGUST 20TH – Third Thursday

WEDNESDAY SEPTEMBER 9TH – Monthly Program

THURSDAY SEPTEMBER 17TH – Third Thursday

WEDNESDAY OCTOBER 7TH – Monthly Program

THURSDAY OCTOBER 22ND – Third Thursday

WEDNESDAY NOVEMBER 4TH – State of Retail Event

THURSDAY NOVEMBER 19TH – Third Thursday

TUESDAY DECEMBER 1ST – STARR_{SM} Awards/ Year End Ceremonies / Holiday Party

REGISTER FOR THESE 2020 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
AND THE BEAT GOES ON: AN ECONOMIC OUTLOOK ON WHAT CHANGES, WHAT STAYS THE SAME AND WHAT'S TO COME <i>Keynote: Ted C. Jones, Chief Economist, Stewart Title</i>	Doubletree Hotel Minneapolis Park Place	January 8, 2020
THIRD THURSDAYS NETWORKING - FREE <i>Sponsored by Grindstone Construction Services</i>	Birdi Golf ~ Woodbury	January 16, 2020

WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2020-01

MSCA LEADERSHIP

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LAST CALL FOR CORPORATE SPONSORSHIP!
 Deadline January 31st

DON'T FORGET MEMBERSHIP RENEWALS ARE DUE JANUARY 31!

1. Log on to www.msca-online.com/account/login and log in with your member ID and password.
2. On the right hand side, there is a list of 'Other Actions'. Please click on 'Renew My Membership'.

Note: MSCA staff does NOT have access to your password, so if you forgot your password, please click 'forgot password'. It will send you an email and you will need to click on the link in that email to ACTIVATE the new password (the password will not work if you do not activate it).