

TITLE TO LINK DIRECT

Technology Corner7 Welcome New Members 10 Calendar of January Events...... 10

MINNESOTA SHOPPING CENTER ASSOCIATION

MSCA PRESIDENT'S LETTER FROM EMILEE DECOTEAU

FTER graduating from the University of Oklahoma and spending a few years in Atlanta, 1998 was the year I moved back home to Minnesota, became the first full-time Specialty Leasing Manager at Rosedale Center, and became a member of MSCA. I have .co-chaired the networking committee for several years as well as served on the Program, Golf, and Sponsorship committees. Before last year I was not at all interested in local politics but have found a new love for the Legislative Committee. Obviously, I believe in this organization and all it has to offer. It has been a privilege to get to know many of you while serving on a committee or greeting you at a networking or program event. If I have not had the opportunity to meet you, I look forward to doing so this year.

2023 represents the 35th anniversary of MSCA - The Minnesota Shopping Center Association - an organization founded by some of the most brilliant and influential commercial real estate men and women in the state of Minnesota. One look at our website will educate anyone not familiar with the association of just what powerful leaders and members belong to this fantastic organization-from shopping center developers, owners, managers, brokers and retailers to all the professionals serving our industry to make it the best it can be. Two words keep coming to mind: WE ROCK!

The MSCA continues to serve those of us solely in the industry by providing relevant information to all our members via our monthly programs and newsletters, our State of Retail program, several networking events, legislative updates, and our end-of-the year STARR_{SM} Awards. If you have not served on a committee before, I strongly encourage you to this year. We have all heard the phrase "the more you put into it, the more you get out of it". Nothing could be more true than joining an MSCA committee.

Change is good, and with that in mind, we are thrilled to be holding our 2023 programs at the Oak Ridge Country Club in Hopkins. For those of you wondering, it is just a short 3.6 miles from the DoubleTree-Park Place.

Looking back at 2022 we saw the pandemic slow down while all of us kept going faster and faster and doing more without thinking twice about it - because we remembered a time not long ago when we had to stay home, and deals weren't being done. We craved to get back to the normalcy we once took for granted. This wasn't a figment of our imagination, this was reality. I encourage each of you to take time out of that crazy busy schedule to get back to the normalcy of attending our monthly meetings, get involved with our networking opportunities, being heard at the legislative coffees, and most importantly, be seen!

I am truly honored and privileged to serve as your 2023 president.



Cheers —

Emílee DeCotean **EMILEE DECOTEAU, RPT Realty** 2023 MSCA President

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January 2023



2022 STARRs Award Winners:

MSCA ANNOUNCES WINNERS OF THE 2022 SHOPPING CENTER TRIBUTE AWARDS FOR RETAIL REAL ESTATE AND ELECTS NEW 2023 BOARD OF DIRECTORS

MSCA is proud to announce the 2022 **S**hopping Center **T**ribute **A**wards for **R**etail **R**eal Estate (STARR_{SM} Awards) winners. The annual MSCA STARR_{SM} Awards honor outstanding projects and extraordinary individuals in the retail and shopping center industry.

2022 STARR_{SM} AWARD WINNERS ANNOUNCED NOVEMBER 29TH:



► INTERIOR DESIGN: FULL SERVICE RESTAURANT KHALUNA ~ MINNEAPOLIS

Owner(s):
Architect(s):
Consultant(s):
Contractor(s):

Tarique and Ann Ahmed Shea, Inc. VAA, LLC; Trimark Diversified Construction



► INTERIOR DESIGN: RETAIL/NON-FOOD SERVICE TUMBLE FRESH COIN LAUNDRY ~ WEST ST. PAUL

Owner(s):Linn CompaniesArchitect(s):Architectural Consortium LLCConsultant(s):Sambatek; Anderson-Urlacher PA;
Hallberg EngineeringContractor(s):EFH Co.Property Management:Linn CompaniesAdditional:Advance Light & Sounds; Albrecht Sign; BDS Laundry;
Flagship Recreation



► INTERIOR DESIGN: QUICK SERVICE/FAST CASUAL/FAST FOOD YUM! KITCHEN & BAKERY ~ ST. PAUL

Owner(s):
Architect(s):
Consultant(s):
Contractor(s):
Property Managem

Patti and Robbie Soskin Shea, Inc. Boelter Premier Griener Construction nent: Ryan Companies US, Inc.



► INTERIOR DESIGN: ENTERTAINMENT/EXPERIENTIAL/BREWERY/DISTILLERY O'SHAUGHNESSY DISTILLERY ~ MINNEAPOLIS

Owner(s): Architect(s): Consultant(s):

Contractor(s): Photographer: O'Shaughnessy Distilling Company Cuningham Atmosphere; exp US Services, Inc.; Ceramic Tileworks; Tile X Design; MDC; DL Couch; Lon Musolf PCL Construction Gaffer Photography



CONTINUED: 2022 STARR_{SM} Award Winners



▶ NEW CONSTRUCTION: RETAIL SINGLE TENANT UNDER 8,000 SF SHAKE SHACK DRIVE-THRU ~ MAPLE GROVE

Owner(s):
Consultant(s):
Contractor(s):
Leasing Agent(s):
Developer(s)/Property
Management:

PGIM Westwood Professional Services Rochon; Schreiber Mullaney Blake Bishop CBRE



NEW CONSTRUCTION: RETAIL MULTI-TENANT UNDER 10,000 SF WMG SHELL BUILDING ~ OTSEGO Architect(s): DP3 Architects, LTD. Consultant(s): TARR Group; KMR Engineering PLLC; DeVita and Associates Contractor(s): SullivanDay Construction, Inc.

Owner(s)/Developer(s): WMG Development, LLC



► NEW CONSTRUCTION: RETAIL SINGLE TENANT OVER 8,000 SF PETSUITES ~ WOODBURY

Developer(s): Architect(s): Consultant(s): Contractor(s): Banker(s): Owner(s)/Property Management: Hogan Real Estate GPD Group Kimley-Horn Bauer Design Build Silver National Bank

Petsuites of America



► NEW CONSTRUCTION: RETAIL MULTI-TENANT OVER 10,000 SF ORCHARD PLACE ~ APPLE VALLEY

Architect(s): Consultant(s): Contractor(s): Leasing Agent(s):

Banker(s):

Mohagen Hansen Kimley-Horn; Innovative Structural Solutions (ISS) Bauer Design Build HJ Development; North Central Commercial Real Estate MidCountry Bank

Owner(s)/Developer(s)/ Property Management: HJ Development



CONTINUED: 2022 STARR_{SM} Award Winners



DESIGN & AESTHETICS RENOVATION/REMODEL: INTERIOR RETAIL UNDER 8,000 SF

BELL BANK – CITY CENTER ~ MINNEAPOLIS

Owner(s):	S
Architect(s):	Ν
Contractor(s):	G
Leasing Agent(s):	В
Property Management:	R

amsung SRA Asset Management lelson Architects ardner Builders Surton Real Estate Advisors Inc Ayan Companies US, Inc.



DESIGN & AESTHETICS RENOVATION/REMODEL: EXTERIOR RETAIL UNDER 20,000 SF

OUTLOT BUILDING WOODBURY VILLAGE ~ WOODBURY

Owner(s): Developer(s): Architect(s): Consultant(s): Contractor(s): Leasing Agent(s):

Woodbury Village Shopping Center LP Muir Investment Holdings, LLC Architectural Consortium LLC Anderson-Urlacher PA; Hallberg Engineering, Inc.; Kimley-Horn Schreiber Mullaney CBRE Property Management: Cushman & Wakefield



DESIGN & AESTHETICS RENOVATION/REMODEL: Ъ **INTERIOR RETAIL OVER 8,000**

JARDIN SPANISH IMMERSION ACADEMY -**SOUTHDALE SQUARE ~ RICHFIELD**

Architect(s): Paul Meyer Architects, Inc. Contractor(s): Pro-Tech Leasing Agent(s): Colliers; Frauenshuh, Inc.; Entheos Owner(s)/Developer(s)/ Property Management: Frauenshuh, Inc.



DESIGN & AESTHETICS RENOVATION/REMODEL: EXTERIOR RETAIL OVER 20,000 SF

WARNERS' STELLIAN ~ FALCON HEIGHTS Owner(s): Architect(s): Contractor(s):

Warners' Stellian KOMA, Inc. SullivanDay Construction, Inc.



CONTINUED: 2022 STARR_{SM} Award Winners



► DEVELOPMENT PROCESS SHAKE SHACK DRIVE-THRU ~ MAPLE GROVE

Owner(s): Consultant(s): Contractor(s): Leasing Agent(s): Developer(s)/Property Management:

PGIM Inc. Westwood Professional Services Rochon; Schreiber Mullaney Blake Bishop

CBRE



► INNOVATION SAINT PAUL DOWNTOWN ALLIANCE: **GROW DOWNTOWN** ~ ST. PAUL

Leasing Consultants: Marketing: Locations:

Krueger Real Estate Advisors; NEOO Partners Inc. **Goff Public**

Including but not limited to Rivertown Market; Hamm Building; Grace Building; Lawson Ramp; Victory Ramp; Treasure Island Center; Wells Fargo Place



▶ REDEVELOPMENT: RETAIL UNDER 10,000 SF CHASE BANK - WOODBURY VILLAGE ~ WOODBURY

Owner(s): Developer(s): Architect(s): Consultant(s): Contractor(s): Leasing Agent(s): Property Management: Cushman & Wakefield

Woodbury Village Shopping Center LP Muir Investment Holdings, LLC The Architects Partnership Kimley-Horn Shingobee CBRE



► AUDIENCE CHOICE AWARD (VOTED ON BY EVENT ATTENDEES) **O'SHAUGHNESSY DISTILLERY ~ MINNEAPOLIS**

Owner(s): Architect(s): Consultant(s):

Contractor(s): Photographer:

O'Shaughnessy Distilling Company Cuningham Atmosphere; exp US Services, Inc.; Ceramic Tileworks; Tile X Design; MDC; DL Couch; Lon Musolf PCL Construction Gaffer Photography



CONTINUED: 2022 STARR_{SM} Award Winners

► INDIVIDUAL WINNERS:



► YEAR END CEREMONIES:

The Minnesota Shopping Center Association (MSCA) elected the following new officers on November 29, 2022 for 2023 leadership: as president EMILEE DECOTEAU, RPT Realty; first vice president JEREMY WELTER, Rochon; second vice president MATT HAZELTON, JLL; treasurer ANN OLSON, Bell Bank; secretary EMILY BECKER, RMA Real Estate Services, LLC; immediate past president (as Director) TRISHA SIEH, Kimley-Horn.

MSCA 2023 directors include: CARL BRANDT, Great Southern Bank; ELLIOT CHRISTENSEN, Westwood Professional Services, Inc.; DAVID DALY, CBRE; ROSEANNE HOPE, Hope Law PLLC; GREGORY HOUCK, Cuningham Group Architecture, Inc.; GENEVIEVE LIESENER, Cushman & Wakefield; MIKE STURDIVANT, Paster Properties.



2022 STARR_{SM} JUDGES: *left to right* STEPHEN DAY, SullivanDay Construction CINDY MACDONALD, Kraus-Anderson Companies SHARI AHERNS, Westwood Professional Services JACK AMDAL, Jamdal Architects, LLC CARL BRANDT, Great Southern Bank

Judges not pictured: JESSEKA DOHERTY, Mid-America Real Estate – Minnesota, LLC JOHN KOHLER, Paster Properties

Committee members not pictured: PATRICK DALY, Ryan Companies US, Inc. DREW JOHNSON, Oppidan, Inc. JEN HELM, Newmark JERRY WENDEL, Continuum Companies



2022 STARR_{SM} COMMITTEE: *left to right* STEFANIE MEYER, Mid-America Real Estate – Minnesota, LLC SHERI TESSIER, Cushman & Wakefield MARGARET JORDAN MITCHELL COOKAS, Kimley-Horn JENNIE ZAFFT, CBRE PETER ARMBRUST, Cushman & Wakefield NATINA JAMES, Cuningham Group Architecture, Inc. ROSEANNE HOPE, Hope Law PLLC CHAD FEIGUM, Loucks



CONTINUED: 2022 STARR_{SM} Award Winners



CHILDREN'S MN 2022 STARR₅ AWARDS CHARITY OF CHOICE: CLICK HERE TO MAKE A DONATION!

Children's

The Kid Experts[™]



Time is money, right? Below are a few tools to add to your toolbox to make your workdays more efficient.

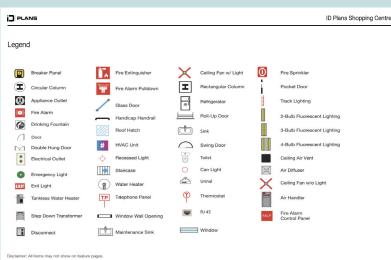
ID Plans create a complete survey of a suite that includes a LOD (Lease Outline Drawing), interior measurements, 360 virtual tour, digital renderings along with suite specifications on HVAC, utilities and more. The 14-page report also shows detail down to where thermostats are located. While property owners, developers, leasing brokers and property managers want all of the property information at their fingertips, they may not always want to spend the time collecting the data piece-meal and ID Plans gives them one point of contact to obtain all of the data. An example of a full report is here.

Another virtual tour tool is Matterport, which is a hardware and software platform used to capture and create a virtual tour of any space (commercial and residential). The tour allows the viewer to walk through the space and also see a high level "dollhouse" perspective, along with the ability to take measurements. Virtual Tours became a must during the pandemic and continue to be a great way for retailers to pre-tour a vacancy and share with others on their team that are unable to view the space in person. Contractors and architects also find it helpful

to refer to when pricing out construction work and drawing various layouts. An example is found here.

View the Space (VTS) is a real-time tracker of leasing prospects and tenant expirations that is being utilized by brokers, property managers and landlords, especially with multiple properties in their portfolio. Brokers can input property inquiries, tours and prospects along with specific deal terms when a prospect moves to the Letter of Intent/Lease stage, which allows the landlord/asset manager to analyze if a deal fits their budget and projections. Tenant relationships are made known so that landlords and asset managers can easily see which retailers are in multiple properties.

These tools are major time-savers for anyone involved in owning, managing, or leasing a shopping center. Please let Karla know of any new technology tools to be featured in a future newsletter!





by Jesseka Doherty, MID-AMERICA REAL ESTATE – MINNESOTA, LLC Page 8



GOVERN Legislative Session Preview

The Minnesota Legislature convenes on January 3rd for the 2023 session, the primary task of which is setting the state's biennial budget. The DFL controls all of state government for the first time since 2014, including maintaining a slim majority in the House and gaining control of the Senate by one member in November's election. After redistricting and the election, roughly one-third of the legislature is comprised of new members.

Along with a significant number of new members comes significant changes in House and Senate majority and minority leadership. Except for the re-election of House DFL Speaker Melissa Hortman (Brooklyn Park), all other elected leaders are new to their positions. These include House Majority Leader Jamie Long (Minneapolis), House Minority Leader Lisa Demuth (Cold Spring), Senate Majority Leader Kari Dziedzic (Minneapolis) and Senate Minority Leader Mark Johnson (East Grand Forks).

The Legislature will approach their budget setting task with a significant budget surplus. MMB's recently released budget forecast projects a \$17.6 billion surplus for FY2024-25. Almost \$12 billion of the surplus is one-time money that was left on the bottom line from the previous session and reductions in expenditures.

Based on recent comments, both House and Senate DFL leadership are expected to propose significant investments in education, childcare, paid family leave, and job training. GOP leaders would prefer permanent tax relief. On the policy front, there should be a strong push on DFL priorities that had been bottled up over the last few years because of divided government, including climate change, privacy, and legalizing marijuana. Because the Legislature failed to pass a capital investment bill last session, there will also be a push to pass one this session, whether through borrowing or using some of the one-time surplus.

Governor Walz will be releasing his budget recommendations in late January. The Legislature will receive another budget update in February which will be the basis for setting their budget. They have until May 22nd to resolve their differences.

MSCA LEADERSHIP

WWW.MSCA-ONLINE.COM

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PRESIDENT	EMILEE DECOTEAU, RPT Realty
1ST VICE PRESIDENT	JEREMY WELTER, Rochon
2ND VICE PRESIDENT	MATT HAZELTON, JLL
TREASURER	ANN OLSON, Bell Bank
SECRETARY	EMILY BECKER, RMA Real Estate Services, LLC
Directors:	
CARL BRANDT	Great Southern Bank
ELLIOT CHRISTENSEN	Westwood Professional Services, Inc.
DAVID DALY	CBRE
ROSEANNE HOPE	Hope Law PLLC
GREGORY HOUCK	Cuningham Group Architecture, Inc.
GENEVIEVE LIESENER	Cushman & Wakefield
MIKE STURDIVANT	Paster Properties
Immediate Past Presiden	t (as Director):
TRISHA SIEH	Kimley-Horn

Committee Chairs:	
Golf	MIKE LOWE, Huntington National Bank
	JOSHUA CALHOUN, Flynn Midwest LP
Legislative	ZANDER FRIED, Cushman & Wakefield
	JOAN SUKO, Ridgedale/Brookfield Properties
Networking	JOHN HAMBLET, Maple Crest Landscape
	JOE HOLMAN, Insight Restoration, LLC
Newsletter	LISA DIEHL, Diehl and Partners, LLC
	ALISON KRUEGER, Mid-America Real Estate–Minnesota, LLC
Program	LAUREN KESSLER, Colliers Minneapolis-St. Paul
	JACKIE MILLER, RSP Architects, Ltd.
Retail Report	JESSEKA DOHERTY, Mid-America Real Estate–Minnesota, LLC
	MIKE BROICH, Target Corporation
Sponsorship	DAVID EDDY, Prescription Landscape
	EMILY BECKER, RMA Real Estate Services, LLC
STARR Awards	JENNIE ZAFFT, CBRE
	SHERI TESSIER, Cushman & Wakefield
MSCA Staff:	
KARLA KELLER TORP	Executive Director (P) 952-888-3490 (C) 952-292-2414





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Minnesota Marketplace

• MISTER CAR WASH is under construction on Highways 7 & 101 and TACO BELL recently completed the rebuild of their restaurant along Highway 7 in Minnetonka.

• Another **BURN BOOT CAMP** is now open in Cottage Grove.

• MAPLEWOOD MALL owner BROOKWOOD CAPITAL ADVISORS has put the shopping center up for auction.

SOUL LAO and WANDERING LEAF BREWERY opening in St. Paul's Sibley Plaza.

• ANTHROPOLOGIE closes its St. Paul store and will move to Rosedale Center. The center's newest experiential lineup includes tenant, ARCADE ARENA.

PANDA EXPRESS recently opened in the outlot adjacent to Walmart in Roseville.

Vacant SEARS stores in St. Paul, Burnsville Center, Maplewood Mall recently were listed for sale and are being pitched as redevelopment opportunities.

RED STAG SUPPERCLUB to close in Northeast Minneapolis after 15 years. **FLAMIN THAI** will open soon at the Fire Barn in Northeast Minneapolis.

BOLUDO plans new locations in Minneapolis' Como and Uptown neighborhoods.

• KURA REVOLVING SUSHI BAR opens at Mall of America.

STELLA'S FISH CAFÉ and **WILLIAMS PUB & PEANUT BAR** will close in Uptown. Local restaurateur and

chef, Kim Bartmann will replace **UPTOWN'S AMORE** with **PINOLI**, a new Italian restaurant set to open in early 2023. Former Minneapolis southern border restaurant, **Q FANATIC BBQ** to house growing chain, **HYDERABAD INDIAN GRILL**.

• THE PAINTED TURTLE has been chosen to replace longtime vendor **SANDCASTLE** at Lake Nokomis, while **LOLA ON THE LAKE** will return to the rebuilt Bde Maka Ska pavilion in partnership **PIMENTO KITCHEN**.

• ANIMALES BARBEQUE CO., who has built a following with its food truck and trailer business, will team up with local restaurant owner, BILLY TSERENBAT for a new space in the Twin Cities.

▶ The UNIVERSITY OF MINNESOTA has inked a deal to buy the Loring Pasta Bar building in Dinkytown.

▶ St. Paul roastery **SK COFFEE** is expanding to Minneapolis, setting up its second shop in the former Misfit Coffee storefront in the Whittier neighborhood. **KEEFER COURT**, a Cedar-Riverside neighborhood Chinese bakery, is closing its doors after 40 years.

▶ MARSHALLS will close in downtown Minneapolis' City Center this month. NORDSTROM RACK recently vacated the IDS Center's Crystal Court. BANANA REPUBLIC will also vacate.

DOLLAR GENERAL to open 1,050 new stores in 2023.

- continued on page 10



by Lisa Diehl, DIEHL AND PARTNERS, LLC



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

DON'T FORGET Membership Renewals Are due Jan. 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).







CONTINUED: Minnesota Marketplace

Local restaurateur MIKE TUPA recently converted Bloomington's CW'S BAR AND GRILL to FULL TILT TAVERN, which will include arcade games such as pinball and skee-ball, billiards, darts, and giant versions of group games. BLOOMINGTON BILLIARD'S will also open in Bloomington at 8901 Penn Avenue South this month. ISTANBUL FURNITURE AND RUGS will open a retail location at Morgan Circle Retail Center in Bloomington adjacent to Fresh Thyme grocery. NATIONAL KARATE ACADEMY will open a location at Normandale Village in Bloomington.

▶ St. Louis Park bakery **HONEY & RYE** is expanding into the former Judith McGrann & Friends. The building will serve as the business' headquarters and the hub for a new concept called **BAKEHOUSE**. JM, JUDITH MCGRANN & FRIENDS is now open at Texa Tonka Shopping Center in St. Louis Park. BROOKIES FISH MARKET is also open and look for WESTSIDE WINE & SPIRITS to open soon.

▶ **FLOORING EXPO** has relocated from Yorktown Mall to Southdale Square in Richfield.

 FLEX FITNESS now open and medical aesthetics company,
OVME INSTITUTE, under construction, will both locate to Centennial Lakes Plaza in Edina.

▶ **GAMBIT BREWING CO.** is slated to open early next year in the basement of the historic Pioneer Endicott building in St. Paul, where Twelve Eyes Brewing closed more than three years ago.

▶ OFFLINE BY AERIE and LOVESAC recently opened at Woodbury Lakes. TJ MAXX will open at Tamarack Village in Woodbury.

CAFÉ ZUPAS recently opened in Coon Rapids across from Home Depot. Look for additional restaurants in 2024 to open.

CHRISTIAN BROTHERS AUTOMOTIVE is now open in Savage and Chanhassen.

• Resale pioneer, **PLATO'S CLOSET**, hits store expansion in the new year with the continued demand for resale items.

• CLAIRE'S opening in-store shops at Macy's.

WELCOME NEW MEMBERS

Justin Bryant	.Wellington Management, I
Heidi Basset	.Larkin Hoffman
Michelle Koeller	.GTRE Commercial Valuatio
	Advisory Services
Jeffrey Prange	.BrightView Landscape Ser
Christine Holman	.Cushing Terrell

REGISTER FOR THESE 2023 EVENTS WITH JUST A CLICK ON THE EVENT!

EVENT	VENUE	DATE
SAINT PAUL How Retail Contributes To Revitalization	Oak Ridge Country Club	1/11/23

WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2023-01



