

The Connection

MAY 2022



INSIDE THIS ISSUE:

Legislative Update	1	Have You Seen?	5
Legislative District Update	1	New Members & Member News	6
The Good Clinic	2	Professional Showcase & Calendar of Events	6
Minnesota Marketplace	3-4	Corporate Sponsors	7
April Speakers and Sponsors	5	Golf Tournament Flyer	8

◀ **CLICK ON THE ARTICLE TITLE TO LINK DIRECT TO THAT PAGE**



Legislative Update



by Donovan Hurd,
FAEGRE DRINKER BIDDLE
& REATH LLP
MSCA LOBBYIST

Before leaving for the legislative break, both the House and Senate released their omnibus tax bills. The House bill provides over \$3 billion and the Senate bill over \$8 billion of tax relief over the next three years.

The Senate bill provides tax relief which almost all of it goes to individuals. The bill focuses relief through two main areas – exempting all Social Security benefits from income tax and lowering the first-tier individual income tax rate from 5.35% to 2.8%. Minnesota is one of twelve states still taxing Social Security benefits. Reducing the first-tier tax rate provides permanent tax relief to all taxpayers. The bill passed off the Senate floor on a bipartisan vote 42-24.

The House Tax Committee passed the DFL House proposal out of committee. This proposal provides relief to Minnesota families, workers and seniors, including a tax rebate of \$325/child under 16, an increased child/dependent care tax credit, and a modified Social Security subtraction.

We continue to work on further reductions in the state general levy. There will be another Senate tax bill that will contain more relief for businesses. The Senate Property Tax Subcommittee heard two proposals to eliminate the levy and one proposal to reduce the total amount by \$100 million. The bills were laid over for possible inclusion in the division report.

The Governor, Speaker, and Senate Majority Leader have been meeting frequently to resolve their differences regarding restoring the unemployment insurance account. The House proposes repaying only the debt portion, while the Senate and Governor support repaying the debt and reserve.

The Legislature has until May 23rd to reconcile their differences. ■



District Update



by Zander Fried,
CUSHMAN & WAKEFIELD

REMINDER FROM THE LEGISLATIVE COMMITTEE:

The MSCA legislative committee needs your help! In February, redrawn legislative and congressional districts were released. These districts will direct the state's elections for the next 10 years. This redistricting also means, however, that the home districts MSCA has on file for its members are now outdated.

You can find your new district [here](#), and either
1. update your profile on the MSCA website or
2. email your district direct to [@Karla Keller Torp](#)

WHY IS IT IMPORTANT TO MSCA?

Legislators want to hear from their constituents. When an issue to the shopping center industry takes center stage at the capital (PPP loan forgiveness, forced business closures, street improvement districts are all recent examples), our lobbyists and the legislative committee are in regular contact with these decision makers. Having our members' districts on file helps us show these legislator's how their decision making impacts their constituents, and allows us to involve MSCA's greater membership in these important conversations. ■



The Good Clinic



by Sadie Balken,
SCHULER PUBLICITY

The Good Clinic™, a wholly owned subsidiary of Mitesco Inc., operates nurse practitioner-led, whole-person primary care clinics that combine technology with relationship-driven, personalized healthcare services.

Our goal is to redefine primary care. By shifting the focus from treatment to partnership, we empower our clients with the tools and support they need to successfully manage their own health and well-being.

The Good Clinic offers people ages 12 and older in-person and virtual care options for:

- Preventive care
- Routine medical care
- Chronic condition management
- Non-emergency acute care services

We're committed to delivering a unique balance of advocacy, expertise and empathy with same-day/next-day appointments and no time limit on the length of visits.

Founded in Minnesota in 2020, The Good Clinic intends to launch a nationwide network of inviting, thoughtfully designed clinics in easily accessible locations. We currently have six clinics throughout the Twin Cities, with plans to continue our expansion in Minnesota and across the country. The Good Clinic executive team includes the clinical and operational professionals who brought MinuteClinic to scale. ■



DIGITAL IS THE NEW NORMAL

By rapidly adopting digital commerce capabilities, the restaurant industry has met guests where they are, and allowed them to transact the way they want. This focus on reducing friction in the buying process is a good start to the digital journey. Most restaurant executives believe their digital commerce capabilities meet guest expectations, but good enough today will not be good enough tomorrow. It's vital to develop a roadmap and tune in to customer preferences with analytics to understand their buying habits. *(ATT Business)*



Minnesota Marketplace

- ▶ **SEVEN STEAKHOUSE AND SUSHI** is reopening soon.
- ▶ **SEPHORA** to roll out mobile POS in select stores. Sephora's latest technology upgrade is designed to streamline in-store payment.
- ▶ **ICHIBAN'S** going into Brandon Square in Edina.
- ▶ The **FOUR SEASONS** Minneapolis hotel located in the new RBC Gateway tower is anticipated to open June 1st. The hotel has partnered with local celebrity chef, **GAVIN KAYSEN**, who will open a yet to be named, Mediterranean-inspired restaurant on the tower's ground floor.
- ▶ Minnetonka-based **BBQ HOLDINGS**, the parent of **FAMOUS DAVE'S** is changing its name to Famous Hospitality Inc. as it continues a string of acquisitions of non-barbecue restaurants. They recently signed a purchase agreement for **BARRIO QUEEN**, an Arizona-based Mexican fine-dining restaurant chain.
- ▶ The **GALLERIA** in Edina sold for \$150 million to a local investor group 70th Street Properties from Hines Global REIT Inc. The center is 99% leased.
- ▶ West Des Moines, Iowa-based company announced it will be opening two **SMASH PARK** pickleball locations in the Twin Cities over the next two years.
- ▶ **CHASE BANK** officially opened another branch in Woodbury, bringing its Twin Cities total to 14.
- ▶ Local CEO, Michele Henry of **FACE FOUNDRIE'** is launching a beauty school in Eden Prairie, along with exploring a nationwide rollout for Savant Aesthetics Institute. Face Foundrie' continues to grow nationwide.
- ▶ Local home grown modern-furniture designer, **BLU DOT**, who has been growing nationally since 2008, currently has nine stores and are opening five this year with the intent of having a flagship store in Minneapolis. The company is planning a 744,744 square foot warehouse expansion in Otsego.
- ▶ **SCOOTERS COFFEE**, a Nebraska-based coffee drive-thru chain, is opening its first Twin Cities location in Maplewood this spring. Scooters opened a location in St. Cloud this past year. Look for this coffee retailer to continue their expansion into the Minnesota market and compete with Caribou Cabin and **STARBUCKS** 'Future Drive-Thru' concept.
- ▶ The **POURHOUSE UPTOWN** is the latest bar in Minneapolis Uptown neighborhood to close.
- ▶ After 35 years in Dinkytown, **CAMD VIETNAMESE RESTAURANT** will close.
- ▶ **SETTEBELLO PIZZERIA NAPOLETANA** opened March 8 within the former Black Sheep space at MSP Mall in Terminal 1. Black Sheep pizza closed amid the pandemic and never re-opened. Black Sheep still has two locations in the Twin Cities.



by Lisa Diehl,
DIEHL AND PARTNERS, LLC



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

In 2021 retail returns jumped to an average of 16.6% versus 10.6% a year ago according to a report from the National Retail Federation.

This adds up to more than \$761 billion of merchandise that retailers expect will eventually wind up back at stores and warehouses.

– continued on page 4



ICHIBAN'S



BLU DOT



SETTEBELLO PIZZERIA NAPOLETANA

CONTINUED: Minnesota Marketplace

- ▶ Fans of Lowertown St. Paul's **TIN WHISKERS BREWING** have until May to say cheers to the eight year old brewery. **INDEED BREWING** consolidating operations and moving into a warehouse near its brewery and taproom in Northeast Minneapolis. **BROKEN CLOCK BREWING** moving to bigger spot in NE Minneapolis.
- ▶ **ZETTA'S** on Nicollet Avenue in Minneapolis, the minuscule Eat Street shop closed this spring.
- ▶ Flippy the fry cook robot has been hired at 100 **WHITE CASTLE** stores as an initial test pilot.
- ▶ **EMILY'S LEBANESE DELI**, which shuttered in early March has reopened on University Avenue.
- ▶ **AMAZON** to open its first-ever physical clothing store – in a California lifestyle center.
- ▶ Stillwater based retailer, **BRICK + LINEN**, set to open a retail and design studio on Lake Street in downtown Wayzata.
- ▶ New fitness concept to our market, **HOTWORX** will be opening at Diamond Pointe retail center in Rogers.
- ▶ Dinkytown will be seeing a **NAUTICAL BOWLS. NASHVILLE COOP** will open in Stadium Village.
- ▶ **FLETCHER'S ICE CREAM** found a new spot in Northeast Minneapolis after its current building sold. **MARTY'S DELI** is also opening in Northeast Minneapolis.
- ▶ Athleisure retailer **OUTDOOR VOICES** is opening in North Loop.
- ▶ **SWEETGREEN** will open three Twin Cities locations later this year in Edina, the North Loop and on Grand Avenue in St. Paul.
- ▶ **BRODERS'** signature restaurant on 50th Avenue in Minneapolis recovers from a kitchen fire.
- ▶ Minnesota hospitality industry lost \$15 billion during COVID pandemic.
- ▶ **CHEBA HUT**, marijuana-themed sandwich chain, is coming to Uptown Minneapolis.
- ▶ Joshua Hedquist grew his fast-casual pasta concept **JOEY MEATBALLS** to four locations in four months, and now he's working to open more and develop additional concepts.
- ▶ **HYPE**, a sneaker shop that deals in high-end shoes and local community-owned brands, has opened its first location in Uptown.
- ▶ **PERKINS** in Maplewood closes after 42 years.
- ▶ Food trucks may be rolling out to Bloomington neighborhoods by summer. The Bloomington City Council is holding a public hearing this spring on zoning changes that would allow food trucks to operate more freely in this suburb.
- ▶ Franchised cajun seafood restaurant, **MILLIONS CRAB** will be opening another location in the Twin Cities in the former Perkins in Brooklyn Park on West Broadway and Brooklyn Boulevard. The seafood concept has other locations in Richfield, Roseville and Maplewood.
- ▶ **CREW CARWASH** now open in St. Cloud and soon to open in West St. Paul and Maple Grove.
- ▶ **CHASE BANK** continues to grow in this market with another six branches slated (Edina, Eden Prairie, Bloomington, Saint Cloud, Stillwater, Savage, Roseville).
- ▶ **CRISP & GREEN** looking to add 10 more stores in Minnesota and 30 nationwide by 2025.
- ▶ **CHAPTER AESTHETIC STUDIO** signed a 3,105 square foot deal at Central Park Commons in Eagan, MN and a 3,500 square foot deal at the Golden Corral redevelopment in Coon Rapids, MN.
- ▶ **TIDAL WAVE AUTO SPA** closed on one acre of land in Waconia, located in the NWQ of Olive Street & Highway 5.
- ▶ **BOB'S DISCOUNT FURNITURE** is adding its third store in Minnesota in Roseville, across from Rosedale Center within the former David's Bridal space at 2401 Fairview Avenue.
- ▶ Ex-NBA player Kris Humphries signs 10-unit **DAVE'S HOT CHICKEN** franchise deal.
- ▶ Eden Prairie Center celebrates the opening of the second Minnesota location of **SANDBOX VR**, a free-roam virtual reality experience offering 5 immersive experiences that place visitors in the center of the action.



APRIL SPEAKERS

Trish Sieh Kimley-Horn
Garrick Brown..... Lockehouse



APRIL THIRD THURSDAY SPONSOR



A SPECIAL THANKS TO OUR KEYNOTE SPONSORS!



HAVE YOU SEEN?



MISTER CAR WASH is under construction in HJ Development's, Orchard Place in Lakeville. This will be the 4th location in the Twin Cities.

MOTHER'S DAY

spending is expected to total \$31.7 billion this year, up \$3.6 billion from 2021's record spending. Approximately 84% of U.S. adults are expected to celebrate Mother's Day. Flowers, jewelry and gifts of experience all rank high on the list this year.

(Source: NRF)

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MEMBER NEWS

JESSEKA DOHERTY, LISA CHRISTIANSON, SARA MARTIN, JEN HELM, TED GONSIOR, JEREMY GRITTNER, and ZAC HOANG have been named on Finance & Commerce Commercial Real Estate POWER 30.

Congratulations to these members, as well as all the other honorees for their achievement of this prestigious recognition.

Congratulations to **CHRIS SIMMONS** for being in the 2021 Champions' Club, at Transwestern's 2022 National Recognition Conference.

REGISTER FOR THESE 2022 EVENTS WITH JUST A CLICK ON THE EVENT!

EVENT	VENUE	DATE
THE RETAIL INVESTMENT MARKET: WHAT INNING ARE WE IN?	Double Tree Park Place	5/04/22
MSCA MEET UP: COFFEE AND DONUTS	Bell Bank City Center	5/10/22
THIRD THURSDAY sponsored by Qt Commercial	JJ's Clubhouse	5/19/22
PHILANTHROPIC VOLUNTEERING OPEN ARMS	Open Arms of Minnesota	5/26/22

WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2022-05

WELCOME NEW MEMBERS

VINITA STEFFL.....CHRISTIANSON AND COMPANY
COMMERCIAL REAL ESTATE SERVICES

JASON GAUTHEIR.....HJ DEVELOPMENT

MIKE LOUKUSA.....IMMERSION DATA SOLUTIONS

CHRIS SCHELLENBERG.....HANTHO OUTDOOR SERVICES

KRISTEN JACOBS.....WINDSOR ENGINEERS

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THANK YOU TO OUR MSCA 2022 CORPORATE SPONSORS



31st Annual MSCA Golf Tournament

Monday, June 20th, 2022

Title Sponsors



Majestic Oaks Golf Club - 701 Bunker Lake Blvd NE, Ham Lake 55304

Foursome Registration (\$700) No refunds or cancellations

All foursomes include pre-golf drink ticket, mulligans, par-tee cart ticket, golf, lunch, dinner

Name _____

Company _____

Email _____

Individual Registration (\$175) No refunds or cancellations

(Will be paired as they are received) include pre-golf drink ticket, mulligan, par-tee cart ticket, golf, lunch, dinner

Name _____

Company _____

Email _____

Monday, June 20th, 2022

9:45 am Registration and Grab & Go Breakfast

10:45 am Shotgun Start & Four Person Scramble

4:00 pm Social Hour, Dinner and Music

5:15 pm Awards Presentation

"You acknowledge that all registrants have read MSCA's COVID-19 Policy on page 2 of this form*"

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

Purchase Additional ParTee Cart Tickets Here \$5 for 1 \$20 for 5

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