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MINNESOTA SHOPPING
CENTER ASSOCIATION

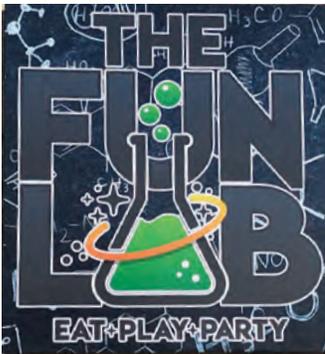
MARCH 2019

The Connection

FEATURE
NEWS

The Perfect Formula for Fun – “The Fun Lab”

WHAT IS NEWLY OPENED IN BLAINE, IN A REPURPOSED BIG BOX STORE (GANDER MOUNTAIN) AND A “HECK” OF A LOT OF FUN FOR BOTH KIDS AND ADULTS???



IT’S THE FUN LAB!!!

The Fun Lab is the brainchild of Jim and Marilyn Webber, who envisioned this enterprise of fun about five years ago. Located in the old Gander Mountain building right off of Central Avenue/Highway 65, with 22,000 square feet of fun, it opened for business in December 2018. (On a personal side note, I have been to The Fun Lab four times already, and am planning my next visit. Last weekend, I brought my husband Robin and he was completely blown away at how much fun it was!)

Following are some “Fun” things to know about The Fun Lab from key players on the project, including owners Jim and Marilyn Webber; General Contractor, Steve Day; and Job Superintendent, Drew Belsaas.

—*Jim & Marilyn Webber, Owners, The Fun Lab*

HOW LONG WAS THIS UNIQUE IDEA IN THE MAKING?

We started coming up with ideas about five years ago and really got serious about three years ago. We decided to have a feasibility study created for the Blaine area, just to make sure our idea would work. What makes us unique is our customer service, our wide range of best attractions (all in one place) and a full restaurant that is aimed at ALL guests from the “littles” to the grandparents and offering limitless fun and great memories! We also have party rooms available for birthday parties complete with magic trick performers that are also available for Team-building Corporate Events.

TELL US ABOUT HOW YOU FOUND AND CHOSE THE LOCATION.

Our feasibility study used 109th and Hwy 65 as a center point of Blaine. We looked at several locations in and near Blaine, but many were eliminated due to size, lease rate, or ceiling height. We found one company that was going to do a build to suit where they build the building and lease it to us, but at the last moment, they changed their mind. Luckily, the Gander Mountain location became available late 2017. Our broker set up a meeting with the landlord, and after several meetings, we agreed upon a lease. We feel that the old Gander Mountain location is a good location with exposure on Hwy 65 and being close to the National Sports Center.

“REPURPOSING” OF BIG BOX STORES IS IMPORTANT IN THIS DAY AND AGE, THE FUN LAB IS A GREAT EXAMPLE OF REPURPOSING A BIG BOX STORE. I REACHED OUT TO ANNA BLAKE OF COLLIERS BROKERAGE SERVICES FOR HER PERSPECTIVE:

— continued on page 2



by Paula Klimek-Partch,
SULLIVAN DAY CONSTRUCTION

We also have party rooms available for birthday parties complete with magic trick performers that are also available for Team-building Corporate Events.

CONTINUED: The Perfect Formula for Fun – “The Fun Lab”

There have been a handful of factors that have led to the demise of many big box retailers, with omni channel, consumer preferences, and over development of storefronts leading the pack, in my opinion. Many retailers analyze consumer preferences through general shopping desires; gone are the days of the massive department stores satisfying everyone’s shopping needs and desires. Retailers are now working toward finding a balance with their brick and mortar locations since the rise of the internet. Retail shopping is at everyone’s fingertips, so shopping has become an experience for consumers—not just a chore or errand. Consumers will always want a place to see, touch, and feel the products in real life. Retailers that struggle to evolve with consumer preferences are closing, creating big box vacancies in the market and, thus, negatively impacting vacancy rates. Big-box repurposing has created opportunities for landlords with well-positioned assets to refresh and revitalize what may have been a tired and underutilized shopping center. Innovative, new-to-market concepts in the former big-box spaces has lowered the vacancy rates, increased portfolio value for landlords, and helped to stimulate the economy.

HOW MANY ATTRACTIONS ARE THERE IN THE FUN LAB? AND WHAT WAS THE SELECTION PROCESS FOR THE ATTRACTIONS? HOW DID YOU DECIDE WHICH ATTRACTIONS TO BUILD AND TO PURCHASE AND INSTALL?

We have 8 attractions, some you may have seen before like, Laser Tag, Spin Zone Bumper Cars, Mini Bowling, and an Elevated Ropes Course, but each has their own spin, whether it’s the Black Panther themed laser tag or being able to watch people play arcade games from the rope course! The other four offer a unique experience for our guests, let us explain!



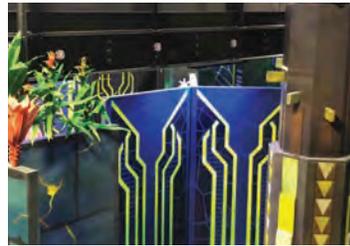
XD DARK RIDE - When you play the Dark Ride, imagine playing a call of duty type game with seven other friends! Hold on tight because you get the full 3D experience with the chairs moving along with the ride as well. Have fun shooting your

choice of zombies and/or werewolves or even Mad Max along with other selections available. This ride will keep you on the edge of your seat.....Literally!!



HOLOGATE VIRTUAL REALITY - This is an awesome virtual reality experience. This is a game for all ages, you can chose from a selection of games ranging from a dance revolution like game to shooting robots, there is something for everyone!

LASER MAZE - If you’ve ever wondered how the robbers in movies get through those lasers in the bank vaults, well you are in luck! The laser maze allows you to try and avoid lasers that crisscross



many laser beams as possible in a minute!

throughout the room. Try making it to the other side without hitting the laser. If sounding the alarms is more your speed, you may like beam breaker, which allows you to run through the space breaking as



BALLOCITY - If you want to just sit back and let the kids run, ballocity is the spot to be. Let your kids run around on this 3-level jungle gym. Shoot foam balls out of cannons at each other and go down multiple slides. They can do all this

while you sit back and have a snack from the cafe and enjoy a cold beverage. Whether it be pop, beer or wine!!!

We also have about 45 arcade games. Our consultant was very helpful in deciding which attractions we should have in our facility. We went to several conventions and saw the attractions first hand. From there, we picked our favorites and then did a market analysis of which attractions might do well in our area. We wanted something unique and fun for the entire family. Our consultant, Jerry Merola of AEM, has many connections in the family entertainment business, and he helped us narrow down which vendors would be the best to work with and have the best equipment. Some attractions, like in Laser Tag, we actually used 3 different vendors: one for the steel mezzanine, one for the arena/painting, and one for the laser tag vests.

WHAT WOULD YOU SAY WAS THE MOST CHALLENGING ASPECT OF THE PROJECT AND HOW DID YOU OVERCOME IT?

Finding a location and a landlord that would work with us was the toughest, since the family entertainment center business is new to us. Financing was probably the second hardest to come up with for the same reason as above. Lastly, the red tape of getting proper permits/licenses.

DO YOU HAPPEN TO HAVE A PERSONAL FAVORITE ATTRACTION? IF SO, WHICH ONE.

Our favorite attractions would be the Trio Tech XD Dark Ride and the Hologate virtual reality. These attractions offer a 3-D experience where you feel like you are really in whatever visually is on the screen. We’ve had people fall over, crouch down & simulate all kinds of actions, again, because the visual experience is so compelling!

—Steve Day, Owner, Sullivan Day Construction, General Contractor for The Fun Lab

WITH LOTS OF DEVELOPMENT HAPPENING IN BLAINE, TELL US A LITTLE BIT ABOUT THE PERMITTING PROCESS FOR THIS PROJECT, WITH ALL OF THE MISCELLANEOUS ATTRACTIONS AND MOVING PARTS.

— continued on page 3

CONTINUED: The Perfect Formula for Fun – “The Fun Lab”

Blaine is busy, and the project was complicated, so the process took a long time. The project had many different facets to it, the demising of a larger building into separate uses, a new tenant that included a restaurant/kitchen, plus all of the unique attractions. The laser tag arena has a fully self-supporting structural steel mezzanine that allows for play on two levels that had a separate engineer, review, and permit process. The fire life/safety requirements for this type of use are also very stringent and complicated.

WHAT WOULD YOU SAY WAS THE MOST CHALLENGING ASPECT OF THE PROJECT AND HOW DID YOU OVERCOME IT?

Going in I thought that the coordination of about a dozen separate attraction and systems vendors, hired by our client, was going to be a nightmare. We had a very small window of time to get them in to do their work, and all of them had different requirements that needed to be met for them to be able to do their work. It took a massive amount of communication and scheduling throughout, but it ended up not being as much trouble as feared. Our field superintendent and client had a lot to do with that success.

WITH SO MANY ATTRACTIONS TO CHOOSE FROM, DO YOU HAVE A PERSONAL FAVORITE?

I haven't tried them all yet, but I would say the Dark Ride is my favorite. I can't believe the technology that delivers such a cool interactive experience can be found somewhere like this that doesn't have "Disney" in its name.

—Job Superintendent Drew Belsaas (Sullivan Day)

WAS THERE ONE ATTRACTION THAT PROVED TO BE MORE HANDS-ON THAN THE OTHERS? IF YES, TELL US A LITTLE BIT ABOUT THAT.

Even though I really didn't have to get too involved with install of attractions, I would say laser tag was the most crucial. I had to make sure at least a dozen times that the measurements of the space it was going into would work for the steel structure that was put in by Creative Works.



TELL US A LITTLE ABOUT THE ENORMOUS PIZZA OVEN IN THE RESTAURANT.

It's BEAUTIFUL!!! It's a brick rotating oven that can cook up to 10 pizzas at a time, depending on the size of the pizza. It has ceramic tile on the outer shell of the dome that just pops when you look into the kitchen. In addition to pizza, the menu ranges from yummy cheese curds, delicious quesadillas, salads, and Sides to a Kid's Menu. There is also wine and a great selection of bottled beer and on tap! There, literally is something for everyone!

WHAT WAS YOUR PERSONAL FAVORITE ATTRACTION TO WORK ON AND WHY?

I would have to say laser tag! I have never seen anything so detail oriented. The air brush paint and the two levels make it quite the fun area to play in.

I also want to note that I think when people hear about or see posts about the Fun Lab, they probably think it's a place just for kids. Well you are in for a surprise! Not only do they have fun arcade games, but the attraction and rides they have also fit adults as well. I couldn't believe how much it made me feel like a kid again. Sometimes as parents, that's what we need. That we can go there with our family, and instead of just watching our kids run around, we can run around with them and have a blast as well, and enjoy an ice cold beer along the way.

AND.....IN CLOSING.....HERE'S A "FUN" ENDING TO THIS ARTICLE!
ALL MSCA MEMBERS AND NON-MEMBERS ARE INVITED TO PRINT THIS
NEWSLETTER ARTICLE AND BRING IT TO THE FUN LAB TO GET \$5 OFF
ANY PACKAGE PURCHASED BEFORE APRIL 30, 2019. ■

MEMBER PROFILES

ROBERT A. COLACICCO

JOB TITLE: Senior Project Manager
AREA OF FOCUS: Commercial Retail / Restaurant and Gaming Buildouts
YEAR JOINED MSCA: 2019



CRAWFORD MERZ CONSTRUCTION

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

I interned for a mid-sized Commercial General Contractor for two summers while attending Montana State University-Bozeman and graduated with a Bachelor of Science degree in Construction Engineering. I was then hired by this GC out of school as a Project Engineer and CPM Project Scheduler. I was with that Company for a little over seven years and during that time held the positions of Project Engineer, CPM Scheduler, Project Manager and Technical Writer.

WHAT KEEPS YOU IN THE BUSINESS? The challenges that continually arise during the construction process and the problem solving that ensues in order to keep the job moving along. In addition, in construction there are always new materials, innovations or methods of getting a project done cheaper and without impact on quality or schedule which is exciting to me. Crawford Merz has been in the construction industry since 1886 and focuses on tenant improvements in the office, medical, retail and restaurant arena. In addition to our office downtown Minneapolis, we also have an office that I run at the Mall of America where we are the preferred contractor. I really enjoy the fact that there is constant learning throughout ones career and no two projects are the same!

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? It would have to be the SMAAASH Entertainment Project that Crawford Merz built on the 4th floor in the Mall of America. It was a 40,000 square foot space that consisted of an indoor multi-level structural steel/concrete go kart track, virtual reality gaming center, laser tag arena and restaurant/patio dining. Our team was able to demo the existing space and get the new build out completed in a fast paced 4.5 months.

IF YOU ARE A SEASONED VETERAN, WHAT ADVICE WOULD YOU GIVE TO THOSE NEW IN THE INDUSTRY? Stay humble, listen, learn from and do not be afraid to ask questions to those who have more experience in the industry.

WHAT IS YOUR FAVORITE REAL ESTATE RELATED APP? Zillow

WHEN YOU RETIRE, YOU WANT TO...buy a yacht and sail around the world.

Thanks Rob

SHERI TESSIER

JOB TITLE: Construction Project Coordinator
AREA OF FOCUS: Commercial Construction Management
YEAR JOINED MSCA: 2017



MID-AMERICA REAL ESTATE – MINNESOTA, LLC

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

I was an Administrative Coordinator for Mid-America's Tenant Representation department. I was in that role for about a year.

WHAT KEEPS YOU IN THE BUSINESS? The challenge of construction and the people.

WHAT THINGS DO YOU NEED TO BE SUCCESSFUL IN THIS JOB, AND WHAT ARE THE DEAL KILLERS FOR YOU? You need to be organized and have the ability to jump from one project to the next with ease. The main deal killer for me is a poor attitude.

HOW DO YOU LIKE YOUR EGGS? Poached!

IF YOU COULD HAVE ONE SUPERPOWER, WHAT WOULD IT BE AND WHY? Fly, 'cuz duh!

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? Baking, it's good for the soul.

DESCRIBE YOURSELF IN THREE WORDS. Sarcastic. Happy. Kind.



IF YOU WERE AN ANIMAL, WHAT WOULD YOU BE AND WHY? Eagle, 'cuz of the flying thing?

Thanks Sheri

RISING
STAR

iFLY



by Natina James,
RSP ARCHITECTS



iFLY opened their first location in Minnesota on December 20, 2018 in Minnetonka on the Ridgedale Center Ring Road – just north Ridgedale Center. It's a chance to experience a vertical wind tunnel with winds of 150 miles per hour which simulates skydiving. The wind tunnel simulates free fall conditions and offers the experience of flight to all ages.

They have over 65 operating facilities across the world and flown over 7 million customers. They are headquartered in Austin Texas and been in operation since 1998. They offer several ways to experience skydiving, individually, as a group or team building event. It is safe and challenging for all ages with almost no age limit, they can accommodate children as young as 3. It is just as thrilling for inexperienced flyers as it is for skilled skydivers. They've even combined virtual reality and a wind tunnel. iFLY offers two virtual reality flights based on the Dreamworks movies How to Train Your Dragon. Participants wear VR equipped helmets, and are guided by instructors to soar like a Dragon choosing either Hiccup or Astrid.

Every session is taught by a flight instructor who is certified by the International Bodyflight Association (IBA). iFLY offers programs designed to support the Boy Scouts, STEM education and the Military. For the military they offer programs for those officers seeking basic, sustainment and advanced training.

First Timers flight packages start at about \$70 for two flights equaling three skydiving freefalls from 12,000 feet. This includes gear, pre-flight training, one on one flight training and a personalized flight certificate. You can even learn the sport of Bodyflight. There are five levels – learning how to master flight poses, movements and transits in the air – including turns rolls and other acrobatic movements. Fair warning – we have heard experiencing a wind tunnel is quite addictive. Consider this before trying it out! ■





Legislative Update



by Sonnie Elliott,
FAEGRE BAKER DANIELS LLP

The 2019 legislative session convened on January 8, 2019. The legislature will be setting the budget for the state this session. The Minnesota Constitutional deadline for adjournment is May 20th. February 27th, 2019 is the Minnesota Business Day at the Capitol.

THE FOLLOWING ARE POINTS MSCA MEMBERS CAN USE WHEN TALKING TO LEGISLATORS AT THE CAPITOL.

- Each year, Minnesota Shopping Centers generate almost half of the state's sales tax revenue. Employment at shopping centers creates Minnesota jobs at every level: entry, managerial, sales, distribution and executive positions.

BUSINESS PROPERTY TAXES

- MSCA urges lawmakers to maintain the State General Property tax reductions passed in 2017.
- Due to automatic annual increases, the tax had risen from \$592 million when first imposed in 2002 to \$863 million in 2016.
- Reducing the CI property tax supports jobs and reduces an uncompetitive regressive tax. Simply exempting lower market value property from the property tax base only creates winners and losers in the marketplace.
- Property taxes are passed directly to our tenants, hindering their ability to grow and compete.



TRANSPORTATION FUNDING

- An efficient transportation system is important for the success of shopping centers and all commercial real estate businesses. The legislature needs to pass additional transportation funding without unduly burdening business tax payers.
- All forms of our state's transportation infrastructure: roads, bridges and transit should be planned for and addressed during the legislative session. MSCA supports comprehensive and long-term funding solutions for our transportation infrastructure.

SAC/WAC

- Help find ways businesses can have a voice in reforming and improving the Sewer Availability Charges (SAC) set by the Met Council.

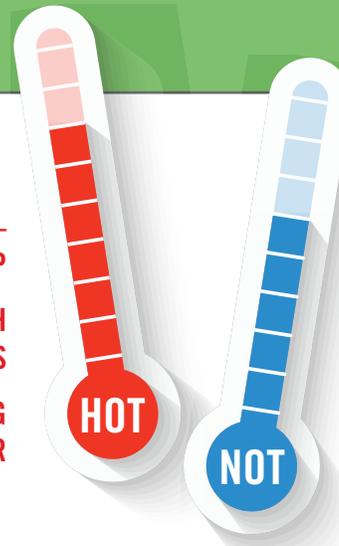
WHAT'S TRENDING IN THE TWIN CITIES?



MARIE KONDO –
TIDYING UP

MARCH
MADNESS

SPRING
WEATHER



SNOW!

IN THE
NEWS

Minnesota Marketplace

▶ **CHARLOTTE RUSSE** filed for bankruptcy and will be closing 94 stores across the country, including those in the Mall of America and Burnsville Center.

▶ **AQ FIT LAB** opened on 44th and Drew in Linden Hills. This is a new gym that focuses on interval training through group classes. “AQ” stands for Athletic Quotient, the owners goal is to have the gym look different in everyway.

▶ **POPPY** in Linden Hills closed its doors on February 24th. The two locations in St. Paul will stay open.

▶ Irish pub **THE LOCAL** opened its second location on February 6th in St. Louis Park’s The Shops at West End, taking over space from its sister restaurant, Cooper.

▶ The owners behind the Minneapolis restaurants Copper Hen Cakery & Kitchen and Gray Fox Coffee & Wine opened a third concept in Minnetonka the **COPPER COW KITCHEN AND BAR**. The space was formerly occupied by a Dairy Queen.

▶ A new company called **TRU KIDS, INC.** has taken over as the parent company of several Toys “R” Us brands, including Babies “R” Us and the company’s former mascot, Geoffrey the giraffe.

▶ An Italian/American restaurant, **CARMINE’S BAR AND GRILL** is planning to fill the 5,500 square foot space at 9805 Normandale Boulevard, the site of a former Perkins. Carmine’s Woodbury location opened in 2011, and they felt it was time to expand, they plan to open in June of 2019.

▶ **LUCK OVEN BAKERY** in south Minneapolis’s Armatage neighborhood closed.

▶ **PENNY’S COFFEE** will open a third location in Downtown Wayzata. They will be located on the first floor of the CrossCreek Shoppes in a 1,675 square foot space.

▶ **MY BURGER** is opening at Shady Oak Convenience Center in Minnetonka.

▶ **PORTILLO’S HOT DOGS** opened a 200-seat restaurant at Fairview Avenue and County Road B2, in Rosedale Center’s outlet in front of the Macy’s and JCPenney stores. This is the third location in the Twin Cities.

▶ **ULTA** signed a lease to open a new store in Blaine at Highway 65 and 117th Avenue next to Lowe’s, Marshalls and Petco.

▶ Canadian-based fashion retailer **ARITZIA** will open its first Minnesota location at Mall of America later this year. The new, 8,000 square foot store will be located on the first floor of the west wing, in the space previously occupied by H&M next to Columbia Sportswear.

▶ **PIZZA LUCE** is now open in Eden Prairie at the former Don Pablo’s space.

▶ **TOTALLY TAN** opened at Oxboro Plaza off of 98th and Lyndale in Bloomington, they are in 3,461 square foot space.

▶ **CARBIBOU** is closing their 1,702 square foot end cap space at Oakdale Village, in Oakdale.

▶ **BUFFALO WILD WINGS** closed their 2,480 square foot space at Centennial Lake Plaza.

▶ **BENTLEY’S PET STUFF** closed their 1,868 square foot space at Knollwood.

▶ **GO GLOW** is opening at Centennial Lakes Plaza in Edina, and their space is 1,482 square feet.

▶ **SALONS BY JC** has signed a lease in Uptown in the former Columbia Store along Hennepin Avenue.

▶ **GABBERTS** will exit the Galleria in Edina, a spot where it has been for 60 years, and move to the site in Bloomington near the intersection of interstates 494 and 35W.



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



by Anna Blake,
COLLIERS INTERNATIONAL



by Lisa Diehl,
DIEHL AND PARTNERS, LLC



THE LOCAL



PORTILLO'S



PIZZA LUCE



Cornerstone – MSCA’s 2019 Philanthropic Charity of Choice

WHAT YOU CAN DO IF SOMEONE YOU CARE ABOUT IS EXPERIENCING VIOLENCE:

LISTEN. Domestic violence, sexual assault and human trafficking are difficult subjects for everyone to discuss. Spend more time listening than talking and withhold judgment and advice.

RESPECT THEIR CHOICES. Though you may wonder why people stay with an abusive person, trust that they know what is safe for them at this moment.

Offer resources and support. Let them know you’ll be there when they need you. They may not be ready to accept help now, but keep the door open.

HELP THEM STAY SAFE. If they aren’t ready to leave right now, help develop a safety plan if there is an incident. You could offer to store a copy of important documents, precious items, an extra set of car keys, and emergency money at your home if the need for a quick escape arises.

GIVE THEM THE MINNESOTA DAY ONE CRISIS HOTLINE NUMBER 1.866.223.1111. Tell them they can call it any time, day or night, whether they want to find a safe place to go or just get support.




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 adjustors to respond when you need us.

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



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Professional Showcase: Fost Choles

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Fost has extensive experience insuring all types of retail, office, and habitation risks throughout the Midwest. Whether you need a project insured from the start of construction or have an existing property, and want to get a highly competitive quote just give Fost a call.

Next time you need insurance or have a renewal coming up, don't call a broker, call Fost. He has the best of both worlds with an industry leading captive carrier in American Family, who brokers cannot access, AND he has all the carriers brokers have to use.

Please reach out to Fost to learn more about how his agency can simplify the insurance maze and provide the rates and service you deserve.

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Are you paying more than your fair share of property taxes? Let us take a closer look to see if we can assist you in getting a substantial reduction.

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THANK YOU to our February Third Thursday Sponsor –

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MSCA IS CURRENTLY LOOKING FOR COMMITTEE MEMBERS FOR 2019! [CLICK HERE TO LEARN MORE!](#)

If you would be a dedicated and hard-working addition to one of our eight committees, then take a look at our committee page for your chance to contribute to this great organization! Committees looking for your help in 2019: Program and Newsletter!

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

FEBRUARY MONTHLY SPEAKERS



From l to r:

JENNIE ZAFFT, CBRE (moderator)

NICK EGELANIAN, SiteWorks Retail Real Estate Services



As you are driving the market, be sure to keep your eyes out for the CRE projects that are under construction.

MSCA SCHEDULE OF EVENTS » 2019

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

WEDNESDAY MARCH 6TH – Monthly Program

THURSDAY MARCH 21ST – Third Thursday

WEDNESDAY APRIL 3RD – Afternoon Program

THURSDAY APRIL 18TH – Third Thursday

THURSDAY APRIL 25TH – Bowling Bonanza

WEDNESDAY MAY 1ST – Monthly Program

THURSDAY MAY 16TH – Third Thursday

WEDNESDAY JUNE 5TH – Monthly Program

MONDAY JUNE 17TH – MSCA Golf Tournament

THURSDAY JUNE 20TH – Third Thursday

WEDNESDAY JULY 24TH – MSCA at the St. Paul Saints

WEDNESDAY AUGUST 7TH – Monthly Program

THURSDAY AUGUST 17TH – Third Thursday

WEDNESDAY SEPTEMBER 11TH – Monthly Program

THURSDAY SEPTEMBER 19TH – Third Thursday

WEDNESDAY OCTOBER 2ND – Monthly Program

THURSDAY OCTOBER 10TH – Third Thursday

WEDNESDAY NOVEMBER 6TH – State of Retail Event

THURSDAY NOVEMBER 21ST – Third Thursday

TUESDAY DECEMBER 3RD – STARR Awards/ Year End Ceremonies /
Holiday Party

REGISTER FOR THESE 2019 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
WHERE IS YOUR OPPORTUNITY IN OPPORTUNITY ZONES?	Doubletree Hotel Minneapolis Park Place	March 6
THIRD THURSDAYS NETWORKING - FREE <i>Sponsored by John A. Dalsin & Son Roofing</i>	Tavern 23	March 21

WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2019-03

MSCA LEADERSHIP

WWW.MSCA-ONLINE.COM

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GOLF **Kelle Lang Staats** – Guaranty Commercial Title, Inc.
Alan Catchpool – Kimley-Horn

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 Mid-America Real Estate–Minnesota, LLC
Zander Fried – Mid-America Real Estate–Minnesota, LLC

NETWORKING **Emilee DeCoteau** – RPT Realty
Sheri Tessier – Mid-America Real Estate–Minnesota, LLC

NEWSLETTER..... **Scott Clemente** – SERVPRO of Minnetonka
Suzanne Jones – Mid-America Real Estate–Minnesota, LLC

PROGRAM..... **Amy Remely** – Kraus-Anderson Companies
Gavin Tugana – Mint Roofing

STATE OF RETAIL..... **Christopher Huntley** – Mulligan & Bjornnes, PLLP
Jesseka Doherty – Mid-America Real Estate–Minnesota, LLC

SPONSORSHIP..... **David Eddy** – Prescription Landscape
Emily Becker – RMA Real Estate Services, LLC

STARR AWARDS..... **Patrick Daly** – Ryan Companies US, Inc.
Mitchell Cookas – Kimley-Horn

STAFF:

Executive Director: **Karla Keller Torp** (p) 952-888-3490 (c) 952-292-2414
Associate Director: **Emma Radtke** (p) 952-888-3491 (c) 952-292-2416

MEET LEADERSHIP...



Jon Fahning
 BREMER BANK, N.A.
 2019 President



Emilee DeCoteau
 RPT REALTY
 Networking Committee Co-Chair

WELCOME NEW MEMBERS:

BROOKS BUDELIS Advanced Drainage Systems
KEITH DUNN Bauer Design Build, LLC
ZAC HOANG Bloom Commercial Real Estate
JORDAN CARR Central Roofing Company
MATT DREW Central Roofing Company
CASEY MARKA Colliers International Minneapolis|St. Paul
SHEILA HANSON Crawford Merz, LLC
ROB COLACICCO Crawford Merz, LLC
PAT JOHNSON Dering Pierson Group, LLC
MIKE BROYLES First American Title Insurance Company
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MSCA's Bowling Bonanza!

Thursday, April 25, 2019 3:00-6:00 pm

3:00 registration • 3:30-5:30 two games & pizza buffet • 5:30-6:00 awards

Southtown Lanes • 7941 Southtown Center • Bloomington, MN 55431 • 952-888-9248

Registration Forms Due April 12, 2019

Price includes two games, pizza buffet & networking! Cash bar available.

Team of 4 bowlers: \$220

Team name (optional): _____

1) Name _____

Company _____

Email _____

Strike Pot: \$10/entry

2) Name _____

Company _____

Email _____

Strike Pot: \$10/entry

3) Name _____

Company _____

Email _____

Strike Pot: \$10/entry

4) Name _____

Company _____

Email _____

Strike Pot: \$10/entry

One bowler: \$55

We'll match you up with a team to play on!

Name _____

Company _____

Email _____

Strike Pot: \$10/entry

Not bowling: \$25

Join us for the pizza buffet and networking!

Name _____

Company _____

Email _____

**PRIZES AWARDED FOR
CREATIVE TEAM ATTIRE!**

Bowling Event Title Sponsor – Doran Companies!

DORAN
C O M P A N I E S

STRIKE POT – \$10 TO ENTER
Win a \$250 Total Wine Gift Card

DORAN
C O M P A N I E S

Strike Pot Rules: Every time you roll a strike, you enter your name into a drawing. After the games, a strike off will take place. The person whose name is drawn will have one chance to roll a strike. Names will continue to be drawn until a strike is rolled and someone wins.

Lane Sponsor \$60 (deadline: March 29th)

If you would like to sponsor a lane, you will receive exposure for your company.

- Number of lanes to sponsor _____ (First come, first serve; Formal contract to follow)

Would you like to donate any funds to MSCA's 2019 Philanthropic Charity of Choice – Cornerstone?

Amount \$ _____

Return Payment Made Payable to MSCA Amount \$ _____ Check # _____ Visa/Mastercard

Name on Card: _____

Billing Address: _____

City, State Zip: _____

Card Number: _____

Exp. Date: _____ **CVV Code:** _____ **Signature:** _____