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# THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

MARCH 2017



## What Would You Do First?



by Scott Clemente, SERVPRO OF MINNETONKA



**PICTURE THE SCENE:** You've just settled in to your lounge chair on the beach. It offers a great view of the ocean and of your kids playing in the sand nearby. It is 82 degrees and sunny with a warm breeze. The beach attendant delivers your favorite island cocktail and you exhale a deep breath — the first day of vacation — Relaxation!

*The number one thing you can do is put a Response Plan into place.*

Then, your phone rings. You look at it with more than a mild annoyance because you made it clear to everyone back at the office not to bother you unless it is an emergency. You answer the phone. It is the on-call maintenance supervisor of your properties. One of the stores had a fire. The sprinklers went off and the fire department came. There is smoke and water everywhere.

As the maintenance tech is describing what happened you receive another call, it is the tenant in the adjacent store telling you they have water seeping in to their space and that their store smells of smoke. Then another call comes in — it is the fire chief. He needs information from you for his report. You get numbers, tell everyone you will call them back and hang up your phone.

### WHAT WOULD YOU DO FIRST?

Let's leave alone the question of why these things only happen on the weekend or when you are on vacation. Or how plumbers somehow know to put the pipes that are going to break on the top floor of buildings! The point of the above scenario is that they never happen at a convenient time for you. Because of this, you need a plan in place before disaster strikes so that when something does happen you are able to minimize the damage and the cost and time it takes to clean it up.

Typically, the biggest cost in a commercial fire and water damage is lost business revenue. Even for retailers with coverage, they may still have a tough time recovering if they are shut down for so long that their customers go elsewhere. Therefore, the quicker you can restore operations to the building, the smaller this amount will be and the better chance you have of not losing tenants because they go out of business.

- continued on page 2

**FEATURE ARTICLE CONTINUED: What Would You Do First?**

The good news is, it is relatively easy to plan and be prepared for even a large-scale fire or water damage to your property. All it takes is a small investment of your time on the front end.

**THE NUMBER ONE THING YOU CAN DO IS PUT A RESPONSE PLAN INTO PLACE.**

A Response Plan is different than a Disaster Recovery Plan or a Contingency Plan that you may already have for your properties. The Response Plan focuses specifically on the information you need in the few hours immediately after a loss. It should be very short and must be quickly accessible even if you can't access the building (via cloud storage or a smartphone app). It can be as simple as a several page word document with photos but it must include the following:

WHAT TO INCLUDE	WHY IS IT IMPORTANT
Shut off information for Water, Gas and Electrical	A \$5,000 water damage can quickly turn into a \$50,000 water damage when no one knows where the shut offs are.
Emergency Contact Numbers – For both Management and Tenants	If the start of the clean up gets delayed by even an hour because there isn't anyone available to authorize the work to start, or grant access to the building, the cost of the damage can greatly increase.
1-2 Restoration Vendors Who You Know Can Handle the Clean Up and Get There Quickly	2am on a Sunday with water throughout your property is not a good time to play "Google Roulette". Make sure you have a relationship you can count on.
Information on any "Mission Critical" areas of your tenants' spaces	Knowing ahead of time what is critical to Your tenants' business will help you address those needs right away.

*Lastly, a periodic review of your insurance policy will ensure you have the coverage to recover from a larger loss.*



Lastly, a periodic review of your insurance policy will ensure you have the coverage to recover from a larger loss. Dan Scattarella, CPCU and President of the Horizon Agency, recommends looking at a few areas:

1. **BLANKET COVERAGE** — If you have more than one building insured it will allow you to have a "total limit" that can apply to any one building in the event of a loss.
2. **REPLACEMENT COST COVERAGE** — This allows an insurance company to settle a claim on a "new for old" basis so that you don't have a depreciation issue at a time of loss.
3. **AGREED AMOUNT** — An endorsement which ensures that the property owner isn't penalized for under insuring the property at the time of a loss.

In summary, some simple planning along with a Response Plan can not only save you tens of thousands of dollars in clean-up costs but it can also go a long way to ensuring the financial health of your tenants which in turn will have a positive impact on the value of your properties.



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# 2017 Legislative Agenda



by Sonnie Elliott, FAEGRE BAKER DANIELS

The 2017 legislative session convened on January 3. The legislature will be setting the budget for the state this session. The Minnesota Constitutional deadline for adjournment is May 22nd. March 8, 2017 is the Minnesota Business Day at the Capitol and April 4, 2017 is the Minnesota Commercial Real Estate Day at the Capitol.

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

#### BUSINESS PROPERTY TAXES

- MSCA urges lawmakers to reduce the State General Property tax and repeal the automatic inflation adjuster.
- Due to automatic annual increases, the tax has risen from \$592 million when first imposed in 2002 to \$863 million in 2016.
- Reducing the tax will support jobs and reduce an uncompetitive regressive tax. Minnesota's CI tax is among the highest in the nation. #2 for rural properties and #7 for metro properties.

#### ADA LAWSUITS

- Minnesota businesses are being targeted by a small group of attorneys over alleged technical violations of American with Disability Act (ADA) and MN Human Rights Act accessibility requirements.
- These "nuisance lawsuits" alleged violations include the color/height of parking signs; and parking lot striping. Businesses pay thousands of dollars to settle the suits even after remedying the alleged violation.
- We are urging lawmakers to support legislation to curb these abusive lawsuits by providing for mandatory notice and an opportunity to remedy violations prior to commencing a lawsuit.

#### TRANSPORTATION FUNDING

- Transportation is key to the success of commercial real estate and particularly shopping centers. The legislature needs to pass additional transportation funding without unduly burdening business tax payers.
- Special transportation districts and parking fees unfairly target commercial industrial properties to pay for infrastructure improvements.
- "Value Capture" has also been suggested as a funding mechanism. In reality, capturing the value of surrounding properties is already used for public purpose, i.e. fiscal disparities, special assessments, etc.

## Aggressive Strategies. Lower Taxes.

Fredrikson & Byron – *Property Tax Appeals Group*

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.

For a preliminary analysis, contact Tom Wilhelmy or Judy Engel at 612.492.7000.



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MEMBER PROFILES

**GAVIN TUGANA**

**JOB TITLE:** Project Manager  
**AREA OF FOCUS:** Commercial Roofing and Maintenance  
**YEAR JOINED MSCA:** 2016



MINT ROOFING

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

I joined a small general contractor in the Twin Cities immediately after graduate school, with their primary focus on residential and commercial roofing. I was offered a great opportunity to join the Mint team in 2015.

**WHAT KEEPS YOU IN THE BUSINESS?** Every single day, there are new and unique challenges to solve. Performing the same task over and over with no variation would drive me insane.

**WHAT THINGS DO YOU NEED TO BE SUCCESSFUL IN THIS JOB, AND WHAT ARE THE DEAL KILLERS FOR YOU?** If I had the answer, I'd be in human resources! I don't believe my job is different than anyone else's in terms of what it takes to be successful. You can't teach someone to be authentic, tenacious, passionate and flexible. Knowledge can always be taught if you're willing to learn.

**WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER?** I've had the pleasure of working on numerous properties that date to the early 20th century. Seeing the intricate details of those buildings point to the age of craftsmen and quality installation. Every time I'm in a historic building, I'm reminded that quality always lasts longer than bottom-line cost.

**IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY?** This is more of a concept, but a restaurant/bar with arcade games appears to be the next fad. Being able to enjoy a good meal with entertainment appeals to a wide sector of the public. It's incredible to see Punch Bowl Social in the West End and Bourbon Butcher in Farmington blossom in such a short period of time.

**HAVE YOU SEEN ANYTHING NEW IN THE RETAIL WORLD THAT SURPRISED YOU?** Less of a surprise, but more intriguing: I love Amazon Go's concept. From a retailer's perspective, understanding consumer's shopping habits and trends would lead to more targeted marketing and salient product recommendations. A store that is close to fully automated is surprising, but serves to remind us that technology can assist all of us.

**WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY?** I love fishing, whether it's open water or on the ice. Figuring out the fishing patterns during weather conditions and time of day excites me. And, the reward is delicious!



Thanks Gavin

**JACK TRAUTZ**

**JOB TITLE:** Property Manager  
**AREA OF FOCUS:** Retail  
**YEAR JOINED MSCA:** 2014



MID AMERICA REAL ESTATE – MINNESOTA

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

I'm currently at my first RE industry position as a property manager for Mid-America, I've been here for 2 and a half years. I've had the opportunity to manage retail shopping centers for multiple clients, totaling roughly 450,000 square feet of leasable area.

**WHAT KEEPS YOU IN THE BUSINESS?** The wide cast of characters, both here at Mid America and across the industry. It seems as though every MSCA program I attend I meet someone new who's both wildly interesting and/or at some job I've only ever heard of, or maybe never heard of before.

**WHAT THINGS DO YOU NEED TO BE SUCCESSFUL IN THIS JOB, AND WHAT ARE THE DEAL KILLERS FOR YOU?** Being prepared for different clients that have different needs and expectations, and being open to different ways of doing things. This industry seems to reward the adaptable and the persistent.

**IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY?** Probably some kind of fitness concept. I've had the opportunity to work with a number of great fitness groups with great operators, it just seems like a business I would enjoy getting into with the wide variety of niches out there.

**WHAT IS YOUR FAVORITE REAL ESTATE RELATED APP?** Not real estate specific, but Dropbox has been a great and simple tool to use. It's invaluable to keep all pertinent property information right at your fingertips, whether you're on a call, in a meeting, or looking something up for personal reference. It helps that it's simple to use too, if I can use it I think anyone else can.

**WHAT IS ONE INTERESTING FACT THAT NOT MANY PEOPLE KNOW ABOUT YOU?** I had the opportunity to study a good deal of Mandarin Chinese in high school and college, I was also lucky enough to study abroad in China for a time. Don't ask me to speak it now, though, I've become pretty rusty.

**WHEN YOU RETIRE,** Travel everywhere I can, while working a 9 to 5.

Thanks Jack



## Q & A with Scott Olson and Rocky Osborne from Grabbagreen



interview by Paula Klimek-Partch, SULLIVANIDAY CONSTRUCTION

**PAULA:** *What attracted you two to the Grabbagreen franchise concept?*

**(ROCKY)** The demand for healthy food! There are currently no real options like Grabbagreen® in the Twin Cities metro area! Grabbagreen® is a fast food restaurant where great tasting, healthy food meets the speed and convenience of traditional fast food. Grabbagreen's Eat Clean® menu is preservative-free, naturally gluten-free and GMO free. The whole food menu is based on super food ingredients and made with fresh hormone-free and antibiotic-free proteins, fresh-pressed juice, handcrafted smoothies and acai bowls, breakfast, and healthy kid-friendly items. All menu items are prepared fresh, are made-to-order. We think the timing is right for this in MN.

**PAULA:** *What made you choose the city of Edina for your location?*

**(ROCKY)** The convergence of culture and demographics. Edina is a perfect location for the Grabbagreen concept. Edina is an area that is very population dense with huge "daytime" business population combined with the Minnesota culture of health, wellness, and fitness.

**PAULA:** *What do you find most exciting about being a Franchise owner?*

**(SCOTT & ROCKY)** We have both always been on the look-out for good business opportunities that we feel we can grow.



Grabbagreen franchising has just really begun nationwide. We are lucky to be early adopters but at the same time be able to take advantage of the proven systems and concept.

**PAULA:** *How did you two meet?*

**(ROCKY)** We met at Orchard Lake Elementary in 3rd grade. I think? Roommates in college. Life-long friends.

**(SCOTT)** Not a bad guess Rocky... We met in 1976 in the 4th grade.

**PAULA:** *Are you native Minnesotans?*

**(ROCKY AND SCOTT)** Oh yeah you betcha!! We are native Minnesotans.

**PAULA:** *What is an interesting fact that someone may be surprised to learn about both of you?*

**(SCOTT)** Rocky played Junior (semi pro) hockey in the late 80's and I was on the US Freestyle Ski team in the late 80's and traveled the world competing for the U.S.

We both need to start eating healthier to regain a bit of our athletic past! Grabbagreen will help in this endeavor.

## 2017 MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES

MSCA is releasing all 2017 advertising/sponsorship via first come, first served. Please consider taking advantage of these great opportunities.

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# Minnesota Marketplace

by Katie Prater, PASTER PROPERTIES

▶ **PORTILLO'S** announced plans to open a second location in Minnesota at The Shoppes at Arbor Lakes in Maple Grove. The plans submitted to the city of Maple Grove show a 9,049 sf out lot building with a drive thru near the building that Jos A. Bank and Talbots are located in.

▶ **ROTI MODERN MEDITERRANEAN** will open its first Minnesota location in Crystal Court in the IDS Center. Roti will open in the 3,321 sf space formerly occupied by Cosi and owners plan to have the restaurant open in late spring or early summer of 2017.

▶ **DULONO'S PIZZA** is planning a fourth location in the restaurant space that was formerly Sawatdee downtown Minneapolis. This Dulono's will be the first with a full bar. The downtown location brings Dulono's to four locations: Uptown, Woodbury, and Mahtomedi. (118 4th St. N.)

▶ **SOTAROL** is replacing four Yogurt Lab locations in the Twin Cities. The Yogurt Labs being replaced are located in Stadium Village, Apple Valley, Uptown, and Eagan. All of the conversions should be completed by late spring.

▶ **BONEFISH GRILL** closed at The Shops at West End in St. Louis Park. The restaurant opened in 2014 and per a company spokesperson closed "based solely on business circumstances."

▶ **BARRE**, formerly known as Mason's Restaurant Barre, closed Downtown Minneapolis. The 5,000 sf restaurant was open approximately three years in the Masonic Temple building located at 528 Hennepin Ave.

▶ **CRAFTY PLANET**, located at 2833 Johnson Street NE in Northeast Minneapolis, will close no later than March 31st of this year after 13 years in business.

▶ **JOHNSON STREET YOGA** opened at 1955 Johnson Street NE in Northeast Minneapolis in a former gas station building. The yoga studio offers yoga for students of any level.

▶ Popular Excelsior restaurant, **COALITION** will open a second location at 3808 W. 50th Street in the 50th & France district. The Edina location will have seating for 98 and will serve breakfast, lunch, and dinner.

▶ **TUESDAY MORNING** opened in Woodbury Village in a location formerly occupied by Dollar Tree. The Dollar Tree relocated to elsewhere in Woodbury Village last year.

▶ **SPIRAL BRIDGE BREWERY** announced it will open in Hastings in July, 2017. The brewery will also have a taproom open to the public and offer tours once open.

▶ **SENIOR WONG CRAFT BAR** closed in February downtown St. Paul. The Latin Asian restaurant had been downtown St. Paul for nearly a decade.

- continued on page 7



**CONTINUED: Minnesota Marketplace**

▶ **THE STRIP CLUB MEAT AND FISH** announced it will close at the end of June 2017. The Strip Club has consistently been in the top restaurants in St. Paul and the decision to close was based on the unknowns in the restaurant industry in the future.

▶ **LEN DRUSKIN** closed all of its stores after the business was sold to Marcus Lemonis. The Len store located in City Center did re-open under a new name “Shop the Runway.”

▶ **FAMOUS DAVE’S** closed its Stillwater location after nearly twenty years. There are still five metro-area Famous Dave’s locations still in business.

▶ **HOBBY LOBBY** signed a lease to open in the former Sports Authority space in Burnhill Plaza in Burnsville. Hobby Lobby will be 51,720 sf and signed on for a ten year deal.

▶ **HOM FURNITURE** submitted plans to open a store at Shingle Creek Crossing in Brooklyn Park. HOM would gut and renovate the existing 75,000 sf former Kohl’s store and also add an additional 24,600 sf of space to the building.



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# MSCA Tubing Extravaganza Recap!



by Ryan Hericks, MSCA

**OUR 1ST ANNUAL TUBING AND NETWORKING EXTRAVAGANZA AT BUCK HILL ON FEBRUARY 7TH WAS A HUGE SUCCESS!** Over 40 tubers and another 25 for networking, a fun time was had by all. Our tubers were able to conquer the hill, and then come inside for a few cocktails, a nice food spread, and live music! You will not want to miss this event next year!

**WE WOULD ALSO LIKE TO THANK OUR TWO SPONSORS WHO HELPED MAKE THIS EVENT POSSIBLE THIS YEAR, BUCK HILL AND BAUER DESIGN BUILD!**







## 2017 MSCA Philanthropic Charity of Choice Selected!



CRISTO REY  
JESUIT HIGH SCHOOL

MSCA is proud to announce that **CRISTO REY JESUIT HIGH SCHOOL** has been selected again this year as MSCA's philanthropic partner. Cristo Rey Jesuit is a college and career preparatory school for students from under-resourced families. The mission of the school is to support these students not only through high school, but to help them beat the odds and graduate from college. 100% of their graduates have been accepted to college and their first classes are beginning to graduate from college – and already at well above the average rate for students from similar backgrounds.

MSCA will be working closely with Cristo Rey to bring you great opportunities to support this organization as well meet the students directly. This will include educating you on their corporate work study program, onsite Lunch and Learns, potential volunteer opportunities and ways to donate to assist their programming.

Cristo Rey will be a part of our Bowling Bonanza on April 27 and our June 19 Golf event hosting an informational table as well as students will be attending to interact with MSCA members to learn more about our

industry and share their great experiences from Cristo Rey.

Please watch for more ways to get involved with Cristo Rey throughout 2017. **TO LEARN MORE ABOUT CRISTO REY JESUIT HIGH SCHOOL, CLICK HERE.**

### FEBRUARY PROFESSIONAL SHOWCASE — SAMBATEK



Sambatek is an expert in mixed-use retail sites, working with multiple stakeholders and providing innovative methods that meet and exceed our client's goals. Recent projects include the Village at Arbor Lakes, Vicksburg Marketplace, Dakota Retail, HyVee, Goodwill, and Walmart. We collaborate with clients to achieve their desired goals, providing a full-range of services including site planning, surveying, engineering and construction management. Visit our website by clicking here!



#### FEBRUARY SPEAKERS (left to right)

- TONY BARRANCO**, Ryan Companies US, Inc.
- JILLIAN KALOGERSON**, KALCON Commercial Construction
- JUSTIN WING**, CSM Corporation
- (Moderator) **RUSS MCGINTY**, North Central Commercial Real Estate



# WHAT'S TWEETIN' RE?

MSP BJ

MplsStPaulBizJournal @MSPBJnews · 2h  
Fitzer's Brewhouse co-founder will launch brewery in Superior, @mspbjReilly reporting bizj.us/1p1yxu



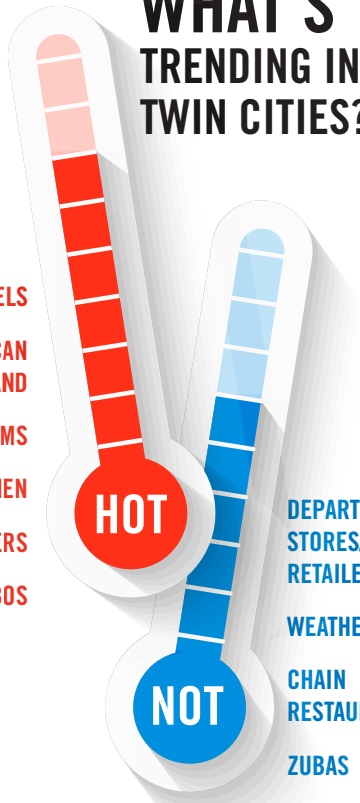
Caribou Coffee Retweeted  
Minnesota Football @GopherFootball · 2h  
Which @Caribou\_Coffee drink gets your #FleckFriday off to an ELITE start? Reply with a selfie for a chance to join us at spring practice.

Old Navy Official @OldNavy · 7m  
TW: Wind machine sold separately ♡ oldnvy.me/2lnpRoP

StarTribune Business @StribBiz · 1h  
Target will spend \$10 million to renovate Nicollet Mall store  
Finally, some good retail news for Nicollet Mall.  
startribune.com

# WHAT'S TRENDING IN THE TWIN CITIES?

- HOTELS
- CAN CAN WONDERLAND
- BOUTIQUE GYMS
- RAMEN
- LUXURY THEATERS
- BONOBOS



- DEPARTMENT STORES/BIG BOX RETAILERS
- WEATHERMEN
- CHAIN RESTAURANTS
- ZUBAS



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

**DIRECTORS:**

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**Matthew Mock** – QT Commercial Construction & Roofing  
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**Mike Collins** – Cutting Edge Property Maintenance  
**Christopher Huntley** – Mulligan & Bjornnes, PLLP  
**Derek Naill**  
**Paul Schroeder** – Westwood Professional Services  
*Immediate Past President (as Director):*  
**Bob Pounds** – Colliers International | Minneapolis-St. Paul

**NEWSLETTER COMMITTEE ROSTER:**

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

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**COMMITTEE CHAIRS:**

**GOLF** ..... **Jon Fahning** – Shingobee  
**Kelle Lang Staats** – Guaranty Commercial Title, Inc.  
**LEARNING SESSION** ..... **Kristin Blenkush** – Fredrikson & Byron, P.A.  
**Barbara Chirinos** – Old Republic Title  
**LEGISLATIVE**..... **Leah Maurer** – Cushman & Wakefield/NorthMarq  
**Paul Berg** – Sunrise Banks, N.A.  
**NETWORKING** ..... **Susan Pederson** – DryTech Restoration and Construction  
**Emilee DeCoteau** – Divisions Maintenance Group  
**NEWSLETTER**..... **Phil Foster** – CMA  
**Johnny Reimann** – Mid-America Real Estate – Minnesota, LLC  
**PROGRAM**..... **Jennie Zafft** – CBRE  
**Trish Sieh** – Kimley-Horn  
**RETAIL REPORT**..... **Jeff Mitchell** – Hoyt Properties, Inc.  
**Mark Robinson** – Mid-America Real Estate – Minnesota, LLC  
**SPONSORSHIP**..... **Emily Becker** – Cushman & Wakefield/NorthMarq  
**David Eddy** – Prescription Landscape  
**STARR AWARDS** ..... **Russ McGinty** - North Central Commercial Real Estate  
**Chad Feigum** – Westwood Professional Services

**WELCOME NEW MEMBERS:**

Egan Company..... Thom Schubbe  
Messerli & Kramer P.A. .... Daniel Schleck  
Fendler Patterson Construction, Inc. .... Jacob Haskins  
Fendler Patterson Construction, Inc. .... Eric Burdak  
Messerli & Kramer P.A. .... Sonja Beddow  
Messerli & Kramer P.A. .... Matthew Loven  
BMO Harris Bank..... Dan Olsen  
Grindstone Construction Services..... Jeremy Welter

**MEMBER NEWS:**

- **TED GONSIOR** was promoted to Senior Vice President and **IAN HALKER** to Senior Associate at Welsh and Colliers International
- **BRUCE CARLSON** was hired at Westwood Professional Services as Senior Project Manager
- **NICK REYNOLDS** was named Partner at Rochon Corporation
- **ALAN YOUNG** was promoted to Senior Vice President of Property Management at Mid-America Real Estate – Minnesota, LLC
- **DORAN CONSTRUCTION** was honored as General Contractor of the year for the 2nd year in a row from the Minnesota Construction Association

**MSCA IS CURRENTLY LOOKING FOR COMMITTEE MEMBERS FOR 2017!**

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

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

**CLICK HERE FOR THE COMMITTEE PAGE!**



REGISTER FOR THESE 2017 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
CLICKS VS. BRICKS: IS ANYONE AMAZON RESISTANT?	Doubletree Hotel Minneapolis Park Place	Mar 1, 8:00am - 9:30am
BUSINESS DAY AT THE CAPITOL	InterContinental St. Paul Riverfront 11 East Kellogg Boulevard, St.Paul	Mar 8, 11:15am - 4:00pm
THIRD THURSDAYS NETWORKING - FREE <i>Sponsored by Diversified Construction w/ drinks!</i>	Red Cow - North Loop 208 N 1st Ave, Minneapolis, MN 55401	Mar 16, 3:30-5:30pm
MSCA LEARNING SESSION: THE DOLLARS AND SENSE OF PLACEMAKING FOR SHOPPING CENTERS	4400 Baker Road Minnetonka	Mar 21, 8:00am - 9:30am
FEED MY STARVING CHILDREN NETWORKING - EAGAN	990 Lone Oak Road, Suite 136 Eagan, MN 55121	Mar 23, 2:30pm - 4:30pm
FEED MY STARVING CHILDREN NETWORKING - CHANHASSEN	18732 Lake Drive East, Chanhassen, MN 55317	Mar 23, 2:30pm - 4:30pm

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2017-03](http://www.msca-online.com/events/calendar/date/2017-03)

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

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