

INSIDE THIS ISSUE:

Trends in Retail Liquor	1-2
Snapshot: Eagle Creek Commercial.....	2
Member Profiles	3
Minnesota Marketplace	4-5
2016 MSCA Philanthropic Charity.....	7
Legislative Session Preview	7
Volstead's Emporium	8
April Program Preview	10
February Professional Showcase.....	10
MSCA Leadership	11
Calendar of Events & Corp. Sponsors	12

Click on
article title to
link direct to
that page!

THE Connection



MINNESOTA SHOPPING
CENTER ASSOCIATION

MARCH 2016

FEATURE
ARTICLE

Trends in Retail Liquor



by Richard Jahnke, SUNBELT BUSINESS BROKERS

The U.S. beverage alcohol market has grown over the last decade to \$200 billion, (about \$3 billion in MN) according to the Beverage Information Group of the U.S. All categories are growing but super-premium brands of vodka, tequila and whiskey are especially hot. There are now over 70 licensed malt breweries in Minnesota and the part of the beer market that is booming is the micro-breweries. Just as the food craze of the late 1990s focused on fresher, quality ingredients, people are looking for stronger, richer flavors in their beverages too, said Jeff Rogers, a mixologist with Southern Wine & Spirits distributing in Minneapolis. "People don't want something bland, and they want to try a wide variety of flavors," he said.

Target Corp. began for the first time, selling wine and spirits in its MN stores located in Ostego, St. Louis Park, Midway and soon in Chaska. This is 18 years after the Minneapolis-based retailer began alcohol sales in other states. The move comes as the retailer faces increasing competition from other big-box stores, grocers such as Cub, Trader Joe's, Kowalski's and discounters, many of which already sell wine, beer and alcohol. That could prove a

worrisome development for many of Minnesota's small businesses that sell liquor, which could face a powerful new competitor located close by their own stores, per an article in the Star Tribune.

Minnesota is one of the last states where Target doesn't sell alcohol, mainly because of stringent restrictions that require separate entrances for alcohol sales, no transactions after 2 a.m., and no sales on Sundays. Analysts say there's a good chance that Target will expand to its other 70-plus stores throughout the state. "Society is begging for the convenience," said Frank Ball, executive director of the Minnesota Licensed Beverage Association.

In the 18 months since Total Wine arrived in the Twin Cities, consumers have flocked to its stores and unleashed competitive forces that the state's chummy industry of liquor dealers had long ago locked up.

Prices for beer, wine and spirits have plunged around the metro area, and product selection has grown at a number of stores. A few sellers have closed, including, craft beer specialist the Four Firkins. Others have fiercely fought back, taking

advantage of Minnesota's quirky liquor laws.

Total Wine and More is a big box, category killer, liquor store based in Bethesda MD with 130 stores located in 18 states. The chain has been leasing 20,000 to 30,000 square foot boxes vacated by the likes of Circuit City and Borders books during the Great Recession. The fast-growing retailer expects to top \$2 billion in sales this year, up from \$553 million just seven years ago. The chain believes that MN is an underserved market because it is one state where customers can't buy liquor in, grocery stores and drug stores. Total Wine has opened

Minnesota is one of the last states where Target doesn't sell alcohol, mainly because of stringent restrictions that require separate entrances for alcohol sales, no transactions after 2 a.m., and no sales on Sundays.

- continued on page 2



FEATURE ARTICLE CONTINUED: Trends in Retail Liquor

five superstores in the Twin Cities. Competition is heating up in the twin cities with Haskell's opening a large format store, 20,000 sf store in Maple Grove.

John Wolf owns Liquor Boy, a 10,000 sf store in St. Louis Park that has instituted an everyday-low-price structure. Wolf said, "People can't tell what a shirt should cost, but people know the price on wine and liquor." Wolf noted his 10,000-square-foot store, between Office Max and PetSmart, is unique in the Twin Cities, except for "no sale" pricing at Chicago Lake Liquors in south Minneapolis, which he also owns. Wolf comes from a retailing family. Sid Applebaum, founder of Rainbow Foods, is his great-uncle. The Applebaum family also owns Big Top Liquor stores in the Twin Cities.

Most local liquor store owners are not drinking the everyday-low-price brew yet. But Mitch Spencer, wine

director at Haskell's in Minnetonka, said liquor stores now have to hold many more sales than they ever used to. Haskell's, which has 13 locations, decided six years ago to make an aggressive attempt to lower its pricing. Its Nickel sale, held in the spring, is the largest-volume sale in the country, Spencer said, but at any given time about 3,000 of the stores' 10,000 wines are on sale.

Other liquor retailers such as Merwin Liquors, Morelli's and Hennepin Lake Liquors believe in holding few if any sales, but keep their prices lower than average. Hennepin Lake has everyday low prices on wine, said owner Phil Colich, although his beer prices fluctuate. Louis Dachis, who has owned Merwin's since 2004, instituted everyday low prices in his three stores in Minneapolis, Falcon Heights and Maplewood.

Among Minnesota cities with municipal liquor stores, Edina is

No. 2 for sales and No. 1 for net profit. Edina was expecting to hit \$14 million in sales in 2016, according to city budget. The opening of Total Wine last year has caused a decrease for Edina sales, which were down almost 9% from sales in 2015. City Manager Scott Neal wrote in his Report to the city council, "Edina does appear to be weathering the entry of Total Wine better than other municipal liquor stores, most of whom are reporting double-digit sales decreases." ■

Haskell's, which has 13 locations, decided six years ago to make an aggressive attempt to lower its pricing.



SNAPSHOT: SILVERSTONE REALTY & DEVELOPMENT, LLC — EAGLE CREEK COMMERCIAL



LOCATION: Prior Lake: Eagle Creek Rd & Fish Point Rd
OPENED: 2014
OWNER: KRB DDevelopment, LLC
REPRESENTATIVE: Jonathan Adam, Silverstone Realty
 952-856-6231
ARCHITECT: Kathy Anderson
LOTS: SEVEN 6-ACRE PARCELS FOR SALE | BUILD TO SUIT | LEASE OPTIONS
CURRENT OCCUPANCY: Kwik Trip (opened Feb. 2016)
MARKET AREA SERVED: Prior Lake | Lakeville | New Prague
CONSTRUCTION STYLE: Land
COMPANY WEBSITE: www.silverstonemn.com
ADDITIONAL FACTS: New commercial development located in a surrounding community of 120+ new homes. Perfect for medical, retail and food uses.

MEMBER PROFILES

SUSAN PEDERSON

JOB TITLE: Marketing Representative
AREA OF FOCUS: Sales/Marketing
YEAR JOINED MSCA: 2013



DRYTECH RESTORATION AND CONSTRUCTION

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

Working at DryTech Restoration is my first job in the industry and I've been here for two years.

WHAT KEEPS YOU IN THE BUSINESS? It is a family-owned business, so I have a very vested interest in seeing the company strive for its quest of excellence and to grow our customer base in the marketplace.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? I would have to say my parents — we didn't have much but we didn't know it. My parents raised me and my four siblings in a great family environment, and still found the time to pursue their own interests and activities and have had a wonderful marriage — 61 years and still counting!

WHAT SONGS BEST DESCRIBE YOUR WORK ETHIC? "Taking care of business" by BTO, and "Working for the Weekend" — it doesn't describe my work ethic but I love that song, especially hearing it on a Friday afternoon.

WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT? There are several other professions that pique my interest, like being an interior decorator or doing well in the kitchen with cooking and baking — I keep trying!

WHAT IS YOUR MOTTO / PERSONAL MANTRA? That everyone's job is important to the overall success of the company.



WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE? I loved reading the *DaVinci Code* for fiction, and years ago I read a book called *Mrs. Mike*, a true story about a Canadian Mountie's wife and the really tough times they endured — great story.

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? I buy felt Christmas stocking kits — they need to be cut and assembled with lots of various types of stitching, beads, etc. I have done one for each of my four grandchildren and enjoyed working on them, so I continue to buy and assemble them, working on one most evenings (it takes approximately three months to do one stocking) and donate them to the Ronald McDonald House or the Gillette Children's Hospital each year for children that have to spend the holidays in the hospital.

Thanks Susan

JESSIE HIGGINS

JOB TITLE: Marketing Coordinator
YEAR JOINED MSCA: 2016



WELLINGTON MANAGEMENT, INC

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

This is the first job I've held in the commercial real estate industry. I've been with Wellington Management for 9 years.

WHAT KEEPS YOU IN THE BUSINESS? Commercial real estate is always changing and keeps my job in marketing always really exciting and challenging.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? My mom has always been a huge influence on me. She has shown me that being determined, driven and focused you can achieve all of your goals and more.

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? Over the summer I helped facilitate a large family friendly/kid friendly party for a new tenant. I had a bouncy castle, lawn sports and other activities for the group of about 200. It's a bit different from the broker events that I've planned in the past.

WHAT IS YOUR FAVORITE WORD THESE DAYS? Crazy pants.

WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT? Creative Director for a major fashion publication.

WHAT IS YOUR MOTTO / PERSONAL MANTRA? The art of life is not controlling what happens to us, but using what happens to us. —Gloria Steinem

HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? I would have to say the work that I've done with the American Heart Association. I lead our Wellington Management team in fundraising for the Twin Cities Heart Walk where we have been super successful. Over the past few years we have raised close to \$100,000, we like to brag about that whenever possible! This organization has a special place in my heart (no pun intended) because of the work they do to provide funds for research and education for people in the medical and science fields. This education and research helps people who have suffered from stroke and other heart conditions. My dad suffered a stroke a few years ago and without the advancements in technology and funding from the American Heart Association things might be a lot different for my family and so many others out there.

WHEN YOU RETIRE, YOU WANT TO live in flip flops.



Thanks Jessie



Minnesota Marketplace



by Jeff Orosz, SAMBATEK, INC. and Katie Prater, PASTER PROPERTIES

▶ **MUCCI'S ITALIAN** opened at 786 Randolph in St Paul. Tim Niver, co-owner of the Strip Club Meat & Fish, is behind the new Italian restaurant.

▶ Local **D'LISH**, a gourmet food store located in the North Loop area of Minneapolis, closed in February.

▶ After 15 years in South Minneapolis, **FIRST COURSE BISTRO** closed at 5607 Chicago Ave S. in February. A new restaurant serving contemporary American cuisine will open in the space in May or June 2016.

▶ **BIAGGI'S RISTORANTE ITALIANO** closed its Eden Prairie restaurant at Eden Prairie Center after 14 years in business. The Arbor Lakes location in Maple Grove remains open. A representative from Biaggi's cited the reason for closure being the mall and the restaurant could not come to an agreement on the length and terms of a lease.

▶ **PINOT'S PALETTE**, a paint and sip concept, opened in the Excelsior & Grand development in St. Louis Park. The St. Louis Park store is the first Pinot's Palette store in Minnesota and the company has over 150 other locations nationwide.

▶ **MILKJAM CREAMERY** opened next to World Street Kitchen at 2743 Lyndale Ave S in Uptown Minneapolis. The ice cream shop differs from other local ice cream shop offering three different categories of ice cream, including a vegan option. Milkjam is owned by Wadi brothers who also own World Street Kitchen and Saffron Restaurant & Lounge.

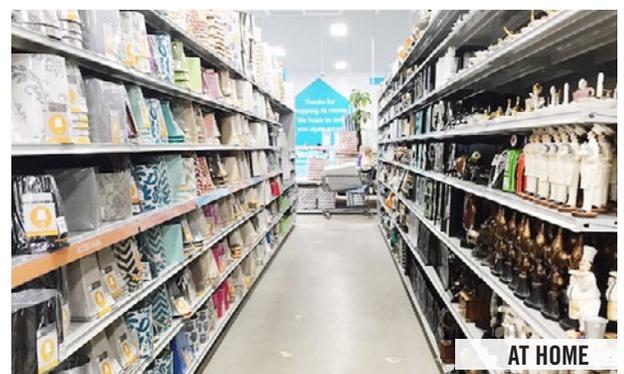
▶ **BORGSTROM'S HALLMARK** located in the Gateway Center in Cottage Grove has announced it will close. Home Depot and Rainbow Foods closed at the center in recent years, and the owner of Hallmark blames those store closures as well as a decline in greeting card sales as reasons for the closure.

▶ **ZARA** has been linked to a store opening at the Mall of America. The Spain-based fast-fashion retailer currently has 52 stores in the United States with plans for a dozen more in 2016. Their stores are large format, ranging from 10-40,000 square feet.

▶ After 24 years in the Galleria, **LEN DRUSKIN** has relocated their flagship store to Southdale Center, next to their own lower-priced Len. Len Druskin's son and company President, Michael Druskin, says the Southdale store will be a return to their roots with fashion-driven upscale retail.

▶ **J.CREW FACTORY** is opening at the Shoppes at Knollwood, their second Twin Cities store. The only other store is at Twin Cities Premium Outlets in Eagan. An opening date has not yet been announced.

▶ Texas-based home decor superstore, **AT HOME**, has opened a 107,000 square foot store on County Road 42 in Burnsville. Similar to fast-fashion stores, At Home is a one-stop-shop catering to those who like many affordable options they can change out as quickly as the seasons. A second Twin Cities location is planned for Blaine this summer.



- continued on page 5

CONTINUED: Minnesota Marketplace

▶ This Spring national burger chain, **FIVE GUYS BURGERS AND FRIES**, plans to open a 2,200 square foot restaurant on the first floor of RBC Plaza at 555 Nicollet Mall. It will be their first downtown Minneapolis location.

▶ 50th and France's longest running boutique, **J. NOVACHIS**, has relocated to 218 Water Street in Excelsior. Tony Novachis, owner and son of founder John Novachis, moved the store to be closer to his home in Excelsior.

▶ **BANK OF AMERICA** has opened its first downtown Minneapolis financial center, located in the IDS Center skyway. The branch office is the third in the Twin Cities and will offer relationship bankers to guide client visits and ATMs with an option to chat live with tellers. Bank of America plans additional branches in Apple Valley and Woodbury this year.

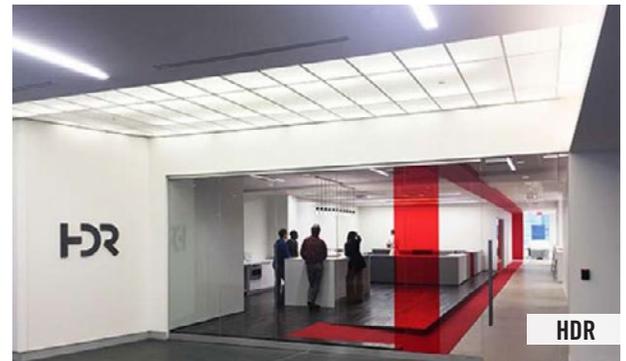
▶ The architecture and engineering firm, **HDR**, has relocated their St. Paul office to the skyway level of downtown Minneapolis' Mayo Clinic Square. One of several offices, this 30-person HDR office consists primarily of architecture staff.

▶ The design-driven office product store, **RUSSELL + HAZEL**, will open next door to D.NOLO in the North Loop this summer just months after closing its store in the Galleria.

▶ Just months after the closing of Epitome Papers in the Galleria, original owner Irene Cooperman has sold the company name to Dana Townsend and Alexandra Masui, who plan to open an **EPITOME** stationery and gift store in April at 270 Water Street, Excelsior. New ownership will keep existing management and graphic design staff and will focus on custom invitations, paper goods, desk accessories, and gifts.



EPITOME



HDR

IC **24 Hour**
Emergency Services

Rapid Response Repairs 24/7
Water Main Breaks
Sanitary & Storm Sewers
Storm Damage
Winter Pavement Hazards

Interstate Companies
651-765-0765
interstatepm.com

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.

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

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

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

American Family Insurance
American Family Mutual Insurance Company,
American Family Insurance Company,
6000 American Parkway, Madison, WI, 53783,
©2014

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

MSCA's Bowling Bonanza!

Thursday, April 28, 2016 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 14, 2016

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

Team of 4 bowlers: \$200
(Early Bird Special: Register by March 31 = \$160!)

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: \$50
(Early Bird Special: Register by March 31 = \$40!)
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!
**Strike Pot Prizes include Ryder Cup Tickets to the Opening Ceremonies
and Thursday Practice Round and Wine!**

STRIKE POT – \$10 TO ENTER

Rules: If you roll a strike, you will be entered 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 \$50 (deadline: March 31)

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 2016 Philanthropic Charity of Choice – Cristo Rey Jesuit High School? 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: _____



2016 MSCA Philanthropic Charity of Choice Selected!



by Karla Keller Torp, MSCA



CRISTO REY
JESUIT HIGH SCHOOL

MSCA is proud to announce that **CRISTO REY JESUIT HIGH SCHOOL** has been selected as our 2016 MSCA 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 28 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. On June 20, at the MSCA tournament we will be hosting a silent auction with Cristo Rey benefiting from all proceeds that are raised. Interested in donating a great auction package, just give the MSCA staff a call!

Please watch for more ways to get involved with Cristo Rey throughout 2016. To learn more about Cristo Rey Jesuit High School, [click here](#).



2016 Legislative Session Preview



by Sonnie Elliott, FAEGRE BAKER DANIELS LLP

The 2016 legislative session begins on March 8, 2016. This is an unusually late start date and legislators will be very eager to finish early and hit the campaign trail.

Lawmakers will go into the legislative session with a projected \$1.9 billion surplus for the remainder of the biennium. This is \$1 billion above the budget surplus projected at the end of the 2015 legislative session. State law requires one-third of any surplus in the FY2016-2017 biennium to be allocated to the state's budget reserve and another \$71 million be allocated to state environmental funds, leaving a balance of approximately \$1.2 billion.

Two of the most significant issues for the Minnesota Shopping Center Association remained unresolved at the end of last session. New funding for transportation and business property tax relief were in bills which could not be resolved in either the regular or special session of 2015.

Legislators will try to resolve significant differences in the tax bill. The Senate DFL plan would have cost \$460 million with \$93 million designated for tax relief. The House Republicans provided a bill with \$2 billion in tax cuts, including a phase out of the Statewide General Tax. MSCA supports an across the board reduction in this tax.

The legislature will also be negotiating the transportation package. The House and Senate both have bills to increase spending on transportation but they differ on how that is done. The House Republicans prefer no tax increases, but rather a reallocation of existing state revenues. The Senate would raise the gas tax and allow for a sales tax increase in the metro area for transit.

Finally, this being the second year of the two year biennium, we will probably see a Capital Bonding bill of nearly a billion dollars. This bill is usually filled with local projects as a way to secure the needed 3/5 majority in both bodies to pass the bill.



Volstead's Emporium



by Nicole Urista, CMA

VOLSTEAD'S EMPORIUM opened late 2015 without a website, social presence or phone number. Owners John Braun and David West opened the speakeasy after two years of planning. John, a digital designer and David, a real estate lawyer had dreamed about this for years. Both are Uptown residents who wanted something different to offer Uptown.

Volstead's Emporium is named after former Minnesota Congressman, Andrew Volstead, who gave us Prohibition known as the Volstead Act in 1919. Prohibition remained in effect until the passage of the 21st Amendment, which repealed Prohibition in 1933. Along with the speakeasy theme, the name Volstead's Emporium is yet to be seen displayed anywhere in the restaurant or outside. This speakeasy is doing a great job at keeping it off the radar. The Emporium lies behind

an unmarked steel door in an alley. The red light above the door is the only rumored guide to entering this Emporium. This door is only known by word of mouth. One knock and a man behind the door slides opens the eye level slot. When allowed to enter you are guided down a dark stairwell to a candle lit restaurant. The 1920's charm and chic combination of art deco and Victorian décor give this a very glamorous look and feel.

The 3,000 square foot restaurant has seating for 123 people. The red velvet draped booths and hidden dining areas keep this space feeling very cozy. Stocked with local spirits and brews. Order an Old Fashioned, a craft cocktail with Minneapolis-based Tattersall spirits or choose from a handful of local brews on tap. The French inspired menu offers shared plates, vegetable risotto,

chicken Provencal, bass filet and spiced red velvet cake to name a few.

Venture through the alley, find the door with the red light and enjoy the mystique and glam.

Cheers!



The Emporium lies behind an unmarked steel door in an alley.

- [HTTP://WWW.CITYPAGES.COM/RESTAURANTS/VOLSTEAD-HOUSE-AND-VOLSTEADS-EMPORIUM-ONE-NAME-TWO-NEW-BARS-7883884](http://www.citypages.com/restaurants/volstead-house-and-volsteads-emporium-one-name-two-new-bars-7883884)
- [HTTP://WWW.MINNEAPOLISMN.GOV/WWW/GROUPS/PUBLIC/@CLERK/DOCUMENTS/WEBCONTENT/WCMS1P-133738.PDF](http://www.minneapolismn.gov/www/groups/public/@clerk/documents/webcontent/wcms1p-133738.pdf)
- [HTTP://WWW.STARTRIBUNE.COM/DREAMCATCHERS-CAN-WELCOME-NEW-NEIGHBORHOOD-SPEAKEASY-TO-UPTOWN/366586141/#1](http://www.startribune.com/dreamcatchers-can-welcome-new-neighborhood-speakeasy-to-uptown/366586141/#1)
- [HTTP://MSPMAG.COM/EAT-AND-DRINK/ARTICLES/FIRST-LOOK/THE-SECRET-SPEAKEASY-IN-UPTOWN/](http://mspmag.com/eat-and-drink/articles/first-look/the-secret-speakeasy-in-uptown/)

MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES

The 2016 ADVERTISING AND SPONSORSHIP menu is also available on our website. Please consider taking advantage of these great opportunities.

[WWW.MSCA-ONLINE.COM](http://www.msca-online.com)



N
F

LAW OFFICES OF NICHOLAS A. FURIA, PLLC
MINNESOTA PROPERTY TAX APPEALS™

952.960.2820 | www.nfuriaw.com

Challenging Assessments Reducing Taxes Saving You Money

The Law Offices of Nicholas A. Furia, PLLC was formed to do one thing:
reduce the property tax obligations of its clients.

Our clients are commercial property owners and tenants of all sizes, from Fortune 100 companies to local investors. We typically file appeals for properties assessed between \$1,000,000 and \$200,000,000. Our clients include REITs, national and international retailers, financial institutions, airlines, railroads, petroleum companies, manufacturing companies, local and regional developers, and family-owned commercial real estate entities.

Proven Results:



Community Retail Center in Suburban Minneapolis

2014 Original Assessed Value: \$30,100,000
2014 Reduced Value: \$27,750,000
- 2015 Tax Savings: \$95,500

Large Bowling Facility in Suburban Minneapolis

2012 Original Assessed Value: \$1,862,000
2013 Reduced Value: \$890,000
- Value Reduction and Tax Savings: 52%

Neighborhood Retail Center in Southeastern Minnesota

2011 Original Assessed Value: \$5,410,000
2011 Reduced Value: \$2,500,000
- Value Reduction and Tax Savings: 54%

Freestanding Hardware Store in Suburban Minneapolis

2013 Original Assessed Value: \$1,765,000
2013 Reduced Value: \$955,000
- Value Reduction and Tax Savings: 46%



Law Offices of Nicholas A. Furia, PLLC
Canadian Pacific Plaza
120 South Sixth Street, Suite 1720
Minneapolis, Minnesota 55402

[T] 952.960.2820
[F] 952.960.2815
[W] www.nfuriaw.com

Nicholas A. Furia, Attorney [E] nick@nfuriaw.com
Kevin L. Shevlin, CMI, Senior Analyst [E] kevin@nfuriaw.com
Kristen M. McLean, CCIM, Senior Paralegal [E] kristen@nfuriaw.com



April Program Preview — St. Paul's Resurgence



by Brandon O'Connell, MID-AMERICA REAL ESTATE –MINNESOTA, LLC



The April 6th MSCA monthly program will feature an exclusive look into the renaissance of St. Paul and will highlight three major construction projects contributing to this dynamic renovation of the city. Mayor Chris Coleman will begin the program by giving a macro overview from his perspective of this recent resurgence. Sara Martin, a Senior Associate at Welsh Companies, will present on the Minnesota United's Midway Soccer Stadium Site and overview the different aspects of that project from office to residential to open green space. Jim Hornecker, a Developer with Oppidan, will cover the downtown renovation of the Macy's site into the Minnesota Wild's training facility. Finally, the last project covered will be the renovation of the historical Schmidt Brewery site, which will be covered by Andrea Christianson who

is a Vice President at DTZ. The program will be moderated by Lee Krueger who was just named as the future CEO of the St. Paul Port Authority. Please note the April MSCA program is an afternoon program beginning at 3:30pm at the Doubletree Hotel.

FEBRUARY PROFESSIONAL SHOWCASE: NATURAL GREEN

Well we almost made it a full year using BLIZZARD as an order at Dairy Queen, not to describe the winter weather! But according to Phil, the ground hog, it will be an early spring! Are you ready? Contractors in place? Budgets ready? Who has the water meter? Did we get that RPZ back? Let Natural Green help! **CALL 763-425-8400!**

www.naturalgreen.us



RETAIL
RESTAURANT
OFFICE FINISH
INDUSTRIAL & MANUFACTURING
SMALL PROJECTS & SERVICE WORK
MEDICAL & DENTAL
NEW CONSTRUCTION
WAREHOUSE DISTRICT & HISTORIC RENOVATIONS




952-929-7233 | DiversifiedConstruction.com

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.

Fredrikson
& BYRON, P.A.

WHERE LAW AND BUSINESS MEET®

fredlaw.com

REGISTER FOR THESE 2016 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
SURVIVING AND THRIVING IN AN ECOMMERCE WORLD	Doubletree Hotel, Mpls. Park Place	March 2, 8:00-9:30am
FEED MY STARVING CHILDREN - FREE EVENT FEED MY STARVING CHILDREN - FREE EVENT	Chanhassen Eagan	March 8 , 2:30-4:30pm March 10 , 2:30-4:30pm
THIRD THURSDAYS NETWORKING - FREE <i>Sponsored by CMA with drink tickets and appetizers!</i> DIRECTIONS	The Loop - North Loop, Mpls	March 17, 3:30-5:30pm
DRONES AND THEIR IMPACT ON COMMERCIAL REAL ESTATE	4400 Baker Road, Mtka	March 22 , 8:00-9:30am

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2016-03](http://www.msca-online.com/events/calendar/date/2016-03)

MSCA 2016 CORPORATE SPONSORS

MARCH FEATURED SPONSORS – Click on the logos below to learn more about our corporate sponsors.



Allied Blacktop Company

- Aspen Waste Systems, Inc.
- BMO Harris Bank
- Barna, Guzy & Steffen, Ltd.
- Bremer Bank, N.A.
- CBRE
- CMA
- CSM Corporation
- Clean Response
- Colliers International | Minneapolis-St. Paul
- Cushman & Wakefield/NorthMarq
- Cutting Edge Property Maintenance
- Doran Companies
- The Driessen Group, LLC
- DryTech Restoration and Construction
- Faegre Baker Daniels LLP
- Fendler Patterson Construction, Inc.
- First American Title Insurance Co.
- Fost Choles Agency Inc. - American Family Insurance
- Fredrikson & Byron, P.A.

GGP/Ridgedale

- Great Clips, Inc.
- Great Southern Bank
- H.J. Development, Inc.
- Inland Real Estate Corporation
- Interstate Companies
- JLL
- John's Sewer and Drain Cleaning
- Kimley-Horn
- Kraus-Anderson Companies
- Larkin Hoffman
- Lindquist & Venum LLP
- Mall of America
- The Mandinec Group Landscaping Inc.
- Maple Crest Landscape
- Marcus & Millichap
- McGough Companies
- Messerli & Kramer P.A.
- Mid-America Real Estate – Minnesota, LLC
- Midwest Maintenance & Mechanical, Inc.
- Oppidan, Inc.

Paster Properties

- Prescription Landscape
- RSM US LLP
- Ryan Companies US, Inc.
- Sambatek, Inc.
- Schwicker's Tecta America
- Shingobee
- Smith Gendler Shiell Sheff Ford & Maher
- Stinson Leonard Street LLP
- TCF Bank
- Target Corporation
- Trautz Properties, Inc.
- U.S. Bank National Association
- United Properties
- Vantage Law Group
- Venture Mortgage Corporation
- Weis Builders, Inc.
- Wells Fargo Bank, N.A.
- Westwood Professional Services, Inc.

Drones and Their Impact on Commercial Real Estate

The commercial use of drones, and more importantly the photographs and data they can collect, will change the way business decisions are made in the near future. Every enterprise will be impacted by drone data collection, or at a minimum, overflights of owned property. As property owners, users, vendors and tenants it is recommended that you start to develop your thought leadership on this important new technology. In this session, you will learn:

- Drones and their uses: Photography, Data and other Sensors
- Regulations: Federal, State and Local and what you need to know
- Navigating 'Commercial' and 'Recreational' Flights according to FAA Rules
 - Should we fly it ourselves or hire someone?
- Drone Data Management and Insurance: The devil is in the details.
 - 3D modeling and software
 - Building Maintenance and Historical Data
 - Marketing photos and video
 - Thermal imaging
 - And much more...!



Mike Korman
Founder
Right Stuff Drones



Logan Noess
EVP
Maverick Drone Systems

COST: \$30 MSCA member
\$40 Non-member
\$30 Student/Intern

**Hot Breakfast is included*

- Registration ends at 12:00 noon on Mar. 21st
- No shows will be billed
- Substitutions or cancellations are allowed 24 hours in advance

DATE: Tuesday, March 22, 2016
TIME: 7:30 - 9:30am
7:30 Registration/Networking
8:00 Program
9:30 Adjourn/Networking

LOCATION: 4400 Baker Road, Minnetonka

**REGISTRATION: Visit msca-online.com
or call (952) 888-3491**