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THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

MARCH 2015



Mankato — Economic Boom



by Paul Vogel, DIRECTOR OF COMMUNITY DEVELOPMENT, City of Mankato

Mankato, Minnesota is a major regional center that has been designated as a Metropolitan Statistical Area and has earned several livability awards. Recently, it was reported that Mankato's economic growth leads Minnesota and is among the top in the nation. Low office and energy costs and a productive workforce make Mankato one of the least expensive places to do business in the Upper Midwest; and, in the top 17 percent of the nation.

2014 was a record year for commercial/industrial development — Wal-Mart, Mills Fleet Farm, the Fed Ex building and some others," said Mankato City Manager Pat Hentges." We've had the best commercial year since the boom years of the '90s with the construction of River Hills Mall." Jonathan Zierdt believes there is much more to come. "This is one of the biggest years on record and 2015 looks really strong," said the president and CEO of Greater Mankato Growth. He points to four construction projects already slated to start next year: the downtown civic center expansion, new dining and clinical buildings at MSU, and a new middle school. "Those four projects alone are \$150 million."

The \$75 million Wal-Mart distribution center, which has been

anticipated for nearly a decade, is nearing completion on the east edge of Mankato. At 454,000 sq ft, it will be 2.7 times as large as Mankato's Wal-Mart store. About 100 semis a day will move in and out of the site when it opens early next year.

The most high-profile construction projects are taking place on a one-block area of downtown Mankato. Tailwind Group is leading the construction of a seven-story office tower on the corner of Warren Street and Riverfront Drive, a five-story mixed-use building on Front Street and a five-story office tower on the corner of Cherry Street and Riverfront Dr.

There were also several new strip malls built this year and others that were refurbished and expanded, often with two or three floors added for rental housing.

Meanwhile, contractors spent the spring and summer putting up apartment complexes at a rapid pace, while single-family home building was slow. Builder Mike Drummer said there is a big shortage of rental units and local housing studies show the shortage will continue for years.

Calpine Energy also announced recently it will be doubling the size of its power plant in a \$300 million project, slated for 2017.

Transportation improvements include recently completed

connection of Highway 14 to 35W. Also, there is continued construction on Highway 60 to Interstate 90, expansion to 4 lanes. Additional projects include raising Highway 169 north and south of St. Peter to reduce flood impacts.

Mankato's recent population estimate is 40,119. The City has a contiguous population area of 96,740. The estimated number of households is 15,784. There is a trade area population of more than 300,000 and there are 1.6 million people who live within 60 miles of Mankato.

The City of Mankato is renowned for great parks and trails. Rivers, lakes, ravines, bluffs, natural prairies and forested areas offer breathtaking landscapes and provide a scenic backdrop for an area steeped in historic significance. At the same time, Mankatoans enjoy the peace

– continued on page 2

Low office and energy costs and a productive workforce make Mankato one of the least expensive places to do business in the Upper Midwest; and, in the top 17 percent of the nation.



MANKATO'S CIVIC CENTER

FEATURE ARTICLE CONTINUED: Mankato — Economic Boom

of mind and quality of life often associated with smaller towns.

The City blends activities for all ages and interest levels. Mankato's civic center has hosted nationally touring ice shows, music concerts and theatre productions as well as supported local events. Recreational opportunities abound in the Mankato area for most sports or interests for every season of the year.

Education is central to the area's quality of life and economy. Mankato Area Public Schools offers lifelong learning opportunities for children and adults with available programs ranging from pre-Kindergarten through post-graduate studies. Mankato has been named as one of the nation's 100 Best Communities for Young

People by America's Promise. The Youth Voice in Local Government Program, reduced-fee bus rides and bike racks on buses were all key city contributions.

Additionally, post-secondary opportunities include Bethany Lutheran College, Mankato; Minnesota State University, Mankato; Rasmussen Business College, Mankato; and South Central College, North Mankato.

Mankato has an area of 18.3 square miles. Of that, 8 percent of land is used for agricultural/open space; residential land comprises 50 percent; and commercial/industrial represents 42 percent of the land base. There is ample land available for industrial and commercial development, including

infill developments in the City Center. The City has approximately 200 acres of shovel ready land for commercial/industrial development and another 500 acres targeted for expansion.

The city is committed to providing the very best in public safety programs believing that prevention is best. The City provides a state-of-the-art wastewater treatment plant, water that surpasses drinking water standards, and a highly-developed storm drainage system. The City has also had its bond rating upgraded twice within six months and is a safe place to live.

The city is committed to providing the very best in public safety programs ...

**FOR MORE INFORMATION, GO TO:
[HTTP://WWW.MANKATO-MN.GOV/
STATEOFTHECITY/INDEX.HTML](http://www.mankato-mn.gov/stateofthecity/index.html)**

SNAPSHOT: NORTHWAY SHOPPING CENTER



OWNER: Northway Investment Company
MANAGING AGENT: Paster Properties
CENTER MANAGER: Mary Jane Wiatros
REAL ESTATE REP: Mike Sturdivant, Paster Properties
 651-646-7901
ARCHITECT: Studio 55, Kimley-Horn & Associates, Inc.
CONSTRUCTION CONTRACTOR: Benson-Orth Associates
GLA: 87,325
CONSTRUCTION STYLE: Simple story brick
WEBSITE: www.pasterprop.com
FACEBOOK: [facebook.com/northwaycenter](https://www.facebook.com/northwaycenter)

ADDITIONAL FACTS: Major interior improvements in Festival Foods are underway including new flooring, check-out fixtures, produce cases, skylights and entry-exit doors. Exterior storefronts will be upgraded, a patio is being added to El Loro Mexican Grill. Construction completed summer, 2015.

LOCATION: Circle Pines, Minnesota
ANCHOR TENANTS: Festival Foods, O'Reilly Auto, El Loro Mexican Grill, Great Clips
YEAR BUILT: 1955
CURRENT OCCUPANCY: 89% **NUMBER OF STORES:** 10
MARKET AREA SERVED: Lexington, Circle Pines, Blaine

2015 MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES

The 2015 ADVERTISING AND SPONSORSHIP menu is available on our website. Please consider taking advantage of these great opportunities.

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Legislative Update



by Joe Nuñez, TARGET CORPORATION



It's a given that legislation can hurt or help each of us, both personally and professionally. Anybody that doesn't agree with the maxim "if you're not at the table, you're on the menu" is seriously kidding themselves. It's important for each of us to be as informed as possible; the problem is that there is so much to be informed about. How can you possibly get anything done professionally AND stay informed AND have a decent family life AND stay sane? Where do you start?

Just like our political system is a republic in which we elect representatives who actually create policy and laws, we often choose to have others inform us about a whole range of topics. Whether friends or co-workers, we often look to other people to do the legwork necessary to become informed and then share that information with us. We use social media to keep current with trends. Some of us still read newspapers or magazines.

Oftentimes we provide information about issues we are passionate about. And we belong to professional organizations like MSCA that not only provide networking and programming opportunities, but also have the capacity to delve deeply into public policy initiatives and figure out how issues affect our industries, whether positively or negatively.

As part of the information gathering process, MSCA needs to know who actually represents us and which voter-members can provide some influence with a particular legislator. For that reason – and that reason alone MSCA needs our home addresses. Each of us needs to understand how we can best influence public policy discussions at the Minnesota Capitol. Given the periodic redistricting of our political borders, MSCA can simplify our lives as we figure out whether we want our voice heard on any given issue.

Another truism of politics is that if a member of the Minnesota House or Senate hears from a constituent or two about a particular issue, that concern may or may not be flagged. If 4 or 5 voters weigh in, the issue begins to get noticed. If 8 or 10 voters voice their opinion, it's a groundswell, and if only a dozen or more weigh in, it's time for a position statement!

We should want to be at the table informing our legislators about what's important to us and our industry. By providing your residential address in your MSCA Profile, MSCA can try to help assure that you aren't on the menu and instead will have a seat at the table.

MSCA relies on individual and corporate contributions specifically dedicated to the Legislative Fund to support MSCA's efforts to promote a better business climate for the shopping center industry in Minnesota. Some of the Legislative Committee's efforts that cost money include producing and disseminating a professional brochure educating lawmakers and the Governor on our issues, co-sponsoring Business Day at the Capitol, organizing meetings with legislators and engaging professional lobbying to protect our collective interests. MSCA appreciates your financial support to help protect your interests.

FOR MORE INFORMATION, VISIT THE MSCA LEGISLATIVE PAGE. ■

By providing your residential address in your MSCA Profile, MSCA can try to help assure that you aren't on the menu and instead will have a seat at the table.

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MEMBER PROFILES

PETER BERRIE

JOB TITLE: Transactional Attorney
AREA OF FOCUS: Development projects
needing subsidy
YEAR JOINED MSCA: 2002



FAEGRE BAKER DANIELS LLP

WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?
Started at Faegre & Benson fresh out of law school working on bond-financed projects, but left to the Attorney General's office after 5 years.

WHAT KEEPS YOU IN THE BUSINESS? I really enjoy helping people solve problems, providing alternative solutions that work for all parties, and taking the mystery out of some of the complex subsidies that are available.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? Kent Richey is a FaegreBD partner that always wanted to have his clients develop relationships directly with me instead of "hoarding" his relationships. He was confident enough to know that the more his clients trusted me, the more time he would have expanding his practice. It was a great team approach that I try to emulate as I've become more "senior."

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? While at the State Attorney's General Office, I tried to help the State acquire the USS Des Moines for \$1. But despite months of work, the transfer never occurred because the Legislature was ultimately unwilling to spend the \$14 million necessary to convert the ship into a Veteran's Memorial Park anchored in the Duluth Harbor.

IF YOU ARE A SEASONED VETERAN, WHAT ADVICE WOULD YOU GIVE TO THOSE NEW IN THE INDUSTRY? Get involved in different groups and committees so you can develop relationships. And don't burn bridges on your deals—life is too short, and someday you may need a favor.

WHAT IS YOUR FAVORITE WORD THESE DAYS? "Eek" (I just started reading the Spenser novels and it's very amusing when he uses this word).

WHAT IS YOUR MOTTO / PERSONAL MANTRA? The golden rule (and not the lenders' version), i.e. Do unto others as you would have them do unto you.

WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE?
The Confederacy of Dunces.

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? I love golf. I never played before I graduated, but recently I've become hooked. It's great getting outside with good friends and being completely disconnected from the rest of the world. It's a bonus if and when the ball happens to go where I want it to.

Thanks Peter

MIKE STURDIVANT

JOB TITLE: Sr. Leasing Representative
AREA OF FOCUS: Leasing & Development
YEAR JOINED MSCA: 2012



PASTER PROPERTIES

WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?
I was an Intern with H.J. Development for roughly a year before joining CSM Corporation.

WHAT KEEPS YOU IN THE BUSINESS? That's a long list, but primarily the people and the projects. I enjoy having an impact on the built environment.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? I am lucky to have several mentors to draw from, but if I had to create a short list it would be, in no particular order, Howard Paster, Tim Murnane, Jeff Carriveau, Paul Sevenich, and Chris Moe. Honesty, hard work, and integrity are your best assets.

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? The Shops at 1700 has been very exciting for us to work on. This is the redevelopment of the Highland Bank building off of Plymouth Road in Minnetonka.

IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY? It would be something related to hospitality – I'm a big restaurant fan and also think restaurants provide an experience the Internet can never replace.

DESCRIBE A SITUATION WHERE YOU TOOK A RISK PROFESSIONALLY?
Jumping into real estate during a down market (2011).

WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE?
Rich Dad Poor Dad.

Thanks Mike

IT'S YOUR BUSINESS.

Whether you've created the business of your dreams or it's a dream-in-progress, you can count on me to help you protect it. Let's talk, business owner to business owner.




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STARR™ Power: In-Depth with the Nominees and Winners



by Nicole Urista, PASTER PROPERTIES

On February 4th, 2015, Gregory Houck, Matt Rauenhorst and Rick Plessner proudly presented STARR Power: In-Depth with the Nominees and Winners. The STARR Power: In-Depth with the Nominees and Winners gave an in depth look into Ling & Louie's Asian Bar and Grill, Venue at Dinkytown and University Center.

Ling & Louie's Asian Bar & Grill won the 2014 STARR Award for Interior Design: Restaurant/Food Service. Ling & Louie's Asian Bar & Grill had its set of challenges through the design and construction process of this historic site. There were layers and layers

of flooring, some uneven. When walls were removed windows were discovered which is now the main bar backdrop. This is a must on the dinning list of places to check out! The Venue in Dinkytown is a mixed-use development. This process took 7-8 months to get tenants and homeowners on board to be followed by city push back. After 10 months in front of the city planning commission Opus lost 3-2. This did not stop the determination for this project. The Venue is now a beautiful mixed-use property in Dinkytown.

Inland's University Center won the 2014 STARR Award in the

Renovation/Remodel: Interior Retail over 15,000SF category. This started from a phone call from a local charter school. The University Center was once a Bally's Total Fitness and now houses both Foss Swim School and HSRA High School for Recording Arts. Foss was a natural fit with the existing swimming pool and HSRA reached out to Inland in need of more space. Such a great update to an old space! ■

MODERATOR:

PAUL MAENNER, Maenner Properties, Inc. (left)

PRESENTERS:

MATT RAUENHORST, Opus Development Company, L.L.C. (not pictured)

GREGORY HOUCK, Cunningham Group Architecture, Inc. (middle)

RICK PLESSNER, Inland Real Estate Corporation (right)



PROFESSIONAL SHOWCASE: CLEAN RESPONSE

Since 1998, Clean Response has been the preferred restoration experts of the area's preeminent management companies. Having worked in industrial complexes, commercial offices, and multi-housing properties, Clean Response provides a seamless service, from the first call to the final inspection. The Clean Response Team is known for their swift response time and professionalism in handling everything from a sewer back up to the destruction caused by a category 5 hurricane. With a team of professionally trained and certified individuals, property managers can trust in Clean Response's rapid turnover time when disaster hits.





Minnesota Marketplace



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

▶ **SAKS OFF FIFTH** announced that they signed a lease for the former Office Depot space and 16,000 sf of space on the Skyway level totaling 40,321 sf in the City Center building in Downtown Minneapolis. Saks' former Downtown Minneapolis space was sold last December with plans to turn it into an upscale Walgreens store.

▶ **DISCOUNT TIRE** announced it will be joining the Woodbury Plaza development anchored by Wings Financial Credit Union and HealthEast medical clinic. The tire chain purchased a 53,000 sf piece of the site.

▶ After 17 years at HarMar Mall, **SCHULER SHOES** is leaving to open a larger standalone store in the Target parking lot. The new store will be 9,000 sf compared to the 8,288 sf it currently occupies. Schuler Shoes intends to have construction and the move completed Fall 2015.

▶ **FAMOUS DAVE'S AND KOKOMO ISLAND CAFE** closed their Mall of America locations in February as the mall looks to revamp its dining options. Mall of America officials report that a different operator will be opening two new restaurants, but has not disclosed which two.

▶ **SPORTS AUTHORITY** signed a lease to open a 22,000 sf store in the City Center building on Nicollet Mall. The Englewood, CO based company plans to have the store open Fall of 2015.

▶ A '70s-themed sushi restaurant called **SHAG SUSHI** opened in the North Loop at 730 Washington Avenue N. The 3,000 square foot restaurant was designed by

Cunningham Group and has a 1970s style reminiscent of Las Vegas Lounges. The restaurant is owned by Michael McDermott, who also opened Rojo Mexican Grill and Ling & Louie's Asian Bar.

▶ **RADIOSHACK** announced the closing of 27 stores in Minnesota following the company filing for bankruptcy. RadioShack stores not scheduled to close will be sold to Sprint.

▶ **RED COW'S** owner, Luke Shimp, opened the restaurant's third location in February. The latest in the chain of gourmet burger restaurants is located at 208 1st Avenue North in the North Loop and occupies 5,700 sf with seating for 150.

▶ Nebraska-based, **SCOOTER'S COFFEE** announced in February that they will be scouting sites in the Twin Cities market. The chain plans to open up to 20 stores in the next two years. Scooter's currently has 118 stores in nine states, mostly the states surrounding Nebraska.

▶ Woodbury is now home to the Twin Cities third Indian grocery store. **SPICE BAZAAR** opened in late January at 1580 Woodlane Drive in Woodbury. The store caters to the East Metro's Indian and Pakistani populations, which previously had to drive to Fridley or Bloomington to shop.

▶ Heavy metal themed food truck, **MOTLEY CREWS HEAVY METAL GRILL**, signed the lease for a bricks and mortar store at 20851 Holyoke Avenue in Lakeville. Founder, Marty Richie intends to call the restaurant The Heavy Metal Grill and plans to



expand on the food truck's menu of mostly sandwiches adding burgers, pizzas, as well as a full bar. He plans to have the restaurant open June 1st. As for the food truck, Richie says he will still continue to operate it, although not to the capacity he's doing now.

▶ **MENARD'S** announced plans to tear down and replace its 132,000 sf store in Brooklyn Park with a two-story 211,000 sf store in the same location. The entire project is expected to start in April 2015 and be completed by spring 2016, costing an estimated \$12.5 million.

- continued on page 8

CONTINUED: Minnesota Marketplace



ZE'S DINER



NADIA CAKES



YOGAFIT STUDIOS



THE IMPERIAL ROOM

▶ Owner Moody Arafa opened **ZE'S DINER** in Woodbury on January 20. Arafa and his family own another Ze's Diner in Eagan and the Cahill Diner in Inver Grove Heights. Named for his wife, Zeze, who supplies all of the restaurant recipes, they serve a typical diner menu, breakfast all day long, and a few comfort food surprises. The diner is located at 2190 Eagle Creek Lane.

▶ Abby Jimenez, winner of the Food Network's "Cupcake Wars" Rose Bowl episode, opened a cupcake shop called **NADIA CAKES** on February 21 at 429 Commerce Drive in Woodbury.

▶ Eric Olney and Caitlin Shrestha opened **ANELACE COFFEE** at 2402 Central Avenue in Northeast Minneapolis. The shop currently uses Anthology Coffee and Counter Culture Coffee beans, rotating in-house syrups, and pastries from Nokomis Bakeshop, Aki's Breadhaus, and Solomon's Bakery.

▶ Ashok Dhariwal continues to open **YOGAFIT STUDIOS**. His newest location opened in February at 520 First Avenue NE in the new Red20 apartment complex. YogaFit is a 24/7 yoga concept that hosts both instructor-led and virtual classes.

▶ Downtown bar and restaurant, **THE IMPERIAL ROOM**, has closed after 15 years. According to owner Steve Meyer, the restaurant has faced low revenue and staffing issues for nearly a year. He is also looking to see the four-story building located at 417 North 1st Avenue.

▶ As part of Ridgedale Mall's

NORDSTROM expansion due to open October 2, the mall will gain space for around 20 new stores. Senior General Manager, Joan Suko, named several of the future tenants including Athleta, Tommy Bahama, LUSH, Tumi, and Johnston & Murphy.

▶ Finland-focused retailer **FINNSTYLE** closed its Warehouse District store February 16 and will relocate to 905 Decatur Avenue North in Golden Valley. In addition to relocation, the store will rebrand as AlwaysMod. They will sell home goods, dinnerware, furniture, and expand brand offerings. The new store will double their size to 4,000 square feet.

▶ **MOODS OF NORWAY** has closed its Mall of America store just a year and a half after opening. Despite good sales, co-founder Stefan Dahlkvist says the brand is shifting its strategy to more wholesale operations and will continue to operate only one flagship store in Los Angeles.

OUTSTATE:

▶ Grand Marais residents can now enjoy a craft beer in the city's first standalone craft brewery and taproom, which opened in February. **VOYAGEUR BREWING CO.** renovated a former home appliance store into a microbrewery and 80 seat taproom, plus a rooftop patio bar. The taproom also includes a commercial kitchen serving a full menu.

▶ After opening their first store in 2014, **FAMILY DOLLAR** opened a second Duluth location at 902 Commonwealth Avenue on February 19. ■



MSCA's Allan Law Philanthropic Event



by Ryan Hericks, MSCA

A huge thank you to the 50 MSCA members and a few non-members who helped participate in our Spring philanthropic event. The group made over 2,000 sandwiches for the homeless to help out the Minneapolis Recreation Development (MRD) and Allan Law. Allan goes around the city of Minneapolis every single night and hands out over 1,500 sandwiches to the homeless. Last year, he handed out over 740,000 sandwiches! He truly is an unbelievable man.

With the help of several MSCA companies and members, we raised over \$2,500 to buy the food to make the sandwiches and also will be able to cut a check to the MRD for over \$1,000 to help keep the MRD running and to buy the homeless bus tokens and basic necessities. We would like to thank the following for their huge generosity:

- Aspen Waste Systems, Inc.
- Mid-America Real Estate – Minnesota, LLC
- Christianson & Co.
- Sullivan|Day Construction
- Guaranty Commercial Title, Inc.
- The Ackerberg Group
- Kowalski's
- Cuningham Group Architecture Inc.
- Asphalt Associates Inc.
- Deborah Carlson
- Johnny Reimann
- Bob Pounds
- M. Chapin Hall
- Stefanie Meyer
- Jerry Perron
- Cindy Nosan
- Laura Moore



If you are interested in learning more about this charity, please follow this link: www.363days.org/allanlaw.html

Here is also a YouTube video about the work Allan Law and his incredible dedication every single day to the homeless, a must watch: www.youtube.com/watch?v=D68lxY-8wPA ■

VETERAN RETAIL BROKER DOUG SEWARD PASSES AWAY



Doug Seward, a 35-year Kraus-Anderson Realty Veteran, was devoted to Commercial Real Estate beginning with movie theater development and transitioned to shopping centers/retail lease and development. Seward established lasting relationships with colleagues and clients, and was known for his win/win negotiating philosophies and respected for his business integrity.

Doug was a unique and special person with a strong will to live and a "Never Give Up" attitude. When fighting his cancer, he continued to rise up and come back time and time again to the amazement of everyone. In many respects, Doug was bigger than life. He touched those he knew in many special ways, and will be forever in the hearts of his family and friends.



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2nd Vice President: **Rick Plessner** – Inland Real Estate Corporation
Treasurer: **Hans Rasmussen** – McGough
Secretary: **Jesseka Doherty** – Mid-America Real Estate – Minnesota, LLC

DIRECTORS:

Caleb Frostman – U.S. Bank
Jeff Johnson – Barna, Guzy & Steffen, Ltd.
Margaret Jordan – Caribou Coffee Company, Inc.
Wendy Madsen – Ryan Companies US, Inc.
Leah Maurer – Cushman & Wakefield/NorthMarq
Holly Rome – Footlocker, Inc.
Paul Schroeder – Westwood Professional Services
Immediate Past President (as Director): **Deborah Carlson** – Cushman & Wakefield/NorthMarq

NEWSLETTER COMMITTEE ROSTER:

Greg Brenny - Briggs & Morgan, P.A.
Deborah Carlson - Cushman & Wakefield/NorthMarq
Steve Day - Sullivan|Day Construction
Phil Foster - CMA
Lindsay Gardenhire - JLL
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Natina James - RSP Architects, Ltd.
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Brandon O'Connell - Mid-America Real Estate – Minnesota LLC
Jeff Orosz - Sambatek, Inc.
Katie Prater - Paster Properties
Jeffrey Serum - Fredrikson & Byron, P.A.
Nicole Urista - Paster Properties

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COMMITTEE CHAIRS:

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Jon Fahning – Shingobee
LEARNING SESSION **Sheila Zachman** – Commercial Realty Solutions
Brian Klancke – Marcus & Millichap
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Paul Berg – WaterStone Bank
NETWORKING **Emily Becker** - Cushman & Wakefield/NorthMarq
Julie Stanke – Fresh Paint Inc.
NEWSLETTER..... **Judy Lawrence** – Kraus-Anderson Companies
Susanne Miller – Loucks Associates
PROGRAM..... **Jeff Budish** – CBRE
Matthew Mock
RETAIL REPORT **Jesseka Doherty** – Mid-America
Real Estate Minnesota, LLC
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SPONSORSHIP..... **Wendy Madsen** – Ryan Companies US, Inc.
Kurt Stenson - Cushman & Wakefield/NorthMarq
STARR AWARDS **Charla Evenson** – Caribou Coffee Company, Inc.
Stefanie Meyer - Mid-America
Real Estate – Minnesota, LLC

Welcome

NEW MEMBERS:

Rebekah Buck - Inland Real Estate Corporation
Dan Holoch - First National Bank of Omaha
Megan Lawrence - CBL & Associates Properties, Inc.
Skye Kot - CBL & Associates Properties, Inc.
Sabine Shea - Christianson & Company Commercial
 Real Estate Services
Jack Trautz - Mid-America Real Estate - Minnesota, LLC
Emilee DeCoteau - Mid-America Real Estate - Minnesota, LLC
Jon Holm - MNCAR
Peter Barott - Doran Construction
John Kohler - Paster Properties

MEMBER NEWS:

- The Minnesota Commercial Association of Real Estate (MNCAR) named the industry's biggest achievers, projects and deals of 2014. **Jeff Budish**, CBRE, received the Rising Star Award. Also, **Brad Kaplan**, **Kim Meyer**, and **Tom Martin** of Cushman & Wakefield/NorthMarq, received the Retail Transaction of the Year for LA Fitness.
- Marcus & Millichap recently promoted **Matthew Hazelton** to Senior Associate.

MSCA IS CURRENTLY LOOKING FOR COMMITTEE MEMBERS FOR 2015!

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 2015 CALENDAR EVENTS BY CLICKING HERE

EVENT	VENUE	DATE
"RED" TALKS – REAL ESTATE & DEVELOPMENT	Doubletree Park Place Minneapolis	March 4, 8:00-9:30am
LEARNING SESSION - BROWNFIELD DEVELOPMENT: FROM START TO FINISH	4400 Baker Road Minnetonka	March 17, 8:00-9:30am
THIRD THURSDAYS NETWORKING - FREE <i>Julie Stanke, Fresh Paint Inc., Molly Murnane, Colliers International, and Eric Sheaffer, CBRE</i>	Freehouse - Minneapolis	March 19, 3:30-5:00pm

DIRECTIONS

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2015-01](http://www.msca-online.com/events/calendar/date/2015-01)

MSCA 2015 CORPORATE SPONSORS

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



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MSCA's Bowling Bonanza!

Thursday, April 30, 2015 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 16, 2015

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

Team of 4 bowlers: \$200
(Early Bird Special: Register by March 27 = \$160!)

Team name (optional): _____

1) Name _____
Company _____
Phone _____
Email _____
 Strike Pot: \$10/entry

2) Name _____
Company _____
Phone _____
Email _____
 Strike Pot: \$10/entry

3) Name _____
Company _____
Phone _____
Email _____
 Strike Pot: \$10/entry

4) Name _____
Company _____
Phone _____
Email _____
 Strike Pot: \$10/entry

One bowler: \$50
(Early Bird Special: Register by March 27 = \$40!)
We'll match you up with a team to play on!

Name _____
Company _____
Phone _____
Email _____
 Strike Pot: \$10/entry

Not bowling: \$25
Join us for the pizza buffet and networking!

Name _____
Company _____
Phone _____
Email _____

**PRIZES AWARDED FOR
CREATIVE TEAM ATTIRE!**



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; limited spaces available.)
- How would you like your company name listed? _____ (formal contract to follow)



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 a \$250 Visa Gift Card! **SPONSORED BY: Aspen Waste Systems, Inc.**



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: _____