

2005 Corporate Sponsors

Adolfson & Peterson Construction
The Avalon Group
Barna, Guzy & Steffen, Ltd.
Bremer Bank, N.A.
Brookfield Properties (US) LLC
The Business Journal
CB Richard Ellis
CSM Corporation
Cambridge Commercial Realty
Colliers Turley Martin Tucker
The Collyard Group L.L.C.
Commercial Partners Title, LLC
Cunningham Group Architecture, P.A.
Dalbec Roofing
Exeter Realty Company
Faegre & Benson LLP
Fantastic Sams
General Growth Properties, Inc.
Gray Plant Mooty
Great Clips, Inc.
H.J. Development, Inc.
Heitman Financial Services LLC
J.E. Dunn – North Central
J.L. Sullivan Construction, Inc.
Jones Lang LaSalle
KKE Architects, Inc.
Kraus-Anderson Companies
LandAmerica Commercial Services
Landform
Larkin Hoffman Daly & Lindgren Ltd.
LaSalle Bank N.A.
M & I Bank
Madison Marquette
Messerli & Kramer, P.A.
Midwest Maintenance & Mechanical, Inc.
NorthMarq Capital, Inc.
Northtown Mall/ Glimcher Properties
Oppidan, Inc.
Opus Northwest LLC
Park Midwest Commercial Real Estate
Paster Enterprises, LLC
RLK-Kuusisto Ltd.
RSM McGladrey, Inc.
RSP Architects
Reliance Development Company, LLP
Robert Muir Company
Ryan Companies US, Inc.
SUPERVALU INC.
Target Corporation
TCF National Bank Minnesota
Towle Financial Services
U.S. Bank
United Properties
Venture Mortgage Corporation
Weis Builders, Inc.
Wells Fargo Bank, N.A.
Welsh Companies, LLC
Westwood Professional Services, Inc.



news

Volume 19, Number 5

May 2005

Feature

Downtown Residential Growth Finally Spurs Grocery Component

by Deb Carlson, Northstar Partners

In today's market, low interest rates are encouraging more and more people to move toward home ownership, and downtown markets such as Minneapolis are benefiting. In fact, residential growth is exploding in downtown Minneapolis. The CBD housing base has dramatically increased over the past few years and this growth trend is expected to continue as impressive new condo projects continue to lure residents downtown.

In response to the growing residential population, several grocers have made an attempt over the years to make a grocery store site work in downtown Minneapolis. Kowalski's Markets, as well as other

independent grocers, have pursued downtown sites to no avail, being stumped by constraints for square footage and parking. Finally, both Lunds and Whole Foods have announced plans to open downtown stores.

Lunds is set to open two new stores on opposite ends of downtown. The first will be at 1201 Hennepin Avenue, the former Billy Graham headquarters. Lunds recently acquired the property and plans to renovate the building to make way for a new 17,000 sf store, which is slated to open by early 2006. The second store location will be at 313 Central Avenue, in what is now the Lunds-

Downtown continued on page 2

Snapshot

River Center Plaza



Location: Rochester, Minnesota

Month/Year Opening: Opened in June, 1968; Rehab Project in 2005 and 2006

Owner: Northbrook, LLC

Managing Agent: Lanmark Property Advisors, Inc.

Center Manager: Dan Hebert

Leasing Agent: Michael J. Wilson, Broker, Lanmark Property Advisors, Inc.

Architect: Jordan Architects

Construction Contractor: Key Builders Inc.

GLA: 127,020 sf

Current Occupancy: 65%

Number of Stores: 15-20

Anchor Tenants: NRI Electronics, VIP, Insty-Prints, Glynners Pub, Fiesta Mexicana

Market Area Served: Rochester and Southeast Minnesota

Construction Style: Modern style, brick, glass and EIFS

Additional Facts/Narrative: Located one mile from Rochester's downtown on the city's main thoroughfare with over 45,000 car traffic count daily. Located in the midst of one of the city's highest growth corridors.

DOWNTOWN *continued*

owned Rick's Market at Eastgate Center. In concert with Exeter Realty's plans to reposition the center with new retail and a residential component, Lunds plans to open a new 20,000 sf grocery store at this high-traffic site. The second location is scheduled to open in the Spring of 2006.

Meanwhile, Whole Foods has announced plans to purchase the current Luther Automotive's Jaguar and Land Rover dealership site at Hennepin Avenue and Washington Avenue South. The Whole Foods store isn't likely to open until 2007 though because Whole Foods still needs to obtain city development approval and Luther Automotive needs to first construct a new dealership elsewhere. Once completed, however, the site will draw consumers from the hundreds of new housing units being added along the Minneapolis riverfront.

Why now? Simply put, grocery store sales are driven by density - the more people in proximity of a site, the more food dollars available. Surveys have shown that the 140,000+ workers in the Minneapolis downtown market generally spend their disposable grocery dollars in their home neighborhoods. Additionally, the housing base staying downtown has historically been too low to support high overhead costs and the high sales volumes that grocers need to make their 1% to 3% profits work. In 2000, just 20,200 residents lived in downtown Minneapolis. As of January 2005, that figure has increased nearly 30% to 29,350, finally providing a sufficient population base to warrant the addition of a grocery component.

And what about downtown St. Paul? Yes, the St. Paul CBD includes a significant employee base from businesses and government offices, but downtown retail is generally considered weak. While urban housing has increased, including Lowertown residential growth, it is at a noticeably slower pace than its Minneapolis counterpart. In 2000, the downtown St. Paul residential population was just 5,743 and today that number stands close to 7,000—certainly an increase, but still not enough population to support a grocery store. As a result, there are no current plans for new grocery entries into the St. Paul CBD and none are likely in the foreseeable future. ■

Program Recap

Geographic Forecast

by Christopher Naumann, KKE Architects Inc.

Synopsis: On the afternoon of Wednesday, April 6th, at the Holiday Inn Metrodome, Barry Brottlund of InSite Commercial Real Estate moderated a panel of greater Minnesota community representatives who discussed the state of development outside the Metro Twin Cities area. Tony Goddard, of St. Cloud Opportunities Inc. and Philip Wheeler, Director of the Rochester/Olmstead Consolidated Planning Department were in attendance and presented on their respective communities. Unfortunately, Patrick Hentges of the City of Mankato, scheduled to appear, was unable to attend. However, Karla Keller Torp, of MSCA, made his power point presentation available.

St. Cloud Highlights: The St. Cloud regional trade area is comprised of communities of the cities of St. Cloud, Sauk Rapids, Waite Park, and Sartell.

- The St. Cloud trade area is comprised of a population of 260,000 and has grown 4.5% since the year 2000.
- St. Cloud is home to six post secondary educational institutions which serve over 20,000 students who account for over \$69.7 million in commercial spending annually.
- Among popular retail destinations are the recently renovated Crossroads Shopping Center, Rivertown Village, Sundial Mall, Pine Lakes, Albertville Premium Outlet, Centennial Shopping Center, Division Place, and East Village Shopping Center.

Rochester Highlights: Rochester recently became the third largest city in the State.

- Median income in Rochester is \$70,000.
- Rochester's population has grown 32% since 1990 and the projected population of the city will be 134,000 by the year 2030.
- Rochester averages 150 days to process development proposals. This is well under the 194 days allocated by ordinance.

Mankato Highlights: Mankato was recently voted one of the top 15 most livable small cities in America.

- Mankato is home to the River Hills Mall, a regional shopping center owned by General Growth Properties. It is the dominant shopping center serving both southern Minnesota and Northern Iowa.

- Mankato is also home to several recently built power centers catering to national big box tenants including a Wal-Mart Supercenter, Home Depot and Gander Mountain. ■

May Professional Showcase

Horizon Roofing & Sheet Metal was started in 1976. They have installed over eleven million square feet of roofing and have done it to the highest of standards. They have won thirteen manufacturer's quality workmanship awards, two of which put Horizon Roofing and Sheet Metal in the top 6% of licensed installers in North America. Horizon installs roofing systems throughout the state of Minnesota, with 90% of their work within the seven county area. For your next roofing concern or roof project call Horizon Roofing & Sheet Metal at (612) 333-1481 or (320) 252-1608.



Thanks to member **Kurt Scepaniak** for sponsoring April's professional showcase.

Search Me

Popular Dictionaries

The American Heritage Dictionary:
www.yourDictionary.com

Merriam-Webster Dictionary:
www.m-w.com

Word or Phrases: www.onelook.com

Definitions from Webster's and more:
www.Dictionary.com

Cambridge Dictionaries:
www.Dictionary.Cambridge.org

A Search for Glossaries/Subject Dictionary: www.Glossarist.com

Member Profile

Jeffrey J. Carriveau



Primary Career Focus:
To develop, manage and acquire successful retail investments

Company: H.J. Development, Inc.

Title: Partner, leasing agent, management,

brother in-law, son in-law, (we don't have titles)

Hometown: Hopkins, MN (currently reside in Delano, MN)

Education: North Hennepin Community College (Sales and Marketing), then about a 6x6 cube and a telephone that United Properties provided

Family: Emily is my wife and a wonderful mother to our 16-month-old son, Jordan

Hobbies: Fishing, hunting, golf, traveling

Job History: 1996'-1998' Call4 Wireless, 1998-2003 United Properties, 2003- present H.J. Development, Inc.

Very First Job: Paper route

Dream Job: Super Dad

Secret Talent: Buying my wife clothes and jewelry

Favorite Food: Chinese and Thai

MSCA Involvement: Member and Corporate Sponsor for 4 years



2005 LEADERSHIP OFFICERS

President

Paul Sevenich, CCIM, *Kraus-Anderson Co.*

1st Vice President

Sara Stafford, *LandAmerica Commercial Services*

2nd Vice President

Jay Scott, *Solomon Real Estate Group*

Treasurer

Ken Vinje, SCSM, *Kraus-Anderson Co.*

Secretary

Lisa L. Diehl, CCIM, *McDonald's Corporation*

DIRECTORS

Wendy Aaserud, *Madison Marquette*
Brett Christofferson, *Weis Builders, Inc.*

Gary Jackson, *Retired/Consultant*
Kevin Krolczyk, *Dalbec Roofing, Inc.*

Cindy MacDonald, *Kraus-Anderson Co.*
Robert Pounds, SCSM, *Welsh Companies, LLC*

Mary Wawro, *Ryan Companies US, Inc.*

Immediate Past President

Michael G. Sims, *United Properties*

COMMITTEE CO-CHAIRS

Awards

Ronn Thomas, *United Properties*
Kim Meyer, *United Properties*

Community Enhancement

Wendy Aaserud, *Madison Marquette*
Tom Heuer, *Aspen Waste Systems, Inc.*

Golf

Chris Hussman, *Aspen Waste Systems, Inc.*
Luann Sawochka, *Rochon Corporation*

Legislative

Howard Paster, *Paster Enterprises*
Todd Johnson, *Steiner Development*

Marketing and Communications

Laura Moore, *United Properties*
Tom McGannon, *Edwards & Kelcey*

Membership

Cynthia Hable, *Kraus-Anderson Co.*
Sam Smolley, *Smolley Consulting Group*

Newsletter

Lisa L. Diehl, CCIM, *McDonald's Corporation*
Ferne L. Sofio, *Paster Enterprises*

Program

Peter Berrie, *Faegre & Benson LLP*
Tom Madsen, *Benson-Orth Associates, Inc.*

Retail Report

Holly Rome, *Jones Lang LaSalle*
Robert Pounds, SCSM, *Welsh Companies, LLC*

Technology

Cindy MacDonald, *Kraus-Anderson Co.*
Skip Melin, *Colliers Turley Martin Tucker*

Sponsorship

Ned Rukavina, *United Properties*
Bill McCrum, *RSP Architects Ltd.*

MSCA STAFF

Executive Director - Karla Keller Torp
(P) 952-888-3490 (C) 952-292-2414
katorp@msca-online.com

Associate Director - Stacey Bursing
(P) 952-888-3491 (C) 952-292-2416
sbursing@msca-online.com

8120 Penn Avenue South, Suite 555
Bloomington, MN 55431
(F) 952-888-0000

Rising Star

Camille's Sidewalk Café

by Carol Ulstad, Suntide Commercial Realty, Inc.

Camille's Sidewalk Café is one of the newest entries to the metro area's fast casual restaurant arena.

Camille's is a growing chain of coastal inspired "sidewalk cafes". Camille's was founded by David and Camille Rutkauskas in 1996, opening their first store in Woodland Hills Mall, Tulsa, Oklahoma in October of that year. Now, eight years later, Camille's Sidewalk Café is stronger than ever with 121 stores in 20 states. They are positioned for huge expansion throughout the United States and beyond.

Camille's serves gourmet wraps, traditional and grilled Panini sandwiches, fresh salads, smoothies, coffees and a variety of gourmet baked goods in a casual atmosphere where you can eat, relax, and enjoy!

There are three franchisees in the state of Minnesota. One has a license for the "out state" locations. Another has Ramsey, Anoka, McLeod, Dakota, and Washington Counties and Lenny Newman has Hennepin County.

Mr. Newman opened his first location at the Marketplace Lofts in Hopkins, Minnesota in October 2004. He plans to open about one store per year for the next five to seven years.

He is represented by Robin Keyworth of the Keyworth Companies (612-377-6774). They are actively seeking a second location in the western suburbs. www.camillescafe.com



Committee Profile

Legislative Committee

The Legislative Committee, chaired by Howard Paster and Todd Johnson, is responsible for presenting legislative agendas and issues to the Governor's office and the Minnesota legislature. They do this by understanding how certain bills may affect our industry and actively lobbying on behalf of MSCA. This committee's main goals include:

- Defending the 2001 CI Property Tax Reform
- Supporting the passage of a significant Transportation Funding Package to address both roads and transit funding
- Publishing the Retail Industry Impact Statement to educate the legislature on how shopping centers and how retailers affect our state's economy
- Organizing the "Business Day at Capitol" program where MSCA members lobby at the State Capitol with legislators to push MSCA's agenda and address issues of concern for the Shopping Center Industry
- Coordinating approximately 4-6 Legislator Coffee Meetings annually, offering MSCA members an informal way to discuss issues

of concern with legislators and promote the MSCA name recognition at the Capitol

The Legislative Committee actively represents our industry's concerns and encourages MSCA members to be aware, take action and get involved. ■

CO-CHAIRS:

Howard Paster, *Paster Enterprises*
Todd Johnson, *Steiner Development, Inc.*

MEMBERS:

Jack Amdal, *KKE Architects, Inc.*
Greg Boderman, *United Properties*
Sonnie Elliott, *Faegre & Benson LLP*
Richard Forschler, *Faegre & Benson LLP*
Nancy Frykman, *Robert Muir Company*
Mike Korsh, *Kraus-Anderson Realty Company*
Joe Nunez, *Target Corporation*
Brien Slawick, *Slawick Properties*
Greg Suckow, *Park Midwest Commercial Real Estate*
Dick Ward, *Capps Companies*
Joseph Weis, *Weis Builders, Inc.*

Not Pictured Members:

Rob Stolpestad, *Exeter Realty Company*



PASTER

JOHNSON

AMDAL



BODERMAN

ELLIOTT

FORSCHLER



FRYKMAN

KORSH

NUNEZ



SLAWICK

SUCKOW



WARD

WEIS

Gardeners Get Ready!!!

Spring has sprung and Mother Nature has provided us with an early spring. The gardening season will be upon us soon and it's time to think about planting.

Annuals are flowers that are used in the garden or landscape for one growing season. They are typically planted in the spring, bloom for most of the summer and are killed by the first hard frost. Annuals can be used in hanging baskets, planters, and mixed in the border of perennial and shrub plantings. They are great just about anywhere you need a splash of color! Commonly grown annuals include marigolds, petunias, impatiens and geraniums, but there are many varieties available.

My rule of thumb for planting annuals is after Mother's Day. This will ensure the danger of frost has passed. Good soil preparation is essential for the growing

success with annuals. Till the soil deeply and add a slow release garden fertilizer. After planting, adding mulch will help control weeds and keep the soil moist and cool. When planting in hanging baskets or planters, ensure there are drainage holes and add a potting soil that drains well.

Newly planted annuals should be watered thoroughly. Adding fertilizer will provide extra nourishment resulting in improved plant performance. Once established, watering can be reduced to once a week or when the soil becomes dry. If possible, water early in the day so that the foliage has a chance to dry before evening thus discouraging plant diseases. Containers of hanging baskets should be checked daily. Wind & summer heat will cause rapid drying making it necessary to water daily.

Here are a few of my favorite great new annuals for 2005!!

Kong Coleus: Available in 5 colors - scarlet, green, mosaic, red and rose and can reach a height of 12-18 inches. Used in a shade garden or mixed containers.

Fusion Exotic Impatiens: Beautiful pastel colors including shades of yellow, peach, apricot, orange and red.

Ipomoea Sweet Caroline Red: Sweet potato vines popular for their great vigor, beautiful colored foliage and hanging effect. Now available in a red-leaved variety.

Look for these and other new annuals at your local garden centers. Good luck with planning and planting your gardens!

Guest author Bobby Jensen, Sr. V.P. Outdoor Environments Inc. & Co-Host of Channel 11, Grow with KARE with Belinda Jensen. ■

Around the Marketplace

Retail Tidbits



by Lisa L. Diehl, McDonald's Corporation

- **Amperсанд** has officially moved from 50th and France to the Galleria in Edina.
- **Buca, Inc.** received a notice that they will be delisted for failing to file its 2004 annual report in a timely fashion.
- **Gander Mountain Company** is fishing to open a 67,000 sf new big-box store in Woodbury along Interstate-94 and Hudson Road, and will likely close its existing shop at Woodbury's Valley Creek Plaza.
- **Target's Club Wedd** gift registry is partnering with **The Knot**, which calls itself the world's most-trafficked wedding Web site. Beginning in late spring, the Target Web site, www.clubwedd.com will offer tips, advice and other information from The Knot.
- Two more "fast casual" Mexican-style restaurants plan to enter the Twin Cities market with two **Salsarita's Fresh** Cantina stores in 2005 and **Moe's Southwest Grille** with 10 franchise agreements for the state.
- Pet supplies are the latest product category to get their own separate section on **Walmart.com**. Consumers will be able to shop for pet necessities, personalized items and unique gifts for their pets.
- **Blockbuster Entertainment** decided to end its pursuit of Hollywood Video after the Federal Trade Commission delayed a ruling on its proposal to buy the chain for \$991 million. The FTC noted that Blockbuster provided insufficient data regarding its bid.
- **Ultimate Electronics** is putting itself up for sale and will further close nearly half of its 62 stores and lay off 965 employees.
- **Nash Finch Company** announced it has completed the purchase from **Roundy's** of the net assets, including customer contracts, of the wholesale food distribution division in Indiana and Ohio and two retail stores in Ohio.
- **Subway** is testing a breakfast program in four of its markets. **Burger King** is testing its Enormous Omelet Sandwich. **Starbuck's** has been quietly testing a limited breakfast menu, including egg, ham and cheese muffins. Starbuck's has also acquired Ethos Water, a privately held bottled-water company based in Santa Monica, California. Look for the water in stores later this year.
- **Circuit City** rejected the buyout offer of \$17 per share from Highfields Capital Management. The company owns 6.8% of Circuit City stock.
- **Discount retailer ShopKo Stores, Inc.** has agreed to be acquired by Goldner Hawn Johnson & Morrison, Inc., a Minneapolis-based buyout firm, for slightly more than \$1 billion.
- **Marshall Field's** is back on the Web with its latest version of the site, www.fields.com
- The Commerce Department reported that retail sales rose a disappointing 0.3% in March, missing expectations for a 0.8% rise. Analysts say the economy may be entering a "soft patch" and also name high gasoline prices as a reason for reduced consumer spending.
- Starting this summer, **Simon Property Group** will sell ad space on outdoor billboards at its malls.
- In an effort to emerge from Chapter 11, **Spiegel** is proposing to spin off **Eddie Bauer**.
- Of the 94 million sf of retail GLA set to open this year, nearly 50% will be traditional malls. Power centers will make up 26% and lifestyle centers will account for 15%.

Thank You!

Featured Corporate Sponsors

Brookfield Properties (US) LLC

Company Vision: To be a leader in the North American commercial real estate industry.

Faegre & Benson LLP

Company Vision: Service and responsiveness. Named among the top U.S. law firms for client service two years in a row.

Great Clips, Inc.

Company Vision: To be the #1 dominant haircare brand.

Reliance Development Company, LLP

Company Vision: To build a portfolio of quality retail real estate income producing assets through development and acquisition.

Madison Marquette

Company Vision: To provide integrated retail solutions with our full-service capabilities for our clients.

RSP Architects

Company Vision: What we imagine and build together is better than any of us can create alone.

2005 Event Schedule

Our monthly program meeting date is the first Wednesday of every month. All meetings will be held at 8:00 a.m. (registration at 7:30 a.m.) at the Sheraton Bloomington Hotel unless otherwise noted or publicized before the program. Program topics and location are subject to change.

Wednesday, June 1 – Industry Trends

Monday, June 20 – Annual Golf Tournament *Majestic Oaks Golf Course*

Wednesday, July 6 – Professional Development

Wednesday, August 3 – Retail Focus

Tuesday, September 13 – MSCA/ICSC Program

Wednesday, October 5 – Mall Focus

Market Update

Highway 61 Revisited



by Ross Dahlin, Itasca Funding Group, Inc.

Forty years ago when Bob Dylan released his famous song about this historic highway, he was probably referring to the Mississippi Delta region rather than Southeast Minnesota. While both regions are steeped in history, the communities along Highway 61 in Minnesota and Wisconsin are enjoying steady economic growth and offer strong demographic characteristics for retailers. Red Wing, Lake City, Winona, and La Crosse were some of the first settlements in the region and continue to offer an attractive location to do business.

Treasure Island Casino, a strong central business district and proximity to the Twin Cities has allowed for steady population and business growth for Red Wing in recent years. Its trade area (pop. 36,240) encompasses a 15-mile radius and includes the communities of Lake City and Ellsworth, WI. Commercial growth has progressed steadily along Highway 61 between downtown and the casino. Target has recently located near the Red Wing Mall. Menard's and a Wal-Mart Supercenter have recently opened in the vicinity, with vacant commercial land for sale next to both retailers. Red Wing is perhaps best noted for its several specialty retail centers that cater to tourists including Pottery Place Mall, Riverfront Centre, and the St. James Hotel. Econofoods is the largest grocer in town and located in recently built Red Wing Plaza, along with Blockbuster, MGM Liquor, and Chuck & Dons Pet Food Outlet.

Lake City (pop. 5,054) is currently too small of a community to attract attention from large retailers. However, the city appears to be on the cusp of growth as the 700-acre Jewel of Lake City residential and golf course community takes shape in the hills east of downtown. This master planned community will include retail/office development along Highway 63.

Winona (pop. 27,018) has a sizable population and reliable job base to attract several retailers. Most large shopping destinations are located along Highway 61 southwest of downtown and include Target, Wal-Mart Supercenter, Menard's, Mills Fleet Farm, and a new Walgreen's. "Riverbend Shoppes" adjacent to Wal-mart is being developed with spaces available between 1,300 sf and 4,500 sf. Northwest of downtown is another retail cluster including Hy-Vee, JCPenney, Slumberland, Shopko, and the Winona Mall. A large retail space is available next to JCPenney recently vacated by Econofoods.

La Crosse, Wisconsin (pop. 52,000) and adjacent Onalaska (pop. 15,000) is the largest community along the Mississippi River between the Twin Cities and the Quad Cities. Its 50-mile trade area population of 400,000 has attracted many regional and national retailers in and around the 590,000 sf Valley View Mall. Cub Foods vacated across from the mall last year and have been replaced by T.J. Maxx & More, MC Sports, and Old Navy.

Petsmart will be building this summer adjacent to T.J. Maxx. Other retailers that have recently entered the market include Home Depot, Aldi, Cold Stone Creamery, and Hooters. Bed, Bath & Beyond is actively searching for a site in La Crosse. Downtown La Crosse, benefiting from a sizable student population (10,000) at UW-La Crosse, has remained a viable entertainment and retail destination. With the closing of apparel retailer Salem Marcos & Sons and other vacancies along Pearl Street, several thousand sf of downtown retail space await new tenants. South of downtown, Kraus-Anderson has recently renovated and "de-malled" the Shelby Mall, which contains retailers such as ShopKo, Ace Hardware, Hallmark and Radio Shack. Walgreen's and the markets' second Wal-Mart Supercenter opened next to Shelby Mall. La Crosse is also in the planning stages of a large riverfront development near the convention center that will include both residential and retail space. Onalaska has recently seen retail developments including Market Place and Main Street Center. Onalaska is where a majority of new growth is concentrated in the La Crosse area and has much commercial land available for development.

Revisited by tourists and reinvented by their businesses and residents, the communities along the Mississippi River have a future of steady growth that will continue to attract retailers to the area. ■

Bookmark

Winning by Jack Welch. Jack's back with his latest book, devoting it to the "real" stuff of work – how to lead, hire, get ahead, even write a budget. His optimistic, no excuses, get-it-done attitude is, as always, a riveting read.

Never Eat Alone: And Other Secrets to Success, One Relationship at a Time, by Keith Ferrazzi and Tahi Raz. The authors' secret to getting ahead in life and climbing that ladder to personal success lies in reaching out to other people. They offer practical, proven principals for genuine relationship building, such as don't keep score, and, of course, never eat

alone; i.e. invisibility is a fate worse than failure. A book full of good, specific advice.

Lion Taming, by Steven Katz. Lions are the people all around us with power, responsibility, authority and talent. Lions are never tame, and you need strategies to deal with that, remembering that lion taming is really lion teaming. Katz helps get inside the minds of the leaders, bosses and those tough customers to communicate better and work more effectively together.

Contact Deb Carlson at dcarlson@northstarparters.net with your recommendation.

May Member News

Press releases are printed based upon availability of space and relevance to the local market.

Stahl Construction Company

Stahl Construction Company has successfully completed a new 5,600 sf restaurant in Maplewood, Minnesota for Buffalo Wild Wings Grill & Bar.

Developer and owner Chesapeake Companies began construction in November of 2004. Stahl also constructed for Chesapeake Companies a new 5,500 sf Jared Jewelers and a 9,500 sf retail center on the same parcel as the new restaurant.

Muir Doran Construction

Muir Doran Construction has been awarded the new 45,000 sf Best Buy store in Oakdale and it is expected to be complete in July 2005. The fourth building at Silver Lake Village has broken ground. Work has begun on a new Cold Stone Creamery in Minnetonka, Minnesota. This will be the 17th store they have built.

Lund Joins Cornerstone Group

Pete Lund, Vice President of Strategic Operations, recently joined the Cornerstone Group and will be involved with strategic planning for the company. He previously had been with CBL Properties managing Burnsville Center.

Upland Sells Three Arby's Properties

Upland Real Estate Group, Inc. announces the sale of three Arby's properties located in Minnesota. Upland recently sold the Arby's located in Albert Lea, Austin and Cambridge for a total of \$4.4 million and a total of 6,850 sf.

2005 Mother's Day

After a dip in Easter spending, consumers are planning to pull out their wallets for mom this month, according to the *NRF 2005 Mother's Day Consumer Intentions and Actions Survey*, conducted by BIGresearch. Total Mother's Day spending is expected to climb 9.5% to \$11.43 billion, up from \$10.43 billion in 2004. This year, 83% of consumers plan to celebrate Mother's Day, slightly more than last year's 81.8%.

The average person plans to spend \$104.63 on Mother's Day, which falls on May 8, up from \$98.64 in 2004.

2005 Summer Minnesota Construction Overview

The Minnesota Department of Transportation wants you to return home safely. Web site information includes statewide construction, metro construction, major construction projects, summer work zone safety. Go to www.dot.state.mn.us/construction/.



Roof up to par?

Want to spend more time golfing and less time worrying about your roof? Whether it's new or replacement roofing, repairs and service, or preventative maintenance, call us...we know *our* game.



952-473-8080

PEDESTRIAN STUDIES

for small and large shopping centers

- Determine walking patterns and destinations
- Design better walking experiences in/around shopping centers and parking areas
- Measure traffic volumes

Minneapolis and Saint Paul Downtown Pedestrian Traffic Reports For Sale

PETER BRUCE

612.827.8080 + pbruceceo@aol.com

www.pedestrianstudies.com

2005 BUILDING COMMUNITY

VISUALS AND MODELS
OF THE NEW URBAN COMMUNITY

May 19-26 at TCF Bank Atrium
8th St. and Second Avenue S. in Minneapolis

Visuals of Downtown and Neighborhood Developments



SPONSORS INCLUDE:

Minneapolis Community Planning and Economic Development
Minneapolis Chapter of the American Institute of Architects
Brookfield Properties
D&R Architecture, Inc.
Abersman and Armstrong
Landform
Warfield Research
Lund and Eyster's
Lender Group

**FREE
ADMISSION**

Hosted by TCF Bank

> **EXHIBITORS WANTED**

CONTACT – Peter Bruce, Community Enhancement, 612.827.8080.

Register for your golf
tournament today!

DON'T FORGET

Minnesota Shopping Center Association
8120 Penn Avenue South, Suite 555
Bloomington, MN 55431



FIRST-CLASS MAIL
U.S. POSTAGE
PAID
MINNEAPOLIS, MN
PERMIT NO. 27384