

## In this Issue

Blue Law Changes	1
Hobby Lobby	2
Legislative Update	3
Member Profiles	3
Minnesota Marketplace	4
Program Recap	7
Bowling Bonanza Recap	8

## Feature Article

## “IT’S ALL OVER NOW, BABY BLUE”

By: **Natina James,**  
RSP Architects, Ltd.



Minnesota has been struggling with being “blue” for the last few years— that is, hanging onto what’s considered a “Blue Law.” According to Merriam Webster, a Blue Law is “designed to regulate morals and conduct” often translating to “a statute regulating work, commerce, and amusements on Sundays.” This was often expanded to the sale of specific items during certain days of the week, such as the sale of liquor on Sunday. While there are many more reasons behind this law, the Minnesota legislature is considering changing it. Many different proposals have been considered during previous and current legislative sessions to eliminate or alter this law.



The laws prohibiting the sale of liquor on Sundays date back to 1933 when Minnesota ratified the 21st Amendment, ending prohibition. While the state allows consumption and sale of liquor during the majority of the week, Minnesota prohibited alcohol sales on Sunday. Today, Minnesota is one of 12 states that does not allow the sale of liquor on Sunday. All states bordering Minnesota allow it. Minnesota wishes to eliminate mandatory Sunday closing of liquor stores. There are many similar proposals nationwide to expand liquor sales. Oregon proposes to allow liquor sales in grocery stores. Tennessee wants to allow wine in grocery stores (note: 33 states already do). Connecticut is proposing to eliminate excise tax on beer/wine/liquor as they are losing sales to Rhode Island.

There are pros and cons to changing the rules. Why do so? Minnesota State Representative Jenifer Loon said “the prohibition against Sunday sales is just that; a leftover from the Prohibition era that needs to be scrapped.” Her bill would give localities the option of permitting Sunday sales or not.<sup>1</sup> Minnesota’s system is three tiered, separating producers, distributors and retailers to prevent larger scale producers from having a monopoly on the market. Just three years ago, Minnesota started eroding the existing liquor sales laws. In 2011, the “Surly Bill” was signed into legislation. “The legislation allowed breweries to open taprooms, which serve beer on site, and helped pave the way for Surly Brewing Co.’s \$20 million brewery underway in Minneapolis.”<sup>2</sup> The fees for distilleries were also dropped from approximately \$30,000 to \$1,000, making craft brewers and tap rooms more economically viable.

## Pros to allowing liquor sales on Sunday:

- Increased state tax revenue
- More convenience for consumers, as current laws do not reflect how people live and shop
- Increased sales (capturing sales currently lost to neighboring states and, on average, consumers spend more on Sundays – see next page)
- Equality among related businesses as laws are loosening such as Minnesota’s “Surly Law”
- Provide local control to local communities

*continued on next page >*

## Snapshot

## FRIDLEY MARKET



**Location:** NWC of Highway 47 & Interstate 694, Fridley, MN

**Month/Year Opened:** Re-opened August 2013

**Owner:** ZCOF TL Fridley, LLC

**Managing Agent and Center Manager:** Tri-Land Developments

**Real Estate Representative:** Scott Fitzgerald, Tri-Land Properties, Inc.  
708-531-8231

**Architect:** Architectural Consortium

**Construction Contractor:** Rochon Corporation

**GLA:** Current GLA 141,000; when fully developed 185,000

**Current Occupancy:** 66% occupied. **# of Stores:** 5 stores

**Anchor Tenants:** Cub Foods, McDonald’s & Fridley Liquor

**Project Website:** [Fridley Market](#)

**Additional Facts/Narrative:** Fridley Market is a newly redeveloped, high-exposure, high traffic retail center. The redevelopment includes the complete interior and exterior renovation of anchor tenant Cub Foods. Additional attributes are a new free-standing McDonald’s restaurant, a renovated and repositioned Fridley Liquors, 9,600-sf outparcel of small shops, 39,000 sf available for lease located between Cub Foods and Fridley Liquors. Additionally Tri-Land controls a 2.5-acre contiguous parcel on the southern border of the site, and plans to build either 30,000 sf of additional retail or a limited service hotel.

Cons to allowing liquor sales on Sunday:

- Possible loss of jobs, as operating expenses increase to remain open an additional day
- Preserve day off
- Small stores being forced to open but no guarantee in sales increase
- Sundays equal family time, threat to family owned businesses, potential increase in traffic accidents and deaths
- May open up loosening of other liquor and wine sales restrictions, such as allowing sales in grocery stores

Many of these pros and cons seem unfounded. We can look to other states that have passed similar legislation. Pennsylvania's Governor estimates the state loses \$80 million in sales to neighboring states; New Jersey, Delaware and Maryland. In 2006, the American Journal of Public Health found significant changes after legalizing sales of liquor for traffic crashes and fatalities in New Mexico. Crashes increased 29% while traffic fatalities increased 42% within 5 years of the law passing. Connecticut's State Office of Fiscal Analysis found an increase in revenue of \$5.2 million after allowing sales on Sunday.

Many bills are currently being proposed in committee for Minnesota. DFL Duluth Senator Roger Reinert and Republican Representative Jenifer Loon are behind a number of options including: full repeal – all licensed businesses can sell liquor on Sundays; abolish ban but cities or counties make their own rulings; brewers can sell on Sunday; and specialty brewers can open tap rooms on Sunday. Senator Reinert says if none of his other options work, Sunday liquor sales will be offered as a constitutional amendment.<sup>3</sup> It's important to note, if passed, stores will not be required to be open. It will be a business and economic decision for each store to make.

According to Representative Loon, "We're one of the dirty dozen left with this. Progressive Minnesota, where we can have marriage equality, we can be talking about legalizing medical marijuana use but we can't trust you to make a purchase on Sunday."<sup>4</sup> In 2012, the Minnesota House of Representatives held an opinion poll while at the State Fair and found that 63% of people wanted liquor stores to be open on Sunday. Even with poll support to do so, the Minnesota House voted down proposed changes in May of 2013 by a vote of 106-21. Gov. Mark Dayton said earlier this year that he'd sign a repeal bill.<sup>5</sup> As for the temperament of the legislature, we'll have to wait and see.

Where do you fall in the spectrum? Is it going to be "Strike another match, go start anew. And it's all over now Baby Blue"?<sup>6</sup>

1 <http://www.usatoday.com/story/news/nation/2014/02/13/stateline-liquor-taxes/548457/>  
 2 [http://www.twincities.com/localnews/ci\\_25087126/frustrated-minnesota-law-brewpub-owner-open-brewery-wisconsin](http://www.twincities.com/localnews/ci_25087126/frustrated-minnesota-law-brewpub-owner-open-brewery-wisconsin)  
 3 <http://www.northlandsnewscenter.com/elections/Lawmakers-launch-new-attempt-to-repeal-MN-Sunday-liquor-law-248857581.html>  
 4 <http://www.northlandsnewscenter.com/elections/Lawmakers-launch-new-attempt-to-repeal-5MN-Sunday-liquor-law-248857581.html>  
 5 [http://www.twincities.com/news/ci\\_25377480/minn-panel-keeps-sunday-alcohol-bills-alive](http://www.twincities.com/news/ci_25377480/minn-panel-keeps-sunday-alcohol-bills-alive)  
 6 1965 by Warner Bros., Inc.: renewed 1993 by Special Rider Music, It's all over now Baby Blue – Bob Dylan.

Rising Star

# HOBBY LOBBY

By **Judy Lawrence,**  
Kraus-Anderson Companies



Summer is coming and we can all anticipate children whining "I'm bored, there's nothing to do!" I may have the panacea for this issue: Hobby Lobby.

Hobby Lobby is a 45,000-55,000-sf arts, crafts, and home accent store that just entered the Twin Cities market in Woodbury although there are already stores in Rochester and Duluth and rumors of one going into Maplewood. This store seems to be a crafter's dream. Here are a few of the areas of interest noted on their website:



- |               |                 |                  |
|---------------|-----------------|------------------|
| Knitting      | Sewing          | Crocheting       |
| Gardening     | Baking          | Flower-arranging |
| Candle-making | Clay            | Painting         |
| Doll-making   | Stenciling      | Wood crafts      |
| Weaving       | Casting         | Model-building   |
| Paper crafts  | Quilting        | Tattooing        |
| Embroidery    | Rubber-stamping |                  |

David Green, founder and CEO of Hobby Lobby began this company as a small, 300-sf extension of a miniature frame company in 1972. There are currently 562 stores and each carries an inventory of 67,000 items. That inventory swells to 100,000 items during special holidays. The company is totally debt free and privately owned. The company is Christian-based and dedicated to a positive work environment that builds character, strengthens individuals' abilities and nurtures families.

There are at least four things that make this company stand out from other arts and craft stores:

- Their products are unique because they are designed and made in the Hobby Lobby factory in Oklahoma City so you will not find many of the items elsewhere.
- The stores are closed on Sunday and after 8:00p.m. on weeknights to give their employees time to spend with their families.
- Instead of paying minimum wage, employees are paid \$13 an hour. This limits turnover and training.
- Green feels that nothing sells merchandise better than merchandising, so store workers on all levels must understand the logic of placement and display. This is also the reason that Hobby Lobby refuses to use scanning technology in its stores.

So now you can look forward to summer and when you hear, "I'm bored," simply toss the kids in the car and go to Hobby Lobby.

# A ROOKIE'S PERSPECTIVE



By: **Jim Leary**, CBRE

## BUSINESS DAY AT THE CAPITOL 2014

I do not consider myself politically active nor have I ever even toured the state Capitol, therefore volunteering to join MSCA and NAIOP at the recent Business Day at the Capitol event did not exactly come naturally to me. What on earth was I thinking? The answer is simple. Earlier this year, a large transaction unraveled on me due to a tax issue. MSCA gave me the opportunity to go to the capitol to voice my opinion there rather than whine to my colleagues in the real estate community. To my surprise, the experience at the Capitol was rewarding and productive beyond my expectations.

### What the Group Actually Did

There were nearly 600 attendees in total including businesses, industries, and chambers from across the state. The morning consisted of meeting with our industry groups and preparing for the afternoon meetings with legislators. The combined NAIOP and MSCA team was around 30 people.

Our mission was to meet personally with legislators and to voice concern over pending legislation that we felt could be detrimental to commerce. The primary pieces included: business to business tax, street improvement tax and property taxes. Since this was my rookie season in politics I had a great mentor, Jack Amdal. Jack has been doing this for more than 10 years so he knew the ropes and most of the legislators. Jack also gave me a personal tour of the capitol so I was very comfortable with the afternoon. We had a total of six meetings that lasted from 20 – 45 minutes each consisting of small groups mostly in the legislators' offices. The meetings were friendly in nature and the representatives and senators all seemed genuinely interested in our concerns.

### What was accomplished and what is still on the table?

The Business to Business and Warehousing Sales Tax was enacted in 2013 and scheduled to go into effect in 2014. This tax, anticipated to cost businesses and, indirectly consumers, over \$300 million per year, was successfully repealed.

Street Improvement Fees, increases in commercial property taxes, and estate/inheritance taxes, are all on the table or being discussed. Street improvement fees give municipalities too much power as the fees are imposed on properties without protections offered under the special assessment law. Street improvement fees will be addressed this session and representatives need to hear from us.

### My Personal Observations

This event and process was easier and less intimidating than I originally thought. Between MSCA and NAIOP, there are resources and experienced people who are more than happy to help make contact with your representatives. Rich Forschler, MSCA's lobbyist from Faegre Baker Daniels, is especially helpful and knowledgeable. Before calling or meeting with your representatives, become knowledgeable, understand ramifications, and have a personal story to tell about how legislation or policy may adversely impact your business.

Do something. Call, write or pay a personal visit. If our representatives don't hear from us, nothing changes. I was told that it only takes 10 contacts from the public to get attention and potentially influence policies. *continued>*

**Trisha Rothe**  
Kimley-Horn



**What is your primary career focus?** Real Estate Development Engineering & Entitlements

**What is your favorite Disney movie?** Lion King

**What junk food is your weakness?** All of it

**What makes you feel old?** Watching all the young athletes in the Olympics...guess it's too late for me to make it there. I'll start focusing on the senior Olympics.

**What is something you have always wanted to try?** Flying!

**If you could hire out one household chore, what would it be?**

Cooking. Mine's pitiful

**What is your favorite board game?** Catch Phrase, although that's not technically a board game.

**What is your favorite alcoholic drink?** Red wine

**What was your favorite toy as a kid?** Legos

**How many rings before you answer the phone?** 2

**What is something you said you would never do, but did anyway?** Move back to the US

**How long have you been an MSCA member?** 2 years

**Jim Gray**

Northtown Mall/Glimcher Realty Trust



**What is your primary career focus?**

Helping Northtown Mall remain a safe, clean and up-to-date shopping center for our customers

**What is your favorite Disney movie?**

Probably any of the kids movies I saw with my daughters

**What junk food is your weakness?** Anything chocolate

**What makes you feel old?** Looking at my daughter's baby pictures

**What is something you have always wanted to try?** Vacation in Hawaii

**If you could hire out one household chore, what would it be?**

Dusting

**What is your favorite board game?** Trivial Pursuit

**What is your favorite alcoholic drink?** Ice cold bottled beer with a lime

**What was your favorite toy as a kid?** Lincoln Logs (I'm 60)

**How many rings before you answer the phone?** 3

**What is something you said you would never do, but did anyway?** Get married, but I did and have been married to my

wife for over 31 years

**How long have you been an MSCA member?** 1 year, thanks to Paula Mueller

*Legislative News, continued*

I do not consider myself politically active nor have I ever even toured the state Capitol, therefore volunteering to join MSCA and NAIOP at the recent Business Day at the Capitol event did not exactly come naturally to me. What on earth was I thinking? The answer is simple. Earlier this year, a large transaction unraveled on me due to a tax issue. MSCA gave me the opportunity to go to the capitol to voice my opinion there rather than whine to my colleagues in the real estate community. To my surprise, the experience at the Capitol was rewarding and productive beyond my expectations.

For more information, go to [MSCA Legislative page](#).



The **Peoples Organic Coffee & Wine Cafe** concept created by the founder of French Meadow Bakery & Cafe is adding two locations in the west suburbs. Franchisee Charles Anderson is opening a Wayzata location on May 15 and an Eden Prairie location in June or July. That will bring the Peoples Organic franchise count to six since the concept launched in 2010 at The Galleria in Edina.

Fred Luden Sr., and his son, Fred Luden, Jr., happily report that they are just weeks away from opening **Old Tyme Fudge & Ice Cream** in the former Blink Bonnie location at 8800 East Point Douglas Road in Cottage Grove.

After being closed for almost a year, St. Paul institution **The Lexington** finally has new owners and they're some big Twin Cities names: Jack Riebel (formerly of Butcher & the Boar), and Smack Shack's Josh Thoma and Kevin Fitzgerald.

Women's clothing retailer **Coldwater Creek** is closing all of its stores as part of its Chapter 11 bankruptcy proceedings. The Sandpoint, Idaho-based company, a competitor of Plymouth-based Christopher & Banks, has 11 stores in Minnesota, according to its website.

**Nelson's Ice Cream**, renowned for its epic serving sizes, announced that it's expanding to St. Paul with a new ice cream shop. Founded in 1923, Nelson's new St. Paul location will mark the first time the company has expanded outside its original location in Stillwater. The new store will open May 17th on 454 Snelling Avenue South.

The restaurateurs behind St. Paul's Meritage launched their new venture, a downtown Minneapolis restaurant/cafe/wine bar/cheese shop called **Brasserie Zentral**. The restaurant is located on the ground floor of the Soo Line Building at 501 Marquette Avenue.

**Cook St. Paul** - a modern, "Korean-influenced" diner - opened in the space formerly belonging to Serlin's Cafe. Co-owned by longtime friends Charles Cook and Eddie Wu, the restaurant will serve breakfast and lunch seven days a week and will likely add dinner later this year.

**Famous Dave's** in Linden Hills has closed to customers four months ahead of a planned mixed-use redevelopment of the site.

**Birch-Run Station**, a shopping center near Maplewood Mall, has landed a new, 27,000-sf Herberger's Clearance Center. The store will feature a wide-assortment of clearance merchandise from women's, men's and children's apparel, shoes, handbags and home items, all offered at terrific values.

**Rye Delicatessen** closed after two-and-a-half years on Hennepin Avenue South in Minneapolis.

New Hopkins liquor store called **Ace Spirits** is offering a wide selection of whiskey and beer from a small space. At just 2,000 sf, the new store on the corner of Main Street & Shady Oak Road offers a big selection by utilizing its height — bottles are stacked to the ceiling and accessed by ladder.

**Champions** has closed after decades at 105 West Lake Street, following the City Council's decision to deny a liquor license for the venue.

**Planet Fitness** opened new gyms in Burnsville and Coon Rapids in early April. The Burnsville location filled the former Ultimate Electronics store at 14250 Burnhaven Drive, while the Coon Rapids location filled a former Bed Bath & Beyond at 60 Coon Rapids Boulevard Northwest.



**JL Beers**, a Fargo, N.D.-based beer-and-burger chain, opened its first Twin Cities location April 23 in Northeast Minneapolis. JL Beers has 40 different beers on tap, 30 available in bottles, and another 15 in cans. The food menu is a simple, fast-casual concept with cheap burgers, fries and chips. It's a 21-plus venue, although owner Mike Wright noted that other JL Beers locations do lots of takeout orders for families. The restaurant is located in the former home of the Minneapolis Fire Department Repair Shop at 24 University



Avenue NE. It was built in 1910 and placed on the National Register of Historic Places in 2005. This will be the eighth JL Beers location. Other locations have been concentrated in North Dakota, South Dakota and Moorhead since the first JL Beers opened in Fargo in 2009.





## KELLY DORAN: UNPLUGGED AND UNCENSORED

by Learning Session Committee

Come hear an exclusive interview with Kelly Doran, as he answers questions from Bruce Carlson, Mid-America Real Estate – Minnesota, LLC, and audience members through his honest and uncensored viewpoint.



As the founder and principal of the Doran Companies, Kelly has been involved in the real estate development business for over thirty years. In the past thirty years, Kelly has developed, constructed, leased and managed many projects that comprise millions of square feet of commercial real estate.

Register soon. Maximum is 80 participants. Breakfast is included.

[Register](#) now for the **May 13** session.

## MSCA GOLF EVENT TEAMS UP WITH THE CREDC

The Commercial Real Estate Diversity Collaborative (CREDC) will be hosting a silent auction at the MSCA golf tournament on June 16.

All of the auction proceeds will be given to the CREDC to create real estate scholarships to college students in the local area. MSCA is thrilled to be involved in this great effort to create a more diverse industry.

If you would like to donate any silent auction items for this cause, please contact either [Karla Keller Torp](#) at 952-888-3490 or [Ryan Hericks](#) at 952-888-3491.

## 2014 MSCA GOLF TOURNAMENT!



### Save the Date!

**Date:** Monday, June 16, 2014

**Place:** Majestic Oaks Golf Course

**Start:** 11:00 Shotgun Start

**Dinner:** Not Golfing? Come at 4:00 for networking and dinner.



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Minnesota Shopping Center Association

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### COMMITTEE CHAIRS

#### Golf

**Mike Collins**, Cutting Edge Property  
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**Dan Jernberg**, All Elements Roofing

#### Learning Session

**Cindy MacDonald**, Kraus-Anderson  
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**Shelia Zachman**, Commercial Realty  
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#### Legislative

**Leah Maurer**, Cushman & Wakefield/  
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**Paul Berg**, Marcus & Millichap

#### Networking

**Johnny Reimann**, Mid-America Real Estate –  
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**Emily Becker**, Cushman & Wakefield/  
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#### Newsletter

**Jeremy Striffler**, Cushman & Wakefield/  
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**Judy Lawrence**, Kraus-Anderson Companies  
Program

**Caleb Frostman**, U.S. Bank

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#### Retail Report

**Ann Olson**, BMO Harris Bank

**Jesseka Doherty**, Mid-America Real Estate –  
Minnesota, LLC

#### Sponsorship

**Wendy Madsen**, Ryan Companies US, Inc.

**Kurt Stenson**, Cushman & Wakefield/  
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#### STARR Awards

**Eileen Engels**, Verizon Wireless

**Charla Evenson**, Caribou Coffee Company,  
Inc.

Please contact any  
member of the Newsletter  
Committee with  
suggestions or article  
ideas.

### Co-Chairs

- **Jeremy Striffler**, Cushman & Wakefield/NorthMarq
- **Judy Lawrence**, Kraus-Anderson Companies

### Committee:

- Peter Berrie, Faegre Baker Daniels LLP
- Greg Brenny, Fafinski Mark & Johnson, P.A.
- Steve Day, J.L. Sullivan Construction, Inc.
- Jesseka Doherty, Mid-America Real Estate – Minnesota, LLC
- Phil Foster, CMA
- Lindsay Gardenhire, Jones Lang LaSalle
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- Natina James, RSP Architects, Ltd.
- Jackie Knight, The Ackerberg Group
- Greg LaMere, Metro Equity Management LLC
- Susanne Miller, Loucks Associates
- Brandon O'Connell, Mid-America Real Estate – Minnesota LLC
- Nicole Wagner, Paster Enterprises
- Bill Wittrock, RSP Architects, Ltd.

## MSCA Events

# 2014 CALENDAR

### MAY 2014

SUN	MON	TUES	WED	THUR	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

- Monthly Program
- Third Thursdays
- Learning Session

### JUNE 2014

SUN	MON	TUES	WED	THUR	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

For more information and  
registration, go to  
[www.msca-online.com](http://www.msca-online.com)

Click on date within  
current month for details  
and registration link for that  
meeting.

To view MSCA program  
presentations, [click here](#).

## JUNE PROGRAM UPDATE!

June program location is changed to:  
Doubletree @ 494 & 100

## NEWSLETTER COMMITTEE ROSTER

### Co-Chairs

- **Jeremy Striffler**, Cushman & Wakefield/NorthMarq
- **Judy Lawrence**, Kraus-Anderson Companies

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- Jackie Knight, The Ackerberg Group
- Greg LaMere, Metro Equity Management LLC
- Susanne Miller, Loucks Associates
- Brandon O'Connell, Mid-America Real Estate – Minnesota LLC
- Nicole Wagner, Paster Enterprises
- Bill Wittrock, RSP Architects, Ltd.

## NEW MSCA MEMBERS

**Karen Alley**, General Growth Properties, Inc.

**Elizabeth Kmetz**, Hines - Galleria

**Stacy Schuch**, Hines - Galleria

**Jennifer Smith**, Hines - Galleria

**James Kerwin**, KK Brokerage, LLC

**Tina Hagen**, Platinum Properties Group, Inc.

**Natalie Bonifazi**, General Growth Properties, Inc.

**Katie Prater**, Paster Enterprises

**David Carroll**, Lions Share Surface Cleaning

**Jon Whitcomb**, Metro East Commercial

**Dan Trebil**, NorthMarq Capital, Inc.

**Erin Page**, BMO Harris Bank

**Colby Welanetz**, JLL

**Michele Malacko Baldwin**, Commercial Partners Title, LLC



## THIRD THURSDAYS

Next Meeting: **Thursday, May 15**

**Time:** 3:30 pm – 5:00 pm

**Where:** **Cowboy Jack's** – Bloomington

**Greeters:** **Tom Heuer**, Aspen Waste Systems and  
**Cindy MacDonald**, Kraus-Anderson Companies

**What:** Casual networking hosted by MSCA members

**Why:** Create synergy in the commercial real estate industry—  
share ideas and stories and make new effective relationships.  
RSVP to [Ryan](#) is preferred, but not required.

# TREND TRACKING: WHAT HISTORY CAN TELL US ABOUT THE FUTURE OF RETAIL

By: [Nicole Wagner](#), Paster Enterprises



**Speakers – left to right:** Ronn Thomas, Cushman & Wakefield/NorthMarq (moderator), Mary Jo Larson, Franchise Times Corporation, Todd Caruso, CBRE

The April 2014 MSCA program highlighted trend tracking and what history can tell us about the future of retail. Mary Jo Larson, Publisher/Vice President of Franchise Times Corporation and Todd Caruso, Senior Managing Director for CBRE Retail Agency, Americas headed the discussion. The panel of speakers gave insight to the past, present and future trends of department stores, fashion retailers, grocers, fast food concepts, personal services, fitness centers and health care.

Mary Jo Larson began the program tracking the trends and discussing what history can tell us about the future of franchising. McDonald's, which was founded in 1941, has grown to more than 34,000 restaurants and has remained the dominator of the burger world. Next are the pizza giants in which the franchises are winning. Pizza Hut has 13,700 stores and \$11.2 billion in sales. Domino's Pizza has 10,000 stores and \$6.9 billion in sales, followed by Papa John's and Little Caesars. Independents shrank by 1.5% in 2013; technology is possibly to blame for this decrease in sales. The frozen yogurt craze continues to dominate. Menchie's was ranked as the fastest growing franchise in Franchise Times 2014 Fast & Serious Ranking. Fast casual's Buffalo Wild Wings fourth quarter sales in 2013 climbed 12.4% to \$341.5 million.

Todd Caruso touched on the polarization of retail, where sales will happen and the current and forecasted trends in the market. Luxury continues to grow, 5th Avenue asking rents exceed \$3,000 per square foot. Value retail gains market share. Ross, T.J. Maxx, Dollar General and Walmart all show gains. Middle players continue to be squeezed (Kohl's, JCPenney and legacy grocers). Most sales are expected to continue to happen in stores. By 2016, 44% of total retail sales will be impacted by the web. Online sales have grown by 21%; shop-based retailers grew by 29%. Online retailers are getting physical. Warby Parker will send out five pairs of glasses for you to try on, touch, and model for two weeks. After two weeks you send the four you do not want back to Warby Parker. Growth formats on the rise are: mixed-use developments, outlet centers, infill reposition, adaptive reuse and high streets.

Post recession our retailers are more conscious, space demands are shrinking and retail trends are shifting. The 2014 trends to look for are: nutrition/fitness, education, healthcare/ senior care and fast casual restaurants.

## APRIL PROGRAM PROFESSIONAL SHOWCASE

### All Elements Roofing

All Elements Roofing is founded on loyalty and trust to their customers. Providing replacements, repairs, evaluators, budgeting and much more. Call All Elements Roofing for your roofing needs. All Elements Roofing – "Your roofing specialists."




# Spring at Last

and time for ...

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## MSCA BOWLING BONANZA RECAP

This year, MSCA had 32 lane sponsors with 130+ bowlers, and fun was had by all. Thank you to Aspen Waste Systems for being our Strike Pot Sponsor and donating the \$250 VISA gift card grand prize! Thank you to everyone who joined us and look forward to the event in 2015!

- **Strike-Pot Winner - \$250 VISA gift card:** Johnny Reimann, Mid-America Real Estate – Minnesota, LLC
- **High Female Bowler:** Angie Feulner, CMA
- **High Male Bowler:** Doug Shellum, Goodwill/Easter Seals
- **1st place team: Stanley & Wencil:** Jay Feider, Jody Fosse, Judd Werner, Wendy Literski
- **2nd place team: Strike Force, Anchor Block Company:** Lindsay Olson, Kurt Blauer, Matt Strand, Mark Severson
- **Last Place team: Cushman & Wakefield/NorthMarq:** Kurt Stenson, Jessica Lindquist, Emily Becker, Kelly DeChaine
- **Most Creative Attire: The Incredibowls (CMA):** Angie Feulner, Phil Foster, Jeff Orosz, Gary Fagerstrom



Check out the  
 photos from the  
 event on page 9!

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Recap

# BOWLING BONANZA

April 17, 2014



THANK YOU FOR PARTICIPATING!



MINNESOTA SHOPPING  
CENTER ASSOCIATION

# MONDAY, JUNE 16, 2014

- 9:45am Registration & Boxed Lunch
- 11:00am Shotgun Start & Four-Person Scramble
- 4:00pm Social Hour, Dinner Buffet
- 5:15pm Hole Event Winners, Awards Presentation



**CUTTING EDGE**  
PROPERTY MAINTENANCE

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Dinner Co-Sponsors



**H.J. DEVELOPMENT**



**Foursome Registration** *No refunds or cancellations*

#1 Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_

#2 Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_

#3 Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_

#4 Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_

- Ultimate Foursome (\$720)**  
(includes team player's pool, mulligans, Par-Tee Cart tickets, golf, lunch, dinner buffet)
- Foursome (\$660)**  
(includes golf, lunch, dinner buffet)

**Individual Registration** *No refunds or cancellations*

- Single Golfer \$175** (will be paired as they are received) (includes golf, lunch, dinner buffet)  
Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_
- Dinner Only \$30**  
Name \_\_\_\_\_  
Company \_\_\_\_\_  
Email \_\_\_\_\_

**NEW THIS YEAR!**

- Team Player's Pool instead of Team Skins: same gambling, easier game - \$40/team Pays 1st, 2nd, and 3rd place on each course
- Bloody Mary/Screwdriver Bar before the tournament kicks off
- The Wine Pull is back! Purchase a cork for \$10 at the event
- Par-Tee Carts  
Purchase \$5 tickets at the course for a chance to win one of two decked out Par-Tee Carts for your foursome. All gifts on the cart are yours to keep!
- Silent auction benefiting the Commercial Real Estate Diversity Collaborative (CREDC), with all of the money going towards real estate scholarships for college students

Preferred Course (not guaranteed; first come, first served)  Signature  Crossroads  Either

**Return with payment to MSCA**

Check Number \_\_\_\_\_ Visa MC Amount \$ \_\_\_\_\_  
Name on Card \_\_\_\_\_ Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_  
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