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THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

MAY 2015



MSCA Veteran Member "War Stories, Quotes and Advice"



by Richard Jahnke, SUNBELT BUSINESS BROKERS

It takes blood, sweat – and even a few tears – to survive and thrive in the exciting, ever-changing retail market. Our seasoned MSCA members have seen the best and worst of times and their total years of combined experience is mind-blowing. This month, we reached out to MSCA Past Presidents and Hall of Fame members to hear their sage advice and share it with the membership and our next generation of retail leaders.

It is with an attitude of humbleness that we present these words of wisdom from veteran members that have persevered through many business cycles. Day in and day out, they put one foot in front of the other, in times that were easy and not so easy, to "seal the deal" and accomplish their goals.

"Go ahead and do something uncomfortable every once in a while; you might be surprised at the positive results you'll achieve!"



THE LATE EDWARD PASTER
PASTER PROPERTIES I
HALL OF FAME
 "Proper Planning Prevents Poor Performance."

something uncomfortable every once in a while; you might be surprised at the positive results you'll achieve!"



DOUG SAILOR
MID-AMERICA REAL ESTATE I PAST PRESIDENT AND HALL OF FAME
 "Being the son of a preacher man and the brother of a preacher woman, I'll get on my pulpit and preach my never ending mantra "There's a TENANT for EVERY space."

Many brokers tend to want to focus on the higher profile and grade A properties. On the other hand, the B and C properties, and smaller neighborhood or shadow properties, are numerous in this market and are the primary investment type for a large segment of investor landlords. Because these properties are generally locally owned by individual investors with long ties to the community and our retail investment environment, these owner clients generally have a higher knowledge level of local market conditions and realistic deal terms.



STEVE DOMBROVSKI
SUNTIDE COMMERCIAL REALTY I PAST PRESIDENT AND HALL OF FAME
 "I have been fortunate to be actively involved



BOB POUNDS **COLLIERS INTERNATIONAL I CURRENT VICE PRESIDENT**
 "Just showing up is 90% of the battle... showing up prepared

is 95%...showing up prepared and determining how the information helps one of your clients is 100%. Most people don't even make it to 90%...sad, but true."

"Pick up the phone and actually speak to someone! No relationship is built well through only technology. Technology is important, but people are more important. A personal connection is how you earn people's trust."

"Be kind and generous. And try your best to honor your word – it's all you have."

in the retail real estate business for the past 40-plus years. Some of my greatest professional accomplishments have come from the things I've done that I was the most reluctant to do. Things like making the call that initially seemed like a long shot, volunteering my time and talents in the community, and regularly introducing myself to someone new. Make time to regularly volunteer and network professionally through industry groups like MSCA, ICSC, NAIOP, and IREM. **Go ahead and do**

–continued on page 2

FEATURE ARTICLE CONTINUED: MSCA Veteran Member “War Stories, Quotes and Advice”

In some of the more difficult cases where older small neighborhood centers have been out positioned in the marketplace or have deteriorated to a visibly older condition, owners are more receptive to deals that actually incubate new businesses with first time Mom and Pop tenants and concepts. That’s where my mantra fits in. Once you know how to market to and reach these users, you find that there are huge inventories of tenant prospects for these centers and you realize that there really is “a tenant for every space.”

When successful, you will find that while the average size of each deal is smaller, you will simply generate more deals. Lots more deals!!”



STEVE EGGERT
CAPITAL E CONSULTING, LLC | PAST PRESIDENT
“Money never leads the deal. The deal leads the money.”

“The owner of the land is the leader of the band.”



DEB CARLSON CUSHMAN
WAKEFIELD NORTHMARQ | PAST PRESIDENT

“Hmmm, the toughest deal I ever did was probably acquiring 25 acres of land from Hennepin County for a Supervalu warehouse in Hopkins back in the 90s. There were two major issues to overcome:

- The County had been the only recorded owner of the property, using it as a supply site for highway maintenance and snow removal. So we knew it was contaminated, just not with what and how badly.
- AND, we wanted to purchase it without the property going to public auction.

So we were a difficult buyer for the County, and needed to work hard to stay in the game.

On the environmental issues, it took us a long time to get the County to even agree to have it tested, much less get it cleaned up; this probably added at least a year to the process. On the issue of purchasing it, the City of Hopkins agreed to buy it

from the County, thus avoiding the need to bring it to market, and then simultaneously sell it to Supervalu. How did we finally get it done? We put a site in Scott County under contract to prove to Hennepin County and Hopkins that we were building a new warehouse – whether it was in their taxable areas or not. This proved to be very motivational for them. The result? We purchased the Hennepin County site on Hwy 169 south of Excelsior Boulevard and directly west of the existing Supervalu regional headquarters. The icing on the deal was that we also purchased the Scott County site, and then sold it for double the profit. Lesson learned? In any negotiation, be creative and tenacious... and patient!

“Once you know how to market to and reach these users, you find that there are huge inventories of tenant prospects for these centers and you realize that there really is ‘a tenant for every space.’”

There is so much we can learn from our seasoned veterans! Thank you to the above members for sharing their insight, stories, and time with the membership.

NOTE: If you enjoyed this feature article, please inform me or others on the newsletter committee and we’ll plan to incorporate this type of format in future issues. Thanks – Richard ■

SNAPSHOT: THE VENUE AT DINKYTOWN



DESCRIPTION: Mixed use student housing over retail
LOCATION: 14th Avenue SE and 5th Street SE, Minneapolis
MONTH/YR OPENED: October 2014
OWNER: HRSE Dinkytown LLC

ARCHITECT: Opus AE Group, LLC
CONSTRUCTION CONTRACTOR: Opus Design Build, LLC
GLA: 9,500 sq. ft.
CURRENT OCCUPANCY: 6,600 sq. ft.: 2,500 sq. ft. available
ANCHOR TENANTS: Gina and Wil, Starbucks, Great Clips
MARKET AREA SERVED: U of M East bank campus, Dinkytown, 55414
REAL ESTATE REP: Barry Brottlund, Insite Commercial Real Estate
612-706-9814 Office, 612-889-5375 Cell
ADD’L INFO: Heavy foot traffic with Target Express across 5th Street SE. 2,500 sq ft divisible remaining space can accommodate proper venting for restaurants. Outdoor patio seating is available.
WEBSITE: www.opus-group.com/OurWork/Venue-at-Dinkytown



KWIK TRIP



by Jeffrey Serum, FREDRIKSON & BYRON, P.A.

Fueling up the car and grocery shopping often require multiple stops that can easily consume a couple of hours out of one's day. Considering the time savings involved, it is little wonder that expanded grocery offerings in convenience stores is a popular and growing trend in the retail market. While some convenience stores have offered fresh food items for decades, the fresh-food trend has accelerated in recent years. Today, customers often think of convenience stores as grocery retailers that sell gas, rather than gas stations that sell groceries.

A recent visit to Kwik Trip's newest store in Lake Elmo, yields a fine example of this growing trend in convenience stores. After walking through the doors, one feels as though they have entered a neighborhood grocery store. The store was well stocked with all of the grocery staples, and the aisles felt

more spacious than some big box establishments. Five minutes after entering the store, I was on my way home with a full tank of gas and two bags of groceries.

Kwik Trip has long provided the familiar grocery staples such as eggs, milk and bread. However, over the years, Kwik Trip has greatly expanded its grocery offerings. For example, the Lake Elmo store features open-air cases for a variety of fresh food offerings and it stocks fresh meats at competitive prices, which have been especially popular.

Kwik Trip is a vertically integrated company with its own bakery, dairy, commissary, and distribution facility, which produces most of the items sold in Kwik Trip stores. Fresh products are delivered and stocked every day, including bakery items and Kwik Trip's NATURE'S TOUCH dairy products. Everyone knows about the "38 cent per pound"

bananas, but Kwik Trip also has a large variety of other fruits and vegetables. Kwik Trip hot and cold food offerings include soups, salads, hot and cold sandwiches and a large variety of ever changing food offerings.

With the addition of the Lake Elmo store, Kwik Trip now operates 449 stores, with about 130 stores in Minnesota. Hans Zietlow, Director of Real Estate for Kwik Trip, notes "we intend to open about 40 stores in 2015 and again in 2016, and will continue to expand into the future." Zietlow estimates that about a third of those stores will be in Minnesota with the balance in Wisconsin and Iowa.

If you stop at the Lake Elmo Kwik Trip, be sure to grab one of the shopping carts before you enter. It may be the only stop you will need to make. ■

Five minutes after entering the store, I was on my way home with a full tank of gas and two bags of groceries.



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Growing places



MEMBER PROFILES

EMILEE J. DECOTEAU

JOB TITLE: Property Manager

AREA OF FOCUS: Property Management

YEAR JOINED MSCA: 2015 (2nd time around)



MID-AMERICA REAL ESTATE-MINNESOTA, LLC

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

I was a part-time management assistant at Sooner Fashion Mall in Norman, Oklahoma during my last two years of college.

WHAT KEEPS YOU IN THE BUSINESS? Going to work every day and having something new to work on - no two days are the same, that is for sure.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? My mother continues to be my teacher and model. I have learned so many things from her, I'm not sure where to start... Patience in everything in life, whether it be raising my daughter or dealing with work, is key to success. Not everything in life comes easy — the harder you work, the more success you will have, and it is necessary to give... the more you give, the more you will receive.

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? After college I moved to Atlanta, Georgia where I worked for Jones Lang LaSalle. One of the properties I was involved in was Peachtree Center, in the heart of downtown Atlanta. Atlanta was home to the Summer Olympics in 1996, so being a part of everything that downtown center did for the summer was amazing and something I will never forget.

IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY? AVOCA. It is a retailer in Dublin, Ireland that I absolutely love. The first time I visited Ireland I went to their woolen mill out in Wicklow and totally fell in love with it. The last time I went to Ireland they had several stores in many cities, including Dublin, Galway, and Belfast. I have done some research and found they are expanding their company to other parts of the world, but they just haven't made it to the U.S. yet. I can see myself opening up the first Avoca in America, either on Grand Avenue in St. Paul or at MOA. I love the idea of Grand Avenue, but love the foot traffic at MOA!

WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE? I love all books by Janet Evanovich. Every book of hers that I have read makes me laugh out loud, and what could possibly be better than laughter?

WHEN YOU RETIRE, YOU WANT TO ____? Move to Portsmouth, New Hampshire. It is one of my most favorite places in the US, and not too far from Cape Cod! I love the ocean and everything it has to offer. Plus, being on the east coast, you are so close to so much Theatre on Broadway, Washington DC, and Philadelphia.

Thanks Emilee

**MEET OUR NEWSLETTER DESIGNER:
CHRISTINE ANNE MOEN**

JOB TITLE: Graphic Designer

AREA OF FOCUS: Print based collateral



PIT PRODUCTIONS

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

After graduating from St. Thomas, I worked selling advertising at Post Publications in New Hope. I then moved into an ad agency in Minnetonka where a very talented Senior Art Director mentored me and taught me so much about design.

WHAT KEEPS YOU IN THE BUSINESS? At this point, I've been doing it so long that I don't know what else I would do! I love the flexibility of my job and I love helping companies develop their marketing strategies.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? My late grandma has been all of the above. She always said, "pick yourself up, brush yourself off, and move on." I like that.... there's no problem that is unsurmountable.

WHAT IS THE MOST UNIQUE PROJECT THAT YOU EVER WORKED ON IN YOUR CAREER? Haha... it seems as if there's one of those every week! I've been really fortunate and have worked on so many different and fun projects... I keep learning new things all the time.

WHAT PROFESSION OTHER THAN YOURS YOU WOULD MOST LIKE TO ATTEMPT?

I would love to be a motivational speaker... when I discover something I am passionate about, I like to share it! My friends would say, "don't get her started!"

WHAT IS YOUR MOTTO / PERSONAL MANTRA? "Be the change you wish to see in the world." -Ghandi

WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE?

The Miraculous Journey of Edward Tulane by Kate DiCamillo. It's a surprisingly beautiful written story showing us that even a heart of the most breakable kind can learn to love, to lose, and to love again.

Thanks Christine

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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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Support the MSCA Legislative Fund



by Leah Maurer, CUSHMAN & WAKEFIELD/NORTHMARQ

MSCA's Legislative Committee supports legislation that results in positive economics and maintains a competitive, business-friendly environment in Minnesota.

- ✔ MSCA **FAVORS** reducing property taxes
- ✔ MSCA **OPPOSES** street improvement fees
- ✔ MSCA **FAVORS** balanced transportation funding
- ✔ MSCA **FAVORS** Truth in Budgeting

Our priorities focus around reducing or keeping property taxes down and protecting shopping centers from other "fees". Together our efforts make a difference and we are asking for your financial help.

YOUR CONTRIBUTIONS HELP TO FUND:

- The MSCA Legislative Impact Brochure – sent to the Governor & all Senators and Representatives
- Co-Sponsor Business Day at the Capitol – a key opportunity to personally meet with Legislators
- Professional Lobbying through Faegre Baker Daniels – our collective voice at the Capitol
- Legislative Coffee Meetings – informative small-group meetings with Legislators and constituents
- Education Sessions – classes to educate MSCA members on priority legislative issues in Minnesota

PLEASE DONATE TO THE MSCA LEGISLATIVE FUND TODAY. In doing so, you will support our collective advocacy for a better business climate for the shopping center industry in Minnesota. Personal or corporate donations in any amount are accepted.

"...support our collective advocacy for a better business climate for the shopping center industry in Minnesota."



Contact the MSCA office to coordinate your contribution. Invoicing and timing of contribution are flexible. ■



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Minnesota Marketplace



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

▶ **SPEARMINT RHINO GENTLEMEN'S CLUB** announced a three-level location at 725 Hennepin in Downtown Minneapolis. Spearmint Rhino will occupy 11,000 sf in a space formerly occupied by Lure Show Club, which vacated in 2013. The club has a mid-April opening planned.

▶ **GREEN + GRAIN** is the latest food truck to plant itself in a permanent location. The yogurt and salad focused food truck will open in LaSalle Plaza in the former Cookies & More space. Green + Grain owners plan to have the restaurant open Spring 2015.

▶ **ONE TWO THREE SUSHI** opened a fifth location in April on the Skyway level of the U.S. Bank Plaza. This location will have seating for 60 and be the first to add customizable rice bowls to the menu.

▶ Independent, locally-owned organic and natural full-service grocer, **FRESH AND NATURAL FOODS** announced its third location in Mendota Plaza in Mendota Heights. Fresh and Natural will occupy 8,488 sf in the shopping center, and aims to provide mainly natural and organic items at affordable prices. The store will open sometime in 2015.

▶ Waconia will soon be home to **JAX TAPHOUSE**, a barbecue and craft beer restaurant. Jax will occupy the building formerly home to Terra Waconia, which closed in February, 2015. Owners Greg and Bria James bought the building and an adjacent flat-roofed structure in order to construct a rooftop patio. Jax has a June 2015 opening planned.

▶ **CROSSFIT RIPARIAN** opened last month in Cottage Grove in the Hwy 61 Retail Center. The fitness club is the first CrossFit gym to open in Cottage Grove.

▶ Farmington Market Place Shopping Center is now home to **TACO ANDALE**, a delivery taco restaurant. The restaurant opened in April, and took over a former pizza restaurant. In addition to delivering tacos, there is a small seating area as well.

▶ After starting in a temporary space, a new boutique for tall women called **AMALLI TALLI** moved into a permanent storefront on the first level of Eden Prairie Center. Sisters Amy Rosenthal (6'-3") and Allison Hultgren (5'-10") started the store, which caters to taller physiques and carry denim with inseams at 34" and longer.

▶ **POPPY**, a St. Paul women's boutique known for everyday dresses, will cross the river to open a second location within Twigg's Home & Garden in Linden Hills. The new store will occupy about 1,000 sf and owner, Jill Henderson, hopes to be open May 17.

▶ Restaurateur Ryan Burnet (Burch, Bar La Grassa, and Barrio), announced his latest concept, **EASTSIDE**, will open this summer in a 6,000 sf space in Latitude 45. Situated in the Mill district on Washington Avenue, the Shea-designed restaurant will serve simple American dishes.

▶ **PAPER HAT**, an artisan-made-gift store at 50th & Penn, is closing after four years of business. The



location, across the street from Broders Cucina Italiana, has been tough for retailers over the years. The space will now be taken over by the personal trainers next door at Transformation Training.

▶ A new table tennis restaurant concept is planned for the Mill District. **HOP21** will go in the 4,500 sf basement formerly occupied by the EagleBolt Bar at 501 Washington
-continued on page 7

CONTINUED: Minnesota Marketplace

Avenue South. It will seat 50 people and will host several table tennis tables in addition to live music.

▶ **DUNKIN DONUTS** has signed a franchise deal that will bring 10 locations to Minneapolis and the western suburbs including Bloomington, Edina, and Eden Prairie.

▶ **DHARMACYCLE YOGA**, a new yoga and indoor cycling studio, opened in the North Loop in the historic Fisher Box Building at 221 North 1st Street. Classes began April 18 and caters to all skill levels.

▶ **NORDSTROM RACK** officially opened their third Twin Cities location on April 23 at the newly renovated Shoppes at Knollwood. The Rack is one of several new tenants, including Smashburger, Torrid, and Ulta. Additionally, Sports Clips and Blaze Pizza are both scheduled to open this summer.

▶ **BANK OF AMERICA** opened a new branch location at 2700 Hennepin Avenue. The branch features drive-up ATM service, personal bankers, financial advisors, small business banking, and a mortgage loan officer. A new Giordano's restaurant is slated to open in the same building.

OUTSTATE:

▶ **SCHEELS ALL SPORT** opened a 140,000 sf store in the Apache Mall in Rochester in April. The sporting goods store took over a vacancy left when Sears closed in 2014. Scheels is the first new anchor for the Apache Mall in 13 years.

▶ **RUE21** is set to open in the former Deb Shops space in the Miller Hill Mall in Duluth. The 7,100 sf Rue21 store, which focuses on young men's and women's apparel and accessories, will open near the end of summer. ■



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CityPlace: Bringing Concept to Reality



by Greg LaMere, METRO EQUITY MANAGEMENT LLC

Last month's monthly program we heard details for the new CityPlace redevelopment in Woodbury. As the former home to State Farm campus up until 2006, the 400,000 sq. ft. office building sat surrounded by prime undeveloped land. A collaborative effort between Kraus-Anderson, Elion Partners and the City of Woodbury has resulted in CityPlace.

Matt Alexander of Kraus-Anderson began with a description of the development. The project will be anchored by a 40,000 sq. ft. Whole Foods Market. Along with other area tenant such as Caribou Coffee, La-Z-Boy and Café Zuppa. There will also be a 116 room Residence Inn along with medical office and restaurants.

The City of Woodbury was represented by Eric Searles, who detailed how the city guided the project through the planning stages. They had seen other projects presented to them in the past but none were as viable as the CityPlace design. He noted that when completed there will be a nearly 2 mile trail system woven throughout the site that employees and the general public can use. It was also noted that CityPlace was able to be financed without the need for TIF financing.

Mike Salmon highlighted the leasing efforts for the 400,000 sq. ft. office that the development surrounds. Thanks to the area amenities the office has been improved to a competitive Class A office. They

are open to demising floors to accommodate 50,000-100,000 sq. ft. tenants but would like to explore all options for a 400,000 sq. ft. tenant beforehand.

The program was moderated by Brian Pankratz of CBRE. It is estimated that once the project is completed, CityPlace will provide 2,000 new jobs.

It is estimated that once the project is completed, CityPlace will provide 2,000 new jobs.



April speakers left to right: Mike Salmen, Transwestern; Brian Pankratz, CBRE (moderator); Eric Searles, City of Woodbury
Matt Alexander, Kraus-Anderson Companies

APRIL PROFESSIONAL SHOWCASE: INTERSTATE COMPANIES

INTERSTATE COMPANIES has quickly grown into one of the leading service providers in Minnesota's outdoor maintenance industry. Known for their outstanding customer service, attention to detail and superior workmanship, they continue to rapidly add to their portfolio of managed properties and roster of satisfied customers. They have three primary divisions including pavement maintenance, which covers asphalt and concrete work, catch basin repair, seal coating, crack filling, sweeping and pavement marking. The utility and excavation division is responsible for handling emergency water main breaks, sinkhole repairs, storm sewer collapses, erosion control issues, fire hydrant repair or replacements, and new planned construction. Lastly, Interstate's large snow and ice removal division has been serving corporate and retail client needs since 1999. Their combination of technology, management, dedicated staff, and equipment, along with their focus on safety makes them a leader in Minnesota's commercial snow removal market.



You can find Interstate Companies at their website: www.InterstatePM.com



CREDC (Commercial Real Estate Diversity Collaborative)



by Ryan Hericks, MSCA

THE CREDC (COMMERCIAL REAL ESTATE DIVERSITY COLLABORATIVE) recently awarded scholarships to two outstanding students. Based on their strong academic achievements, diverse backgrounds, and drive to succeed, it is clear these two young women were strong candidates. Both received \$2,000 towards their college tuition. Learn more about them below:



DINA INTENGA

- Studying Construction Safety Management at University of Wisconsin – Platteville
- Originally from Kenya, moved to Minnesota and attended Cristo Rey Jesuit High School
- Experience interning at General Mills, Merrill Corporation, Pohlad Family Foundation and Cristo Rey
- Works at local supermarket while attending school

- Career goals: work for a construction company and the Twin Cities upon graduation and eventually start a business serving her home community in Kenya
- Anticipated graduation: Winter 2016
- Looking for internship this summer



MANDY YANG

- Currently pursuing MBA at the University of St Thomas
- Originally from North Dakota, Undergraduate degree from University of Jamestown, ND – graduated Magna Cum Laude
- Currently employed as a Facilities Operation Manager for Hennepin County, previous experience as Real Estate Manager for Rasmussen College

- Actively involved in MNCREW
- Career goals: continue working and learning in current position at Hennepin County, eventually gain position of leadership in real estate to be able to influence policy and make a difference in the real estate community
- Anticipated graduation: May 2015



MSCA IS ALSO PROUD TO BE A PARTNER WITH CRISTO REY JESUIT HIGH SCHOOL, who's students are part of a Corporate Work Study Program, which allows students to underwrite over 50% of their total education costs while gaining valuable work experience. Thank you to Kris Donnelly, Executive Director of Cristo Rey for speaking at our April program briefly about the opportunities your companies have to hire these great students. If you're looking for more information, please visit: <http://www.cristoreytc.org/page.cfm?p=499>

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Stefanie Meyer - Mid-America
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Welcome

NEW MEMBERS:

Dan Anthony - Spire Credit Union
Kyler Bender - Northern Technologies, Inc.
Zander Fried - Mid-America Real Estate-Minnesota, LLC
Thomas Kirby - Spire Credit Union
Brett Kramer - Johnson Bank
Nate Ohme - Great Clips Inc.
Chad Olmschenk - The Opus Group
Amy Remely - Kraus-Anderson Companies
Angela Richter - The Ackerberg Group
Genevieve Simonson - Mid-America Real Estate-Minnesota, LLC
Kevin Strandberg - BWS Heating and Air Conditioning
Cliff Wantz - Spire Credit Union

MEMBER NEWS:

- **Cindy MacDonald** of Kraus-Anderson Companies was recently named to the BOMA Minneapolis Board of Directors for 2015-2016.
- Har Mar Mall founder **Marie Slawik** was honored posthumously this past April as one of the eight women who were inducted into the Minnesota Women Business Owners Hall of Fame. MSCA member **Brien Slawik** accepted the award on his grandmother's behalf.
- **Joe Nunez**, previously with Target, joined Vantage Law Group as a Partner.

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
GROCERY UPDATE: A WHOLE NEW BALL GAME	Doubletree Park Place Minneapolis	May 6, 8:00-9:30am
LEARNING SESSION - JOE WEIS: THE GODFATHER OF MSCA - UNCENSORED AND UNPLUGGED	4400 Baker Road Minnetonka	May 12, 8:00-9:30am
THIRD THURSDAYS NETWORKING - FREE <i>Hosts: Julie Stanke, Fresh Paint Inc., David Eddy, Prescription Landscape</i>	Panera Bread - Rosedale Mall	May 21, 8:30-10:00am

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

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



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The Opus Group
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MINNESOTA SHOPPING CENTER ASSOCIATION

MONDAY, JUNE 15, 2015

9:45am Golf Registration & Boxed Lunch
11:00am Shotgun Start & Four-Person Scramble
1:30pm Bag Toss Tournament For Non-Golfers
4:00pm Social Hour, Dinner Buffet
5:15pm Hole Event Winners, Awards Presentation

MSCA Title Sponsor:



CUTTINGEDGE PROPERTY MAINTENANCE

MAJESTIC OAKS GOLF CLUB - 701 BUNKER LAKE BLVD. N.E., HAM LAKE 55304

Foursome Registration (\$700) No refunds or cancellations

All foursomes include pre-golf drink ticket, mulligans, Par-Tee Cart tickets, golf, lunch, dinner buffet

#1 Name Company Email

#2 Name Company Email

#3 Name Company Email

#4 Name Company Email

Player's Pool - \$40/team - 1st, 2nd, 3rd place teams on each course get paid!

Come join us for the best retail real estate golf outing of the year!

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! - BAG TOSS TOURNAMENT

Don't want to golf but want to partake in the networking? Then join us for the first annual bag toss tournament!

Registration: 1:30pm
Bag Toss Tournament: 2-4pm
Dinner: 4-5:30pm

Registration - \$50 - No refunds or cancellations - Tournament and dinner buffet included

Name Company Email



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 Credit Card Billing Address Security Code Signature



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