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THE Connection



MINNESOTA SHOPPING
CENTER ASSOCIATION

NOVEMBER 2015



Block E: A Look Back... and a New Chapter



by Susanne Miller, LOUCKS

With the exciting buzz surrounding the Minnesota Lynx championship win and third WNBA title, a group of members at a recent MSCA meeting began reflecting on the history of Block E and the impacts of the new Mayo Clinic Square. The conversation spurred a stroll down memory lane and subsequent walk around the block.

BLOCK E TIME CAPSULE

Until the early 1900s, Block E's Hennepin face consisted mainly of mansions and row houses, which were slowly replaced by a variety of storefronts, arcade galleries, pool halls, a grocery store, and bars. The Shubert Theatre was built in 1910, followed by the Jeweler's Exchange Building in 1913. The 620 Club, owned by Ernie Fleigel and Max Winter, was in operation from the 1930s until 1971. The club was popular with professional athletes from the 1940s to the 1960s, the same time period when Winter brought major league basketball and football to Minneapolis as founder of the Minneapolis Lakers in 1947 and the Minnesota Vikings in 1960. Little did Winter know that more than 50 years later, two professional sports teams, in partnership with Mayo Clinic, would play a pivotal role in the renewal of Block E.

By 1950, Moby Dicks was in full swing and Shinder's anchored each end of Block E's Hennepin face. The next three decades were a gritty time in Block E's history, with panhandling, loitering, drug dealing, and street crime taking a heavy toll on the area.

In 1987, the city council voted to demolish the entire Hennepin side in order to reverse urban blight and high crime rates. Spirits were high, but the celebration was premature, as a planned development for the block fell through. Until the early 2000s, the Hennepin side of the block remained a surface-level parking lot. The only remaining structures were the Shubert Theatre and a two-story billboard advertisement. In 1999, even the Shubert left, and is the only surviving structure from the original Block E. The six-million pound theater earned a spot in the Guinness Book of World records as the largest structure ever moved on rubber-wheeled dollies when it was relocated next to the Hennepin Center for the Arts.

In 2002, Chicago-based real estate developer McCaffery Interests repurposed the entire block. Dubbed the Minneapolis Lifestyle Center, it was an enclosed

shopping and entertainment mall, housing a dueling piano bar, restaurants, and an AMC movie theater. The five-star Graves 601 luxury hotel was built on most of the block's First Avenue side. It was hoped that the new Block E would resuscitate the retail that had left Hennepin Avenue for Nicollet Mall and the suburbs. The development failed in 2010 and was sold to Camelot LLC for \$14 million. By 2011, tenants such as Snyder's Drugs, Borders, Escape Ultra Lounge, Bellanote, Block E Hard Rock Café and AMC Theater had all closed their doors. For a century, multiple incarnations of the block included repeat after repeat of many similar business types. Arcades, restaurants, night clubs, retail stores...
- continued on page 2

Little did Winter know that more than 50 years later, two professional sports teams, in partnership with Mayo Clinic, would play a pivotal role in the renewal of Block E.



BLOCK E, CIRCA 1920

FEATURE ARTICLE CONTINUED: Block E: A Look Back... and a New Chapter

independents early on, replaced by chain stores in the later decades.

BASKETBALL AND SPORTS MEDICINE LOOKS TO BE A WINNING COMBINATION

On February 4, 2014, the Minnesota Timberwolves and Minnesota Lynx announced a partnership with Mayo Clinic to rename the building Mayo Clinic Square. The Timberwolves and Lynx spent more than \$20 million to repurpose the vacant movie theaters into a practice facility. Mayo invested nearly \$7 million to create a 20,000 square foot sports medicine clinic, Mayo's most significant presence in the Twin Cities area. The clinic serves as the preferred medical provider for both basketball teams, and also caters to Twin Cities athletes seeking sports medicine services and performance solutions. Lower levels are available to the public and house an interactive fan area, Kieran's Irish Pub, The Shout House Dueling Pianos, Jimmy John's, and Starbucks. After months of renovations, the grand opening of the new Mayo Clinic Square facility was held on June 17, 2015.

FOUR MONTHS POST-GRAND-OPENING

On a sunny, non-game-day Thursday in mid-October, nearby street

parking in front of O'Donovan's Irish Pub was quick and easy, with plenty of lot and ramp options available. Starbucks was temporarily closed for maintenance work, which gave me a chance to visit briefly with KTK Construction's Jeff Johnson and Kenny Johnson. KTK Construction had been working 24-7 for several weeks on the maintenance job at Starbucks. According to Jeff and Kenny, parking cars in the area was a breeze, though they found it a bit challenging to find parking spaces large enough to accommodate their work trucks. Accepting deliveries also proved difficult, due to busy docks, but Jeff and Kenny found that accepting deliveries on the street afterhours in front of the store worked just fine.

Conversations with employees and patrons at Cosmos and Kieran's reflected optimism and excitement about Mayo Clinic Square. Jimmy John's was packed with customers who had mostly biked and walked to grab a bite. During my walk around the block, I was approached by just one panhandler, then settled in at Kieran's Irish Pub for lunch. The waitress's perception was

that business seemed steady since the grand opening, and that the restaurant was enjoying traffic from the new clinic, but that it was just too early to tell what the long-term impacts would be from the new Mayo Clinic Square.

All in all, informal feedback and comments from retail customers and staff regarding Mayo Clinic Square was positive and upbeat. The sidewalks were humming with bicyclists and pedestrians, and those with vehicles reported that parking remained manageable. Four months after the grand opening, it seems professional basketball and sports medicine are the right mix for the right block at the right time.

All in all, informal feedback and comments from retail customers and staff regarding Mayo Clinic Square was positive and upbeat.



SNAPSHOT: 655 NICOLLET

OPENED: SEPTEMBER 2015

United Properties, in a joint venture with Capital Real Estate, Inc., acquired the first two floors of 655 Nicollet Mall in downtown Minneapolis in December 2014. Previously occupied by Saks, 655 Nicollet is now home to **WALGREENS, ORTHOLOGY AND NORTH MEMORIAL HEALTH CARE**. The new Walgreens is a marquee format and features an escalator connecting its two floors, a sushi bar along with more food pantry options and prepackaged foods. 655 Nicollet has multiple entrance points including access to Nicollet Mall and the Minneapolis skyway system.



LOCATION: NEC of Nicollet Mall & S. 7th Street

OWNER: 655 Nicollet Partners LLC (United Properties & Capital Real Estate, Inc.)

PROPERTY MANAGER: Cushman Wakefield/NorthMarq (Brian Burg)

LEASING REPRESENTATIVE: Cushman Wakefield/NorthMarq (Kim Meyer, 952-893-8887)

BUILDING REDEVELOPMENT: BTS Construction & RSP Architects

TENANT WORK: North Memorial: D.J. Kranz Co Inc. and HGA
Orthology: Zeman Construction Company, Pope Architects Inc. and design architect – Morris Architects, Inc.

Walgreens: BTS Construction and RSP Architects

GLA: 50,729 sq. ft. **CURRENT OCCUPANCY:** 100%

ANCHOR TENANTS: Walgreens

MARKET AREA SERVED: Minneapolis CBD



Revitalizing “Northeast”!



by Phil Foster, CMA

Years ago Northeast Minneapolis did not have the reputation as being one of the “go-to” spots for the hipster “Millennial” generation let alone the rest of us “X’ers” and “Boomers”. Times are changing and so is Northeast Minneapolis.

With an area of only 7.5 mi² and a population of approximately 36,255 comprised of 13 smaller neighborhoods, the restaurants and drinking establishments are flourishing in this rebounding economy. Three of these neighborhoods, St. Anthony West, Sheridan and Bottineau which border along the Mississippi River, have benefited not only from their prime location but also the investing of new businesses in these areas. With prominent features that include Eastern European influenced churches, massive grain silos and mills, renovated 19th and 20th century structures into artists’ loft and the blending of old architecture and new ideas has provided diverse amenities that create an atmosphere for all to enjoy.

The diagram at right shows only a fraction of the restaurants and bars dotting the Northeast landscape that have opened and grown over the last several years. The owner of Psycho Suzi’s Motor Lounge, Leslie Bock, relocated her popular Tiki Bar themed business a few blocks away on Marshall St. NE to open a new establishment called

Betty Danger’s Country Club at the intersection of Marshall St. NE and N. Lowry Ave. At Betty’s you can ride a 65-foot ferris wheel or play some mini-golf all while enjoying good food and drinks well into the early morning hours. The 1029 Bar on Marshall Street provided the kitchen facility that catapulted the success of the now popular Smack Shack from a Food Truck to the brick and mortar store that opened in the Northloop Neighborhood. If you want to experience an authentic supper club feel, Jax Café is your destination and is a long standing icon for over 75 years in Northeast Minneapolis at the intersection of University Ave. NE and 20th Ave. NE. If it is beer you enjoy, try visiting Dangerous Man’s Brew Pub at the intersection of 2nd St. NE and 13th Ave. NE where they’ve joined the fast growing market of breweries popping up throughout the Twin Cities. From Gasthof’s to

Mayslack’s to Cali’s to Emily’s, you can experience a plethora of ethnic diversity in food and atmosphere that is sure to satisfy any picky palette.

The revitalizing taking place is not only in the restaurants and bars but also in educational facilities, community centers, parks, modern and historic residences, markets and an improved infrastructure making this area an open and inviting part of town that draws in more and more people. The growth in this area continues to prosper and shows no sign of slowing down anytime soon. Whether you enjoy a drink during happy hour at one of the many bars and pubs, to playing an organized sporting event in one of the many well-kept parks to residing in a repurposed historic building, Northeast Minneapolis is becoming a mecca for all ages to live, work and play.

*Times are
changing
and so is
Northeast
Minneapolis.*



MEMBER PROFILES

MATTHEW G. MOCK

JOB TITLE: General Manager
AREA OF FOCUS: Commercial Construction & Roofing
YEAR JOINED MSCA: 2004



QT COMMERCIAL CONSTRUCTION & ROOFING

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

Traveling commercial construction superintendent for Retail Construction Services

WHAT KEEPS YOU IN THE BUSINESS? Years of experience and the excitement of the next new project.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? My 1st boss, Steve B told me: "If a guy can go to work every day and do something they like, it does not feel like WORK."

IF YOU ARE A SEASONED VETERAN, WHAT ADVICE WOULD YOU GIVE TO THOSE NEW IN THE INDUSTRY? With the addition of cell phones and electronic communication, remember the importance of keeping a healthy balance between work and family/fun.

WHAT IS YOUR FAVORITE WORD THESE DAYS? "Tell me more about that."

WHAT IS YOUR FAVORITE BOOK, BUSINESS OR OTHERWISE? *Traction* – we are in the process of implementing EOS in our company.

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? Downhill skiing

WHEN YOU RETIRE, YOU WANT TO? Buy a motorhome and travel

Thanks Matthew

MIKE ARENDS

JOB TITLE: Sales Representative
AREA OF FOCUS: Storm Water Management
YEAR JOINED MSCA: 2015



ADVANCED DRAINAGE SYSTEMS

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

Land Surveying - 6 years

WHAT KEEPS YOU IN THE BUSINESS? Working with all the different levels of people that make this a great industry.

WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM? My Father-in-Law. He taught me to always treat people fair and to honor any agreement regardless of the outcome.

WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER? While working as a design engineer for a consulting firm, I was the lead for the redevelopment of the original Target Retail site in Roseville, MN.

IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY? Auto sales, I like that inventory is always changing and seeing the latest advancements that technology has on our daily lives.

WHAT SONGS BEST DESCRIBE YOUR WORK ETHIC? Brooks & Dunn "Hard Workin' Man"

WHAT IS YOUR MOTTO / PERSONAL MANTRA? 60 Minutes to respond to correspondence

WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY? Fishing, I relish peace and quiet of an early morning outing. The fish are always a bonus.

WHEN YOU RETIRE, YOU WANT TO? Travel and spend time with my wife, kids and spoil my future grandchildren.

Thanks Mike



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Community Retail Center in Suburban Minneapolis

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

Large Bowling Facility in Suburban Minneapolis

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

Neighborhood Retail Center in Southeastern Minnesota

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

Freestanding Hardware Store in Suburban Minneapolis

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



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2015 Holiday Forecast



by Lisa Diehl, DIEHL AND PARTNERS, LLC

THE HOLIDAY SEASON IS UPON US AND RETAILERS' SHELVES ARE STOCKED AND WAITING FOR THE 66% OF AMERICAN SHOPPERS TO BEGIN THEIR 2015 HOLIDAY SHOPPING THIS MONTH.

The employee recruitment also began last month for seasonal employees. In the midst of JC Penney's, Walmart, Dollar General, letting go corporate employees, Macy's expects to hire 85,000 seasonal store associates companywide followed by Target 70,000. Kohl's 69,000. Walmart 60,000, Toys R Us 40,000, Amazon 80,000. Why so many? Because retailers have figured it out that the consumer doesn't have time to stand in line. In store shopping is anticipated to be strong this year, but if the retailer is not able to service the consumer in the store and in a speedy timeline, they will make their purchases online rather than standing in line. One more pronounced option this year will include ordering your purchases online and picking them up in stores. You will see a number of retailers, such as Kohl's and Target, joining Amazon to offer shoppers same day delivery service fulfilling shipments from local stores core via omni-channel marketing.

The top 5 category purchases noted by the International Council of Shopping Centers (ICSC) will include: traditional gift cards (54%), electronics/devices (51%), apparel and footwear (49%), toys and games, not including apps or video games (42%), and food such as chocolates, popcorn/food baskets and beverages/alcohol (34%).

The National Retail Federation (NRF) trade group projects total holiday sales will increase 3.7% to \$630.5 billion, compared to 4.1% last year and online sales are expected to increase between 6% and 8% and will represent \$108 billion of the total. The estimates could be viewed as conservative given improvements in the unemployment rate, now at 5.1% nationally, and the impact on lower gas prices and the positive effect on the disposable incomes of Americans.

NRF President/CEO Matthew Shay. "while economic indicators have improved in several areas, Americans remain somewhat torn between their desire and their ability to spend. The fact remains consumers still have the weight of the economy on their minds, further explaining the complex retail spending environment we are seeing right now. We expect families to spend prudently and deliberately, though still less constrained than we saw even two years ago." A recent ICSC survey noted the average holiday shopper, making less than \$100,000, is expected to spend an average of \$702.

"Price, value and even timing will all play a role in how, when, where and why people shop over the holiday season. Retailers will be competitive not only on price, but on digital initiatives, store hours, product offerings and much more," Shay said.

Expect there to be last minute shopping again this year. The good news is 65% of shoppers

plan on having their holiday shopping completed by the 15th of December. Ok, you stragglers, you may want to get your list going early!

...shelves are stocked and waiting for the 66% of American shoppers...

DID YOU KNOW: 12% of shoppers plan to make actual purchases on Thanksgiving day.

DID YOU KNOW: 56% of shoppers get their holiday ideas for gifts on social sites like Pinterest, and 55% are now comfortable with sharing their preferences with retailers in exchange for convenience and personalized product recommendations.

DID YOU KNOW: Best Buy is expanding its assortment of what is expected to be one of the hottest selling items in consumer electronics this holiday season: drones.

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IN THE
NEWS

Minnesota Marketplace



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

▶ **SHAG SUSHI** closed its door in the North Loop after less than a year in business citing poor customer traffic during the lunch hour as the reason for the closure. Rojo Mexican Grill will take its place and plans to be open in early November.

▶ **PRIMP BOUTIQUE** will be taking its affordable women's fashions outside the Twin Cities for the first time. The store will be open in November in Downtown Rochester's Peace Plaza. This will be the seventh Primp to open since 2010.

▶ Another paint and sip concept announced plans to enter the Twin Cities market. **PAINTING WITH A TWIST** is considering locations in Bloomington, Richfield, Roseville, and Eagan, and plans to have the first location open in early 2016, and open two additional locations later.

▶ Locally owned organic and natural grocer, **FRESH AND NATURAL** foods opened their third location at Mendota Plaza Shopping Center in Mendota Heights at the intersection of Highway 110 and Dodd Road. The grocery store occupies an 8,500 sf endcap.

▶ **MASU SUSHI AND NOODLE** opened a third location in Apple Valley in October. The restaurant located, at 14638 Cedar Ave. occupies 2,600 sf and has seating for about 80 people. This Masu location offers more noodle options than the Minneapolis and Mall of America locations.

▶ Outdoors retailer, **NORTH FACE** opened its fourth Twin Cities location in October at Mall of America. The store is on the mall's south side on the first floor.

▶ **MISCHIEF TOY STORE** opened in October in the former Peapods Natural Toys space at 2290 Como Avenue St. Paul. The store is aimed at older children, teenagers, and young adults.

▶ **BLUE DOOR PUB** confirmed that they will be opening their third location in early 2016 at 1514 Como Avenue in Minneapolis. The location is just north of the University of Minnesota Minneapolis campus and was formerly a Sol Tan & Spa. The restaurant will have seating for about 80 people and will serve beer and wine.

▶ Lift Brands, **YOGAFIT** opened a new studio in the LPM Apartments in Loring Park last month. YogaFit is a 24/7 yoga studio that offers virtual, on-demand classes as well as instructor led classes. Other tenants in the mixed-use project include Lakes 7 Legends Brewing Co. and Eggy's Diner.

▶ Jimmy Buffett's **MARGARITAVILLE** announced it will be opening a 9,000 sf restaurant at Mall of America in Spring 2016. The restaurant will be located in the mall's east wing and near the new Crayola Experience and the recently relocated Rainforest Cafe.

▶ **SPORTS AUTHORITY** has opened a 22,000 square foot store on Nicollet Mall at 7th Street in City Center.

▶ **J.MCLAUGHLIN**, the all-American preppy brand who opened their first Twin Cities location in the Galleria, has now opened their second location in Wayzata at 743 Lake Street.

- continued on page 8



PRIMP BOUTIQUE



BLUE DOOR PUB



MARGARITAVILLE



SPORTS AUTHORITY

CONTINUED: Minnesota Marketplace

▶ After three years at Calhoun Square in Uptown Minneapolis, **REPUBLIC** closed its doors in October. The original Republic in the 7 Corners neighborhood near the University of Minnesota will remain open, and owners Matty O'Reilly and Rick Guntzel are working to expand their Red River Kitchen food truck concept into a bricks-and-mortar restaurant.

▶ Startup brewing company, **UNMAPPED BREWING CO.** has plans to build a taproom and manufacturing facility in Tonka Village Shopping Center in Tonka Bay. The company is currently soliciting investors for the project and hopes to be open Memorial Day weekend 2016 if all goes as planned.

▶ Burger chain, **CULVER'S** announced a new restaurant south of Interstate 94 in Woodbury. According to city planning documents, the restaurant will be 4,942 sf and complete by February 2016. 580 Woodbury Drive.

▶ Southdale's vacant California Pizza Kitchen will soon be home to a new casual pizza and pasta concept, **Z ITALIANO**. Parasole alum, Zach Saueressig is opening the 5,000 sf 100-seat restaurant in the space. He hopes to have the restaurant open before Thanksgiving 2015.

▶ After 11 years in operation, the modern baby boutique **PACIFIER**, is opening their fourth location. The new store will open the first week of November and is located at 714 Cleveland Avenue South in St. Paul's Highland Village.

▶ After leaving the Shops at West End, **MINQ** boutique owner Stacey Finnegan has re-opened in Southdale Mall. This time around the store will focus only on fashion forward women's apparel, accessories, and gifts.

▶ The Galleria stationery and apparel store, **EPITOPE**, has announced that it will close early next year after nearly 50 years of business. Store owner Irene Cooperman and Galleria owners Hines Global REIT could not agree upon terms to renew the lease which is set to expire at the end of January 2016.

▶ **D'AMICO CATERING** will be opening an event venue in Loring Corners at 1629 Hennepin Avenue South early next year. The 7,450 square foot venue will host wedding parties, corporate gatherings, galas, etc and will be catered from the D'Amico kitchen in IMS.

▶ **TRADER JOE'S** has confirmed they will open a grocery store and liquor shop in Sherman Associates' Thresher Square Development in Downtown East at the corner of Chicago and Washington. The project is being named The East End and will include about 180 apartments.

▶ **VINCENT A RESTAURANT** will close at the end of 2015 after 14 years of service. Owner Vincent Francoual says the decision was personal as he intends to move forward into another stage of his life.

▶ Minnesota's top fine-dining restaurant, **LA BELLE VIE**, has closed after 17 years in business. Owner and chef Tim McKee states several factors for closing including higher costs, labor shortages, road construction, and growing minimum wages.



PACIFIER



MINQ



D'AMICO CATERING



TRADER JOE'S



A Big "Thank You" to our Contributors



by Zander Fried, MID-AMERICA REAL ESTATE – MINNESOTA, LLC

In late October, the MSCA legislative committee held an appreciation breakfast for our supporters. Their contributions allow us to continue our lobbying efforts and ensure MCSA's interests are represented in the Minnesota Legislature. On behalf of MSCA's entire membership we would like to express our sincere gratitude to the following:

**COLLIERS INTERNATIONAL • MAENNER PROPERTIES, INC. • FENDLER PATTERSON CONSTRUCTION • KRAUS-ANDERSON COMPANIES
STONEWOOD PROPERTIES • NORTH CENTRAL COMMERCIAL REAL ESTATE COMPANY • PASTER PROPERTIES • ASPEN WASTE SYSTEMS, INC.
SLAWIK PROPERTIES/HAR-MAR, INC. • TRAUTZ PROPERTIES • LAURA GILL**

THE 2016 AGENDA While the Minnesota Legislature reached a last-minute budget agreement, the 2015 session ended with a number of policy and budget issues unresolved. Tax and Transportation bills, for instance, were deferred to the 2016 session. Similarly, Governor Dayton's \$250 Million pre-k program remains an unfunded and contentious negotiation point for 2016.

Given the uncertainty of the next session, it is imperative for MSCA's voice to be heard at the negotiation table. We do this through our lobbyists, educational brochures for lawmakers,

sponsorship of Business Day at the Capitol, and Coffee-Club meetings with House and Senate representatives. These efforts are only made possible through the ongoing support of both our corporate and individual donors.

Here's how you can contribute to MSCA's legislative agenda: actively engage in the Legislative Committee's events; donate to MCSA's Legislative Fund; and/or keep yourself up-to-speed with Faegre Baker Daniels' in-depth review of 2015 session. Please visit the MSCA Legislative Page for more information.

2015 State of Retail – Retail Tournament of Champions

The Minnesota Shopping Center Association's Research Committee proudly presents the annual "State of Retail - Retail Tournament of Champions". Join us as the speakers will address current development/redevelopment, the investment market, and retailer activity from the past year and what's to come.

In addition, network with industry colleagues during the interactive "Retail Tournament of Champions", which tests your knowledge on Minnesota retail happenings including expansions, bankruptcies, new retailers, vacancy rates, new development, economics and more!

We then welcome everyone to join us after the program for a networking social hour including appetizers and a cash bar. Don't miss out on the fun!

Speakers:



Jon Fahning
Vice President, Real Estate Development
Shingobee



Leah Maurer
Director
Cushman & Wakefield/NorthMarq



Mike Sturdivant
Sr. Leasing Representative & Development Associate
Paster Properties

Moderator: Paula Mueller, *General Manager*, Northtown Mall | Glimcher Realty Trust

DATE: Wednesday, November 4, 2015
TIME: 3:00 pm - 6:00 pm
3:00 Registration/Networking, 3:30 Program
5:00 Adjourn/Social Hour/Networking
LOCATION: Doubletree Hotel Minneapolis Park Place
(1500 Park Place Boulevard, Minneapolis)

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

1.5 hours Real Estate Continuing Education Credits applied for.

COST: \$50 MSCA member, prepaid
\$65 MSCA member, at door
\$80 Non-member
\$45 Student/Intern

- Pre-registration ends at 12:00 noon on Nov 3
- Cancellation deadline 24 hours in advance
- No shows will be billed
- No substitutes for pre-registered attendees

Professional Showcase: **Fost Choles Agency - American Family Insurance**



Four Tips for Winterizing Your Plumbing



by Justin Moe, ALL WAYS DRAINS LTD

IT'S FALL AND WITH IT COMES COOLER TEMPERATURES. Winter will be here before you know it, so it is time to start figuring out what chores you need to tackle before the worst of the cold hits. We have seen our share of burst pipes and other weather-related plumbing issues, so we thought we would give some tips on how to get your plumbing system ready for winter.

TIP 1: INSULATE YOUR PIPES

Take the time to insulate any pipes that run through unheated areas of your home. You can get polyethylene or fiberglass to use for insulation, and you might want to consider wrapping the pipes in heat-tape before you insulate them as well. Just be sure to carefully follow the instructions on the heat-tape to avoid damaging your pipes. Or, if you are not sure how to handle insulating your pipes, call a plumbing contractor like us.



TIP 2: LET FAUCETS DRIP WHEN IT'S BELOW FREEZING OUTSIDE

You should turn off any exterior water sources before temperatures start to regularly dip below freezing. But if there are any faucets along your house's exterior walls that were not turned off, turn

on those taps so there is a small and steady drip any time the temperatures are expected to dip below freezing. That way, if the pipes do freeze, there will not be any pressure between the blockage and the faucet, and that could help prevent a burst pipe. If a pipe does end up bursting, call a plumbing contractor like us as soon as possible for help.

TIP 3: OPEN UP YOUR CABINETS AND FIX EXTERIOR CRACKS

On particularly frigid nights, open up the cabinets along any exterior walls to allow the heat to reach the pipes. You should also fix any cracks or holes in the outside walls or foundation of your house. Get a professional company in to install spray foam insulation or use caulking to help seal up those gaps.

TIP 4: SEAL OFF ANY CRAWL SPACES

Another way that cold air can get to your pipes is through any open crawl spaces. You should temporarily seal off any access points to the crawl space. Take a look at your basement as well. If there are any windows down there, make sure they are fully sealed too.

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October Program Recap



by Steve Day, SULLIVAN | DAY CONSTRUCTION



SPEAKERS FROM L TO R:

Kent Carlson, Anderson Companies
John Johansson, on behalf of CSM Corporation
(moderator) Russ McGinty, North Central Commercial Real Estate

The October Program, “A Tale of the Two Suburban Redevelopments”, was a very enlightening story of how two older suburban properties were targeted for redevelopment and the process involved to get there. The first, a tired collection of disjointed retail uses and the second, the aging headquarters complex of a long gone defense contractor.

First up was Kent Carlson, representing Anderson Companies, who spun the tale of the rebirth of City Center in New Hope. The city had visions of turning a group of aging retail and commercial buildings which are situated adjacent to important municipal buildings, into something more cohesive that would draw citizens. They were looking for a mix of quality retail, residential, and medical uses with links to the adjacent public uses. Three developers made presentations and the selected project included a new HyVee grocery store as its anchor. The new store, recently opened, has been a success with its varied amenities, including liquor store, sit down restaurant, clinic, Starbucks and gas station.

John Johansson of CSM Corporation followed with the very interesting story of the recently started Central Park Commons project in Eagan. A blighted property with a hulking collection of buildings sat at a prominent intersection in Eagan, looking for a use that would connect to its vibrant surrounding uses. After three attempts at the planning commission, a project to demolish the old Lockheed plant and replace it with a mixed use project, featuring buildings with 360 degree architecture, was approved. There were many challenges with the site, beyond the asbestos-laden, bunker-like buildings. The site had no previous storm water management and also had a 50’ grade change diagonally from corner to corner. Most of the site work is now complete and the residents are looking forward to their new place to shop, eat, and work.

OCTOBER PROFESSIONAL SHOWCASE: DIVERSIFIED CONSTRUCTION

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EVENT	VENUE	DATE
2015 STATE OF RETAIL - RETAIL TOURNAMENT OF CHAMPIONS	Doubletree Hotel Mpls Park Place	Nov. 4th, 3:30-5:00pm
THIRD THURSDAYS NETWORKING - FREE DIRECTIONS	Cowboy Jack's - Bloomington	Nov. 19th, 3:30-5:30pm
 HAPPY THANKSGIVING FROM MSCA STAFF		Thursday, Nov. 26th

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2015-11](http://www.msca-online.com/events/calendar/date/2015-11)

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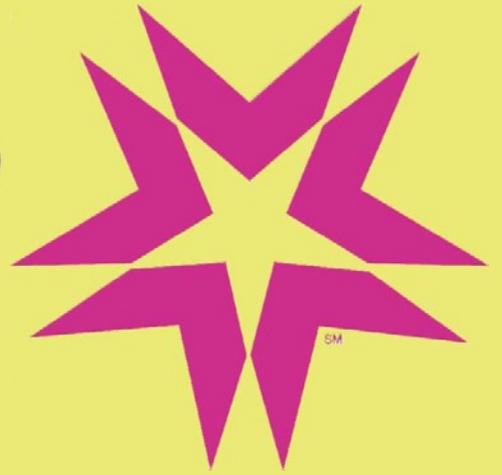


STARRSM AWARDS



YEAR END CEREMONIES

2015 STARRSM awards



Tuesday, December 1, 2015

Golden Valley Country Club

7001 Golden Valley Road ~ Golden Valley

4 p.m. Registration & Networking

5 p.m. Year End Ceremonies & Awards Presentation

6 p.m. Holiday Party

Reserve your tickets today online!

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