

**INSIDE THIS ISSUE:**

- The Boom of Downtown East..... 1-3
- Snapshot: Bielenberg Gardens .....2
- Member Profiles .....4
- Rising Star.....5
- Minnesota Marketplace ..... 6-7
- Legislative Update .....7
- MSCA Program Recap.....8
- MSCA Leadership .....9
- Calendar of Events & Corp. Sponsors .....10
- MSCA Hall of Fame Submittal Form.....11



# THE Connection



MINNESOTA SHOPPING CENTER ASSOCIATION

SEPTEMBER 2015



## The Boom of Downtown East



by Katie Prater, Nicole Urista and Jessica Peterson, PASTER PROPERTIES

Drive near Downtown Minneapolis, and it would be nearly impossible to miss the all of the construction activity taking place, particularly in Downtown East. While the 2015 football season is just beginning to kick off, many Vikings fans are anxiously awaiting the opening of U.S. Bank Stadium. The stadium was 65 percent complete as of July and the construction timeline released by the Vikings states that the roof will be in place in November and the stadium will be complete in July 2016, just in time to kick off football season.

*The construction of the stadium is expected to support more than 13,000 jobs...*

The development of U.S. Bank Stadium is putting Minnesotans to work, which contributes to alleviating the unemployment rate in the state. The construction of the stadium is expected to support more than 13,000 jobs, which includes 7,500 construction jobs, and a total of 4.5 million hours of work. According to the Minnesota Sports Facilities Authority (MSFA), as of March 1, 2015, workers have spent over 1 million hours constructing the stadium and more than \$29.7 million has been paid to these workers. Minorities have performed over 400,000 hours of the work, women have performed over 100,000 hours and veterans have completed over 49,000 hours of the work.

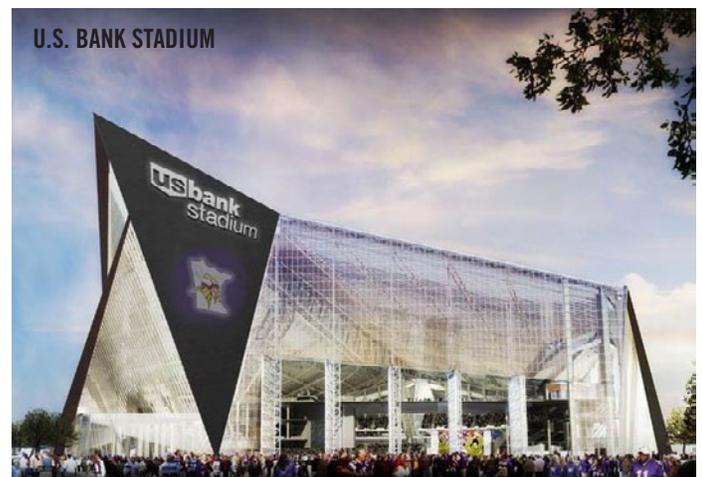
With huge sporting events scheduled to take place at U.S. Bank Stadium in the coming years, it's expected that the economy of Downtown East will be impacted substantially. The Super Bowl will be hosted at the stadium

in 2018, which is estimated to have an economic impact of \$300 million. Furthermore, the NCAA Men's Final Four will be played at the stadium in 2019, which is estimated to bring in between \$70 million and \$200 million, according to the MSFA.

Amidst the construction of U.S. Bank Stadium, Ryan Companies is working diligently to complete a \$400 million development project. The Downtown East Development, set to be completed in 2016, includes 1.2 million square feet of office space split between two 17 story towers owned by Wells Fargo, a mixed-use complex named EDITION, which will consist of 195 market-rate apartments split between three different buildings, the first Radisson Red Hotel concept in the United States, and 26,000 square feet of retail. The retail space includes roughly 14,400 square feet of skyway retail split between the two Wells

Fargo towers and 12,000 square feet of ground floor retail will be split between the three EDITION buildings. The current MSCA President and Vice President of Development for Ryan Companies, Tony Barranco, said there has been lots of interest in the retail portion of the project, but is unable to announce the retailers at this time.

*- continued on page 2*



**FEATURE ARTICLE CONTINUED: The Boom of Downtown East**



involved. Ryan Companies worked with the City of Minneapolis, the MSFA, the neighbors and property owners, and the Vikings on the development project and according to Barranco, the cooperation “was really unique.” Barranco said that he is most proud “so many people have touched this project and the vision [of the project] has stayed the same.”

In addition to the residential, office and retail space, the Downtown East Development also includes a 4.2-acre public green area, called The Commons, which is located on the site of the former Star Tribune building. The land was acquired by the Minneapolis Parks and Recreation Board, which will lease the land to the city. The Vikings and MSFA have a user agreement that allows them to use The Commons 80 to 100 days a year.

Due to the size and magnitude of the Downtown East Development, many stakeholders have been



Along with Ryan Companies’ Downtown East Development, other businesses in the area are undergoing renovations prior to the opening of U.S. Bank Stadium. Day Block Brewing Company, which is located

off of Washington Avenue, is hoping to expand before the start of the 2016 Vikings season. The brewpub currently has 150 seats plus a first floor patio. The owner of Day Block Brewing Company, Jeff Hahn, plans to expand the kitchen to twice its current size, double the amount of tap lines and build a large patio addition, which will provide a great view of U.S. Bank Stadium. Hahn, who is excited for the 2016 Vikings season, says U.S. Bank Stadium “changes the entire landscape of Minneapolis.” Construction for the expansion is scheduled to begin early Spring 2016.

Although some businesses are expanding in anticipation of the stadium opening, Grumpy’s Bar and Grill, which is adjacent to Day Block Brewing Company, does not have any current plans for renovations or expansions, according to Ty Lahr, the daytime bar manager. Lahr explained that when the Vikings played at

*...the Downtown East Development also includes a 4.2-acre public green area...*

*– continued on page 3*

**SNAPSHOT: BIELENBERG GARDENS**



**OPENED APRIL 2015**

Located across from the popular Bielenberg Sports Facility, This retail building sits adjacent to the 80,000 sq. ft. newly opened Jerry’s Food Store and Liquor.

Offering convenient parking, great visibility from major roads, drive-thru opportunity, shallow lease depths and architectural features that differentiate each tenant space.

- LOCATION:** Radio Drive and Bailey Road, Woodbury, MN
- OWNER, MANAGING AGENT AND CENTER MANAGER:** Jerry’s Enterprises
- REAL ESTATE REPRESENTATIVE:** Darcy Winter, DE Winter & Associates  
952-924-9482
- ARCHITECT:** Architectural Consortium LLC
- CONSTRUCTION CONTRACTOR:** Kraus - Anderson
- GLA:** 12,230 sq. ft.
- CURRENT OCCUPANCY:** Jimmy Johns with potential for 9 tenants
- ANCHOR TENANTS:** Jerry’s Food Store
- MARKET AREA SERVED:** Woodbury/ Cottage Grove
- WEBSITE:** www.jerrysfoods.com

**FEATURE ARTICLE CONTINUED: The Boom of Downtown East**

the Metrodome it was “shoulder to shoulder for games in [Grumpy’s Bar and Grill]” and they are planning on that for the 2016 football season as well.



**RADISSON RED HOTEL**

The Minneapolis Armory, which was built in 1935, is also about to undergo a facelift, which will enhance the Downtown East area. For the last 15 years the space has been used as a parking area. The new owner of the armory, Ned Abdul, plans to turn the historic space into an event center able to house 3,000-5,000 people. The completion date of this project is similar to that of U.S. Bank Stadium and Ryan Companies’ Downtown East Development. The event center will likely open next fall.

A lot is happening in Downtown East to prepare for the 2016 season and

beyond. The Minneapolis skyline continues to grow and the Minnesota economy is benefitting as a direct result. Get ready for new spaces to eat, shop, entertain, live and work as the Downtown East landscape flourishes. SKOL VIKES!



**EDITION APTS**

**SOURCES**

- [HTTP://WWW.MSFA.COM/DETAIL.CFM/PAGE/MSFASITE\\_DMVCRSHB\\_YQBOUJJA/](http://www.msfa.com/detail.cfm/page/msfasite_dmvcrsHB_YQBOUJJA/)
- [HTTP://WWW.MSFA.COM/CONTENT/STADIUM%20FACTS\\_121313.PDF](http://www.msfa.com/content/stadium%20facts_121313.pdf)
- [HTTP://WWW.MSFA.COM/DETAIL.CFM/PAGE/MSFASITE\\_DMVCRSHB\\_YQBOUJJA/](http://www.msfa.com/detail.cfm/page/msfasite_dmvcrsHB_YQBOUJJA/)
- [HTTP://WWW.STARTRIBUNE.COM/ARMORY-IN-DOWNTOWN-MINNEAPOLIS-SOLD-TO-DEVELOPER-WHO-PLANS-EVENTS-VENUE/311488901/](http://www.startribune.com/armory-in-downtown-minneapolis-sold-to-developer-who-plans-events-venue/311488901/)
- [WWW.FACEBOOK.COM/DAYBLOCKBREWING](http://www.facebook.com/dayblockbrewing)
- [HTTP://WWW.GRUMPYS-BAR.COM/DOWNTOWN.HTML](http://www.grumpys-bar.com/downtown.html)
- [HTTP://WWW.RYANCOMPANIES.COM/PROJECTS/DOWNTOWN-EAST/](http://www.ryancompanies.com/projects/downtown-east/)
- [HTTP://WWW.DOWNTOWNEASTMPLS.COM/](http://www.downtowneastmpls.com/)
- [HTTP://WWW.CI.MINNEAPOLIS.MN.US/CPED/DOWNTOWNEASTDEVELOPMENTS](http://www.ci.minneapolis.mn.us/cped/downtowneastdevelopments)
- [HTTP://WWW.DOWNTOWNEASTCOMMONSMPLS.COM/](http://www.downtowneastcommonspls.com/)
- [HTTP://WWW.USBANKSTADIUM.COM/ABOUT-THE-STADIUM/TIMELINE/](http://www.usbankstadium.com/about-the-stadium/timeline/)

**"Rats!"**  
**C. Brown**

**IC**  
Interstate Companies  
651-765-0765

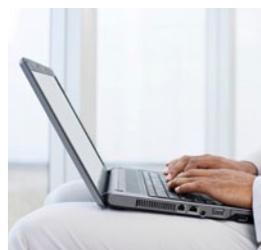
**MSCA ADVERTISING AND SPONSORSHIP OPPORTUNITIES**

The 2015 ADVERTISING AND SPONSORSHIP menu is available on our website.

The 2016 ADVERTISING AND SPONSORSHIP menu is also available on our website.

Please consider taking advantage of these great opportunities.

[WWW.MSCA-ONLINE.COM](http://WWW.MSCA-ONLINE.COM)



**LIKE US ON FACEBOOK FOR GREAT UPDATES AND INFORMATION!**

[HTTPS://WWW.FACEBOOK.COM/MSCAONLINE](https://www.facebook.com/mscaonline)

MEMBER PROFILES

**RYAN HERICKS**

**JOB TITLE:** Associate Director  
**YEAR JOINED MSCA:** 2013



MSCA

**WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?**  
This is my first job in the industry and I've been at MSCA for just over 2 years now. With over 650 members, I've learned the industry very quickly.

**WHAT KEEPS YOU IN THE BUSINESS?** Retail changes at a rapid pace, with what people want and need. It's fun to keep up with it and learn the new stores and shopping areas coming into Minneapolis-St. Paul.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** The easy answer is my parents, but I will say my brother, who works at Habitat for Humanity. His hard work and dedication to giving back to those in need is inspiring and makes you think about others instead of yourself on a daily basis.

**IF YOU HAD UNLIMITED FUNDS TO INVEST IN A RETAIL FRANCHISE, WHICH ONE WOULD IT BE AND WHY?** Chipotle. They have nearly perfected their business strategy and know how to advertise to their demographic in clever ways.

**WHAT ADVICE TO YOU GIVE TO THE MEMBERS OF MSCA?** Get involved, get involved, get involved. It's the easiest way to become successful in this industry.

**WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT?** I'd like to be a GM of a professional sports team. Besides getting ripped apart by fans for making one bad roster move, it would be fun and challenging to create the perfect team.

**WHAT IS YOUR MOTTO / PERSONAL MANTRA?** Work hard, but don't take life too seriously. We're only here for a short time so enjoy it!

**WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY?** I would travel as much as possible. It's the best way to learn and experience new things.

*Thanks Ryan*

**DIANE SCHERER**

**JOB TITLE:** Business Development  
Account Executive  
**AREA OF FOCUS:** Title Insurance  
**YEAR JOINED MSCA:** 2015



BURNET TITLE COMMERCIAL

**WHAT WAS YOUR FIRST JOB IN THIS INDUSTRY AND FOR HOW LONG?**  
I opened a Remax office and Building Company in 1980 in Wisconsin. I worked on the Broker side till moving here in 2000 when I took a job with Commonwealth LandAmerica. I have been with Burnet for over nine years and just love it!

**WHAT KEEPS YOU IN THE BUSINESS?** The wonderful people I meet every day that make my job so interesting. I have developed great friendships with some of them over the years.

**WHO HAS BEEN AN INFLUENTIAL TEACHER, MENTOR, OR MODEL TO YOU AND WHAT DID YOU LEARN FROM THEM?** The two amazing women I have reported to since starting my career in Title. They have the highest level of integrity and work ethic.

**WHAT IS THE MOST UNIQUE PROJECT/LEASE/PROPERTY THAT YOU EVER WORKED ON IN YOUR CAREER?** Back in the beginning of my broker career, I worked on the development and build of a Sheraton Hotel in Wisconsin.

**WHAT IS YOUR FAVORITE WORD THESE DAYS?** Blessed.

**WHAT PROFESSION OTHER THAN YOURS WOULD YOU MOST LIKE TO ATTEMPT?** Teaching! I am a mentor to 9th grade girls with Hope For Tomorrow and it is so incredibly rewarding.

**WHAT IS YOUR MOTTO / PERSONAL MANTRA?** "The only way to have a Friend is to be one." — Ralph Waldo Emerson

**WHAT HOBBY OUTSIDE OF WORK ARE YOU REALLY PASSIONATE ABOUT AND WHY?** BIKING! It is a great way to experience the beauty of nature all around us. Our state has amazing and beautiful bike trails.

**WHEN YOU RETIRE, HOW DO YOU WANT TO SPEND YOUR TIME?** I'd like my winters in Florida and pursue the interests I haven't had time for.

*Thanks Diane*

**IT'S YOUR BUSINESS.**

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



**Fost Choles Agency Inc**  
(952) 224-2992  
(612) 961-5583 mobile  
fcholes@amfam.com



American Family Mutual Insurance Company and its Subsidiaries  
Home Office - Madison, WI 53783 ©2012 006222 - Rev. 6/12



## CPR — Cell Phone Repair



by Richard Jahnke, SUNBELT BUSINESS BROKERS



We're a society that loves our gadgets – and we can't stand to be without them. There are 328 million cell phones in the U.S. Many consumers do not carry insurance and need them repaired.

The US has officially become a smartphone nation — at least, if you ask Nielsen. The research group's latest **DIGITAL CONSUMER REPORT** estimates that 65 percent of all Americans owned one of the devices in 2013. That's a big step up from 44 percent in 2011, and smartphones are now more common than game consoles (46 percent) and digital cable (54 percent). Americans are also increasingly tech-laden, with an average of four devices per person; 29 percent of them have a tablet versus just 5 percent two years ago.

That shift toward mobile is affecting how many spend their free time. Americans spent an average of 34 hours per month using mobile apps and browsers in 2013; that's more time than they spent online with their PCs, which chewed up 27 hours. Social networking use is declining on the desktop, too, while it's surging in mobile. Smartphones aren't as ubiquitous as TVs at this

stage, but they've clearly taken hold of the public consciousness.

Founded in Orlando, Fla. in 1996, CPR Cell Phone Repair **WWW.CELLPHONEREPAIR.COM** is the fastest growing wireless technology franchise in North America and operates 200 locations internationally. As a pioneer and leader in the electronics repair industry, CPR offers same-day repair and refurbishing services for cell phones, laptops, gaming systems, digital music players, tablets and other personal electronic devices. In addition to repairing cracked screens water damage, they offer to

buy, sell and trade devices. The customer can purchase another device and CPR will complete the data transfer.

CPR has 5 stores open in the Twin Cities metro located in Bloomington, Coon Rapids, Eden Prairie, Plymouth and Roseville. Kyle Opdahl, Area Developer, says they are searching for 13 more sites in the metro and 30 stores total if you include the outstate markets. The site requirements are: 1,000 to 1,400 s.f. in prime locations close to Verizon, T-Mobile and Sprint stores.

*There are 328 million cell phones in the U.S. Many consumers do not carry insurance and need them repaired.*





## Minnesota Marketplace



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

▶ The Illinois-based Middle Eastern food chain, **NAF NAF GRILL** opened a new location in the U.S. Bank Plaza. Known as the “Chipotle of falafel,” Naf Naf Grill serves Middle Eastern-style staples like pita sandwiches and salads. They are located on the ground floor at 200 S. Sixth Street.

▶ Northeast Minneapolis-based personal training company, **BODIES BY BURGOON**, will be adding a 2,300 sf expansion that will bring the “destination-style” fitness studio to 6,400 sf. The extra space will accommodate the addition of yoga, cycling, and a rooftop studio at the Thorp Building facility located at 1620 Central Avenue NE.

▶ **SPYHOUSE COFFEE'S** fourth shop opened August 12 at 907 Washington Avenue N in the Brunfield apartment building in the North Loop. The 1,400 sf coffee shop, dubbed Spyhouse West, will continue to serve the company’s artisanal, small-batch coffee, espresso beverages and Patisserie 46 pastries.

▶ **JIMMY JOHN'S** has upgraded and reopened their Mayo Clinic Square restaurant under the company’s new national prototype. With 3,000 sf at 600 Hennepin Ave, it is Jimmy John’s largest franchise location.

▶ After 11 years of service, **ZEN BOX JAPANESE EATERY** closed their skyway restaurant. The sister restaurant, Zen Box Izakaya on Washington Avenue will remain open.

▶ **FIT 1ST** is a new running store opened by Manny Minter at 2327 Hennepin Avenue. With a passion for finding customers the right shoes

based on body mechanics, Manny personally watches customers walk barefoot and run on a treadmill to determine which shoes are best. Minter carries brands including Puma, Scott, 361 and Ryka.

▶ **CIEN TACOS**, an authentic Mexican restaurant, has opened in the Tamarack Hills commercial development. Four of the five owner-chefs grew up in Mexico. What sets Cien Tacos apart from other Mexican-style food is their dishes will be made in the traditional, authentic style with which they grew up, rather than catering to American tastes. Cien Tacos is located at 803 Bielenberg Drive, Suite 101 in Woodbury.

▶ **DUNKIN' DONUTS** opened their first Duluth location at 104 West Central Entrance. Even before doors opened, Dunkin’ Donuts began work on their second location in the former Mr. Movies space on Tower Avenue in Superior.

▶ Discount home goods retailer, **AT HOME**, announced it will be opening its first Minnesota store in a vacant Kmart building near the Burnsville Center. At Home will be 107,000 sf and plans to open in winter of 2016-2017.

▶ **BLUE CROSS AND BLUE SHIELD OF MINNESOTA** will open a second retail store in a 4,700 sf storefront at the Crossroads of Roseville Mall later in 2015. The flagship Blue Cross and Blue Shield opened in Edina last year and store performance at that location exceeded expectations.

– continued on page 7



CONTINUED: Minnesota Marketplace

▶ **KOWALSKI'S MARKET** opened an 18,000 sf grocery store at 440 Water St in Excelsior in July. The store is smaller than typical Kowalski's stores and features new amenities like a hot pasta bar, hot sandwich bar, and expanded sushi program.

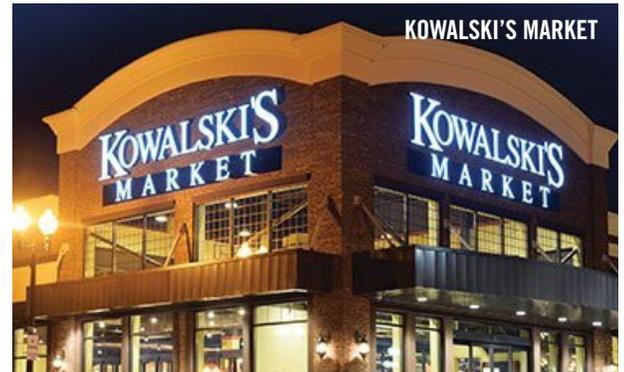
▶ Restaurant and entertainment establishment, **DAVE & BUSTER'S** opened an Edina location at Southdale Center in August. The 41,500 sf restaurant features the standard food, booze, and arcade games as other Dave & Buster's restaurants, as well as has new menu items, an exclusive Angry Birds Arcade and 360-degree TV viewing bar.

▶ **DAVID'S TEA**, a Canadian tea shop, announced it will be opening on September 5th, at Mall of America. The Mall of America store will be the 28th store in the United States with plans to build about 300 more.

▶ **PIADA ITALIAN STREET FOOD**, fast-casual Italian chain, announced it will be opening it's first Twin Cities location this fall at Mall of America. Piada features Italian street food, like pastas, salads, and the restaurant's signature dish the Piada - Italian ingredients wrapped in a fresh baked thin crust.

▶ Beer lovers rejoice! **WORLD OF BEER** has announced they will open a St. Paul location in Lowertown at 356 Sibley Street this fall. The bar typically serves between 30-60 tap beers and the menu varies depending on location.

▶ Boutique fitness studio, **SOLIDCORE**, opened in Wayzata in August at 820 Mill Street next to Lunds & Byerlys Kitchen and Twiggs Salon. This is the second Solidcore to open in the Twin Cities area, with the first at the Shops at West End.



## Would you like to meet your MN State Legislator, MSCA style?



by Laura Gill, CHRISTIANSON & COMPANY COMMERCIAL REAL ESTATE SERVICES

The MSCA Legislative Committee schedule meet and greets called "Legislative coffees" with State Senators and Representatives from the districts in which MSCA members live, work, and own/manage property. These meetings focus on educating elected officials about the industry and communicating our collective industry concerns. This work goes hand in hand with our lobbyists' daily efforts at the Capitol.

It is a casual legislator coffee meeting hosted in the city of the district. This is a great opportunity to share our concerns as an industry and as

individuals.

The purpose for these meetings is to personally meet with your legislators and discuss issues important to you and the Shopping Center industry. The important issues from the past and present for our industry are Street Improvement Fees, Warehouse Tax and Property Taxes. Our responsibility is to communicate with our elected officials and inform them of these important issues about what we have to say.

A committee member may have already contacted or will be

contacting you about verifying your home and work address to contact you about attending these meeting. If you don't know your district you can go to [HTTP://WWW.GIS.LEG.MN/OPENLAYERS/DISTRICTS](http://www.gis.leg.mn/openlayers/districts). By letting the MSCA know your home address or district number really assists the committee with MSCA's future legislative efforts and to keep you informed.

Hope you can make it to your next Legislative coffee!

*...a great opportunity to share our concerns as an industry...*





# MSCA PROGRAM RECAP



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

On August 5, Joe Girardi, Principal – Investment Sales at Mid-America Real Estate, and Steven Johnson, Development Partner at Solomon Real Estate Group, Inc., provided an overview on how retail projects have evolved over the past decade. Barry Brottlund, Principal at InSite Commercial Real Estate, and Robert Wise, a Retail Leasing Specialist at Mid-America Real Estate – Minnesota, LLC, moderated the session.

The speakers started with an overview of the “go-go” years of 2004-2008, which was a period of rising land values and rents. New large retail developments were common, with some being 25 acres or more. However, this period was followed by the deep recession of 2008-2010 which resulted in development activity grinding to a halt. Lenders became more conservative and developers shifted their focus to restructuring loans and managing existing projects.

Things picked up again in 2010-2012. Developers began looking for value added opportunities. The process of repurposing big boxes that went dark during the

recession gained traction as well. The 2012-2014 years were very active. In particular, the focus shifted to building smaller centers, often in the range of 10,000 to 15,000 square feet. Rents were rising again, and in some areas, tenants found themselves on waiting lists for prime locations. The cost of labor and the size of the labor pool became challenges during this time.

Looking to the future, the speakers suggested that the trend of building smaller centers will continue, with particularly strong growth in urban retail. Even traditional power centers may have a different look in the future as more retailers embrace the trend of going smaller. Over the near term, investment product supply driven by anchor development may be limited as demand outpaces supply, and ongoing uncertainty over interest rates will affect prices.

*...the trend of building smaller centers will continue, with particularly strong growth in urban retail.*

**PLEASE NOTE:  
THE OCTOBER  
PROGRAM HAS SWITCHED  
TO WEDNESDAY,  
OCTOBER 14TH**

## PROFESSIONAL SHOWCASE: NATURALGREEN

Close your eyes and think 120 days till vacation in Fiji...Just 116 days till you have to start packing swim suits and flip flops! Sounding good, right? OK, truth be told this is MN...and it's 116 days from our last plowable snow fall, April 16th...and 120 days from the 1st snow fall of last year, December 4th.

Contact NaturalGreen for your Winter Services so you can get back to Fiji & flip flops! Folks the SNOW and Polar Vortex are coming sooner than any of us want! Give them a call and be ready when the snow hits the fan! 612-366-3984



L to R: Barry Brottlund, InSite Commercial Real Estate, Inc. (moderator), Steve Johnson, Solomon Real Estate Group, Inc., Joe Girardi, Mid-America Real Estate, Robert Wise, Mid-America Real Estate – Minnesota, LLC(moderator)

## MSCA LEADERSHIP

### OFFICERS:

*President:* **Tony Barranco** – Ryan Companies US, Inc.  
*1st Vice President:* **Bob Pounds** – Colliers International | Minneapolis-St. Paul  
*2nd Vice President:* **Rick Plessner** – Inland Real Estate Corporation  
*Treasurer:* **Hans Rasmussen** – McGough Companies  
*Secretary:* **Jesseka Doherty** – Mid-America Real Estate – Minnesota, LLC

### DIRECTORS:

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

### NEWSLETTER COMMITTEE ROSTER:

**Greg Brenny** - Briggs & Morgan, P.A.  
**Deborah Carlson** - Cushman & Wakefield/NorthMarq  
**Steve Day** - Sullivan|Day Construction  
**Phil Foster** - CMA  
**Lindsay Gardenhire** - JLL  
**Richard Jahnke** - Sunbelt Business Brokers  
**Natina James** - RSP Architects, Ltd.  
**Jackie Knight** - The Ackerberg Group  
**Judy Lawrence** - Kraus-Anderson Companies  
**Greg LaMere** - Metro Equity Management LLC  
**Susanne Miller** - Loucks  
**Brandon O'Connell** - Mid-America Real Estate – Minnesota LLC  
**Jeff Orosz** - Sambatek, Inc.  
**Katie Prater** - Paster Properties  
**Jeffrey Serum** - Fredrikson & Byron, P.A.  
**Nicole Urista** - Paster Properties

### STAFF:

*Executive Director:* **Karla Keller Torp** (p) 952.888.3490 (c) 952.292.2414  
*Associate Director:* **Ryan Hericks** (p) 952.888.3491 (c) 952.292.2416  
*Layout Design:* **Christine Moen** (c) 612.481.5061

### COMMITTEE CHAIRS:

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

# Welcome

### NEW MEMBERS:

**All Elements Roofing** ..... **Paul Levisse**  
**CBRE**..... **Dan Conzemius**  
**CoBeck Construction**..... **Tom Madsen**  
**Coborn's**..... **Christie Schulte**  
**GTRE Commercial**..... **Gordon Tuchenhagen**  
**Kraus-Anderson Companies**..... **Latrice Dasher**

### MEMBER NEWS:

- **STEVE EGGERT** has joined Solomon Real Estate Group.
- Sorg Architects as joined member company **DLR GROUP**.
- **MIKE STURDIVANT** has been promoted to Senior Leasing Representative & Development Associate.
- Associated Builders and Contractors (ABC) announced that **DIVERSIFIED CONSTRUCTION** achieved the Platinum level of ABC's prestigious Safety Training Evaluation Process (STEP) for 2015.

## 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
<p><b>MSCA PRESIDENTIAL PERSPECTIVE: TODAY'S IMPACT ON THE INDUSTRY</b></p>	<p>Doubletree Hotel Mpls Park Place</p>	<p>Sept. 9th, 8:00-9:30am</p>
<p><b>THIRD THURSDAYS NETWORKING - FREE</b> <i>Hosted by: Sean Quinn, H.J. Development and Mike Collins, Cutting Edge Property Maintenance</i></p> <p><a href="#">DIRECTIONS</a></p>	<p>LynLake Brewery, Uptown</p>	<p>Sept. 17th, 3:30-5:00pm</p>

[HTTP://WWW.MSCA-ONLINE.COM/EVENTS/CALENDAR/DATE/2015-09](http://www.msca-online.com/events/calendar/date/2015-09)

MSCA 2015 CORPORATE SPONSORS

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



ACI Asphalt Contractors, Inc.  
All Elements Roofing  
All Ways Drains LTD  
Allied Blacktop Company  
Aspen Waste Systems, Inc.  
Asphalt Associates Inc  
BMO Harris Bank  
**Barna, Guzy & Steffen, Ltd.**  
Bremer Bank, N.A.  
CBRE  
CSM Corporation  
Colliers International | Minneapolis-St. Paul  
Cunningham Group Architecture, Inc.  
Cushman & Wakefield/NorthMarq  
Cutting Edge Property Maintenance  
Doran Companies  
The Driessen Group, LLC  
**Faegre Baker Daniels LLP**  
Fendler Patterson Construction, Inc.  
First American Title Insurance Co.

Fredrikson & Byron, P.A.  
Great Clips, Inc.  
Great Southern Bank  
H.J. Development, Inc.  
Inland Real Estate Corporation  
JLL  
Kimley-Horn and Associates, Inc.  
Kraus-Anderson Companies  
Larkin Hoffman  
**Lindquist & Vennum LLP**  
Mall of America  
The Mandinec Group Landscaping Inc.  
Marcus & Millichap  
McGladrey  
Messerli & Kramer P.A.  
Mid-America Real Estate – Minnesota, LLC  
**Midwest Maintenance & Mechanical, Inc.**  
Minnesota Real Estate Journal  
NaturalGreen Landscape Management  
Oppidan, Inc.

The Opus Group  
Outdoor Environments  
Paster Properties  
**Prescription Landscape**  
Ryan Companies US, Inc.  
Sambatek, Inc.  
Smith Gendler Shiell Sheff Ford & Maher  
Stinson Leonard Street LLP  
TCF Bank  
TCI Architects/Engineers/Contractor, Inc.  
Target Corporation  
Trautz Properties, Inc.  
U.S. Bank National Association  
**United Properties**  
Vantage Law Group  
Venture Mortgage Corporation  
Weis Builders, Inc.  
Wells Fargo Bank, N.A.  
Westwood Professional Services, Inc.



MINNESOTA SHOPPING  
CENTER ASSOCIATION

# 2015 SUBMITTAL FORM

## MSCA HALL OF FAME

### BACKGROUND INFORMATION:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Number of Years in the Retail Real Estate Industry: \_\_\_\_\_

Number of Years in MSCA: \_\_\_\_\_

MSCA Involvement (Participation and Year): \_\_\_\_\_

### JUDGING CRITERIA:

This award shall go to a current MSCA member who has shown outstanding participation, leadership, and achievement for at least 10 years of service within MSCA and the retail real estate industry. The candidate must be a valuable ambassador to MSCA and demonstrate identifiable results within our industry. The candidate must exhibit mentorship skills by sharing his or her knowledge to help better our industry and individuals.

Please attach a narrative description using the judging criteria above: (500 words or less)

Please include an award statement of 5 sentences or less. This will be read if your candidate is selected.

### SUBMISSION DUE DATE TO A BOARD MEMBER: *September 11, 2015*

Potential candidates can be nominated by any MSCA member via a current Director of the MSCA Board. The Board Member will then qualify the nominee and forward to the nominating committee (MSCA President, First Vice President and Past President) for consideration.

This award is given at the discretion of the nominating committee.

### Checklist:

- 5 copies of the completed submittal form and narrative description
- 1 colored digital image scanned at 300 dpi, JPEG or TIF format preferred, for display board and presentation

Please send required checklist to MSCA. Thank you for your submission.