



Inver Grove Heights Economic Development Authority
Monday, October 7, 2024 at 5:00 PM
8150 Barbara Avenue, Inver Grove Heights, MN 55077

AGENDA

NOTICE TO RESIDENTS: Individuals may submit written public comments in advance of the meeting by emailing comments to Stacy Bodsberg (sbodsberg@ighmn.gov). Comments received prior to 4:00 p.m. on Monday, October 7, 2024, will be provided to the EDA at or before the October 7, 2024 meeting.

1. **Call to Order**
2. **Roll Call**
3. **Consent Agenda**
 - A. Minutes of the August 5, 2024, Economic Development Authority Meeting
 - B. Approval of Claims
4. **Regular Agenda**
 - A. Retail Recruitment Services Contract with Krueger Real Estate Advisors
 - B. Staff Updates (verbal)
5. **Next Meeting**
6. **Adjourn**

**INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY MEETING
MONDAY, AUGUST 5, 2024 - 8150 BARBARA AVE**

1. CALL TO ORDER

The Economic Development Authority (EDA) of Inver Grove Heights met in Regular Session August 5, 2024, in the Council Chambers at City Hall. President Gliva called the meeting to order at 5:00 p.m. The Pledge of Allegiance was recited.

2. ROLL CALL

Present: EDA President Gliva; EDA Members Scales, Dietrich and T'Kach.

Staff Present: City Administrator Wilson, City Attorney Nason, Deputy City Clerk Malott, Community Development Director Ziemer, and Finance Director Hove.

Absent: EDA Member Murphy.

3. CONSENT AGENDA

A. Minutes of the June 3, 2024, Economic Development Authority Meeting.

B. Financial Claims Report.

Motion by Scales, Second by Dietrich; to approve consent agenda items.

Motion approved 4-0.

4. REGULAR AGENDA

A. Update from EDA Consultant Lee Kruger.

EDA Consultant Lee Krueger provided updates since he last met with the EDA. He mentioned the following:

- Dining continues to grow
- Social media drives many decisions
- Competitive Socializing shows no sign of slowing
 - Concord Street Site has a lot of interest; at least three groups have interest
- IGH has increased market awareness

Mayor Dietrich noted she spoke at a shopping center convention several months ago, noting there are opportunities for Inver Grove Heights to be more visible this coming year through shopping center events and the Minnesota Commercial Association of Realtors (MNCAR). They host an expo with 600 to 700 vendors every year.

Mr. Krueger discussed the key commercial locations in the City. He reported Arbor Point saw some new businesses open up and still had excellent infill opportunities, and there was interest in Salem Square and Simley Plaza. Krueger offered some observations about the City based on his recent conversations, including the continued need for people to associate Inver Grove Heights with different types of businesses or community amenities. He said the EDA had opportunities to be a catalyst towards development, which would require forming partnerships with groups interested in working with the City on potential projects.

Krueger reported the new Chipotle restaurant on Blaine Avenue has had strong sales and different sites are wanting to bring in similar restaurants. He also discussed the "the third place" concept. Most people's first place is their home, their second place is their office or workplace

and the third place is where their sense of community occurs. People are seeking a third place because many people lost their second place due to work at home. Looking a retail development in terms of destination retail would help create that third place.

Commissioner T'Kach inquired if there have been any more discussions about the Hempel commercial sites. Mr. Krueger stated there is a potential game plan that will work but it is not necessarily traditional retail. Groups do like the site, and the site has great accessibility to the Hempel site. People are willing to drive 20 to 30 minutes for these types of experiences.

Commissioner Dietrich questioned what their goals were for this month. Krueger stated that the hope is to resolve the issue with the Concord site. He was not leading the project but have spoken with some people that have proposed good options. He added the end of the month would hopefully see steps taken at the Argenta site or a couple options at the Bishop Heights site. Yo-Yo Donut's has signed on for an open space in Arbor Point.

President Gliva stated that she would like to stay on top of making sure people know where "Inver Grove Heights" is located and name recognition. Krueger stated the development community does know about Inver Grove Heights, but did not know what land or sites that were available. Location options have been provided to developers and has been helpful.

B. Potential Sale of EDA Owned Property on Dickman Trail.

City Administrator Wilson provided background information on an EDA parcel subject to the closed session. She reviewed potential options for selling the land and steps required of the EDA if it were to sell the land.

Wilson stated the EDA is not required to use a commercial real estate broker or accept multiple offers. She said the Planning Commission must review the sale for concurrence with the City's Comprehensive Plan and the EDA must have a public hearing after the terms and conditions of the sale are known. When it comes to selling EDA-owned land, Wilson stated there are no requirements that allows everyone an opportunity to make an offer, but said there is value in being transparent with the surrounding property owners, existing residents and owners. She said listing the property for sale can force competitive bids to get the best price. But, advised, if the EDA was looking for development to benefit the tax base, the EDA may want to evaluate the track record of the buyer and also consider whether the proposed use was aligned with the City's goals and priorities and needs.

Commissioner T'Kach inquired if the city could ask the buyer to help pay for the infrastructure and have it included in the contract. City Administrator Wilson stated that they can sell the property as is and the buyer would know any infrastructure costs would be their responsibility.

President Gliva inquired if there are any deadlines that need to abide by. City Administrator Wilson stated that there is generally a due diligence period in the terms and conditions of the offer.

C. CLOSED SESSION to Discuss an Offer to Purchase EDA-Owned Property

Motion by T'Kach, Second by Scales, to go into closed session.

Motion approved 4-0.

**Motion by Scales, Second by Dietrich, to reconvene open session.
Motion approved 4-0.**

5. NEXT MEETING

The next regularly scheduled meeting is Monday, October 7, 2024, at 5:00 p.m.

6. ADJOURN

Motion by Scales, Second by T’Kach, all in favor to adjourn.

The meeting was adjourned by unanimous vote at 5:55 p.m.

Minutes prepared by Sara Lyons, Recording Secretary.



Budget Report

Account Summary

For Fiscal: 2024 Period Ending: 10/31/2024

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 290 - EDA-OPERATING FUND							
Revenue							
290.5800.000.4610	Investment Interest-Received	3,000.00	3,000.00	0.00	5,508.76	2,508.76	183.63 %
290.5800.000.4990	Transfers In from Other Funds	169,515.00	169,515.00	14,126.25	141,262.50	-28,252.50	16.67 %
	Revenue Total:	172,515.00	172,515.00	14,126.25	146,771.26	-25,743.74	14.92 %
Expense							
290.5800.000.5000	Wages-Full Time Employees	107,800.00	107,800.00	588.72	3,237.96	104,562.04	97.00 %
290.5800.000.5030	Employer Social Security	6,700.00	6,700.00	37.15	204.98	6,495.02	96.94 %
290.5800.000.5032	Employer Medicare	1,600.00	1,600.00	8.68	47.91	1,552.09	97.01 %
290.5800.000.5040	Medical Insurance	17,500.00	17,500.00	0.00	0.00	17,500.00	100.00 %
290.5800.000.5046	Insurance-Cash Option	5,100.00	5,100.00	17.82	124.74	4,975.26	97.55 %
290.5800.000.5050	Life Insurance	200.00	200.00	0.00	1.84	198.16	99.08 %
290.5800.000.5052	LTD Insurance	300.00	300.00	0.00	0.00	300.00	100.00 %
290.5800.000.5058	Account Fees-HSA/HRA/FSA	100.00	100.00	0.00	0.63	99.37	99.37 %
290.5800.000.5060	Employer PERA	8,100.00	8,100.00	44.14	242.79	7,857.21	97.00 %
290.5800.000.5082	Unemployment Compensation	0.00	0.00	0.00	171.40	-171.40	0.00 %
290.5800.000.5084	Workers Compensation	600.00	600.00	50.00	500.00	100.00	16.67 %
290.5800.000.5305	Legal Services	10,000.00	10,000.00	0.00	2,516.50	7,483.50	74.84 %
290.5800.000.5310	Professional Services & Contracts	43,000.00	43,000.00	0.00	70,000.00	-27,000.00	-62.79 %
290.5800.000.5335	Dues, Licenses & Subscriptions	8,000.00	8,000.00	0.00	0.00	8,000.00	100.00 %
290.5800.000.5340	Training & Travel	4,000.00	4,000.00	0.00	0.00	4,000.00	100.00 %
290.5800.000.5450	Insurance Allocation	200.00	200.00	16.67	166.70	33.30	16.65 %
290.5800.000.5455	City Facilities Allocation	315.00	315.00	26.25	262.50	52.50	16.67 %
	Expense Total:	213,515.00	213,515.00	789.43	77,477.95	136,037.05	63.71 %
	Fund: 290 - EDA-OPERATING FUND Surplus (Deficit):	-41,000.00	-41,000.00	13,336.82	69,293.31	110,293.31	269.01 %
Fund: 291 - EDA-ACQUISITIONS FUND							
Expense							
291.5800.000.5305	Legal Services	0.00	0.00	0.00	1,703.75	-1,703.75	0.00 %
291.5800.000.5380	Utility Charges-Storm Water	0.00	0.00	0.00	294.08	-294.08	0.00 %
	Expense Total:	0.00	0.00	0.00	1,997.83	-1,997.83	0.00 %
	Fund: 291 - EDA-ACQUISITIONS FUND Total:	0.00	0.00	0.00	1,997.83	-1,997.83	0.00 %
	Report Surplus (Deficit):	-41,000.00	-41,000.00	13,336.82	67,295.48	108,295.48	264.14 %

Group Summary

Account Typ...	Original	Current	Period	Fiscal	Variance	
	Total Budget	Total Budget	Activity	Activity	Favorable (Unfavorable)	Percent Remaining
Fund: 290 - EDA-OPERATING FUND						
Revenue	172,515.00	172,515.00	14,126.25	146,771.26	-25,743.74	14.92 %
Expense	213,515.00	213,515.00	789.43	77,477.95	136,037.05	63.71 %
Fund: 290 - EDA-OPERATING FUND Surplus (Deficit):	-41,000.00	-41,000.00	13,336.82	69,293.31	110,293.31	269.01 %
Fund: 291 - EDA-ACQUISITIONS FUND						
Expense	0.00	0.00	0.00	1,997.83	-1,997.83	0.00 %
Fund: 291 - EDA-ACQUISITIONS FUND Total:	0.00	0.00	0.00	1,997.83	-1,997.83	0.00 %
Report Surplus (Deficit):	-41,000.00	-41,000.00	13,336.82	67,295.48	108,295.48	264.14 %

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
290 - EDA-OPERATING FUND	-41,000.00	-41,000.00	13,336.82	69,293.31	110,293.31
291 - EDA-ACQUISITIONS FUND	0.00	0.00	0.00	-1,997.83	-1,997.83
Report Surplus (Deficit):	-41,000.00	-41,000.00	13,336.82	67,295.48	108,295.48



Economic Development Authority Staff Report

SUBJECT: **Retail Recruitment Services Contract with Krueger Real Estate Advisors**

MEETING DATE: October 7, 2024

ITEM TYPE: Regular Agenda

CONTACT: Jason Ziemer, Community Development Director, 651-450-2546

PURPOSE/ACTION REQUESTED

The Economic Development Authority is asked to provide direction as to contract with Krueger Real Estate Advisors.

BACKGROUND

In early 2023, the Economic Development Authority (EDA) conducted a Request for Proposal (RFP) process for professional retail recruitment services. Of the three proposals received, the EDA selected Krueger Real Estate Advisors (Krueger Proposal) at its March 13, 2023 meeting via Resolution No. EDA 23-02.

The Krueger proposal noted the following approach to the work project:

- Meetings with existing property owners and brokers.
- Inventory of existing real estate.
- Interviews with impacted and interested parties.
- Attend EDA meetings.
- Develop aggressive strategies to retail recruitment.
- Focus on efforts leading to transactions rather than providing a research project.

The Krueger Proposal quoted consulting services not to exceed \$7,800 per month. That monthly contract amount was based on a rate of \$250 per hour, up to 24 hours per month, for services provided by Lee Krueger.

The initial contract was for a period of six (6) months with a total cost of services not to exceed \$46,800. The contract was renewed for two (2) additional six (6) month periods at the same monthly cost. The most recent contract extension expired on September 30, 2024.

Staff is seeking discussion and direction from the EDA whether there is interest in continuing the contract as-is, continuing the contract with a modified work direction and scope, or allowing the contract to expire and utilizing the EDA's resources in another manner.

FISCAL IMPACT

The fiscal impact depends on whether the contract for services is continued.

RECOMMENDATION

ATTACHMENTS

1. Proposal Krueger Real Estate



RESPONSE FOR IGH RFP PROFESSIONAL RETAIL RECRUITMENT SERVICES

To the City of Inver Grove Heights and its Economic Development Authority: thank you for considering Krueger Real Estate Advisors for this project in your city. We are honored to be part of the discussion and, if selected, will work with you and your team to deliver the best possible outcomes for Inver Grove Heights. Please feel free to contact us with any questions you may have regarding our proposal.

A. Project Approach.

In short, this project will benefit from a “hands on” approach with face-to-face and in-person interactions being more impactful than a reliance upon electronic research. We will use all tools at our disposal to find a path that leads to success for Inver Grove Heights. Many steps in this process will occur simultaneously, and they include (in no particular order):

- Meetings with existing property owners and brokers.
 - Complete Participation/Cooperation Agreements.
 - Allows for assistance with marketing efforts.
 - Demonstrates City’s commitment to assist.
 - Leverages existing networks.
 - Site visits with owners/brokers.
- Inventory of existing real estate.
 - Vacant retail spaces.
 - Expiring leases of open businesses.
 - Vacant land.
- Interviews with impacted and interested parties.
 - Community members.
 - Retailers.
 - Within Inver Grove Heights.
 - Find the success stories.
 - Learn what is believed to improve marketplace.
 - Outside of the immediate vicinity.
- Attendance at Inver Grove EDA meetings.
 - Regular staff updates.
 - Written status reports.
- Work with the EDA and City of IGH to develop aggressive strategies to recruit retail.
 - Identify possible Public/Private Partnerships.
 - Determine what, if any, incentive packages may be appropriate.

- Focus will be on efforts that lead to transactions rather than providing a research project.
 - “Hunter” rather than a “gatherer.”
 - This cannot be a passive effort.

B. Project Consultant Team.

1. Lee Krueger, Principal (see attached resume).
 Lee has over 35 years of commercial real estate experience with the majority of his experience being in retail real estate focusing on the property owner/landlord side of the table. Before starting Krueger Real Estate Advisors in 2022, Lee was the president of the Saint Paul Port Authority (SPPA). At the SPPA Lee created several Public-Private Partnerships that led to completed development projects. Working to bridge the divide between the public interests and the private sector development community allowed for certain projects to advance that would not have occurred otherwise.
 Lee has extensive history with many of the brokers that are actively leasing spaces within Inver Grove Heights. By building on these relationships, we will be able to leverage the efforts that are already taking place.
 Lee has a Real Estate Broker’s license for the state of Minnesota.
2. LeeAnn Krueger, Associate.
 Starting her second year at Krueger Real Estate Advisors, LeeAnn will function as the Research Analyst for this endeavor. She will also assist with creating written agreements with brokers and owners and coordinate showings and meetings with the same entities. Research can also include researching and assisting with City staff to find appropriate grant sources.
 LeeAnn will represent the project at industry events locally and nationally.
 LeeAnn has a Real Estate Salesperson’s license for the state of Minnesota.
3. SKJ Design Studios.
 Owned and operated by Suzanne Jones, SKJ Design Studios can provide on an “as needed” basis maps and marketing materials that can be provided to the industry professionals. Suzanne has created such supporting resources for Mid-America Real Estate and JLL. We will plan to utilize existing flyers that are being used in the marketplace, but will combine them when appropriate.
4. There is the potential that additional industry professionals will be added to the project team if the need warrants such an addition.

C. Relevant Experience.

1. Lee will be the primary contact for this project.
2. Memberships include:
 - a. Minnesota Shopping Center Association (MSCA).
 - b. Innovating Commerce Serving Communities (ICSC, formerly entitled International Council of Shopping Centers.
 - c. Minnesota Commercial Association of Real Estate/Realtors (MNCAR).
3. Regular attendee at all groups’ events, including the May 2023 ICSC National Convention where IGH can be represented.

4. Krueger Real Estate Advisors is a licensed real estate company in Minnesota (license number 40792372).

D. Consultant Team Capacity.

Krueger Real Estate Advisors was created in March 2022 and obtained its first clients in May 2022. Even though Lee Krueger, principal, has 38 years of experience, as a relatively new real estate firm its capacity is still considerable.

Meetings are being scheduled in the next months as the market uncertainties facing the industry in 2023 and beyond will lend itself to the use of boutique firms that can provide personalized services that extend beyond the typical passive approach.

E. References:

1. Angie Helms, Sr. Property Manager, Hillcrest Development. Former colleague. (570) 460-4914 cell; AngieH@Hillcrestdevelopment.com
2. Marshall Nguyen, Vice President, Caspian Group. Developer. (612) 327-1059; marshall@caspianrealty.com
3. Julie Bauch, Owner, Bauch Enterprises. Colleague at Keg & Case Market. (612) 860-2467; julie@bauchenterprises.com
4. Josh Krsnak, Principal, Hempel Companies. Developer. (612) 355-2602; josh@hempelcompanies.com
5. Heide Kempf-Schwarze, Sr. Property Manager, Unilev (Wells Fargo Place). Saint Paul Downtown Alliance. (651) 229-2841; heide.schwarze@unilev.com
6. Bill Ashton, owner Jersey's Bar & Grill. (612) 867-4871; bill@jerseysbar.com
7. Kris Schisel, VP Agency Leasing, Transwestern. Broker, former colleague. (612) 359-1691; Kris.Schisel@transwestern.com
8. Todd Geller, Saint Paul landlord and developer. (612) 730-5430, todd@terracegrouppllc.com
9. Recent deals:
 - a. Seven deals in the Downtown Alliance Program with five additional leases being negotiated. Deals include: 2043; Trinity House Coffee; Jack & The Pack; Blue Hummingbird Woman; Ramadhan Designs; Night Club; Petek Trading. This program won the 2022 Minnesota Shopping Center Association Star Award for the Innovation category.
 - b. Treasure Island Center Downtown Saint Paul: Numerous leases including Pillbox Tavern; Minnesota Wild; TRIA Orthopedics and more.
 - c. Keg & Case Market: Letters of intent out for three food tenants.

F. Conflicts of Interest. None.

For retail projects, the team is currently leasing the Keg & Case Market in Saint Paul and working on the Saint Paul Downtown Alliance Grow Saint Paul Program.

WE are also consulting on a brownfield site in Burnsville that will be marketed for industrial development opportunities.

G. Costs.

Not to exceed \$7,800.00 per month.

- Lee \$250.00 per hour, will devote a minimum of 24 hours per month.
- LeeAnn \$100.00 per hour, will devote a minimum of 18 hours per month.
- SKJ Studios: \$75.00 per hour (“as needed” basis with pre-approval).

Could include maps and demographics, as well as photos and renderings.

Note: Additional time is available if in the opinion of City staff that it will be necessary to advance the project.

Expected reimbursables: None without project contact(s) from City staff. With approval, these could include:

- Hosted meals;
- Industry events;
- Event sponsorships;
- Presentations at industry events (such as Minnesota Real Estate Journal’s continuing education courses).

The members of Krueger Real Estate Advisors have already committed to several industry events which will not be charged to the city of Inver Grove Heights. The real estate recruitment project will be presented to brokers, tenants, developers and others at these functions. These local, regional, and national events include, but are not limited to the following:

- ICSC Convention, May 2023 in Las Vegas;
- MNCAR Expo, October, Minneapolis.
- MSCA Monthly programs, usually held in Hopkins.

LEE KRUEGER

9516 Columbus Avenue South
Bloomington, MN 55420
(612) 718-0198 mobile
Lee@KruegerREA.com

EXPERIENCE

Principal

(March 2022 – present)

Krueger Real Estate Advisors, Bloomington, Minnesota

- Owner of full service commercial real estate firm.
- Providing consulting services to public and private sector clients.
- Focus is on solving complex problems for real estate concerns including the creation of Public-Private Partnerships.
- Consulting projects in Minnesota have ranged from an industrial development in International Falls to a mixed-use retail redevelopment in Red Wing.
- Non-profit consulting clients have included Toys For Tots and their distribution center for Christmas 2022 and a location for a Minnesota Historical Boat Museum.
- Clients include Women and Minority-owned Enterprises (WBE/MBE) as they create development start-up operations.
- Currently providing leasing services for Keg & Case Market in Saint Paul.
- Working with clients to provide Tenant Representative services, buyer's representation and ownership counsel.

President

(March 2016 – February 2022)

Saint Paul Port Authority, Saint Paul, Minnesota

- Lead a state-wide organization that was created by Legislative action in 1929.
- Managed staff that runs Minnesota's second busiest port, focusing on river shipping.
- Strengthened the Senior Leadership Team to allow for increased creativity and accountability.
- Increased diversity of staff by expanding recruitment efforts within BIPOC community.
- Work with elected officials from city, county, and state to obtain grant dollars for economic development efforts and to be a Fiscal Agent for State of Minnesota Bonding proceeds.
- Strategically worked with public officials and community groups to create an outreach program to impact the disadvantaged residents in the east metro area of the Twin Cities.
- Grew the organization's efforts at creating new Joint Ventures via Public/Private Partnerships.
- Diversify real estate holdings to add more mixed-use projects to the Port's portfolio.
- Created a Net Zero Energy Symposium which has led to the design of similar type of buildings within Port Authority Business Parks.
- Expanded the Port Authority's role in state-wide consulting and energy savings financing plans to more than 60 of Minnesota's 87 counties, growing our role as an Economic Development Agency.

Senior Vice President of Real Estate and Development

(June 2012 – February 2016)

Saint Paul Port Authority, Saint Paul, Minnesota

- Oversee the Real Estate and Development Department of the Port Authority.
- Hire, train, supervise and guide a staff of four professionals regarding development, leasing, and remediation efforts.
- Identify, and negotiate agreements with Joint Venture partners for development opportunities.
- Negotiate Purchase Agreements as both buyer and seller.
- Manage ground lease transactions and retail leasing as necessary to advance Port's economic development goals.
- Responsible for due diligence prior to acquisition of properties.
- Remediate contaminated sites for disposition and development.
- Coordinate efforts with government officials for real estate development in city of Saint Paul and surrounding cities.

Leasing Director

Emmes Realty Services, Roseville, Minnesota

(January 2007 – May 2012)

- Oversee all leasing activity over six million square feet of shopping center space, located in 14 states (FL, IA, IL, IN, KS, KY, MI, MN, MO, NC, NH, OH, TX, WI) that includes 35 properties.
- 577,000 square feet of new and renewed leases in 2010 (255,000 through September 2011).

- 428,000 square feet of new and renewed leases in 2007; 504,000 in 2008; and 389,000 in 2009.
- Negotiate terms for new leases and renewals.
- Engaged third-party brokers for property leasing efforts.
- Managed all outside broker activity over the portfolio for new tenant leasing, (14 brokerage firms).
- In a Senior Management role, teamed with Asset Management and ownership to plot disposition and acquisition strategies.
- Significant participation in due diligence of potential portfolio purchases.
- Hire and train staff, including staff in remote locations.
- Supervise and lead day-to-day activities of the leasing staff (four staff members) and department including handling lease renewals and lease assignments for the entire portfolio.
- Initiated ground-up re-development projects within several centers, including coordinating with architects, municipalities, contractors, and tenants.
- Interact with all departments for lease approval process and preparation of new tenancies.
- Strong relationships have been developed with national tenants and brokerage firms.

Senior Vice President

DTZ Rockwood, Chicago, Illinois (Rockwood Realty Associates) (May 2005 – January 2007)

- Led numerous sublease, terminations, and lease assignment projects for Wal-Mart and Circuit City nationally.
- Restructured lease agreements with tenants to facilitate client objectives.
- Worked with clients to sell or transfer excess retail and industrial locations, through significant Landlord interaction.
- Regularly provided transaction status reports to clients regarding current activity.
- Contributed to due diligence efforts in client's offering packages for presentation to potential buyers.
- Developed regional plan to pursue third-party Landlord leasing projects.

Leasing Manager

Heritage Property Investment Trust, Roseville, Minnesota (Bradley Real Estate) (July 1998 – April 2005)

- Enhanced company's upper Midwest portfolio with new anchor tenant deals and renewals.
- Closed numerous leasing assignments on as many as 32 centers in a five-state area (IA, IL, MN, NE, SD).
- Worked with brokers and retailers (regionally and nationally) to increase occupancy of portfolio.
- Teamed with property managers, architects, and contractors to ensure construction needs of tenants.
- Coordinated strategic plans with Acquisitions and Development Department to expand several centers.

Senior Leasing Representative

Madison Marquette Realty Services, Minneapolis, Minnesota (April 1995 – June 1998)

- Worked as a third-party Landlord representative strip centers, enclosed malls, and outlet centers.
- Provided assistance for company-owned redevelopment and acquisition projects.
- Added value to variety of projects by increasing leasing activity and occupancy levels.

Retail Leasing Manager

Brookfield Development, St. Paul, Minnesota (March 1993 – March 1995)

- Increased retailer awareness of World Trade Center and increased occupancy to over 85%.
- Created long and short-term leasing strategies that met the needs of the property's ownership needs.

Leasing Director

Calhoun Square, Minneapolis, Minnesota (January 1992 – February 1993)

- Increased occupancy of the urban, specialty center to exceed 90% (from 65%).
- Oversaw all lease negotiations with new and existing tenants.

Leasing Representative

Security Development Company, Eden Prairie, Minnesota (January 1985 – December 1991)

- Extensive small market leasing activity resulting in improved occupancy of the shopping centers.
- Participated in ground-up retail development projects.
- Managed tenant build-outs; center construction projects; mortgage requirements and municipal approvals.

EDUCATION

University of Minnesota, Minneapolis, Minnesota. Master's Degree in Planning. Humphrey Institute of Public Affairs.	May, 1988.
William Mitchell College of Law, St. Paul, Minnesota.	August 1983 to December 1984.
Moorhead State University, Moorhead, Minnesota. Bachelor of Arts in Political Science.	February, 1981.
Real Estate Broker's License in Minnesota.	

ACTIVITIES

Board Member, Dinomights (https://www.dinomights.com/) An organization that uses hockey to reach at-risk kids for tutoring and activities in the inner city	2019 – present
Board Member, Saint Paul Downtown Alliance (https://stpdowntownalliance.org/) The organization formed in Saint Paul to create a dynamic, vibrant downtown.	2017-2022
International Council of Shopping Centers (now Innovating Commerce Serving Communities) (Idea Exchange Committee Member, 1998—2001, 2013-present, Public Sector Alliance Co-Chair, 2013 - present)	1985—present
Minnesota Shopping Center Association (Committee Chair and Board Member, 1997—2000)	1988—present
Volunteer High School Basketball Coach, Bloomington (MN) (Youth programs and High School).	1997—2002
Education Foundation of Bloomington (MN)	1993—1996
Council Member, Bloomington City Council (MN) Mayoral appointment. (Candidate in 1991 and 1993).	1993
Minnesota State University Board Gubernatorial appointment.	1981—1983