Minnesota Journal 2022 Real Estate

April 21, 2022







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PROFESSIONAL SERVICE COMPANY OF THE YEAR

CITY OF THE YEAR

MOST SIGNIFICANT LEASE TRANSACTION IN 2021

AFFORDABLE HOUSING - URBAN

ARCHITECT/ENGINEER OF THE YEAR

REDEVELOPMENT – OFFICE

OWNER/LANDLORD OF THE YEAR

URBAN MULTIFAMILY – NORTH LOOP

FLEX BUILDING PROJECT

WOMAN OF THE YEAR – BROKERAGE AND LEASING

EDUCATION & DAYCARE

PROPERTY MANAGEMENT COMPANY

RETAIL

AFFORDABLE HOUSING – SUBURBAN

INDUSTRIAL / MANUFACTURING / SCIENCE

MIXED-USE PROPERTY

INTERIOR DESIGN – URBAN OFFICE

MEDICAL PROPERTY

URBAN MULTIFAMILY - ST. PAUL

GENERAL CONTRACTOR

BROKER OF THE YEAR

REDEVELOPMENT – RETAIL & HOSPITALITY

HOTEL

MOST SIGNIFICANT INVESTMENT SALE TRANSACTION IN 2021

REDEVELOPMENT – EDUCATION & TRAINING

SENIOR 55+ ACTIVE

KELLY DORAN LIFETIME ACHIEVEMENT AWARD RECIPIENT

GREATER MINNESOTA

SINGLE FAMILY/TOWNHOME - FOR SALE

REAL ESTATE LAWYER OF THE YEAR

INTERIOR DESIGN - RETAIL/RESTAURANT/ HOSPITALITY

WOMAN OF THE YEAR - REAL ESTATE SERVICES

URBAN MULTIFAMILY – MINNEAPOLIS

SENIOR ASSISTED LIVING

MORTGAGE BROKER/BANKER OF THE YEAR

URBAN MULTIFAMILY – NORTHEAST

INTERIOR DESIGN – SUBURBAN OFFICE

RESTAURANT

SUBURBAN MULTIFAMILY - INSIDE THE LOOP

EMERGING LEADER OF THE YEAR

MOST SIGNIFICANT INDUSTRIAL SALE TRANSACTION IN 2021

SUBURBAN MULTIFAMILY - OUTSIDE THE LOOP

PROPERTY MANAGER OF THE YEAR

WOMAN OF THE YEAR – DEVELOPMENT AND CONSTRUCTION

DEVELOPER OF THE YEAR

EXECUTIVE OF THE YEAR





ANDREW BABULA

Director of Real Estate Program University of St. Thomas

Andrew Babula is the Director of the Real Estate Program and the Shenehon Center for Real Estate at the University of St Thomas. As Director of the Real Estate Program, Mr. Babula teaches undergraduate and graduate real estate courses at the Opus College of Business, leads

curriculum development, and advises students on their academic and professional careers.



JEFF JIOVANAZOO

Managing Director CBRE

As the Managing Director for CBRE Minneapolis, Jeff Jiovanazzo oversees more than 235 real estate professionals in Minnesota working to ensure exceptional client outcomes and grow market share. He is responsible for the successful integration of multiple business disciplines and leveraging

the varied expertise of CBRE professionals in the Bloomington and Downtown Minneapolis offices. In addition to ensuring that clients seize opportunities to make well-informed business decisions.



ROBERT BARTH

Director of Land Development and Principal WSB and Associates

Bob is a Principal at WSB with over 20-years of experience providing technical and management support to public and private clients in the Midwest. In addition to leading our Land Development Group, Bob is also responsible for our Commercial Market

Sector, delivering a wide-range of services to industrial, institutional, property management, and construction clients.



KATHLEEN GEHERIN

Vice President, Business Development Stewart Title

With over 20 years of industry experience, I am honored to be a part of the Stewart Title team. I am passionate about being a trusted business partner to our customers. Developing strong relationships built around the highest level of service, integrity and

commitment to excellence is the foundation of my success.

COLIN O'REILLY



Senior Accountant Wipfli

Colin O'Reilly is a Manager with Wipfli LLPs real estate tax practice in the Twin Cities market, where he works with real estate developers and family wealth clients. Whether it's groundup new construction, redevelopment projects, or generational property transfer, Colin helps his clients develop a comprehensive tax planning strategy that meets their unique needs.



PATRICIA GNETZ

Senior Vice President US Bank - Commercial Real Estate







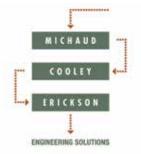
BRIDGEWATER BANK

WIPFLI









KATEY BEAN & COMPANY

Katey Bean & Company of Keller Williams Realty Integrity, located in the heart of Minneapolis, serving the Twin Cities Metro, is an industry leader, top producer and fixture throughout the local real estate marketplace. Representing Buyers, Sellers and Investors, Katey Bean & Company, ensures the highest level of representation available. Recognized and sought out on a National level, they usher in numerous clients relocating into our fantastic cities every year. At the center is an incredible operations team supporting the stellar work that their agents do. The result is a nearly 100% referral based business, five star reviews and repeat clients.

MICHAUD COOLEY ERICKSON

Michaud Cooley Erickson's services include designing mechanical, electrical, lighting, fire protection, security, technology systems and energy management engineering solutions for clients, as well as providing commissioning to facilitate efficient operation of systems. Our staff of over 130 engineering and project management professionals possess an exceptional breadth and depth of expertise. With our in-house specialists and resources we can efficiently and expeditiously design the internal systems for buildings of any size and function.

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ROKOS ADVISORS

We are commercial real estate advisors with an exclusive focus on representing tenants. With 25+ years of award-winning experience, Rokos partners with businesses to help them find the best office, warehouse, and manufacturing spaces. We offer a range of services specialized to help tenants meet their commercial space needs on a local, national, and global basis. Whether the project is site-specific or portfolio-based, our extensive market knowledge and experience aligns client business objectives with the appropriate real estate strategy to achieve their goals for the lowest possible cost and with the greatest space efficiencies.

WINTHROP & WEINSTINE, P.A.

Winthrop & Weinstine is a business law firm of more than 150 attorneys with a deliberate culture of enterprise and fresh thinking. Located in Minneapolis, MN and with a national reach, we deliver service, smart perspectives and practical outcomes to put the law to work for you. Visit us at www.winthrop.com.

WIPFLI

WIPFLI LLP

Wipfli ranks among the top 20 accounting and business consulting firms in the nation and enjoys a solid reputation as industry specialists and business advisors to more than 11,500 clients within the real estate and construction industry. Our team of industryfocused professionals provide a range of services including audit and accounting, compliance consulting, cost segregation, research and development tax credit, customer relationship management, technology management, cybersecurity, mergers and acquisitions, state and local tax, property tax review and appeal and valuation, wealth management and litigation support services.



Our mortgage banking professionals understand the complex requirements involved with integrating multiple sources of funding.

The enterprising team at **Colliers Mortgage** works collaboratively to analyze and uncover unique opportunities and finance alternatives to help make our clients' projects successful. Through our broad platform, we are able to offer a full range of finance options and provide the best solution available for each transaction.

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- · Various government programs for subordinated loans or grants
- Construction lending
- Bridge lending
- Institutional loan placements
- Tax-exempt bond underwriting for 4% LIHTC projects (through our affiliate Colliers Securities)



Loring Towers Minneapolis, Minnesota Affordable Multifamily Housing 230 Units | HUD 221(d)(4) \$26,000,000



Rana Village Minneapolis, Minnesota Market Rate Multifamily Housing 113 Units | Fannie Mae \$20,771,000



Third North Apartments Minneapolis, Minnesota Market Rate Multifamily Housing 204 Units | HUD 223(a)(7) \$32,454,500

Colliers Mortgage is the brand used by Colliers Mortgage LLC and Colliers Funding LLC.

Corporate Office: 612.317.2100 | 866.922.0786 | colliers.com (find us under services)



CITY OF THE YEAR





CITY OF FARIBAULT

As Faribault celebrates its 150th year – we have a lot that we are proud of in this town! From a commitment to our Vision 2040 strategic plan, to an approved City's Climate Adaptation Plan, Faribault is leading the way in industry support and development, workforce development, environmental issues and so much more!

CITY OF MAPLE GROVE

Through 2021 and the early stages of 2022, the City of Maple Grove has had numerous large accomplishments which including reduced vacancies rates of existing properties, new developments occurring, large infrastructure projects, and much more.

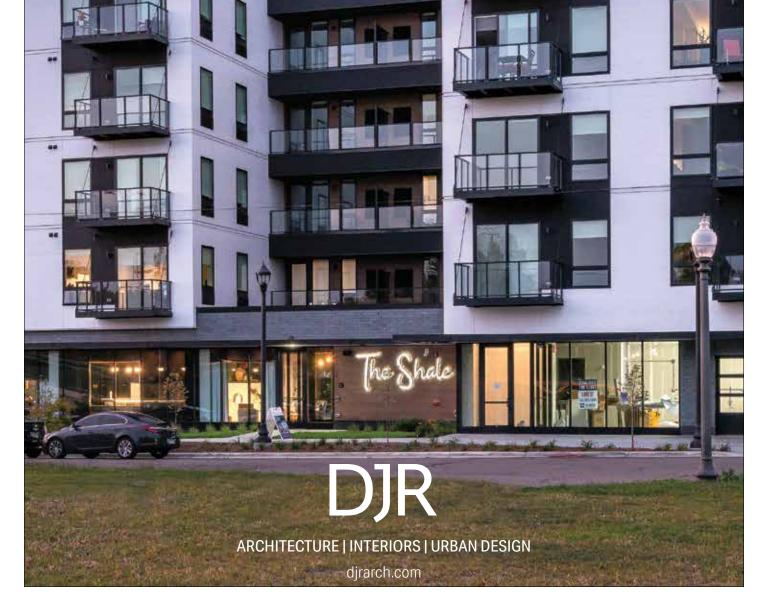
CONGRATULATIONS TO ALL OF THE NOMINEES, AND EVERYONE DOING SUCH AMAZING WORK.



CONGRATULATIONS TO ALL THE MREJ AWARD FINALISTS!

We are very proud of our team members for their creative vision and leadership on all of our finalist projects which include Cordelle, Isaac, Morrow, The Shale, Alvera and Elmwood.

We'd also like to thank Reuter Walton Development, Ackerberg Group and Main Street Companies for their partnership and support!





CITY OF THE YEAR







CITY OF LAKEVILLE

In 2021, the City Council approved annexation applications totaling 206.94 acres of property to be added to Lakeville's industrial park. Adelmann Family Farms LLC, in conjunction with Launch Properties, submitted a petition requesting the annexation of 115.57 acres of property located in Eureka Township, abutting the east property line of the Launch Park industrial development.

CITY OF BROOKLYN PARK

Expanding the types of development and developers we work with. Leveraging state MIF and JCF programs (3 times in past 14 months). Adding jobs and linkages with workforce development programs to hire local talent. Using TIF and business loan programs to make plans a reality (times 6 in past 14 months)



To go forward, Step back.

We help real estate companies assess the opportunities of a constantly changing marketplace. Visit **wipfli.com/realestate**.

Perspective changes everything.

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MOST SIGNIFICANT LEASE TRANSACTION IN 2021





CBRE - CIGNA

After an acquisition, Cigna had two locations, one office around 130,000 square feet at One Liberty Corporate Center and another at 168,000 square feet in One Southwest Crossing. While the locations were nearby, the company wanted to have employees in the same building and hired CBRE's John Ferlita and John Lorence to initiate a market-wide search to find an optimal location. The CBRE team was able to create a comprehensive real estate strategy, which resulted in a unified, modern space for employees. Through this investment and expansion, the team was also able to negotiate an early renewal with favorable terms.



ROKOS ADVISORS-SHANGHAI WHOLESALE-FAIRVIEW BUSINESS CTR

The project was a new head quarter site for Shanghai Wholesale. The relocation enabled them to optimize their footprint by increasing their operations and adding a full-service wholesale retail component. The new design and layout has added value by maximizing their loading, shipping and processing on-site. Additional freezer and cooler space has given them the ability to take on more inventory and provide to more customers. Shanghai Wholesale has created a concept that rivals with the likes of Costco and Restaurant Depot, but offers a wider variety of food selection. Their presence in St. Paul will add jobs and be a mid-way stop between the Cities for both wholesale and retail customers.



NEWMARK REPRESENTED DELUXE CORP.

Newmark represented Deluxe Corp. ("Deluxe") in its 98,000-squarefoot Minneapolis, Minnesota headquarters lease, with subsequent move-in in 2021. Deluxe Corp. moved into the connected 801 Marquette and 121 South Eighth Street buildings downtown. Deluxe executives, the MPLS mayor and other dignitaries hosted a ribbon cutting event Oct 27th for the newly completed space.





AFFORDABLE HOUSING - URBAN





MORROW

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Morrow includes two five-story buildings with one-story of common underground parking located at the corner of University and Fairview. The buildings are separated by a meandering pedestrian pathway from University Avenue through the site to the Goodwill entry plaza to the north. The residential component of the development is affordable housing and housing unit types range from studios to three-bedroom units. A portion of the first floor is utilized for tenant amenities and commercial purposes. Developer: **Reuter Walton**

Contractor: Frana Companies

Lead Architect: John Nieuwenhuis



NOVA SP

NOVA SP is an affordable, sustainable housing project located in the Phalen neighborhood of St. Paul. The development has four stories of 99 apartment units, ranging from studios to one-two bedroom rental units and 5,500 square feet of commercial space. Rental eligibility for this project is restricted at 60% Area Median Income (AMI), with select units designed for Project-Based Vouchers. The building also has a pet area, fitness room, bike storage, patio, and package delivery room. NOVA SP creates more vibrancy on the already active Payne Ave. corridor.

Developer: Schafer Richardson

Contractor: Flannery Construction

Lead Architect: UrbanWorks Architecture LLC

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Every decision you make impacts not only your goals but also the employees and community you're committed to. At Associated Bank, we're beside you every step with the financial guidance, local market knowledge and rapid response you need to keep your life's work growing. The more opportunities we open up together, the greater impact your business has.

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AFFORDABLE HOUSING - URBAN





PERIS HILL

Nestled in the Lowry Hill neighborhood, PERIS Hill is an innovative affordable housing community, focused on supporting youth aging out of foster care. The building includes 45 units – 30 affordable and 15 for former foster youth. This unique mixed-housing model includes onsite supportive services for young people, provided by The Link, in a space designed with youth input. Market-competitive amenities for all tenants include in-unit washer and dryer, fitness center, bike lounge/repair station, community spaces, and large windows.



VERDANT

Verdant is the first pre-certified, mid-rise, Passive House multifamily building of this construction type in this climate zone. This design follows principles that are geared towards maximizing energy efficiency and can make a building up to 90% more energy-efficient than a standard building.

Developer: Sherman Associates

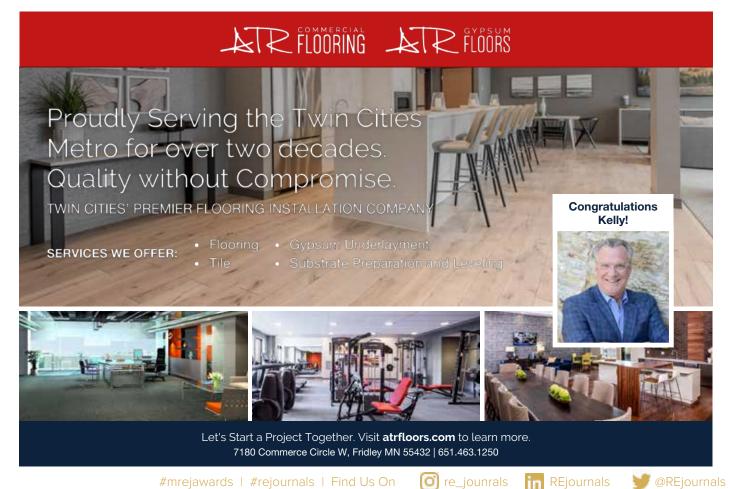
Contractor: Frana Construction

Lead Architect: Kaas Wilson Architects

Developer: Graves Hospitality

Contractor: Weis Builders







ARCHITECT/ENGINEER





DAMARIS HOLLINGSWORTH

Damaris Hollingsworth is an architect and innovator. She has built a business that uses design to tip the scales in the favor of the underinvested and marginalized. She founded Design by Melo, an architectural + urban design firm in January of 2019, based on the belief that the built environment must also speak to the values of global engagement, cultural competency,

inclusion, sustainability, and human development, intentional design can have a ripple effect to the micro-level of the lived experience of a community. She commits her business to contributing expertise and relationships to the areas of greatest need and opportunity for social impact.



JEFFREY SCHOENECK

With almost 30 years of experience, Jeffrey Schoeneck has demonstrated extensive successful cross-market work, including senior living, student living, condominiums, market-rate apartments, affordable/ supportive housing, hospitality/ resort, retail, health care, industrial, corporate, and master plan projects. This diverse experience adds a breadth of perspective and range

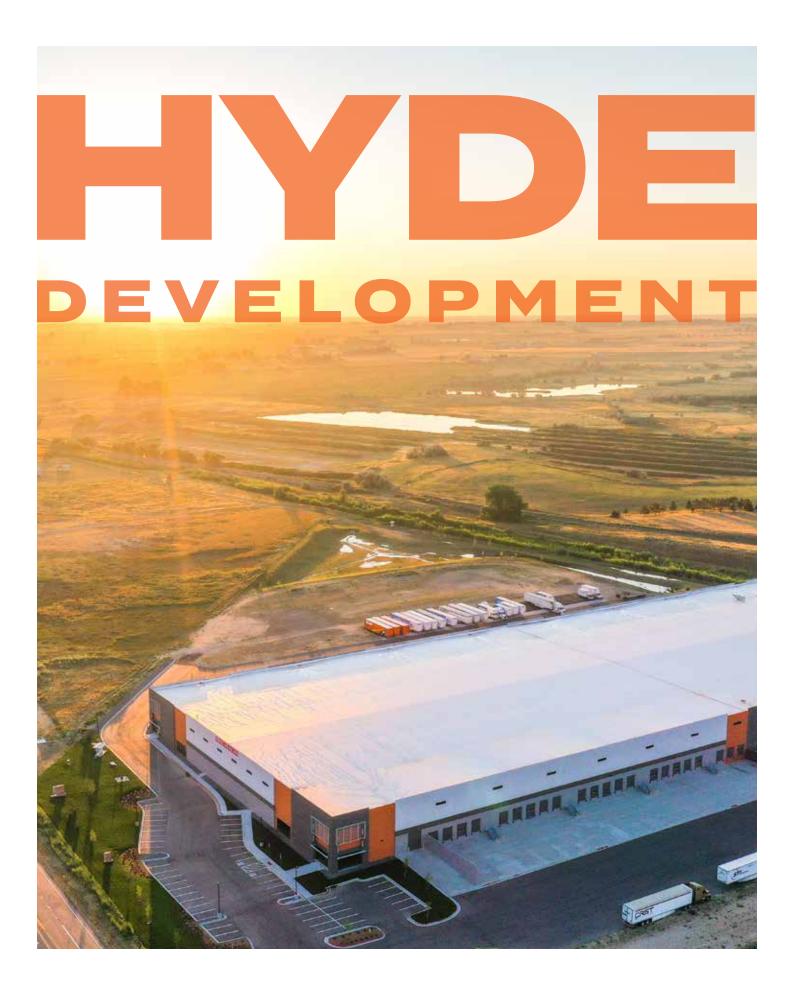
to each project that Jeffrey is involved with today. As the Live studio leader and a member of the board for Cuningham, Jeffrey is a housing industry leader, guiding the continued expansion of design practice in the multifamily, student living, senior living, and affordable housing work across the country.



WARD ISAACSON

Becoming Pope Architects' CEO in 2017, Ward Isaacson has spearheaded the continued growth and stability of the 47-year-old design firm. He is admired by his partners, employees, colleagues and clients for his adaptive approach, compassion, and transparency. Ward's 30-year architectural career is shaped by his passion for the impact of good design. He lives Pope's mission-together, creating environments that enhance lives-

in leading a nationally recognized studio that continually improves environments for people and communities. Ward works extremely hard, produces amazing architecture, and genuinely cares about his co-workers, which motivates the entire team to do the same. He models the entrepreneurial culture, and everyone strives to follow his lead.





REDEVELOPMENT - OFFICE





CLOVERFIELDS BUILDING

The Cloverfields Building is a historic rehabilitation of an iconic Warehouse District building originally constructed in 1885. After spending nearly twenty years vacant, the property has been fully revitalized to feature four stories of beautiful restoration and conversion from warehouse to retail and office space use. Each floor provides 14-19' clear ceilings, oversized windows, and abundant natural light. The building features remote access and security controls, and tenants can enjoy on-site showers, bike storage, and a shared rooftop patio overlooking the skyline of the City. The building is currently 50% occupied with leases for the full third and fourth.

Developer: Element Commercial Real Estate

Contractor: The Bainey Group Inc.

Lead Architect: Adsit Architecture

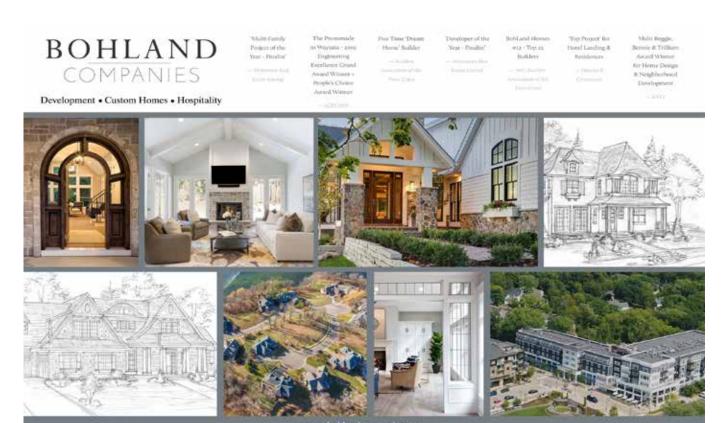


ONE SOUTHWEST CROSSING

In 2020, Eagle Ridge Partners purchased the One Southwest Crossing in Eden Prairie. ERP immediately began executing a fullscale renovation of the 250,000 square-foot class A office building (I-494/Viking Drive) The vision: revitalize and reposition OSWX into a modern workspace delivering on design, in-demand amenities and extensive parking in the heart the southwest suburbs corporate corridor serving the developing community (near two light rail stations) for decades to come. Today One Southwest Crossing, is a revitalized work space utilizing the foundational qualities (large floor plates, open air spaces) of the original building with modern amenities and work place experience.

Developer: Eagle Ridge Partners

Contractor: Steiner



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REDEVELOPMENT - OFFICE





SMALL BUSINESS CENTER IN BROOKLYN PARK

The Brooklyn Park EDA purchased and re-developed a portion of an existing strip mall at West Broadway and Brooklyn Boulevard. The current strip mall has 10 small businesses operating there, the majority are small and BIPOC owned businesses. The vacant space in the strip mall is being re-developed into a small business center, a 24K sq.ft co-working and incubator space for up to 50 micro/ small businesses to lease space. It includes both retail and office uses. This will serve as an active retail and office use, an event and networking space, and a training center.

Developer: Brooklyn Park EDA

Lead Architect: Design by Melo



TWO22

Downtown Minneapolis is in the midst of a building repositioning boom—a total of eight towers have refurbished their lobbies to meet the new demands of today's workforce, with Two22 being the most recent to undergo a renovation. Following the commercial building's sale to Lingerfelt CommonWealth Partners, Two22 ownership wanted to renovate the building's lobby to attract tenants in the metropolitan area as the desire for future-forward amenities grows. For the extensive lobby and first-floor renovation, the new owners selected NELSON Worldwide to transform these areas into modern spaces. The overall design was driven by sophistication, technology, evolved amenities, and fluidity.

Contractor: Jeff Loehmann



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OWNER/LANDLORD



METROPOLITAN AIRPORTS COMMISSION

The Metropolitan Airports Commission leases retail, passenger services, and food & beverage concessions space at Minneapolis-St. Paul International Airport - one of the nation's busiest airports. Our airport business community prides itself on providing highquality products and services to the 38 million travelers from all over the world who pass through MSP annually.



GREYSTAR

Greystar is the global leader in rental housing with expertise in real estate sectors across multiple geographies. The company's business model is unique in its ability to own, operate, and develop collegiate, multifamily, corporate, and senior housing across the globe.



AT HOME APARTMENTS

At Home Apartments (AHA) has been creating and caring for quality apartment home communities in Minnesota since 1990. Founders Mike Cashill and Alan Spaulding began with two 14-unit turn-ofthe-century brownstones on St. Paul's Grand Avenue. The Twin Cities natives, who combined experience in property management and building maintenance, sought to build a better model for local property management. The vision was to acquire structurally solid apartment properties in good locations, make them better to live in and manage them with genuine care, consistency, accountability, and attention to detail.



FRAUENSHUH

Frauenshuh brings over four decades of experience representing major corporations, private investment companies and institutional owners in the management and operation of real estate assets and portfolios. Frauenshuh provides a full-service approach delivered as an integrated program or as individual services to its owner/ landlord clients. Such services include Strategic Planning and Analysis, Asset Management, Development Services, Property Information Administrations, Property Management/Operations, Project Management/Owner Representation, Brokerage (Leasing and Sales), and Project Financing.



ACKERBERG

ACKERBERG

Ackerberg is a Minneapolis based boutique real estate investment fund organization. We help our investors achieve superior returns, while building and improving urban environments for generations to come. We create these returns through the acquisition of stable assets, active repositioning where value-add opportunities exist, and ground up development of all product types. For 58 years, Ackerberg has focused on the wake we leave. We are committed to learning and growing, with a focus on sustainability and equality. Our intentionality extends beyond our physical assets; it weaves into our communities, locally and nationally, and is prevalent in our company culture.

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ratulations

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Development | Investments | Management Est. 1983

$\frac{\Lambda}{2}$ URBAN MULTIFAMILY – NORTH LOOP





THE ARCHIVE

The Archive is a landmark of the future that combines art and commerce. As an active gallery space, it honors the commercial art heritage of the North Loop. Light-filled expanses of brick and glass house 200 apartments and include 20 soaring live+work spaces, and 3,000 sf of commercial space. A rooftop populated with herb gardens, movie screen, grill stations, firepits and dog run is anchored by an iconic commercial art sign. The building sits on just .8 acres. The project replaces what had been vacant lots for over a century, energizing one of the most dynamic neighborhoods in the city.

Developer: Solhem Companies, TE Miller Development, Lumen Design & Development

Contractor: Ironmark Building Company

Lead Architect: Craig Hartman, Momentum Design Group



VIRIDIUM

Viridium is a 139-unit market rate, mixed use housing development located on 3rd Avenue in the North Loop Neighborhood of Minneapolis. The project is six stories above grade with two levels of underground parking. The apartment types range from micro apartments to three-bedroom rental units. The first level is mixed use containing approximately 3,600 SF of commercial retail space and 5,000 SF amenity space for building occupants. Features include a game room, a winter garden with skylights and live green wall, fitness spaces, and a spa area complete with sauna and folding doors that open onto the exterior courtyard.

Developer: Schafer Richardson

Contractor: Frana Companies

Lead Architect: UrbanWorks Architecture LLC



FLEX BUILDING PROJECT



KINDEVA DRUG DELIVERY CORPORATE HEADQUARTERS

The new corporate headquarters of Kindeva Drug Delivery—a leading global supplier of development-driven pharmaceutical delivery solutions—was developed, designed, and constructed by the Ryan Companies. The handsome 137,897-square-foot, two-story headquarters serves the needs of Kindeva's corporate leadership and critical support functions, while promoting collaboration among more than 200 scientists, engaging in research, development and clean manufacturing.

Developer: Ryan Companies US, Inc.

Contractor: Ryan Companies US, Inc.

Lead Architect: Ryan Companies (Core & Shell)/HGA (Interiors)





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WOMAN OF THE YEAR - BROKERAGE AND LEASING





CARRIE CHARLESTON

In her strategic leadership role as Vice President of Leasing for Mall of America, Charleston is a key member of the leasing team responsible for tenant strategy at the nation's largest retail and entertainment complex. In a building boasting more than 5.6 million square feet, the team balances a dynamic leasing mix of fashion, food and entertainment tenants, leasing more than 400,000 square feet each

year and introducing over 150 first-to-market concepts



SHARRY SCHMID

Sharry Schmid has expertly led 2,300+ agents and 450+ employees through an ever-changing environment without losing focus on the human component of the business equation. Edina Realty has led the market in sales for 22 consecutive years thanks in large part to Sharry's commitment to staying plugged in to people's needs while pivoting to deliver business and technology solutions that will serve

agents and consumers in meaningful ways



FINALIST - The Quentin Apartments, St. Louis Park

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WOMAN OF THE YEAR - BROKERAGE AND LEASING





JILL K. RASMUSSEN

Jill K. Rasmussen, CCIM, SIOR is a Principal at Davis - a full service Commercial Real Estate Company specializing in the Healthcare sector. Jill is a highly-acclaimed real estate advisor and globally recognized industry leader, as well as an admired community advocate, volunteer and mentor. With over 35 years in the CRE industry, Jill Rasmussen has been involved with transactions totaling over \$5 Billion in

value while balancing family life, personal well-being, and many volunteer association leadership positions within the industry.



RA'EESA MOTALA

Ra'eesa Motala is a force to be reckoned with. As an industrial commercial real estate broker, Ra'eesa specializes in manufacturing, tech, and supply chain three industries that are male-dominated and require a strong presence to take charge and succeed. At only 31 years old, Ra'eesa has flourished in this role, finding significant success while also dedicating time to be an advocate for others who are

CROWN-BANK.COM

trying to navigate a career in commercial real estate. Through extreme dedication to her job, Ra'eesa made Vice President in three and a half short years. Despite the onset of the pandemic, Ra'eesa's successes and impact was unwavering-and she continued to be a top producer

CRO<u>M</u>N BANK

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When Mike Wilhelm and Rick Burnton launched Fountain Real Estate Capital in the middle of the pandemic they needed a bank with a vision as bold as their own. They found that partner in Crown Bank.

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EDUCATION & DAYCARE





ABUBAKER AS-SADDIQUE ISLAMIC CENTER

The Abubakar As-Sadique Islamic Center's (AAIC) Board of Trustees and Executive Team understood the importance of breathing new life into the community of South Minneapolis. With the support of an international Islamic funding source and 2 million dollars in donations from the community, this vision became a reality through the development of AIM Academy. Mohagen Hansen worked with the client to repurpose a vacant, toxic metal stamping and ammunition factory into a beautiful school and gymnasium where the next generation can flourish.

Contractor: C70 Builders, Inc.

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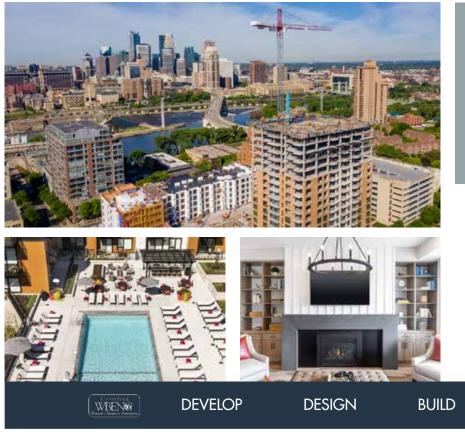
Lead Architect: Mohagen Hansen Architecture | Interiors



JARDIN SPANISH IMMERSION ACADEMY - APPLE VALLEY

This daycare project has been an incredible success with enrollment numbers exceeding expectations as families began their return-towork coinciding the with timing of completion in April 2021. The high visibility of the building and the playgrounds provide for strong intrinsic marketing exposure and the easy access to Cedar Avenue and County Road 42 along with being located and connected to one of the commuter bus shelters on Cedar Avenue make this location irreplaceable.

Developer: Frauenshuh, Inc. Contractor: Copeland Building Corporation Lead Architect: CNH Architects



DORAN BUILDING PRIDE & VALUE IN REAL ESTATE

Doran transforms visions into reality. Our dedicated, award-winning team brings an integrated, collaborative approach to every project, from development to design to construction to property management. Together, we build pride and value in real estate.

dorancompanies.com

MANAGE



EDUCATION & DAYCARE





FOSS SWIM SCHOOL AT SOUTHDALE SQUARE

The repositioning of this key endcap at Southdale Square from Pier 1 to Foss Swim School helped revitalize and reposition the shopping center for the evolving retail landscape. The use of the space for swim lessons for children drive families to make Southdale Square a part of regularly scheduled weekly activities, just as grocery anchors have done for shopping centers for decades.

Developer: Frauenshuh, Inc.

Contractor: Pro-Tech

Lead Architect: Paul Meyer Architects, Inc.



KID ZONE EARLY LEARNING CENTER - HOPKINS

Conversion of a 13,200 GSF leased former medical office building into a vibrant infant through pre-K early childhood learning center. The building was fully reconfigured on the interior, replacing three dozen office and treatment rooms with seven classrooms, an indoor play space, administrative offices, and a commercial kitchen, used to prepare three meals a day from scratch. The project leveraged the building's unique geometry, existing windows, notable vaulted lobby, and available outdoor space to provide a long-term lease facility that offers Kid Zone Early Learning Center a new home that allows them to nurture an increased number of students.

Developer: Kid Zone

Contractor: Anderson CC

Lead Architect: BKV Group

THE MISSION

In 1917, Ebenezer was created to provide housing and care for seniors... with compassion, dignity, and integrity.

THE RESOURCES

Ebenezer is the largest senior living operator in Minnesota. As part of Fairview, we have the supply chain, the infrastructure, and the financial stability to support our communities.

THE SUCCESS STORIES

To see the difference we've made in the lives of our residents, scan the QR code or visit ebenezercares.org/ebenezer-success-stories.



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Zeller Realty Group®



ZELLER

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2021 was a significant year for Zeller's Property Management team in Minneapolis, with a strong focus on our Environmental, Social, Governance (ESG) initiatives. Zeller believes property management should be approached with many considerations, including the impact of the environment, the surrounding community, our tenants and employees, and our buildings. Zeller's 2.1 million SF portfolio in Minneapolis, managed by senior individuals who have been awarded numerous awards, achieved many designations and certifications that define Zeller's commitment to ESG.

DAVIS

The Davis Property Management team has the rare opportunity and skill set to interface externally with a broad client network of clinic administrators, providers, and clinical staff, capable of managing facilities under ever changing healthcare regulation, as well as internally, weaving all service sectors and organizational offerings into a showcase of what is the Davis Difference. Their team added three new staff members in 2021, accounting for 50% of the total organizational growth with on-boarding and training conducted in COVID work from home environments.





RETAIL







ASIA MALL

Previously a Gander Mountain store (3 floors with a mezzanine on the second floor approx. 116K square feet). The vision was to convert the building into the first multi-level Asian-themed mall in Minnesota. The property will include 23 multi-tenant spaces. Anchor Leases executed: Asian Mart (32Ksf), HotpotCity (5,200sf), and many others. 77% occupancy in 5 mths. The building will contain a mix of Asian restaurants, retailers, and services. Our objective is to create a onestop-shop that fits patron needs and offers a place where everyone can enjoy shopping, dining, and experience a great ambiance and a little taste of Asia while living in Minnesota.

Contractor: Chan Consulting LLC

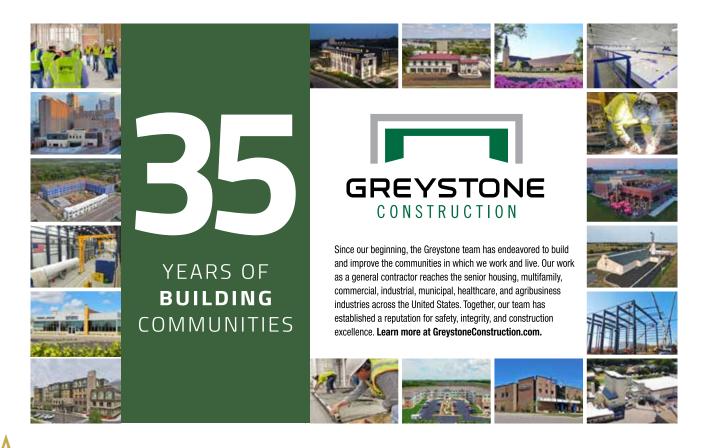


CRY BABY CRAIGS

Cry Baby Craig's (CBC) is a nationally recognized hot sauce company that chose to relocate their business out of Northeast Minneapolis to Faribault's downtown with a goal to expand bottling operation and spearhead a food movement. CBC's was guided to the space they now call home by Faribault's economic development team. They were able to keep the charm of the building, while successfully marrying it to their sleek marble countertops. Creating a niche shop that sells their uniquely crafted hot sauce alongside their proudly displayed 1-star amazon review t-shirt.

Developer: Rick Sutton

Contractor: Jerome Wheelock (Wheelock management) Lead Architect: Craig Kaiser, Sam Bonin (Cry Baby Craig's)





RETAIL





LAKEVILLE LIQUORS KEOKUK

Consisting of over 17,000 square feet of retail and office space, Lakeville Liquors - Keokuk serves as the new main-point of operations for Lakeville Liquors. The new store also included a 2,900 square foot event space - With room to host various events such as tastings, community engagement activities and company gatherings. Acquiring the land several years before, the City of Lakeville built the new liquor store on southern portion, however the project also included earthwork preparations to the northern parcel of land in anticipation of sale or future development.

Developer: City of Lakeville

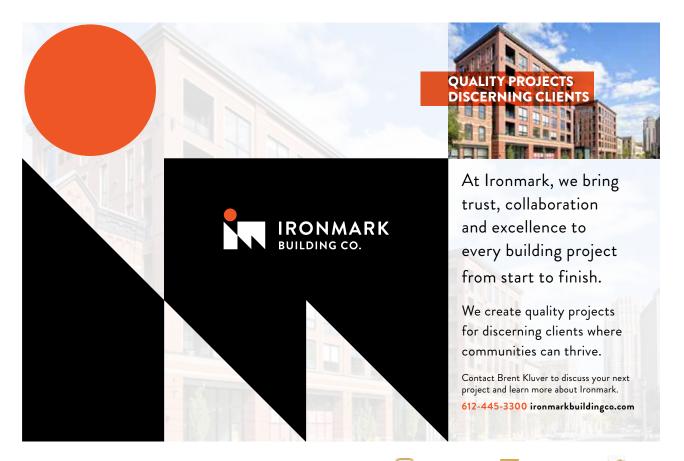
Contractor: Loeffler Construction & Consulting Lead Architect: Tushie Montgomery Architects



PRINCE AT MSP AIRPORT

Prince and Minnesota are forever intertwined—from Purple Rain to Paisley Park and beyond. After the artist's tragic passing, the airport began to receive more and more requests from travelers wanting to know where they could purchase Prince memorabilia. Instead of merchandising a bit here and there, Airport Retail Group decided to honor this legend with a store that is truly an homage to his career and the people who love him. By coupling a retrospective experience alongside a retail opportunity, Prince brings the traveler a cherished moment to connect with their favorite artist.

Developer: Airport Retail Group, LLC Contractor: Marcom Construction Lead Architect: Finn-Daniels Architects



AFFORDABLE HOUSING – SUBURBAN





BLOOMING MEADOWS NORTH

172 affordable homes utilizing excess land gained when acquiring a 306 unit NOAH property 1 block from Mall of America. Through acquisition/preservation and new development, we now provide stable, affordable homes to 478 families for the long term. The 172 home new project includes 17 units for residents formerly experiencing homelessness. This project was awarded 4% tax credits in January of 2020. The normal process to deliver the project was then quickly detoured with the onslaught of early phase COVID-19 disruptions, all of which were overcome with sheer determination by the City, HRA, County, State, lenders, and equity investors.

Developer: Aeon

Contractor: Frana

Lead Architect: Urban Works



CAHILL APARTMENTS

Cahill Place Apartments is a 40-unit permanent supportive housing project for homeless families with children. Center City Housing, River Heights Vineyard Church and Dakota County partnered to provide housing for families who may have fled domestic violence and/or are engaged with child protective services, in an effort to interrupt generational homelessness. The Housing First/Harm Reduction model addresses residents' mental and physical needs through case management, life skills classes, and community resources as well as programs for children to improve school readiness while mitigating effects of trauma. Cahill has a community room, 24-hour security and indoor and outdoor space for children.

Developer: Center City Housing Corp.

Contractor: Frerichs Construction Lead Architect: LHB, Inc.



SPRING HOUSE APARTMENTS

Spring House Apartments is a 168 unit development comprised of one, two and three bedrooms units affordable to those making 60% AMI or less. The development is a new construction 4-story apartment building on top of one level of underground heated parking. Real Estate Equities worked diligently with the City of Coon Rapids to meet density and parking requirements. This was multifaceted process that in the end, provided the community with highquality family affordable housing units. Spring House Apartments was 100% leased in 8 weeks, and 100% occupied within 3 months of opening its doors.

Developer: Real Estate Equities Contractor: Big-D Construction Lead Architect: Kaas Wilson



AFFORDABLE HOUSING – SUBURBAN



SOUND ON 76TH

Serving 70 households (8 of which are for residents formerly experiencing homelessness) in a location rich with jobs, high-performing schools, and major transit.

Developer: Aeon

Contractor: Flannery

Lead Architect: Urban Works



PRESERVE AT SHADY OAK

Preserve at Shady Oak consists of 220 new affordable, family units split between 2 buildings. The buildings are separated by an expansive courtyard which includes a pool, playground, lounge, and grilling stations. The project offers urban design in a suburban neighborhood. Various courtyards and an interplay between buildings and the surroundings create a wide range of private and public spaces for an active community.

Developer: **Dominium** Contractor: **Eagle Building Company**

Lead Architect: **BKV Group**



$\sqrt{2}$ INDUSTRIAL / MANUFACTURING / SCIENCE $\sqrt{2}$



610 JUNCTION BUILDING #3

610 Junction Building #3 was constructed as a build-to-own for Cretex Medical. The 240,000 SF project includes +/- 65,000 SF of multi-level office, and 130,000 SF of production space, which includes medical grade clean room, assembly, and injection molding components. The headquarters project is home to approximately 400 employees. At the southwest corner of I-169 and Highway 610, the new facility allowed Cretex Medical to consolidate several locations throughout the United States under one rooftop to maximize operational efficiencies.

Developer: United Properties

Contractor: RJ Ryan Construction

Lead Architect: Lampert Architects (Shell), Mohagen Hansen (Interior)



ASSOCIATED WHOLESALE GROCERS - ST. CLOUD

City of St. Cloud, Stearns Electric Association and Great River Energy assisted Associated Wholesale Grocers (AWG) to establish a regional hub in St. Cloud for its Upper Midwest Division. Strategically located in the I-94 Business Park, AWG worked with the St. Cloud team on a two-phase project: Retrofitted an existing 316,000 square-foot dry goods warehouse (previously Creative Memories); Purchased additional 80 acres for construction of a 330,000 square-foot fresh and frozen food distribution center set to open in September 2022. AWG's Chief HR Officer noted St. Cloud was selected for its strong workforce base and central location to Midwest markets.

Developer: Associated Wholesale Grocers (AWG)

Contractor: Tippman Construction

Lead Architect: Rice Companies



GOLDEN TRIANGLE CORPORATE CENTER

Golden Triangle Corporate Center is a 130,152 SF speculative industrial project located within the Golden Triangle Industrial Park of Eden Prairie, MN, and completed in June of 2021. The class A building features 28-foot clear height, 19 dock doors, 182 parking stalls and electric vehicle charging stations serving Motion Industries, who will occupy the entire building in May 2022. The project was developed and constructed using Opus' design-build methodology to design and deliver functional space that is flexible to meet the needs of the market at time of delivery.

Developer: **Opus Development Company, L.L.C.** Contractor: **Opus Design Build, L.L.C.** Lead Architect: **Opus AE Group, L.L.C.**



MIXED-USE PROPERTY





MORROW

Morrow includes two five-story buildings with one-story of common underground parking located at the corner of University and Fairview. The buildings are separated by a meandering pedestrian pathway from University Avenue through the site to the Goodwill entry plaza to the north. The residential component of the development is affordable housing and housing unit types range from studios to three-bedroom units. A portion of the first floor is utilized for tenant amenities and commercial purposes. There are four tenant amenity courtyards along with a tot-lot with play equipment provided on the north side of the east building.

Developer: Reuter Walton

Contractor: Frana Companies

Lead Architect: John Nieuwenhuis



NOKO APARTMENTS

The Noko mixed-use apartment project is the latest addition to the vibrant yet quaint Nokomis neighborhood. Developed by Trammel Crow Company, designed by ESG Architects and built by Stevens Construction, this project was highly anticipated amongst the neighborhood community. The 5-story, 130-unit apartment building has a Lunds & Byerlys grocery store on the street level and features units with large balconies and windows to enjoy the amazing views. The building has a large outdoor amenity deck complete with spa, grilling stations, lounge areas, and fire pits that give the residents an escape to the outdoors without having to leave their home.

Developer: Trammel Crow Company Contractor: Stevens Construction Corp Lead Architect: ESG Architecture & Design

MESSERLI KRAMER

ATTORNEYS & ADVISORS

MESSERLIKRAMER.COM (612) 672-3600 Award-winning and trusted by businesses across the country, the Messerli Kramer Commercial Real Estate Group represents retailers, landlords, real estate investors, and property managers.

Our experienced attorneys are here to provide sound advice, minimize risk, and bring projects to completion on your timeframe. Whether you're looking to acquire, operate, manage, or sell real estate, our team is here to be responsive to your needs.



MIXED-USE PROPERTY





THE CRYSTAL COURT RENOVATION

The Crystal Court, located at the famed IDS Center in Minneapolis, is the city's central gathering place, where individuals from all walks of life come together to deepen their connections with the community. The Crystal Court underwent a thoughtful renovation in 2021, honoring its 50-year legacy and ushering in a new era of unique experiences for visitors. Updates included collaborative seating areas with modular furniture; an enhanced grove of overstory trees rising directly through the granite floor to form a tall canopy of greenery; and an infinity edge water feature that visually and acoustically fosters a sense of park-like serenity.

Developer: Accesso

Contractor: Greiner Construction

Lead Architect: Perkins&Will



THE LARKING

The Larking is a \$100 million, mixed-use development featuring 341 market-rate apartments. The development includes three levels of underground parking and is anchored by a Wells Fargo branch and 12,900 square feet of street retail space. The Larking's elegant Elliot Park residences cater to active urban professionals with 38 floor-plans, including seven unique penthouses. The property offers artful elements, like floor-to-ceiling windows, wide plank flooring, granite countertops, and exposed concrete ceilings and columns.

Developer: Kraus-Anderson Development Company Contractor: Kraus-Anderson Construction Company Lead Architect: ESG Architects

Congratulations

Congratulations to Newmark's Jim Damiani, Ryan Bohrer, and Andrew Commers whose representation of Deluxe Corporation is a Minnesota RE Journal 'Most Significant Lease Transaction' finalist. Special thanks and gratitude to valued client, Deluxe, for its trust and partnership.





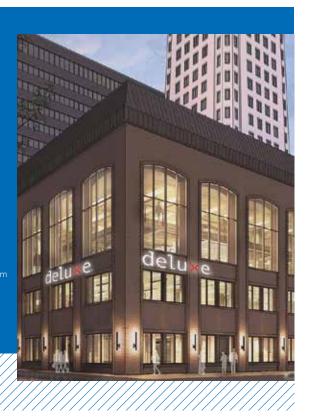
Jim Damiani CCIM SIOR Executive Managing Director t 612-430-9960 iim.damiani@nmrk.com

NEWMARK



Andrew Commers Managing Director t 612-440-0007 andrew.commers@nmrk.com rvan.bohrer@nmrk.com

nmrk.com



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MIXED-USE PROPERTY





THE SHALE

The Shale project is a six-story mixed use building with one-story of underground parking located on Nawadaha Boulevard adjacent to the intersection of Hiawatha Avenue and Minnehaha Parkway. The residential component, on floors two through six, provide for 80 market rate units ranging in type from studio to two-bedroom units. A significant portion of the first floor is utilized for tenant amenities and commercial purposes. There is also a tenant amenity room and rooftop deck that overlooks Minnehaha Falls Regional Park to the southeast.

Developer: Reuter Walton Development Contractor: Watson-Forsberg Lead Architect: John Nieuwenhuis



THE LINDEN

The Linden is a new luxury rental building for adults 55 and older, located in the heart of Mendota Heights, and it fills the last piece of The Village development. The Linden features 48 units of apartments and amenities on three levels, along with a new familyfriendly restaurant, The Copperfield, owned by local restaurateur Paul Dzubnar with Hightop Hospitality. Developed and owned by Grand Real Estate Advisors, The Linden fulfills the city's goals of adding housing and dining opportunities, complementing the neighborhood aesthetic, connecting to pedestrian trails, and minimizing impact on adjacent sites.

Developer: Grand Real Estate Advisors

Contractor: Weis Builders

Lead Architect: Pope Architects





INTERIOR DESIGN – URBAN OFFICE





SAINT PAUL PORT AUTHORITY HEADQUARTERS

The Saint Paul Port Authority (SPPA) is a non-profit governmental agency originally established to manage the Saint Paul Harbor and whose mission today is to create quality job opportunities, expand the tax base, and advance sustainable development. Always on the leading edge of innovation, SPPA challenged LHB to design their new 8,400 square foot office suite with a focus on the health and wellness of their employees. Targeting both Fitwel and LEED for Interior Design and Construction Gold level certification, the space will help SPPA build the case for increased return on investment through sustainable design.

Developer: Saint Paul Port Authority Contractor: Steiner Construction

Lead Architect: LHB, Inc.

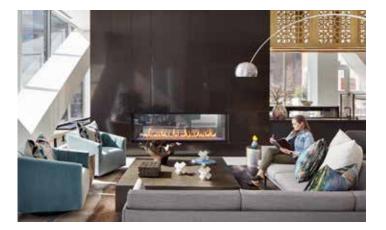


SUPERHUMAN

Superhuman is a creative agency that helps brands be more human. Located in the historic Kickernick building, they wanted their workspace to provoke inspiration, facilitate collaboration, and convey their brand. When this suite was last renovated in the '90s, the brick and timber finishes unique to this area of Minneapolis got covered up. By exposing and restoring the original brick, timber, and wood flooring, the historic charm was revived. The open office, multiple meeting areas, lounge space, and long harvest table create an inviting environment conducive for collaboration and promote the strong sense of community ingrained in the Superhuman culture.

Developer: United Properties

Contractor: Crawford Merz Construction Lead Architect: BDH



TWO22

Downtown Minneapolis is in the midst of a building repositioning boom—a total of eight towers have refurbished their lobbies to meet the new demands of today's workforce, with Two22 being the most recent to undergo a renovation. Following the commercial building's sale to Lingerfelt CommonWealth Partners, Two22 ownership wanted to renovate the building's lobby to attract tenants in the metropolitan area as the desire for future-forward amenities grows. For the extensive lobby and first-floor renovation, the new owners selected NELSON Worldwide to transform these areas into modern spaces. The overall design was driven by sophistication, technology, evolved amenities, and fluidity.

Contractor: Jeff Loehmann



MEDICAL PROPERTY





M HEALTH FAIRVIEW SOUTHDALE HOSPITAL INPATIENT EXPANSION

The 52,000 square foot, 2-story addition / renovation at M Health Fairview Southdale Hospital is built on the roof a portion of the campus designed to be expanded by only one floor. Below the addition in an existing portion of the building are 8 observation rooms for shorter stay patients. Inside the addition are 52 stateof-the-art single occupancy inpatient rooms with large expanses of glass bringing light and views of nature to the patients and staff inside the building.

Contractor: JE Dunn

Lead Architect: Perkins&Will

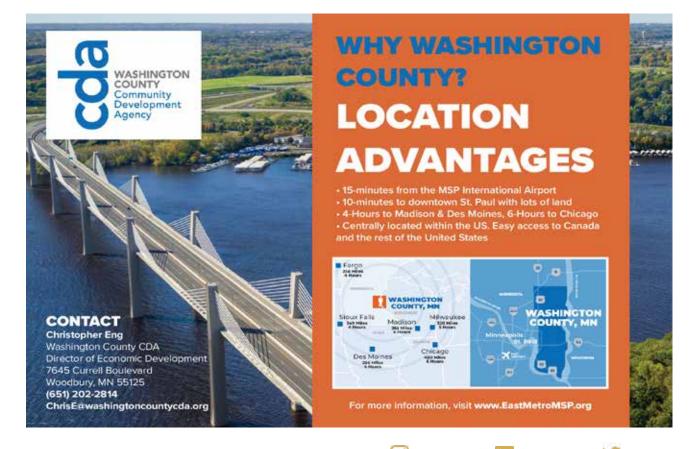


MILLE LACS HEALTH SYSTEM EXPANSION

Mille Lacs Health System (MLHS) is a community-owned, non-profit hospital and clinic in Onamia, Minnesota, situated between Highway 169 and the shores of Lake Mille Lacs. Originally constructed in 1956 and funded fully by community donations, MLHS embarked on a \$30 million two-phased development designed to greatly improve patient experience and modernize healthcare delivery. This includes a new emergency department, acute care, dining, main entrance, and updates to outpatient clinic, same day surgery, lab, therapy and sleep clinic. The project fills the need for critical healthcare services, allowing MLHS to continue to serve its community within central Minnesota's lakes region.

Contractor: Anderson Companies

Lead Architect: Pope Architects





MEDICAL PROPERTY





ORTHOPEDICS LAKEVILLE CLINIC

In collaboration with Summit Orthopedics leadership team, MSP Commercial developed this clinic to accommodate the increased demand for specialty care to the rapidly expanding communities in the Twin Cities south metro. Conveniently located just off Interstate 35, this clinic is perfectly positioned to provide convenient access to patients, without the hassle of traveling into the Twin Cities. The clinic offers advanced subspecialty orthopedic, sports, and spine care, as well as walk-in orthopedic urgent care through the OrthoQUICK clinic.

Developer: MSP Commercial

Contractor: Bauer Design Build

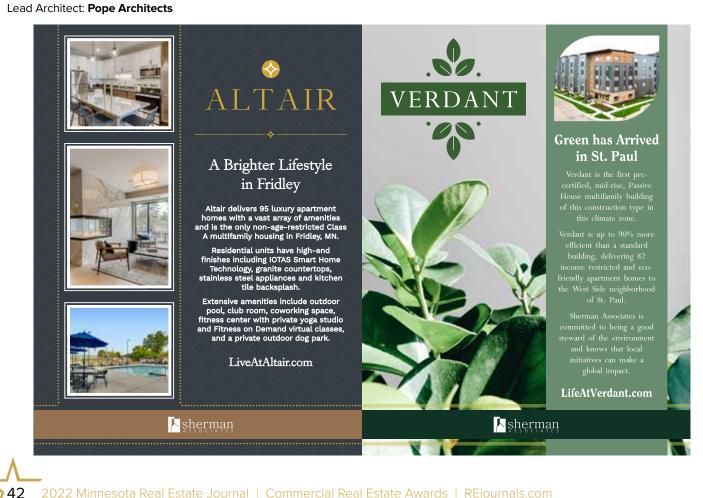


ORTHOPEDICS STILLWATER

TCO's existing Stillwater clinic was serving families for over 40 years. This location provides an expansion of services including orthopedic sports medicine, training gym, exam spaces, hand therapy, physical therapy, X-ray, MRI, and walk-in orthopedic urgent care. The unique sports performance amenities include 8,000SF of athletic turf and training space, incline ramp, batting cage, basketball court, and weight room. The new clinic is an architectural precast building with structural steel frame and composite floor slab. The exterior includes metal panels and a curtain wall in addition to the precast.

Contractor: RJM Construction

Lead Architect: Sperides Reiners Architects





MEDICAL PROPERTY





PARK DENTAL AND THE DENTAL SPECIALISTS - RADIO DRIVE

This project was the co-location of Park Dental and The Dental Specialists into a combined hub to provide patients with access to the highest quality dental care using advanced dental technology in a state-of-the-art facility. The site required roughly 2,000sf less space than had these practices located separately due to the ability to utilize shared "back-of-house" spaces for breakroom, conference area, and similar needs.

Developer: Frauenshuh, Inc. Contractor: RJM Construction Lead Architect: SRa



XCHANGE MEDICAL

In 2015, Davis assembled a 4-property parcel (4.6 acres) on I-394 in anticipation of a medical office development. Rather than build speculatively, Davis held the property until it could match its potential with a client's defined need. That need arose in 2020 when ENTSC sought to consolidate to a location with superior access and visibility. With this commitment, Davis began developing the 78,000sf Xchange medical building. Interest from others quickly followed and before construction was complete, Davis had fully leased the building.

Developer: Mark Davis, Davis

Contractor: Tim McKee, Timco

Lead Architect: Pat Giordana, Synergy Architecture Studio





URBAN MULTIFAMILY - ST. PAUL





CORDELLE APARTMENTS

Cordelle Apartments, located in St. Paul, has 136 one and two bedroom units, 55 balconies, and 2 levels of above ground parking. It incorporates a Level 7 amenity lounge/deck that is equipped with a grill station, natural gas fire pit, and an indoor kitchenette. On the west facing Level 3 amenity area, there is an exterior deck that has a year round 200sf spa. The Level 1 common area has a game and social lounge, bike storage, fitness area, pet wash, and a 6 foot natural gas fireplace.

Developer: **Reuter Walton Development** Contractor: **Ironmark Building Company** Lead Architect: **DJR Architecture, Inc**



MORROW

Morrow includes two five-story buildings with one-story of common underground parking located at the corner of University and Fairview. The buildings are separated by a meandering pedestrian pathway from University Avenue through the site to the Goodwill entry plaza to the north. The residential component of the development is affordable housing and housing unit types range from studios to three-bedroom units. A portion of the first floor is utilized for tenant amenities and commercial purposes.

Developer: **Reuter Walton** Contractor: **Frana Companies** Lead Architect: **John Nieuwenhuis**

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Enjoy low closing costs and no prepayment penalties.

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URBAN MULTIFAMILY - ST. PAUL



THE ALVERA

ALVERA is a state-of-the-art 193-unit Class-A new construction apartment community in St. Paul's West 7th neighborhood. From outside in, ALVERA pushes the boundaries for what market rate housing can be. ALVERA's first impression is made by grabbing your attention from miles away with a lively and vibrantly shining façade, complemented brilliantly by five stories of flowing mural from world renowned artist Aaron De La Cruz. Inside, modern, efficient and dynamic units create a progressive living experience new for the market.

Developer: Ackerberg/Northland Contractor: Opus Design Build Lead Architect: DJR



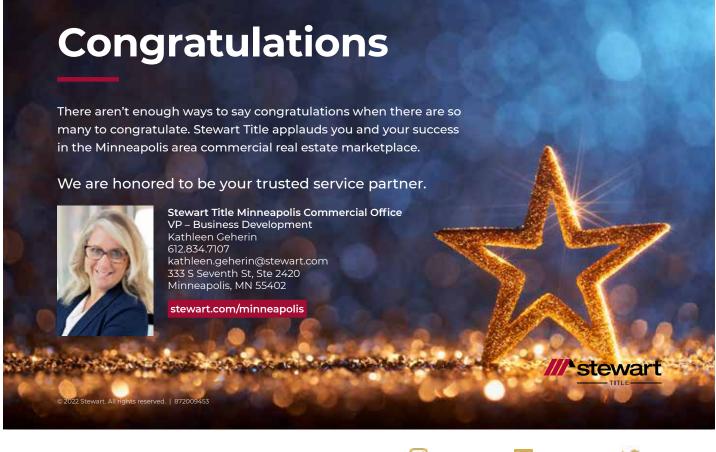
THE HILL APARTMENTS

The Hill Apartments is a 162-unit multi-family market rate apartment community located in the Cathedral Hill neighborhood of St. Paul. It's a Class A+, first luxury rental community in this area in over 30 years offering studios, alcoves, and one- to three-bedroom floorplans with exceptional downtown city and cathedral views. The building is six stories, including one level of underground parking and a lot of space for residents to enjoy like the club room, fitness and business center and the expansive courtyard with a pool, spa, game lawn, grilling area and pizza oven.

Developer: Exeter Group LLC

Contractor: Frana Companies

Lead Architect: UrbanWorks Architecture LLC









CRAWFORD MERZ

Crawford Merz is a leader in the commercial construction industry providing quality services to our clients in a variety of disciplines. We specialize in tenant improvement healthcare, workplace, retail, hospitality, and design-build projects. Crawford Merz's experienced team embraces a proven process that is client focused, resulting in a framework for success that remains flexible to tackle any scope, schedule, or budget.

MCGOUGH

McGough is a respected general contractor that brings six generations of experience to high-profile, unique and complex construction projects. Our success is founded on our people and their extraordinary expertise in planning, development, construction and facility management. From new construction to renovation, McGough has a history of collaborative partnering that leverages the power of people and the advantage of cross-functional expertise We have earned a well-deserved reputation for best-inclass construction for best-in-class clients.



GREYSTONE CONSTRUCTION

Established in 1987, Greystone Construction is a versatile general contractor serving the senior housing, multifamily, commercial, industrial, and agribusiness industries across the United States. Greystone's headquarters are located in Shakopee, Minnesota, with offices in Bismarck, North Dakota, and Spirit Lake, Iowa. Greystone Construction has been building careers and communities for 35 years. With a focus on high-quality craftsmanship, safety, integrity, and relationships, the Greystone team has grown from a start-up focusing on the construction of airplane hangars and waste treatment facilities to a well-established and versatile general contractor serving commercial, industrial, and agribusiness clients in 31 states and counting.



Adolfson & Peterson Construction

DORAN

ADOLFSON & PETERSON

AP offers preconstruction, construction and contracting services across commercial, education, healthcare, hospitality, industrial, multifamily, municipal, recreation, senior living and many other market segments. It remains a trusted family-owned business known for quality, reliability and strong partner relationships while maintaining one of the strongest safety records in the industry. AP serves multiple geographic regions with more than 650 employees and offices in Arizona, Colorado, Minnesota, Texas and Wyoming. Dedication to clients, communities, and employees, and a commitment to core values and innovation, has allowed the company to remain an industry leader and dependable construction partner for decades.

DORAN CONSTRUCTION

Doran is one of the upper Midwest's fastest-growing real estate development firms and a certified Women Business Enterprise National Council (WBENC) company. Doran provides trusted leadership and valued services in development, architecture, construction, and property management through Whitecap Management. Doran's industry professionals have developed, designed, or built more than 5,000 units of multifamily and mixed-use projects. With over 135 employees, Doran has received numerous industry awards, from "Best Place to Work," "Best of Business," to "Best Large Contractor." Doran builds pride and value in real estate, which shows in its trusted partnerships and unwavering commitment to quality.



AMCON CONSTRUCTION

Amcon is a full-service design-build, construction management and general contracting firm founded in 1971 upon a concept of complete construction services. We provide in-house design and construction expertise to a wide variety of sectors including multi-family, senior housing, industrial, office, medical and retail. We tailor our services to meet the needs of each client and project to ensure a successful building. Amcon principals take an active role in your project and work in tandem with our team of in-house professionals and team specific consultants to provide planning, design, construction, and project management services.



IRONMARK BUILDING COMPANY

Ironmark Building Company was founded in 2011 with the goal to build quality projects for discerning clients while developing longlasting relationships through trust, collaboration, and integrity. Ironmark's moderate size is a strength, allowing each partner to be directly involved through every step of the development process, applying the Partners' solutions learned from a combined 85 years of experience to today's unique project challenges. We measure our success through client satisfaction, repeat clients, meeting deadlines, beating schedules, automating processes, and increased efficiency and effectiveness at every step of each project. We build quality projects for discerning clients.

BROKER





AVERY TICER

Avery Ticer is an Executive Director in the Capital Markets Group for Cushman & Wakefield where he focuses on the disposition of single-tenant and multitenant office and industrial assets on behalf of institutional and private owners. In 2021, Avery and his team completed disposition and advisory assignments totaling 4.9 million square feet (sf) with \$609 Million in transaction value. In addition, Avery and his team

are actively marketing more than two million square feet of assets with a value of \$400 Million throughout Minneapolis-St. Paul and the greater Midwest



JOE OWEN

Over the past 20 years, Joe Owen has risen to the top of Minneapolis' brokerage scene, as the No. 1 industrial broker at Colliers | Minneapolis-St. Paul. Known for his strong business acumen and astute negotiation skills, Joe expertly advises clients to make informed decisions and resourcefully handles complex transactions on a local and global level. Joe strategically approaches each transaction with

the goal of maximizing operational efficiency, impressing those around him with his endless network of resources and multi-market collaboration skills. Transparency, trustworthiness and altruism illustrate who Joe is as a business partner and the kind of values he brings to his work each day.



MARSHALL NGUYEN

As a young child, Marshall Nguyen immigrated to Minnesota from Vietnam with his family in 1993. When he began his career in commercial real estate in 2017 with the Caspian Group he quickly recognized a need for representation within the minority community. With this in mind, he found an untapped market to make a significant sociological difference within his community. As his experience grows, he's been able to

represent some of the largest clients in Minnesota and in the USspecializing in community development.



STEVE MICHEL

Steve Michel has been selling apartment buildings for over 40 years and he has built his boutique, multifamily brokerage firm. Michel Commercial Real Estate on a foundation of integrity, hard work, and his classic "go get 'em" attitude. Steve is the ultimate dealmaker and an expert negotiator. He has been recognized for his ability to keep difficult deals together and Steve's experience through numerous market cycles has

made him uniquely equipped to serve his clients well. Steve has built strong business relationships over the decades yet, he doesn't rest on his laurels of success.



STEVE CHIRHART

Steve began his commercial real estate career in 1985. He is widely respected throughout the industry for his dedication to client service and results. He frequently participates in real estate related programs as a speaker, moderator, or educator and has served as the local President for both the Commercial Board of Realtors and MN Chapter of SIOR.



JUDD WELLIVER

Judd Welliver is an Executive Vice President at CBRE and is the foremost expert on the white-hot industrial market in the Twin Cities and an advocate for our region. Judd is the industrial lead on CBRE's top-producing Capital Markets team in Minneapolis and is also the youngest broker in the history of CBRE in Minneapolis to carry the Executive Vice President title-the second-highest ranking title held in the market.While the

Twin Cities has experienced new investor interest in the industrial sector, Judd has educated investors on opportunities and delivered incredible returns for his clients.

5^{--} REDEVELOPMENT – RETAIL & HOSPITALITY 5^{--}



ASIA MALL

Previously a Gander Mountain store (3 floors with a mezzanine on the second floor approx. 116K square feet). The vision was to convert the building into the first multi-level Asian-themed mall in Minnesota. The property will include 23 multi-tenant spaces. Anchor Leases executed: Asian Mart (32Ksf), HotpotCity (5,200sf), and many others. 77% occupancy in 5 mths. The building will contain a mix of Asian restaurants, retailers, and services. Our objective is to create a onestop-shop that fits patron needs and offers a place where everyone can enjoy shopping, dining, and experience a great ambiance and a little taste of Asia while living in Minnesota.



A-SIDE PUBLIC HOUSE

This project involved the renovation of historic, former Fire Station No. 10 at 754 Randolph Avenue in St. Paul, Minnesota into a microbrewery, taproom and coffeeshop with a second floor event center. Work also included a patio and asphalt parking lot. The space pays tribute to its former use with fire station doors, references to Station 10 and Fort Road on the bar.

Contractor: Terra Construction

Lead Architect: Little Box

Developer: Chan Consulting LLC

Contractor: Chan Consulting LLC

Lead Architect: Chan Consulting LLC



GROVE PLAZA

In 2014, 200,000 sf of vacancy existed at this one-time retail hub in Cottage Grove, including the near empty Grove Plaza. By 2015, a 1,500 sf Sports Clips salon was the only retail still open. The owner of Grove Plaza, ELB-S, worked with the City of Cottage Grove to create a reimagined retail redevelopment with great success. Today there is over 200,000 sf of open and vibrant retail stores, including TJMaxx/HomeGoods, PetSmart, Planet Fitness, Salons by JC and shadow anchored by a 90,000 sf HyVee supercenter and convenience store.

Developer: EBL-S (Grove-Rainbow LLP)

Contractor: Innovative Solutions

Lead Architect: RSP



RAND TOWER - MARRIOTT TRIBUTE HOTEL

Built in 1929, the Rand Tower is an art deco gem on the National Register of Historic Places. The 27-story tower's delicate design was carefully transformed from an office tower to a 270-room luxury hotel for Marriott. Key features remained in place, including refurbished exterior stone and terrazzo floors, butterfly windows and frames, brass doors, ornate exterior metal panels, and interior walnut paneling. The front lobby and elevator lobbies on each floor were also completely restored. A new five-story annex features a rooftop addition housing a restaurant and bar with a 2,135-SF patio under a large retractable glass skylight.

Developer: Maven Real Estate Partners

Contractor: Ryan Companies US, Inc.

Lead Architect: Elness Swanson Graham Architects





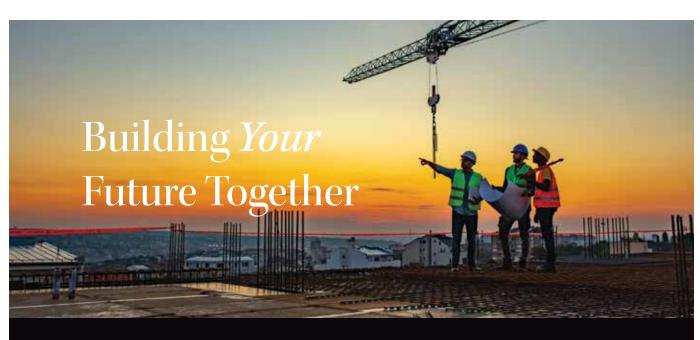
RAND TOWER - MARRIOTT TRIBUTE HOTEL

Built in 1929, the Rand Tower is an art deco gem on the National Register of Historic Places. The 27-story tower's delicate design was carefully transformed from an office tower to a 270-room luxury hotel for Marriott. Key features remained in place, including refurbished exterior stone and terrazzo floors, butterfly windows and frames, brass doors, ornate exterior metal panels, and interior walnut paneling. The front lobby and elevator lobbies on each floor were also completely restored. A new five-story annex features a rooftop addition housing a restaurant and bar with a 2,135-SF patio under a large retractable glass skylight.

Developer: Maven Real Estate Partners

Contractor: Ryan Companies US, Inc.

Lead Architect: Elness Swanson Graham Architects



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MOST SIGNIFICANT INVESTMENT SALE TRANSACTION IN 2021



ANSELM HOUSE AT 718 WASHINGTON AVENUE, MINNEAPOLIS

Anselm House began the search for a new home for the future of their mission, "to connect faith and knowledge with all of life" at the University of Minnesota in 2019 and their initial requirement was a roughly 5,000 SF study center with the primary goal to be somewhere on campus. The eventual purchase of a 74,154 SF, \$14,871,576 mixed-use property in the heart of the University of Minnesota campus by this small non-profit is a once-in-a-generation event that will change the fabric of campus; providing a place for Christians to study, connect, and grow.



THRIVENT HEADQUARTERS

On February 5, 2021, Thrivent closed on the sale of their brandnew, eight-story, 262,000 square foot headquarters building in downtown Minneapolis. The agreement included a 20-year lease of the building for Thrivent. The building was purchased by Benderson Development and CGA Capital for a final sale price of \$130 million, or \$497 per square foot. The transaction was the largest office sale in the Twin Cities market in 2021. Cushman & Wakefield's Capital Markets and Development Teams involved in the sale included Tom O'Brien, John Breitinger, Bill Richards, Avery Ticer, Scott Pollock, Terry Kingston and Sam Maguire.

& centerspace

CENTERSPACE KMS TRANSACTION

In September 2021, Centerspace acquired an apartment portfolio from KMS Management for \$323.8 million. The portfolio consists of 2,696 homes across 14 communities in the Twin Cities and three communities in St. Cloud. 116 KMS team members joined Centerspace in the UPREIT transaction. KMS is a series of partnerships led by Bob Levine. Their primary objectives were income equivalency, tax planning and a great place to work for the KMS operating team. Centerspace is an NYSE listed apartment REIT (NYSE:CSR). Centerspace's objective was growth in the Twin Cities, one of their key markets, by acquiring communities well-located within their submarkets. To achieve these goals Centerspace structured a contribution transaction, whereby KMS contributed their 17 communities into the Centerspace portfolio for equity (operating partnership units). The transaction was transformational for both KMS and Centerspace and was the result of multiple years of collaborative and thoughtful work between both organizations and their third-party partners. Both sets of stakeholders move forward together and have a better investment with greater diversity and liquidity. The communities' residents will benefit as Centerspace plans to invest approximately \$40 million into the communities over the next 24-36 months.

$\frac{1}{2}^{-}$ REDEVELOPMENT – EDUCATION & TRAINING $\frac{1}{2}^{-}$



ABUBAKER AS-SADDIQUE ISLAMIC CENTER

The Abubakar As-Sadique Islamic Center's (AAIC) Board of Trustees and Executive Team understood the importance of breathing new life into the community of South Minneapolis. With the support of an international Islamic funding source and 2 million dollars in donations from the community, this vision became a reality through the development of AIM Academy. This institution provides 6th-9th graders with high-quality education specializing in Science, Technology, Engineering and Math (STEM). Mohagen Hansen worked with the client to repurpose a vacant, toxic metal stamping and ammunition factory into a beautiful school and gymnasium where the next generation can flourish.

Contractor: C70 Builders, Inc.

Lead Architect: Mohagen Hansen Architecture | Interiors



UA PLUMBERS UNION LOCAL 15 RELOCATION

JE Dunn, through the Alliiance design, completely transformed an 88,000 SF, high-bay manufacturing facility into a home for the UA Plumbers Union Local 15. The building enables hands-on learning with a mix of "real-life" simulation environments, welding shops, state-of-the-art classrooms, support spaces, and a flexible meeting hall that opens onto the outdoor patio. The union offices, meeting hall, and training center were in two separate buildings, and the goal was to consolidate into one space, creating better sense of community.

Developer: IAG Commercial (owner's representative)

Contractor: JE Dunn Construction

Lead Architect: Alliiance

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FOSS SWIM SCHOOL AT SOUTHDALE SQUARE

The repositioning of this key endcap at Southdale Square from Pier 1 to Foss Swim School helped revitalize and reposition the shopping center for the evolving retail landscape. The use of the space for swim lessons for children drive families to make Southdale Square a part of regularly scheduled weekly activities, just as grocery anchors have done for shopping centers for decades. This then helped enable and energize the later repositioning of Tuesday Morning space into a high-end daycare and other spaces in the center into Stretch Lab and Rush Bowls.

Developer: Frauenshuh, Inc.

Contractor: Pro-Tech

Lead Architect: Paul Meyer Architects, Inc.



KID ZONE EARLY LEARNING CENTER - HOPKINS

Conversion of a 13,200 GSF leased former medical office building into a vibrant infant through pre-K early childhood learning center. The building was fully reconfigured on the interior, replacing three dozen office and treatment rooms with seven classrooms, an indoor play space, administrative offices, and a commercial kitchen, used to prepare three meals a day from scratch. The project leveraged the building's unique geometry, existing windows, notable vaulted lobby, and available outdoor space to provide a long-term lease facility that offers Kid Zone Early Learning Center a new home that allows them to nurture an increased number of students.

Developer: **Kid Zone** Contractor: **Anderson CC** Lead Architect: **BKV Group**



SENIOR 55+ ACTIVE





APPLEWOOD POINTE - EDEN PRAIRIE

Applewood Pointe of Eden Prairie is a "for sale" 100-unit senior cooperative and is part of the Smith Village master development, which also includes Trail Point Ridge, a 58-unit multi-family affordable project developed by CommonBond and 6 Villa home sites developed by BrandlAnderson.

Developer: United Properties

Contractor: Weis Building

Lead Architect: Momentum Design Group



ELMWOOD APARTMENTS

The Elmwood Apartments project is a five-story mixed use building with one-story of underground parking located at 5605 W 36th Street, St. Louis Park, MN. The residential component, on floors two through five and partially on first, are for residents age 55 and older. A significant portion of the first floor is utilized for tenant amenities and commercial purposes. There is a large outdoor recreational area for use by the residents on the south side of the building and a similar area located on the building's rooftop.

Developer: Donald Kasbohm, Main Street Companies, Inc. Contractor: Stonebridge Construction Lead Architect: John Nieuwenhuis



THE LINDEN

The Linden is a new luxury rental building for adults 55 and older, located in the heart of Mendota Heights, and it fills the last piece of The Village development. The Linden features 48 units of apartments and amenities on three levels, along with a new familyfriendly restaurant, The Copperfield, owned by local restaurateur Paul Dzubnar with Hightop Hospitality. Developed and owned by Grand Real Estate Advisors, The Linden fulfills the city's goals of adding housing and dining opportunities, complementing the neighborhood aesthetic, connecting to pedestrian trails, and minimizing impact on adjacent sites.

Developer: Grand Real Estate Advisors

Contractor: Weis Builders

Lead Architect: Pope Architects



BREN ROAD STATION

Bren Road Station is a 55+ active senior community nestled in Minnetonka, MN offering 262 affordable housing units as part of a larger campus that includes 220 new affordable family units. The community offers urban design in a suburban neighborhood with adjacent light rail station and walking paths connecting residents in the neighborhood. Various courtyards and an interplay between buildings and the surroundings create a wide range of private and public spaces for an active community.

Developer: Dominium Contractor: Eagle Building Company Lead Architect: BKV Group



SENIOR 55+ ACTIVE





THE FIELDS AT ARBOR GLEN

Thoughtfully designed for people 55+ and excited to embrace the freedom of Independent Living, The Fields at Arbor Glen offers 42 spacious senior living apartments and 18 single-level 55+ patio townhomes for rent in Lake Elmo. Located in a lovely neighborhood with views to nearby woodlands, this pet-friendly community provides the warmth of a charming village, with easy access to outdoor recreation, fabulous shopping, and delicious dining. Our residents enjoy a maintenance-free lifestyle with amenities designed to help them make the most of every day such as pickleball courts, gardens, gazebo, grills, community rooms and social events.

Developer: Frisbie Companies Contractor: Larson Builders Lead Architect: Ayres Associates

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- LIFETIME ACHIEVEMENT

KELLY DORAN

Kelly Doran is widely regarded as one of the leading developers of high-end residential and retail communities in the Twin Cities. With nearly 40 years of experience, his nuanced understanding of the market combined with his relationships and tenacity ensure his projects not only succeed, but that they are recognized for their superior level of quality, design, popularity and lasting value.

Throughout his career, Kelly has developed dozens of major retail and multi-family projects with an aggregate value into the billions. With a currently owned real estate portfolio valued at over \$1 billion, Kelly has received widespread recognition as both a leader and a developer. Kelly is the recipient of numerous awards, including being named "The Most Admired CEO" by the Minneapolis-St. Paul Business Journal, "Executive of the Year" by the Minnesota Real Estate Journal and inducted into the Minnesota Shopping Center's Hall of Fame, the Twin Cities Business' Hall of Fame, and the Business Journals' National Influencers List in Commercial Real Estate.

A Minneapolis native, Kelly attended

Minneapolis Public Schools and the University of Minnesota where he earned a bachelor's and master's degree in finance. Proud of his deep roots in the city, he has shared his success with many donations to educational institutions, including: Southwest High School; the University of Minnesota; Augsburg University and Summit Academy. He has also provided numerous scholarships for students from the Minneapolis Public Schools to attend college, including first-generation college students and students who could not otherwise afford to attend.

Kelly currently lives in Minneapolis with his wife Connie, with whom he shares six adult children.

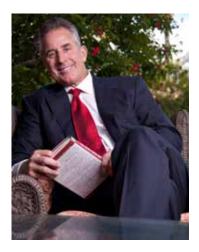






2021 - SID BADER

From humble beginnings, Sid Bader grew up on the North side of Minneapolis as the son of tailor. He married his high school sweetheart at 19-years-old, and 70 years later, she is still the love of his life. Determined to provide for his family, Sid went on to obtain both his real estate license and an accounting degree—all while raising his three young children. He worked three jobs to make ends meet until 1963 when he and his brother-in-law founded Z&S, now known as Steven-Scott Management. Today, their small real estate company has grown from 3 to over 500 employees. Through Sid's leadership, two additional companies were born: Bader Development and Bader Diamond Fund. Collectively, they currently manage, own and operate over 11,500 units in the Twin Cities and Dallas areas.



2020 - JOHN ALLEN

In an industry dominated by national REITs and large institutions, John Allen leveraged his entrepreneurial talent and commitment to quality into five million square feet of market-leading industrial properties. Throughout Allen's storied 39-year career, he has been admired for his unique commitment to contrarian investment timing, thriving through multiple economic downturns, often making strategic acquisitions while large competitors sat on the sidelines. Allen is not only known for his legendary work ethic; he is an active leader and philanthropic contributor to multiple non-profit educational and community organizations; a true Minnesota industrial icon.



2019 - GARY HOLMES

Gary is the founding president and chief executive officer of CSM. After honing his skills acquiring properties in his teens and early adulthood, Gary started CSM in 1976. Gary develops, renovates and restores commercial, industrial, hotel and residential properties nationwide. His attitude, ethics, focus and keen business sense have helped CSM become recognized throughout the U.S. for unique approaches to design and development, quality management and superb customer service. CSM's dozens of industry awards and four decades of success are a testament to Gary instilling a commitment to the core values of integrity, respect, quality, community and continuous improvement throughout the company.

LOOKING FOR CONTINUING EDUCATION CREDITS?

- April 28th Faribault Real Estate Summit 2.0 in Faribault
- May 5th 18th Annual Land Development Summit
- May 10th 2nd Annual Rochester Real Estate Forecast Summit
- May 24th Mankato Commercial Real Estate Development Day
- June 3rd 16th Annual Property Management Summit
- June 6th 21st Annual MREJ Golf Classic #1@Rush Creek Golf Club
- June 9th 10th Annual Mid-Year Commercial Real Estate Forecast
- June 15th 10th Annual Mid -Year Apartment Summit
- June 23rd 15th Annual Retail & Restaurant Summit

www.rejournals.com/upcomingevents





GREATER MINNESOTA





ASSOCIATED WHOLESALE GROCERS - ST. CLOUD

City of St. Cloud, Stearns Electric Association and Great River Energy assisted Associated Wholesale Grocers (AWG) to establish a regional hub in St. Cloud for its Upper Midwest Division. Strategically located in the I-94 Business Park, AWG worked with the St. Cloud team on a two-phase project: Retrofitted an existing 316,000 square-foot dry goods warehouse (previously Creative Memories); Purchased additional 80 acres for construction of a 330,000 square-foot fresh and frozen food distribution center set to open in September 2022. AWG's Chief HR Officer noted St. Cloud was selected for its strong workforce base and central location to Midwest markets.

Developer: Associated Wholesale Grocers (AWG) Contractor: Tippman Construction Lead Architect: Rice Companies



MILLE LACS HEALTH SYSTEM EXPANSION

Mille Lacs Health System (MLHS) is a community-owned, non-profit hospital and clinic in Onamia, Minnesota, situated between Highway 169 and the shores of Lake Mille Lacs. Originally constructed in 1956 and funded fully by community donations, MLHS embarked on a \$30 million two-phased development designed to greatly improve patient experience and modernize healthcare delivery. This includes a new emergency department, acute care, dining, main entrance, and updates to outpatient clinic, same day surgery, lab, therapy and sleep clinic. The project fills the need for critical healthcare services, allowing MLHS to continue to serve its community within central Minnesota's lakes region.

Contractor: Anderson Companies Lead Architect: Pope Architects



CRY BABY CRAIGS

Cry Baby Craig's (CBC) is a nationally recognized hot sauce company that chose to relocate their business out of Northeast Minneapolis to Faribault's downtown with a goal to expand bottling operation and spearhead a food movement. CBC's was guided to the space they now call home by Faribault's economic development team. They were able to keep the charm of the building, while successfully marrying it to their sleek marble countertops. Creating a niche shop that sells their uniquely crafted hot sauce alongside their proudly displayed 1-star amazon review t-shirt, CBC's brought good humans and amazing hot sauce to our town!

Developer: Rick Sutton

Contractor: Jerome Wheelock (Wheelock management) Lead Architect: Craig Kaiser, Sam Bonin (Cry Baby Craig's)



GREATER MINNESOTA





THE PILLARS OF GRAND RAPIDS

The Pillars of Grand Rapids is a 140,000 square foot senior living community that offers 120 apartments including independent living, assisted living and memory care. It's location adjacent to the Grand Itasca Clinic & Hospital, a wholly owned subsidiary of Fairview Health Services and part of the M Health Fairview family, creates a healthcare hub to greatly benefit the community. The Pillars of Grand Rapids is the sixth in Oppidan's portfolio of Pillars senior living communities across the state. Amenities include a pub, outdoor dining patio, maker's studio, second floor deck and pickle ball court.

Developer: Oppidan

Contractor: HDC

Lead Architect: Kaas Wilson



TILLER + MAIN

The Valley Green Square Mall was the downtown center for Le Sueur, MN. It was home to a variety of local professional service tenants, but the mall was outdated. Developers had sought the project for years but didn't want to take the risk, until Building Good Downtowns approached the city with a new vision: Tiller + Main. This building would cultivate new business, breaking (or tilling) ground to bring new opportunities to the surface. The new design and re-opening of Main Street would create a new pulse for livability, joining businesses and residents in a beautifully renovated downtown block.

Developer: David Schooff and Matt Borowy Contractor: Brennan Companies of MN

Lead Architect: Widseth



VUE AT BLUESTONE

Positioned in the Bluestone Community in Duluth, Minnesota, this is the fourth and final phase of a master development for Summit Management. Vue at Bluestone is an upscale multi-generational apartment project that consists of 194 units, made of studio, one, two, and three bedrooms. The project comprises 165,873 square feet of residential and 102,750 sf of commercial space, including parking, community amenity space, MEP support space, and management offices.

Developer: Summit Management Contractor: Doran Construction Lead Architect: Doran Architecture

$5^{A_{-}}$ SINGLE FAMILY/TOWNHOME – FOR SALE



NORTH LAKE RESIDENCES, WAYZATA

As rare a treasure as the City of Wayzata itself, this legacy property stays true to the roots of this Lakeside village. Only mere strides from the shores of Lake Minnetonka, the North Lake Residence offer the familiarity of a single-family residence with the ease of a turn-key lifestyle.

Developer: BohLand Homes

Contractor: BohLand Homes

Lead Architect: Whitten Associates Inc.

REAL ESTATE LAWYER OF THE YEAR



KYLE S. WILLEMS

Kyle is a gifted litigator who has obtained fantastic results for his real estate clients. However, this nomination is because of something that justifies industry recognition: Kyle's tireless work to take what he learns from his cases and use those lessons to educate members in the real estate industry about how to work together to avoid litigation and grow as business partners.



Minnesota State Bar Association, and focuses his practice on the unique legal needs of contractors, subcontractors, suppliers, and commercial real estate owners and developers.

BLAKE NELSON



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PAUL ANDERSON

Paul Anderson is a senior attorney in Messerli Kramer's Commercial Real Estate group and has been with the firm for 34 years. He has spent his career negotiating and documenting transactions for his clients in all areas of commercial real estate, including sales, acquisitions, land use planning and development; construction, financing and leasing of retail shopping centers; student housing projects, upscale

residential apartment complexes, charter schools, and senior apartments; and assisted living and skilled nursing care facilities.

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INTERIOR DESIGN - RETAIL/RESTAURANT/HOSPITALITY



CARRICK TONKA BAY

Carrick is an amenity-rich residence of apartments and townhomes within walking distance of Lake Minnetonka, coffee shops, restaurants, and shopping. Tonka Bay's first multifamily project, Carrick provides area residents with exceptional amenities and living spaces. Each residence has a spacious interior, a private balcony or terrace, oversized windows, and top-of-the-line cabinetry and countertops. The community's amenities include a fitness center with a sauna, clubroom, entertainment suite, bike repair station, and expansive outdoor terrace. Adjacent to miles of pedestrian walkways and bike paths, Carrick connects its residents to scenic Lake Minnetonka and other highly sought-after amenities in the area.

Developer: Doran RE Partners Contractor: Doran Special Projects Lead Architect: Doran Architecture



CENTRE VILLAGE CONDOS

Centre Village hadn't been updated in 20 years and the amenity areas needed to be redefined to support the lifestyle of the residents. A lounge area with soft seating was added adjacent to the elevator lobby to ignite an inviting first impression and an opportunity for socialization. The Event Lounge and Club Lounge were zoned to serve multiple purposes and the under-used library was transformed into a business lounge. The upgraded finishes produce a lighter and brighter living environment and the activated amenity areas foster an interconnected community conducive to the urban lifestyle desired by the downtown condo dwellers.

Contractor: Gardner Builders Lead Architect: BDH



VUE AT BLUESTONE

Positioned in the Bluestone Community in Duluth, Minnesota, this is the fourth and final phase of a master development for Summit Management. Vue at Bluestone is an upscale multi-generational apartment project that consists of 194 units, made of studio, one, two, and three bedrooms. The project comprises 165,873 square feet of residential and 102,750 sf of commercial space, including parking, community amenity space, MEP support space, and management offices.

Developer: Summit Management

Contractor: Doran Construction

Lead Architect: Doran Architecture



WOMAN OF THE YEAR - REAL ESTATE SERVICES





KATE GRUTZMACHER

Kate Grutzmacher, a Minneapolis entrepreneur and contributor in the Real Estate and Property Management industries, is known for her unparalleled commitment to community engagement and collaboration. 2021 was a pivotal point in her career; she stepped into her current role as President of Cities Management, Inc. an Associa Company. Kate prides herself on developing, cultivating and enhancing partnerships

enhances partnerships with the brightest talent while building a strong team that successfully serves client boards, valued residents, and our local community



ANDREA ZENOBI

As an Associate Manager for CBRE, Andrea Zenobi currently oversees the daily operations of 4.4 million square feet of multi-tenant office, retail and industrial property in the Twin Cities Metro and Fargo markets for multiple clients. Andrea and her team of 11 are responsible for developing property budgets, recommending and overseeing capital and tenant improvement projects, monthly financial

reporting, tenant and vendor relations, and contract administration. Andrea works directly with ownership to ensure their goals and vision for each asset are being achieved



BARBARA SCHUBA

Barb was hired in March of 2000 as a Staff Accountant, processing the daily deposits, paying vendors and running financial statements. She quickly became interested in the property management side of the business and began working as both a manager and an accountant. Barb furthered her career path by obtaining her real estate salespersons license. She quickly grew the client list and over time hired on

more staff to take on the extra business, growing the third-party sector of the company to what it is today.



DANNIELLE LEWIS

Dannielle Lewis is a partner in the tax practice, focused on serving clients in the construction and real estate industry. She leads Wipfli's team of Qualified Opportunity Zone specialists and is a frequent speaker on this topic. She also advises clients on complex tax transactions involving partnership interest exchanges or business sales. Dannielle stays up to date on the everchanging tax laws and recognizes

opportunities for new and potential clients to help save and structure their funds. She leverages her proactive planning and advising to ensure clients reach their goals and are successful.



URBAN MULTIFAMILY – MINNEAPOLIS



240 PARK AVENUE

240 Park Avenue is a new metropolitan mid-rise residence, operating under an "urban refined" concept. As a 17-story, 204-unit mixed-use building, it creates an impactful urban presence with an especially strong focus on the pedestrian experience. Positioned on a tight, urban in-fill site in Minneapolis, the 411,000-square-foot residence skillfully resolves being closely adjacent to existing structures by not building right up to the property line in order to maintain the function of the neighboring buildings.

Developer: Garden Communities MN / MV Ventures Contractor: Kraus-Anderson Construction Company Lead Architect: BKV Group



NOKO APARTMENTS

The Noko mixed-use apartment project is the latest addition to the vibrant yet quaint Nokomis neighborhood. Developed by Trammel Crow Company, designed by ESG Architects and built by Stevens Construction, this project was highly anticipated amongst the neighborhood community. The 5-story, 130-unit apartment building has a Lunds & Byerlys grocery store on the street level and features units with large balconies and windows to enjoy the amazing views. The building has a large outdoor amenity deck complete with spa, grilling stations, lounge areas, and fire pits that give the residents an escape to the outdoors without having to leave their home.

Developer: Trammel Crow Company

Contractor: Stevens Construction Corp

Lead Architect: ESG Architecture & Design



ELEVEN

Rising 42 stories, Eleven is a new icon in Minneapolis and the tallest residential tower in the upper Midwest. Working with development partner Arcadia and renowned architect Robert A.M. Stern Architects, Ryan transformed a two-acre parking lot into a luxury tower that established a new standard for the Minnesota residential market. Amenities include a private motor court, outside pool, expansive fitness suite, steam/sauna rooms, billiards room, library, guest suites, golf simulator, multi-sport court, demonstration kitchen with dining room, and temperature-controlled parking.

Developer: Arcadia, LLC and Ryan Companies US, Inc.

Contractor: Ryan Companies US, Inc.

Lead Architect: Robert A.M. Stern Architects (design architect) and Ryan A+E, LLC (architect of record)



THE LARKING

The Larking is a \$100 million, mixed-use development featuring 341 market-rate apartments. The development includes three levels of underground parking and is anchored by a Wells Fargo branch and 12,900 square feet of street retail space. The Larking's elegant Elliot Park residences cater to active urban professionals with 38 floor-plans, including seven unique penthouses. The property offers artful elements, like floor-to-ceiling windows, wide plank flooring, granite countertops, and exposed concrete ceilings and columns. Live-Work-Play amenities include Sky Lounge, pool deck, fitness and wellness center, sauna, golf simulator, pet spa, work from home suites, a conference room, and a creation studio.

Developer: Kraus-Anderson Development Company

Contractor: Kraus-Anderson Construction Company

Lead Architect: ESG Architects







SENIOR ASSISTED LIVING





AMIRA CHOICE BLOOMINGTON

Amira Choice Bloomington is a 118-unit senior living community featuring a diverse selection of thoughtfully designed floor plans, restaurant-style dining and resident-focused amenities. Lifestyle options include Independent Living, Assisted Living, Enhanced and Memory Care, with access to on-site nursing healthcare staff 24 hours per day. Amira Choice Bloomington neighbors the recently opened Amira Bloomington which offers Independent Living for the 55+ active adult. These two buildings create a campus environment and are conveniently connected by a secure corridor allowing the residents to enjoy shared amenities.

Developer: United Properties

Contractor: Weis Building

Lead Architect: Kaas Wilson



CASSIA HAVEN HOMES SENOR HEALTH & LIVING

Cassia is a provider of senior housing and healthcare, and an affiliation of long-standing organizations Augustana and Elim Care. Haven Homes Senior Health & Living is the first community under Cassia's brand and is the largest single development in the community of Maple Plain, Minnesota. Haven Homes replaces an outdated 1960s care center with a full continuum community designed with transitions in mind. The design blends elegance and simplicity, creating a modern lifestyle for residents. The community is part of a rapidly growing area known as the "Gateway to Maple Plain" with convenient connections to nature, retail and transit.

Developer: Cassia Contractor: Anderson Companies Lead Architect: Pope Architects



THE PILLARS OF GRAND RAPIDS

The Pillars of Grand Rapids is a 140,000 square foot senior living community that offers 120 apartments including independent living, assisted living and memory care. It's location adjacent to the Grand Itasca Clinic & Hospital, a wholly owned subsidiary of Fairview Health Services and part of the M Health Fairview family, creates a healthcare hub to greatly benefit the community. The Pillars of Grand Rapids is the sixth in Oppidan's portfolio of Pillars senior living communities across the state. Amenities include a pub, outdoor dining patio, maker's studio, second floor deck and pickle ball court.

Developer: **Oppidan** Contractor: **HDC** Lead Architect: **Kaas Wilson**



MORTGAGE BROKER/BANKER





DAVE RASMUSSEN

As a commercial real estate investment banker, I raise debt and equity for my clients. My career gives me a great perspective as a lender, owner, buyer, seller, and mortgage banker. Most people in mortgage banking are very one dimensional in that they do one property type or do only long-term fixed rate debt. My practice includes construction loans, mini-perms, permanent, mezzanine, bridge, joint

ventures, sale-leasebacks, and sales of property. Structuring transactions with banks, insurance companies, agencies, and institutional investors. Property types include multifamily, industrial, office, student housing, self-storage, and hospitality.



DAN TREBIL

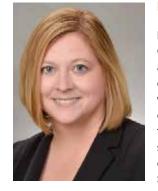
Dan joined Northmarq in July 2002 and was promoted to managing director in 2014. He is responsible for structuring debt and equity capital for all types of commercial real estate transactions and managing the Minneapolis debt and equity team. Prior to joining Northmarq, Dan worked in investment sales at Fuller and Company, a Denver-based commercial real estate brokerage. He also spent several years playing

professional hockey for Anaheim, Pittsburgh and St. Louis in the NHL. In the community, Dan served on the Conservation Commission for the City of Eden Prairie, as Treasurer for the Eden Prairie Hockey Association and on the Board of Directors for a local, non-profit housing developer.



KYLE JEMTRUD

Kyle Jemtrud is a Managing Director at Greystone, a commercial real estate lending, investment, and advisory company. He leads the Minnesota & South Florida offices, lending nationally on multifamily properties across a range of mortgage platforms, including Fannie Mae, Freddie Mac, FHA, CMBS, and bridge. In 2018, he was named a Top 10 producer for Freddie Mac's small balance loan platform.



MARSHA GOFF

Executive Vice President at Merchants Capital currently responsible for affordable and workforce multifamily debt originations. In addition, she works closely with the Merchants LIHTC equity team to structure equity solutions for LIHTC transaction. Prior to 2021, she was the GSE Chief Underwriter and oversaw all GSE production and closing. She is a member of the MCC Strategic Planning Committee and back up

member of GSE Credit Committee. Additionally, she is responsible for MCC Minneapolis – St. Paul general office operations. She holds numerous professional designations and has underwritten or overseen over \$6.5 billion in complex multifamily loan originations.



URBAN MULTIFAMILY - NORTHEAST





FRANCES APARTMENTS

Frances is a 113 unit, five story apartment building in the heart of Northeast Minneapolis. The building includes underground parking, 12 walk-up apartments, a community gathering space with a boardroom and fitness center on the main level, and a rooftop outdoor gathering space featuring fire pits and gas grills. Construction includes two levels of precast concrete and 4 floors of wood framing.

Developer: Solhem Companies

Contractor: Ironmark Building Company

Lead Architect: Momentum Design Group



LUCILLE APARTMENTS

Lucille Apartments is located off Broadway Street in Northeast Minneapolis. Lucille is wood-framed construction and five stories tall with 175 units and almost 170,000 square feet including two levels of parking. Studios, one bedrooms, one bedroom + den and two bed rooms are offered. Amenities include spacious community rooms, rooftop deck with lawn and cinema screenings, 24 hours fitness studio, yoga studio, movie room, lounge, and party room.

Developer: Solhem Companies

Contractor: Ironmark Building Company

Lead Architect: Momentum Design Group



THE HUXLEY

66

Located in the historic Minneapolis Arts District, ownership team TE Miller Development and Sean Sweeney developed this market rate apartment project where edgy style meets artful interiors and chic designer-grade finishes. Designed by Tushie Montgomery Architects, the Huxley amenity spaces include a first-floor pub room, chef's kitchen, co-working spaces, conference room, fitness room, community pet wash and rooftop social lounge with outdoor grilling stations and stunning skyline views. The modern, metro lifestyle has made the Huxley a highly desired place to live, with nearly all 112 units leased within the first three months.

Developer: TE Miller Development

Contractor: Stevens Construction Corp

Lead Architect: Tushie Montgomery Architects



VERSO

Verso is a distinctive project in terms of size and its combination of traditional massing with modern detailing. This 29-unit rental apartment project is the missing middle of housing types between large scale rentals and the traditional single-family neighborhood of NE Minneapolis, in which Verso is located. Verso seamlessly blends unit types and income levels with small studios and alcove units, twostory walk-up style townhouse units, and large deluxe penthouses overlooking the Mississippi River and downtown Minneapolis. Verso is a model for potential small parcel developments imbedded into historic neighborhoods with a wide mix of unit styles, incomes, and amenities.

Developer: Left Lane Ventures Contractor: Yellow Tree

Lead Architect: Collage Architects

$\frac{1}{2}^{-1}$ INTERIOR DESIGN – SUBURBAN OFFICE $\frac{1}{2}^{-1}$



10 WEST END

10 West End is the first speculative Class A office building constructed in the I-394 corridor in 18 years. Situated in a booming retail and residential hub, this 11-story office building with a seven-story parking ramp offers easy access to Downtown Minneapolis and the western suburbs. The 358,538-SF multi-tenant office complex features a 5,000-SF shared outdoor amenity space, 3,500-SF of ground-level retail space, high-end tenant amenity spaces, including a fitness center, training room, multiple conference spaces and an eleventhfloor clubroom and balcony that intentionally frames the skyline of downtown Minneapolis.

Developer: Ryan Companies US, Inc. Contractor: Ryan Companies US, Inc.

Lead Architect: Ryan A+E, Inc.



GREYSTONE CONSTRUCTION OFFICE

The Greystone Construction Office project in Shakopee, Minnesota, is a two-story building with Class A finishes and was the first commercial development of a 13-acre site near Canterbury Park. The stunning building designed by Tushie Montgomery Architects features a two-story glass atrium, floating staircase, modern finishes, 30KW solar panel system, wood-wrapped clerestory, rooftop deck with views of the Canterbury race track, a lush garden with water features, and more. The design provides for incredible views, great exposure to the public, and sets a very high standard of quality for the entire development.

Developer: GS Moving Up, LLC

Contractor: Greystone Construction

Lead Architect: Tushie Montgomery Architects



CRETEX MEDICAL OFFICE RELOCATION

Cretex Medical provides manufacturing and engineering to the medical device industry utilizing the latest technology to support customer outcomes. To increase efficiency and position the company for accelerated growth, they moved into a new office/ manufacturing facility which accommodates the consolidation of two Cretex companies. Meier which specializes in high-precision metal stamping, and JunoPacific, in injection molding. Unlike typical office/manufacturing facilities, the two-story mezzanine and building entry offers abundant natural light along with a high design aesthetic that clearly communicates a commitment to innovation, appreciated by customers and visitors alike. Amenities throughout the space enhance employee satisfaction and wellness.

Developer: United Properties

Contractor: RJ Ryan Construction

Lead Architect: Mohagen Hansen Architecture | Interiors





INTERSTATE DEVELOPMENT

The renovation of the Interstate Development office was a drastic transformation. BDH converted a closed off layout into a synergistic space with a refined industrial aesthetic that reflects the company's collaborative and fun culture. The addition of exterior windows and a glass garage door elevate the views of the outdoors and increase the amount of natural light flowing into the workspace. The amenity package, which features a full kitchen, fitness room, ping pong table, and high-end finishes, sets the Interstate Development office apart from other buildings in the market and makes it a place that employees want to be.



MINNESOTA WOMEN'S CARE, APPLE VALLEY

The project involved the interior renovation of an existing two-story lawyer's office building into a new medical office for Minnesota Women's Care. The final design includes several exam and office spaces on the ground floor, with the spa services and additional staff areas on the basement level. The remodeled space attempts to deconstruct the gender stereotype of women's spaces. The clinic is envisioned as a healing environment for Minnesota Women's Care and a celebration of light, which symbolizes wellness!

Contractor: Karkela Construction

Lead Architect: Mythili Thiagarajan, NCARB, AIA, LEED A.P.

Developer: Interstate Development Contractor: Sever Construction Lead Architect: BDH



ONE SOUTHWEST CROSSING

In 2020, Eagle Ridge Partners purchased the One Southwest Crossing in Eden Prairie. ERP immediately began executing a fullscale renovation of the 250,000 square-foot class A office building (I-494/Viking Drive) The vision: revitalize and reposition OSWX into a modern workspace delivering on design, in-demand amenities and extensive parking in the heart the southwest suburbs corporate corridor serving the developing community (near two light rail stations) for decades to come. Today One Southwest Crossing, is a revitalized work space utilizing the foundational qualities (large floor plates, open air spaces) of the original building with modern amenities and work place experience.

Developer: Eagle Ridge Partners

Contractor: Steiner







BUTCHER & THE BOAR

Rokos Advisors represented Jester Concepts as they were looking to find a new location for the Butcher & The Boar restaurant. After exploring 2nd generation restaurant options in Minneapolis, Rokos Advisors approached Shafer Richardson regarding the Bassett Creek office building. What has traditionally been a typical office space, Rokos & Jester thought the space had incredible potential to become a great restaurant location. In addition to an abundance of outdoor patio space, the single-story portion of the office building also had great bones, including unique exposed wood ceilings, high clear height, a great glass line, and a phenomenal North Loop location.



HAZELWOOD FOOD + DRINK, SAINT LOUIS PARK

Hazelwood Food + Drink is located inside Bridgewater Bank Corporate Center off Excelsior Blvd. in Saint Louis Park, MN. The interior is crafted to maximize a bright and airy mainstay with a contemporary interior. This restaurant space finishes out just over 5,500 SF. This space is fit with a quartz bar top and wood ceiling panels and a high quality commercial kitchen with a custom Italian wood-burning pizza oven.

Developer: NOVA Restaurant Group Contractor: Ironmark Building Company Lead Architect: Shea, Inc

Developer: Schafer Richardson

Lead Architect: Shea





$\frac{1}{2}$ SUBURBAN MULTIFAMILY – INSIDE THE LOOP $\frac{1}{2}$



ELMWOOD APARTMENTS

The Elmwood Apartments project is a five-story mixed use building with one-story of underground parking located at 5605 W 36th Street, St. Louis Park, MN. The residential component, on floors two through five and partially on first, are for residents age 55 and older. A significant portion of the first floor is utilized for tenant amenities and commercial purposes. There is a large outdoor recreational area for use by the residents on the south side of the building and a similar area located on the building's rooftop.

Developer: Donald Kasbohm, Main Street Companies, Inc.

Contractor: Stonebridge Construction

Lead Architect: John Nieuwenhuis



ISAAC

The Isaac is a new apartment building in Roseville with 127 residential units and several resort-inspired amenities on each of the five floors. The building is centrally located with access to downtown St. Paul and downtown Minneapolis, or a short walk to Rosedale Center. Residents can experience the interconnectivity of the property and views of downtown from the roof deck over 75' above street level. The Isaac aspires to provide comfortable, modern living with open floor plans, as well as amenities that include co-work rooms, library, and an outdoor pool, all in an area of interconnection and recent development.

Developer: **Reuter Walton** Contractor: **Watson-Forsberg** Lead Architect: **Todd Hewett**



PARKER STATION FLATS

Parker Station Flats is the largest, market-rate multifamily apartment project developed in the City of Robbinsdale in 40+ years. The project site is 2.55 acres, contained a functionally-obsolete commercial building and vacated street prior to redevelopment, and required acquisition of publicly-owned land. The project was completed July 2021 and includes 198 homes, enclosed parking, extensive list of resident amenities, custom wall mural gracing the two-story lobby and is seeking LEED Certification. The robust amenity package includes pool, outdoor kitchens, lounge areas, fire pit, and pet park along with bike storage, fitness rooms, conference room, private workspaces, Rec Room and Lounges.

Developer: Inland Development Partners

Contractor: Weis Builders

Lead Architect: UrbanWorks Architecture: Scott Beckman, AIA/ LEED AP/ Digital Design Principal

5^{-1} SUBURBAN MULTIFAMILY – INSIDE THE LOOP 5^{-1}



THE QUENTIN

The Quentin is apartment living reimagined in the heart of St. Louis Park Minnesota. We strive to provide residents the opportunity to live a sustainable lifestyle while enjoying the comfort of a luxurious home. Our commitment allows you to work towards a zero-carbon, zero-emission future. These homes are electric with net-zero in mind, and they can be supplied by renewables. You'll notice energy-efficient appliances, positive fresh-air ventilation, natural light with supplemental LED lighting, smart thermostats, and energy-efficient insulation. With a total of 79 units, we have created a small community that offers a large impact. The Quentin—where sustainable meets comfort.

Developer: Crowe Companies, LLC

Contractor: Crowe Companies, LLC

Lead Architect: Collaborative Design Group, Inc.



PIVOT APARTMENTS

Pivot is a mixed-use market-rate apartment building situated in Saint Paul's Midway neighborhood. Located across the street from Allianz Field, it is a half-block away from the University and Snelling light rail transit (LRT) station. The corner nearest the stadium is activated with restaurant patio dining. On the far corner is a residential lobby with a fitness facility, dog spa, and co-working space, which transforms into a social gathering lounge at night. The amenities on the level above include a club room and outdoor landscaped plaza with views of the stadium beyond.

Developer: Scannell Properties Contractor: Frana Companies Lead Architect: Cuningham





EMERGING LEADER OF THE YEAR





their real estate needs

DANNY MCNAMARA

Danny McNamara started at Cushman & Wakefield in 2017 as an intern and has gone straight up from there. In 2021, he was promoted to Senior Associate and represented more than 2.1 million square feet (sf) of industrial property. He specializes in both tenant and landlord representation in the northwest and northeast suburbs where he has been successful in sourcing new business opportunities and helping clients with



ERIK MCLAUGHLIN

Erik McLaughlin joined Roers Companies as a financial analyst in June 2018 and quickly emerged as a natural leader despite having just two years of work experience under his belt. As a member of the asset management team, Erik was responsible for evaluating performance, maximizing value and profitability, and mitigating issues at each Roers Cos. property. Today, he reports directly to the chief

financial officer as the company's senior finance manager. He leads the asset management and compliance department, which includes two analysts who evaluate and propel property performance plus a compliance manager who oversees the company's alignment with affordable housing rules and regulations.



JOSEPH PERIS

As a Director of Real Estate Development at the Ryan Companies, Joseph has leveraged his strong background in business partnerships, negotiations, and capital markets to deliver some of the most impactful developments in the Twin Cities, a pipeline of active projects well in excess of \$250M. Joseph specializes in multifamily and mixeduse projects and is passionate about positively impacting urban spaces

through smart development. He is equally comfortable working with owners, municipalities, and other stakeholders to help them achieve equitable outcomes



GRIFFIN MYSLIVECEK

Griffin joined Ebenezer in the heart of the Pandemic. He took on a community that was facing multi-faced challenges including a staff that was very demoralized. Griffin met all the challenges that came his way with confidence and grace. There were times when, as a team, they fell, but they always got back up. Failing is not an option for Griffin, and not because of ego, but because, to Griffin, success is

about making a positive difference in other people's lives!



LAUREN DAHLKE

At the beginning of 2021, as personal connection and health and safety initiatives remained critical, Lauren Dahlke, Portfolio Operations Manager, continued her role as a liaison to connect Zeller's property teams and tenants into transitioning back to the office. With her success throughout 2021, Lauren was promoted to Property Manager of Fifth Street Towers in September. Fifth Street Towers is a 1.1M SF office

tower in downtown Minneapolis that houses over 80 businesses. Lauren oversees the day-to-day operations at both properties, while working closely with the engineering staff, handling contract management and negotiation, and maintaining close relationships with the tenants and service partners.



MOST SIGNIFICANT INDUSTRIAL SALE TRANSACTION IN 2021





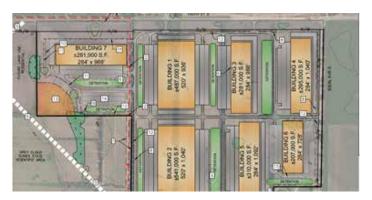
CBRE - CORE LOGISTICS PORTFOLIO

In April of 2021, CBRE arranged one of the largest commercial real estate sales in Minneapolis history. The Capital Markets team of Judd Welliver, Ryan Watts, Sonja Dusil, Tom Holtz, and Bentley Smith along with CBRE National partners represented Prologis as they took an institutional-quality collection of 22 properties totaling 2,534,813 square feet to market. The portfolio sold to Blackstone, already the largest owner of industrial property in the Twin Cities, for \$246,500,000. While the buyer was familiar to the market, the scale of the portfolio allowed CBRE to target new capital that previously didn't invest in the Twin Cities.



MINNEAPOLIS INDUSTRIAL INFILL PORTFOLIO

Colliers' MSP Office & Industrial Investment Services team of Mark Kolsrud, John McCarthy, Pete Carbonneau, Peter Loehrer, Kyle Delarosby and Lydia Paasch successfully represented their client in their disposition of the Minneapolis Industrial Infill Portfolio encompassing 22 industrial properties dispersed throughout the Minneapolis market totaling 1.9 million square feet. The Colliers Team led negotiations with the buyer Nicola Wealth Real Estate Acquisitions LTD on behalf of the seller. The seller's portfolio was comprised of two sub-portfolios, one of high office finish located in the southwest market and the other of more traditional warehouse and distribution product.



NORTHPOINT PURCHASE OF LAND IN COTTAGE GROVE

In December 2021, NorthPoint Development purchased a total of 292.27 acres of land from 5 individual owners, which were represented by IAG Commercial. With an area the size of 73 football fields, the Cottage Grove Logistics Center will break ground this Spring. The finished project will add over 3.5 million square feet of 40 foot clear warehouse, distribution and manufacturing space.



SUBURBAN MULTIFAMILY – OUTSIDE THE LOOP



ALTAIR

Altair is a \$22 million development that delivers 95 luxury apartment homes and a vast array of amenities to the Fridley community. Each residence is fully equipped with IOTAS Smart Home Technology including smart lights, outlets, and thermostats you can control anytime, anywhere. A variety of spacious floor plans are available including studio, 1-bedroom, 2-bedroom, and 3-bedroom apartment homes. High-end finishes and extensive amenities include granite countertops, stainless steel appliances, kitchen tile backsplash, outdoor pool, club room, coworking, fitness center with private yoga studio and Fitness on Demand virtual classes, and private outdoor dog park.

BEYOND APARTMENTS

Beyond Apartments is the newest gem in Woodbury's growing luxury apartment market. Developed by Roers Companies and built by JCorp, the amenity-rich 255-unit community opened its doors in September 2021. Apartments feature condo-quality materials including gas ranges, flat-panel cabinets, granite countertops, matte black fixtures, herringbone tile backsplashes, and more. Units range from 482 sq. ft. studios through 1472 sq. ft. 3-bedroom apartments.

Developer: Roers Companies Contractor: JCorp

Lead Architect: JCorp

Developer: Sherman Associates

Contractor: Frana Companies

Lead Architect: Kaas Wilson Architects



EMRIK SV

Greco and Eagle Ridge Partners teamed up to develop Emrik SV, located in Shoreview, MN. The property delivered a 200-unit mixed income project. Residents enjoy an outdoor urban oasis that includes a full spectrum of lifestyle amenities including a pool and spa, outdoor kitchens, fire lunges, pickleball, and many social gathering spaces. Inside, they have access to a private theater, fitness center, clubroom, bike storage, private dining, and co-working spaces. Construction commenced in July 2020 and received final delivery on November 15th, 2021. The project reached 96% occupancy on February 21st, 2022, 3 months after receiving the final CO.

Developer: Greco & Eagle Ridge Partners

Contractor: Frana

Lead Architect: **BKV Group**



SUBURBAN MULTIFAMILY – OUTSIDE THE LOOP





CARRICK TONKA BAY

Carrick is an amenity-rich residence of apartments and townhomes within walking distance of Lake Minnetonka, coffee shops, restaurants, and shopping. Tonka Bay's first multifamily project, Carrick provides area residents with exceptional amenities and living spaces. Each residence has a spacious interior, a private balcony or terrace, oversized windows, and top-of-the-line cabinetry and countertops. The community's amenities include a fitness center with a sauna, clubroom, entertainment suite, bike repair station, and expansive outdoor terrace. Adjacent to miles of pedestrian walkways and bike paths, Carrick connects its residents to scenic Lake Minnetonka and other highly sought-after amenities in the area.

Developer: Doran RE Partners Contractor: Doran Special Projects



THE MASSEY

The 42-acre site originally was an agricultural field in the township of Troy Wisconsin which was then annexed into the City of Hudson, Wisconsin. Construction began in 2019 with Creative Homes building 25 single family homes and 79 townhomes and Mayer Road Ventures developing an 85-unit luxury apartment building. The Massey, the 85-unit apartment building, was 100% leased at opening. The building has a full-range of amenities, including a large dog park and dog wash, a children's play area, a large trellised patio with grilling stations, a fitness center, a business center, designer furniture and a large community room.

Developer: LandDevCo of Hudson Contractor: Royal Construction, Creative Homes Lead Architect: Gori and Associates





PROPERTY MANAGER OF THE YEAR





ALLISON FISCHER

Allison joined Core Living in 2019 as Venue Apartments in Chanhassen approached its opening day, and she was instrumental in achieving stable occupancy well ahead of the property's budgeted timeline. Venue opened at 50% pre-leased in September of 2019 and reached 95% occupancy in just 11 short months, with effective rents surging 10% ahead of proforma. Allison showed she was highly focused on the

financials and economic performance of Venue. She minimized concessions, and led the property to close its first stabilized year with a positive NOI variance of \$159,000. Allison's aged receivables were under 0.5% each month since opening and her physical occupancy averaged 97% in 2021.



ANDREA ZENOBI

As an Associate Director for CBRE, Andrea Zenobi currently oversees the daily operations of 4.4 million square feet of multi-tenant office, retail and industrial property in the Twin Cities Metro and Fargo markets for multiple clients. Andrea and her team of 11 are responsible for developing property budgets, recommending and overseeing capital and tenant improvement projects, monthly financial

reporting, tenant and vendor relations, and contract administration. Andrea works directly with ownership to ensure their goals and vision for each asset are being achieved.



GENEVIEVE LIESENER

Genevieve Liesener has only worked at Cushman & Wakefield (C&W) for a little over three years, but in that time, she has made her mark on the industry and our company. Genevieve is a Senior Property Manager at C&W where she primarily focuses on retail real estate. She currently manages a retail portfolio of more than one million square feet for several institutional clients. In addition to her work at C&W, she is also an active

leader in the Minnesota Shopping Center Association (MSCA), where she is a co-chair on the legislative committee



JASON VAN DE WIELE

Jason Van De Wiele, Director of Property Management at Oppidan, is responsible for all Oppidan-owned commercial properties and developments, including tenant relations, lease negotiations and day-to-day operations. He also oversees residential apartment third party property managers and is part of the senior housing team responsible for Oppidan's senior housing portfolio that includes three senior living

communities in Minnesota, one community in California, and three communities in development. Additionally, Van De Wiele manages Oppidan's property, professional liability and builders risk insurance programs and oversees capital improvement projects on our managed portfolios





MAUREEN MICHALSKI

In her role with Ryan Companies, Maureen Michalski leverages her 20 years of commercial real estate experience to lead some of the company's largest and most challenging development projects. With expertise in land development, multifamily rental housing (market rate and affordable), vertical mixed use, office and adaptive reuse, from strategy through asset management, Maureen was the

clear leader for Highland Bridge, a once in a century mixed use development, which upon completion will consist of 3,800 housing units; 150,000 SF of retail space; 55 acres of parks, recreation fields, open spaces, and waterways; and 265,000 SF of commercial space with a total development value in excess of \$1.3 billion.



HEATHER WEERHEIM

Leading business development for a large, commercial construction contractor is an enormous job. Yet, Heather Weerheim, Director of Business Development at Greiner Construction, makes it look easy. Her warm personality instantly puts others at ease, while her positive energy and vast industry knowledge gives clients assurance they are in good hands. Whether it's customers, colleagues, or

folks she just met, Heather is a natural connector and loves bringing people together. Her office is a popular place, with colleagues frequently stopping by for a dose of positivity to fuel them through the day. Outside of the office, people gravitate towards Heather. I have been to events where a line (literally, a line!) of people form, all wanting to talk with Heather. She is inclusive, trustworthy, intelligent, and witty.



MAGGIE LINVILL SMITH

Maggie Linvill Smith is the President and CEO of Linvill Properties, Inc., a position that she has held since 2000. Over the past 20+ years, Maggie has led Linvill Properties with confidence, resilience and optimism and a commitment to excellence, superior investment returns and positive community impact. Maggie's success stems from her collaborative and balanced approach, quick decision-making and passion

for resolving complex challenges. Born and raised in Minnesota, Maggie holds a BA from Brown University and an MBA from the University of Chicago's Booth School of Business. She lives in Orono, Minnesota and has 10-year old daughter.



in addition to sustainability efforts within the Ackerberg portfolio, community rebuilding, and personal energy focused around DEI work.

DEVELOPER



ACKERBERG

Ackerberg is a Minneapolis based boutique real estate investment fund organization. We help our investors achieve superior returns, while building and improving urban environments for generations to come. We create these returns through the acquisition of stable assets, active repositioning where value-add opportunities exist, and ground up development of all product types. For 58 years, Ackerberg has focused on the wake we leave. We are committed to learning and growing, with a focus on sustainability and equality. Our intentionality extends beyond our physical assets; it weaves into our communities, locally and nationally, and is prevalent in our company culture.



DORAN PROPERTIES GROUP

DPG is a fully integrated, multigenerational development company based in Bloomington, Minnesota and led by Kelly and Evan Doran. The Dorans are known for developing some of the most exclusive, high-end luxury apartment and townhome communities across the Twin Cities, having developed everything from residential multifamily and student housing to retail shopping centers. Their current portfolio includes high-end retail centers in the Twin Cities and more than 3,000 luxury apartment units, with a combined value of more than a billion dollars. Doran Properties Group has more than 160 employees specializing in development, construction and property management.



OPPIDAN

Oppidan continues to rise on local and regional Top Developers lists, developing more than 566 projects valued at more than \$4.3 billion and spanning 26.4 million-square feet throughout 40 states and parts of Canada. Oppidan provides development, construction management, property management, and asset management services to the industrial/data center, commercial, senior living, residential, mixed use, affordable housing, and retail markets. Its client list includes Watermark Retirement Communities, Ebenezer, Duluth Trading Company, Northern Tool, Cub Foods, Hornbachers, Target, Sprouts, GE Oil & Gas, Goodwill, Caliber Collision and more.



ROERS COMPANIES

Roers Companies is a fast-growing real estate development firm based in Minnetonka, Minn. Rooted in Midwestern work ethic and brimming with entrepreneurial boldness, our mission is to elevate multifamily properties across the nation. Founded by brothers Kent Roers and Brian Roers in 2012, the firm has grown to earn recognition as one of the most successful private companies and a top developer in Minnesota. Roers Cos. develops and owns a variety of real estate assets including market-rate apartments and townhomes, active 55+ rentals, affordable communities, workforce housing, student apartments, senior living, and commercial properties.

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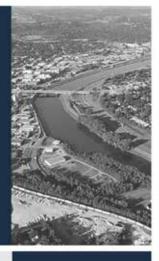


UNITED PROPERTIES

RYAN COMPANIES

At Ryan, we believe in the value of the buildings we design, develop, manage and construct. Not just for their dollar value, but for the value they bring to the people who use them and the communities that surround them. For more than 80 years, this belief has driven us to take a holistic approach to every project, focusing first on the "why" behind a customer's needs so we can achieve a better outcome in the end. As a national leader in commercial real estate services, we operate across the country with offices that represent much of the United States. United Properties is a leading real estate investment and development firm headquartered in Minneapolis, with regional offices in Denver and Austin. Nationally recognized for innovation, building operations, sustainability and client advocacy since its inception, United Properties delivers specialized expertise in office, industrial, retail, mixed-use, multifamily and senior housing properties, including both speculative and build-to-suit projects. Privately held, United Properties is part of the Pohlad Companies, owners of the Minnesota Twins and other ventures.

MANKATO, MN COMMERCIAL REAL ESTATE DEVELOPMENT DAY





MAYO CLINIC HEALTH SYSTEM EVENT CENTER HYBRID EVENT 12:00 pm to 4:00 pm | 11:30 am Registration & Networking

may 24, 2022

4 hours of continuing education has been applied for with the MN Dept of Commerce

www.rejournals.com/upcomingevents

EXECUTIVE OF THE YEAR





CHRIS ROHRER

Chris Rohrer has been a leader of leaders for decades in the Twin Cities commercial real estate industry with the past year being no exception. In November 2019, Chris left his role as market leader of JLL to start his own business with partner Pete Kostroski. Chris saw the need for a company that exclusively helped business owners and utilized the most innovative approaches to provide the highest

quality of service. Despite launching a brand-new business mere months before the COVID pandemic brought the industry to a near-halt, Chris' persistence, dedication, and creativity has led to a multifaceted transformation of a business that had just 3 employees at the start of 2021. Chris tripled the size of their small team in well under one year.



JEFF KOCH

Roers Companies' Principal Partner and Co-Owner Jeff Koch is the driving force behind the firm's ambitious development and expansion plans which include building a national footprint of more than 10,000 multifamily units by 2024. Under his leadership, Roers Cos. has developed more than \$1 billion in real estate in just 10 years and is poised to double that impressive milestone by reaching \$2

billion completed or in development by 2024



JEREMY JACOBS

A servant-leader, Jeremy consistently prioritizes the success of otherspersonal and professional. He guides brokers' day-to-day operations and assists them in developing business strategies, doing everything from generating leads and facilitating key introductions to remaking the composition and scope of work of our in-house marketing and research teams. A collaborative leader, Jeremy

has built a team that ensures that brokers and their clients have access to Colliers' full line of services, both locally and globally. He coordinates closely with Colliers regional and service-line leaders to connect his brokers with top-of-the-line resources from advanced mapping to workforce analytic data.



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JON LUNDBERG

Jon Lundberg is Ebenezer President and CEO, and President of Fairview Senior Services. With more than 35 years of experience as a Long-Term Care Administrator, in outstate and metro facilities, ranging in size from 50 to 500 beds, Jon has a wide breadth of experience in both for-profit and notfor-profit facilities and organizations. Under Jon's stewardship Ebenezer has remained Minnesota's largest

senior housing operator and has expanded into Wisconsin--giving Ebenezer more than 101 locations in three states.



TATE KROSSCHELL

Tate was hired as Avison Young's new Managing Director in October of 2021, as both the youngest managing director in the AY organization and the youngest managing director of all major firms in Minneapolis. She is also the only female managing director of a major firm in Minneapolis. She is active in the industry as a board member of MNCAR, as well as having been on several industry panels since taking

on her new position. Since coming on, Avison Young Minneapolis had its best production year ever, as well as two record months in December and January.



KATE GRUTZMACHER

Kate Grutzmacher, a Minneapolis entrepreneur and contributor in the Real Estate and Property Management industries, is known for her unparalleled commitment to community engagement and collaboration. 2021 was a pivotal point in her career; she stepped into her current role as President of Cities Management, Inc. an Associa Company. Kate prides herself on developing, cultivating and enhancing partnerships

enhances partnerships with the brightest talent while building a strong team that successfully serves client boards, valued residents, and our local community



ACCESSO

Anchored in the heart of downtown Minneapolis, IDS Center is a multi-faceted commercial complex, with a 57-story office tower, 166,000 square feet of retail and the 24,000 square foot Crystal Court, owned and operated by Accesso since 2013. The Accesso is a full-service, vertically integrated commercial real estate investment manager, owner and operator that aims to provide superior returns to its U.S. and international individual and institutional investors. Accesso's focus is on acquiring mixed use office, multifamily and retail properties in both gateway and non-gateway metropolitan statistical areas. Accesso's portfolio includes 36 office properties covering 14.8 million square feet. The company has two groundup multifamily properties under development. Its affiliate, Accesso Services LLC, provides proactive, cost-efficient property management services with an owner's mindset.

for generations to come, and we love what we do! We are excited to be launching our next investment fund, and look forward to our growth into new markets as we expand nationwide with joint venture partners across the country, as well as maintaining and growing relationships and assets here at home. As exciting as it is at ACKERBERG to look forward, it is also our responsibility to continue looking back. We've seen a lot of chaos, and weathered a lot of storms, during our 58 years. The past two years, however, have been unlike anything we've ever seen before. Real estate markets are staging a comeback, but economics aren't always the most important thing. The pandemic has accelerated, exposed, and exacerbated a wide range of social, cultural, political, and economic issues both globally and locally. These issues include high crime rates, longstanding systemic social inequality, housing shortages, unlivable wages, and supply chain disruptions. Compounding these issues is now Russia's war on Ukraine, causing great human suffering as well as market instability -- reminding us of how fragile democracy really can be.



ACKERBERG

ACKERBERG, a boutique real estate investment firm based in Minneapolis, has been in business for over 55 years. We help investors achieve superior returns, while building and improving urban environments



ADOLFSON & PETERSON

AP is known for quality, reliability and strong partner relationships while maintaining one of the strongest safety records in the industry. With a wide variety of capabilities to meet the needs of their clients, AP offers preconstruction, construction and contracting services across multiple market segments and geographic regions with more than 650 employees and offices in Arizona, Colorado, Minnesota, Texas

and Wyoming. Dedication to clients, communities, and employees and a commitment to core values and innovation has allowed the company to remain an industry leader and dependable construction partner for decades. AP's services are backed by sound resources, including an experienced and dedicated staff, in-house technologies, financial security and \$1 billion in bonding capacity. AP's goal is to deliver projects with flawless execution and establish long standing relationships with their clients and the communities in which they live and work. AP has built projects in 19 states across the nation and has developed a foundation of collaboration and expertise.



ASSOCIATED BANK

Associated Banc-Corp (NYSE: ASB) has total assets of \$35 billion and is Wisconsin's largest bank holding company. Headquartered in Green Bay, Wisconsin, Associated is a leading Midwest banking franchise, offering a full range of financial products and services from more than 200 banking locations serving more than 100 communities throughout Wisconsin, Illinois and Minnesota, and Ioan production offices in Indiana, Michigan, Missouri, New York, Ohio and Texas. Associated Bank, N.A. is an Equal Housing Lender, Equal Opportunity Lender and Member FDIC. More information about Associated Banc-Corp is available at www.associatedbank.com.



ATR COMMERCIAL FLOORING

ATR Commercial Flooring is doing groundbreaking work in the Twin Cities and throughout the state of Minnesota. Our mission is to supply and install surfaces with a whole system approach. We are a businessto-business company providing creative solutions to our partners and clients. Began almost 20 years ago, getting our business off the ground took a leap of faith, not to mention a lot of work. With true grit and entrepreneurial spirit our company was formed as a small team and has continued to grow. From the beginning we have worked hard to provide the absolute best service and workmanship; always striving to make our customers happy.

> BOHLAND Companies

BOHLAND COMPANIES

BohLand Companies is proudly located in Wayzata, Minnesota and has 30-year legacy of curating beautiful residential and commercial properties through engaging relationships with clients, while fostering our valued industry and community partnerships. The BohLand family of companies, including Development, Custom Homes, and Hospitality, integrates their expertise in site planning, large- and small-scale land

development, innovative yet timeless design, and unrivaled craftsmanship into every project. Experience has allowed us to craft & define our award-winning position in the luxury boutique multi-family, singlefamily, commercial and hospitality markets. As a boutique developer with large scale success, we continue to seek unique locations & opportunities that create memorable sense of space & experience.





COLLIERS MORTGAGE



BRIDGEWATER BANK

Bridgewater Bank was locally founded in 2005 based on a vision. That vision was to create a full-service. entrepreneurial bank where answers came quickly. opportunities were plentiful, and the environment was positive and optimistic. It would be an unconventional bank dedicated to serving the needs of successful real estate investors, entrepreneurs, and individuals. From its humble beginnings in 2005 to its IPO in 2018, Bridgewater's steadfast commitment to this vision has led to continuous growth, profitability, and a robust client network spanning the Twin Cities. What makes Bridgewater different? Most clients say it's an unconventional attitude. What does that mean? It means responsive support. Simple solutions. No long lines. No automated messages. Clients are known by name, not an account number. Bridgewater's talent is comprised of experienced bankers who harness an entrepreneurial perspective paired with strong market knowledge. We understand that flexibility and creativity can make all the difference. Whether you're planning to finance a multifamily property or acquire

The commercial finance experts at Colliers Mortgage help clients' nationwide to access federal agency loan programs, structure competitive financing packages for borrowers and lenders, or identify capital sources for capitalization requirements. As an approved FHA MAP and LEAN lender and a Fannie Mae Delegated Underwriting and Servicing (DUS[®]) lender, our agency finance team can offer a full range of options for the acquisition, refinance, construction, or rehabilitation for a multitude of property types. We are also an active participant with the USDA under the Community Facilities Guaranteed Loan Program. Additionally, as an approved Ginnie Mae seller/servicer, we provide loan servicing of our mortgages and currently service in excess of \$10 billion of loans. Our funding team specializes in the origination, funding and servicing of commercial real estate and equipment leasing nationwide. The loans are placed as participations to an extensive network of community bank clients. Our institutional investor mortgage banking team offers a broad range of services to developers and owners and understands the intricacies of constructing the right capital stack for each transaction, with a focus on addressing the Borrower's requirements at the best possible rates and terms.

C R O W E

CROWE

CROWE is a real estate development, construction, and acquisition firm based in Minneapolis that's driven by a philosophy founded on the principle that developers, cities, and their residents must all play a fundamental role in cultivating livable communities by investing in thoughtful design, dynamic outdoor spaces, and functional streetscapes. We believe that the best neighborhoods in the Twin Cities offer a wide variety of uses, and attract diverse groups of people from all income levels. At CROWE successful urban development is a collaboration that incorporates location, thoughtful design, responsible construction, effective management, and a keen eye for long-term growth.



CROWN BANK

Our mantra at Crown Bank is Making the Possible, Possible. We are champions of localized banking, which means we focus our attention and our resources locally. Decisions are made here. Loans are made here. Deposits are held here. We don't answer to any giant "financial services company" based somewhere else. At Crown Bank, our bankers are committed to our client's success and we offer a seasoned team of professionals who will problem solve to come up with solutions that fit each of our client's needs. At our core, we believe that when you value the relationship, you create success. Founded in 2000, Crown Bank has locations in Edina and downtown Minneapolis, To learn more, go to Crown-Bank.com.

DORAN

DORAN COMPANIES

Founded more than a decade ago, Doran Companies is one of the largest woman-owned businesses in Minnesota. Driven by an entrepreneurial spirit, Doran delivers exceptional work as a developer, builder, designer, and property manager. We're also one of the largest general contractors and developers of commercial real estate in the state. Our unique multidisciplinary approach integrates expertise from a project's inception through completion to complete the client's vision and create long-term investment in community. Whether we're embarking on a new venture for a client or one of our own premier properties, we infuse each project with pride and commitment. Our award-winning team members work collaboratively and creatively to execute superior work, building trust and communities in which we can all take pride. Visit Dorancompanies.com to learn more about our people and projects.

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EBENEZER SENIOR LIVING

Growing older doesn't have to mean doing less. At Ebenezer, we believe in creating environments for seniors where residents can continue to grow, develop new skills, and pursue longer, healthier, and more meaningful lives. We serve a number of different needs through our various housing and service programs. Whether you are looking for yourself or a loved one, rest assured we deliver the finest care in senior living. Drawing from over a century of experience, Ebenezer offers residents at each of our 100+ communities in Minnesota, Iowa and Wisconsin a comprehensive continuum of care, supporting older adults to their highest level of independence. Ebenezer is proud to provide older adults with the amenities and services they need from independent living, assisted living and memory care, to skilled nursing, adult day, transitional care, intergenerational programs and child care!



ESG ARCHITECTURE & DESIGN

ESG Architecture & Design is a national leader in the creation of design-driven, developer-focused environments that build, renew and sustain the public realm. Our commitment to enriching the built environment is the result of a multi-faceted practice and fully collaborative design vision based on urban and architectural design principles honed through decades of research and practice. Our expertise in consensus building allows us to maximize a project's potential and add value to the built environment, while exceeding clients' expectations. We provide clients with a wealth of informed and integrated services that bring holistic solutions to complex situations. We're committed to expanding our leadership in design, development and civic engagement in order to deliver enduring projects that enhance the form and fabric of our cities.



GREYSTONE CONSTRUCTION COMPANY

Established in 1987, Greystone Construction is a versatile general contractor serving the senior housing, multifamily, commercial, industrial, municipal, healthcare, and agribusiness industries across the United States. Greystone's headquarters are located in Shakopee, Minnesota, with offices in Bismarck, North Dakota, and Spirit Lake, Iowa. With a focus on high-quality craftsmanship, safety, integrity, and relationships, the Greystone team has grown from a start-up focusing on the construction of airplane hangars and waste treatment facilities to a wellestablished general contractor serving clients in 31 states and counting. Greystone credits its success to its talented and dedicated team members, many of which have been with Greystone for 10, 20, and even 30+ years.





Hyde Development is a leading developer of industrial properties in Minneapolis, Denver, and Fargo. With a focus on urban redevelopment and Brownfield sites, the Hyde team has completed over 5.4 million SF of product since the company's founding in 2012. Visit us at www.hyde-development.com to learn more about our projects.



IRONMARK

At Ironmark, we believe construction is about a commitment to excellence. Our award-winning team builds quality projects for discerning clients. Ironmark provides trusted leadership and construction service with an integrated approach that's grounded in collaboration with our clients and partners across the industry. Together, we make our clients vision a reality while creating unique high-quality spaces to serve communities for generations to come. Over the past decade, Ironmark has grown steadily as one of Minnesota's industry leading contractors completing \$800M of contracted work in commercial, mixed-use, multi-family, hospitality, student housing and non-profit projects

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J-BERD COMPANIES

Our goal today is the same as it was when we started in 1992 – to be the best design-build mechanical contractor in the upper Midwest. J-Berd began in 1992 as a complete design and build plumbing and heating contractor. Since that time, we have worked hard to grow, and better serve the needs of our clients. Security Fire Sprinkler and Berd Electric were added to broaden our services. These three companies allow us to streamline coordination and collaboration in the planning, design, and construction phases of your project. We specialize in multi-unit residential projects, hotels, and senior living, providing complete plumbing, mechanical, fire protection, and electrical systems. J-Berd Companies can provide comprehensive services throughout the Midwest to suit your unique needs.

MESSERLI KRAMER

MESSERLI KRAMER

Founded in 1965, Messerli Kramer has earned a distinguished reputation as one of the Twin Cities' leading law firms. Based in the Twin Cities, Messerli Kramer has locations in Plymouth, Minnesota; Milwaukee, Wisconsin; and Omaha, Nebraska. Their team of attorneys provides sound, reasoned, and comprehensive legal advice and services across

three unique, yet complementary divisions. Messerli Kramer's clients—from major corporations and small businesses to individuals—trust the firm to help them navigate the myriad of legal issues they face in their business and personal lives. In addition to their work across multiple areas of law, the firm has also founded the Messerli Kramer Foundation, whose mission is to financially assist and support Minnesota communities in eliminating the disparities in education experienced by low-income or disadvantaged children and youth. For more information about Messerli Kramer, visit www. MesserliKramer.com.



NEWMARK

Newmark, a world leader in commercial real estate, seamlessly powers every phase of the property life cycle. Newmark's comprehensive suite of services and products is uniquely tailored to each client, from owners to occupiers, investors to founders, and startups to blue-chip companies. Combining the platform's global reach with market intelligence in both established and emerging property markets, Newmark provides superior service to clients across the industry spectrum. Newmark's company-owned offices, together with its business partners, operate from approximately 160 offices with over 6,200 professionals around the world.



NORTHLAND CONCRETE

The most solid foundation we build here at NCM is the relationships with our customer. Before the first brick is set, our experience shows. The NCM project management team ensures detailed estimates, schedules, budgets, and financial management. We are attentive to every aspect of the building process, working in conjunction with our customers and other contractors to ensure the project is completed on time and on budget. NCM's professional workforce is equipped with the most innovative technology and modern equipment, which help us to complete projects swiftly and with the highest quality. The vast majority of our work comes from repeat customers. Reliability, consistency, and integrity are the hallmarks of our reputation. That is what we have delivered in the past, and will continue to deliver in the future.



OPPIDAN

Since 1991, Oppidan Investment Company has grown into a nationally recognized real estate development company, successfully developing 566 projects valued in excess of \$4.3 billion and spanning 26.4 million square feet throughout 40 states and parts of

Canada. From construction management and asset management services to the industrial, commercial, senior living, residential, affordable housing and mixeduse markets, our team is proud of our success for the past 31 years.



SHERMAN ASSOCIATES

Sherman Associates is a growing commercial real estate development and management firm based in Minneapolis with properties throughout the Midwest and Colorado. Sherman develops, owns, and operates its assets with a long-term vision to build neighborhoods, enrich communities, and empower people. Sherman Associates has developed over 11,700 multifamily units and currently owns and manages over 6,600 multifamily rental units (affordable and marketrate). Sherman also owns and manages over 770,000 square feet of commercial space, four franchise hotels, and two solar gardens; and has three Starbucks locations.



SOLHEM COMPANIES

Solhem Companies owns, manages, and leases multi-family housing and provides development

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and construction management services. Currently, Solhem has over 1500 units under management and over 600 units under construction. Since 2009, Solhem has developed or co-developed over 2500 housing units in the Twin Cities. All of Solhem's projects use cutting edge, eco-friendly design built to foster community. Solhem has been a leader in remediation of environmentally damaged sites and incorporates practices including organics recycling, rain barrel irrigation, sustainably-sourced materials, bike storage, renewable on-site power generation, and electric vehicle usage into its multi-family housing projects. Solhem has been recognized for innovations in green construction. Additionally, Solhem has created affordable housing, with a focus on building housing affordable to residents who earn 60-80% of AMI. Solhem has contributed over \$5.8M to metro area affordable housing trusts.



SPIRE CREDIT UNION

SPIRE Credit Union offers lending products for commercial real estate ranging from single-family residential investment properties, multi-family, retail, industrial and office buildings. Many loan options are available including fixed-rate terms of 5, 7 and 10-years with amortizations up to 30-years. Our commercial services are focused on helping our members. SPIRE has no prepayment fees, typically no requirement for escrows, and low cost. Limited recourse is available on low-leverage transactions.



STEWART TITLE

A National Underwriter, Stewart Title, Minneapolis Commercial is well positioned to extend our title, escrow and construction disbursing services across the country. Complete transaction coordination, seamless closing experiences and exceptional industry expertise. One call, one touch for all your real estate needs – locally and nationally. Every time you step through our doors, you're getting something different – something more. You're getting a partner. Every transaction, every interaction, we put your best interests first because we create long term success by building long term relationships.



UNITED PROPERTIES CREATING DEEP ROOTS

UNITED PROPERTIES

United Properties has been creating deep roots in the commercial real estate industry for more than 100 years. The company imagines new possibilities in real estate to help enrich communities and create lasting legacies. United Properties provides market expertise for ground-up development, redevelopment and acquisitions of value-add and stable investments. The company invests in and develops office, industrial, retail, mixed-use and senior housing properties.

TRADITION CAPITAL BANK

TRADITION CAPITAL BANK

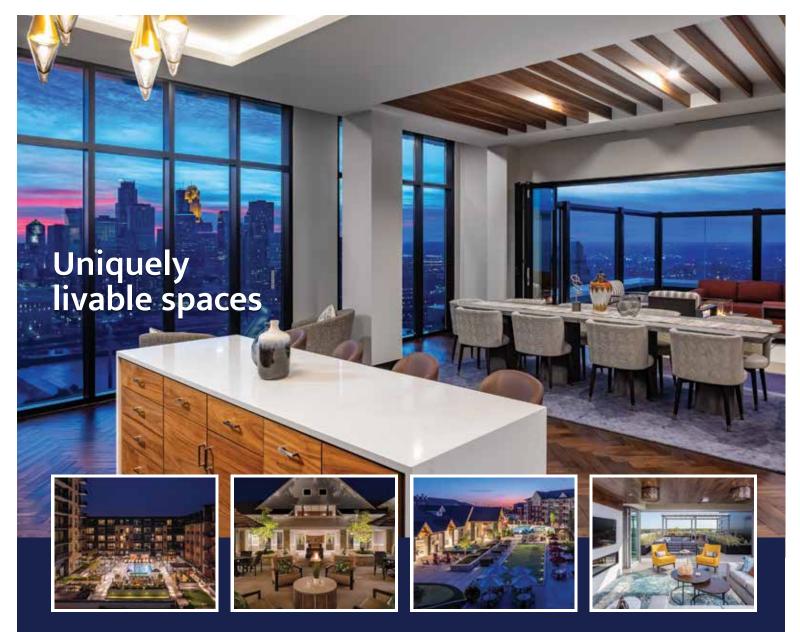
At Tradition, we get to know you so we can help you succeed on your terms. We're real people who are committed to exceeding your expectations and delivering a genuine experience at every turn. We'll share the power of our relationships and resources, and always do the right thing. That means knowing you by name and providing customized solutions—not "products"—to help you build your business and your life...just the way you want. For your needs that extend beyond banking, we have a vast network of personal connections we've developed over the years.

WIPFLI

WIPFLI

With over 3,000 associates and 48 offices throughout the United States, Wipfli ranks among the top 20 accounting and business consulting firms in the nation. We enjoy a solid reputation as industry specialists and business advisors to more than 11,500 clients within the real estate and construction industry. Our team of professionals provide a range of solutions including audit and accounting, compliance consulting, cost segregation, research and development tax credit, customer relationship management, technology management, cybersecurity, mergers and acquisitions, state and local tax, property tax review and appeal and valuation and litigation support services. Visit wipfli. com/cre to see how we can help you address financial, operational and management challenges.





High design combined with dedicated 5-star service ensures a level of luxury apartment living unparalleled in the Twin Cities.

In Minneapolis: ExpoMpls.com MillAndMain.com In the West Metro: AriaEdina.com TheMoline.com In the North Metro: 610West.com TheReserveAtArborLakes.com In the South Metro: TheTripleCrownApts.com

Just opened in Centennial, CO: LyraApartments.com Coming soon: The Ruby Apartments in the Village of Saint Anthony



A locally owned real estate development company

Visit us online to explore and tour any one of our locally owned and managed apartment communities.

DoranPropertiesGroup.com







WIPFLI