

A NOTE FROM OUR PRESIDENT 2019 - A BANNER YEAR FOR MNCREW

Wow! How is it already the end of 2019? This year flew by and while I am astounded by this, it has been a great year for MNCREW thanks to all of you. I remember last year at this time feeling pretty overwhelmed yet excited that I would be sitting in the president's seat after so many years of great leadership from our members, volunteers, sponsors, committee chairs and board members. Before signing off, I'd love to highlight just some of the great achievements of our organization in 2019:

- **Sponsorship.** The Sponsorship Committee pulled out all the stops, and I'm proud to say that sponsorship is at an all-time high (and we are looking to beat this mark in 2020).
- **Membership.** We finally broke past having an average of 225 members to now being at 240 - we'd love to hit 275 and have more men join our organization!
- **Events.** Our amazing annual events (Handbag Bingo, Golf Event and Celebration Awards) attracted more people and have generated more revenue than they have in past years, all of which will go to help our mission to ignite the commercial real estate industry through the collective achievements and unique strengths of women.

- **Signature event launched!** The newly created signature event - MNCork: Battle of the Bottles was a HUGE success in terms of participation, fun and also in raising funds toward our mission. This committee really pulled together and worked incredibly hard to create an amazing event!
- **Chapter challenge achieved!** Speaking of working incredibly hard, with Christy Lewis at the helm (our chapter champion) our chapter knocked it out of the ballpark this year, and we achieved all three goals of the Chapter Challenge by the end of the first quarter, a feat we hadn't achieved in years. A special thank you to our members - over 50% of whom donated personally.
- **CREW Network Convention attendance.** We had a record number of attendees which allows our members to witness the powerful global network we are part of. More importantly, it shows CREW Network the strength and depth of the commercial real estate industry in Minnesota and provides an avenue for others to rely on us for the work they may have here in our state.



2019 MNCREW PRESIDENT

[Ericka Miller, CCIM](#)

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Thank you to our members, sponsors and supporters for making this an absolute banner year for MNCREW! I couldn't have enjoyed my tenure as president more. To all of you who are considering board and leadership positions, I can't tell you how rewarding it is! Now I look forward to 2020 - our 25th year! - and swearing in the new president, Carrie Eggleston of United Properties with whom this organization will be in great hands!

Thank you to our members, sponsors and supporters
for making this an absolute banner year for MNCREW!

ACTION REQUIRED: CELEBRATE!

THOUGHT LEADERSHIP

With 2019 coming to a close, it is a popular time to reflect on the year, be in gratitude and celebrate all that we accomplished.



WRITTEN BY
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We hosted the annual MNCREW Celebration Awards recently with our guest speaker, Life Design Strategist and Professional Coach Paula Doroff, sharing her journey from the ghettos of Brazil to the top of Wall Street. Her dream to come to America was not simple or easy. It took her many years and required her to move out of her comfort zone, which included a move across the world. She shared to embolden us to pursue our dreams, to not be daunted by the obstacles created in our minds or that are physically in front of us, and to never discredit our effort.

When we overcome a milestone that challenges our courage, I think she would agree that each accomplishment warrants at least a moment to be recognized and celebrated. Allowing ourselves to say, “Wow, that was hard, but I did it!” or “I don’t know what’s ahead, but I’m here anyway and I’m proud of myself,” no matter how big or small the obstacle may seem! Furthermore, what may be even more important than recognizing your accomplishments is sharing them with others and inviting them to celebrate with you!



Winners of the Excellence in Design Award for the International Dairy Queen (IDQ) Headquarters Relocation & Test Kitchen

“Equipped with the right mindset, you can overcome any circumstances.”

CRE REVEALED



The historic James J. Hill Center in downtown St. Paul is up for sale. The 40,000-square-foot marble and sandstone building is no longer viable as a free reference library. The adjoining George Latimer Central Library is not included in the offering and remains open to the public.



Ryan Companies and St. Paul finalized a redevelopment agreement between the two groups for the Ford Site in St. Paul. Ryan Cos. plans to present the plan before the City Council for approval by the end of the year. When complete, the site will include 50 acres of parks and open space, 3,800 mixed-income housing units, 150,000 square feet of retail space and 265,000 square feet of offices on roughly 40 blocks.



Bolero Flats, a 259-unit apartment tower near Orchestra Hall in downtown Minneapolis sold for \$56 million to an entity tied to Irvine, CA, based Sage Apartment Communities. The sale price works out to \$219,500 per unit.



Artspace Properties recently purchased the Northrup King Building complex in northeast Minneapolis for \$11 million from Shamrock Properties. They plan to maintain more than 200 current studios as well as redevelop an additional 200,000 square feet in the warehouse complex that is currently vacant.



Potluck, Rosedale Center's locally flavored food court, opened on November 12th. The 32,000-square-foot space features seven concepts from local restaurant owners. Concepts include Grand Ole Creamery & Pizzeria, Smack Shack, Burger Drive, and Nordic Waffles.

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MEMBER SPOTLIGHT

CATHY SCHMIDT

MEMBER PROFILE



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What or who brought you to MNCREW?

When I started working at Stahl Construction in 1995 (wow, that is a long time ago) in marketing and business development, I learned about MNCREW shortly after and began attending meetings and joined around 1996 or 1997.

Describe your involvement with MNCREW.

I have been involved in a number of different areas of MNCREW over the years, serving on several committees (Programming, Marketing, Women Run the Cities) as well as serving on the Board for one year. Many of my longest standing relationships in this industry originally started at MNCREW. In fact, years ago I started a networking group of women from MNCREW that included women in leadership positions from the different disciplines of commercial real estate that belong to MNCREW. We named it P13 (the Power of 13) and that group is still going today! I have also participated on projects where many MNCREW connections were used to complete the project and have won a few Celebration Awards. Finally, I have really enjoyed being a part of the mentor program this year with Marlee Gartner from RJM Construction.

Past jobs or careers:

- President – Surfacequest
- President – CEORoundtable
- Co-Founder – There She Goes
- President, VP and Director of Marketing – Stahl Construction Company
- Marketing Associate – Room & Board
- Marketing Representative – Armstrong World Industries

Accomplishments:

I believe my greatest career accomplishments have been when I have had a chance to lead or be a part of a team that moves an organization or event forward in impactful and meaningful ways. I have seen this happen

in many places throughout my career, and I am very proud that I have had the opportunity to be a part of positive change so many times in the past, and I hope to continue to do more of it in the future.

Hobbies:

Travel, going to Iowa State Football games and tailgating, checking out the newest breweries with my family, volunteering, reading, and making jam.

Career advice:

Take all of your vacation every single year – you will never regret it.

Volunteer experience:

- Board of Directors – Iowa State University Alumni Association (current)
- Team Recruitment Co-Chair – The Walk to End Alzheimer’s (current)
- President, Board of Directors, Advisory Council (current) – Greater Twin Cities Youth Symphonies
- President, Board of Directors – CoreNet Global Midwest
- Board of Directors – Minneapolis Regional Chamber of Commerce
- President, Board of Directors, Advisory Council (current) – Feed My Starving Children
- Chair of Council, Design Build Committee Lead (current) – Mount Olivet Lutheran Church of Plymouth

Take all of your
vacation every
single year – you
will never regret it.

MEMBER SPOTLIGHT

KYLIE E. KAMINSKI

MEMBER PROFILE



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Who brought you to MNCREW?

I have been looking for a way to connect with more women in the industry, and a colleague of mine is a part of MNCREW and recommended attending a few events.

MNCREW Involvement

I am actually a newer member, just joining this past fall. I quickly joined the Communications Committee as I believe in committing myself to the organizations that I join. I think I surprised a lot of people when I volunteered to run social media for the next year.

Current Position

I am an attorney at Hellmuth & Johnson. I represent both business clients and individuals and mainly specialize in mergers and acquisitions. I also help clients with a whole host of different business and corporate transactional needs, such as contract review and drafting and forming business entities.

Education

I received my Juris Doctorate from the University of St. Thomas (go Tommies!) and my undergraduate degree from the University of San Diego.

Hobbies

My current obsession is cooking. I've tried just about every Pinterest recipe I could get my hands on, some good and some bad. I'm also an avid downhill skier and love to travel.

Career Advice

The only stupid questions are the ones that you don't ask.

Favorite Quote

"An investment in knowledge pays the best interest."
— Benjamin Franklin

The only stupid questions are the ones that you don't ask.

WELCOME TO MNCREW

FEATURED NEW MEMBERS



[Cora Nelson](#)

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[Stephanie Varone](#)

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Master Technology Group
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[Jackie Knight](#)

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Ackerberg Group
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“After attending several MNCREW events, I am happy to finally join as a member. I’ve already met several wonderful women and I look forward to making closer connections when I join the Communications Committee.”



“I am excited to be chosen as a new MNCREW team member. My experience has been nothing but impressive — such a friendly and helpful group of women! My company, Master Technology Group (MTG), a low-voltage technology integration partner, was honored to be a sponsor of the MNCork event. Looking forward to meeting you all!”



“I am proud to be a part of MNCREW again! Life has kept finding ways to remind me how critical it is to support diversity, so I’m honored to be accepted by our CREW chapter and look forward to helping pursue goals related to equality and opportunity in any way I can.”

CELEBRATE SUCCESS

Recently, two CREW members were honored at the MNCAR Awards Program. **Lisa Christianson** of **The Greystone Christianson Group** received the Broker of the Year award, and **Lisa Diehl** of **Diehl & Partners, LLC** received the Outstanding Knowledge in Retail Properties award. The yearly awards program recognizes the past year’s accomplishments and the most significant transactions and people involved. Congratulations and way to represent CREW!

Suntide Commercial Realty was recently honored at No. 21 on the Minneapolis/St. Paul Business Journal’s Fast 50 2019 list of the Twin Cities fastest-growing private companies. Its growth rate was 75.72 percent from 2016 to 2018, and last year its revenue topped at \$8 million. See the full list of honorees [here](#). Way to go Suntide!

Congrats to the **MNCork planning committee** for the very successful first year event! The event sold out about five weeks after opening for registration and received rave reviews from attendees. The committee was led by co-chairs **Megan Little** and **Courtney Taylor**. Other committee members were **Stacey Demmer**, **Melissa DuFour**, **Carrie Eggleston**, **Annie Engmark**, **Suzanne Johnson**, **Jennifer Lindgren**, **Brittany Rihanek**, **Claire Roberts**, **Kristi Rowland** and **Jennifer Stukenberg**. Great job!

REFLECTING ON YOUR YEAR

FEATURED

Have you taken a moment to look back through your 2019 and taken account for all that you did? We can do so much in one year, and when I document everything I did on paper it blows me away to see what I learned about myself, how I've grown, who I got to know, etc. So, take 5-10 minutes to write out responses to the prompts for a complete recap of your year and celebrate!



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- 1) Projects I was involved in
- 2) The people I met or got to know this year
- 3) Skills I learned or improved on
- 4) Things I did that were out of my comfort zone
- 5) Obstacles that I navigated through
- 6) Out of the things mentioned previously, what are you most proud of accomplishing?
- 7) Out of the things mentioned previously, did any of these activities spark joy/set your soul on fire? How can you incorporate them into the next year?
- 8) What do you know to be true today that you didn't know a year ago?
- 9) Where do you see yourself in the next year?
- 10) Make a list of people that you are grateful for. Reach out to each of them and let them know you are thinking of them. Seize the moment!

GOODBYE MNCREW

Dear MNCREW members,

It is with mixed emotions that I share with you that I am going to retire on December 31, 2019. I am a bit sad leaving the commercial real estate world, but very excited to find out what will be my new normal.

It's been almost 25 years ago that Roseanne Hope had a vision of what a group of women in real estate could accomplish (THANK YOU ROSEANNE). I was one among those early MNCREW members she banded together.

I can't leave without telling everyone in MNCREW what a privilege it's been to have been associated with such a wonderful group of smart, hardworking, dedicated, beautiful (inside and out) women. What a great opportunity it has been to get to know a lot of you and to have had the good fortune to work with some as well.

In the words of Paula Doroff, our keynote speaker at the Celebration Awards, "live your dreams."

Thank you to MNCREW and all my best to every one of you.

Candace Stimson



In the words of Paula Doroff, our keynote speaker at the Celebration Awards, "live your dreams."

DON'T FEAR THE CHEER

THE BALANCE



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It's time for the holiday hustle again, and there never seems to be enough hours in a day in July let alone December! We want to think it's all Mariah Carey songs, decorations and festive family events, but add in your career and you've got demanding clients, deadlines and a seemingly endless round of holiday parties to attend! How can you lean into the holiday season rather than tear out your hair? Here are three simple tips that can help:

1. Work it Out and Move

Pack up your sneakers and get to the gym, yoga studio, cycle bar, or find the nearest walking trail...just move your body! This has nothing to do with New Year's resolutions and everything to do with how satisfying it feels to move your body differently after a long day in meetings. Any type of exercise is a great way to take care of yourself and relieve stress. Exercise will increase your endorphins, boost your immune system (saving you a trip to the pharmacy) and provide you the added energy kick you need to sail through the holiday season.

2. Meditate

Meditation is a great way to clear your mind of holiday madness and deadlines, and you don't have to be in yoga pants at a eucalyptus-smelling yoga studio to do it. There is a reason why this mindfulness practice has been around for centuries and now there are a number of apps that can help you delve into your inner self for guidance and peace—whether you're on the train, sitting at your desk, or riding the bus. A few apps to try are Insight Timer, Glo - Yoga and Meditation, and Headspace.

3. Give Back

While we may be dealing with stress from the holidays, balancing a career and family, or managing deadlines at the office, there are many people who are stressed for other reasons such as lack of food or adequate

shelter. Sometimes the best way to find some stress relief for yourself is to focus on others. Whether it's volunteering at a food shelter, nursing home, hospital, or other venue, there are many organizations that seek your help this time of year. Be sure to check in with your HR team before volunteering - many companies offer employees time off to contribute to the community!

While we all know the holiday season brings its own unique set of challenges into our lives once a year, with a little forethought and these three tips we can ease the pressure and move into the holiday season with grace and gratitude. So don't fear the cheer but take pleasure in knowing that the reindeer will land, families and friends will receive their gifts and yes, we will still close that deal!

Meditation is a great way to clear your mind of holiday madness and deadlines, and you don't have to be in yoga pants at a eucalyptus-smelling yoga studio to do it.

2019 ANNUAL SPONSORS

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Contributions? Questions or comments?

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