

ULI MN Community Development Council

May 4th, 2017
12:30pm – 5:00pm
Western U Plaza
470 Western Avenue North
Saint Paul, MN 55103

Co-chair: Scott Hickok, City of Fridley
Co-chair: Kevin Ringwald, City of Chaska

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12:30pm *Lunch and networking*

12:45 pm *Welcome and introductions – Kevin Ringwald, Community Development Council Co-Chair*

1:00pm *ULI Minnesota/ Regional Council of Mayors: Feedback Loop*

Presentations

1:15pm **Case Study: Western U Plaza**

Jamie Thelen, President/CEO, Sand Companies

Jamie is the current President/CEO of Sand Companies, Inc. He is also a shareholder of Sand and serves on the Board of Directors. He leads the company in strategic planning, visioning, development and oversight of new business development. Jamie joined the Sand Companies, Inc. team in 1996. He has 20 years of real estate development and management experience and 11 years of municipal government experience. Jamie also holds a Minnesota real estate license. Jamie is a past mayor of the City of Albany and a past chair of the City of Albany's Economic Development Authority. He is a member of the Albany volunteer fire department and was on the Albany Golf Club Board of Directors. Jamie has also been involved with the City of Albany Planning Commission and is the past president of the Albany Jaycees.

Jonathan Sage-Martinson, Director of PED, City of Saint Paul

Jonathan Sage-Martinson has been director of the Department of Planning and Economic Development of the City of Saint Paul since August of 2014. Prior to that, he served as director of the Central Corridor Funders Collaborative for six years, and as executive director of SPARC, a non-profit community development agency in St. Paul. He also worked with the Phalen Corridor Initiative and the Great Northern Corridor. Earlier in his career, Jonathan was Associate Director of the Green Institute and a community development volunteer for the Peace Corps.

2:15pm **Tour: Western U Plaza**

3:00pm **Market Update: Retail and Grocery**

John Johannson, Senior Vice President, Welsh & Colliers MSP

A seasoned professional with over 20 years' experience in commercial real estate, John Johannson is accomplished in all areas of the industry, including development, brokerage, sales, finance, and construction. As Senior Vice President of Retail Leasing and Brokerage, John oversees the leasing and marketing of all properties in Colliers International's retail portfolio. John's diligence and extensive knowledge of the marketplace have resulted in the sale or leasing of over ten million square feet of retail/commercial space since 1990, and in the sale or purchase of approximately 370 acres of commercial land.

4:00pm **What do we want leaders to know? Discussion**

4:15pm *Cocktail Hour*

5:00pm *Adjourn*