



# REQUEST FOR ECONOMIC DEVELOPMENT AUTHORITY ACTION

Date: 3/08/2021

Item No.: 5.a

Department Approval

Executive Director Approval

*Janice Gundlach*

*Paul J. Trueman*

Item Description: Retail market report from Mark Robinson, Mid-America Real Estate

1 **BACKGROUND**

2 As part of the Council’s Policy Priority Plan (PPP), Community Development staff outlined several  
3 items that would be undertaken as part of the Economic Development and Housing Strategic Priorities.  
4 Due to the pandemic, BRE&A visits have ceased, as well as the annual Business Exchange event in  
5 December. Under the Housing Strategic Priority, staff committed to inviting a broker to an EDA  
6 meeting to provide a market update and conduct a Q & A. In light of the housing successes the City  
7 has had over the last two years, and our inability to do meaningful BRE&A visits, staff thought a  
8 broker report on the retail market would be more appropriate given our current economic climate and  
9 would serve to meet commitments made in the PPP.

10 Mark Robinson from Mid-America Real Estate has agreed to provide a brief market report on the retail  
11 industry and stand for questions. Mr. Robinson’s bio is attached. He has served on real estate panels  
12 at Real Estate Journal MN events and is currently working on several projects in Roseville.

13 **POLICY OBJECTIVE**

14 The City Council has determined that there will be five strategic priorities that the City will focus on  
15 in 2019 and 2020, those being Economic Development, Inclusive Community and Governance,  
16 Capital Improvements, Housing, and Environmental Sustainability. In order to implement these  
17 priorities, the City Council has identified strategic initiatives under each Strategic Priority.

18 **BUDGET IMPLICATIONS**

19 Not applicable

20 **STAFF RECOMMENDATION**

21 Receive a retail market report from Mark Robinson of Mid-America Real Estate and engage in a Q  
22 & A as needed.

23 **REQUESTED EDA ACTION**

24 Receive a retail market report from Mark Robinson of Mid-America Real Estate and engage in a Q  
25 & A as needed.

Prepared by: Janice Gundlach, Community Development Director, 651-792-7071  
Attachments: A: Mark Robinson bio



MID-AMERICA®



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# Mark Robinson, CCIM

Principal / Investment Sales

Lease, Sale

*Minnesota*

Mid-America Real Estate – Minnesota

## CONTACT INFO

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## BIO

## EXPERTISE

## ATTACHMENT A

Mark Robinson joined Mid-America Real Estate – Minnesota, LLC in 2012. Mark focuses on single & multi-tenant retail investment sales, and specializes in the sale of neighborhood, convenience, community shopping centers, and single tenant retail properties throughout Minnesota & western Wisconsin.

## PROFESSIONAL EXPERIENCE

Prior to joining Mid-America Real Estate – Minnesota, LLC, Mark worked in landlord representation & acquisitions for over four years with Paster Enterprises. While there, he worked with national, regional, and local tenants securing new retail locations. Mark also gained investment sale transaction experience underwriting & analyzing shopping center acquisitions for Paster. His years of experience as an owner representative give him a unique perspective when analyzing shopping centers for acquisition or disposition for his clients. Mark has been involved in over 160 transactions, with an aggregate value of over \$200,000,000 throughout his career.

## AFFILIATIONS & EDUCATION

Mark is a licensed real estate salesperson in both Minnesota & Wisconsin. He is also a member of the International Council of Shopping Centers (ICSC), Minnesota Shopping Center Association (MSCA), Minnesota Commercial Association of Realtors (MNCAR), and is a Certified Commercial Investment Member (CCIM). Mark was named the 2013 MNCAR Rising Star of the Year, a prestigious honor given to one broker annually across all product categories with 5 years or less industry experience. Mark earned a Bachelor of Science degree, majoring in Commercial Real Estate with a minor in Marketing, from St. Cloud State University. He continues to serve active leadership roles in MNCAR, MSCA and CCIM).

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