



Recent hires at Wipfli signal real estate services expansion in TC market



By Rick Thomas

There is no shortage of critical issues and opportunities facing today's construction and real estate companies. Literally as I developed this article, vari-

ous regulators, are discussing everything from increased governance to mandated financial controls, each of which will significantly impact the real estate industry. To say that property owners, developers and general contractors owners must remain agile in this

economy is a profound understatement. To suggest that professional resources i.e. accounting firms can correspondingly blend agility into established process and protocols is going to be the test of which the winners will secure increased market share. Wipfli is one such accounting services firm that is aggressively raising the bar in this market.

"Today's opportunity," suggests Lauri Roberts, Wipfli's Twin Cities Region managing partner, "is to provide uniquely tailored value-added, services that go well beyond traditional CPA services. We determined in early 2008 that the "impending" recession was going to present our commercial real estate clients with a host of new challenges. We have responded by committing additional resources of talent and technical skills to the growth of the construction and real estate practice in the Twin Cities. We know that despite this economy, our ultimate goal of increased profitability for our clients is more attainable because of our expansive resources." Roberts also indicated that Wipfli will continue to respond to emerging economic trends by further committing resources to expand services for the construction and real estate industry in general.

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Congressman Paulsen labels I-94 interchange development as "high priority"

It has been about twenty years since the initial discussion of building an interchange to accommodate the travel needs of Hassan Township and Rogers citizenship. Advance forward to April 9, 2009 and based on an "orientation" tour and gathering of representatives of the surrounding towns, various federal and state agencies, and most significantly, the enthusiastic participation by US Congressman Eric Paulsen, it appears that there will no longer be six miles of annoying inaccessibility along Highway I-94 in Northwest Hennepin County. It is the last transportation dinosaur of the Metro area. Just ask the 100,000 plus cars that drive it daily.

The favorable winds of optimism initially arrived with the April, 2008 release of the lengthy yet com-

prehensive Northwest Hennepin County I-94 Suburban Area transportation Study. A "Cliff Notes" summary would quickly take you to an outcome that stipulates the location of the I-94 interchange at the Brockton Lane bridge location that currently spans I-94. In King Solomon-esque fashion, the location for the new interchange will judiciously split the current six mile stretch in half-with thus providing just three miles of I-94 travel to the next east



Paulsen

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Proactive industrial landlords enhance current occupancy, performance while positioning for the future

By Jason Meyer and Jon Yanta

The facts can be quite daunting: In 2008, Minnesota's manufacturing sector lost 15,600 jobs. Transportation, trade and utility firms cut another 15,300 jobs and construction lost 11,200 jobs, according to the Minnesota Department of Employment and Economic Development.

And cuts are not over. DEED expects transportation and warehousing will slash roughly 1,900 jobs during the next 12 months. Airlines will reduce their workforces, and general freight-trucking firms will cut jobs as trucking demand drops with decreasing economic activity. More cuts also are expected at manufacturing companies, especially among printing plants, plastic and rubber product companies, food manufacturers and paper manufacturers.

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