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A day in the life of: Mark Krogh, Managing Broker of Java Properties

Mark Krogh is excited and he should be. As Broker of Java Properties (Java), he is one of the busiest developers in town. For Krogh, day begins at sun up and ends well after sun down with activities ranging from acquisition to redeveloping once blighted spaces, to leasing to meetings with agents, financiers, architects, contractors, and more.

At only 34, Krogh is already an industry veteran. Beginning his career in commercial lending, and following in similar footsteps of his father, Krogh then went on to owning (via a multi-ownership structure) the State Bank of Marietta by his late twenties. His partner, a former college roommate, eventually made Krogh “an offer he couldn’t refuse,” whereby Krowe immediately reinvested his profit payout back into the bank and his business partner. With strong finance and lending knowledge/connections, Krogh then pursued the development game. 5 years and running, Java is, and there is no other word for it, a ‘cool-kid’ developer in town. From Eat Street to Frogtown to Central Ave. NE, Java is cornering a lucrative market niche and redefining Minneapolis/St. Paul neighborhoods in the best of ways.

What makes Java and Krogh’s approach unique in the local commercial sector is its redevelopment initiatives of existing buildings in up and coming areas. Some green benefits in these re-use projects are inherit, but further than that, Java is preserving buildings with unique architectural and historical attributes. Their projects may not be on the historical registry, but to Minneapolis/St. Paul residents, they are buildings with history, and for many, it is refreshing to see developers such as Java preserve what is intact, offering and redefining uniquely beautiful spaces. Such projects are often steered away from, as existing buildings can be much more expensive to redevelop than building new; however, Java has cornered a solid and lucrative market niche who more than appreciates these spaces, enter the creatives.

Ah yes, the creatives. With a world-wide marketplace, genuine homegrown local talent, and even a 24 hour work clock for some companies through efficient outsourcing, the creative marketplace has more than weathered the recent economic storm, many creative companies are thriving, and Java offers the unique space such creative minds *have to office* in. With similar ‘soft-spots’, Java and the creative marketplace appreciate the beauty in brick and timber, large windows affording natural lighting, polished concrete, gorgeous old wood floors, mismatch architecture showcasing history at your footsteps and of course, the big ol’ office-warehouse type of spaces. Ultimately, Java’s spaces simply make the creative class drool, and they’re willing to pay a pretty penny for it.

One such current redevelopment project including all the aforementioned building aspects is “The Broadway” (945 Broadway St. NE). The Broadway project is perfectly suited for the creative class offering an ideal locale (neighboring the Minneapolis Art District and Downtown), strong traffic counts, a quasi-retail space, loading docks, and existing creative tenants. Java plans to add even more value to this project by incorporating a rain garden (pictured).

As an appreciative or maybe even a ‘partnering’ landlord, Krogh works to create and offer space that will allow his tenants to thrive. He wants to grow with his tenants, which seems to be a common multiplier in his professional life, keeping professional relationships close – maybe even personal. From his employees, to tenants, to contractors, to



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strategic partnerships, to his old banking partner (who delivered Krogh a 78% return on investment last year), he states, "My team members are my friends. They are more my friends than employees." After diligently training his team of commercial agents, he has the horizon on mind, planning to offer partnership opportunities to his employees, truly growing his company with his team. He understands it is hard to keep commercial agents interested in long term objectives, essential to a thriving brokerage, unless there is a sincere ownership opportunity.

Java is currently leasing several properties including, [The Broadway, 708 Central Ave. NE, 314 1st Ave., 2644 Nicollet Ave, 748 Grand Ave.](#), among [other urban and suburban properties](#). Beyond the creative marketplace, they have worked closely with an array of industries including banking, healthcare, professional services, food/ beverage and many other tenants. Java is well versed in tenant and listing representation, reposition analysis, market analysis, investment analysis and build out analysis.

In terms of opportunities, Krogh recognizes, "The Cheese has moved," quoting Dr. Spencer Johnson, world-renowned author and management guru commended for insights on ways to succeed in changing times. By recognizing the fundamental change in real estate and business, Krogh understands to be successful, one's organization and practices must also change to meet the new market fundamentals. Following this, one's ability to adapt can be used as a competitive advantage. "Our company has a philosophy of 'Making it Happen'. We believe in creating opportunities; not waiting for deals to come to us," states Krogh. In a real estate climate, where every month it seems, a rooted commercial real estate giant err [dinosaur falls](#), Krogh's energy, ability and uniquely beautiful projects may just prove him to be a crocodile.

To learn more about Java Properties, you can [click](#), java@javaprop.com or call: 952/ 403.9595.

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1. **London Removals** says:

March 6, 2012 at 5:43 am

Mark Krogh is a really interesting man, I am following his work and I think it is more than great!

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