



## Hillcrest signs first tenant in former Minneapolis School District HQ building

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It's as much about the tone of a tenant as it is about the size of one, says Scott Tankenoff of Hillcrest Development.

And that's why the developer is thrilled that Sport Ngin is the first business to sign a lease in Hillcrest's renovation project at 807 Broadway in Northeast Minneapolis, the former site of the Minneapolis School District headquarters.

"It's not about who is going to be paying the most money but who brings the right synergy," said Tankenoff, Hillcrest's managing partner. "I think this is a tenant that could set the tone and tenor of this building and the direction it goes."

Sport Ngin is a sports-league software company currently occupying space in the same neighborhood. The business is entering the space planning phase for its 30,000 square foot unit on the third floor. June 2015 is Sport Ngin's targeted move-in date.

But, Tankenoff says, Sport Ngin won't even fill 20 percent of the building, which was originally a light bulb factory.

"I'm not worried about the size of the tenants. I'm looking for the right ones. That building will fill," he said. "What they are doing is looking for a place that reflects their culture, but also helps attract and retain employees."

This emphasis on amenities and community is at the heart of Hillcrest's own vision.

"Our core competency is to find something that's broken and solve the puzzle," Tankenoff said.