



Can you believe it's October already? If you've been outside recently you can tell fall is definitely in the air! Even though the season is changing there is no slowing down and we continue to see steady activity in the commercial real estate market. If this season finds your company searching for a new location, see our article on tenant representation below!

Our founder, Julie Kimble, was inducted into the Real Estate Forum's 2018 Women of Influence Hall of Fame with a select group of other women from across the country. She is honored to be recognized in an industry she has so enjoyed and congratulates all of the other award winners.

Wishing you all a Happy fall



Our Core Value: Excellence

We're taking an up-close look at each one of our core values. Today we want to dive into Excellence: what it is, why it's something we value and how it impacts the work we do.

[Read More](#)



A Look at Tenant Representation

A tenant's search for the ideal space can be vastly overwhelming. Find out how we help businesses like yours navigate this daunting journey.

[Read More](#)

News Worth Sharing!



JULIE KIMBLE

Starting as a development assistant in the mid-1980s, Julie Kimble worked her way up through positions of increasing responsibility and leadership at St. Paul Port Authority, Opus Corp. and Johnson Controls Global Workplace Solutions before starting her own Minneapolis-based company, KimbleCo., four years ago. Today her WBE-certified CRE services firm focuses on consulting, brokerage and corporate advisory services. Almost 100% of KimbleCo's work has been referrals or repeat business and the company, which posted 30% revenue growth from the previous year, gives 10% of its pre-tax profits to charity.

Julie was inducted into the Real Estate Forum's 2018 Hall of Fame along with a few other amazing women in real estate. [Learn more about this prestigious recognition!](#)

Ericka Miller

Ericka is WomenVenture's *Small Business Essentials* real estate trainer, she also consults with education and can clients in search of space. She's been such a valuable resource for many of our clients and is skilled negotiator to make sure WomenVenture business owners get a good deal. We're very lucky to have her on our Volunteer Team and that's why we're recognizing her as our Spotlight Volunteer!

Tell us a bit about your work history

I've spent about 20 years in various roles in commercial real estate from local companies to global. Diving into commercial real estate in 1997 as a real estate paralegal at Doherty, Rumble & Butler in St. Paul, MN, I soon realized that while I loved commercial real estate, I found other sides of the deal more exciting. So I moved



Ericka has been an active volunteer for WomenVenture for quite some time. Recently they recognized her by featuring her in their Volunteer Spotlight. [Click here to read the full article!](#)

We're also proud to announce that Ericka received an award for the Top Women in Finance in September. Stay tuned for more information about this award next month!

Join us at the International Day of the Girl presented by aWe, Academy for Women's Empowerment. KimbleCo is thrilled to sponsor this event again this year!

[Learn more here!](#)



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