



Saint Paul BOMA News

BOMA's mission is to provide leadership to the commercial real estate industry through advocacy, education, research, and professional networking.

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April

Brokers Group	Apr. 5 th
Annual Meeting	Apr. 10 th
Superintendents Group	Apr. 19 th
BOMA and a Brew	Apr. 20 th

May

Brokers Group	May 1 st
Membership Meeting	May 8 th
Superintendents Group	May 17 th

Meeting Sponsored by:



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HORIZON
roofing

East Metro Sports Development Projects: Vikings, Wild and MN United

Make plans to attend BOMA's Annual Meeting on 4/10/17 to hear from several of the local professional sports teams regarding develop projects they are currently undertaking.



- **Jamie Spencer**, Vice President, New Business Development and Assistant to the Chairman of the Minnesota Wild will discuss the new Wild training facility planned for the roof of the former Macy's building.
- **Bill McGuire**, Owner of the Minnesota United FC will talk about the new soccer stadium coming to the St. Paul Midway area.
- **Steve Poppen**, Executive Vice President and Chief Financial Officer, Minnesota Vikings will cover the team's new Eagan training facility

One hour of continuing education is approved.

<u>Date:</u>	<u>Time:</u>	<u>Location:</u>	<u>Cost:</u>
Monday, April 10 th	11:40 – 12:00 Social 12:00 – 12:30 Lunch 12:10 – 1:30 Program	DoubleTree 411 Minnesota St, St Paul, MN 55101	\$42.50 member \$47.50 late/walk-in \$48.00 non member

[Click here](#) to Register!



PRESIDENT’S REPORT
Joe Spartz, President
Greater Saint Paul BOMA

Register for:
[April Membership](#)
[BOMA & A Brew](#)

So no, it’s not a mistake. You read it right, this is the President’s Report. Where is the Chair’s Report, you might ask? Julie decided to take a break from it for a few months, so I’m guessing we’ll see it reappear later this year. Actually, she said, “Spartz, it’s about time for you to pull your weight, so here you go,” which is another story, but we won’t get into that right here. See me at the next BOMA & A Brew for details, or follow the [link](#) to learn more about Julie’s new business opportunity.

I want to talk about the Annual Meeting being held on April 10th. For you BOMA history buffs, this is our 45th Annual Meeting. (I hope I got this right, because if I didn’t, I’ll certainly hear from Bill Buth about it.) As is required with our bylaws, we will be electing a new Board member. So I encourage you all to turn out and vote.

We’ll also be acknowledging the recipients of the Chair’s Award and the Volunteer Award. These two awards were set up to recognize the following:

Chair’s Award—provided to a member who demonstrates commitment to BOMA through volunteer activities on a specific committee or project.

Volunteer Award—provided to a member who demonstrates commitment to BOMA through a wide range of volunteer activities.

Since the inception of these awards five years ago, we’ve recognized the following individuals.

YEAR	Chair’s Award	Volunteer Award
2012	Sandra Schadegg	David Ketcham
2013	Heide Kempf-Schwarze	Rick Cook
2014	Rick Ferraro	Julie Bauch
2015	Rick Hanson	Shawn Wiski
2016	Mark Sargent	Mike Soukup

And of course we’ll have some great speakers talking about major league sports developments in the East Metro. Hope to see you there.

Superintendents Group

Our guest speaker is **David Thurow** with Siemens Industry, Building Technologies. David has 20 plus year's experience in lighting control system design, application, installation and commissioning in commercial applications.

Unified Solutions, is a unique platform that maximizes savings and human comfort today while preparing and enabling revenue generating opportunities with the Internet of Things (IoT). Optimal energy savings and occupant experience is achieved through orchestrated lighting, security and HVAC strategies on a common platform leveraging sensing technology such as shade position, temperature, humidity, solar tracking, light level, occupancy status, and location of equipment and occupants. Tunable lighting, to enhance workforce productivity.

This one domain expert eliminates integration and coordination required for multiple domains. Complete visibility to all systems through a single intuitive user interface reduces training and eases use. Venues are easily adapted to usage changes over time or multiple functions types to ensure needs are ideally met for the individuals in the space. Equipping the facility with the latest technology, to be able to respond to the most advanced building analytic platforms such as behavioral analytics, asset utilization, mapping & positioning, help & safety transforms the user experience from both the perspectives of building occupants and facility management. One key component is that all this info is now available at the customer's fingertips via HTML 5 web based, interface, via tablet, phone.

DATE: Wednesday, April 19th
TIME: 11:30am – 12:45pm
LOCATION: 85 East 7th Place,
 Conference Room
COST: \$18 pre-registered, \$20 walk-in
EDUCATION: SMA/SMT/RPA/FMA CPD 's

[Click here](#) to register.

St. Paul Street Maintenance Program Approved for 2017

The St. Paul City Council approved a plan from the Mayor's Office to convert the current Right Of Way (ROW) program to a Street Maintenance Program (SMP). Under ROW, all properties were assessed to pay for the range of street maintenance services provided by Public Works. However, last year, the Supreme Court ruled the program was invalid, requiring the City to develop a new program.

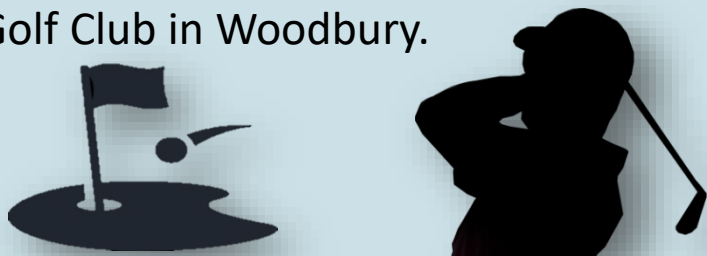


Most cities fund street maintenance with the general fund, which is paid through property taxes. Following this formula for St. Paul becomes challenging since 30% of the taxable base in the city is tax-exempt. This puts a very high burden on remaining properties to adequately finance the general fund. Thus, the City created the ROW program to spread the cost of street maintenance to all properties.

For 2017, under the SMP, 50% - 100% of several street services that can legally be charged as a fee, will be passed along to all properties. Most of the SMP will be funded by the general fund. The Council is working to develop a long term approach to street maintenance funding.

30th Annual Greater Saint Paul BOMA Golf Tournament

Join us on Monday, July 17th, 2017 for the Greater Saint Paul BOMA's 30th Annual Golf Tournament at Prestwick Golf Club in Woodbury.



If you are interested in sponsorship or entering a foursome, please contact Denise at the BOMA office or [click here](#) to fill out the online foursome registration form.

BOMA's 2017 Benefit Gala: November 9th

The 2nd Annual 2017 Benefit BOMA Gala to support the Community Ambassadors is scheduled for November 9th! Put it on your calendar and plan to attend.

It was a great event last year and we raised over \$11,000 to support the Ambassadors. We have some great additions to the program this year to make it an even better event. Watch for sponsorship and registration information soon.



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Brokers Group

CBRE and Northland Real Estate Group invite the St. Paul BOMA brokers group to the Commission House lunch and tour. Come see the planned renovations of this turn of the century historic brick and timber 3 story building. We have up to 28,000sf of space for lease including the lower level. 7,500sf per floor. Roof top deck planned. Total building renovation planned including new windows, new roof, new elevator, new sprinklers, etc. Next to numerous amenities including the Farmers Market, CHS Field, Mears Park, etc. Parking is available on street or in neighboring lots/ramps.



Fun Facts: Built 1889. Designed by Allen H. Stern (Architect for Grand Central Terminal NY, NY; Crane Ordway; U of M Medical Hall, St. Paul Athletic Club). Builder is G.M. Deets. Cost to construct: \$20,000.

Where: Meet first for lunch at Golden's Lowertown Deli conference room. 275 4th Street East. First floor of the Northwestern Building. That is where lunch will be served and the building presentation will be. Then after the lunch we will tour Commission House – 1 block away at 282 East 6th Street (now currently occupied by Seestedt's Carpet & Linoleum Store).

DATE: Wednesday, April 5th
TIME: 11:45am – 1:00pm
LOCATION: Commission House

[Click here](#) to register!

BOMA & A Brew

Don't miss this great opportunity to get to know your fellow BOMA members in an informal social setting! Complimentary appetizers will be provided for all in attendance.

DATE: Thursday, April 20th
TIME: 4:00 – 6:00pm
LOCATION: Urban Growler, 2325 Endicott Street, Barrel Room, St. Paul

[Click here](#) to register!

Thank you to McCaren Designs, Soulo Communications, & Veritiv for sponsoring this event.



Legislative Update by Sonnie Elliot with Faegre BD Consulting



The House and Senate are drafting their budget proposals for the next two-year budget. Each section of the budget is being debated and amended. In the end, The House and Senate will agree on a joint budget they will send the Governor. But for now they are each creating a comprehensive \$46 billion budget.

The House and Senate are proposing significant tax cuts as part of their budgets. The House cuts taxes \$1.35 billion. The Senate has a slightly lower tax cut of \$900 million. The details have yet to be determined from both bills, but it appears likely the House and the Senate both eliminate the automatic inflator adjustment of the Statewide Business Property Tax.

Comprehensive transportation funding is also being debated again. The last two years the House, Senate and Governor have failed to agree on a new transportation funding package. The House is proposing to spend \$450 million this budget cycle for roads and bridges and borrow another \$1.2 billion over the next four years. The Senate proposes \$570 million in spending for roads and bridges and another \$300 million in bonding.

The proposals primarily use redirected existing revenue sources to fund roads and bridges. Neither of the proposals puts forward any new revenue for transit funding.

The Governor raises the gas tax and vehicle registration fees to fund roads and metro-area sales taxes to fund transit.

In the next several weeks, the House and Senate will pass budget bills to the Governor for his approval. There appears to be a growing consensus the Governor may veto much of this proposed budget. This means the legislature will need to create and pass another round of budget bills to the Governor.

The constitutionally required adjournment date for the legislature is May 22nd. Should the legislature and Governor fail to agree on a budget by then, they will need to go into a special session to complete the budget setting process

BOMI Scholarship Recipient

Congratulations to **Chris Ozmun** on receiving the BOMI Scholarship. This scholarship is given out every year by BOMI.

If you are interested in applying for this scholarship to help cover your class costs, please contact [Denise](#) in the BOMA office.



Pat Wolf, CRES (left), Chris Ozmun, Twin Cities Public T.V. (center), and Brian Field, Lawson Commons (right)



Thank You Toby Judges

Each year, BOMA International hosts a competition for buildings to participate in The Outstanding Building of the Year Awards (TOBY). Buildings compete in different categories depending on their size, location and purpose (office, industrial, med office, etc.). In order to administer the competition, volunteer judges are needed to review the applications and building information, and then rate them according to objective criteria. Volunteer judges are always in demand and BOMA International greatly appreciates those members who help to keep this program successful.

I would like to recognize three St. Paul BOMA TOBY judge volunteers: Pattie Garger with Restoration Professionals, Bruce Thompson with Ramsey County, and Shawn Wiski with Kraus-Anderson Realty Company. Thanks for helping with both regional competition, and also on a national basis. Your volunteer efforts make a difference.

If you are interested in learning more about the Toby Program, please contact the [BOMA Office](#).



CARING FOR YOUR WORKPLACE

Sponsor or Advertise with Greater Saint Paul BOMA!

Sponsorship:

Sponsoring an event with Greater Saint Paul BOMA is a great way to give your brand recognition within the real estate community. Our events range from 20-200 in attendance! Do not miss the opportunities to reach out to all these prospective clients!

Sponsor a Membership Meeting, BEC, Seminar, or a BOMA and a Brew click the link below!

[Click here](#) to download our **NEW 2017 sponsorship form!**

Advertising:

Advertising with us is a great way to gain visibility for your company in the Saint Paul Commercial Real Estate Industry. Greater Saint Paul BOMA has over 400 members that occupy over 9 million square feet of office space in the Greater Saint Paul area. Do not miss the opportunities to reach out to all these prospective clients!

Advertise on our Monthly Newsletter, Friday Blast, and on our Website, which gets over 3000 hits a month!

[Click here](#) to download our **NEW 2017 advertising form!**

Directory Advertising (click to download)

We are starting to put together our 2017 Membership Directory! Do not miss the opportunity to be in over 400 offices!

New Convention Hotel for St. Paul?

The topic of the March BOMA membership meeting focused on a discussion about the impact of tourism on St. Paul and how a new convention hotel will help grow this industry. Terry Mattson, the President and CEO of Visit Saint Paul (VSP), discussed how important tourism is to the state and St. Paul. State wide, it's as large an industry as is agriculture, currently bringing in over \$14B annually. Terry emphasized the lost opportunity for more tourism business in downtown St. Paul by not having adequate facilities to land many conventions that are choosing other communities.



Greg Ortale, the former CEO of the Greater Houston Convention and Visitors Bureau, expanded on this theme. He cited a study done in 2005-2007 that looked at the need for a new convention hotel in downtown St. Paul, and the lost opportunity cost of not building such a facility. Recently, through his consulting group, he conducted new research to see if the need still existed and confirmed how a new convention hotel would benefit downtown St. Paul. Based on his research, during a 10 year period, over \$167M in business activity is lost to downtown by not having adequate hotel rooms and meeting

facilities. This number likely underestimates the actual loss since it can't take into account some conventions and meetings that don't even inquire since they know the current capacity is insufficient.



The concept being supported by VSP is to build the hotel on top of a new RiverCentre parking ramp. The current ramp is in need of major repair, and given the age of the structure, it makes sense to raze the ramp and replace it. If a project of this type is being undertaken, constructing the hotel at the same time would be less disruptive in the long run. While there's concern about the impact of a large new hotel on current lodging establishments, most agree that by enlarging the convention base through improved facilities, the hospitality industry in downtown, as a whole, will benefit.



Greg Ortale (left), Terry Mattson (center), and Joe Spartz (right).

Mr. Ortale emphasized that while the building boom in boutique hotels in downtown adds to the overall room count, it won't help attract new and larger convention business. If we don't want to continue to divide the existing hospitality business into smaller increments as new hotels enter the market, we need to change the dynamics by building a 600+ room facility that provides the meeting space and connection to the River Centre that meeting planners are requiring.

Saint Paul Police Department Emergency Notification System

As many BOMA members are aware, the Saint Paul Police Department has a tool to notify the public of emergency situations. In cooperation with Ramsey County, the department has the ability to quickly send emergency alerts to residents, businesses and people who frequently visit Saint Paul.

The Emergency Notification System is a free service to which people can subscribe. The system will call, send text messages or email subscribers, alerting them of developing situations that immediately affect the areas in which they live, work or visit.

The alert system will only be used for incidents where there is an imminent threat to health and safety, such as active shooter events, in-progress searches for violent suspects or anything that immediately impacts public safety and awareness is urgently needed to aide law enforcement. The alert is geographically specific and will only notify people in the area who could be affected by the event. Subscribers of the service may choose the specific geographic areas for which they would like to receive alerts.

Anyone interested in receiving alerts must sign up by [clicking here](#).

Messages will be sent to the subscribers through their preferred communications channel—cell phone, SMS (text), home phone, email, to ensure real-time access to potentially lifesaving information. Land line phones in the area of an emergency will all received the emergency notifications whether they are signed up or not. If you haven't signed up for this free subscription service, do so today.

Lights Out Program

Building Participants Benefits

Save money, save energy, save birds! Lights Out is good for business and is an initiative to be proud of. Lights Out media often highlights participating buildings and corporations.

Why Lights Out?

Most birds migrate at night and can be drawn off course by tall, lighted structures in their flight path. Many birds are killed or injured in collisions with buildings or drop from exhaustion after circling them, reluctant to fly out of the light. Lights Out programs can dramatically reduce these collisions.

[Click here](#) to learn more and pledge to have your building participate!



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