



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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Brokers Group Mar. 1st
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Education Committee Mar. 13th
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Meeting Sponsored by:



What's Hot, What's Not! Trends in Commercial Real Estate

What are the trending issues on the national scene for commercial properties? Do the same top issues trickle down to the state and local scene or do we have two different agendas and what future plans are in place?

Please join us on February 16th at the Double Tree Hotel when Henry Chamberlain, BOMA International President and Rob Brierley, Chair-elect BOMA International join us to share the organizations strategic plans and major initiatives.

Following their remarks, local experts David Wright, RPA, FMA, US Bank, and Principal of Real Estate Services and Bettina Hoye, with NTH, will join them in an interactive panel discussion on major trend in commercial real estate. We are very fortunate to have such a knowledgeable group to speak to St. Paul members so don't miss it! Bring your staff members and your questions!!



Henry Chamberlain



Rob Brierley



David Wright



Tina Hoye

<u>Date:</u>	<u>Time:</u>	<u>Location:</u>	<u>Cost:</u>
Monday, February 16th	11:40 – 12:00 Social 12:00 – 12:30 Lunch 12:30 – 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!](#)



CHAIR'S REPORT

Julie Bauch, Chair
Greater Saint Paul BOMA
Board of Directors



With BOMA International President Henry Chamberlain and Chair-elect Rob Brierly headlining the February membership meeting ([click here](#) to register), it seems to be an appropriate time to remind ourselves about the added value the BOMA International membership provides.

BOMA International is the leading commercial real estate trade group, with 91 affiliates in the U.S. and 19 in other countries. Founded in 1907, BOMA owners and managers account for 10.5 billion sf of office space that supports 1.2 million jobs. Pretty impressive!

As a member of BOMA International, which all Greater Saint Paul BOMA members are, you receive these resources, benefits and opportunities.

- Experience Exchange Report: Also known as the EER, this survey data allows you to compare how your building compares against its peers. ([Click here](#) to see the related newsletter article.)
- BOMA 360: Is a designation that recognizes a building's all-around excellence in operations and management, benchmarking performance in 6 key areas. ([Click here](#) to see more about BOMA 360.)
- TOBY: The most prestigious award in commercial real estate, annually honoring the top 15 buildings, covering multiple categories. ([Click here](#) to see more about the TOBY award.)
- National Advocacy: BOMA provides leadership and representation in Washington on many important legislative initiatives and code changes, which together, reduce a building's operating costs.
- BOMA Standards: BOMA has set the standards for building measurement, and makes resources available to assist members. ([Click here](#) to see more.)
- BOMA Conferences: BOMA organizes several conferences each year to provide members with best practices information, emerging trends, and the latest technology and innovations within commercial real estate.
- BOMI Classes and Designations: Through BOMI classes, members can earn a variety of designations to improve their performance on the job and advance their careers. ([Click here](#) to see more on BOMI Classes.)
- Sustainability Information: BOMA provides great information and guidance on green and sustainable building operations and practices. ([Click here](#) for more information.)
- Research and Industry Information: Check out BOMA's website for case studies, white papers, and others communications, like the BOMA Magazine, for great CRE industry news and insights. ([Click here](#) for more details.)

Taken together, these resources and programs create a powerful support mechanism for both individual BOMA members, but also the local associations. I strongly recommend that you take full advantage of your BOMA International membership. Visit the website (www.boma.org) and see what it has to offer.

Superintendents Group

Kyle From is a Customer Support Representative at Ziegler Caterpillar. He started with Ziegler in 2012 with a bachelor's degree in Finance from the University of Minnesota – Duluth. He has experience in facilities and equipment maintenance from working as a mechanic at UMD Facilities Management.

Kevin will be speaking about all of your electric power generation needs. He will cover the Caterpillar electric power product lineup to bring you awareness of items that might fit your facility's needs in the future. He will also be covering best practices in regards to preventative maintenance on your equipment and tools to help you budget for this. Lastly, he will lead a conversation about your electrical distribution system and which of those components should receive preventative maintenance. There will be time for discussion and any questions you might have with your facility.

Date: February 15th, 2017

Time: 11:30 a.m. - 12:45 p.m.

Location: 85 East 7th Place, Second Floor Conf. Room 295

Cost: \$18.00 pre-registered,
\$20.00 walk-in

Education:

SMA/SMT/RPA/FMA CPD's Available

[Click here](#) to register.

Brokers Group

Galtier Plaza, a 220,000 square foot building on Mears Park in downtown St. Paul, was built in 1985. The building features a seven story glass atrium, a 415 stall underground parking garage, and a large modern conference center.

The Lowertown neighborhood is home to many outstanding restaurants, Mears Park, a YMCA, light rail access, and the new CHS field. In 2009 the database manufacturer Cray, Inc. became the building's anchor tenant. Therefore, the building was renamed Cray Plaza. Cray, Inc. will be vacating the building in April, so naming rights will be available for a large tenant.



DATE: Wednesday, February 1st

TIME: 11:45am – 1:00pm

LOCATION: 380 Jackson St., 3rd Floor

COST: FREE to all brokers!

[Click here](#) to register!

Craig Lien Condolences

Saint Paul BOMA extends our condolences to the family and friends of Craig Lien who passed away on January 7th. Craig was involved with BOMA in the early years as a Board member. May he rest in peace.

BOMA Volunteer Opportunities



BOMA members—if you haven't volunteered on a committee, now is your chance. Participating on a committee is a great way to meet other BOMA members, increase your network, and enhance your professional development, as well as give back to the commercial real estate community, and BOMA.

We have openings on the following committees.

Education Committee:

Oversees the planning and delivery of membership meetings, seminars and BOMI training.

Gala Committee:

Plans and organizes the annual BOMA Benefit Gala. In 2016, this elegant event had 150 attendees and raised over \$10,000 for the Community Ambassadors Initiative. In 2017, the Gala will be held on November 9th.

Special Events Committee:

Planning the annual Expo and the BOMA-and-a-Brew networking events.

If you have any questions about volunteering on one of these committees, or want to sign up, please contact Sadie at sadie.elwood@bomastpaul.org.

Tune Up Your Building! Reduce Operating Costs Through Energy Savings.

According to the 2016 BOMA's Office Experience Exchange Report (Office EER), national utility expenses average a little over \$2 per square foot in office buildings. Reducing that cost has a direct, positive impact on the bottom line.

Steve Angle, PE, CEM, CXA, LEED, AP, BD&C, Business Unit Leader for Existing Buildings at the Weidt Group will share methods to track utility consumption, find and implement energy savings opportunities, and maintain the savings over time. Topics covered will be:

- **Benchmarking:** Whether you use Energy Star Portfolio Manager or other benchmarking tools, an energy baseline should be established. Benchmarking can identify which buildings have the greatest savings opportunity.
- **Metering Analysis** – detailed review identifying trends, operational issues, and low and no cost opportunities to reduce the energy costs
- **Auditing:** ASHRAE level 1, 2 and 3 audits to identify potential capital improvements.
- **Re-commissioning:** A dynamic testing protocol to improve your energy systems through low- or no-cost improvements.

Date:

Tuesday, February 28th

Time:

8:00 am—Breakfast and

Registration

8:30-10:00 am — **Program**

Location:

Securian's Ground Level
401 N. Robert Street.
Saint Paul, MN 55101

Cost:

\$40.00 member registration
\$60.00 non member

[Click here](#) to register or for more information.

Breakfast Sponsors:



BOMA HOLIDAY GATHERING

Greater Saint Paul BOMA invites all to come to a Holiday Gathering! Bring yourself, your significant other, and a guest! This is one of the events organized by our Special Events Committee. This is a good way to expand your network and build relationships in a very informal setting.

DATE: Wednesday, February 8th

TIME: 5:00pm to 7:00pm

LOCATION: Mancini's, 531 West Seventh Street, Saint Paul

COST: \$20 per person

[Click here](#) to register!

Annual Meeting: Board Vacancy

BOMA will have a vacancy on the Board of Directors for a Building Member. This position will fill a 2-year term starting April of 2017. If you are interested, contact Joe Spartz at joe.spartz@bomastpaul.org.

BOMA International WBM

The BOMA International Winter Business Meeting was held in San Diego on January 27th – January 31st, 2017. Joe Spartz, BOMA President, attended on behalf of St. Paul BOMA. One of the sessions Mr. Spartz participated in was the Industry Defense Fund Committee meeting. During this meeting, Mr. Spartz shared with the Committee an update on St. Paul BOMA's efforts to build a codes coalition and our ongoing opposition to the implementation of the UPC.



**2017 WINTER BUSINESS MEETING
MANCHESTER GRAND HYATT
SAN DIEGO, CA**

Sponsor or Advertise with Greater Saint Paul BOMA!

Why be a sponsor or advertise with Greater Saint Paul BOMA?

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 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!

March Membership Meeting: New Hotel for the RiverCenter?

On March 13th, attend the BOMA Membership Luncheon and hear from Terry Mattson, the CEO of Visit St. Paul. Terry will talk about a proposal to build a new hotel on top of a rebuilt parking ramp for the RiverCentre to help draw in larger conventions for St. Paul.

[Click here](#) to register early!

Legislative Update by Sonnie Elliot with Faegre BD Consulting

Governor Dayton introduced his two year budget on January 24th. His budget did not provide any relief to business property tax payers. He did not include any adjustments to the general property tax levy in his budget. Greater Saint Paul BOMA has been advocating strongly for a reduction in the tax. It appears the legislature is interested in removing the automatic inflation adjustment for the state general levy. Eliminating the automatic inflation factor is important since the amount raised by the tax has increased from \$592 million in 2002 to \$856 million in 2015.



We are meeting with key legislators to discuss possible changes related to the Minnesota State Plumbing Board (Board). These proposed legislative changes reflect the concerns BOMA members have with the Board's adoption of the UPC. We are seeking legislative relief from the overly stringent and expensive code. BOMA has been leading an effort to engage a variety of stakeholders who share our interest in the code being changed from the IPC to the UPC.

BOMA is continuing to work with a coalition of business interests to craft legislation to put a stop to "drive by" lawsuits brought under the ADA and the MN Human Rights Act. This is the second attempt to stop these lawsuits through legislation.

Committee deadlines have been announced and are coming up quickly.

- **First Deadline- Friday, March 10, 2017:**
 - All policy committees must act favorably on bill in House of origin.
- **Second Deadline- Friday, March 17, 2017:**
 - All policy committees must act favorably on bills or companions of bills that met first deadline in the other chamber.
- **Third Deadline- Friday, March 31, 2017:**
 - Committees to act favorably on major appropriation and finance bills.

The deadlines do not apply to the House Committees on Capital Investment, Ways and Means, Taxes, or Rules and Legislative Administration nor to the Senate committees on Capital Investment, Finance, Taxes, or Rules and Administration.

There are at least two major opportunities for members of Great St. Paul BOMA to get involved during the session. March 8, 2017 is the Minnesota Business Day at the Capitol and April 4, 2017 is the Minnesota Commercial Real Estate Day at the Capitol.

Your building's data has a story to tell.



Will you share it?

EER Survey Deadline is 3/31/17

Rental rates, expenses, vacancy levels. On the surface, these numbers are just columns in your spreadsheets or line items in your accounting software. But dig deeper, and you will find a story about how your building is being operated. And when your building's data joins the data from thousands of other buildings, it combines to tell the broader story of how your market, your sector and your industry are transforming.

Do your part to complete the narrative. Share your data with BOMA International's 2017 Office EER and Industrial EER surveys to help create commercial real estate's most trusted benchmarking resources.

Not only is your participation essential to ensuring BOMA continues to capture the best and most accurate benchmarking information in the industry for its forthcoming 2017 reports, but it also unlocks a number of valuable benefits that will improve your asset's performance and position your building for success.

When you participate, you

- Receive a free Expense Performance Comparison report, which assesses how your office building compares to its market peers;
- Gain priority access to the 2017 Office EER when it is released this summer—and receive deep discounts on your subscription;
- Fulfill a prerequisite for applying for, maintaining or renewing your building's

BOMA 360 designation; and

Help create the industry's most comprehensive benchmarking tool for the office sector, which can be used to assess income and expenses, create budgets and discover marketplace trends.

[Click here](#) for more info on EER.

Real Estate Equities Moves on Pioneer Press Building

Real Estate Equities has signed a purchase agreement for the Pioneer Press Building. The Stencil Group out of Sioux Falls, SD, owns the building and had been planning to convert the former offices of the Pioneer Press to market rate housing.

In a meeting with the CapitolRiver Council Board on January 18th, 2017, Bill Bisanz, President of Real Estate Equities, discussed their intent.

“Our plans are to convert the building to 143 units of transportation oriented workforce housing.” Mr. Bisanz describes workforce housing as being non-subsidized, but more affordable than some of the product that has recently entered the market in downtown St. Paul. 80% of the units will be 1 bedroom with the remainder 2 bedroom.

The units will have a contemporary design, unique urban amenities and high-end finishes (like washer dryers in unit, granite counter tops, etc.). Given its location to the core of CBD and the Central Station, Real Estate Equities is betting it should be popular for both downtown St. Paul employees, and also for those working in other parts of the city and along the Green Line. They anticipate the building will be open for occupancy by mid-summer to early fall in 2018.



When asked why Real Estate Equities chose to invest in downtown St. Paul, Mr. Bisanz said, “We’re enthusiastic about downtown St. Paul and feel that this particular property will serve a part of the community that has been underserved over the past

several years. This property is historic and its simplicity really suits our vision to create this wonderful housing amenity that will build on downtown St. Paul’s residential community and be a resource for our St. Paul businesses whose employees want to live close to where they work.”

“This is a great opportunity for downtown St. Paul to add a valuable project to our housing mix,” said Joe Spartz, President of BOMA. “Its completion will help to revitalize a section of the skyway that has been in need of attention for some time now.”

In addition to the conversion of the building to residential, Real Estate Equities is considering how to use some of the exterior space on the west side of the property to take advantage of the 4th Market District plans.

2017 SelectLeaders Network Hiring Trends Survey Report

This past December BOMA International conducted their annual industry-wide survey, in cooperation with the 10 premier Real Estate Professional Associations and real estate news sites whose Career Centers are powered by SelectLeaders.

Some of the questions that we are given a broad perspective on within the Real Estate Professional community are the following:

- Will the Overall Positive Outlook for the U.S. Economy in 2017 Force Real Estate into a Bidding War for Talent?
- 2017 Concerns and Opportunities:
 - Impact of New Leadership
 - Foreign Relations
 - Interest Rates
 - 2017 Senior Jobs
 - Regulation

[Click here](#) to read the entire report!



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 Saint Paul, MN 55114
 651-603-0321

Calsey Smith

Timberland Partners
 (333 on the Park)
 8000 Norman Center Drive,
 Suite 830
 Minneapolis, MN 55437
 651-330-4749

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!

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