



# 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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### January

Brokers Group	Jan. 4 <sup>th</sup>
January Membership	Jan. 9 <sup>th</sup>
Education Committee	Jan. 9 <sup>th</sup>
Superintendents Group	Jan. 18 <sup>th</sup>

### February

Brokers Group	Feb. 1 <sup>st</sup>
Superintendents Group	Feb. 15 <sup>th</sup>
February Membership	Feb. 16 <sup>th</sup>
Education Committee	Feb. 16 <sup>th</sup>

## Meeting Sponsored by:



## St. Paul's Jewel – The Ordway and the continuing impact on business in and around St. Paul

St. Paul has a jewel in its midst! For over 30 years, the Ordway has been telling stories that exemplify the human experience. The Ordway believes that the arts belong to us all. Art is not precious or exclusive. It is not defined by objective views or by the status quo. It has the power to bring communities together and challenges us to view the world in new ways.



The Ordway houses a 1,900 seat [Music Theater](#); two large rehearsal halls, and magnificent lobbies, including the second floor Marzitelli Foyer; a spacious, two story lobby encircled by a glass facade. In the spring of 2013, construction began on the 1,100 seat [Concert Hall](#) that would replace the McKnight Theatre. Construction was completed in the spring of 2015.

Join us on January 9<sup>th</sup>, to tour this amazing building and hear from **Andy Luft**, Production Director on how the Ordway has played a part in the business landscape and helped to attract new business and talent to downtown by incorporating the arts. He will also share why they chose to re-invest in St. Paul by expanding, upgrading and partnering with the local business community.

The interactive building tours will showcase state of the art systems along with unique building features. We will hear about the biggest obstacles they encountered in the remodeling project and how building efficiency was at the forefront right along with the top of the line sound systems!

**1 hour of CEU credits has been approved!**

<u>Date:</u>	<u>Time:</u>	<u>Location:</u>	<u>Cost:</u>
Monday, January 9 <sup>th</sup>	11:40 – 12:00 Social 12:00 – 12:30 Lunch 12:30 – 1:30 Program	Ordway Center 345 Washington St, St Paul, MN 55102	\$40.00 member \$45.00 late/walk-in \$48.00 non member

**[Click here](#) to register!**



## CHAIR'S REPORT

Julie Bauch, Chair  
Greater Saint Paul BOMA  
Board of Directors

As we wind down another year, I would like to reflect on the accomplishments of 2016 and thank an important public figure who is departing from a local office.

2016: St. Paul BOMA was able to accomplish several significant objectives this year.

- Hosted a seminar with Minneapolis Federal Reserve President Neel Kashkari & 150 attendees,
- Organized the inaugural BOMA Benefit Gala for the Community Ambassadors,
- Successfully changed both the Golf Tournament and Expo venues,
- Collaborated with other commercial real estate organizations to offer the 1<sup>st</sup> MNCRE Day-at-the-Capitol, and
- Through BOMA MN, organized and launched with our partners the MN Codes Coalition.

None of these objectives would have been possible without the support of our BOMA leaders and member volunteers. Thanks!

We also recently learned that Mayor Chris Coleman announced he will be stepping down when his current term ends next year. The Mayor started serving in January of 2006, and has provided leadership on many significant accomplishments in St. Paul, including,

- The construction of CHS Field,
- The completion of the Green Line,
- Reaching agreement with the MN United to build the Midway soccer stadium,
- Starting construction of the Capital City Bikeway,
- Construction and sale of the Penfield apartments,
- Renovation of the Palace Theatre, and
- Laying the groundwork for the redevelopment of the Ford site.

Thank you Mayor Coleman for all that you have done for St. Paul. We wish you well.

## BOMA International President and Chair-Elect to Headline February Membership Meeting

On Thursday, February 16, 2017, Greater Saint Paul BOMA will host a membership meeting featuring BOMA International President **Henry Chamberlain** and Chair-elect **Rob Brierley**. President Chamberlain will provide an update on BOMA International's strategic plan. Following this presentation will be a panel discussion on trends in commercial real estate featuring Chamberlain and Brierley, among others.



President **Henry Chamberlain**



Chair-elect **Rob Brierley**

**Please note that this luncheon meeting date has been moved from the second Monday of the month to Thursday, February 16<sup>th</sup> to accommodate our speakers' schedules.**

Watch for additional information in upcoming announcements.

[Click here](#) to register early!



## Richard H. Hanson, Senior Vice President at MSP Commercial, a Husband, a Father, and a Friend

As many of you may know, **Rick Hanson** passed away on December 6<sup>th</sup> after a long battle with cancer. To honor him we are rerunning the Member Spotlight which was featured in the January 2015 newsletter. St. Paul BOMA and the entire membership was fortunate to have Rick, not only as a building and board member, but also as a close friend. He will be deeply missed by all of us.



Where does one start. I suppose at the beginning. I was born and raised in Thief River Falls, Minnesota, where I lived until I was 21. As one of the coldest winter months in the country, finding something to do was a challenge. You can only fish and hunt so much!

The one vivid memory that I have about my childhood was on my 13 birthday (and it was December 13th, and yes, I am superstitious). I was walking down to the American Legion to see Santa Claus. It was closer to walk across the river, rather than going across the dam, so I choose to walk across the river on the ice. I was about  $\frac{3}{4}$  of the way across and I walked into a soft spot in the ice. I went through and all the way under water. I remember looking up and seeing the bottom of the ice. As luck would have it, the edges of the ice that I had fallen through were thick ice and I managed to pull myself out of the hole. I so wanted to see Santa Claus, so I continued on my way to the American Legend, soaking wet. They called my dad to come and pick me up, but I was still able to get my bag of candy from old St. Nick. The fire department did not see my foot tracks leading away from the hole, so they had already started dragging the river for a body!

After graduating from Lincoln High School, I spent the next five years welding for Arctic Enterprise, welding on front ends and skid frames. One particular Saturday, I was helping a friend change the brake hose in his Pontiac Catalina. We had the front end on a jack, on sand, and the car fell off the jack. I was pinned underneath the wheel well and broke my back on the lower section. I ended up with a full body brace and was not capable of holding a job. With nothing else to do with my time, I decided to go to the Pennington County Vocational Technical Institute, where I studied and certified in refrigeration and air conditioning and took the exam for low pressure steam and acquired the state Chief C steam license. At the age of 21, I felt compelled to leave the city of Thief River Falls and moved to Minneapolis, where steam license jobs were plentiful. I worked in building engineering for the next 15 years, until Brookfield Development told me in 1989 to obtain my real estate license, as I was being promoted to Property Manager. At that same time, I



Article continued onto next page.



## Richard H. Hanson (continued)

began the process of obtaining my RPA designation through BOMA, completing the courses and final exam and received this designation in 1993. From 1993 until approximately three years ago, I attended monthly membership meetings, but did not experience the full potential of networking through BOMA; I simply attended meetings. About three years ago, I made a decision to become an active member in Greater Saint Paul BOMA by joining a committee and volunteering. This in itself has been very rewarding.



About 15 years ago, I purchase my first of three Harley Davidson motorcycles and, along with a close friend, was able to travel and actually see the greater part of the 48 continental states. This continued until the fall of 2013, with a serious motor cycle accident. At that point, I felt that it was time to stop riding.



I have been married to my wife for 33 years now. Together, we have two adult daughters and eight grandchildren. That in itself takes a lot of time and patience, not to mention the time requirement of owning two dogs, a Yorkshire terrier named Junie, which is my dog (alright guys, I'm proud of it) and a cocker spaniel named Jesse, which is partial to my wife, even though I am required to walk it every night.

Last spring, I got into my lifelong dream and purchase a vintage 1993 corvette. I have spent hours disassembling parts of this vehicle that I don't understand. To tear something apart that I don't understand and figure out how it operates has always been a passion of mine. Getting all of these items put back together doesn't always work out well but at least I put the effort into it.

I thoroughly enjoy the game of golf, and get out to the courses as much as I possibly can; on a good summer it is at least twice a week.

I began employment with MSP Commercial in 2006, ended an 8 year employment with Welsh Companies. At that time we had 7 buildings in our portfolio, which has now expanded to 25 total properties. I have enjoyed growing with the company. I feel that Property Management is a great and very rewarding business to be in, as no two days are the same. Each and every day presents us with a new challenge. Yet when a day presents too many challenges for me, I can always put on the old tool pouch and go out to the field and work on an HVAC problem. Working with tools is my true passion.



# Superintendents Group

**Guest Speaker:** Gene Benhart with Building Restoration Corp.

**Date:** January 18<sup>th</sup>, 2016

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

**Location:** 85 East 7th Place, Second Floor Conference Room, Conference Room 295

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

**Education:**

SMA/SMT/RPA/FMA

CPD's Available

[Click here](#) to register.

## Advertise with Greater Saint Paul BOMA!

As a valued BOMA Member, we would like to give you this great opportunity to participate in Greater Saint Paul BOMA's 2017 Sponsorship and Advertising programs.

**Meeting Sponsorships (click to download)**

Sponsoring a meeting is a fantastic way to showcase the services your company provides! By sponsoring membership meetings you will be given the amazing opportunity to position your company in front of key decision makers while saving time and money! Act now to take advantage of this incredible offer!

**Newsletter Advertising (click to download)**

The Greater Saint Paul BOMA Newsletter is a monthly editorial that gets sent to over 400 Real Estate Professionals in the Twin Cities and Metro Area.

**Directory Advertising (click to download)**

The Greater Saint Paul BOMA Membership Directory is in the making. Get your company logo and information for all of GSP BOMA's membership to see.

**Website Advertising (click to download)** The Greater Saint Paul BOMA website gets over **3000 hits every month!** This is your chance to get your company seen by all of these prospective clients

# Brokers Group

District Energy St. Paul purchased the historic Jemne Building from Wold Architects in 2015 and remodeled for occupancy in December 2015. It was built in 1931 and the exterior of the building is on the National Historic Register. The building has an amazing history, initially commissioned for the Women's City Club, it has served as a civic institution, restaurant, theater, museum, and most recently the home to Wold Architects (the previous tenant).



The four-story building is now the home office for District Energy St. Paul and its affiliate, Ever-Green Energy. The building still features some of its more prominent historic features, including the theater and stage (now conference and training rooms), original lighting fixtures (now featuring LEDs), and beautiful tile, wood flooring, and gold-leaf wall treatment. To update the building, District Energy has made energy efficiency improvements, added electric vehicle car charging stations, and instituted a recycling and organics program.

**DATE:** Wednesday, January 4<sup>th</sup>

**TIME:** 11:45am – 1:00pm

**LOCATION:** 305 Saint Peter St, St. Paul

**COST:** FREE to all brokers!

[Click here](#) to register!

# Winter FMA/SMT Courses

## Facilities Planning and Project Management – FMA



**Start Date:** Mon., January 23rd, Seven weeks total

**Test Date:** Schedule through off site testing facility.

**Class Time:** Mondays - 6:00 – 9:00 p.m.

**Location:** Town Square Tower 445 Minnesota St. Conference Center off of lobby skyway, St. Paul, MN 55101

**Cost:** \$975 members, \$1,075 non-members

Develop the skills and knowledge critical to the successful execution of any facilities project. A case study woven throughout the course's textbook presents real world examples of proper planning and selecting a project team, as well as the importance of flexibility, follow through, and attention to detail.

**Key topic areas:** planning models • identifying and rating user needs • owned vs. leased developed facilities • managing the planning process • classifying facilities projects • specifications for facilities performance • design development and review • implementing projects • planning occupancy • project closeout

## Boilers, Heating Systems, and Applied Mathematics – SMT



**Start Date:** Wed., January 25th, Seven weeks total.

**Test Date:** Schedule through off site testing facility.

**Class Time:** Wednesdays - 6:00 – 9:00 p.m.

**Location:** Town Square Tower 445 Minnesota St. Conference Center off of lobby skyway, St. Paul, MN 55101

**Cost:** \$855 members, \$955 non-members

Building technicians need to understand the inner workings of boilers, burners, controls, fittings, valves, and pumps, as well as how they connect and interrelate. This course will teach you how to operate and maintain steam, hot water, warm air, and radiant heating systems. You will also learn the principles of mathematics that are essential to operating these building systems.

**Key topic areas:** heating systems operations • mechanical components of heating systems • heating sources • thermodynamics • steam and hydronic heating • humidification • basic mathematics needed to operate heating systems

[Click here](#) to learn more or email [Denise](#)

# Government Affairs Update

**Here is an update on recent government affairs activities by Greater Saint Paul BOMA.**

## ADA Drive-By Lawsuits

For the past two years, Greater Saint Paul BOMA has worked on the issue of ADA Drive-By Lawsuits. This is a situation where an unscrupulous attorney takes legal action against a property or business for questionable accessibility violations of the Americans with Disabilities Act. Frequently, the notice of the impending action to the defendant is accompanied by a request for payment to the plaintiff to stop the lawsuit.



Saint Paul BOMA worked with other groups during the last legislative session to find relief for businesses from these abusive lawsuits. While a bill was passed, it was watered down by opponents and lacks the protections necessary to curb these lawsuits. BOMA International is also working on a national basis to address this issue.

Businesses in the East Metro haven't seen as many of these lawsuits, but this could change at any moment, so it's important that we seek legislation to protect properties and businesses. St. Paul BOMA will again work with the State Chamber and other business groups to pass a more comprehensive bill to stop this abuse.

**Click below to read these articles on drive-by lawsuits.**

- [New State Law Failing to Limit 'Drive-by' Disability Access Lawsuits](#)
- [Doctor, lawyer, wheelchair user: It's the same person. And he's filing disability lawsuits by the bundle.](#)

## 2017 MNCRE Event

On April 4<sup>th</sup>, 2017, Minnesota Commercial Real Estate (MNCRE) will be hosting its second Day-at-the-Capitol event. During the last session, Saint Paul BOMA, along with Minneapolis BOMA, NAIOP, MSCA and MNCAR, organized a morning meeting with several legislators. It was very well attended, with over 50 commercial real estate professionals participating. This was a great opportunity to share with key legislators our position on important issues, such as property taxes. It's a morning event that usually starts at 8:30 a.m. Watch for future updates with more details.





## 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 9<sup>th</sup>.

### 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](mailto:sadie.elwood@bomastpaul.org).

## Save the Date

# 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





# First Responders Annual Appreciation Luncheon



BOMA celebrated the 20<sup>th</sup> annual First Responders Appreciation Luncheon on December 12<sup>th</sup>. This was the first year the event was combined with the December membership meeting. It resulted in our largest turnout ever with over 100 attendees.



Pictured from left to right: BOMA Vice Chair Jerry Hersman, Saint Paul Police Chief Todd Axtell, Metro Transit Police Chief John Harrington, BOMA President Joe Spartz, President of Commercial Real Estate Services Pat Wolf, and Saint Paul Fire Chief Tim Butler



# Legislative Update by Sonnie Elliot with Faegre BD Consulting



The 2017 legislative session will convene on January 3<sup>rd</sup>. The legislature will be setting the budget for the state this session. The Minnesota Constitutional deadline for adjournment is May 22<sup>nd</sup>.

For the past two legislative sessions, Greater Saint Paul BOMA has worked with our partners in the commercial real estate community to pass business property tax reform. Unfortunately, an omnibus tax bill that had these changes, has failed to become law in the last two years. We will

continue our strong advocacy of a balanced approach to business property tax reductions this session.

BOMA will also be working to put a stop to “drive by” lawsuits brought under the ADA and the MN Human Rights Act. Certain lawyers are bringing “nuisance” lawsuits seeking settlements from businesses instead of going through costly litigation. BOMA followed this issue closely last year. Legislation to remedy this situation was passed and became law during the 2016 legislative session. However, further refinement of the law is needed and BOMA will be working with our partners in the business community to address these changes.

Now that the House and Senate are controlled by one party, there are renewed hopes for compromise. However, any legislation must be signed by DFL Governor Mark Dayton in order to become law. Although the House and Senate have Republican majorities, they do not have the  $\frac{2}{3}$ <sup>rd</sup> majority needed to override a gubernatorial veto.

If major parts of the budget remain unresolved, there will need to be a special session or the government begins to shut down on July 1.

There are at least two opportunities for members of Great Saint 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. It is important for the business community to have its voice heard.



# 3rd Annual **St. Paul** Development Summit



## **SPECIAL EVENT LOCATION**

*James B. Woulfe Alumni Hall  
in the Anderson Student Center  
2115 Summit Avenue, St. Paul, MN*



*Friday, January 13, 2017*

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*4 Hours of Real Estate CE Applied For*



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**EVENT REGISTRATION**

### Schedule

- 7:55 AM Welcome and Introduction
- 8:00 AM The Ford Site
- 8:40 AM Industrial Development in Saint Paul
- 9:20 AM Saint Paul's Renaissance: Downtown Redevelopment
- Break 10:00 AM
- 10:10 AM Wabasha Center (Former Macy's Site) - Saint Paul's Newest Destination
- Point in Downtown
- 10:50 AM Major League Soccer
- 11:40 AM Keynote Speaker: Mayor Christopher B. Coleman
- 12:00 PM Adjourn



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