



# Saint Paul BOMA News

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

**MARCH 2017**

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### March

|                          |                       |
|--------------------------|-----------------------|
| Brokers Group            | Mar. 1 <sup>st</sup>  |
| Golf Committee           | Mar. 9 <sup>th</sup>  |
| Membership Meeting       | Mar. 13 <sup>th</sup> |
| Education Committee      | Mar. 13 <sup>th</sup> |
| Superintendents Group    | Mar. 15 <sup>th</sup> |
| Special Events Committee | Mar. 16 <sup>th</sup> |

### April

|                       |                       |
|-----------------------|-----------------------|
| Brokers Group         | Apr. 5 <sup>th</sup>  |
| Annual Meeting        | Apr. 10 <sup>th</sup> |
| Superintendents Group | Apr. 19 <sup>th</sup> |

## Increased Tourism in St. Paul – A Win For Us All

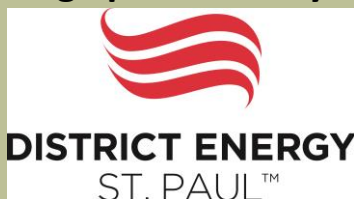
**Terry Mattson** moved to St. Paul's Highland neighborhood and signed on as President and CEO of Visit Saint Paul in 2014. According to the St. Paul Pioneer Press - In the two years since, the city has already seen incremental economic impact, higher productivity, and an increase on return on investment. According to Mattson, "St. Paul has a unique story to sell," "It's a signature city." He has boosted marketing for the city through social media efforts, including the creation of the hashtag #MyStPaul.

Mattson is dedicated to developing the destination further at sites like Roy Wilkins Auditorium and the Xcel Energy Center. Join us as Mattson shares how a bright look for tourism will be good for St. Paul businesses' bottom line. He will discuss Infrastructure updates including the Kellogg Boulevard Parking Ramp and potential expansions at the Roy Wilkins Auditorium and even a new Convention Center Hotel!

One hour of Continuing Education is pending approval.

| <u>Date:</u>                      | <u>Time:</u>  | <u>Location:</u>                                     | <u>Cost:</u>   |
|-----------------------------------|---|--|--|
| Monday,<br>March 13 <sup>th</sup> | 11:40 – 12:00 Social<br>12:00 – 12:30 Lunch<br>12:30 – 1:30 Program | DoubleTree<br>411 Minnesota St,<br>St Paul, MN 55101 | \$42.50 member<br>\$47.50 late/walk-in<br>\$48.00 non member |

### Meeting Sponsored by:



[Click here to Register!](#)



## CHAIR'S REPORT

Julie Bauch, Chair  
Greater Saint Paul BOMA  
Board of Directors



Recently, concerns have been expressed within the business community regarding security and the overall quality of life in downtown St. Paul. Despite increased activity and vitality with the growing population of residents (up 74% since 2010) and more restaurants and entertainment venues, the general consensus is that we're moving in the wrong direction. Police reports show that since 2014 violent crime is trending downward, but nuisance violations have increased. So what should the business community do?

BOMA has decided to take a leadership role in working with the business community and police to respond to this challenge. In April of 2016, BOMA formed the Downtown Security Task Force to look at these concerns and identify solutions. After several meetings, the task force has reached the following conclusions regarding security.

- The business community recognizes there is a problem. With that said, our world isn't crumbling. Downtown St. Paul continues to be a great place to work, live and play. Realistically, our situation isn't unique, and in many ways, is less glaring than most other cities. However, we do tend to get more attention because we are the State Capital and we are known to be a safe city. That being said, we can do better and will work hard to do so.
- To create a solution, we must work together collectively. This includes properties and businesses, Visit St. Paul, the hotels, the St. Paul Chamber, the police, the Community Ambassadors, and St. Paul City officials. Together, we will identify both short-term and long-term solutions to address our concerns.
- As we work on a long-term solution, there are immediate actions that can be taken. Preparation of a comprehensive security plan for downtown as a whole, focusing on both the skyways and street level, is our current priority. The general consensus is that in order to do this properly, it will require outside expertise to guide us through the process.
- We all want to support a vision where downtown St. Paul is viewed as safe, or safer, than anywhere in the Twin Cities. We recognize this is a challenging goal that can't be achieved immediately, but it's important to have great aspirations that the community will coalesce around and be proud of the end result.

BOMA is committed to a thriving East Metro region. Essential to this outcome is a safe and prosperous downtown. By working together with the community, we can have both.

# Superintendents Group

Are you getting the most out of the data from your meters and controls on your building's hydronic system? **Bob Ford**, Energy Engineer at District Energy St. Paul, will demonstrate meter functions. He will also illustrate what data is available from District Energy meters and how it can be used to optimize your building's energy performance. He will outline options for controls sequencing using the meter information to limit peak energy usage and improve overall performance.



Bob has been working with District Energy customers for two and a half years. He holds a degree in mechanical engineering from the University of Minnesota where he worked on their district energy system for five years. Bob's expertise is in building energy efficiency and he enjoys helping customers find the best solutions for their energy needs.

**DATE:** Wednesday, March 15th  
**TIME:** 11:30am – 12:45pm  
**LOCATION:** District Energy, (Jemne Bldg.)  
305 Saint Peter Street  
**COST:** \$18 pre-registered, \$20 walk-in  
**EDUCATION:** SMA/SMT/RPA/FMA CPD 's

[Click here](#) to register.

## Attention Skyway Downtown Buildings: DSI Security Practices Survey

Downtown security connected buildings should be receiving a survey from DSI regarding security practices. We encourage you to complete this survey. This survey will help us to better understand the security infrastructure in place in downtown St. Paul to ensure future planning meets the downtown communities long term needs.

If you have not received this survey please contact the BOMA office.





## 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!



## 333 On the Park Apartment Building



Lowertown has a new addition! 333 on the Park, the former Gordon and Ferguson building, has been renovated into a 134-unit luxury apartment complex! Timberland Partners is the developer who made this project possible. In an interview with Ryan Sailer, Timberland's Vice President of Development, we discussed the many amenities that make 333 on the Park such a luxurious place to live, why they chose to invest in St. Paul's Lowertown, and the history that was left in the building.

333 on the Park offers everything a city dweller could want. Every apartment is equipped with a full sized washer and dryer, full kitchen for entertaining and, an added bonus; there are 24 floor plans which means you will not be in a "cookie-cutter" apartment! Outside your own home, one will have access to the communities' sky lounge, which features a rooftop terrace and outdoor kitchen, community room, theater room, 24-hour fitness center featuring Wellbeats and a yoga studio, gallery space, underground parking and bike storage and repair! If that is not enough, your furry little friend gets a perk too; 333 On the Park has its very own Pet Spaw!

[Click here](#) to see 333 On the Park's brochure.



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# Legislative Update by Sonnie Elliot with Faegre BD Consulting



The House and Senate are busy moving bills through the committee process. They are working under tight deadlines and will not have a break until April.

The House and Senate held two days of hearings on bills that would reduce the state general tax and provide property tax relief for commercial industrial businesses.

The state general property tax levy has been in place since 2002, but has increased from \$590 million per year to \$863 million per year. This is due to an automatic annual inflation increase built into the law. Greater St. Paul BOMA has focused our lobbying efforts at freezing this “automatic inflator.”

Transportation funding continues to be discussed and there is hope a bill can pass and be signed by the Governor. We continue to be vigilant to stop any efforts regarding special transportation districts or parking fees which unfairly target commercial industrial properties to pay for infrastructure improvements.

BOMA members have two great opportunities to have our voices heard at the Capitol. 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.

Thank you and I will see you all on March 8<sup>th</sup> at MN Business Day at the Capitol!





# BOMA International Leadership Speaks to St. Paul BOMA Members



On February 16<sup>th</sup>, Henry Chamberlain, BOMA International President, and Rob Brierley, BOMA International Chair-Elect, met with St. Paul BOMA members during a luncheon at the DoubleTree Hotel. During their 30 minute presentation, they covered a variety of topics.

- **BOMA Size:** BOMA properties in the U.S. account for 10.5 billion sf. These buildings house about one third of the country's workforce. While there are over 90 BOMA affiliates in the U.S., BOMA also has a presence in 16 other countries.
- **BOMA 360:** Earning this certification results in a better NOI for the building and increases potential resale value.
- **C-Suite:** BOMA officers and Executive Committee members have been visiting the corporate offices of major members and investors over the past few years to reinforce the unique value of BOMA as a business partner and listen to future needs and areas of concern.



BOMA International Pres.  
Henry Chamberlain



BOMA International  
Chair-Elect Rob Brierley

- **Building Codes:** BOMA is the leading CRE organization in representing the industry on code issues. BOMA's advocacy was instrumental in helping save the industry **more than \$6.00 per square foot** for existing U.S. buildings, mostly in avoided costs.
- **Tax Reform:** While there is general agreement that the tax code needs to be revamped, wiping out three decades of amended tax law may have unintended consequences for real estate. Even though a streamlined approach to our nation's tax code may sound like good policy, many of the drafts put forth in recent years have not been kind to commercial real estate. Will a simpler tax code benefit commercial real estate or business in general? Answers remain to be seen.

## Emerging Trends in Commercial Real Estate



BOMA's Emerging Trends Panel

Following the presentation by Henry Chamberlain and Rob Brierley, a panel discussed emerging trends in commercial real estate. Included on the panel were Tina Hoyer with NTH and David Wright with U.S. Bank. The panel discussed such trends as millennials, labor shortages and optionality, among others. For detailed information on trends in CRE, see this report. [\[link\]](#)



Pictured (left to right), Rob Brierley, Joe Spartz, Tina Hoyer, David Wright, and Henry Chamberlain.

## 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!



## Spring SMT/SMA COURSES

### Energy Management and Controls

Start Date: Wednesday, March 22nd

Test Date: Schedule through off site testing facility

Class Time: 6:00 to 9:00pm

Cost: \$855 member rate / \$955 non-member rate

Location: Town Square Tower, 445 Minnesota Street, Conf. Center off of lobby skyway

Understanding the key maintenance and energy management aspects of building management is critical to running a cost-effective operation. From everyday preventive maintenance tasks to the challenge of developing and selling an energy plan, this course provides you with the skills to evaluate and optimize your current system, the know-how to integrate new components, and the ability to communicate your needs to decision makers.

This course teaches you to develop energy management strategies for HVAC, electrical, and lighting systems. You will learn about the components, principles, adjustment, and maintenance of system controllers, auxiliary devices and electronic, pneumatic, and computer control systems. We'll cover heating, cooling, and humidification control applications, along with variable air volume and building pressurization control devices. You'll develop the skills and knowledge to perform a cost/benefit analysis of HVAC, electrical, and lighting systems, and to create an energy management program for your facility.

Key topic areas: energy management programs • preventive maintenance • building automation systems • HVAC, electrical, and lighting control systems • VAV boxes • energy management opportunities • SOPs • energy consumption factors • retrofit strategies • measuring ROI on energy initiatives.

### Building Design and Maintenance

Start Date: Monday, March 20th

Test Date: Schedule through off site testing facility

Class Time: 6:00 to 9:00pm

Cost: \$975 member rate / \$1,075 non-member rate

Location: Town Square Tower, 445 Minnesota Street, Conf. Center off of lobby skyway

Knowing how a structure functions, and your role in maintaining it effectively, you are involved in the repair and replacement of structural items such as floors, ceilings, interior walls, and windows, and you need a basic understanding of building design, materials, codes, regulations, and structural systems and finishes. You also need to be familiar with maintenance procedures and equipment, grounds maintenance, and preventive maintenance, as well as construction documents. In this course, you will cover the characteristics, uses, and properties of common building materials, as well as building regulations, codes, and standards.

You will learn to compare building system components and to identify appropriate inspection and maintenance techniques. You will develop the knowledge to establish procedures and standards for monitoring building operations, preventive maintenance, and cleaning. You will also learn to read and use construction documents, studying from a course book that features a set of drawings and an architect's pocket scale. Featuring helpful new illustrations and current resources, such as governmental and industry websites, this course can help you design and maintain sound, safe buildings.

Key topic areas: common building materials and systems in building foundations • curtain walls • windows • roofing systems • interior finishes • flooring, interior walls and ceilings • vertical transportation • grounds maintenance and inspection • construction documents

[Click here](#) to learn more or connect with Denise at  
[denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org) or call 651-291-8888!

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.**

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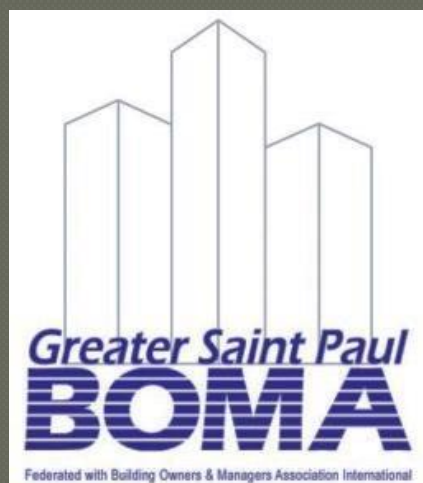
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