



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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August

Education Committee	August 1 st
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September

September

Broker's Group	September 5 th
BOMA Tradeshows	September 18 th
FMA Education	September 24 th
SMT Education	September 26 th

Meeting sponsored by:



DMC: Minnesota's Next "Big Thing"



It's been reported recently that construction activity in Rochester is at its highest level since the great recession. Many large, mixed-use projects are in process or just completed, and several more are in the pipeline. So what is causing this aggressive rate of investment and development? One word: DMC.

DMC (Destination Medical Center) is an initiative in Rochester to use Mayo Clinic to attract investment and grow the life science sector of the state. DMC is a long-term strategy, led by the private sector, to position Minnesota as a global destination for health, leveraging the strength of Mayo Clinic to stimulate a multi-billion dollar transformation of Rochester. This investment will attract patients, new business and highly skilled workers to this city and the state. Mayo Clinic will lead the private sector by spending \$3.5B over 20 years to expand its Rochester campus. Other private sector investment of over \$2B will provide housing, hotels, office space, entertainment, retail and other enhancements. The State of MN is also providing \$585M over a period of 20 years to support this initiative.

What impact can we expect from the DMC? This initiative is expected to generate over 30,000 new jobs. Also, over the next 35 years, approximately \$7.5 - \$8 billion in new net tax revenue will be generated. Finally, as the initiative builds momentum, it will raise the global brand of Rochester and Minnesota as the world's premiere destination for health and wellness.

Please join us on August 13th to hear from **Patrick Seeb**, as he makes a return visit to St. Paul, to share highlights of this initiative. Patrick, formerly the Executive Director of the Saint Paul Riverfront Corporation, is currently the Director of Economic Development and Placemaking with the DMC.

<u>Date:</u>	<u>Time:</u>	<u>Location:</u>	<u>Cost:</u>
Monday, August 13th	11:40 – Registration 12:00 – Lunch 12:30 – Program	Securian Suite, CHS Field, Downtown St. Paul 360 Broadway St. St. Paul, MN 55101	\$42.50 member \$47.50 late/walk-in \$48.00 non member

[Click here](#) to register!



CHAIR'S REPORT

Jerry Hersman, Chair
Greater Saint Paul BOMA

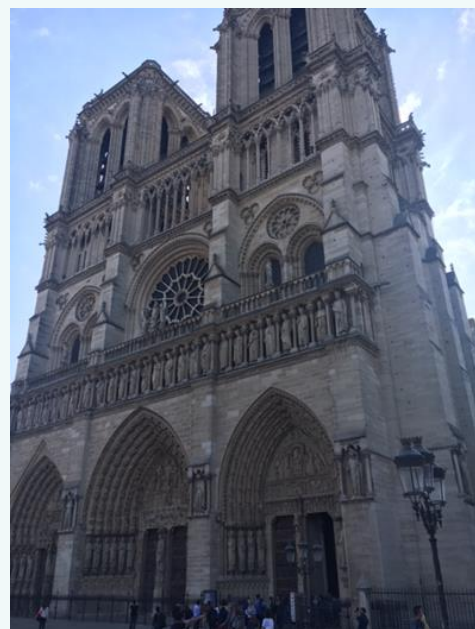
In last month's edition of the Chair's Report, I commented on my San Antonio trip to the annual BOMA International conference in June. That was a wonderful "refresh" for me as I could escape from my normal work world for a few days to listen to current trends and new practices in the real estate profession and reconnect with industry peers to discuss our worlds and get caught up on their

own activities. In my downtime, I got to thinking about the "International" aspect to our organization and wondered... how does the rest of the world manage THEIR real estate and how might it be different than the U.S. version?

Ironically, I was already scheduled for a vacation in Europe during the first two weeks of July that took me to Amsterdam, Bruges and Brussels, Belgium, Luxembourg and Paris. My timing was perfect as I could utilize my new convention thought process to consider "our" industry practices vs. that of Europe. The following observations stood out:

* ADA - our Americans with Disabilities Act is now 28 years old and is embedded throughout our industry and daily management practices. Our State and U.S. Governments are highly engaged in the enforcement of the Act ensuring not only barrier-free building access and employer accommodations to those the law covers, but addresses equal access for everything from voting rights to child care to the prison environment. Every day life of shopping, dining, and entertainment is also covered.

By contrast, in "modern" Europe, I was struck by how limited access is for a number of people. One must not only be mobile, but healthy to access some of the great attractions of those countries. One must be able to walk down a flight of stairs hauling their carry-ons to disembark a plane and to climb a bus to ride to the main terminal. The Cathedral of Notre Dame in Paris was built in 900 AD and one has to climb a small circular stairwell for 669 steps to get the top of this fabulous structure. Our ADA was likely the furthest thought in their planning process a thousand years ago. No elevators or accommodations for those in wheel chairs in order to get beyond the main floor. Similar conditions apply to get to the top of the Arc de Triomphe.



(Continued on next page)

CHAIR'S REPORT (CONT.)

* Transportation - in the Twin Cities, we have ongoing arguments over the need for expanded light rail train service - or not. That discussion is an endless fight over need and the proper use of tax dollars as many of us LOVE our cars. In Amsterdam, Belgium and Paris, trains, buses, and bicycles are the normal mode of transportation. We experienced "Monday Morning Rush Hour" in Amsterdam which was an endless flow of bikes. There are very few cars and those in use are all trending toward electric versions only with charging stations lining the streets supplied at no charge (no pun intended!) to car patrons. Of course, outside the US, gas costs approach \$7 per gallon so there is added incentive to use alternative transportation modes.



* Utilities and Infrastructure - the first item you notice upon landing at your hotel in Europe is that your phone charger will not work without an adaptor that allows you to plug into the "European" electrical circuits correctly. Yikes! It seems that I must not be the first American to experience this problem as a solution is readily available for local purchase. The fire codes in the U.S. are state-of-the-art with many smoke detectors and sprinkler heads located to provide maximum coverage per code. At our Europe hotels, I noticed that not only do they not exist as such, but, at the end of the hallway outside our room is a balled up fire hose for use by guests - not QUITE the comfort level I needed in case of an emergency.



On reflection, our trip was a wonderful experience due to the rich history and cultures of the countries visited. The professional side of me appreciates the progressive improvements and practices that our own industry has implemented making for a safe and accessible landscape for all. In Europe, we visited many sites that are a thousand years old so our 250 years of US History is but a blip in time to them. I truly believe the US will continue to lead the world in industry best practices with BOMA International serving a leadership role bringing the rest of the world along toward an improved experience for all... at least that is the view from this snobby and smug American! Best to all for the balance of the summer!

Yours truly, BOMA's traveling reporter,

Jerry Hersman
GSP BOMA Chair

Meet Xue Yang!



Xue Yang is the Associate Real Estate Manager with Colliers International at Bremer Tower and Town Square. He oversees over 600k SF of commercial office, retail and industrial space. He does a little bit of everything from project management for tenant build outs or building improvement projects, financials preparation for landlords, budget preparation, rent collection, coordinating repairs and maintenance with engineering staff and vendors, and building and maintaining relationships with clients, vendors and tenants.

He graduated with a Business Management degree from the MN School of Business. He got into commercial real estate after college when he was just looking for a job after graduating. "I kind of just fell into it," he said. He signed up with a temp agency and shortly after, an opening for a property administrator position became available at Cushman & Wakefield and has enjoyed being in the commercial real estate industry since. He says the most enjoyable part about his job is working with people with so much expertise about other industries – e.g., HVAC, emergency clean up, accounting, real estate law, leasing, etc.

His greatest challenge so far has been keeping an open mind to learning something new every day and expecting to learn something new every day. "This job keeps you on your toes and you never really know what the day will bring, so being able to adjust to those surprises that do come your way and may sometimes take up an entire day can be challenging."

He likes that his job is flexible and not your typical office job. "The best part is going out and being able to see different types of real estate and the businesses that occupy the buildings. As a property manager, you get the opportunity to become knowledgeable about a little bit of everything that comes your way – regardless if it's directly related to the commercial real estate industry or not."

He likes St. Paul because it's not as busy as downtown Minneapolis and he enjoys the 'old school' vibe and architecture of downtown St. Paul.



He recently got married in Hawaii! Xue and his wife will have been together for 7 years this September. "Hawaii was amazing and beautiful – I couldn't have asked for a more perfect day or location for our wedding day. The most exciting thing we're looking forward to is starting our own little family in the upcoming years." His interests are in sports, mostly basketball and football, and he likes to play flag football in the summer!

Ryan O'Connor is named Ramsey County Manager.



In July, Ryan O'Connor was appointed as the new Ramsey County Manager. As the Deputy County Manager, Mr. O'Connor was viewed by the Ramsey County Board as a very talented county employee who would be able to seamlessly move into the new role.

Mr. O'Connor presented to BOMA members in 2015. He spoke at a membership meeting on Ramsey County demographics and the importance for driving economic development.

The position came open with the retirement of Julie Kleinschmidt. She has successfully served as the county manager for 10 years.



New BOMA International Website!



BOMA International has a new website! It's made to be easier to use and more engaging content with better graphics and videos. It's also now much easier

to use on various devices like a phone or laptop. There is a new addition called myCommunities where people around the world can talk with each other through discussion boards and see news there. It's a great resource and networking tool! Your account from before they changed websites still works too. Be sure to check it out [here](#)!

31st Annual Golf Tournament

Well, another fun and exciting Greater Saint Paul BOMA Golf outing is in the books! We had BEAUTIFUL weather this year that was perfect for golfing! We hope everyone had fun and we look forward to next year!

To see all the golf tournament pictures please [click here!](#)



If you would like your picture(s) emailed to you please contact [Savannah](#).

Thank You Golf Sponsors

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Thank you to the following companies who donated door prizes for the 2018 Golf Tournament:

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Harvard
Innovative Masonry Restoration
Inspec, Inc.
Marsden
Phil Halper
Reliable Property Services
Schindler Elevator
Thyssenkrupp Elevator

Fall Education Classes

Fundamentals of Facilities Management – FMA

Start Date: Mon., September 24th Seven weeks total

Test Date: Schedule through off site testing facility.

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

Cost: \$975 Members / \$1,075 Non-members

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

To register or for
more information
contact [Denise](#)

Successful facilities managers must have business savvy supported by a broad scope of technical knowledge. This course provides the base from which to build a career in facilities management. You will learn how to structure and manage operations and maintenance programs, and how to manage personnel effectively to control workload. You will gain an understanding of the importance of facilities management to business organizations and operations, while also learning strategies for internal marketing.

Key topic areas: principles of information management • investment, cost controls, and budgeting strategies • operating levels of facilities activities • outsourcing principles • benefits of leasing vs. ownership

Boilers, Heating Systems and Applied Mathematics – SMT

Start Date: Wed., September 26th, Seven weeks total

Test Date: Schedule through off site testing facility

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

Cost: \$855 Members/ \$955 Non-members

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

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

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SAVE THE DATE

BOMA Tradeshow – September 18th



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