



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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December Membership Meeting

Greater St. Paul BOMA is very fortunate to have a public sector committed to working with our members for the common good of our city. The first responders who serve St. Paul are essential to our health and safety. They deserve our support. Please join us on December 10th for BOMA's Annual First Responders Appreciation Luncheon.

Chief Axtell and **Chief Harrington** have been invited to join us along with several of St. Paul's finest to share their goals for the departments they lead. Also speaking will be leaders from the Mayor's Office and City Council.

One Hour of CEU has been approved!

Sponsorships are still available! If you'd like to sponsor this meeting that celebrates St. Paul's first responders or have any questions, please contact Denise in the BOMA office.

[Click here](#) to register!

Thank you to our sponsors!

Gold Sponsor



Silver Sponsor



Date: Monday, December, 10th	Time: 11:30am- 1:30pm	Location: Twin Cities Public Television 172 East Fourth St. St. Paul, MN 55101	Cost: \$42.50 for members \$47.50 for late/walk ins \$48 for non-members
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CHAIR'S REPORT

Jerry Hersman, Chair
Greater Saint Paul BOMA

Trivia question of the month,... so, who is in charge of downtown Saint Paul? Hmmm?? That is actually a trick question as governance of our downtown community is led by a multi-faceted group of government enterprises, agencies and departments all having various roles and responsibilities

overseeing our daily experiences while working, living or visiting the downtown core. Mayor Carter has his role, as does the City Council. Ramsey County also is a significant player in administration of certain programs in the city as are a number of non-profit groups that assist those in greater need. We all know that the St. Paul Police Department enforces all laws and ordinances unless we are talking about our transportation grid which is mainly enforced by our Transit Police Department under control of the Metropolitan Council. And, don't forget about our Park Police. A little complicated at times, huh?

The reason I am writing about the various government agencies this month is to bring a relatively new enterprise to your attention that will have a significant influence on the future direction of improvements initiated in the downtown core and vitality to all users. The Saint Paul Downtown Alliance (SPDA) is led by Saint Paul Mayor, Melvin Carter, and Securian's CEO, Chris Hilger, as Co-Chairs with Joe Spencer as President, charged with managing the daily activities of the organization. The SPDA represents downtown businesses, nonprofits, government entities, residents and entrepreneurs to build a strong and vibrant downtown and create a positive experience. Basically, the SPDA will attempt to help expedite initiatives across a variety of jurisdictions while providing private party funding toward certain projects - a downtown focused GoFundMe account so to speak!

The Downtown Alliance is the outcome of a year-long community-based process initiated by the former Saint Paul Riverfront Corporation that brought together government agencies, businesses, residents and other stakeholders to create a vision for the future of downtown Saint Paul. The SPDA can actually trace its roots back to 2013. Greater Saint Paul BOMA, encouraged by GSP BOMA Board Chair Pat Skinner of Wells Fargo Center, organized a small group of local leaders and established the first Downtown Alliance.

(Continued on next page)

CHAIR'S REPORT (CONT.)

Call it the SPDA version 1.0. The group's mission was to drive greater growth and vitality in downtown. They were an early supporter of the 4th Street Market District and helped to launch the Downtown Security Initiative. The seed that was planted by this group of volunteers has now grown and morphed into today's SPDA, a 501(c)(3) organization which can now effectively pursue those visionary goals past leaders of GSP BOMA kicked off.

During 2018, the new SPDA has been meeting and organizing, quietly behind the scenes, in advance of a more public face in 2019. To help educate our GSP BOMA members a little better on the initiatives planned, part of our January 2019 membership meeting will be focused on the SPDA. Look for our emails in advance of that event for registration information and certainly call our BOMA office at 651.291.8888 with any questions.

In closing and on behalf of our GSP BOMA office staff and Board of Directors, we wish you and yours all the best for a very happy, healthy and safe upcoming holiday season. Ho Ho Ho

Jerry Hersman
GSP BOMA Board Chair



Earning BOMA 360 Opens the Door for TOBY



The BOMA 360 Performance Program sets the standard worldwide for operational best practices in the commercial real estate industry. For building owners and managers who want to

help their properties stand out from the crowd, there is no clearer mark of excellence than achieving the BOMA 360 designation. By earning the 360 designation, a building then qualifies to enter the TOBY competition. [Click here](#) to learn more.

Union Depot Farmers Market



You don't have to freeze by going outside to get fresh local food. Union Depot has a farmers market that goes from now until December 19th. The Union Depot Farmers Market takes place inside the Union Depot building, right in front of the

Union Depot Bar & Grill restaurant. It takes place Wednesday from 10am-1:30pm. There are various fresh and local items you can get from there. Honey, jams, mushrooms, meat, BBQ sauces and more are there for you to browse, pick, and take home.



Union Depot also has various holiday events going on throughout December for the holiday season. They have events where you can ride different themed train rides, explore an European Christmas Market, and have their annual bake sale! To learn more [click here](#).

November Membership Meeting

Mike Johnson, who leads the graduate program on technology security at the University of MN, spoke at the BOMA membership meeting on 11/20/18. His presentation was illuminating on the serious threat that is posed to the business community and individuals by cyber attacks. Some of the information he shared included,

- While there are a variety of reasons for cyber attacks (espionage, political destabilization, etc.,) 88% are related to a financial crime.
- On average, every third visitor to your website is a bot looking for a weakness.
- Phishing grew by 250% in 2016 with 66% of all emails spam related.
- 62% of all cyber attacks are directed to small and medium sized businesses.



Mike Johnson from the University of Minnesota



From left to right: Jerry Hersman, Mike Johnson, and Joe Spartz.

Ransomware is still a serious threat. This occurs when a malicious virus is inserted into your computer and your files are encrypted. You can't access them without paying a fee. Frequently, you are only given a limited amount of time to make payment before your files are deleted. This form of attack seems to be receding in 2018, to be replaced by cryptojacking which is when your equipment or devices are used by an outside entity to mine cyber currency. Many times, you aren't even aware they are using the equipment for this purpose.

November Membership Meeting (cont.)

The most common cyber crime is the stealing of sensitive customer, employee and personal records and data, which is then sold on the Dark Web. This part of the internet requires special software for access and is marketplace for an extensive array of illegal activity.

Another common cyber crime is CEO Fraud. With this crime, an employee receives a fake email from the President's/CEO's email instructing them to take an urgent action that will benefit the unknown perpetrator. It commonly involves sending payment or gift cards. Since it is received from a legitimate email address of a superior, many employees follow the directive without asking any questions.

The bottom line message from Mike Johnson is that most businesses, buildings and individuals are inadequately protected. "If you have any computers, building equipment, or household appliances connected to the internet, you have exposure," warns Mike.

[Click here](#) for the slide show.

Security Initiative Continues to Make Progress

The downtown security initiative being led by Rozin Security continues to move forward with data collection. Multiple meetings with key stakeholders are being conducted before the end of the year. The survey BOMA sent to members has received a strong response. Rozin Security has encouraged us to keep it open and available until the middle of December.

If you haven't had a chance to complete this survey, please [click here](#) for the invitation.

Minnesota Legislative Update: 2018 Election Results



Sonnie Elliott, with Faegre BD Consulting, provided BOMA members a MN state election results update at the 11/20/18 membership meeting. While the Republicans were able to retain control of the Senate, the Democrats held the Governor's Office, and took control of the House. This occurred due to a number of suburban House districts flipping

from Republican to Democrat.

To learn more about the election results [click here](#).

Member Prospect Network

One of GSP BOMA's strategic goals is to increase the number of Building Members. This requires recruiting new Building Members. The challenge in recruiting new Building Members is developing a meaningful connection to a key decision maker at a prospective property and communicating the value BOMA provides. To assist the Member Development group in this challenge, BOMA is creating a Member Prospect Network.

What is the Member Prospect Network (MPN)? It's a group of BOMA members who will assist in identifying a contact at a prospective building. MPN members will receive a list of prospect buildings and be asked to leverage their own personal networks to help identify a contact. This contact information will then be used by the Membership Development group to reach out to the prospect and build a relationship that leads to a new BOMA membership.

Please consider joining the MPN. There are no meetings to attend and your active participation will help to increase the number of Building Members in St. Paul BOMA. To volunteer, contact Joe Spartz (joe.spartz@bomastpaul.org) and let him know you are willing to be a member of the MPN.



Change is Inevitable: Even for Lawyers



John Meyer from
Meyer Law PLLC

We have all heard the lectures, read the articles, and heard the discussions over watercoolers and pint glasses. The nature of our economy and our business relationships is undergoing an immense change. Blame what you want: the rise of internet-based businesses, industry disrupting ride-share services, or...millennials.

Regardless of cause, these changes go well beyond tastes in music or food or clothing. These forces are changing the expectations customers and clients have of their suppliers and service providers. They are changing how cities are planning and envisioning work and living spaces. They are changing how we travel, get to work, and where we live. They are changing who we associate with, and what aspects of those

relationships matter.

Admittedly, my profession is one of the last to get with the program. While any number of CLEs and articles catering to the legal profession have spelled out the changes we should address (such as how we must find ways to hire millennial attorneys or how ride-sharing will change zoning requirements for parking), we have not done a great job of adapting our services to the new marketplace.

What I have observed over the last couple years as a business and commercial attorney is that our client market is following many of the same trends as customers in any other industry. People want professionals they can trust, build a relationship with, and depend upon for guidance and assistance (even when what they want is not what we might consider traditional 'what's best'). I have even found clients to be much more collaborative and compassionate than one might expect.

On the economic side, clients want (and often demand) affordable and efficient services. Nearly gone are the days of billable hours and open-ended representation agreements with a vague description of costs and processes. Legal clients, like so many others, want up-front, flat-fee and project-based cost arrangements. They want their legal services delivered efficiently and in a cost-conscious matter. Many have asked for limited representation agreements covering only parts of a transaction, rather than running up legal costs throughout the entire process.

I think this is a good thing.

So, if you find yourself frustrated with firms who are slow to adapt to new marketplace demands, fear not. Many of us see what is happening the same way you do and are changing our practices. Some just faster than others.

John Meyer
Attorney / Owner
Meyer Law PLLC

Superintendents

Jim Perucca is the Commercial Fire Inspection Supervisor for the City of Saint Paul, Department of Safety & Inspections. He is a Certified Fire Inspector II, Firefighter II, Hazardous Materials Technician, and Emergency Medical Technician. Jim leads fire inspection personnel in conducting inspections, determining violations, and gaining compliance with City ordinances and state fire codes.

He is a member of the City of St Paul's Special Events Committee, citywide Safety Committee, and DSI's Disaster Assessment Response Team.

Jim will be covering new rules and regulations. He will also be touching on alarm permitting.

Date: Wednesday, December 12th
Time: 11:30a-12:45p
Location: 85 East 7th Place, Conference Room
Cost: \$18.00 pre-registered, \$20.00 walk-in



[Click here to register!](#)

Broker's

Jerry Driessen with CBRE and Amherst H. Wilder Foundation invites the St. Paul BOMA Brokers to come and check out the 451 Lexington Parkway North in St. Paul (Just north of the I-94 & Lexington Exit). There is free parking available in the ramp.

Come and check out this LEED Gold Certified Building in the Heart of the Midway, which is right next to a light rail stop. There is up to 13,000sf of office space which was just vacated by Fairview Healthcare admin offices. There is large common meeting room, large common lobby, large common kitchenettes, security guard, etc. This is your chance to learn about other properties Wilder has available.

Date: Wednesday, December 5th
Time: 11:45AM-1:00PM
Location: 451 Lexington Parkway North, St. Paul
Education: SMA/SMT/RPA/FMA – CPD's available

[Click here to register!](#)

Winter Course Classes

SMA – Building Design & Maintenance

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

Start Date: Mondays, January 21st – March 4th * 6:00 PM - 9:00 PM (Seven weeks total)

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

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

SMT – Energy Management & Controls

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

Start Date: Wednesdays, January 23rd - March 6th * 6:00 PM - 9:00 PM (Seven weeks total)

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

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

If you are interested in a class please contact **Denise** at the BOMA office 651.291.8888.

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