



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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- October**
- Superintendents October 17th
 - Membership Meeting October 22nd
- November**
- Broker's Group November 7th
 - Membership Meeting November 20th

Meeting sponsored by:



October Membership Meeting

Rob Davis will be presenting highlights for the 2018 Saint Paul BOMA Office Market Report focusing on the changes in the Central Business District over the last year, including inventory, vacancy, absorption, and market rental rates. Significant lease activity will be reported, as well as other noteworthy changes in the downtown including the major conversion of commercial buildings to residential and issues that go along with a changing universe.

Following the market report highlights session, **Erik Lucken** from RSP Architects will join us to provide information on the impact of a multigenerational workforce on the design of the workplace and why this can be a win-win for everyone and how it can affect the commercial market.

The workforce is constantly changing no matter where you are. How are generational differences making an impact? Why is everyone talking about the topic? What are the myths and what are the realities? There are interesting things happening at both ends of the age spectrum. Gen Z is new to the workforce with new expectations AND new challenges. Baby Boomers are living healthier, living longer, and working longer to get what they want and need. With all this there is still a looming talent shortage like no other. No generation can go untapped.

[Click here](#)
to register!



Date: Monday, October, 22 nd	Time: 11:30am- 1:30pm	Location: InterContinental Saint Paul Riverfront	Cost: \$43.00 for members \$48.00 for late/walk ins \$50 for non-members
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CHAIR'S REPORT

Jerry Hersman, Chair
Greater Saint Paul BOMA



In my inaugural Chair's Report this past April, one of my stated goals for my coming term as your new Chapter Chair was to improve your awareness on ways to increase the value of your Greater St. Paul BOMA membership. This month's Report starts that discussion on what I described back then as "more to follow in the coming months". While the objective of increased membership

value seems simple on the surface, the real "value" is more complicated to define as it is personal in nature to each member. For some, that value comes FROM what the Chapter and BOMA International offer to you. For others, that value comes from what a member creates individually and contributes back TO the Chapter and the International organization.

My focus this month is on our various Chapter Committees and the work they do. Other than our paid office staff, all Board and Committee members volunteer their time and talents gratis for the sake of our industry, our Chapter and for the benefit of all members. The Board provides organizational leadership and long-term strategic planning while the various committees do the monthly down-and-dirty work that delivers value to all our programs, events, and educational offerings. There are many opportunities to serve that benefit our members with professional skills and leadership development (value add) as well as industry networking both locally and nationally (value add). Serving on a committee introduces you to a new set of like-minded individuals (value add) that expand your resources (value add), expose you to new aspects of the industry you would normally not experience (value add), and provides you a new network of industry professionals (value add) you could not possibly develop if you were to simply remain in your current comfort zone. For some, committee service is simply another vehicle to beef up their resume for greater employment marketability (value add). Service also allows you to give back to an industry you have also made your career (yet another value add).

GSP BOMA has eight standing committees that offer a variety of opportunities to serve your own individual interests. Here is a brief description of our Committees structure and the various opportunities available to you...



Education - responsible for planning our seminars, membership meetings and BOMA Essential Courses.





Golf Tournament - our largest Chapter event each year and handles planning and coordination.


(Continued on next page)


CHAIR'S REPORT (CONT.)


 Marketing & Leasing – oversees our downtown St. Paul and Data Source market research and plans our annual Office Market Report presentation each October. Includes office, residential and retail data.

 Scholarship – Coordinates fundraising and disbursement of funds to upcoming local scholars looking to enter the industry and grow professionally, but in need of financial assistance to begin that process.

 Security – plans quarterly Security Group meetings and topics to educate members who serve as protection for our buildings and assets. Serves as BOMA's security experts in an advisory capacity.

 Superintendents – plans monthly meeting of Superintendent members with topics and speakers that address current industry trends, news, and issues of interest.

 Special Events – Responsible for planning annual Service Partners' Expo, Holiday Gathering and various BOMA-and-a-Brew social networking events.

 Government Affairs – acts in an advisory role to the Board of Directors on local, state and national government issues affecting our members.

Joining a committee is a great way to get involved in your Association and use your membership to its full potential "adding value" to each member personally. Most committees meet once a month for an hour or only on an as-needed basis. Committee service is an ideal training ground to prepare you (value add) for greater future service to the organization at either the Board or National level and provide you both enhanced professional development opportunities (value add) down the road – all at NO additional cost beyond the amount of your dues. I strongly encourage you to consider serving on one of these committees that may be of interest and I know from personal experience, you will find the service rewarding and enjoyable, both personally and professionally. What do you have to lose from trying out these opportunities??? LOW risk, HIGH reward! To join a committee, simply call the GSP BOMA Office at 651.291.8888 to discuss. In advance, I look forward to you joining the BOMA team and serving the Chapter.

Respectfully;

Jerry Hersman
GSP BOMA Board Chair



THANK YOU!

Thank you to all the Service Partners who participated in the 2018 Products and Services Expo. You are appreciated!



ABM Industry Group
All City Elevator
American Security
Aspen Waste Systems
Automated Logic
Brin Northwestern Glass
CenturyLink
Columbia Window Film & Graphics
Comcast Business Service
Crawford Merz
District Energy St. Paul
Diverse Maintenance Solutions, Inc.
EnviroBate
Filtration Systems
Fresh Paint Inc.
G4S
Gardner Builders
Gephart Electric
Grazzini Brothers & Company
Horizon Roofing, Inc.
Innovative Masonry Restoration
Innovative Office Solutions
INSPEC, Inc.
John A. Dalsin & Son
KONE, Inc.
Larson Engineering, Inc.
Marsden Services
McCaren Designs, Inc.

Modern Heating & Air
Northland Mechanical
One Spot Tech
Owen Masonry
Prescription Landscape
RAM Construction Services
Recycle Technologies, Inc.
Reliable Property Services
Restoration Professionals
Restoration System, Inc.
Schindler Elevator Corporation
Securitas Security Services
ServiceMaster by Hedden
Siemens Industry Inc.
Soulo Communications
Sterling Services
Sun Control of Minnesota
SwedeBro
ThyssenKrupp Elevator
TruNorth Painting Commercial
Services
Veritiv
Viking Electric
Voss Lighting
Walker Consultants
Western Specialty Contractors
Whelan Security
Xcel Energy
Ziegler Power Systems



Creating a Community: Wellworth



Rena Rasmussen, Community Manager

On August 28th, Wellworth opened up on the top floor of The 428, Minnesota's first WELL Gold Certified Building. Wellworth is a new state-of-the-art co-working space in St. Paul. Co-working is a place where people can work and innovate in a lively environment around other people. Their goal for Wellworth is to become a community where people are innovative and productive by being around other individuals/business professionals in an energized environment where they can get their work done.

Community Manager, **Rena Rasmussen**, is a big part of Wellworth. She is the staff who is here to help with first level support, solutions, a concierge, an encourager, and everyone's cheerleader. Rena has a crucial role in developing the community of Wellworth, setting events up, and helping small business start-ups. She says that people should come see Wellworth in person because that is the best way to truly understand how valuable this space is for people. Rena's happy to give tours and teach people more about the benefits of co-

working at Wellworth. Her goal is to cultivate an environment built on community networking, productivity, and wellness.

Wellworth offers a variety of amenities that are aimed to help people be even more effective in their work. By getting a membership at Wellworth you get access to the café, sit-and-stand desks, conference rooms, Wi-Fi, private phone booths, natural light, filtered water, and a beautiful outdoor patio space where the walls can actually open up. By getting a Wellworth membership, you can get a day pass, five day pass, open space pass, dedicated desk pass, and private office pass. Each have their own benefits made to help different people who use the space for what suits their needs.

Building owner, **Pat Wolf**, manages The 428. She is deeply connected to St. Paul and created The 428 with the wellness of the tenants and members in mind while deciding how best to utilize the space. As they were designing the building they had decided that Wellworth would be the best choice for the glass encased roof space.

The key word is COMMUNITY. Wellworth's goal is to be a workspace where people can take advantage of the new space with top-notch technology surrounded by other people, become more efficient in their work. It's perfect for those who work at home alone, who want to off-site meetings, and be in a positive place that will become "their place".



Special Halloween Dedication!

We want to dedicate a page to everyone celebrating Halloween! We'll be asking in November for you to send in pictures of costumes you or family wore, any Halloween parties you attended, home decorations, or any office decorations or celebration you did!

We'll have a fun, special page or two dedicated to everyone who sent pictures in! We look forward to it!

Email [Savannah](#) with questions or pictures.



Sponsor A Meeting!



There are a lot of ways in which you can get your company seen. One way is to become a sponsor for our meetings and events. One way is to become a **Premium Sponsor** for our Membership Meetings! As a Premium Sponsor you get your logo on the Membership Meeting PowerPoints, table tents, verbal recognition, logo on the front page of the newsletter and a header on our website for all the meetings. **Classic Sponsors** get name recognition in the monthly newsletter, advertisement on the website registration pages, and verbal recognition at the membership meeting with company listing on tables and PowerPoint.

You can also sponsor events like the BOMA & A Brew, Golf Tournament, BEC Seminars, and more.

[Click here](#) to download the [sponsorship form](#). For questions please contact [Savannah](#).



ServiceMaster at Hurricane Florence



Last month, Hurricane Florence hit the east coast. **Mike Soukup** and his team from ServiceMaster were hired to go down and help prepare for the storm. They started off in North Carolina at Raleigh, then headed to Morgan City on the coast, then southward to Jacksonville and Wilmington, and then ended in South Carolina at Myrtle Beach and Lumberton. Mike headed to the area a couple of days before the storm hits. He meets with property managers and engineers from high risk clients like Target, Best Buy, and Ashley Furniture, to assess potential needs.

A lot of the time they use sandbags to prevent water damage which usually works well. However if its 40 inches of flooding it won't work and they need come up with another solution. In these situations, they stay through the storm. Mike and his team got caught in it by flood waters and had to go to high ground and slept in their truck. While it might sound scary, Mike and his team are well prepared for this. They have food, water, and portable lighting for times like these. The hurricane itself was supposed to be a Category 3 but went down to a Category 1 when it reached shore. Though that's not as bad it was slow and there was about 35-40 inches of rain in 48 hours. Most of the damage that happened was due to flooding.



Some of the challenges include actually getting to and from places. It takes hours to get to where they want to go. If they need to be somewhere at 8am they had to leave by 5am because of the storm. One of the most frustrating things about doing these jobs is the power loss aspect of it. Even charging a phone was difficult. There are no hot showers and no hot coffee. Equipment and personnel was difficult to move around because roads were flooded at as high as 40 inches. Dealing with the curfews was also tough too. During disasters like Hurricane Florence, curfews run from 8pm to 6am. If you were out during that time you would get arrested. It's a preventive measure against looters and other people who take advantage of disasters like these. Finding places to stay was difficult too, especially when hotels didn't have power.

(Continued on next page)



ServiceMaster at Hurricane Florence (cont.)



But then Mike came up with an ingenious idea. He went to one of the hotels and made a deal. He would supply them with power from their generator and they would get rooms for him and his people. Of course the hotel accepted. The generator opened up 60 rooms for people which meant hot water and electricity for them.

According to Mike, the news often overblows the situation. At one point there were sideways winds and the newscaster made it seem like it was a big deal, but Mike was standing and walking in it just fine. The news paints doom and gloom and it just gets annoying. The flooding is real and so is

the damage it causes, but Mike and his team try to be as objective as possible when it comes to storms and other disasters.

Once the storm was over, people were able to go home into the city and it was insane. Mike and his team were leaving and they saw traffic backed Up as far as 60 miles to go back into the city. "It's like rush hour. Imagine bumper-to bumper traffic all the way down 94 from to St. Cloud to Minneapolis," Mike said.

He wants people to understand how fortunate we are in Minnesota. We don't have tornados and snowstorms as severe as hurricanes. When there are big storms, we lose power for a day or two and our big events are localized and easy to prepare for. In places like North and South Carolina, where Hurricane Florence hit, they will lose power for 10 days. Some still don't have power. From South Carolina to West Virginia there is up to 50 to 100 mph winds from tornados and it damages property on a scale incomparable to ours. Flooding is especially bad since you're right by the ocean.



Mike and his team returned recently and we're really happy to have them back safe and sound!

Advertising

With our different advertising opportunities you can get your company seen to all sorts service and building partners. We have a lot of advertising opportunities available to you to get your company noticed. There are different kinds of ads you can choose to have in the newsletter and online ads. This isn't just for members either. Members and non-members can get a chance to get themselves noticed to all of the partners in BOMA.



Newsletter Ads

- Half Page Ad \$325/month (\$487.50 non-member)
- Quarter Page Ad \$200/month (\$300 non-member)
- Business Card Ads \$100/month (\$150 non-member) OR \$250/3 months (\$375 non-member)

Website Ads

- Banner Ads \$250/month (\$375 non-member)
Header of our news articles, registration pages, and calendar page
- Monthly Website Sponsor \$200/month (\$300 non-member)
Placed throughout the website pages
- Front Page Business Card Ad \$150/month (\$225 non-member)

Other Online Ads

- Friday Blast Sponsor \$100/month (\$150 non-member)
- Social Media Ads - 5 per month \$100/month (\$150 non-member)

[Click here](#) to download the advertising form. For questions please contact [Savannah](#).

Safety Perception Survey

BOMA members will be invited to participate in a survey as part of the Security Initiative for downtown St. Paul. This survey is being conducted by Rozin Security and will ask participants to share their feelings on how safe they feel in downtown. In addition to BOMA members, employees and residents in downtown St. Paul will be encouraged to participate. The information collected will be used to help design a security plan for the downtown area. You will be asked to forward this link to your building's tenants and/or your organization's employees. Watch for the survey link in the next 7-10 days.

Outside-In!



Outside-In is a project that was created to help find shelter and services for the homeless. A task force was created that is made up of many agencies including various government groups, Catholic Charities, and Radian Health. **Shawn Wiski** is representing BOMA at this task force for Outside-In. The government started this task force to help the problem with the unsheltered homeless population and take action. Last year they had started by establishing a shelter that was made for emergencies during the winter. It held fifty beds and ran from December to March. According to Shawn, it was a successful project and they will be expanding on the number of months it will remain open and available beds. But that's not all they want to accomplish.

Shawn said that what surprised her most when she joined the task force is how unaware people are about the problem. Awareness is what she wants to emphasize to our BOMA readers. She wants people to be aware that the problem isn't just about unsheltered homeless, but the reasons as to why they are. "Why don't they just go to Higher Ground?" is a question often asked. For some homeless people, they might not meet the criteria to stay at Higher Ground. People with addictions or criminal histories are prohibited, you can't bring a partner or pet inside, and there are a limited number of beds. Many people just don't like those strict rules that they have, the lack of privacy, and how noisy shelters can be.

Outside-In wants to fix that. They want to provide support services such as finding them housing, medical assistance, jobs, and other services, such as getting them proper ID. They have two outreach workers go to homeless camps and connect them with services. Outside-In also wants to alleviate the number of police calls and emergency room visits, especially in the winter. They want to turn this short term answer into a long term solution. The goal is to reduce the number of people who are unsheltered in Ramsey County by providing shelter and support options. To do this they will identify the current barriers and find solutions to overcome them. Overall, the outcome of this project will create a greater quality of life for the unsheltered homeless and St. Paul in general.



Superintendents Group

Water Infiltration and Masonry: Addressing a Sometimes-Invisible Problem

Water damage is the leading threat to masonry structures, yet the impact may take years to visibly manifest. In this presentation you'll gain a deeper understanding of what happens when water infiltrates a masonry structure, including:

- Why water infiltration may go unnoticed
- How to interpret visible signs of damage
- Solutions for treating damage
- Strategies for preventing future problems



Kay Owen is a restoration mason, stone carver and partner at Owen Masonry. He completed his City & Guilds qualifications in London, England and has been working on commercial and residential projects in Minnesota for nearly two decades. His knowledge of traditional and contemporary masonry practices makes him a valuable resource for Twin Cities property managers, engineers and superintendents.

Date: October 17th

Time: 11:30am to 12:45pm

Location: 85 East 7th Place, Second floor Conference Room, 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

No Brokers Meeting

There will be no meeting in October so that the Brokers can attend the 2018 Market Report release.



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