



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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September

- | | |
|----------------|----------------------------|
| Broker’s Group | September 5 th |
| BOMA Tradeshow | September 18 th |
| FMA Education | September 24 th |
| SMT Education | September 26 th |

October

- | | |
|--------------------|--------------------------|
| BOMA & A Brew | October 2 nd |
| Superintendents | October 17 th |
| Membership Meeting | October 22 nd |

Meeting sponsored by:



28th Annual Tradeshow – Education Component

Good business etiquette allows your business to put its best foot forward and can protect business owners and employees from internal and external conflicts by setting a high standard for behavior by all. Business etiquette is a set of standards for behavior in which individuals treat everyone respectfully and display good manners in all interactions.

Our society is suffering a crisis of character across the board in which men and women are questioning their roles in the workplace. Everybody is on high alert and pointing fingers. Because we can now capture anything on our phones, there's never been a greater need to learn the rules of behavior, both written and unwritten.

Etiquette Expert, **Juliet Mitchell** from Eagles Wings, LLC and **Ashleigh Leitch, JD**, Best and Flanagan will join us for an important conversation on “Workplace Etiquette – The Do’s and Don’ts in Today’s Workplace. Learn how to listen to verbal and nonverbal cues; what constitutes artful greetings and courteous behavior; understand personal space and how social networking can be a game changer. Find out what someone’s legal rights are when it comes to harassment and how to avoid crossing that line.

One hour of CEU has been applied for!

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



Date: Tuesday, September, 18 th	Time: 10:30am- 11:30am	Location: A'BULAE Downtown St. Paul	Cost: FREE for members \$25 for non-members <u>(Afterwards check out the Products & Services Expo down the hall!).</u>
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CHAIR'S REPORT

Jerry Hersman, Chair
Greater Saint Paul BOMA

One of the benefits of being your Chapter Board Chair are the various opportunities to discuss key program issues affecting the City of St. Paul with community organizations and leaders we are aligned with - the Chamber of Commerce, the Downtown Alliance, the Mayor's Office, Ramsey County Commissioners and other city leaders. The newly formed and re-structured Downtown Alliance

was actually created several years back by GSP BOMA under our President Joe Spartz and former Chapter Chair Pat Skinner of Wells Fargo Place. Joe and Pat were concerned that our city's "Curb Appeal" was deteriorating, thus impacting our buildings and community image. They also wanted to drive greater growth knowing a vibrant downtown was beneficial for the entire East Metro Region. They took action to create that Alliance, line up key collaborative partners across the city and to take certain issues to the City for discussion and resolution. That entity has now morphed into the current edition of the new Downtown Alliance that will be focusing on similar issues in a much more robust manner. But thanks to that initial effort by BOMA, the original Downtown Alliance achieved the desired traction necessary to take such issues to a higher level.

In a similar vein, GSP BOMA became concerned a few years back following the introduction of the light rail to St. Paul, the increasing TV and newspaper reports of assaults in our skyway system and the related negative images associated with the Central Station of the Green Line. We proactively contacted our building members for their concerns on the issues and engaged our existing Security Committee for further outreach in an attempt to better understand the issues, levels of concerns and possible solutions to preserve the vitality of our downtown core. Those discussions led us to another new initiative we are excited to now communicate to our membership - as summarized [below in this newsletter](#).

Our Security Committee's new program is the assessment and overall study of security risks in our downtown core - from the River north to I-94 and from I-35E east to CHS Field. The assessment will survey our buildings, parks, ramps, skyways and other public and private property accessible to visitors and residents, in that geographic area to identify all safety and security risks evident in the existing conditions. Following the study, the initiative will include the development and design of state-of-the-art recommended actions carefully balanced between private building owners as well as public entities to identify and eliminate or minimize such risks. The desired outcome is a downtown core that remains vibrant, attractive and SAFE to all workers, residents, and visitors as we move forward as an aligned community supporting each other.

(Continued on next page)

CHAIR'S REPORT (CONT.)

At this time, our Security Committee has completed an extensive "Request for Proposal" process of vendor selection and will be working with Michael Rozin of Rozin Security in this process going forward. Mr. Rozin is highly skilled in the security arena having created the security plan in place at the Mall of America. The kick-off of our initiative was actually delayed a few months as Mr. Rozin had another gig he needed to complete - as head of all security coordination at the February NFL Super Bowl in our sister city across the river. On the front end, we are aligned with the Downtown Alliance as they will be tasked with the creation of a special services district which will be the primary funding mechanism of recommendations and actions selected for implementation.

In closing, GSP BOMA is proud to lead this community-based initiative that we believe will have a positive and long-term benefit to our building members and community, and the associated public infrastructure that serves all. We are also thankful and appreciative to those who have contributed to this cause making the initiative's assessment and plan development fully funded through donations of generous parties. We anticipate the full assessment and recommendation reporting process to last approximately six months. Once completed, we will align with other community partners to discuss the report findings and work toward implementation and will endeavor to provide you timely updates as we progress.

GSP Board Chair
Jerry Hersman

Spruce Tree Awarded LEED® Gold

1600 Spruce Tree has been awarded LEED® Gold! The LEED® (Leadership in Energy and Environmental Design) rating system, developed by the U.S. Green Building Council (USGBC), is the foremost program for buildings, homes and communities that are designed, constructed, maintained for improved environmental and human health performance.

The iconic, five-story, 145,000 square foot office building located in St. Paul's Midway area, boasts numerous amenities that designate the building as "green" such as solar panels and water saving devices that aide in energy conservation and reduced waste.

In 2012, 1600 Spruce Tree was awarded a LEED® Certified designation in collaboration with McGough. Since then, the office building has been operating daily with sustainability, efficiency and resource reduction as a guidepost. Partnering once again with McGough, LEED® AP's were able to demonstrate building metrics allowing 1600 Spruce Tree to be LEED® Gold. The project is one of the 1st in Minnesota to achieve LEED recertification using the ARC online performance platform.

LEED® Gold certification of 1600 Spruce Tree was based on several green design and construction features that positively impact the project itself and the broader community. These features include: 37 Kwh Solar PV system, Solar Powered EV Charging Stations, EnergyStar® rating of 86, Low-flow water aerators which reduce water consumption, Comprehensive recycling program, including organics and battery recycling, Green Cleaning, and Low or No-VOC (Volatile Organic Compounds) materials used for paints, carpets and office furniture.

28th Annual Products and Services Expo

Join us for the 28th Annual Products and Services Expo as our service partners show you what is new!

This event is a great opportunity to network with BOMA members and a must-attend event for property management professionals as it provides opportunities to explore new technologies, products, and services offered by BOMA vendors. All property managers, facility managers, building engineers, developers, owners, asset managers, and their assistants in the commercial real estate industry are invited and highly encouraged to check it out!

Thank you to all the companies who have registered to exhibit at the 2018 Products and Services Expo

1 Spot Tech
 ABM Industry Group
 All City Elevator
 American Security
 Aspen Waste Systems
 Automated Logic
 Brin Northwestern Glass
 CenturyLink
 Crawford Merz
 District Energy St. Paul
 Diverse Maintenance Solutions, Inc.
 EnviroBate
 Fresh Paint Inc.
 Future City Group
 Gephart Electric
 Grazzini Brothers & Company
 Horizon Roofing, Inc.
 Innovative Masonry Restoration
 INSPEC, Inc.
 KONE
 Larson Engineering, Inc.
 Marsden Building
 McCaren Designs, Inc.

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

Date: Tuesday, September, 18 th	Time: 11:30am- 1:30pm	Location: A'BULAE Downtown St. Paul
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[Click here
to register!](#)

New in Town: Structural at Osborn 370



On left: Amy Patterson (Marketing Operations Manager) & Haranshvir Gujral (UX Designer)
On right: Michael Moran (Business Development) & Hannah Guenveur (Client Success Manager)

You may have heard the buzz about a new company in St. Paul. Structural, an internal people network powered by data, is the latest venture from veteran tech entrepreneurs **Scott Burns** (former CEO of GovDelivery) and **Chip House** (formerly a senior marketer at Digital River & ExactTarget) . Their platform offers instant access to internal skills and capabilities to accelerate projects and build stronger teams. Structural integrates with existing internal systems to surface data and build complete employee profiles, accessible to anyone within the organization. People can

then go into Structural to find the right people to assign to new projects, form internal teams, and tap into the skills and capabilities of the people within their organization. The platform is well suited for companies with more than 100 employees who need to leverage the full potential of their entire workforce, but may not have the insights they need due to a growing and dispersed team. Organizations might use Structural to look at the trends that predict high performing employees, and assign similar employees to open positions. Structural also helps organizations match employees with mentors or projects based on personality insights, work experience, and career development goals. Currently, they work with local and national clients including Sunrise Banks, Ecolab, Augeo Marketing, Tunheim, Clearnight Group, and other organizations who need to leverage the full capabilities of their high-skilled people and teams.

Structural began its early lab phase in Indianapolis but decided to move a second office to St. Paul and make the one here its home base. **Amy Patterson**, the Marketing Operations Manager, said that St. Paul provides what Structural wants for a growing company in the city: affordability for startups, flexible space to expand in the future, world class dining, art, restaurants, transit options, amenities, and a hub of high-skill talent. “St. Paul offers everything we’re looking for as we grow – including a supportive community of businesses who are enthusiastically embracing our platform.”

(Continued on next page)

Structural at Osborn 370 (cont.)

They feel St. Paul is a great place to be because of the community. They say it has a great support system for growing businesses like Structural. It's another example of how St. Paul has a tight-knit feel with downtown metro amenities. They also appreciate the fact that in St. Paul, you don't need to be a Fortune 100 company to get support and recognition. Mayor Melvin Carter spoke at Structural's July 2018 ribbon cutting ceremony, and later tweeted "Companies like Structural are leading the way in creating a Saint Paul where innovative businesses can start, grow, and thrive".

For employers, St. Paul offers feasible space and attractive amenities, whether their business are just launching or long established. Structural chose Osborn370 because the space is built for organizations in different stages. Right now they are an office of ten people, and as they grow the, space is flexible enough to accommodate an expanding team. "We love the energy in the building and the opportunities that our space offers for our growing team," said Patterson. "We've moving fast, and Osborn370 has helped us create a place where we can support our team and achieve our goals in this important stage of our growth."

Securian Farmers Market



Securian Financial is now hosting a new Farmers Market in downtown St. Paul! **Julio Fesser**, their second vice president of Facilities Services, says the idea was inspired by the company wanting to reinvigorate their area of downtown St. Paul for Securian associates as well as their neighbors. The Farmers Market also aligns with Securian's commitment to sustainability and supporting the local community.

They worked closely with the St. Paul Farmers Market, which utilizes their wide range of local vendors to ensure a weekly assortment of fresh fruits, vegetables, flowers, as well as condiments like honey and barbeque sauce.

Securian is also literally turning up the volume with its Local Roots Music Series, a collaboration with 89.3 The Current. This vibrant event involves different musicians or musical groups performing adjacent to the Farmers Market.

The Securian Financial Farmers Market runs every Wednesday from 10 a.m.-1:30 p.m. until October 31, with music from 11:30 a.m.-12:30 p.m. It is all happening at Securian's outdoor plaza on the corner of Robert St. and 6th St. Be sure to stop by, pick up some fresh food, and have fun!



Downtown Security Task Force

In 2014, BOMA helped to establish the original Saint Paul Downtown Alliance. One of the committees formed by the Downtown Alliance was the Public Realm Committee. Its purpose was to improve the curb appeal in the downtown area. In 2016, safety concerns were



voiced to this committee by downtown businesses. While it's generally recognized that Saint Paul is safe compared to other similar sized cities, as a community we've developed high expectations and the committee felt we could do better. To meet this challenge, they authorized the formation of the Downtown Security Task Force to create a comprehensive security plan.

This cross-functional group had as members, representatives from the Saint Paul Police, Saint Paul Emergency Management, security professionals from downtown buildings, property owners, and BOMA. After several meetings the group decided it was in the downtown's interest to create a comprehensive security plan. It was agreed to bring in an outside consultant to complete this work. The Task Force drafted an RFP and solicited responses from security consulting firms. After reviewing responses, three firms were selected for interviews. Out of this process, the group selected Rozin Security.

As Rozin Security works through this project, the Task Force will oversee the firm's work and act as a resource to expedite the process. The final comprehensive security plan is expected to be delivered by late winter, 2019. The Task Force will then review this plan and make recommendations regarding what elements to adopt and implementation priorities.



BOMA & A BREW



Join us on Tuesday, October 2nd at The 428 building!

A FREE casual social event with complimentary appetizers and 1 drink ticket.

Close parking options at The Town Square, Robert St., and City Walk ramps!

[Click here to register!](#)

*** Help support over 5,400 families served every year by the four Twin Cities Ronald McDonald House locations.

[Click Here](#) to make a donation to help out!



GLASS SERVICE



THE 428 IS OPEN!



On September 28th, The 428 had it's official ribbon cutting ceremony! **Pat Wolf** was in charge of the project that turned the old Woolworth building into a modern office complex. The 428 combines an emphasis on green, employee wellness, and modern technology, while also keeping the old with the new like booths from the old Woolworth building. Five speakers were at the event: St. Paul Mayor Melvin Carter, St. Paul City Councilmember Rebecca Noecker, Executive Director of the USGBC – Minnesota Chapter, Sheri Brezinka, St. Paul Chamber of Commerce CEO, B Kyle, and

Ramsey County Commissioner Raphael Ortega. "People like Pat honor who we are as a community yet help us grow and change, find access, and opportunities, all of which is expressed in The 428," said Councilmember Rebecca Noecker. The 428 is also Minnesota's first building to achieve WELL Certification and the 17th in the to U.S. to be granted a Gold level rating.

Destination Medical Center



Left to right: Joe Spartz, Patrick Seeb, and Jerry Hersman

The August membership meeting was held in the Securian Suite at CHS Field, and the topic was the Destination Medical Center (DMC). **Patrick Seeb**, the Director of Economic Development and Placemaking for the DMC, was the speaker. The DMC is a 20 year project to drive over \$5B in investment in downtown Rochester to create the top medical destination in the world.

Mayo Clinic started the idea by committing to make a major new investment in the city. Even though it has acquired health systems around the country, it still sees Rochester as the center of its success. So when it stepped up and discussed investing \$3B in the Rochester, it needed the city, state and private sector to all pull together to make the entire area more attractive and meet the long term needs of this initiative.

Mayo is ranked as the top health provider in the country. So it made sense to build on this success and create a truly global

destination for health and related services. DMC is expected to draw in many outside private sector investors in the life sciences industry that are interested in locating near Mayo or at least in Minnesota. This growth along with Mayo's will increase jobs and will fuel the need for more residential space and improved transit.

A key element in drawing in outside investment is Discovery Square, a business complex near Mayo that will attract startups from life science companies. Mayo research is focusing on making human organs on 3-D printers, along with developing medical equipment to make surgeries that are less traumatic, requiring a shorter recovery. This research will likely lead to related startup investment at Discovery Square.

Overall, the DMC will change the face of Rochester. Along the way, the southeast area and other regions of the state could also benefit from the rapid growth and general spillover effect caused by the DMC. [Click here](#) to view his presentation from the Membership Meeting.

Sponsor A Meeting!

An opportunity is available 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.

[Click here](#) to learn more about the [sponsorship](#) and [advertising](#) opportunities available!

Save Birds, Energy, and Money

Building owners and managers can save birds, energy, and money by turning off unnecessary lights during spring and fall migration. It's easy and the savings are there for everyone!

Why Lights Out? Every year, billions of birds migrate thousands of miles during the spring and fall. 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 can dramatically reduce these collisions.

What can you do? Turn off exterior decorative lighting (security lights should be left on as needed for safety, dim lobby and atrium lighting, and turn off interior lights – especially upper floors.

When should you do it? Turn off lights between midnight and dawn during bird migration seasons which is fall, from August 15th to October 31st, and spring, from March 15th to May 31st.

Audubon Minnesota is grateful to BOMA members who participate in Lights Out and help migrating birds make safe passage through urban landscapes.

If your building is not currently participating in Lights Out and you would like to be involved, just turn out some lights and let us know! You can add your name to the list of participants or for more information, email Audubon Minnesota or visit <http://mn.audubon.org/conservation/lights-out-program> and fill out the Participation Form.

Pop-Ups at Central Station

After it's success on it's first year, Pop-Ups will continue to be transformed into a safe, inviting place that people seek out and enjoy between August and October. They will be creating an even larger, more inviting, and vibrant space for youth, transit riders, employees, visitors, and area residents. It will take place at Downtown Saint Paul's Central Station (5th and Minnesota) from August 1st – October 31st. Pop-Ups is meant to build momentum and awareness for the newly formed Downtown Alliance, build support for the formation of a BID/SSD by demonstrating the efficacy of the service model, create positive activity at Central Station, which in turn enhances its development potential, the employee/visitor experience, and overall safety, create buzz and heightened awareness around the dynamism of Downtown St. Paul. They do this by hosting programs and community events, providing physical improvements such as movable furniture, art, and landscape, collect feedback and engage users, and maintain space and increase safety, awareness, and comfort with onsite staff.

Businesses can help by hang up a poster, host or sponsor an event(s), and promote building owners/managers: promote the project sponsor improvements, provide maintenance resources, and make a financial contribution.

For more information and to participate:

- Visit their Facebook page: <https://www.facebook.com/popupsatcentralstation/>
- To hold an event, be a sponsor, and/or have any questions, contact max@musicantgroup.com
- Use our hashtag #saintpaulcentralstation

Saint Paul BOMA - 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: \$955 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

Minneapolis BOMA - Fall Education Classes Available

- Environmental Health & Safety Issues
- Budgeting & Accounting

[Click here](#) to register and learn more.

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Rhonda Pape, Co-Editor

Greater Saint Paul BOMA

First National Bank Building
332 Minnesota Street, W2950

St. Paul, MN 55101

Phone: 651-291-9999

Fax: 651-291-1031

www.bomastpaul.org

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