



Saint Paul BOMA News

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

AUGUST 2019

VOL. 5, NO. 8



BOMA EXPO
SEPTEMBER 26th, 2019
NEW TIME! 3-6pm

Visit
BOMAsaintpaul.org/BOMA_Expo
to save your place today!

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Downtown St. Paul has seen some great changes in the past year, we have had some progressive developments with the opening of award-winning buildings like “The 428” and innovative approaches to building use in the former Ecolab tower – now Osborn 370. The property market is changing, and St. Paul is becoming the go to destination for both business and residents. In keeping with these exciting developments, this year’s Expo theme is Destination St. Paul - Uncover Where You Live, Work and Play. Come and meet with over sixty vendors, all of which have products and services to help your property stand out in the marketplace by providing products and services that both enhance and help you manage your property more effectively.

Organized by the Special Events Committee this year’s Expo will be at a new venue The DoubleTree in Downtown St Paul. Doors open at 3pm and there will be a choice of two education tracks.

Class 1. How to Run a Successful RFP. In this session participants will learn from seasoned professionals about what to include and not include in an RFP, to ensure a smooth bidding and evaluation process.

Class 2. Fitwell. Learn from Lisa Pool from Perkins and Will; how the importance of the health and wellbeing of the occupants of your building can increase employee engagement, reduce absenteeism, and increase the marketability of your building through the Fitwell accreditation program.

[Click here to register yourself and your team for the expo or education today, its Free!](#)

August

No Membership Meeting

Newsletter sponsored by:





BOMA EXPO - DESTINATION ST. PAUL

BOMA EXPO
SEPTEMBER 26th, 2019
NEW TIME! 3-6pm

Visit
BOMAsaintpaul.org/BOMA_Expo
to save your place today!

And there are more reasons to attend!

Not only do we have social networking with vendors and educational opportunities, included in your registration are adult beverages and gourmet food, as well as an opportunity to win some awesome prizes from our vendors - including a grand drawing of our main prizes at 5.30pm.

[Sign up yourself and your team today for the must attend event of the year](#)

Thank you to our Expo sponsors

Mighty Mississippi - Platinum Level



Wabasha Caves - Gold Level



Rice Park - Silver Level





CHAIR'S REPORT

With the end of July, it has hit me that I am now two thirds of the way through my 2-year term serving the Chapter as Chair of Greater St. Paul BOMA. I can honestly say the time has been much more enjoyable than anticipated, which is an understatement of sorts as I had high expectations coming into the role back in April 2018.

Personally, I have my own highlights from the experience including trips to San Antonio, Miami, and Salt Lake City representing the Chapter at BOMA International events, but the *REAL* highlight is looking back at the value we have provided our members over the past 16 months through our monthly Membership Meetings.

This month, I want to focus on the wonderful programs our Education Committee, so incredibly led by **Heide Kempf-Schwarze** and **Kori DeJong**, have created for our monthly membership meetings. And, a tip-of-the-hat thanks to **Simon May** for the hard work his Special Events Committee is putting in to deliver a new and improved Expo in September!

I thought it appropriate to remind you all of our monthly membership meeting programs and topics held since the start of my term:

- * April 2018 - Annual Chapter Business Meeting and City of St. Paul Energy Benchmarking Program Update
- * May 2018 - Introduction of new St. Paul Mayor **Melvin Carter** to Chapter membership
- * June 2018 - Future of Autonomous Vehicle Technology
- * July 2018 - Annual Chapter Golf Outing
- * August 2018 - Presentation on City of Rochester Destination Medical Center Initiative hosted at CHS Field
- * September 2018 - Annual Products and Services Expo Trade Show
- * October 2018 - Annual City of St. Paul Office Market Report and Presentation on the Impact of Multi-Generational Workforce in the Workplace.
- * November 2018 - Cyber-Security and Protection of your Building and Business Assets
- * December 2018 - Annual First Responders' Appreciation Luncheon

(Continued on Next Page)

CHAIR'S REPORT – CON'T.

- * January 2019 - Presentations by **Dr. Bruce Corrie**, new Director of City of St. Paul's Planning and Economic Development, and **Joe Spencer**, new President of St. Paul Downtown Alliance discussing City projects.
- * February 2019 - Presentation on BOMA International Initiatives by **Henry Chamberlain**, CEO and President of BOMA International, and **Brian Cappelli**, Board Chair of BOMA International.
- * March 2019 - Presentation and Tour of Minnesota Vikings new Headquarters at Eagan TCO Performance Center.
- * April 2019 - Annual Chapter Business Meeting and Presentation by **Peter Frosch**, new CEO of Greater MSP.
- * May 2019 - Presentation and Tour of Minnesota United new Allianz Field and panel discussion on development plans for Midway District.
- * June 2019 - Annual Membership picnic at Harriet Island and Panel Discussion on a Look at St. Paul's Working River and Impact to St. Paul.
- * July 2019 - Annual Chapter Golf Outing

Across the board, these have been timely AND informative topics and opportunities for members to learn about business and political changes impacting our city and industry. Members were introduced to and heard from new city of St. Paul leadership, had unique opportunities to experience new venues of local professional sports teams, and learned from forward-looking educational topics addressing everyday member business needs.

Over the next month, you will also be hearing more about our September 26th "Destination St. Paul" Expo which will have an improved format, new venue and new focus on an entertaining event for all. I am so proud of the work our committee participants perform and contribute to our Chapter's value back to members.

And, have I mentioned in the past that YOU could be part of these wonderful committees, too, with a small contribution of your time and talents? If interested, simply contact Denise in our BOMA office at 651.291.8888. To all, best wishes for a safe, healthy and fun rest of your summer!

Jerry Hersman, Chair
GSP BOMA

Upcoming Education Classes

BOMA has a scholarship available for the cost of tuition for a semester-length BOMI course. Any employee of Saint Paul BOMA or BOMA Greater Minneapolis member company is eligible. For more information about the scholarship requirements or to apply contact Denise at the office.

Air Handling, Water Treatment & Plumbing Systems – SMT

Start Date: Wednesdays, September 25th – October 30th * 6:00 PM – 9:00 PM (Six weeks total)

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

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

Through this course, you will learn about climate control for human comfort, the components of HVAC systems, and the basics of water treatment and plumbing systems. You will gain the skills and knowledge to perform common water tests, maintain air-conditioning systems, maintain water services, and inspect portable fire extinguishers.

Key topic areas: HVAC systems • air cleaning devices • indoor air quality • water conditioning and treatment • plumbing • fire protection • systems • fire alarm systems

Environmental Health & Safety Issues – SMA/FMA/RPA

Start Date: Mondays, September 23rd – October 28th * 6:00 PM – 9:00 PM (Six weeks total)

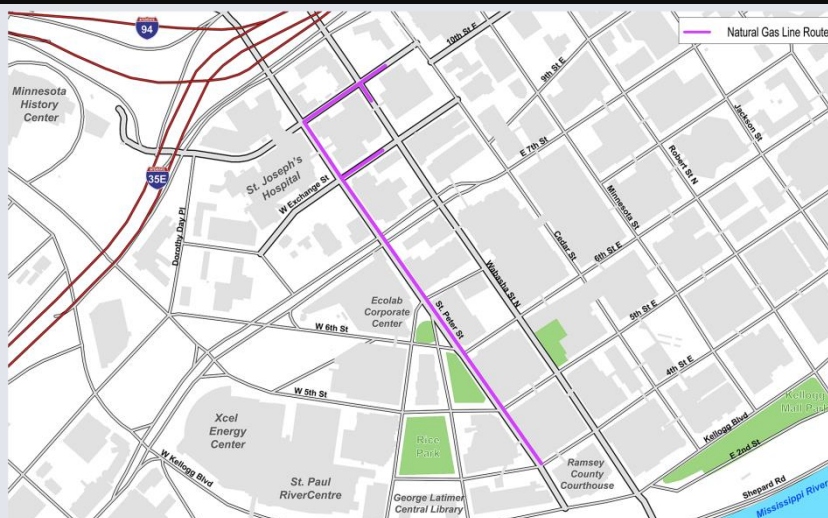
Cost: \$975 Members / \$1,075 Non-Members

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

Ensuring workplace and employee health and safety are issues at the center stage of today's property industry. As a property professional, this course will help you develop and manage proactive environmental/occupational health and safety programs, comply with regulatory standards and guidelines, and assess when to obtain technical assistance.

Key topic areas: local, state, and federal regulations • environmental site assessments • hazard communication • emergency response • asbestos and lead management • ergonomics • indoor air quality • hazardous waste • storage tanks • audits, recordkeeping, and other regulatory issues • ADA, EPA, OSHA, CERCLA, and the FULL ALPHABET SOUP of environmental health and safety

Xcel Energy currently installing new natural gas lines in St. Peter Street



Xcel Energy is replacing natural gas lines in downtown St. Paul for the St. Peter Natural Gas Project. Construction began in June 2019, and Xcel Energy anticipates project completion in early October 2019.

The natural gas project is being completed by Xcel Energy to ensure continued safe and reliable natural gas service in downtown St. Paul.

Crews continue to install the natural gas line, replace natural gas service lines to locations along the route, and restore previous work areas to the conditions required by permits. Current activities are in progress in St. Peter Street, between 4th and 7th streets.

Future work areas include:

- St. Peter Street, between 7th and 10th streets.
- 10th Street, between St. Peter and Cedar streets.
- Exchange Street, between St. Peter and Wabasha streets.
- Wabasha Street, between 10th and Exchange streets.

As construction continues, construction-related inconveniences may include:

- Partial road closures and traffic control measures.
- Traffic delays.
- Restricted street parking.
- Temporary changes to site access.
- Elevated levels of noise during natural gas line installation and testing.
- Temporary natural gas service disruptions. The project team will coordinate directly with affected sites in advance of natural gas service disruptions.

Xcel Energy provides project information via their webpage, project hotline and weekly emails to subscribers. For additional information, to sign up for project updates or to submit questions and comments, visit [XcelEnergy.com/NaturalGasProjects](https://www.xcelenergy.com/naturalgasprojects), call the project hotline at 833.531.0886 or email the project at Info@XcelEnergyStPeterGasProject.com.

32nd Annual BOMA Golf Tournament

It was a hot one on Monday, July 15th – with a heat index of 101 and sweltering humidity. That did not stop BOMA from hosting its 32nd Annual Golf Tournament at Prestwick Golf Club in Woodbury, however, nor did it dissuade our 33+ sponsors from setting up around the course to help keep golfers both cool and distracted from the soaring temps.



32nd Annual BOMA Golf Tournament



Groups of foursomes set off at noon, after enjoying a Bloody Mary or two and a light lunch, and the BOMA office staff toured the course as well to network and check in with sponsors and golfers alike.

32nd Annual BOMA Golf Tournament



Sponsors and Golfers

32nd Annual BOMA Golf Tournament

By late afternoon, rain clouds were closing in and our intrepid attendees reluctantly shuffled indoors for a banquet dinner provided by Prestwick. Vice-chair **David Ketcham** closed out the event by thanking our generous sponsors and assisting with the raffling of some amazing prizes!



← First Place Winners!



Second Place Winners! →



Left to right:
Rhonda Pape, Bill
Buth, Denise Jenkins

32nd Annual BOMA Golf Tournament

Thank you to the following companies who agreed to sponsor the 32nd Annual Saint Paul BOMA Golfing!!

ABM Onsite Services
American Security
Aspen Waste Systems
Brin Northwestern Glass
Capital Maintenance
Creative Lawn & Landscape
Cushman & Wakefield
Cy-Con
EnergyPrint
Four Seasons Energy Efficient Roofing
Fresh Paint
Gardner Builders
Greiner Construction
Harvard
Horizon Roofing
Impark
Innovative Masonry Restoration

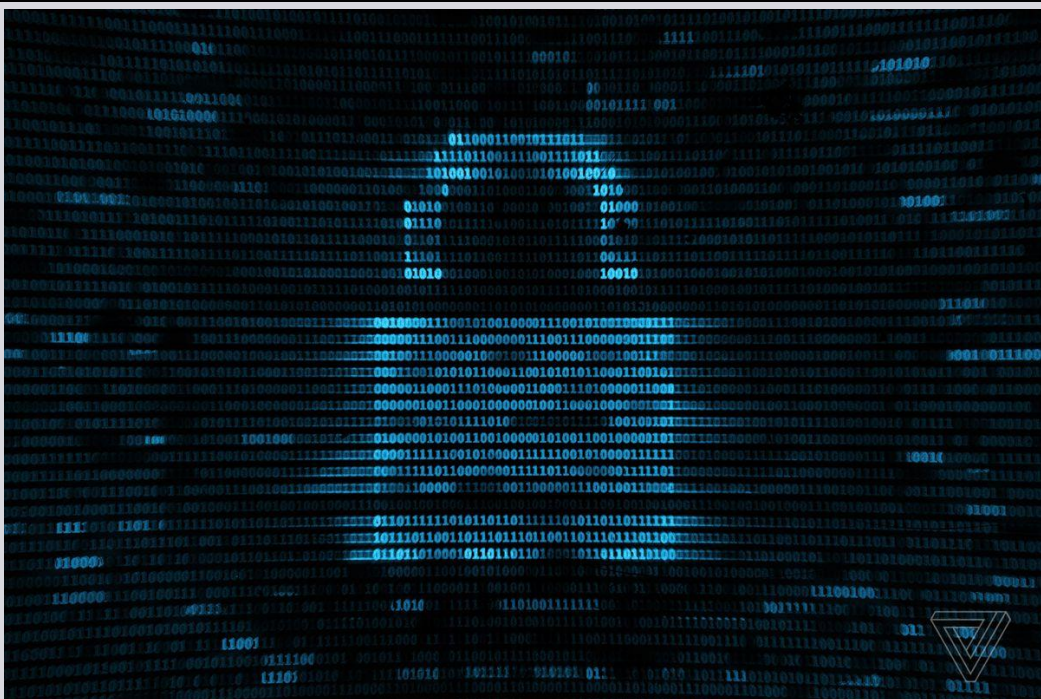
INSPEC
KONE, Inc.
Larson Engineering
Marsden Bldg Maintenance
McCaren Designs
Prescription Landscape
RAM Construction
Reliable Property Services
Restoration Professionals
Restoration Systems
Securitas Security
Schindler Elevator
Sun Control of Minnesota
SwedeBro
Unilev Management
Xcel Energy

Thank you to the following companies who donated door prizes for the 2019 Golf Tournament:

ABM
American Security
CenturyLink
Faegre Baker Daniels
Gephart Electric
Harvard

Marsden
Pahlen Kimball
Prestwick
Schindler Elevator
ThyssenKrupp Elevator
Victory Parking

Ransomware Attacks on the Increase



Ransomware is a type of malicious software, or malware, designed to deny access to a computer system or data until a ransom is paid. Ransomware typically spreads through phishing emails or by unknowingly visiting an infected website.

Ransomware can be devastating to an individual or an organization. Anyone with important data stored on their computer or network is at risk, including government or law enforcement agencies and healthcare systems or other critical infrastructure entities. Recovery can be a difficult process that may require the services of a reputable data recovery specialist, and some victims pay to recover their files. However, there is no guarantee that individuals will recover their files if they pay the ransom.

The number of reported ransomware attacks is increasing, with the amount of ransom paid, skyrocketing. Many of the recent attacks have occurred with public sector entities (cities, counties, etc.). Private sector attacks aren't typically reported, so many of these are flying under the radar of the public view.

A cyber-criminal group that uses the identity of Ryuk, has made a name for itself with several high profile attacks on U.S. cities. A recent article by the Wall Street Journal (<https://www.wsj.com/articles/how-ransomware-attacks-are-forcing-big-payments-from-cities-counties-11564078222>) provided background info on Ryuk and an example of their ransom note that appears on user's computer screen of an infected network.

Ransomware Attacks, cont.



RyukReadMe

Your network has been penetrated.
All files on each network host have been encrypted with a strong algorithm.
Backups were encrypted too.

Shadow copies also removed, so F8 or any other methods may damage encrypted data but not recover.
Only we have exclusive decryption software, suitable for your situation.

More than a year ago, world experts recognized the impossibility of such encryption deciphering by any means except the original decoder.
No decryption software is available in the public.
Antivirus companies, researchers, IT specialists, and any other persons cannot help you to decipher the data.

Decryption takes from ten minutes up to several hours.
It is performed automatically and doesn't require from you any actions except decoder launching.

DO NOT RESET OR SHUTDOWN SYSTEM – files may be damaged.
DO NOT DELETE readme files.

To confirm our honest intentions. Send 2 different random files and you will get them back decrypted.
It can be from different computers on your network to be sure that one key decrypts everything.
We will unlock 2 files for free.
To get info (decrypt your files) contact us a
[REDACTED]
or
[REDACTED]

You will receive btc address for payment in the reply letter

Ryuk

No system is safe

This note is the first tell-tale sign a user would see to learn their computer and network files have been compromised. Unfortunately, Ryuk is only one of hundreds, if not thousands, of cyber-criminals operating on the internet. Several companies offer turnkey ransomware packages that allow new cyber-criminal entrepreneurs the basic software and methodology to be successful in their new careers. So it's safe to assume there will only be more, not fewer of these operators lurking on the internet, trying to find a victim.

Without taking appropriate precautions, no computer is safe. Whether you are in the public or private sector, you are at risk, as are any personal computers and networks you may own and operate.

To help BOMA members face the challenges posed by cyber-criminals, the Security Committee will be hosting a seminar in the morning on October 2nd that will address this topic. The seminar will feature a panel of experts who will provide you guidance on best practices that should be followed at work and in your personal life to protect data and technology. Hold the date and watch for emails on registration details for this important seminar.

BOMA Corner

Updates and Member Changes for Greater Saint Paul BOMA

Job Postings:

Administrative Assistant – Kraus Anderson

This position will be responsible for providing administrative assistance to the Property Management Department assuring a high level of professionalism in property issues, including timely response to and resolution of any tenant request or concerns. This position will perform general office duties.

[Click here for job posting](#)

Property Manager – Kraus Anderson

This position will be responsible for creating and maintaining favorable relationships with tenants, and to secure the maximum economic return on the landlord's investment.

[Click here for job posting](#)

Parking Availability

The 7A Municipal ramp at 13 West Exchange Street has parking available! The market rate is usually \$140 per person, but if you have a group of 10 or more people they can bring it down to \$120!

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