

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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February Membership Meeting

Please join us on February 21st at the Double Tree Hotel when **Henry Chamberlain**, BOMA International President, and **Brian Cappelli**, BOMA International Board Chair, will take a strategic look at commercial real estate on a national and international basis, discussing key changes, developments, technology and trends that will impact the industry over the next decade.

*** PLEASE NOTE THAT THE MEETING WILL TAKE PLACE DURING THE THIRD WEEK OF THE MONTH ON A THURSDAY.**



Henry Chamberlain
BOMA President



Brian Cappelli
BOMA Board Chair

[Click here to register!](#)

***New Deadline Policy: You must sign up the Monday before the meeting to avoid the late fee.**



Date: Thursday, February, 21st	Time: 11:30am- 1:30pm	Location: <u>DoubleTree</u> <u>411 Minnesota</u> <u>Street, St. Paul,</u> <u>MN 55101</u>	Cost: \$43.50 for members \$48.50 for late/walk ins \$50 for non-members
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CHAIR'S REPORT

In January, I traveled to Miami to attend the annual BOMA International Winter Business Meetings. Attending these national gatherings is a wonderful opportunity to meet with industry leaders, sit in on various national committees that discuss industry issues and BOMA initiatives, and to represent our Greater Saint Paul BOMA Chapter at both the BOMA Regional and the association's Board of Governors' meetings where organizational information is

communicated to all chapters and certain programs and business updates are presented for Chapter approvals. The following highlights the variety of items addressed at the WBM:

- BOMA Int'l Board of Governors' Meeting - this is the half day event where Chapters from all over the world meet in one room for updates and approvals of initiatives. In Miami, two main items were presented and approved:
 - The new 2019-2023 BOMA Int'l Strategic Plan was approved. The organization's Mission Statement is basic, but succinct in its message and role it serves to membership... "To advance a vibrant commercial real estate industry through advocacy, influence and knowledge." The comprehensive Plan is a great roadmap to our future and is available for your own viewing as part of your membership - contact the GSP BOMA office for assistance if needed.
 - BOMA and BOMI (separate entities, but strategic partners that provide a wealth of educational resources to BOMA members) previewed a new real estate industry certification program focused on the Property Management discipline. Extensive research has been completed, focusing on the competencies of PM and the necessary skillsets required to best serve various levels of clientele. More to follow as this program rolls out in 2019.
- Midwest Northern Region - twice a year, the 12 Chapters located in Colorado, Missouri, Nebraska, Iowa, Minnesota, and Wisconsin meet to discuss common industry issues and items of interest across the Region. The main body of work is organizing the submissions and judging of TOBY winners that have advanced beyond the local Chapter level to Regional competition judging in advance of the national awards announced at the annual June Conference. The Region maintains a rotation format to select one representative to serve on the BOMA Int'l Nominating Committee that selects the organization's executive team, as well as provide Regional Leadership at the meetings. GSP St. Paul BOMA is scheduled to Chair the Region for the 2020-2021 period.
- Committee Work - the Committee meetings I attended present a sampling of the grass roots work that members contribute at the national level. The Committee work addresses industry issues and provide expertise and resources to assist BOMA Int'l on policy positions and educational opportunities. As a brief recap...
 - Research Committee - agenda included building energy usage and efficiency programs, office densification trends and the impact on building operations, repositioning existing buildings in...

(Cont. on next page)

CHAIR'S REPORT (CONT.)

markets and research on available data, the attraction and retention of existing tenants, and the status of workforce development efforts.

- Technology Committee - the main committee goal is understanding the value and impact of emerging technologies, continued expansion of smart buildings, applications and cybersecurity, and the utilization of internet and technology to improve building operations at lower costs for tenants. The topic of building system preparations in advance of the national rollout of next-generation 5G voice/data systems identifies issues relevant to both building members and to government entities drafting policy.
- Membership Development Committee - focus is on fostering innovation and best practices for membership growth and identifying new niches and opportunities for such growth. The initiatives include recognition of marketing and support materials necessary to assist local chapters with recruiting and serving their membership. Membership growth aids all members through enhanced educational opportunities, greater voice in advocacy and adding value through improved networking opportunities. This Committee is led by the Chair of BOMA Int'l to reflect that membership is the lifeblood of the Association.

Our next Chapter Membership meeting on Thursday, February 21 is a timely follow up to the WBM's. Our speakers will include our current BOMA Int'l President and Chair to present updates on the national Association initiatives and a discussion on trends in the real estate industry. I strongly encourage your attendance at this meeting. On a personal level, the opportunities available to you to participate at the national committee level of BOMA International is NOT reserved for Chapter Officers only. ALL members have the ability to serve and contribute directly and many Committee meetings are held via phone calls twice a year minimizing the time and cost impact of service. The value-add of participation greatly outnumbers any reason for not getting involved in these numerous opportunities! If you have an interest, please contact me at 952.540.4455 or the GSP BOMA office at 651.291.8888 to discuss further.

Sincerely,

Jerry Hersman
GSP BOMA Chair

BOMA Board Changes



As was reported in the January newsletter, Brett Greenfield, formerly with Colliers, resigned his position as Treasurer on the BOMA Board and moved to Wisconsin. Potentially replacing Brett as the Treasurer is Greg Sharpe of Travelers, a current Board member. Greg has been nominated by the BOMA Board for the Treasurer position and will be presented for ratification by BOMA Members at the February Membership meeting. Brett's resignation also required replacing an open Director position on the Board. Heide Kempf-Schwarze, a Senior Property Manager at Unilev, was approved by the Board to complete Brett's remaining term which expires April of 2020.

Congratulations Greg and Heide.

January Membership Meeting



From left to right: Joe Spencer, Dr. Bruce Corrie, and Joe Spartz

The January St. Paul BOMA membership meeting featured two speakers; **Dr. Bruce Corrie**, Director of St. Paul PED, and **Joe Spencer**, President of the SPDA. Both presenters shared information about projects and initiatives that will drive growth and vitality in St. Paul.

Dr. Corrie talked about the value proposition St. Paul can offer to employers.

- The Open for Business initiative makes it easier for an entrepreneur start a business in the city.
- A 300k person market
- A skilled workforce
- St. Paul's port
- St. Paul's close and convenient airport
- Transit
- Great neighborhoods
- Many higher education institutions producing potential employees
- Museums
- The Capital City of the state

St. Paul competes well on many measures ([see rankings](#)) and offers many potential development opportunities for investors around the city. ([see opportunity sites](#))

Moving into the future, PED and St. Paul want to leverage a culturally diverse community to create a global city.

Joe Spencer, President of the St. Paul Downtown Alliance, also spoke at the meeting. The Alliance was originally created to drive growth and vitality in downtown St. Paul, as recounted by Jerry Hersman, BOMA's Board Chair, when he opened the membership meeting. Hersman reminded the audience that the founding history of the Alliance was written by BOMA leaders like Pat Skinner, Julie Bauch and Julio Fesser, along with others, who invested their time to lay the footings for the Alliance. Now, under the guidance of Spencer, it has become a nonprofit organization with several key initiatives.

Brand Refresh: The Alliance is working to revitalize downtown St. Paul's brand, then put together a plan to effectively communicate it publicly. With the incredible range of development projects and investments occurring today, the variety of food and entertainment venues available, and the talented workforce in the area, the new brand needs to target visitors, employers and new investors alike. St. Paul is on the rise and we need to work harder to let the world know.

SSD: A Special Services District (SSD) is the technical name for a business improvement district. The Alliance is currently conducting a feasibility study to determine if downtown St. Paul should pursue one of these structures. This effort is being led by Jim Stolpestad and Julio Fesser. Spencer indicated that extensive progress has been made on this study, and a recommendation will go to the Alliance Board, later this year. Even if it is approved, rollout won't take place for two years.

Fooda: Pop-Up Restaurant in St. Paul



Wells Fargo has a special new tenant the skyway! Fooda is a pop-up restaurant that moved in. Heide Kempf-Schwarze discovered pop-up restaurants when she worked with another pop-up restaurant company. With pop-up restaurants the menus for meals changes based on what restaurant is scheduled to provide food that day. She thought that model of having different options everyday in one place was a good idea, especially for people who have restrictions. “As a vegetarian, it’s sometimes hard to find places to eat that meet my needs. It seems like I can only go to one of two restaurants that will have something I can eat.”

Fooda has a pool of about 10-15 restaurants and food trucks that they rotate through. Their most popular have been

Indian and barbeque meals. Each restaurant that comes through offers a variety of menu options so there’s something for everyone. And tenants love it. The variety gives people the chance to try new food items everyday in one convenient location. You can also make an online profile through their website that will show what restaurants will be coming in the future and will send alerts and emails about what restaurants will be serving.

Wells Fargo Place is one of the first buildings in Minnesota to have a Fooda in their building. There’s a lot of flexibility with Fooda as far as when and where they work in the building. For example, Heide can cut back days when it’s slower or relocate them without added expense if the space they are using is leased or she wants them in a different location. According to Heide, Fooda is an amenity that is enjoyed not just by tenants of Wells Fargo Place, but by others who work and visit downtown Saint Paul.

Fooda is open Monday through Friday from 11am-1pm and usually costs somewhere between \$7.50-\$12. “We hope for continued success that could eventually lead to a more permanent and customized space.”

[Click here](#) to go to their website to see the restaurants that will be coming up next!



Big News = Big Benefits

Sharing your property's data with BOMA International's just-opened 2019 Office EER and Industrial EER surveys comes with big benefits. You'll get deep discounts on and priority access to subscriptions for the 2019 benchmarking reports in June, as well as a free top-level Market Snapshot.

Once you've saved money on your EER subscription, you'll be ready to save even more by benchmarking your commercial property using the Office EER or Industrial EER. Research shows that properties that use the EER to benchmark their buildings can save up to 3% each year on operating expenses.

Any commercial property can submit prior-year income and expense data to the 2019 surveys, regardless of whether or not the property is owned or managed by a BOMA member. The online submission form allows most respondents to finish in about 30 minutes, but there's no need to complete an entire survey at once. Save your answers as you go and return to the form as many times as needed before the April 1 deadline.

And, you'll never need to worry about the data you share: Only market-level information is published and all data submitted is kept in strictest confidence. [Click here](#) for the survey.

Improvements Planned for Downtown Streets and Sidewalks

Last year, St. Paul Mayor Carter committed to fund a three-year mill and overlay project for the downtown streets. Public Works plans to start this project later this year with Lowertown targeted for 2019. As part of the street improvements, the City has identified many sections of sidewalk that need replacement. Given the disruption already planned by the mill & overlay, this would be a good time for private sector buildings to address these worn sidewalks. Public Works has mailed an invitation to all Lowertown property owners to attend a meeting on February 19th at 10:00 a.m. to learn more about this project. [Click here](#) to access a website that includes the invitation, FAQs, and regular updates.

BOMA strongly encourages all Lowertown property owners to attend this meeting. It will be a great opportunity to better understand the project and how properties can benefit by coordinating sidewalk repairs with the City.

Date: February 19th

Time: 10:00 a.m.

Location: 180 East 5th Street, Corporate Conference Room (Skyway Level)

You can also sign up for periodic updates on this project by sending your name, address and email to publicworksinfo@ci.stpaul.mn.us.

Superintendents

Forrest Brown with Columbia Window Film & Graphics and is the longest serving 3M Window Film Dealer. Columbia has prided itself on educating and partnering with building managers to develop solutions that best serve their unique needs. In addition to solar control window films they also offer 3M Safety & Security Window Films solutions, large format custom printed glass and wall graphics.

Forrest will be speaking about the benefits of 3M Solar window films, and how they can help a building increase their efficiency. Solar window films help with fading, glare, heat and all-around employee comfort. He will also be talking about the safety and security window films, and how they can really help make a difference in today's social climate. Finally, he will be showing off the capabilities of decorative window film products, and the many ways they can be used.

DATE: Wednesday, February 20th
TIME: 11:30am – 12:45pm
LOCATION: 85 East 7th Place, Conference Room 295
COST: \$18 pre-registered, \$20 walk-in
EDUCATION: SMA/SMT/RPA/FMA CPD's

[Click here to register!](#)

Broker's Group

Tour the Court & Case Midway Campus

Tiffany Brace with KW Commercial invites the St. Paul BOMA Brokers to come and check out the Court & Case Midway Campus. Parking is available on the site. Court & Case, is a unique, creative and historic campus in the Midway, and is leasing up fast! Join fellow Broker members for lunch and learn what the Court & Case campus has to offer. A former distribution and assembly warehouse for Case tractor parts, Court & Case has been a prominent influence in the Midway since 1910. The Redevelopment of the 767 Eustis building has joined the 2 buildings to form the Court & Case campus.

Court & Case offers businesses an abundant list of amenities, including bicycle storage, private showers, and a creative space to work with oversized windows streaming ample natural light. The campus hosts several restaurants including the highly anticipated brewery, The Lab, which is set to pour the first pint in Spring.

Located on the Green Line, the campus is conveniently located near I94, Hwy 280 and University. Just minutes from the Minneapolis and St. Paul CBD. Limited space is available featuring up to 60,000 SF of contiguous space. Tour the campus and experience the excitement.

DATE: Wednesday, February 6th
TIME: 11:45am – 1:00PM
LOCATION: 767 Eustis Street, St. Paul (main corridor)

[Click here to register!](#)

Spring Courses

SMT – Electrical Systems & Illumination

To safely operate and maintain a building's electrical equipment, you must thoroughly understand the components of electrical systems and how to measure the electricity your building consumes. This course provides you with a clear understanding of electricity basics, the skills needed to measure electrical consumption, and the ability to recognize, set up, and maintain reliable and effective maintenance and safety systems.

Key topic areas: alternate sources of electricity • electrical safety • electrical circuits • electric meters • cables, terminations, and conduits • maintaining light sources and fixtures • electric motor basics and maintenance

State Date: Wednesdays, April 3rd- May 8th
Cost: \$855 Members / \$955 Non-members
Location: Town Square Tower, 445 Minnesota Street
Conf. Center off of Lobby Skyway

FMA – Facilities Planning and Project Management

This course will help you develop the skills and knowledge critical to the successful execution of any facilities project. A case study woven throughout the course's textbook presents real world examples of proper planning and selecting a project team, as well as the importance of flexibility, follow through, and attention to detail.

Key topic areas: planning models • identifying and rating user needs • owned vs. leased developed facilities • managing the planning process • classifying facilities projects • specifications for facilities performance • design development and review • implementing projects • planning occupancy • project closeout

State Date: Mondays, April 1st- May 6th
Cost: \$975 Members / \$1,075 Non-members
Location: Town Square Tower, 445 Minnesota Street,
Conf. Center off of Lobby Skyway

To register for these classes contact [Denise](#).

Farewell Savannah



It is with a heavy heart that I will be leaving BOMA. Being BOMA's Marketing and Communications Coordinator has been an incredible journey that has provided me with so many opportunities. This job, the people at BOMA that I work with, and the BOMA members, have helped me build skills that I will be able to use going forward. Joe and Denise are patient, kind, and wonderful people who helped me gain experience to apply to my future career. Everyone in BOMA is so welcoming to new people and helped me grow throughout my time here. Thanks to all of you who have supported me, I have found a job where I can flourish and grow in my career. I am sad to be leaving BOMA but I will cherish the memories I have had here. You are all amazing and I thank you very much for working with me and helping me become a better person. I look forward to my new opportunity and I wish you all a bright and wonderful future!

Thank you,
Savannah

Job Opportunity

If you know someone who is looking for a job as a Marketing and Communications Coordinator have them send a resume to BOMA. It is a great way for someone who is just starting out in the field of marketing and communications to build skills they will need for a competitive workforce. [Click here](#) for the job posting to send to those who you think would be interested in this opportunity.

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