



# 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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### January

Membership Meeting January 14<sup>th</sup>  
Superintendents January 16<sup>th</sup>

### February

Superintendents February 20<sup>th</sup>  
Membership Meeting February 21<sup>st</sup>

## January Membership Meeting

On January 14<sup>th</sup>, we are pleased to welcome two speakers who will be discussing the projects that will be taking place in St. Paul for the year. **Dr. Bruce Corrie**, Director of St. Paul Planning and Economic Development, will be talking about PED projects in St. Paul and plans for 2019. **Joe Spencer**, the President of the Downtown Alliance, will provide background on the Downtown Alliance, and discuss initiatives currently underway and planned for 2019.



Joe Spencer,  
Downtown Alliance



Dr. Bruce Corrie,  
St. Paul PED

[Click here](#) to register!

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

Sponsored by:



**Date:**  
Monday,  
January, 14th

**Time:**  
11:30am-  
1:30pm

**Location:**  
DoubleTree  
411 Minnesota  
Street, St. Paul,  
MN 55101

**Cost:**  
\$43.50 for members  
\$48.50 for late/walk ins  
\$50 for non-members



## CHAIR'S REPORT

Jerry Hersman, Chair  
Greater Saint Paul BOMA

As part of my role as your Chapter Chair, I enjoy the opportunity to have conversations with a number of fellow members, both locally and nationally. One topic of discussion that comes up surprisingly often is,... what does BOMA International do as an entity? That is an excellent question to address, as a portion of your membership dues fund the international office in Washington DC.

As a base overview, the BOMA International website notes..."The Building Owners and Managers Association (BOMA) International is a federation of 88 BOMA US associations and 18 international affiliates. Founded in 1907, BOMA represents the owners and managers of all commercial property types including nearly 10.5 billion square feet of US office space that supports 1.7 million jobs and contributes \$234.9 billion to the U.S. GDP. Its mission is to support the advancement of a vibrant commercial real estate industry through advocacy, influence and knowledge."

The core purpose of BOMA Int'l is really 3-fold - advocacy, education, and industry resources:

- **Advocacy** - BOMA Int'l is the pre-eminent association in the commercial real estate industry defending our interests on legislation and governmental oversight both nationally and locally. BOMA Int'l is the only entity of our peers with an active building codes advocacy program and continues to be a major contributor to industry building codes development. The organization created an Industry Defense Fund that financially supports annual efforts to educate and defend against regulations that are adverse to the best interests of our industry buildings and members. Programs and topics include ADA, ASHRAE, ICC and OSHA standards and practices as well as taxation laws.
- **Education** - through numerous education opportunities - both live and internet-based webinars, BOMA Int'l provides a wealth of timely and topical information and materials for member access to improve one's knowledge base, skills and industry expertise. Just a few of these include:
  - **BOMA 360** - this program is the world-wide best-in-class standard for operational excellence in the commercial real estate industry. The industry standard for surveys is the Kingsley Index and BOMA 360 buildings scored higher in ALL 54 tenant satisfaction categories vs. non-BOMA 360 buildings. The world's 2nd tallest building is the Shanghai Tower that opened in China in 2017. This building includes 30,000 occupants and 1,000 staff to manage daily operations. The Shanghai Tower applied for and earned the BOMA 360 designation as a core objective for the investment. In Minnesota, there are only 29 buildings with the designation including Wells Fargo Place in Saint Paul.
  - Each year, BOMA Int'l hosts a Medical Office Building Conference with attendance of over 1,300 professionals from all facets of healthcare real estate, including health system executives, developers, investors and lenders, property and facility managers, brokers and leasing agents, architects and design professionals, physician owners of real estate, health law attorneys, and more...

# CHAIR'S REPORT (CONT.)

For 2019, the Conference will be in our own back yard hosted by the Downtown Hilton in... Minneapolis. This event is a wonderful opportunity for all members to expand their skill sets and learn more about a rapidly growing segment of our industry.

- Foundations of Real Estate Management course covers real estate administration, management, building systems, accounting and reporting, contracts management and tenant relations using state of the art best practices to manage properties on a daily basis.
- Asset Management course is a 3-Part program of comprehensive education geared toward management of real estate as an investment.
- Resources - BOMA Int'l provides all members access to a wide array of products and services that benefit members in untold and numerous manners to assist you in your profession. Some of these include...
  - BOMA International's Experience Exchange Report (EER) - for nearly a century, BOMA's EER has been the industry's most respected and trusted benchmark resource for office buildings covering extensive and valuable income and expense data to assist owners and managers world-wide.
  - Industry Service Providers - nearly half our collective organization membership consists of service providers and vendors that perform the work and supply the materials to our sites. These vendors are strong contributors to our industry in both best practice, the supply of quality and sustainable products, as well as their expertise as contributors of time, talent and financial support across our national and local spectrum. For building members,... pick up your Chapter Directory next time you need these items and call a Service Provide member to get your best results and to support a fellow member!

The longer list of services and resources BOMA International provides is detailed fully on their website at [www.boma.org](http://www.boma.org). Also, our February GSP BOMA Membership meeting will include **Henry Chamberlain**, President of BOMA International, as our event speaker presenting his State of the Industry update which is a presentation you surely do not want to miss! Look for more [meeting details](#) in this newsletter.

On behalf of the GSP BOMA Board and office staff, Happy New Year greetings to all and wishing you all the best for a most successful 2019!

GSP BOMA Chapter Chair

Jerry Hersman

## 22nd Annual First Responders Appreciation Luncheon



Councilmember Rebecca Noecker

BOMA hosted the 22nd Annual First Responders Appreciation Luncheon on December 10, 2018. This event recognizes the important contributions made by our first responders. The event was held at TPT. Speakers included SPPD Sr. Commander **Tim Flynn**, Metro Transit Police Captain, **Rick Grates**, and SPFD Fire Chief, **Butch Inks**. Also speaking were St. Paul City Councilmembers, **Rebecca Noecker** and **Dan Bostrom**. Thanks to all first responders for putting your lives on the line each day you serve the public.



Councilmember Dan Bostrom



From left to right: Jerry Hersman, Tim Flynn, Rick Grates, Dan Bostrom, Butch Inks, and Joe Spartz

## 2019 Legislative Session Preview



The 2019 Minnesota legislative session starts on January 8th and is scheduled to last until May 21st. On December 6th, Minnesota Management and Budget presented the November budget forecast which provides an insight to the state's fiscal health regarding revenues and expenditures. The forecast predicted the state to have a \$1.54 billion surplus for the upcoming biennium.

The primary task for the new legislature will be crafting a biennial budget for Minnesota for fiscal years 2020-2021. Governor-elect

Tim Walz has until February 19th to present his budget to the legislature.

Besides crafting a state budget, another major topic at the legislature this year will be a tax bill. In 2018, the legislature and Governor failed to pass legislation to address federal tax changes made at the Federal level in the 2017 Tax Cuts and Jobs Act.

Revisiting the statewide general levy and the recently repealed annual inflator will likely be part of the tax bill discussions during the upcoming session. At the time of its passage, the tax change to the general levy was argued to be, primarily by some in the DFL Minority, a tax break for big businesses and the wealthy.

Other issues likely to be on the agenda for the 2019 Session include: funding transportation, controlling health care costs and increasing school funding.

Greater St. Paul BOMA will continue to work with our Commercial Real Estate partners (MNCRE) to protect the tax gains made in 2017. Part of our efforts to advocate for issues important to BOMA is to participate in the MNCRE Day at the Capitol the morning of January 31, 2019.

## Farwell Brett



**Brett Greenfield**, Greater Saint Paul BOMA Treasurer, stepped down effective 12/31/18. Brett resigned his position with Colliers and will be moving to Milwaukee, WI. Brett has served on the Board since 2016. He was also a member of the Government Affairs Committee and represented BOMA on the CapitolRiver Council.

Thank you Brett for your service to BOMA. We will miss you.

## February Membership Meeting-Date Change

BOMA International President, **Henry Chamberlain**, and Board Chair, **Brian Cappelli** will be the keynote speakers for the February membership meeting. To accommodate their schedules, **the meeting will be moved from Monday, February 11th, to Thursday, February 21st.** Henry and Brian will be presenting on the state of the CRE industry and leading trends. This should be a good program and a great opportunity to hear from BOMA International leadership.



Henry Chamberlain,  
BOMA President



Brian Cappelli,  
BOMA Board Chair

[Click here](#) to register.

## 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](mailto:joe.spartz@bomastpaul.org)) and let him know you are willing to be a member of the MPN.

## Superintendents

**Building Automation + Intelligence + Experience = \$\$ Savings + MORE!**



Most buildings suffer from ailments that are often related to the building automation or control systems: poor energy efficiency, high operating costs, tenant discomfort, system unreliability or operational difficulty. Sequences of control can be improper or outdated, components can have failed and not be discovered, graphic pages are clumsy to view and understand, and system parameter changes are challenging to make. Hear how many of these problems can be addressed as Ed Cook has learned in his 40+ years of working with automation and controls for building mechanical systems.

**Edward Cook** is a registered professional engineer with over 40 years in the field of energy efficiency and controls for mechanical systems of commercial, institutional and industrial buildings. In the past 15 years his firm has concentrated on energy assessments and the replacement or upgrade of digital automation and control systems. His work in this field has produced many satisfied clients who have achieved energy cost savings, more comfortable tenants, and mechanical equipment and systems that have uncomplicated operation and enhanced reliability.

DATE: Wednesday, January 16th  
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!](#)

## Downtown Retail Opportunities

Visit St. Paul compiled a list of retail merchants for the historic downtown of St. Paul. This includes clothing and accessories, music, food, and seasonal retail events. [Click here](#) to see more.

# 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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