



# Saint Paul BOMA News

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

**MAY 2019**

**VOL. 5, NO. 5**



## In This Issue:

May Membership Meeting  
Chair's Report  
MN Legislature Recap  
Superintendents  
Broker's Group  
32<sup>nd</sup> BOMA Golf Tournament  
Annual Membership Meeting  
Greater MSP Grows Jobs  
Saint Paul's PED  
Redefining How We Work  
District Energy – Chair's Award  
The 428 LEED Award  
New BOMA Members

## May

Broker's Group      May 8<sup>th</sup>  
Membership Meeting      May 13<sup>th</sup>  
Superintendents      May 15<sup>th</sup>

## Sponsored by:



## May Membership Meeting

All eyes are on Midway with the opening of Allianz Field! So, what will the supplemental development look like? What new businesses might want to set up shop here? What existing businesses are looking to grow with the area?

Great questions - and our incredible group of panelists will endeavor to answer them! Joining us: **Chad Kulas** - President, Midway Chamber of Commerce, **Mike Koch** - Executive Vice President, Metro Plains, **Tiffany Brace** - Senior Associate with Element Commercial Real Estate and **Justin Borrell** - General Manager, Allianz Field.

Approved for 1.5 CEU hours

## Note Early Start Time!

<b>Date:</b> Monday, May, 13th	<b>Time:</b> 11:00am- 1:30pm	<b>Location:</b> MidPointe Event Center 415 Pascal St N, St Paul, MN 55104	<b>Cost:</b> \$46 early registration \$51 late/walk- in registration
--------------------------------------	------------------------------------	---	--

[Click here](#) to learn more!





## CHAIR'S REPORT

One of the more important roles your GSP BOMA Board performs is managing the long-range needs and vision for your Chapter. Our BOMA office staff does an admirable job of handling the daily administrative duties to keep the Chapter running smoothly and the Board does address current issues with our various committees as well as local government matters needing attention.

With that said, our long term focus is one of understanding industry trends and membership needs that ensures the future sustainability of our Chapter.

Years ago, previous Boards created a Strategic Plan and Mission Statement for our Chapter that carries us forward today. Our Mission Statement is basic, but encompassing... **"To provide leadership to the Commercial Real Estate industry through legislative and regulatory advocacy, education, research and professional networking"**. With that statement as a guide, our practice is for the Board to revisit our Strategic Plan every three years to stay current with objectives and actions in place to maintain the relevancy of that plan. Your current Board held numerous meetings in 2018 as part of our own strategic planning process and are continuing efforts to implement necessary revisions to enact in order to maintain the success of our Chapter.

Our review process was strategic in its own right. Our nine Board members broke into four teams of two to work on what we voted as our top four most pressing priorities today. Joe Spartz and I then served on all four teams to bring administrative support to all and a cohesive view to the process to align the team efforts in a consistent manner toward the desired end game. The four teams focused on:

- \* Building Member Development - create strategies and actions to provide sustainable and organic growth in the building membership base.
- \* Membership Value Enhancement - improve the value of BOMA membership to both Building and Service Provider members. An example of our process is further described below.



## CHAIR'S REPORT

\* Improve the Industry Resource Pipeline - assess methods to help our CRE industry meet its needs by strengthening the pool of qualified candidates for the Facilities Management and Engineering fields to address forecast labor shortages.

\* Support the Downtown Saint Paul Security Initiative - continue our leadership on this important local program to enhance the vitality and vibrancy experience for all employers, residents and visitors to the greater downtown Saint Paul area through effective public and private sector partnerships.

One example of our Strategic Plan review process comes from the Membership Value Enhancement strategy. That Board team consulted a local vendor to conduct interviews with various Property Manager members. The input was tabulated and data organized and the feedback was prioritized for further action. About a dozen fresh ideas came out of these sessions and those have now been submitted to our various committees for next action steps so we can effectively implement them to the benefit of our Building Manager members. For Service Providers, the Board team had extensive discussions with our Special Events Committee. They discussed the primary Service Providers base concerns and brainstormed on ways to improve that group's core event - the annual Vendors Expo in September. The end result is a much more dynamic event that is being planned and is getting very positive feedback that you will be hearing about in the coming months.

As your Board Chair, I am very pleased with the results your Board has achieved to date and the efforts that remain in place to deliver a better Chapter for our members. The Strategic Plan is not a document that should be shoved into a drawer. Rather, it should be embraced as the guidelines continuously improve our Association and keeps us in synch with BOMA International as an alliance member of the organization. I want to take this opportunity to show my appreciation to our Directors and Joe Spartz for their extensive efforts on our Strategic Plan review process and their ongoing contributions of their industry expertise. Thank you Directors!

***Jerry Hersman***

GSP BOMA Board Chair

## MNCRE Day-at-the-Capitol

On April 9<sup>th</sup>, 60 commercial real estate professionals attended the MNCRE Day-at-the-Capitol. This is the 4<sup>th</sup> annual meeting of commercial real estate at the MN State Capitol. The purpose is to communicate with state legislators regarding topics important to the commercial real estate industry.

MNCRE was created in 2015 as a collaborative effort of 5 associations: Saint Paul BOMA, BOMA Minneapolis, MNCAR, NAIOP and MSCA. Together, these associations have elevated MNCRE into the leading voice of commercial real estate in Minnesota.



Below: Brian Field, Jerry Hersman, and David Ketcham







# MN LEGISLATIVE RECAP

**BY SONNIE ELLIOTT**

The Minnesota Legislature is in its final phase of the 2019 legislative session. The House and Senate are putting together their budget bills to make up the two-year Minnesota State general fund budget.

Minnesota is the only split party legislature in the country. The House is controlled by Democrats and the Senate by the Republicans. As each body puts forward its budget plan, we see striking differences in the proposals. This is mainly due to the party differences, but also partly due to positioning for negotiations.

The House and Senate will need to compromise and send a joint budget to the governor by May 14<sup>th</sup> 2019. Governor Walz will then have a chance to weigh in with his veto pen. He may veto entire bills, or portions of bills that appropriate funding.

One bill Greater St. Paul BOMA is watching closely is the tax bill. The House bill would impose a larger property tax burden on commercial industrial property tax payers while the other bill would actually reduce the burden. It is likely the compromise bill will be somewhere in the middle—exactly where we are today. The House, Senate, and the Governor may not be able to reach a compromise keeping our current tax system status quo. Unlike the rest of the budget, the legislature is not required to pass a tax bill in order to balance the budget.

The legislature must complete its budget and adjourn by May 20<sup>th</sup>, 2019. If they do not complete their work, the Governor will call them back in a special session to get the budget done.

## Superintendents

**Karen Gridley** is with the Minnesota Department of Labor & Industry as an Accessibility Specialist in the Construction Codes Plan Review unit. She has a degree from the University of Minnesota and 25 years of work experience in the application and implementation of State and Federal Accessibility Codes and Regulations.

Is your ADA up to code? Understand the 20% rule in the Minnesota Accessibility Code for existing buildings as it applies to accessible route, bathrooms and parking.

**DATE:** Wednesday, May 15th  
**TIME:** 11:30am – 12:45pm  
**LOCATION:** 85 East 7<sup>th</sup> Place, Conference Room 295  
**COST:** \$18 pre-registered, \$20 walk-in  
**EDUCATION:** SMA/SMT/RPA/FMA CPD's

[Click here](#) to register!

## Brokers Group

### Un-Packing Data-Driven Design



**Pat Wolf** with Commercial Real Estate Services invites the St. Paul BOMA Brokers to come and check out 81 On Seventh. Parking will be available on-site.

81 On Seventh is located on the corner of 7<sup>th</sup> and Minnesota Streets in the heart of downtown Saint Paul. The turn-of-the-century building is fully renovated and currently an open floor plan.

Details to watch for include: Douglas fir columns, high tin stamped ceilings, exposed brick accents, and new energy-efficient, copper-trimmed showroom windows.

(continued on next page)

# Brokers Group

...continued from previous page

There will also be two guest speakers, **Kyle Lacek** and **Dan Williamson** with HDR Architects. They will present their interactive workshop: Un-Packing Data-Driven Design

## Abstract:

Data-Driven Design has been a topic of significant interest in the built environment within the last decade. While there has always been some level of data in the design process, the vast amount of data being generated and the variety of analysis tools available necessitates a critical examination of both what type of “big data” is leveraged, and which tools are most appropriate to differentiate the signal from the noise. This discussion will unpack the reality of Data in the design process to confront some of the current issues at hand, while showing the extreme power of leveraging data in a well-founded, meaningful way to enhance space planning that positively impacts human behavior and productivity; new workspace designs, and ensure the highest quality and accessibility of space and occupancy data.

## Key Takeaway:

Learn value of using validated data, connecting multiple datasets, and understand a framework for executing a Data-Driven Design approach focused on certainty and decision making.

**[Register Here!](#)**

**DATE:** Wednesday, May 8th

**TIME:** 11:45am – 1:00PM

**LOCATION:** 81 On Seventh Building  
1<sup>st</sup> Floor - St. Paul, MN

## **32<sup>nd</sup> Annual Greater Saint Paul BOMA Golf Tournament**

Join us on Monday, July 15<sup>th</sup>, 2019 for the 32<sup>nd</sup> Annual Golf Tournament at Prestwick Golf Club in Woodbury.

The following sponsorships are available:

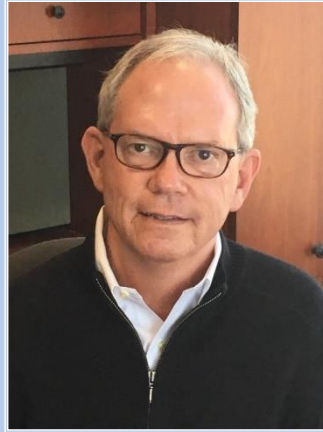
- Table Registration Sponsorship - \$300
- Corporate Tent Sponsorship - \$400



If you are interested in sponsorship or banquet tickets, please contact [Denise](#) at the BOMA office.

## Annual Membership Meeting

On April 8<sup>th</sup>, Saint Paul BOMA held its Annual Meeting. At this meeting, **Greg Sharpe** from Travelers, was re-elected to a second, two-year term to serve on the Board of Directors. Mr. Sharpe currently serves as BOMA's Secretary/Treasurer.



**Congratulations Greg!**

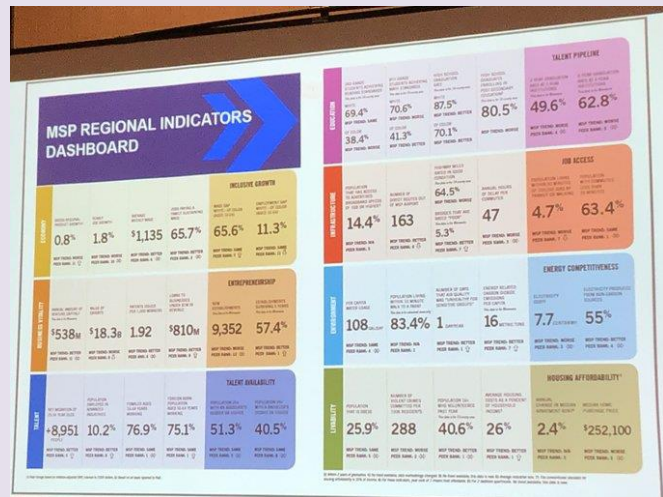
## Planning and Economic Development

Saint Paul's PED (*Department of Planning and Economic Development*) mission is to build community wealth through the development of business, housing, jobs, and cultural assets. Supporting a number of community initiatives, PED's development activities provide direct benefits to home owners, buyers, renters, and businesses.

For more information and news on Opportunity Zones, [click here](#).



# Greater MSP Grows Jobs in the Twin Cities



At the April BOMA membership meeting, **Peter Frosch**, the newly appointed CEO of Greater MSP, spoke about the organization's purpose and current initiatives. Greater MSP was founded in 2011 to drive economic development in the Metro area. To support their mission, Greater MSP is leading several key initiatives.

**Regional Business Retention & Expansion:** Communicate and coordinate efforts between organizations—collecting and sharing data, identifying opportunities and helping people partner and create solutions.

**Exports:** GREATER MSP is dedicated to growing the economy of the 16-county Minneapolis Saint Paul region by implementing the MSP Trade & Investment Plan to expand exports and attract investment from new geographies. Nearly 120,000 jobs in the region depend on it.

**Forge North:** A movement of entrepreneurs, investors, makers, collaborators and allies from all industries and sectors working together to make Minnesota a problem-solving capital for the new economy.

To help track key metrics that are important to growth, Greater MSP has created a **Regional Indicators Dashboard**. This resource monitors the region's change on critical economic, environmental, and social outcomes.

Minnesota has an unusually high number of Fortune 500 companies. Greater MSP wants to ensure we are creating a supportive business environment to attract, develop and retain future Fortune 500 companies.

# Redefining How We Work: BOMA Webinar Recap

Office densification is defined as a move away from private, cubicle-farm style offices to embrace more open spaces and ultimately - comfortably accommodate more talent. In BOMA International's latest webinar, "Redefining How We Work: Densification, Multi-Generational Workforces and the Future of Office Buildings.", **Sheldon Opperman**, a BOMA fellow, leads a panel of experts through a discussion on the impact of redesigning office space to maximize productivity, retain talent, and promote sustainability.

Corporate culture is changing and so is the way people work. As the needs of the employee shift, businesses are forced to realign and accommodate these new values – consistent branding, integrated technology, and flexibility in hours for a healthy work/life balance are just a few of the challenges a business must take on in order to retain talented individuals – and that's where densification comes into play.



**Suzanne Maynard** of Georgia-Pacific talks in-depth about workplace environment and the many advantages of redesigning office space. She also touches on the logistics of transitioning a space and finding short term solutions to prevent loss of productivity, while also stressing the necessity of establishing clear roles and expectations for all members of management in an organization.

When an office space undergoes a radical transformation, so does its maintenance and cleaning needs. Service partners and vendors may need to adjust their practices and products to the needs of the new space and this webinar touches on how important communication between property managers and vendors is during and after redesign.

To listen to this [free webinar](https://webinars.boma.org) and download the supplemental material, please visit: [webinars.boma.org](https://webinars.boma.org)

## District Energy Wins 2019 Chair's Award



Greater Saint Paul BOMA was honored to announce at our Annual Membership Meeting last month that District Energy is the winner of the 2019 Chair's Award. Not only is District Energy one of BOMA's top sponsors, **CEO Ken Smith** was integral in helping BOMA leadership develop the Downtown Alliance and **Nina Axelson** served as a member of the BOMA Board and chaired the Energy and Environment Committee.

District Energy has sponsored many BOMA events – such as membership meetings, seminars, this newsletter, and the trade show. They're also featured on the inside back cover of our Membership Directory. We are incredibly grateful for their generous support and all they do for us and the community.

## The 428 "LEEDs" The Way

Join us in congratulating **Pat Wolf** and everyone who worked on The 428! Earlier this month, they were awarded the LEED Silver and the WELL Gold certification for environmentally friendly design and being Minnesota's first building to truly prioritize wellness and sustainability for commercial work spaces.



**OFFICERS:**

Jerry Hersman, Chair

David Ketcham, Vice Chair

Greg Sharpe, Treasurer

**DIRECTORS:**

Julie Bauch

Clint Blaiser

Julio Fesser

Heide Kempf-Schwarze

Jean Krueger

Mike Soukup

**STAFF:**

Joe Spartz, President

Michaela Osiecki, Editor

Denise Jenkins, Co-Editor

Rhonda Pape, Co-Editor

**Greater Saint Paul BOMA**

First National Bank Building

332 Minnesota Street, W2950

St. Paul, MN 55101

Phone: 651-842-4023

Fax: 651-291-1031

[www.bomastpaul.org](http://www.bomastpaul.org)

**New BOMA Members****Julie Bauch**

CBRE

180 East 5<sup>th</sup> Street, Suite 160

Saint Paul, MN 55101

T: 612-860-2467

Email: [Julie@bauchenterprises.com](mailto:Julie@bauchenterprises.com)

**Tom Danley**

Harris Company

909 Montreal Circle

Saint Paul, MN 55102

T: 651-602-6500

Email: [tdanley@harriscompany.com](mailto:tdanley@harriscompany.com)

**Stacy Junker**

Invision Service LLC

8930 152<sup>nd</sup> Street North

Hugo, MN 55038

T: 651-439-7706

Email: [senger@invisionservices.net](mailto:senger@invisionservices.net)



Greater Saint Paul BOMA Newsletter published monthly by Greater Saint Paul BOMA

Statements and opinions in editorials or articles written by the publisher and staff do not necessarily represent the opinion of BOMA or its membership. Articles may be reproduced only by written authority of the editor.

**DISCLAIMER:** All advertisements are accepted and published upon the representation that the Agency or Advertiser is authorized to publish the entire contents and subject matter thereof. The Agency and/or Advertiser will identify and hold harmless to the publishers, the employees and agents of the publisher from any advertisement including claims or suits for defamation, libel, violation of rights of privacy, plagiarism, and copyright infringement.