



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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October

Cybersecurity Seminar	Oct 2
Superintendents	Oct 16
Membership Meeting	Oct 21
Halloween	Oct 31

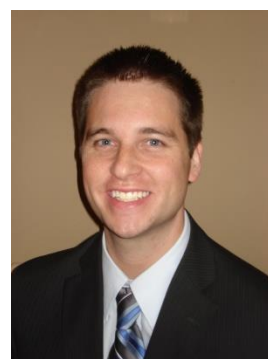
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St. Paul BOMA is proud to report the results of our 24th Annual Market report on October 21, 2019. This luncheon membership meeting will be held at the DoubleTree Hotel. To register, [click here](#).

In addition to the latest information on the downtown St. Paul Market, the meeting will feature a panel of speakers who will discuss the Riversedge Project. This proposed redevelopment of the Ramsey County's riverfront properties, when completed, is projected to cost \$788 million. Led by the developer AECOM, this project will be completed in several phases and will include office, housing, hotel, retail, and parking. One significant component of the proposal is a terraced "lid" that will provide public space with impressive river views.

Panel Speakers



Brian Dusek, AECOM | Kari Collins, Ramsey County | Josh Olson, Ramsey County



CHAIR'S REPORT



Don't Open This Link! – Cyber Attacks

Recently, I was sitting at my desk on a conference call when an email came in from our company owner asking if I was available to assist him on a project. I asked what he needed and he said he was in a client meeting and asked that I run out and purchase five client gift cards for him. As the details were a little too vague, I responded with "what kind and what amounts"? His reply was "just need you to pick up five VISA Gift cards, scratch off the back section and send me the gift number codes". Hmmm, I thought that was a bit odd and tracked down his assistant who said the Owner was **NOT** in a conference and was sitting 10' away from her. Bottom line: the email did **NOT** come from him and I was the intended victim of a cyber attack.

The above event has become "business as usual" for all of us and we see daily reminders in the news that yet another large institution, be it business or government, has had their computer systems hacked and large amounts of confidential company - and customer - data exposed and stolen by some unknown and nameless entity. Many believe the tipping point started in December 2013 when retailer Target reported a data breach that stole personal, banking and credit card information from 70 million customers. The nefarious source of that access? The breach was tracked back to a vendor's installed building heating and cooling system with a controls system tied in directly to Target company servers. From there, it was off to the races for the bad guys and that connection gave the attackers free reign to collect data without detection.

No company or entity is too small to be attacked by those looking for information and access to computers. Many of the attempts are software and computer generated spreading through "phishing" - an email with message to "Open this link" to see what prize you have won, a trivia contest question or to find out which animal you most closely resemble.

CHAIR'S REPORT – CON'T.

43% of cyber attacks are against companies with less than 250 workers and the cost to recover can be \$700,000 for small businesses and over \$1 million for mid-sized companies. The attacks on small companies is due to their lack of resources for protections in place, but that illegal activity gives the hackers access to larger entities... and greater data.

Cyber attacks and the proliferation of [Ransomware](#) are increasing exponentially to the point they are devastating for all individual and organization victims. In 2017, 8 billion personal data records were exposed through unauthorized access to computer systems.

With this ongoing and increasing trend of cyber attackers and their objective of getting access to your technology, how can YOU learn to better protect yourself and your company? Greater Saint Paul BOMA is hosting an upcoming educational seminar on this very topic with a panel of experts:

*** Date - Wednesday, October 2, 2019**

*** Time - 8:30 AM - 10:30 AM (with breakfast/registration at 8:00 AM)**

*** Location - The River Room at the Securian Center - 400 N. Robert, St. Paul, MN**

How vulnerable and ineffective your own technology system protections are exposes you and all those connected to you digitally to critical and confidential data theft. Please plan on attending this important and informative seminar as a critical risk management aspect of your world.

Sincerely;

Jerry Hersman

GSP BOMA Chair



Computer Security: Are You Protected From Cyber Criminals?

Individuals, businesses, organizations and the public sector are increasingly being targeted by cyber criminals. Be it hacking, phishing, ransomware, or other methods, they are working hard to gain access to your computer, network and private data. If you haven't been hit, don't assume you are safe. Because your business, building, or personal property has never been hit by a flood or tornado, would you choose to not carry insurance against such a catastrophe? Of course not. So protect your business, building and personal assets by attending the BOMA seminar on 10/2/19.

This cybersecurity program will help you understand the threats we face and how to avoid becoming a victim. Learn how to protect yourself by following the guidance provided by this great panel of speakers.



Don M. Garvey



Mike Johnson



Ryan Manship

(not pictured: Stephanie Cassioppi)

To register for this breakfast seminar, [click here](#).
2.0 CEU credits approved.



**PARSONS
TECHNOLOGIES**

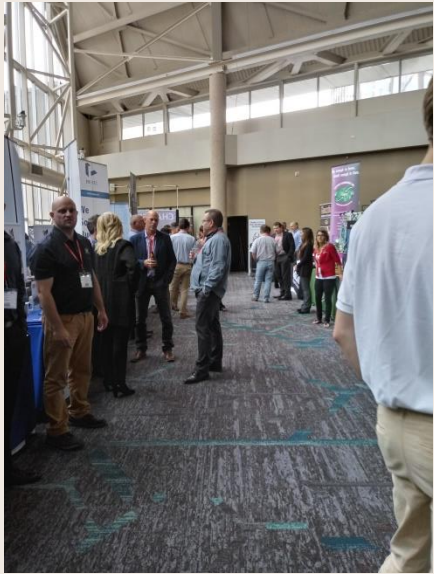


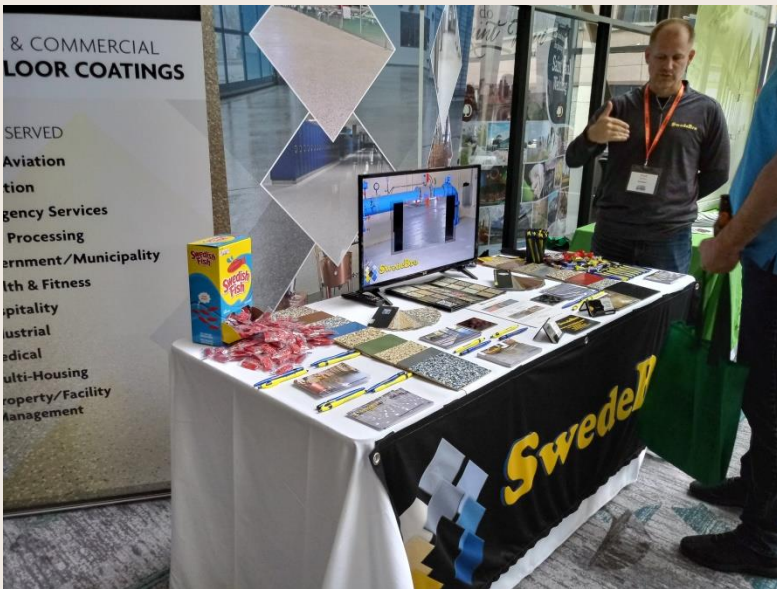
BOMA EXPO - DESTINATION ST. PAUL

On September 26th, Greater Saint Paul BOMA hosted its annual expo showcasing local vendors and service partners while offering two unique education tracks for attendees to gain valuable continuing education units. A big thank you to all who attended - *and the Special Events Committee for their planning and hard work* – and to our own Denise who oversaw this event with grace and enthusiasm.

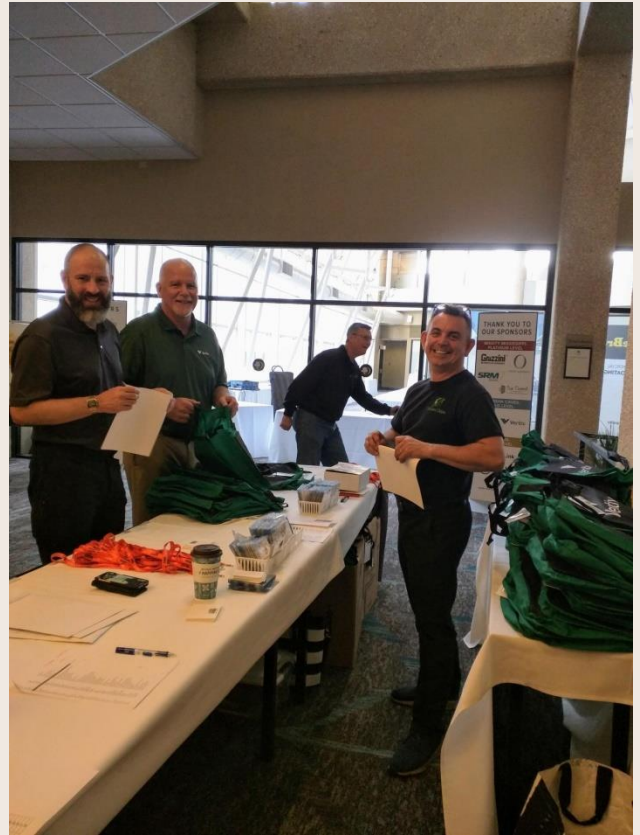
Congratulations to all our prize winners, too!







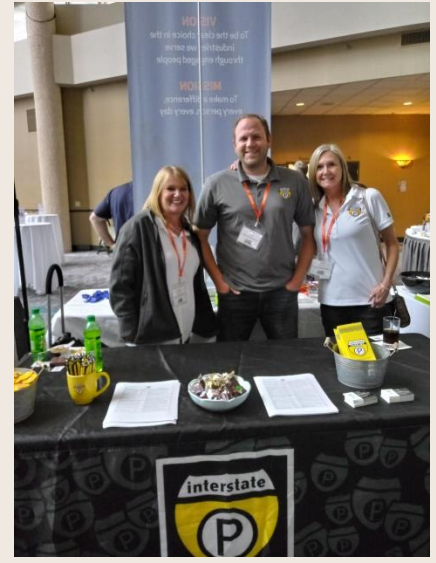




Photos From Nancy Roland



Photos from Maria Redman



Thanks for Coming!



A huge thank you to our sponsors for the Destination St. Paul Expo 2019!

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Walker Restoration Consultants
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Westin Construction
Xcel Energy

BROKERS GROUP

There will be no meeting this month. Please mark your calendar and plan to attend the October 21st Membership meeting where we will release the 2019 Market Report.

SUPERINTENDENTS GROUP

Charles Bragg with MetroTransit has been on-site since the middle of construction at the Lower Town Station. He will talk about the building plus improvements and all of the maintenance operations.

Charles was in the military and commercial aviation industry for 22 years before coming to Metro Transit LRT in 2007. He is in his 8th year as a Vehicle Maintenance Manager. Metro Transit has a staff of approximately 40 maintenance personnel who work out of the Lower Town Facility They also have approximately 65 LRV Operators and supervisory staff for the Green Line operation.

DATE: Wednesday, October 16th

TIME: 11:30am to 12:45pm

LOCATION: 340 Broadway St. Facility

COST: \$18 pre-registered, \$20 walk-ins

EDUCATION: SMT/SMA/RPA/FMA CPD's



BOMA Corner

Updates and Member Changes for Greater Saint Paul BOMA

Job Postings:

Suntide Commercial Realty a commercial property management and construction company in St. Paul seeks full-time commercial carpenter with minimum of 5 years' experience. Ideal candidate is a self-starter and has the ability to complete a project from start to finish with minimal supervision. This position will require some local travel, therefore candidate should have reliable transportation. Please call 651.603.0321 or email info@suntide.com if interested.

New SPPD Commander for Downtown

Jeremy Ellison has replaced Wes Denning as the Commander for downtown St. Paul. Jeremy has been a member of the Saint Paul Police Department for over a decade, most recently working with Assistant Chief Thomasser.

Wes Denning will continue as a Commander, but work with creating the SPPD's policy and procedures regarding its approach to homelessness and unsheltered persons, and coordinating with other city/county/state agencies on both enforcement and outreach efforts.

Pictured: Jeremy Ellison and Joe Spartz



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