



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 – Feb 10
City Council & BOMA Board
Luncheon – Feb. 19
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BEC Seminar – Feb. 27

March

Membership Meeting – March 9
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March 26

Newsletter sponsored by:



As baby boomers continue to retire, many industries in the United States struggle to find replacement workers. Given the demographics of our current population, an insufficient number of potential employees are entering the workforce to fill open jobs.

Minnesota isn't immune to this serious problem. Rather than being trapped by the consequences of this trend, including slow growth and a stagnating standard of living, there might be a solution; immigration. Recently, **Steve Hine**, the Director of Research at DEED, met with BOMA Minnesota leaders to discuss our state's changing demographics and how we can avoid getting caught by an economic slowdown. Steve will join us and share information on how we can avoid the inevitable negative impact a slow growing labor market will have on the Minnesota economy and commercial real estate.

In addition, **B Kyle**, President of the St. Paul Area Chamber of Commerce will provide information on how St. Paul will manage through these and other changes. What is unique about St. Paul and how can we leverage that to create a stronger base in our city to weather cyclical changes in the economy? What are our strengths to attract dynamic and diverse talent? Why do out of state businesses believe in St. Paul and want to bring their businesses here?

ONE HOUR OF CEU APPLIED FOR

Click Here

TO REGISTER!

Date:
Monday,
February
10th

Time:
11:30 – 1:30 pm

Location:
DoubleTree by
Hilton St Paul



CHAIR'S REPORT

Who Is TOBY?

Our members routinely receive communications from BOMA International providing updates on various programs or industry topics. Skimming through the information, one occasionally sees references to some guy named Toby. Who is this man of mystery and what is his role? We all know Henry Chamberlain runs the world HQ office, but who is Toby and why doesn't he have a last name?

Toby is not a person - but a thing. A pretty important thing, too. More specifically, Toby is "TOBY" and is the name of an annual award bestowed upon the best buildings in our industry. TOBY stands for "The Office Building of the Year" and, with some self-pride thrown in here, the name was coined by our own Bill Buth - who was the President of our Greater St. Paul BOMA Chapter for its first 34 years of existence. The TOBY award is our commercial real estate industry's highest recognition honoring excellence in commercial building management and operations in specific categories of building size and type.

Per BOMA, "to win the BOMA International award, a building submission must first win both local and regional competitions. The criteria are based on community impact, tenant and employee relations programs, energy management systems, accessibility, emergency evacuation procedures, building personnel training programs, and overall quality indicators". WHEW! Beyond having to run a best-in-class property, the judging is done by a team of experts in the industry who complete comprehensive building inspections - truly a jury of the highest magnitude assessing how YOUR building is managed!

On a related level, BOMA International has another performance program called BOMA 360 which sets the bar for operational best practices in our industry. There is no higher acknowledgement of a building performing at its greatest level than by achieving the BOMA 360 designation. Why do I mention that program? If a building participates in the TOBY competition, this same building will receive additional credit when completing the 360 designation application. The TOBY submission and judging process show dedication and desire to being the best in class.

CHAIR'S REPORT – CON'T.

Currently, BOMA is undergoing the annual TOBY process, with local judging already underway and Chapters announcing their winners by the end of February. Next steps are the regional competitions with those awards being announced in April with the Regional Award winners then moving up to the national competition. Judging continues and the overall TOBY Award winners are announced at the National Expo Conference in June - this year in Philadelphia. Your GSP BOMA Chapter is heavily involved in this judging process as we are in our 2-year stint as leader of the Midwest Northern Region and responsible for recruiting and selecting the regional judges as well as managing the Regional Awards process for 2020-2021.

The BOMA International TOBY Award is one step in the achievement of national recognition for a property that results in overall building operational efficiency, improved tenant satisfaction levels, and higher economic performance for the real estate as an investment. The TOBY - and BOMA 360 - is yet another industry resource available to our members to improve building performance and related positive results. If you manage a building and want to pursue next year's TOBY Award, it's not too early to start that process - GO FOR IT! If you want to be considered as a judge for this year's Regional Awards, we are now taking applications and would LOVE to have some GSP BOMA members involved in that process. I strongly believe you will enjoy the process and greatly increase your own skill sets and professional network. Just contact our GSP BOMA office at 651.291.8888 and tell them "I'M IN!"

Sincerely,

Jerry Hersman, Chair
GSP BOMA

BEC Seminar: February 27th 2020

Greater Saint Paul BOMA
presents

ACTIVE SHOOTER/THREAT - PREPAREDNESS AND RESPONSE

February 27, 2020 | 8:00 AM
FNBB - Training Room



Active shooter incidents are often unpredictable and evolve quickly. In the midst of the chaos, anyone can play an integral role in mitigating the impacts of an active shooter incident. DHS aims to enhance preparedness through a "whole community" approach by providing training, products, tools, and resources to help you prepare for and respond to an active shooter incident. This presentation will focus on how to be prepared and gain the skills needed to prevent, recognize, and increase your ability to survive during an active shooter incident. You will also learn how to make educated life-saving decisions regarding which actions to take during an active shooter incident.

Learning Objectives:

- Describe actions to take when confronted with an active shooter and responding Law Enforcement officials
- Recognize potential workplace violence indicators.
- Describe actions to take to prevent and prepare for potential active shooter incidents.

Breakfast/Registration at 8:00 am
Seminar Begins at 8:30 am

Program Sponsor



Breakfast Sponsors



DECIIPHER

02 . 20 . 2020

SAVE.THE.DATE

Join us for a BOMA St. Paul Social and Networking Event

81 on Seventh | 4:30 pm – 6:30 pm

Solve the puzzle.



Unravel the mystery.

Thank You Sponsors!

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Cost: \$20.00 per person

1 Sponsorship Needed: \$500

Downtown Security Study Results

1/13/2020 – January's Membership Meeting featured a panel of knowledgeable experts to present on the security study of downtown that BOMA initiated back in 2016 and three key recommendations following that assessment. Speakers included **Michael Rozin** of Rozin Security, **Kathy Beck** of Securian, **Joel Franklin** representing the Community Ambassadors, and **Joe Spencer** from the Saint Paul Downtown Alliance. Each tackled a different aspect of security and safety in downtown Saint Paul.

The results of the Rozin Study were presented first and **Michael Rozin** explained that the objective was to improve public safety in downtown by identifying the key enablers and factors that create a perception of risk while also crafting a plan to address the actual problems contributing to that perception. As part of the process, over 30 building and parking ramp operators were interviewed, as well as various other agencies, to get a firsthand account of downtown activity enabling the perception of risk. Along with public surveys, onsite analysis and access to crime stats, these findings were used to create a risk analysis that would form the basis of what security in downtown should look like and a timeline to implement these changes.

Of the 31 buildings surveyed, a majority of security problems appeared to stem from drug-related activity, theft, loitering, and vandalism. Residents and employees surveyed had perceptions that were closer to street level – the presence of homeless persons, concern about increased crime level in the past three years (specifically crimes against people) and felt that specific areas of Saint Paul are less safe than others. Central Station and other public transit stops were cited as feeling most unsafe, especially after dark.



While the visible presence of a homeless population may be unsettling, the Rozin study found that “at-risk” or disassociated youth are the more likely culprits of low-level crimes in downtown Saint Paul. These are youth that are disassociated from their families, not in school, and not engaged in productive activities. With no set activity or place to be, those individuals that loiter in downtown during daylight hours contribute to that perception of risk and lack of safety.

Rozin's key recommendations are intended to deter, detect, prevent, and respond to incidents and situations as part of a coordinated and centralized effort to make downtown Saint Paul safer. One of these recommendations is the creation of a fusion center. **Kathy Beck**, who is the manager of Security Operations with Securian explained that a fusion center is a site that collects and analyzes security related information before passing on appropriate information to partner agencies.

Fusion centers are typically run by government bodies like the Department of Homeland Security and focus primarily on terrorism. The Joint Safety Communications Center (JSCC) recommended for Saint Paul will serve a lot of the same functions – gathering and analyzing security related information, assigning and deploying security resources in an efficient and effective manner, and sharing information among stakeholders to prevent incidents – but with a focus on issues specific to Saint Paul.



Plans for the JSCC place it within the Saint Paul Police's Downtown Beat office and will seat two to three private sector contractors to monitor cameras, radio networks, and social media from morning to late evening. Functioning much like a nerve center, **Kathy Beck** informs that the fusion center is an essential part of a much broader plan and could be in place and operational later in 2020.

The Community Ambassadors Initiative (CAI) is another key component of this plan, as **Joel Franklin** explains. Formed in the summer of 2013, CAI was conceived as a collaboration between the Saint Paul Mayor's office, the Saint Paul Police, and a youth-serving community-based organization to address the concerns surrounding juvenile crime and loitering youth in downtown Saint Paul. That first summer, with just a handful of these ambassadors - youth outreach workers - serious crime in downtown dropped 21% and juvenile arrests decreased 40%.

By June 2014, CAI had expanded citywide, with over 30 ambassadors taking to the city streets on weekends and some weeknights to engage and connect with young adults, resulting in a 63% decrease in youth arrests. Community Ambassadors aim to reach youths aged 15-24 who are at-risk or engaged in drug use, gang-related activity, or are otherwise lack a stable home life and help to redirect them with mentorship opportunities, safe spaces for networking or socializing, and employment connections through the City of Saint Paul.

Another component to lowering crime (while also increasing property value and driving new growth) is the creation of a Business Improvement District (BID). **Joe Spencer** of the Downtown Alliance presented some of his findings on the 2019 Streets of Summer pilot program – citing the number of times the program's Safety Ambassadors provided assistance to individuals in the downtown area. With over a thousand combined assists in escorting visitors to or from locations, providing hospitality and friendly faces on the street, and networking with business contacts, the Streets of Summer team made a significant impact on the perception of safety in downtown. Nearly 600 graffiti tags were removed and 84 bags of trash were collected, visibly improving the quality of the streets.

The Safety Ambassadors are just one example of testing the effectiveness of having a BID in Saint Paul. BIDs are funded primarily through a levy on businesses operating within the designated area and those funds are used to provide security, keep streets clean, and market the area to prospective tenants – business and residential.. Over 1,000 cities and neighborhoods in the U.S. have chosen to implement a BID. The reason behind this is the positive impact this structure has had on the vibrancy of these cities. The future of Saint Paul's potential BID debate is ongoing.

The presentation wrapped up with a short Q & A session. In his closing statements, Board Chair **Jerry Hersman** made a point to thank not only the meeting's speakers but also Greater Saint Paul BOMA President **Joe Spartz** for his integral role in kick-starting the security study process back in 2016. It was a poignant reminder that making a city a safe and vibrant place to live and work is a collaborative effort.

MnCRE Morning at the Capitol

In March, St. Paul BOMA will be hosting the MN Commercial Real Estate (MnCRE) Morning at the Capitol along with our colleagues from NAIOP, MSCA, BOMA Minneapolis, and MNCAR at the Minnesota Capitol. All Saint Paul BOMA members are invited to attend. The MnCRE coalition was created to unify our efforts to educate legislators about the commercial real estate industry and advocate for reducing business taxes. The first MnCRE Day at the Capitol was held in 2016.

The coalition supported St. Paul BOMA's efforts to remove the automatic inflator on the state general levy. In 2017, the state removed the inflator and last year lowered the levy amount another \$50M. Participating in the MnCRE Morning at the Capitol is a good way to continue advocating for business tax relief and other St. Paul BOMA priorities ahead of the 2020 November election when all 201 House and Senate will be up for re-election.

Details of the event are as follows:

Date: March 26th, 2020

Time: 8:00 - 10:00 – Registration from 8:00 to 8:30

Location: MN State Capitol, 75 Rev. Dr. Martin Luther King Jr. Blvd

L'Etoile du Nord Vault Room located on the basement floor of the Capitol below the Rotunda ([Find Parking Here](#))

Cost: Free for BOMA members

The first part of the event is an overview of legislation being considered in the House and Senate, which members can receive a CE credit for participating. The second part of the event is hearing directly from legislators regarding their positions on supporting Minnesota business growth and expansion. Leadership in both the House and Senate, members of the House and Senate Tax Committees and legislators with real estate backgrounds are invited to speak.

We encourage everyone to take advantage of this chance to share our message with our commercial real estate colleagues! MnCRE Morning at the Capitol is an easy way to meet with numerous legislators and educate them on the impacts of your business on the local economy.

RSVP to michaela.osiecki@bomastpaul.org

BOMA WBM and NIC



BOMA International will be hosting the [Winter Business Meeting and National Issues Conference](#) in Washington D.C., February 2-5. In addition to various committee and the Board of Governors meetings, BOMA members will be converging on Congress to discuss issues important to commercial real estate, including;

- Correcting the QIP error from tax reform
 - H.R. 1869 & S. 803 fixes Qualified Improvement Property (formally known as leasehold depreciation) from the drafting error from the tax reform bill that reverts the 15 depreciation period of TI to 39.
- Making [179D](#) permanent
- Passing the “Energy Savings & Industrial Competitiveness Act” for BOMA to have a stronger role in the codes development process, relating to energy efficiency
 - H.R. 3962 & S. 2137 are the bills for the Energy Savings and Industrial Competitiveness Act, This is the BOMA supported bill that increases energy efficiency in the building code /also allowing for further input into the process by affected parties. The bills are known in the Senate as Shaheen/Portman for the bills original co-sponsors and in the House it is called McKinley/Welch.

Jerry Hersman, St. Paul BOMA’s Board Chair, will be attending the WBM. Jerry will be representing our local chapter when he visits the offices of the Minnesota Congressional Delegation on Capitol Hill to seek support for the CRE industry. Good luck Jerry.

BROKERS GROUP

Jeff Hart and **Kevin Peck** with Suntide Commercial Realty would like to invite the St. Paul Brokers Group to come and check out the Court International Building on February 5th. Parking is available on site.

Court International was erected in 1915 as a warehouse for the Overland Stoves Company of Toledo, Ohio, a subsidiary of the Willys-Overland Motor Company, which went on to make the original Jeep vehicle in the 1940s. The property was used for automobile sales and service from 1915 to 1928. During WWI, the facility was used as an aviation training school. The property was also the venue for annual automobile shows until 1927. Court & Case is the ideal workplace setting.

With ample tenant parking and easy access to I-94 and Hwy 280, Court occupies a prime Midway location. Convenient light rail transit and local bus stops just steps outside the entry doors make it a choice employees will love. Set in a growing neighborhood of boutique stores and hip restaurants, this is a prime location for any business looking to attract talent and clients alike.

DATE: Wednesday, February 5th

TIME: 11:45am – 1:00pm

LOCATION: Court International, 2550 University Avenue West, St. Paul

SUPERINTENDENTS GROUP

Tim Berndt joined RTD Power Washing nearly 3 years ago. Prior to that he spent 17 years at UPS in Operations and Sales Management as well as 12 years in Pharmaceuticals. Although his title suggests sales and customer service only, he considers himself responsible for all aspects of their commercial division at RTD. His presentation will consist of the following information...you should plan to attend!

- **Exterior Insulation and Finish Systems (EIFS)**
- **Graffiti Removal**
- **Parking Ramp/Garage Cleaning**

DATE: Wednesday, February 19th

TIME: 11:30am to 12:45pm

LOCATION: 85 East 7th Street, Suite 295

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



Spring Education Courses



SMA/RPA/FMA – Environmental, Health & Safety Issues

Environmental Health and Safety Issues presents best practices for developing and managing an effective environmental health and safety program. You will learn about the regulatory process and how it affects facilities. Compliance with laws and regulations is a key focus. The course will prepare you to conduct site assessments, analyze risk, and cooperate with compliance audits. The course also guides learners through the planning process to mitigate the risk from any workplace emergency, specifically addressing hazardous materials, air quality, water pollution, asbestos and lead hazards, and tank management. The management of and response to specific indoor environmental quality complaints is also addressed.

Upon successful completion of this course, learners will be able to:

- Develop and manage an effective environmental health and safety program, integrating sustainable best practices wherever appropriate
- Ensure that your facilities are in compliance with Federal, state, and local regulatory mandates
- Assess environmental risk factors and prepare for compliance audits
- Address emergency environmental health situations through proper planning and incident response
- Maintain health and safety records in accordance with industry best practices
- Manage indoor environmental quality complaints related to air, water, mold, radon, asbestos, and other environmental hazards
- Execute appropriate record keeping, reporting, and other requirements associated with aboveground and underground storage tank regulations
- Design and implement a waste management program, including recycling and disposal of all forms of waste including landfills waste, hazardous waste, universal, electronic, and tenant-generated waste

Key topic areas: regulatory overview, including OSHA and EPA regulations • hazard communication and emergency response • asbestos and lead management • office and industrial ergonomics • indoor air quality, air emissions, and pollution control • storage tanks, hazardous waste, and site assessment • audits, record keeping, and legal issues

Start Date: Mondays, March 23rd – May 4th 6:00 PM – 9:00 PM

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

Location: Town Square Tower, 445 Mn Street, Conf. Center off of Lobby skyway



Spring Education Courses



SMT – Boilers, Heating Systems and Applied Mathematics

Boilers, Heating Systems, and Applied Mathematics provides information for you to learn about the critical factors involved in boilers and heating systems. It provides a thorough review of mathematical skills, thermodynamics, and energy sources. You will learn the skills necessary to identify, operate, and maintain boilers, boiler components and pumps, boiler controls, steam heating systems, hydronic heating systems, and warm air and radiant heating systems.

- Upon successful completion of this course, learners will be able to:
- Understand the different boiler types, their components and control systems, and their operation and maintenance
- Recognize, set up, and maintain a reliable and effective heating system
- Calculate ratios, proportions, and percentages
- Convert units of measure

Key topic areas: heating systems operations • mechanical components of heating systems • thermodynamics as applied to heating systems • basic mathematics needed to operate heating systems

State Date: Wednesdays, March 25th – May 6th * 6:00 PM – 9:00 PM

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

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

If you are interested in a class, please contact Denise at the BOMA office 651.291.8888.

BOMA Corner

Updates and Member Changes for Greater Saint Paul BOMA

BOMA Board Openings

The St. Paul BOMA Annual Meeting will be held on April 13th. During this meeting, the new Board of Directors will be elected. If you are interested in serving as a Board Member, representing a Building or Service Partner, please contact Joe Spartz at joe.spartz@bomastpaul.org.

New Members

Ashley Miller
Georgia Pacific
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Rhonda Pape, Co-Editor

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