

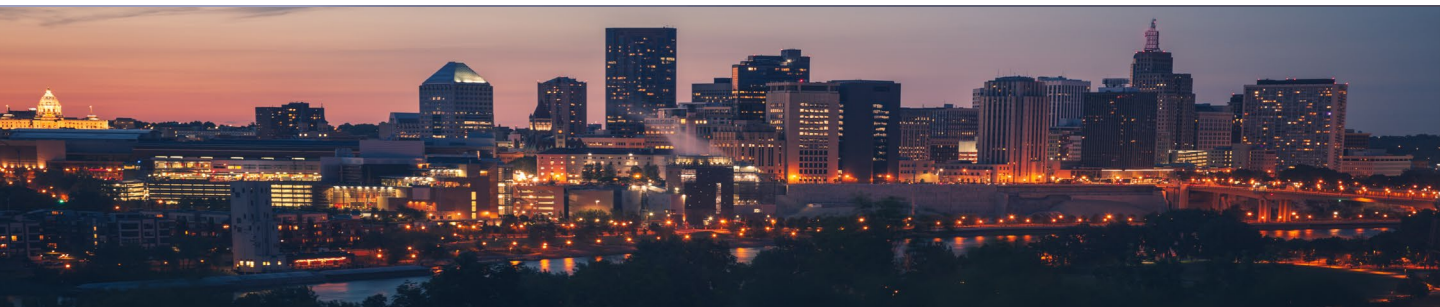


Saint Paul BOMA News

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

October 2020

Vol. 6, No. 10



In This Issue:

- 2020 Market Report Meeting
- Chair's Report
- MN Legislative Update
- "Get Back to Work, Not to Worry" by Eric Walsh of Prescription Landscape, Inc.
- Upcoming Events
- Upcoming Courses
- "Budgeting amidst COVID-19" by Samantha Davis
- September Membership Meeting

Upcoming Events

Trivia Challenge – 10/12
Chair Yoga – 10/16
Market Report Meeting– 10/19
A Strategic Overview of
Commercial Real Estate:
Present & Future – 11/11

Newsletter sponsored by:



2020 Market Report Meeting

St. Paul BOMA will be releasing the 26th edition of the Market Report during our luncheon meeting on October 19th. In addition to the latest updates on the downtown office and residential numbers, our keynote speaker will be **Michael Broder** of Brightline Strategies. Mr. Broder will be unveiling the results of a national study on the impact of COVID-19 on the commercial real estate industry.

We will once again be hosting a Mini Expo. This is an opportunity for vendors who did not get to show at the September meeting. Please email the [vendor registration form](mailto:denise.jenkins@bomastpaul.org) to Denise at denise.jenkins@bomastpaul.org if you're interested.

One Hour CEU has been applied for

Date:

Monday, October 19th, 2020

Time:

11:30 - Mini Expo Opens
12:00 – Lunch Starts
12:30 – 1:30 Program
1:30 - 2:00 Mini Expo

Location:

DoubleTree By Hilton St. Paul Downtown

Cost:

\$45.00 Member Ticket - IN-PERSON
\$60.00 Non-member Ticket - IN-PERSON
\$25.00 Non-member Ticket - ZOOM
\$20.00 Member Ticket - Zoom

[Register](#)

CHAIR'S REPORT – *David Ketcham*



Hello everyone – The leaves on the trees are beginning to turn. It is a great time to be outside in downtown St. Paul. I just wish we had more people coming into downtown to enjoy the views. Alas, the worldwide pandemic keeps us all isolated and will for the foreseeable future.

Many of you have noted my absence from the BOMA in-person meetings. As some of you know, my wife Karin is currently battling cancer and has an extremely compromised immune system. This has meant that our family has needed (and will continue to need) to shelter at home. I don't know how long we will need to maintain a strict quarantine. I cannot wait for her to regain her health and for the whole family to begin venturing away from the house. It has been an extremely challenging time. Luckily, we have been blessed with the amazing support from our friends, family, colleagues and healthcare providers. I look forward to seeing you all soon.

The Board of Directors has been tasked with creating a new Strategic Plan for St. Paul BOMA. We are currently identifying our priorities. This will be followed by planning sessions to identify our challenges within those priorities, develop game plans to help overcome them, and most importantly, reach our goals for the next few years.

Next month, BOMA St. Paul will hold our 2020 Market Report and Mini Expo. **Michael Broder** from Brightline Strategies will be our keynote speaker and I am excited to hear his perspective on the impact of COVID-19 on the commercial real estate industry. It should be a great program and you will have an opportunity to rub elbows with a few of our best service providers. Please take the time to stop and thank them for supporting BOMA and make sure to utilize their services when you have a need.

Unfortunately, BOMA's annual Security Appreciation luncheon in December will be changed due to the pandemic. We will not be meeting in person to thank our security personnel, police officers and fire personnel, but we do intend to provide them with a meal. The plan is to have hot meals that they can pick up and enjoy. We need sponsors for this endeavor. If you are interested, please reach out to Denise at the BOMA Office.

David



MN Legislative Update

With Sonnie Elliott

Things will be quiet until the next special session. However, with a presidential election just around the corner, there's a lot of information to take in on the candidates and ballot issues. Sonnie has provided a visual guide from Faegre Drinker that provides an at-a-glance overview of the state and federal general election. See the following page for more data.

Minnesota General Election Preview



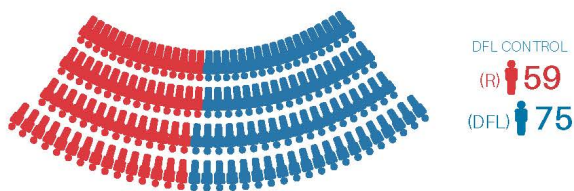
When

General Election
Tuesday, November 3, 2020

Early Voting Begins*
September 18, 2020

* Mail-in ballots must be postmarked on or before November 3, 2020 and must be received by the county by November 10, 2020.

Minnesota House of Representatives



House Speaker Melissa Hortman (DFL - Brooklyn Park) is fighting to keep and expand her 16-seat majority.

17 Open Seats

4 Current GOP Seats where Gov. Walz won in 2018

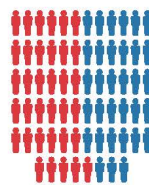
13 Current DFL Seats where Pres. Trump won in 2016

Current Representatives with no GOP/DFL opponent:

- Rep. Heather Edelson (DFL - Edina)
- Rep. Fue Lee (DFL - Minneapolis)
- Rep. Mohamud Noor (DFL - Minneapolis)
- Rep. Gene Pelowski (DFL - Winona)
- Rep. Dean Urdahl (GOP - Grove City)

In races up and down the ballot, there are candidates representing Minnesota's newest parties that achieved "major party status" in the last election: Legal Marijuana Now and Grassroots-Legalize Cannabis. Although it is unlikely any of these candidates will win their races, it could take votes away from the other candidates and shows the emergence of marijuana and cannabis as a legislative issue.

Minnesota Senate



Senate Majority Leader Paul Gazelka (GOP - East Gull Lake) is fighting to keep and expand his 3-seat majority.

6 Open Seats

10 Current GOP Seats where Gov. Walz won in 2018

6 Current DFL Seats where Pres. Trump won in 2016

Current Senators with no DFL opponent:

- Sen. Gary Dahms (GOP - Redwood Falls)
- Sen. Julie Rosen (GOP - Vernon Center)

MN Legislative Update – Cont'd



Other Races on the Minnesota Ballot



President of the United States

President Donald Trump (GOP)

Fmr. Vice President Joe Biden (DFL)



United States Senate

U.S. Sen. Tina Smith (DFL)

Fmr. U.S. Rep. Jason Lewis (GOP)

Minnesota Congressional Districts



District 1

U.S. Rep. Jim Hagedorn (GOP)
Dan Feehan (DFL)

District 2

U.S. Rep. Angie Craig (DFL)
Tyler Kistner (GOP)

District 3

U.S. Rep. Dean Phillips (DFL)
Kendall Qualls (GOP)

District 4

U.S. Rep. Betty McCollum (DFL)
Gene Rehtz (GOP)

District 5

U.S. Rep. Ilhan Omar (DFL)
Lacy Johnson (GOP)

District 6

U.S. Rep. Tom Emmer (GOP)
Tawnja Zahradka (DFL)

District 7

U.S. Rep. Collin Peterson (DFL)
Fmr. Lt. Gov. Michelle Fischbach (GOP)

District 8

U.S. Rep. Pete Stauber (GOP)
Quinn Nystrom (DFL)

Contact Us



Sonnie Elliot
Principal
Faegre Drinker Consulting
+1 612 766 8630
sondra.elliott@faegredrinker.com



Donovan Hurd
Advisor
Faegre Drinker Consulting
+1 612 766 8876
donovan.hurd@faegredrinker.com



Emily Nachtigal
Advisor
Faegre Drinker Consulting
+1 612 766 6852
emily.nachtigal@faegredrinker.com



Tom Freeman
Director
Faegre Drinker Consulting
+1 612 766 8155
thomas.freeman@faegredrinker.com



Dave Johnson
Partner
Faegre Drinker
+1 612 766 7506
david.johnson@faegredrinker.com

Governor Tim Walz (DFL), U.S. Senator Amy Klobuchar (DFL), Attorney General Keith Ellison (DFL), Secretary of State Steve Simon (DFL) and State Auditor Julie Blaha (DFL) are not up for re-election until 2022.



[Click here](#) to visit the Minnesota Secretary of State Elections and Voting information site. You'll find information on:

Registering to vote

Election Day voting

What's on the Ballot

Viewing past election results



Interactive Technology Solutions



info@tierney.com | www.tierney.com | 800.933.7337



Secondary to COVID-19, companies have been asked by the State of Minnesota and CDC to address building, employee and client safety. While guidance was provided, certain challenges are more daunting than others. Facility and property managers (FMs and PMs) are tasked with providing sustainably clean, healthy and safe buildings and are in a scramble to find the needed protocols, supplies and equipment. Some FMs and PMs turned to their janitorial and HVAC supply vendors while others also included their landscape service vendors for an assist in the process. Does that surprise you? Traditional landscape providers offer maintenance services such as mowing, weeding, irrigation services and snow plowing, but a select few offer property cleaning services, which are commonly referred to as “portering”.

Commercial portering offered by landscape companies is considered an essential service in terms of exterior safety and sanitation; services include the removal and disposal of improperly discarded trash, gum, tobacco product, and broken glass, along with waste receptacle management, power washing, lot sweeping and striping, re-lamping parking and walkway areas, and maintaining public courtyards. Unique in this pandemic time, FMs and PMs have been quick to realize how many surfaces WE ALL NEED to touch in order to normally go about our business, and so, facility cleaning and disinfection has taken on a sobering responsibility. In response, Prescription Landscape added environmentally safe cleaning and disinfection products and services to its portering service. Our mobile work crews are now equipped with a combination of dry steam cleaning, a powerful disinfectant and electrostatic liquid-spraying gear, in order to offer businesses and other organizations a safer and eco-friendly means of cleaning and disinfecting vulnerable high-touch surfaces. Since we produce our own disinfectant on-site, we have also been able to fill the gap in the disinfectant supply chain.



Get Back to Work...*Cont'd*

The one-two punch of steam and electrolyzed water is deployed in minutes and is 99% effective against bacteria, fungus and virus, including COVID-19. The system is very useful for congregant areas, vehicle interiors and commonly used high-touch surfaces. Many fire departments and municipalities turned to it early in the pandemic because the process uses minimal liquid, thereby reducing liquid residue; this means that surfaces dry in minutes and, very importantly, it does not need to be wiped off. These qualities also make this system perfect for passenger drop-off and pick-up areas, and similar public spaces. Lastly, the electrostatic sprayers used in the process reduce service time ensuring an affordable solution that keeps work areas safe for staff.

In conclusion, FMs and PMs have been forced to the front line in terms of pandemic response plans, incident reporting, cleaning/disinfection supply management, and so much more. Heading into cold and flu season in Minnesota, we are acutely aware of building and equipment sanitation since the symptoms of these viruses can easily be mistaken for those of COVID-19. The need to foster cooperation between environmental, health, safety and vendor staff has never been more urgent.

Eric Walsh

Vice President of Business Development

Prescription Landscape Inc.

Mobile: 612.369.2993

email: ericwalsh@rxlandscape.com



Call for Articles

Attention Service Providers:

We know you have valuable information that can help Building Members navigate the pandemic! That's why we're having one Service Partner provide useful content every month. We implemented this new feature in August and have received some excellent material. If you are interested in submitting an article for a future edition of the newsletter, please contact Joe Spartz: joe.spartz@bomastpaul.org

Upcoming Events



Trivia Challenge
Monday, October 12
2:00 – 2:30 pm
Free event held via Zoom

[Register](#)

It's finally here! BOMA members will have an opportunity to show off their knowledge about Minnesota, St. Paul, commercial real estate, and BOMA through a 20-minute Zoom Trivia match. Once members start signing up, the BOMA office will put everyone in two teams to battle it out for a prize. As we start forming teams, we'll send a few simple instructions to prepare for the match. So brush up on your game show skills and join in on some fun with your fellow BOMA members! If you are interested in sponsoring this event, please contact the BOMA office.

Save The Date – November 11th Webinar

On November 11th, Henry Chamberlain, BOMA International President and COO, will deliver a Zoom presentation on commercial real estate, providing a strategic perspective of the current and future market. Included on the program will be legislative updates, both local and national, and a recap of the elections. [Register now](#) for this free webinar.

Upcoming Events

Seated Pigeon Pose



Chair Yoga
Friday, October 16
10:00 – 10:45 am
Free event held via Zoom

Register

Sponsored by:



Jessica Rosenberg (pictured above) will be leading sessions of Chair Yoga starting on Friday October 16. Many of us don't pay much attention to yoga, but there are tremendous health benefits which include increased mobility, balance, and flexibility. Think of all the things you can do with improvement in those areas!

According to the Mayo Clinic, "Chair Yoga poses can help people improve their quality of life, lower their blood pressure, improve their sleep patterns and manage depression."

Chair Yoga movements do all of the following:

Release carpal tunnel syndrome, arm, neck, feet, toes, hand finger and shoulder discomfort and stiffness.

Relieve high anxiety levels and stress.

Increase blood circulation by getting fresh O2 to every part of body.

Improve muscle and bone health.

Improve movements and releases chronic pain.

Improve posture and structural alignment.

Increase circulatory and respiratory ability, which offers aerobic, cardiovascular benefits.

Improve concentration.

To learn more about the instructor, check out her website at www.jesrosenberg.com

Winter Educational Classes

Electrical Systems and Illuminations - SMT

Start Date: Wednesday, January 27th, Seven weeks total.

Test Date: Schedule through off site testing facility.

Class Time: 6:00 – 9:00 p.m., Wednesdays

Cost: \$855 for Members, \$955 for Non-Members

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

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 •

Building Design & Maintenance - SMA

Start Date: Monday, January 25th, Seven weeks total.

Test Date: Schedule through off site testing facility.

Class Time: 6:00 – 9:00 p.m., Mondays

Cost: \$975 for Members, \$1,075 for Non-Members

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

Building Design and Maintenance stresses that it is important for all building systems administrators to not only have an intimate knowledge of a facility's systems and components, but also have an understanding of the day-to-day and month-to-month operations that keep a building in good working order. This comprehensive course covers the basics of subjects such as building design and structural systems, foundations, walls, flooring, roofing, and landscaping. In addition, this course provides information about building maintenance and an overview of the types and uses of construction documents.

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 • the reading, scaling, interpretation, care, and use of construction documents



Kraus-Anderson completes upscale 590 Park apartments in St. Paul

*High-design micro units designed for professionals
near State Capitol, Regions and Green Line*

Kraus-Anderson has completed 590 Park Street, 92 units of upscale apartments uniquely designed for professionals in St. Paul. Located on the site of the former Capitol Professional Office Building, the apartments are near the State Capitol, Regions Hospital and the Green Line transit stop at Capitol/Rice St. Station, creating seamless connectivity to downtown St. Paul and Minneapolis.

Owned by Engelsma Limited Partnership and designed by UrbanWorks Architecture, the six-story, \$20 million apartment building offers smaller-sized micro, micro-medium, alcove and one-bedroom units. Amenities also include a lobby lounge and game room, outdoor patio with grilling stations, dog run, fitness center and a private club room and kitchen. Units will feature full-size washer and dryer, solid surface countertops, LVT flooring, stainless steel appliances and smart thermostats.

For more info about Kraus-Anderson and their projects, visit www.krausanderson.com

Certified Manager of
Commercial Properties

CMCP™

Jump-start your career in commercial property management with the Certified Manager of Commercial Properties™ (CMCP™) certification!

<https://www.creci.org/>

CMCP™

Certified Manager of
Commercial Properties

September 14 Membership Meeting



Budgeting amidst COVID-19

BOMA Service Providers shed light on best practices and budgeting

Written by BOMA Marketing & Communications Coordinator Samantha Davis

The COVID-19 pandemic has become so deeply rooted in our lives that it is impossible to escape it. Most of us can barely go a day without using the phrase! For building managers, the pandemic has intensified existing challenges and generated a wealth of new ones. At our last membership meeting, guest speakers **Melissa Hicks from American Security, Jennifer Langfield from ABM, Judy Ring from Xcel Energy, and Kevin Tullis from Master Mechanical** conducted presentations on best practices, energy saving techniques, building budgeting, and more.

Before the speakers took the floor, attendees enjoyed the beautiful views of Harriet Island, networking with some of our service providers, and face-to-face interaction! The September 14th meeting was the first fully in-person meeting since the shutdowns earlier this year. Of course, there were a limited number of attendees and vendors in the Mini-Expo, however, BOMA members still thoroughly enjoyed the event. Though our vendors (featured in the following pages) would have loved to get the typical Expo experience from years past, many appreciated the value of promoting their company to an intimate crowd. At this point, everyone understands the need for social distancing and limited capacity events. I had a chance to chat with the vendors and I loved their enthusiasm and high-energy despite the tough year they've had. A few vendors touched on some of the issues they've faced. The main challenge that building managers have faced across the board is revenue loss. When the lockdowns began in March, their lives were flipped upside-down overnight.

Continued on Next Page

Best practices & budgeting in the time of COVID-19

That's why the information provided by the guest speakers was right on time. Through their presentations, Hicks, Langfield, Ring, and Tullis were able to answer building managers' pressing questions about best practices for building management in the midst of a completely disruptive pandemic. **Judy Ring with Xcel Energy** shared insight on saving energy. She pointed out that despite many buildings being nearly empty or at limited occupancy, energy reduction has not been reduced as much as expected. Less people in buildings means less energy being used, right? Not exactly. Even during the height of the lockdowns, energy levels were reduced by only about 25% in April. Why is that? Ring explained that just because there are less people in buildings, doesn't mean managers can simply switch off the lights. Buildings can't be left dormant otherwise they'll begin to deteriorate. Ring provided solutions through a variety of energy saving techniques such as closing unoccupied spaces, shutting off unnecessary lighting, turning off non-essential electronics and equipment, cleaning air vents, changing filters, and wiping down fixtures. For her full presentation, [click here](#).

Jennifer Langfield of ABM spoke on preparing for re-occupancy and adjusting to the new normal of building operation. She reviewed ABM's EnhancedClean program which is a three-step certified disinfectant process backed by experts. Langfield talked about the main areas of concern for building managers, tenants, and employees: knowing it's safe to return to their building, confidence in the cleanliness of high-touch areas, and overall disinfection of the workspace. ABM provides assurance in these areas through a rigorous cleaning approach that includes pre-opening site assessments, new workforce policies (social distancing, PPE, health screening, etc.), reentry disinfection, site specific evaluations and plans based on occupancy, large area disinfection with electrostatic spray, and more. Langfield provides excellent visuals that you can check out by [clicking here](#).



Continued on Next Page

Best practices & budgeting in the time of COVID-19

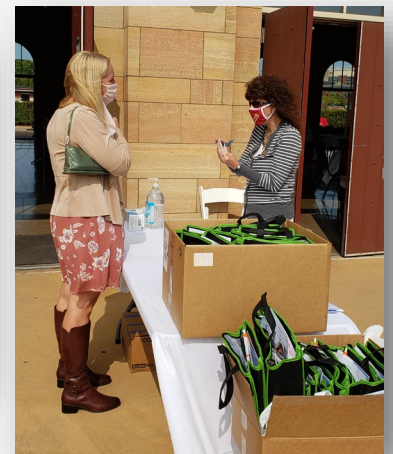
When it comes to the effects of the COVID-19 pandemic on everyday life, people in every industry and walk of life are having difficulty dealing with the shutdowns, isolation, and added stress. People want life to go back to normal but know that it's not safe to do so yet. Though we have no idea when we'll see more of a normal life, **Kevin Tullis of Master Mechanical** shed light on one of the major keys to returning to a pre-COVID lifestyle: Indoor Environmental Quality (IEQ) also known as Indoor Air Quality (IAQ). The Environmental Protection Agency (EPA) named IAQ as one of the top environmental health risks. Indoor air pollution contributes to a plethora of health issues such as lung disease, respiratory infections, asthma and lung cancer. Therefore, with the prevalence of a virus like COVID-19, improved IAQ is critical for the re-opening of businesses and increasing capacity for those already open. Tullis explained that improvements in air circulation are what will reduce disease-causing particles in indoor air. An eye-opening statistic Tullis provided is that the general population spends more than 90% of their time indoors. No wonder there is such a strong correlation between IAQ and long-term health! Tullis continued with a breakdown of IAQ concerns which includes pathogens (viruses and bacteria), particles, odors, mold, and allergens. His presentation delved into concepts and terminology that are above my pay grade, so feel free to [peruse his slideshow](#) if you want to learn more!

Melissa Hicks with American Security provided some information that is at the forefront of issues building managers face, which is saving money in 2021 budgeting. She walked the audience through American Security's Smart Technology Solutions which can create 40%-60% budget savings! Hicks showed us some engaging videos on 24/7 Remote Guarding, which uses a camera system and "voice down" technology to ward off those unwanted troublemakers that building managers have to deal with all too many times. She also shared information on a Panic Button system, Virtual Remote Patrols, and Temperature Scanner. Hicks's overview of these security measures reinforced the importance of building managers being ready for critical events. Unfortunately, we live in a world where we can't put anything past people. Building managers have to be equipped for all types of unexpected incidents. If you want to learn more about the security features, [click here](#) to view the full presentation.

Building managers need as much information as possible to navigate this pandemic, so check out BOMA International's On-Demand Learning Webinar called [Budgeting for a New Normal: What Should You Be Prioritizing?](#)

September 14 Membership Meeting

Greater Saint Paul BOMA held its first fully in-person membership meeting since the onset of the pandemic. It was a beautiful day at Harriet Island Pavilion and members enjoyed connecting face-to-face! Service Providers were able to promote their companies and all attendees received excellent insight into best practices and proper budgeting for 2021.



September 14 Membership Meeting



September 14 Membership Meeting

Shout out to our vendors, we appreciate the valuable information and services you provide!



American Security



24 Restore



Dalsin



G4S



Horizon Roofing

September 14 Membership Meeting

Shout out to our vendors, we appreciate the valuable information and services you provide!



Innovative Masonry



Larson Engineering



Recycle Technologies



S2 Services



SDQ



SwedeBro

September 14 Membership Meeting

Shout out to our vendors, we appreciate the valuable information and services you provide!



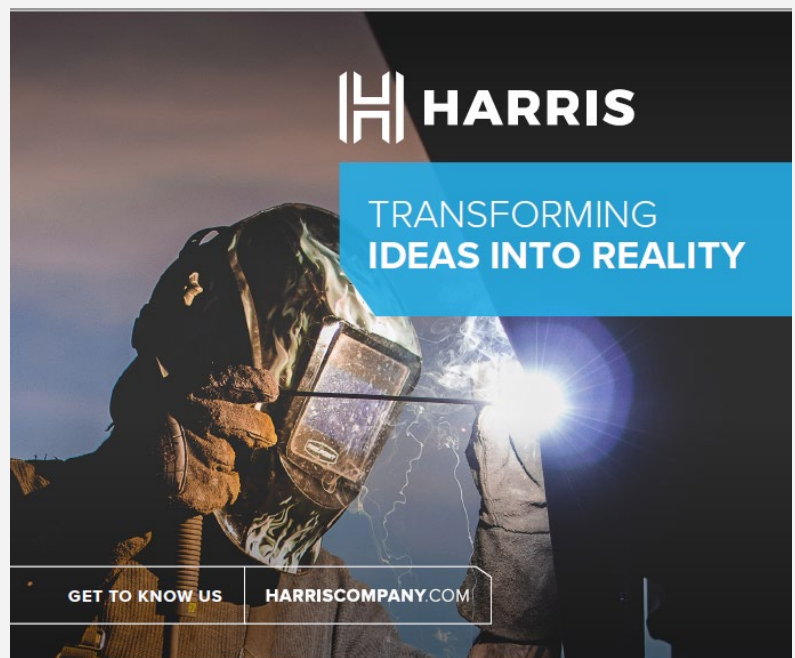
[Inspec](#)



[Brin Glass](#)



[Viking Electric](#)



OFFICERS:

David Ketcham, Chair

Greg Sharpe, Vice Chair

Heide Kempf-Schwarze, Treasurer

DIRECTORS:

Jerry Hersman, Immediate Past Chair

Clint Blaiser

Julio Fesser

Bill Huepenbecker

Jean Krueger

Jordan Roberdeau

STAFF:

Joe Spartz, President

Samantha Davis, Editor

Denise Jenkins, Co-Editor

Rhonda Pape, Co-Editor

Greater Saint Paul BOMAFirst National Bank Building
332 Minnesota Street, W2950

St. Paul, MN 55101

Phone: 651-842-4023

Fax: 651-291-1031

www.bomastpaul.org**New member:****Jerry Jordan****1027 Gemini Road, Eagan, MN 55121****Phone: 651-905-1600****Fax: 651-789-1761****Email: jjordan@mastermechanical.com**

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 October 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.