

Hello February!

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Upcoming Events

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February Membership Meeting – 2/25

Newsletter sponsored by:

Cultivating Diversity & Inclusion: Where Do we Start?

As recent events have highlighted, it is critical for any organization to be cognizant of the demographics of the nation. Advocating for a community that secures equal opportunities and protections for all is a most necessary step. How will your company go about achieving this objective? In February, our industry examines the need to promote and cultivate a diverse commercial real estate workforce at all levels that is a reflection of the communities where they are present. Through talent recruitment, education and training, and content development, leadership focused on industry diversity and inclusion initiatives will ensure a company's long-term success.

Moderator:

Will Titus, Senior Manager Tax Services - RSM US LLP

Presenters:

Jerry Guerrero, Global Director Diversity & Inclusion - Hines
Bradley Borowiec, Vice President - Zeller
Steve Jordan, Director of Human Resources, Ryan Companies US, Inc.

One Hour CEU has been approved

Date:

Thursday, February 4th, 2021

Time:

9:00 am – 10:00 am

Register

Free event held via Zoom

CHAIR'S REPORT – *David Ketcham*



Happy New Year to you all!

The BOMA office move is still scheduled for late February or early March. We are very excited to settle into our new office at Osborn370. As you might have seen, BOMA is attempting to giveaway several of the office furniture pieces that will not fit in our new space. If you have any questions about what is still available, please contact Denise at the BOMA office.

The BOMA International Winter Business meetings took place last week. St. Paul BOMA is currently in the leadership role for the Midwest Northern Region. We hosted our fellow Midwest Northern counterparts in our semi-annual meeting. Brightline Strategies gave a presentation on the effects of the pandemic on commercial real estate. Here are links for the slideshow and a recording of the presentation on Zoom:

[Full slideshow](#)

[Full Zoom presentation](#)

During our last general meeting, there were several questions posed about the homelessness issues in St. Paul. I am pleased to report that several of the encampments have been receiving help and the individuals and families living there been provided with temporary housing. The encampment at the corner of Snelling and I-94 was the most recent success story. Let's hope the City of St. Paul and the agencies that service the unsheltered can continue to make progress in their efforts to eliminate homelessness.

The Nominating Committee is working hard to fill the one Board of Directors spot that will open this spring. Greg Sharpe will be leaving the BOMA Board at the end of his term. If you have any interest in filling a board position, please contact Jerry Hersman or the BOMA office.

David



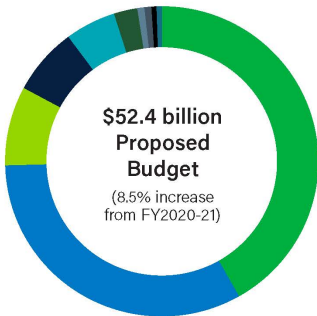
MN Legislative Update

With Sonnie Elliott

Sonnie has shared a visual guide from Faegre Drinker that provides an at-a-glance overview of the Governor’s Budget Proposal.



Governor’s Budget Proposal (FY 2022-2023)



- E-12 Education \$21,257 M
- Health & Human Services \$16,674 M
- Property Tax Aids and Credits \$4,200 M
- Higher Education \$3,556 M
- Public Safety \$2,655 M
- State Government \$1,233 M
- Jobs & Economic Development \$374 M
- Environment \$364 M
- Transportation \$266 M
- Agriculture & Housing \$262 M

Upcoming Dates

- End of February**
February Budget Forecast
- March 12, 2021**
1st Committee Deadline
- March 19, 2021**
2nd Committee Deadline
- April 9, 2021**
3rd Committee Deadline

Contact Us



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Budget Highlights

Education

- \$79.5 million increase in Fiscal Year 2021 and \$662.2 million increase for education in FY 2022-23
- \$301 million increase for a 1% boost on the general education per pupil formula in FY 2022 and 2.5% in FY 2023

Health & Human Services

- Includes several Blue Ribbon Commission on Health and Human Services cost saving measures
- \$750 one-time payment for families in the Minnesota Family Investment Program

Jobs & Economic Development

- \$11.4 million and applying a 0.6% employer premium rate to employee wages for the creation of a statewide Family and Medical Leave Program administered by DEED
- \$50 million increase to expand broadband access
- \$50 million one-time funding in forgivable loan programs for small businesses

Tax Increases & Other Changes

- Raises \$1.636 billion in new revenue for FY 2022-23
- Creates a fifth-tier income tax bracket for couples earning more than \$1 million (\$500,000 for single-filer) at a 10.85% rate
- Increases corporate franchise tax rate by 1.45%
- Imposes an additional 4% on capital gains over \$1 million
- Expands the Working Family Tax Credit
- Enlarges first-tier income tax bracket by expanding the income threshold to under \$42,800



Renew your BOMA Membership!

The dues for the 2021 membership were sent out in early December. If you have misplaced your invoice and need a new one, please contact Denise at 651.291.8888. We greatly appreciate all of our members and look forward to great things in the coming year!

Call for Articles

Every month, we feature an article written by one of our service provider members and we are continuing to receive excellent submissions. This month's article about landscaping on a COVID budget (which you'll see in the pages ahead) was provided by Reliable Property Services. If you are interested in submitting an article for a future edition of the newsletter, please contact Samantha Davis:

stpaulboma@bomastpaul.org



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*Brian Pearson
Founder & President of Kraft Mechanical*

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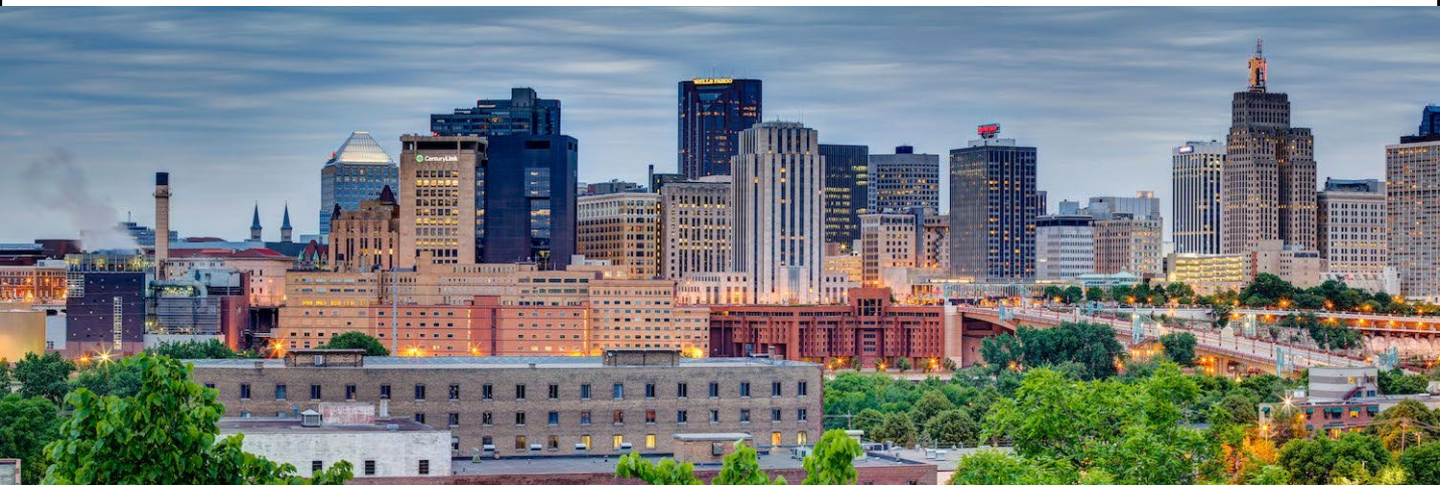
Contact Kraft Mechanical today to learn more.

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Thank you, St. Paul Police!

For a variety of social and political reasons, our country is facing an increasing period of civil unrest. This unstable climate has left the business and commercial real estate communities on edge not knowing if and when there might be a flare-up in violence. During these troubling times, St. Paul BOMA would like to express our gratitude for the incredible work being performed by the Saint Paul Police Department. Under the leadership of Police Chief Todd Axtell, they have risen to the challenge. BOMA appreciates the superb public safety service they deliver, not just when there is a crisis, but day-in and day-out. Thanks SPPD. You rock!



Heads up to St. Paul BOMA buildings. A new survey has been emailed to you to measure the level of occupancy in office buildings. With vaccines starting to be distributed, we want to track on a quarterly basis any change in occupancy levels among building members. As more tenants and employees return to the office, we want to have a tool to track this change. The survey will be brief and anonymous, so we are hoping for strong participation. BOMA will report the results to you.



loading...

BOMA is getting a new website!

St. Paul BOMA wanted a new Association Management Software (AMS), and they asked SOULO to help identify the best solution. AMS systems typically host the association website, manage events, and facilitate communication, among many other internal and member-facing tasks. There's a plethora of AMS systems available, offering a wide range of capabilities. This made it important to identify what BOMA needed from their AMS. We first met with the management team of St. Paul BOMA to identify the "must haves," "want to haves," and the "avoids." Then we started our research.

We used local and national BOMA recommendations to identify four finalists based on features, reviews, and user ratings. Then we dug deeper into those four AMS offerings, using demos, product documentation, and customer service inquiries. Our findings were consolidated in an easy-to-read chart, along with our top two recommendations. We presented these findings to the St. Paul BOMA management team and gave our final recommendation for AMS software that best suits BOMA and member needs.

As part of the final step in the evaluation process, BOMA would like to hear your thoughts regarding ideas you may have on an improved BOMA website experience. If you have any feedback or suggestions on what you would like to see in a new BOMA website, send an email to Joe Spartz at joe.spartz@bomastpaul.org or Denise Jenkins @ denise.jenkins@bomastpaul.org.



Upcoming Events



Trivia Challenge

The next match will take place on Wednesday, February 10 from 1:30 – 2:00 pm. **If you're interested in joining a team, send an email to Samantha Davis at stpaulboma@bomastpaul.org.**

If you'd prefer not to compete and just want to watch, [click here](#) to register so you can get the Zoom link!

Special thanks to:



INNOVATIVE
MASONRY
RESTORATION, LLC

We appreciate you sponsoring this Trivia Challenge match!

BOMA's Hidden Gems



In our last newsletter, we introduced our concept of a series of virtual events called **BOMA's Hidden Gems**, that will allow members to share their talents, expertise, and life experiences through informal discussions, presentations, demos, slideshows, and more. As much as we all want to resume normal life and in-person events, the reality is that we'll have to continue operating on a mostly virtual basis for several more months. Therefore, we want to give our members opportunities to engage more authentically in the meantime.

We're excited to announce that our first presenter has come forward and will host her event later this month! See the next page to meet our first featured member in this series.



Introducing:

Low Sodium & Heart Healthy Eating with Kristen Beckman



&



Curious how to lower the sodium in your diet? Learn all about eating healthier with tasty low sodium facts and recipes.

Join us for a fun and informative presentation!



Friday, February 19
1:30 – 2:00 pm
Free event held via Zoom

Kristen will share the amazing story of how she became inspired to pursue a healthier diet, provide several recipes, and ask attendees questions along the way. And if you have any burning questions yourself, there will be a short Q&A afterward!

Register

Click the icon to follow Kristen Beckman on Instagram and get a sneak peek of her recipes before the event.



Would you like to hold an event as part of the BOMA's Hidden Gems series? Send an email to Samantha at stpaulboma@bomastpaul.org to find out more about how this works.

Membership Meeting



Given the turbulence at our nation's Capitol in the last month, the unrest following George Floyd's death, the ongoing division in our country and the upcoming Derek Chauvin trial, we are turning our eyes towards security and safety in Saint Paul.

Join us to learn what plans are in place to protect Saint Paul as we prepare for the trials and future unrest and how the private and public sectors can work collaboratively and proactively. Representatives from Saint Paul Police, Minnesota State Patrol and others will help inform members on what to expect as we refine plans for the properties we manage.

We will also hear from Downtown Alliance President, **Joe Spencer** along with SPDA's newly hired Director of Safety Strategies, **John Bandemer**. They will provide an update on the DID and how the Safety Communications Center will be another resource to enhance the security of downtown, and the expansion of the Safety Ambassadors and how their program plays a critical role in the security and vitality of downtown and across Saint Paul.

Date:
Thursday, February 25th

Time:
11:45 - Introductions
12:00 – 1:30 PM – Program

Location:
ZOOM

Cost:
\$30.00 member registration
\$40.00 non-member

Register by [clicking here](#)

1.5 hours of CEU have been applied for

Please note St. Paul BOMA will continue to deliver programming that will provide real estate professionals with continuing education credits.

Spring Educational Classes

Air Handling, Water Treatment & Plumbing Systems – SMT

Start Date: Wednesday, March 24th, 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

Air Handling, Water Treatment, and Plumbing Systems is about understanding air-handling systems, water systems, plumbing systems, and fire protection systems. Specifically, the chapters in this text address human comfort, ductwork, air-handling units, and indoor air quality. They also discuss the basics of water system problems, water testing, and typical treatment options. The course concludes with a discussion of the psychrometric chart.

Key topic areas: HVAC systems • air cleaning devices • indoor air quality • water conditioning and treatment • plumbing • fire protection and alarm system

Facilities Planning and Project Management – FMA

Start Date: Monday, March 22nd, 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

Facilities Planning and Project Management stresses that technical skills are important, but strategy, leadership, and direction will contribute more to the success of your facilities projects than logistical prowess. You will learn to develop strategic facilities plans, plan facilities projects, and effectively implement and evaluate projects.

You will also understand the why and the how of communicating with those employees directly affected by facilities projects, and integrating them into the strategic process. To accomplish this, and to communicate with architects, designers, and general contractors, you will learn the basic symbols and tools you will need to read architectural drawings. The set of drawings included with this coursebook will be used in the course, relating course key concepts to the master case study, a facilities project for a hypothetical company, which is presented throughout the course.

Key topic areas: the value of planning and organizing • planning models • identifying and rating user needs • owned vs. leased developed facilities • managing the planning process • classifying facilities projects • specifications for facilities performance • design development and review • implementing projects • planning occupancy • project closeout

If you're interested in signing up for a class, contact the BOMA office at 651-291-8888 or office@bomasaintpaul.org

January Membership Meeting: A look at the future of St. Paul's Midway Neighborhood with Chad Kulas and B Kyle

Written by BOMA Marketing & Communications Coordinator Samantha Davis

The new year kicked off with an excellent presentation on the future of St. Paul and the Midway neighborhood from Chad Kulas of the Midway Chamber of Commerce and B Kyle with the St. Paul Area Chamber. Before diving into specifics, Chad reminded the audience of what defines the Midway community. As it turns out, the most common question he gets is, "What exactly is the Midway?"



Chad explained that it's a small neighborhood at the midpoint between downtown St. Paul and downtown Minneapolis. The area started off with street cars along University Avenue and eventually transitioned to auto dealerships. Fast forward to today and they have a train system again connecting to much of the Twin Cities.

Fun fact: The Midway street cars were sold off in the 1950s and are still in use in South America

Stadiums are also a major defining component of the Midway area. Allianz Field now occupies a spot near the original Saints Stadium location. The community leadership is hoping that residents are able to enjoy some game day outings in 2021!

Another notable characteristic of the Midway is its diversity. The area has long been known to welcome immigrants from a variety of backgrounds. The cuisine along University Avenue is arguably the most diverse in the state. A must-see establishment according to Chad is the [HmongTown marketplace](#) where you'll experience South East Asian culture at its finest



The Metro Transit light rail creates a more streamlined commute between Minneapolis and St. Paul



St. Paul and the Midway... *Cont'd*

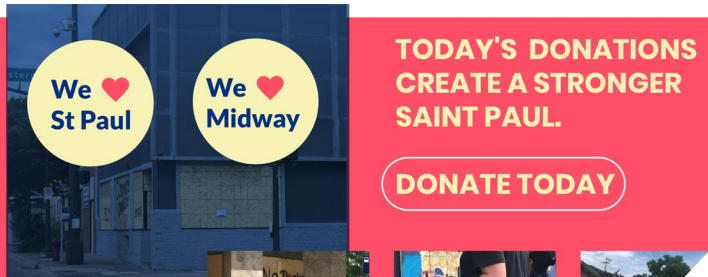
After highlighting some of the appealing aspects of the Midway, Chad moved into a timeline of the year that was: 2020. As he mentioned, the year began just like any other with all events, businesses, and regular daily life in full swing. Then, of course, came March and the extreme disruptions of the pandemic. Chad discussed the abrupt changes that occurred in the Midway such as the transition from in-person to virtual, which every community has endured. Restaurants, for example, had to operate exclusively on a take-out basis, eliminating the fun atmosphere of dining in (can you imagine how much additional plastic waste has been generated as a result?). Though a tough transition, many restaurants were able to stay above water since many of us like the convenience of takeout anyway. There are a plethora of challenges that we are all too familiar with, therefore, Chad didn't dwell on the new problems COVID-19 created. He moved into a discussion on the next major catastrophe of 2020 that sprang up in the Twin Cities and quickly drew an international response.

The death of George Floyd at the hands of a police officer on May 25, 2020 sent Minneapolis spiraling into a nightmarish frenzy of vandalism, looting, and burning. The city was literally on fire. And the violence made its way into St. Paul, wreaking havoc on the Midway community, as Chad pointed out. On May 22, he had spoken to a gentleman named Solomon, the owner of a restaurant, Bolé Ethiopian Cuisine, that was about to open. Solomon was ecstatic and invited Chad to be the first to try out his menu. Exactly one week later, Solomon's establishment was in shambles due to the civil unrest. This is one specific example that conveys the devastation that businesses in the Midway faced. The mending of the community was a slow process. However, the community came together in a profound way, with an overwhelming number of residents taking to the streets to help clear the rubble. ***(Continued on the next page)***



St. Paul and the Midway... *Cont'd*

As the recovery process continued, various companies such as [McGough](#), [Anderson](#), and [Mortensen](#) came forward to support the cleanup and rebuilding efforts. Chad and B Kyle wondered what they could do to help, so they got on the phone together with Joe Spencer of the Downtown Alliance. The three put their heads together and came up with the idea of building a fund to help the businesses that had been damaged.



The fund, called We ❤️ St. Paul and We ❤️ Midway, made a substantial impact on the community recovery. Several other funds were generated such as the Asian Economic Development Association, the African Economic Solutions, and Midway United

So now what does the future hold for the Midway area?

Approximately 115 businesses were damaged in some form, some of which have reopened. The businesses that haven't reopened have plans in the making to get back up and running. The restaurant owner previously mentioned, Solomon, is going to reopen Bolé Ethiopian Cuisine near the State Fairgrounds around the middle of this month. Another store, Lloyd's Pharmacy (possibly the longest running in St. Paul) was completely burned down but is on the rise again. The Midway Shopping Center is still standing but has been deemed unusable. Other companies and restaurants are working through relocation plans.

Despite the catastrophic scope of damage, there will still be a notable amount of development activity in the Midway area. For example, many of the construction projects, such as new apartment complexes, are set to continue in 2021. The St. Paul Area Chamber and Midway Chamber of Commerce provided businesses with roughly \$900,000 in grants. Our very own BOMA members stepped up and gave sizeable donations! This all goes to show how courage, resilience, and compassion can turn a devastating situation around. When tragedy occurs, people always rise to the challenge! You can always keep up with current events and developments in the Midway area by visiting www.midwaychamber.com, www.stpaulchamber.com, and the [Midway page of Visit St. Paul](#).



Landscaping Improvements on a COVID Budget

Remember the last time you met up with your best friends from school to enjoy happy hour on a patio? I know – you may have to search far into your memory bank for a memory like that after COVID. You ordered your favorite cocktail, which came in a swanky glass with crystal clear rocks, and it was so refreshing. You had amazing appetizers and the laughs were in full swing. As the evening continued, you couldn't help but admire the most tranquil patio surrounded by the best manicured outdoor green space you've seen in a long time with lush seasonal plantings and pots.

Fast forward to today. You're on-site at a property that you manage to meet with a vendor. You walk into the lobby and pull out your phone to check emails as you wait for the vendor to arrive. You peek out the window into the parking lot to see if they've arrived and your eyes are drawn to the drab look of the landscape at the entry. You're instantly taken back to the outdoor patio from that happy hour with your friends and wonder "why can't this property look more like the patio did at the restaurant? We just don't have the budget after the financial hardships of COVID to make many improvements." With the decline in tenancy and delinquency balances, the majority of properties are facing the same challenge this season: "How can we improve curb appeal without breaking the bank?"

The following pages outline several items to consider implementing this season to improve your curb appeal and still stay within budget.



Reliable

PROPERTY SERVICES

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Continued on Next Page

Landscaping Improvements on a COVID Budget... *Cont'd*

Mulch

Mulch is one of the first things we see – or don't see in many cases. When we walk through a main entry or into a lobby repeatedly, we become accustomed to how the landscape near the entry looks. We've lost that first impression vision that our tenants and guests experience.

Budget Saving Option

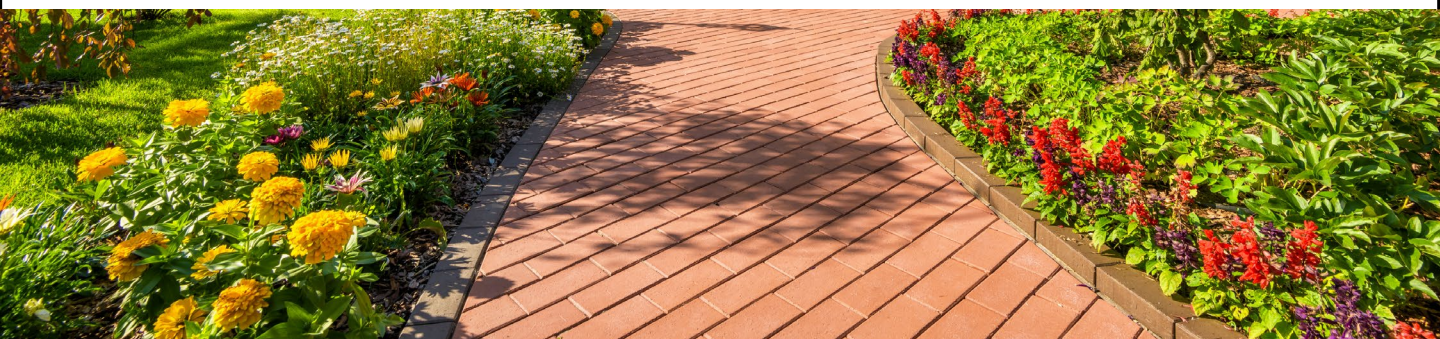
If you have ten points of entry into a property, but only four are heavily used (the main lobby, staff entrance, an entrance from a parking lot and an employee patio) ask for an estimate to refresh the mulch at those four entries this year vs. all ten. Next season refresh the remaining six entries.

Seasonal Color

Like mulch, seasonal colors and/or pots can add stunning curb appeal. Often flowers are added to drives, monuments, and entries and are part of your annual to-do list. The colors create a vibrant sense of welcoming for individuals visiting the property.

Budget Saving Options

- Talk with your landscape partner and ask if there are other flowers you could consider installing this season that would cost less. There are many flowering options and being open to the type of flower can set you up for a large savings.
- Contemplate seasonal pots. Are there large pots you can add to a lobby entrance that are at eye level with pedestrians taking their focal point from ground level up and into the lobby? Many landscape partners can design existing pots on-site or bring in planters that you can continue to update as the weather changes. Winter spruce tip pots with a holiday feel are an excellent way to dress up a snowy drab entrance in the winter months.



Landscaping Improvements on a COVID Budget... *Cont'd*

Replace Dead Shrubs

It's Minnesota. Shrubs die every season due to the elements or because they've run their life cycle. Dead or dying shrubs are also one of the more common complaints of tenants.

Budget Saving Options

- When you've received your spring inspection notes from your landscape partner, they should provide you with an estimate to replace any dead shrubs. If the budget won't allow for replacements this season, consider two other possibilities:
- At a minimum, remove the dead shrubs. While removing and not replacing will leave a void, it removes the eyesore and allows other shrubs the opportunity to grow fuller. Do keep detailed notes of what needs to be replaced the following season though to refer to during budget season.
- Consider replacing with less expensive ornamental grasses or an alternate shrub. Talk with your landscape partner – they would love to review plant options with you. They'll be able to recommend options if you can share an ideal budget with them.

Irrigation

No – I'm not suggesting you stop irrigating, but what if you take a different approach to watering and cutting turf with the help of your landscape partner? Does your green space have wide open areas of grass? Most of the turf/grass in Minnesota is cool season turf. That means it thrives and looks its best when its roots can dive deep into the soil and it's maintained at a mowing height of three to four inches. The ideal root structure is only able to establish well when the grass is not provided with an abundance of water – so you may be better off dialing back on irrigation.



Landscaping Improvements on a COVID Budget... *Cont'd*

Budget Saving Option

Imagine your campus has thirty irrigation zones. Seven of those are large turf areas that are programed to be watered for thirty minutes every other day. You and your landscape partner meet and decide to cut those watering times down to twenty minutes and adjust the mowing height to three inches. Over the course of the watering season, you've now eliminated approximately thirteen hours of watering. That doesn't sound like a lot, BUT it is. It's the equivalence of 136,500 gallons or 3,250 full bathtubs of water you're saving per season – and 3,250 tubs of water is significant! On average, this reduction in water usage can save \$5,500+ over the course of the watering season.

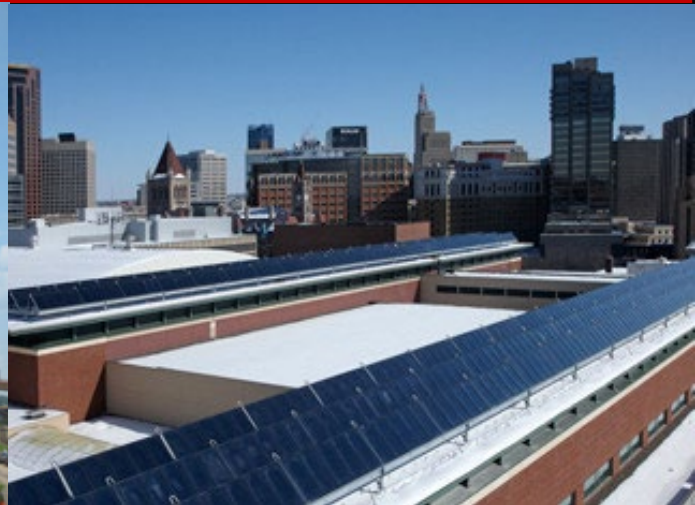
While all of these tips will help you improve your curb appeal without stretching the budget too far the most important tip I can offer is for you to partner with a landscape provider who gives you the warm fuzzies. If you've had your current partner for several seasons and you feel like you're not receiving the level of service you expect, talk to them and let them know your expectations, outline a "must do better" list and keep the lines of communication open. If you don't see results after your conversation, perhaps it's time to find a partner who will better meet your property's needs.

Article provided by:



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District Energy 2020 Annual Report



DISTRICT ENERGY
ST. PAUL™

While balancing the demands of complex challenges in 2020, the District Energy team prioritized continued service to their customers and the safety of their people. [Click here](#) to read the 2020 Annual Report Learn more about their work in the Saint Paul community.

“While many of us would prefer to forget 2020, I can’t help but reflect positively on the building owners and managers of St. Paul and their incredible response to the pandemic. . . .”

Joe Spartz

President
Greater Saint Paul BOMA



District Energy St. Paul
2020 Annual Report

Growing Orthopedic Provider Expanding into South Suburb



MINNEAPOLIS (Monday, January 11, 2021) – One of Minnesota's leading specialty care providers, [Summit Orthopedics](#), is expanding its south metro footprint. Summit is in the planning and development stages to open another state-of-the-art orthopedic care clinic, this time in the city of Lakeville. The undeveloped site just off I-35 and Kenwood Trail was strategically chosen by Summit's leadership team with help from [Excelsior Advisory](#), a local real estate consulting firm. A commercial boom in recent years has been driving residential growth in the area, which has created a demand for specialty care clinics to support the rapidly expanding community.

Base building construction for the clinic is scheduled to start in just a few months, mid to late spring 2021. Summit Orthopedics is expecting to treat their first patients in the new Lakeville clinic in January of 2022.

About MSP Commercial

At [MSP Commercial](#), we provide healthcare real estate expertise to providers throughout the Twin Cities, including ground-up medical office development, project management, and property management.

Healthcare is our specialty. The proof is in the numbers: 93% of our portfolio is healthcare environments. We currently manage over 1.3 million square feet of healthcare environments. Our qualified and certified team of real estate professionals have 100+ years of experience in healthcare environments. We provide 24/7 support to our clients so they can focus on their clinics, their staff, and their patients.

Contact us at mspcommercial.com or on [Facebook](#), [Twitter](#) or [LinkedIn](#).

BOMA Corner

St. Paul BOMA wishes to extend their deepest condolences to BOMA staff member Samantha Davis on the passing of her mother Kimberly Schreck Davis. Kim passed away from cancer on January 10th and leaves behind 5 children.



A GoFundMe campaign has been set up to help with medical, funeral, and living expenses. [Kimberly Schreck Davis : Fight for Life \(gofundme.com\)](https://www.gofundme.com/Kimberly-Schreck-Davis-Fight-for-Life)

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www.bomastpaul.org**New members:***Serving the PHCC Professionals***John Fleitman****Office: 763-225-8380****Cell: 952-292-8380****Email: jfleitman@wh2only.com**www.wh2only.com**DNR Building****500 Lafayette Road North****445 Minnesota Street, Suite 200****Saint Paul, MN 55101****952-897-7734****Email: Julie.perteet@colliers.com**

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