



Saint Paul BOMA News

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

January 2021

Vol. 7, No. 1

Happy New Year!

2021

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Upcoming Events

January Membership Meeting – 1/11 from 12:30 – 1:30 pm
Trivia Challenge – 1/20 from 1:30 – 2:00 pm

Newsletter sponsored by:



January Membership Meeting

First came the pandemic that forced many small businesses in St. Paul's Midway to temporarily close in March. Then, as many were preparing to open again in June, civil unrest following George Floyd's death brought damage and destruction to Midway businesses that have been there for decades. What does the future hold as the community pulls together to "rebuild" the Midway?

What was the scope of damage during the civil unrest and what has been the impact on development plans in the Midway? How has COVID-19 affected the Midway community and what public and private investments are in place to rebuild? Looking at St. Paul as a whole, how has the combination of the pandemic and civil unrest impacted attracting/keeping businesses in St. Paul and what is the perception of safety in our city? Join us as **Chad Kulas of the Midway Chamber** and **B. Kyle of the Saint Paul Chamber** tackle these questions and discuss the upcoming challenges for the area.

One Hour CEU has been approved

Date:

Monday, January 11th, 2021

Time:

12:30 – 1:30 pm

Location: Zoom

Cost:

\$20.00 Member Ticket
\$25.00 Non-member Ticket

Register

CHAIR'S REPORT – *David Ketcham*



Happy New Year! I cannot express how glad I am to put 2020 in my rearview mirror.

Now that we've entered 2021, let's focus on all that St. Paul BOMA has to celebrate.

First off, Greater St. Paul BOMA is not immune to the financial strains the pandemic has caused. However, due to the responsible financial management of our staff and board of directors, our organization exited the year 2020 with a strong financial statement. A special thanks to Joe Spartz for his diligent financial management and Heide Kempf-Schwarz, our Board Treasurer, for her leadership.

Secondly, 2021 is a landmark year for our organization. This will be the 50th anniversary of Greater St. Paul BOMA and we plan to celebrate accordingly! Over the course of the next twelve months, we will celebrate the past and build toward the future. We have lots of fun and informative things planned. Stay tuned.

One of the biggest changes will come when BOMA moves our offices to Osborn370. The decision was difficult due to the incredible office spaces that were made available to us by our member buildings. Osborn370 is a wonderful facility and we look forward to a bright future there.

Over the course of the last six months, the staff and board have been working to strengthen our organization through strategic planning. We will be taking steps in 2021 to increase our membership and provide stronger growth and retention of our members. BOMA is dedicated to providing value to each and every member. As such, we will be making some substantial changes to our committee structures and responsibilities. There will be plenty of opportunities for each of you to volunteer and contribute your leadership to the organization.

This last year was difficult for all of us. My wish for all of you is that 2021 will be such a great year, that we will forget all about the trials and tribulations of 2020. Thank you for being a member of St. Paul BOMA.

David



MN Legislative Update

With Sonnie Elliott

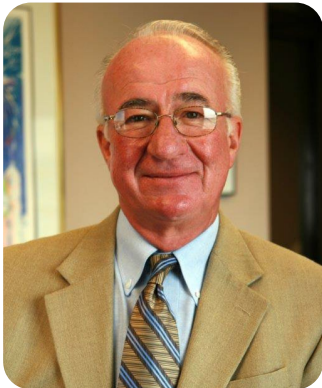
On January 5, 2021 the Minnesota Legislature will commence the 92nd legislative session. The most important issue of the upcoming session will be establishing a budget for the state by July 1, 2021 for the biennium FY2022-23. During odd numbered years, the legislature is required to pass a balanced budget for the upcoming biennium. There is a projected deficit of \$1.3 billion for those years.

The November forecast projected a \$635 million budget surplus for the remainder of FY 2020-21 biennium. Of that surplus, \$241 million was appropriated during the last special session, on Monday, December 14th as a COVID relief package.

Governor Walz must release a proposed budget to the legislature by January 26th, 2021. This will provide context for both the House and Senate in developing their budgets.

Both the House and Senate have been energized by the improved fall budget forecast. They differ on approach to addressing the budgetary issues that remain. The House DFL majority has indicated helping those most affected by COVID19 as a priority and potential tax increases to address the deficit. The GOP have indicated tax increases are off the table. They prefer tax relief and reopening businesses to spur the economy.

The legislature must adjourn by May 17, 2021. It is hopeful they find an agreement and pass a new budget for the State of Minnesota within that timeframe. If they are unable to find compromise and pass a budget by then, Minnesota would be forced into a special session or risk a government shutdown starting July 1st.



Bill Buth

50th Anniversary Celebration

Greater Saint Paul BOMA is excited to be celebrating its 50th Anniversary during 2021. As part of this celebration, we'll be visiting with Bill Buth, BOMA's original President, and noted historian of the organization's lore. Joe Spartz caught up with Bill in December.

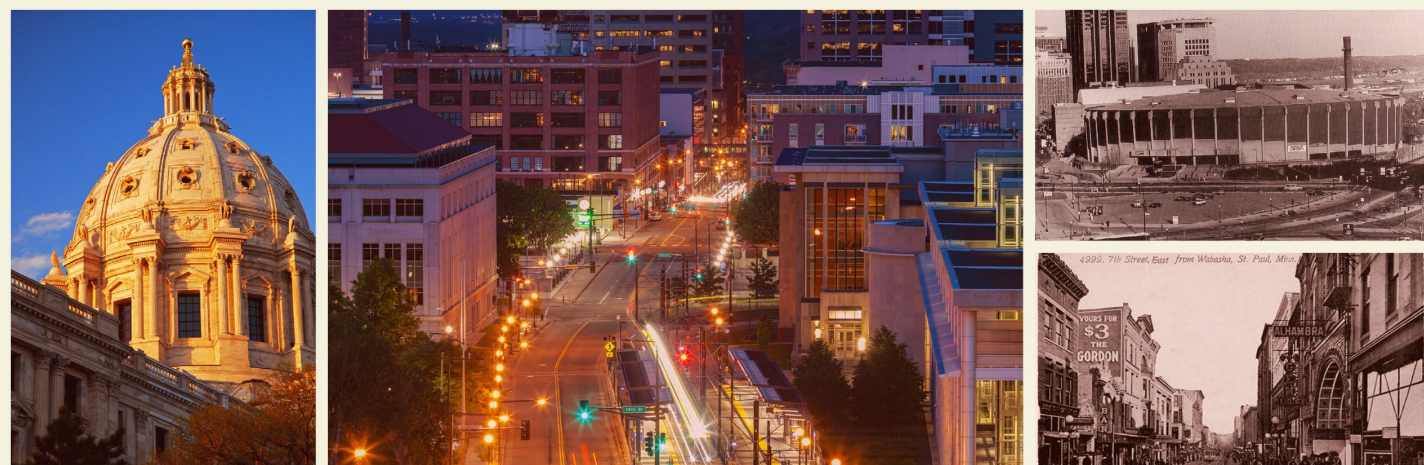
Spartz: Hey Bill. Thanks for taking the time to share with me your memories of St. Paul BOMA. I want to talk with you for a few minutes about the very early years of the association. St. Paul BOMA was founded in 1971. When did you start working with the organization?

Buth: I started with St. Paul BOMA in 1974. For the first few years, they had a part time person running the association. In 1974, the BOMA Board felt it was time to hire a full time Executive Director.

Spartz: How did that process work?

Buth: The hiring process was run by Gene Rancone, board member and owner of the Northern Federal Building, circa 1973, which was eventually renamed, Ecolab University. While I didn't have commercial real estate experience, the board had faith that I could get the job done, so he hired me. I had no job description and a sparse office in Rancone's new building. I had a desk, a chair, a typewriter and phone, and that was it.

Continued on Next Page



Spartz: Do you know what was the motivation to establish St. Paul BOMA in 1971?

Buth: Downtown St. Paul was changing, and commercial building owners weren't being heard. They needed a voice. Buildings felt that by creating a BOMA affiliate in St. Paul, this would help them to have an advocate for their interests.

Spartz: What did the membership look like in those early years?

Buth: It was all downtown buildings. There were 5 buildings in 1974. The first Service Providers came on in 1985.

Spartz: What were some key accomplishments in the first decade or so?

Buth: We had some real solid initiatives. Probably the biggest was helping to create a new energy system in downtown St Paul to replace the N.S.P hot water system. Watt Davidson, owner of the Pioneer Midwest Endicott Building, came to me to encourage BOMA to help make this a reality. BOMA also worked to get SPPD patrolling the skyways. We led the effort to get AEDs installed (Automated External Defibrillator). And we also pushed for skyways to have automated door openers to help disabled individuals.

Watch for more conversations with Bill Buth in upcoming 2021 newsletters as we continue to look back on BOMA's history over the past 50 years.

BOMA Reorganizes Committees to Support Goals



BIG THINGS COMING!

In order to support the new strategic goals that have been approved by the St. Paul BOMA Board of Directors (refer back to Chair's Report), the BOMA office is reorganizing some of the association committees. The Education Committee will become the Membership Committee and will have three primary functions:

- **Member recruitment and retention, with a special emphasis on attracting Building Members.**
- **Programming, which will include membership meetings, seminars, and events, such as the tradeshow and BOMA and a Brew.**
- **Membership value enhancement.**

The former Special Events Committee will become the Member Engagement Team. This group will take a strategic focus on how to get members more involved in St. Paul BOMA.

If you are interested in volunteering for either the Membership Committee or the Member Engagement Team, or to learn more about this new initiative, contact Joe Spartz at joe.spartz@bomastpaul.org.

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First Responders Appreciation Lunch

Greater Saint Paul BOMA's annual First Responders Appreciation Lunch on Wednesday, December 9 was a huge success despite the limitations of COVID-19! While we missed our traditional celebration of the St. Paul Police Department, Fire, Metro Transit, and Sheriff's office, we are so thrilled we were still able to show first responders our gratitude. It was a surprisingly beautiful day for December, and we were able to serve over 60 hot meals to the first responders who came through.



***Thank you TST Catering for
providing the excellent meals!***



First Responders Appreciation Lunch



Shout out to ServiceMaster for helping distribute the meals!



From left to right: Maurice Wilhelm, Kurt Kelly, Stacy Hohertz (Administrative Deputy Chief of the Saint Paul Fire Department) and Mike Soukup



First Responders Appreciation Lunch



President Joe Spartz in action!



**Rhonda Pape, GSP BOMA
Program Director and Owner of
TST Catering**



**Stacy Hohertz and GSP BOMA
Member Services Director Denise
Jenkins (Right)**



First Responders Appreciation Lunch

Assembling the meals and gift bags!



First Responders Spotlights



Celeste Sawyers – Saint Paul Fire Department. Fun fact: She can do lunges with a fire hose draped over her shoulder. Okay, she *is* a firefighter but that's still impressive! [Click here](#) to see what we're talking about.



Sarah Reasoner - Finished 5th Place in the World's Strongest Firefighter Competition. She was the only woman in the competition and Arnold Schwarzenegger was cheering her on from the sidelines! [Click here](#) to read more.



Officer Princewill Agbara

"The most rewarding part of being a first responder for me is the ability to help others when in need. In this profession, we have the ability to help others and make a positive contribution in others' lives and that's why I do this job." - **Officer Agbara**

First Responders Spotlights



“As a fire and EMS responder you are the first call for help to solve another person’s problem. The problems at times are large and complex and others are relatively small and easy to fix, but either situation brings a level of satisfaction that is not matched in many other professions. Knowing that you have made a difference in someone else’s life is very fulfilling.”

– **Stacy Hohertz, Administrative Deputy Chief, St. Paul Fire Department**

“The most rewarding part of being a police officer is having the opportunity to elevate people to a better place when they feel hopeless. Sometimes that police contact is the only personal connection they’ll have. The trusted relationship built between the citizens of St. Paul and their police department allows us to partner with other community entities and pull together the resources to make a real difference for those in need of support.”

– **Jesse Mollner, Commander, St. Paul Police Department**



First Responders Appreciation Lunch



Officer Reginek



Rhonda, Owner of TST Catering



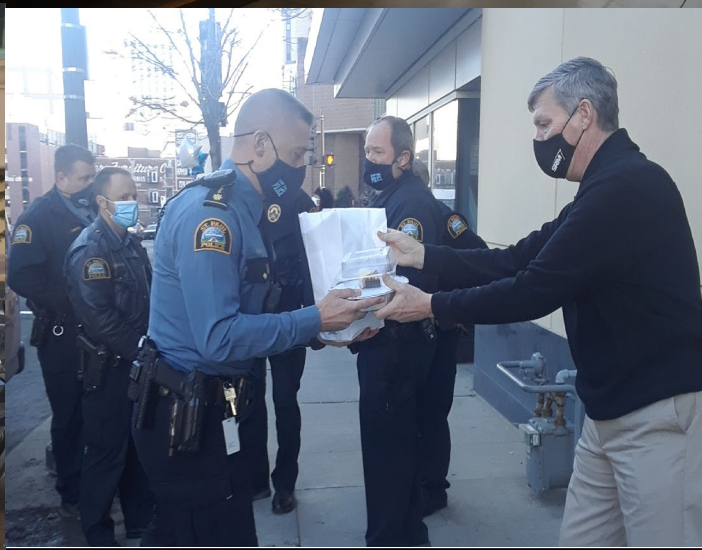
Denise Jenkins and Officer Johnson



First Responders Appreciation Lunch



First Responders Appreciation Lunch



First Responders Appreciation Sponsors



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First Responders Gold Sponsor

Company Spotlight:



A trusted partner at nearly three million commercial customer locations, ECOLAB (NYSE: ECL) is the global leader in water, hygiene and infection prevention solutions and services. With annual sales of \$13 billion and more than 45,000 associates, ECOLAB delivers comprehensive solutions, data-driven insights and personalized service to advance food safety, maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies and sustainability for customers in the food, healthcare, hospitality and industrial markets in more than 170 countries around the world. www.ecolab.com

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First Responders Gold Sponsor

Company Spotlight:



ServiceMaster Recovery Management is Minnesota's leading provider of commercial disaster restoration services. When you need to get your business running following a major storm, fire, flood, trauma, or other events, there is no better company to rely on. We have the resources and capabilities to complete any size project and we'll handle your property and belongings safely, respectfully, and with the greatest level of professionalism possible.



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Call for Articles

Service Providers, we need your valuable input!

By now, you are more than likely familiar with our newsletter feature which involves publishing articles written by our service provider members. We launched this feature in August and have received excellent material every month since then. This month's article on Needlepoint Bipolar Ionization (which you'll see in the pages ahead) was provided by Greiner Construction and Modern Heating & Air. If you are interested in submitting an article for a future edition of the newsletter, please contact Samantha Davis: stpaulboma@bomastpaul.org

Upcoming Events



We've all heard enough about the problems that COVID-19 has created. How about we focus on some of the fantastic things that have emerged from this pandemic, like Trivia Challenge? It's important to look for those silver linings and Trivia Challenge has certainly been one of them!

We've had a ball watching fellow BOMA members take a break from their busy work day to enjoy some friendly competition. Trivia Challenge has brought members together with camaraderie and plenty of laughs, so we're keeping it going in 2021.

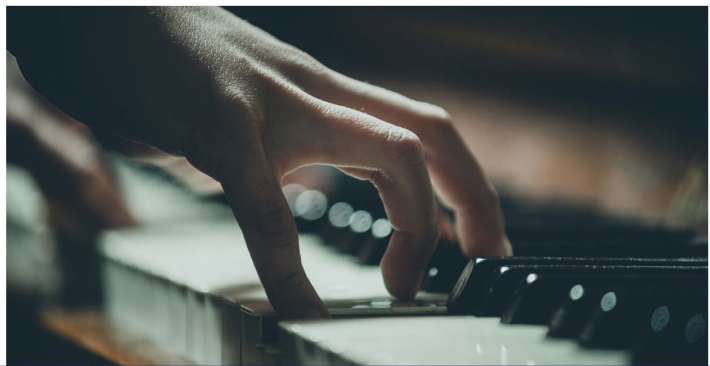
Our next match will take place on Wednesday, January 20 from 1:30 – 2:00 pm. **If you're interested in joining a team, send an email to Samantha Davis at stpaulboma@bomastpaul.org.**

Special thanks to:



INNOVATIVE
MASONRY
RESTORATION, LLC

We appreciate you sponsoring this Trivia Challenge match!



BOMA's Hidden Gems



If we've learned anything in 2020, it's the importance of human connection. Being forced to separate from each other and communicate almost exclusively through screens has made it challenging to meet new people, have authentic conversations, and maintain the companionship that often comes with in-person interactions. COVID-19 has prevented the Greater St. Paul BOMA community from networking in traditional ways, which is why we want to focus on you in a new and unique way in 2021.

Have you traveled to some extraordinary places? Are you an excellent cook waiting to share some amazing recipes? Do you have artistic inclinations like piano or guitar playing? Or maybe you have some health and wellness tips that could prove very useful to other members amidst the pandemic?

We want to feature you!

We're organizing 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.

If you're interested in being featured or have more questions about how this works, send an email to **Samantha** at stpaulboma@bomastpaul.org.

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

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



Bi-Polar Ionization for Safer, Cleaner Air



Needlepoint Bipolar Ionization: Making it possible to return to a safe work environment

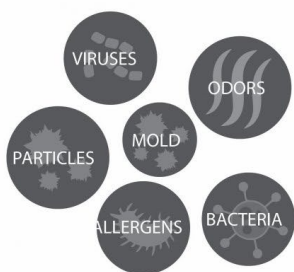
Having struggled to manage remote workforces for the better part of the year, many businesses, facilities, and building managers are eager to find ways to bring their employees back in both a safe and responsible manner.

While many factors play into these various approaches, one option, in particular, has stood out amongst the rest. We are, of course, talking about Needlepoint Bipolar Ionization (NPBI).

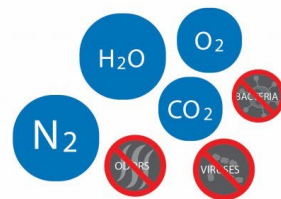
What is NPBI ionization and how does it work?

NPBI helps facility operators enhance the air quality of their buildings by incorporating their existing HVAC air handling systems with the revolutionary bipolar ionization process. Bipolar ionization, in the simplest terms, creates a plasma field that's filled with a high concentration of positive (+) and negative (-) ions.

As these ions travel throughout the air stream, they attach to other particles in the air, such as expelled breath droplets. By attaching themselves, the ions add mass to the fine sub-micron particles, making them far more filterable.



**GPS NPBI
TECHNOLOGY**



Passing through an ionization field causes harmful compounds to break into one or more of four basic elements: oxygen, nitrogen, carbon dioxide or water vapor.

Upon entering the ionization field, positive and negative ions surround harmful ammonia particles, breaking them down into hydrogen and nitrogen naturally occurring in the atmosphere.



Needlepoint Bipolar Ionization ...*Cont'd*

In addition, the ions kill pathogens by robbing them of life-sustaining hydrogen and breaking down harmful volatile organic compounds, odors, and allergens into harmless compounds such as oxygen (O₂), carbon dioxide (CO₂), dinitrogen (N₂), and water (H₂O). The ions then continue to travel within the air stream into more occupied spaces, cleaning the air and surfaces everywhere they go.

Is NPBI effective against COVID-19?

In the case of viruses, the ions induce a chemical reaction on the cell membrane surface. In particular, they envelop the COVID-19 virus and puncture the protein spikes on its membrane, effectively neutralizing it in its tracks. Fortunately, this technology is widely available for commercial and public facilities and integrates seamlessly with all HVAC systems. Wider adoption could even help turn the tide against further coronavirus spread. In fact, a leading manufacturer of this technology, Global Plasma Solutions (GPS), conducted independent testing of their technology on the SARS-Cov-2 (COVID-19) virus. They found that after only 30 minutes of use, **there was a 99.4% reduction in virus presence, proving that this technology is highly effective in neutralizing Covid-19.**

There's more to the story! [Click here](#) for the rest of the article

Article provided by:



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Tenant Spotlight

Treasure Island Center welcomes Conquer Ninja Warrior Gym

Written by BOMA Marketing & Communications Coordinator Samantha Davis



CONQUER NINJA GYMS

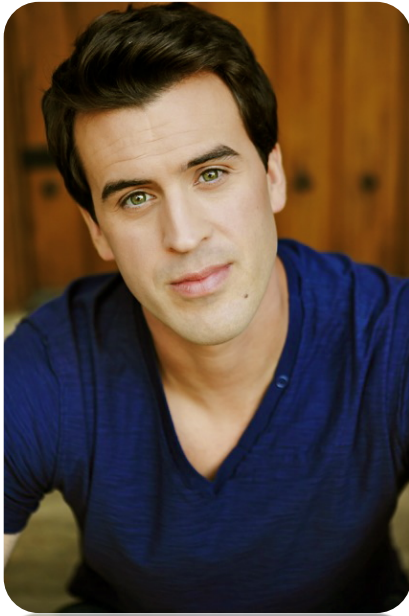
Have you ever watched American Ninja Warrior, or any of the other famous obstacle course shows, and wondered how in the world people are capable of executing such dynamic stunts? Or better yet, have you ever had the fleeting thought that you could become one of the competitors?

Wonder no more because the Treasure Island Center is welcoming a Conquer Ninja Warrior Gym as a new tenant in 2021, which means this may be your opportunity to try out some thrilling obstacle courses, get in better shape, and improve your overall health and fitness! Clients will be able to enjoy open gym, obstacle courses, classes, individual coaching, fitness testing, and more.

I had a chance to speak with one of the individuals behind this endeavor, Ben Utecht, a former NFL player who won Super Bowl XLI as a tight end with the Indianapolis Colts. Utecht is a person of many talents and is often referred to as a “renaissance man”. He’s a writer, life coach, motivational speaker, singer, and guitar player, just to name a few of his areas of expertise. His speaking program [*Believe in Culture™*](#) sheds light on how to succeed in business and life. He has written a book, [*Counting the Days While My Mind Slips Away*](#) which speaks on brain injury. Utecht has been a [*Dove nominated professional singer*](#) and also performed with some of the world’s best orchestras and conductors.

Continued on Next Page

Tenant Spotlight *Cont'd*



Ben Utecht

Though Utecht has soared to great heights, he has remained humble and cherishes the people he has encountered in life. When I asked him to describe his vision for the gym, he began by emphasizing the importance of relationships. "Everything comes down to relationships. Almost every opportunity that I've ever had has come out of a relationship," Utecht said.

Utecht played for the University of Minnesota and his relationship with NFL Hall of Famer Tony Dungy (a former Minnesota Gopher) helped him transition from college football to the pros.

A solid relationship is what brought about his latest undertaking with the Treasure Island Center. About eight months ago, Lee Krueger, the president of the St. Paul Port Authority reached out to Utecht with an idea for a project. Their discourse and strengthening relationship led to the opportunity for Utecht to open Conquer Ninja Warrior at Treasure Island Center. Utecht's vision with the gym is to serve a missional purpose. He aims to revitalize the community by uniting entrepreneurs and social advocates. The main goal for both Utecht and Krueger is to provide resources and services for the underserved and underrepresented residents of St. Paul. Utecht is also excited to combine social impact with business. Furthermore, his background as an athlete has given him a deep understanding of the powerful life and physical lessons that sports involvement brings.

Utecht's partnership with [Finish Line Wellness](#) will greatly enhance the gym through chiropractic, acupuncture, therapeutic exercise, massage, physical therapy, behavioral health services, financial wellness (e.g., educating people on proper budgeting to better take care of their family), and more.



Lee Krueger, President,
St. Paul Port Authority

Continued on Next Page

Tenant Spotlight *Cont'd*

"The Conquer Ninja Warrior gym is this awesome obstacle course that's based off the American Ninja Warrior television show," mentioned Utecht. "It is just so cool. I'm turning 40 this year and even I get giddy!" he added.

I was also able to get in touch with Lee Krueger, whose insight nicely complemented my conversation with Ben Utecht. Krueger outlined several highlights:

- They've combined this project with D1 Training, which has allowed them to fill 20,000 square feet of interior tenant space on a skyway (Treasure Island Center, due to its elevation changes, has two skyway levels).
- Ben Utecht and his partners, fully embraced the concept of a Community Engagement Center.
- Conquer Ninja Warrior will provide a location for Saint Paul's Firefighters to work out and for the Saint Paul Police Department to use as a mechanism to reach young Saint Paul residents within a forum that provides for a safe, friendly environment. Building bridges and restoring trust within the community will be an intended outcome.

About the target audience:

"We're looking at a younger, more dispersed customer base," mentioned Krueger. He anticipates customers from all around the metro that will participate in the Conquer Ninja Warrior activities, which will, in turn, attract visitors that can partake in the TRIA Rink activities, the Children's and Science Museums, as well as the many downtown restaurants, and much more. Krueger added that "When we can get visitors to stay in the downtown area for multiple visits and for more than a few hours, it creates the "cross shopping" experience that aids in the downtown experience and vibrancy. We want people to stay and enjoy the city, rather than grab a quick "to go" meal." Krueger knows that by nature, the uniting of Conquer Ninja Warrior with D1 training and Finish Line Wellness, will create a location where customers will come back on a regular basis. "This is what adds to the vitality of the city," he stated. Krueger emphasized that customers are looking for an "experience," and this collaboration provides that opportunity.

So, when should we expect the grand opening to occur, you might ask? While Utecht and all the other key players are aware of the factors that could delay a grand opening (the dreaded "p" word comes to mind, of course), they are pushing for what they hope is a mid-March opening and are in the planning process now, according to Utecht. In the meantime, you can learn more about Conquer Ninja Gyms at www.conquerninja.com.

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