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## A look back at our 50<sup>th</sup> Anniversary Event

**Written by Marketing & Communications Coordinator Samantha Davis**

When we initially began planning Greater St. Paul BOMA's 50<sup>th</sup> Anniversary celebration, we knew it had to be special. We tossed around fun ideas like creating a special logo, including throwback articles in the newsletters, sprinkling some trivia here and there, highlighting influential leaders, and hosting an online gathering. However, thanks to Pat Wolf of Commercial Real Estate Services, we realized a virtual event wouldn't cut it. After the better part of a year of planning, her vision of an in-person celebration extravaganza came to fruition this past October 27<sup>th</sup>, when GSP BOMA staff, members, and influential leaders both past and present filled the 4<sup>th</sup> floor of Osborn370 with an atmosphere of reflection, reminiscence, reconnection, and laughter.

Our very own Rhonda Pape provided delicious appetizers and drinks through her company, TST Catering. She was a one-woman show, arranging the platters of food and serving members at the bar. Upbeat music filtered through the air and a looped slideshow of throwback photos sparked fond memories.

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## 50<sup>th</sup> Anniversary Event

The screening of the 20-minute documentary special featured many of the familiar faces of BOMA that we know and love. Furthermore, several of GSP BOMA's greatest accomplishments were highlighted. In one scene, George Latimer, Bill Mahlum, Bill Buth, and Ken Smith recalled how GSP BOMA got behind creating a district energy system in St. Paul. In short, district energy systems are networks of hot and cold water pipes, that are used to efficiently heat and cool buildings using less energy. "A door opened up and in walked a guy by the name of Watson Davidson," said Buth, who at the time, wasn't familiar with district energy systems. Once the two got to talking, there was no question the concept would become part of the St. Paul infrastructure. Latimer, a former mayor of St. Paul, did a lot of lobbying and was a powerful component in the initiative's success. In 1979, the project came to fruition and St. Paul now hosts the largest district energy system in North America as stated in the video by George Fremder of Securian.



Another key accomplishment involves the AED, Automated External Defibrillator. The AED is a sophisticated device but simply put, it delivers the electrical shock that can save someone's life during sudden cardiac arrest. And wouldn't you know it, GSP BOMA was the entity responsible for the mandating of these devices in every building on a national and international scale. Many of you have probably noticed these AED machines in buildings throughout your daily routines, and GSP BOMA is the reason they're in place.



"I think people really need to understand that AEDs around the country is really something that began with BOMA St. Paul many years ago," commented BOMA International President and CEO Henry Chamberlain. "St. Paul BOMA singlehandedly moved that issue forward nationally and internationally," added Pat Wolf, CPM/RPA with Commercial Real Estate Services and one of the key players in the initiative along with Mr. Buth.

## 50<sup>th</sup> Anniversary Event

The GSP BOMA documentary touches on several other notable achievements, like the Skyway Security initiative, Tenant Appreciation, and the organization's impact beyond St. Paul. There's some good jokes in there too, such as Pat Wolf's reminder that BOMA actually stands for the Bald Old Men's Association, Steve LaFlamme's (Oneida) mention of a \$1,000 stipend for his participation in the video, Pat Skinner's (Unilev) remark that BOMA's president (not gonna mention any names) is an egomaniac, and some good ole bloopers with Mr. Latimer leading the charge.

All jokes aside, GSP BOMA is so proud to now be able to say we have a documentary in our collection of historical archives! We're also thrilled to be able to say that in an age of media overload, we captivated a room of people for 20 straight minutes. Their eyes stayed glued to the screen during the entire documentary showing!



**Click the YouTube icon to view the full documentary**

**A huge thanks to the creator of the documentary:**

**CyBick**  
Productions



**Thank you for providing delicious bites and drinks!**



**Shout out to our event host:**



**Thanks, Charles for supporting our tech needs and creating the photo slideshow!**

# HAPPY RETIREMENT



A recap of our 50<sup>th</sup> Anniversary celebration would not be complete without mentioning the President and CEO of BOMA Greater Minneapolis, Kevin Lewis, is retiring before the end of the year. During the 50<sup>th</sup> celebration, we expressed our gratitude for his support of GSP BOMA with a \$200 gift card to a few restaurants of his choice.

Thank you for all of your support, Kevin. You'll be missed in the world of BOMA!

## Let's give a warm welcome to the new President and CEO of BOMA Greater Minneapolis, Sarah Anderson!



Sarah Anderson has 25 years of experience working with member organizations and managing government relations. Her most recent work involved serving as the Executive Director responsible for three non-profits – the Minnesota Turkey Growers Association, the Minnesota Turkey Research and Promotion Council and the Poultry Health Management School. Prior to representing the number one producer of turkeys in the nation, Sarah was the Executive Director for a non-profit dedicated to helping children learn to read in underserved communities. Sarah spent time in Minneapolis and St. Paul schools and strove to close the Achievement Gap through this work.

Sarah has been married for 25 years to her husband Paul and they have one son in high school who keeps them very busy. As a family, they are fans of road trips, camping, and barbecue. Sarah officially joined BOMA on October 25<sup>th</sup>. BOMA Greater Minneapolis has been well served by Kevin over the past 10 years and he is currently working alongside Sarah for the next 6 weeks to ensure a smooth transition.

# 50<sup>th</sup> Anniversary Snapshots



# 50<sup>th</sup> Anniversary Snapshots



## 50<sup>th</sup> Anniversary Event

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## 50<sup>th</sup> Anniversary Event



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## 50<sup>th</sup> Anniversary Event



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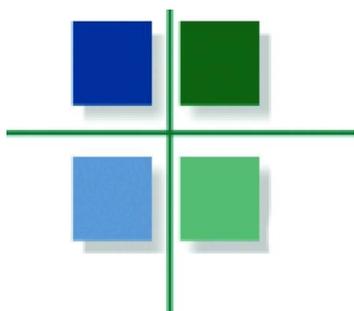
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## 50<sup>th</sup> Anniversary Event



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## 50<sup>th</sup> Anniversary Event



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**Last but not least, we appreciate the folks who tuned in to the event through Zoom!**

**Commissioner Toni Carter, Julio Fesser, Gary Tankenoff, Greg Sharpe, Henry Chamberlain, and Dick Zehring**

# CHAIR'S REPORT – *David Ketcham*



Hello everyone -

I spent five great days in Boston, MA in October for the BOMA International Conference. This conference was twice postponed and the first live BOMA International Conference since 2019. BOMA did a great job of taking precautions to make people feel safe. They required vaccinations or a negative covid test to attend. Overall, they had approximately 2,000 attendees this year which is 1/3 of the normal attendance. Keep in mind that it was next to impossible for Canadians to attend this year due to international travel restrictions...more on that later.

My company, Marsden Services, has been a longtime Expo participant. The Expo floor was as slow as one might suspect. The vendors were not thrilled by the low turnout but made the most of it.

There were some great educational seminars. The most interesting was conducted by Minnesota's own Adele Bayliss from JLL. Adele conducted an hour-long seminar on diversity and inclusion. It was well attended, and Adele received high marks for her engaging presentation. Great Job, Adele!

Heide Kempf-Schwarze, the board Vice-chair, attended her first International Conference. She helped me out with an early morning text when my alarm clock failed to work. Thank you, Heide! Jean Krueger also attended and the three of us snapped some pics on the Expo floor. It was good to see both ladies outside of work and committee meetings!

St. Paul hosted the Midwest Northern Regional breakfast. It was well attended and a lively discussion. St. Paul, Minneapolis, Omaha, Des Moines, Milwaukee, Kansas City and Denver all had representatives in attendance.

All in all, it was a good week. It is my hope that each of you will get an opportunity to attend the BOMA International Conference at least once in your careers. This is a great event for property managers, service providers, and engineers.... there is something for everyone. I have attended nine consecutive conferences and I have made some great memories. Please join me next summer in Nashville!

Finally, I want to wish Kevin Lewis from Greater Minneapolis BOMA a happy retirement. Kevin is calling it a career in the next few weeks. He is a great friend and colleague, and he will be missed. Happy trails, friend!

- David

# 2021 BOMA International Conference Boston, MA



Opening  
Keynote



Jean, Heide and David



Main Expo



Taking in the exhibitions!



Regional  
Breakfast

# October 2021 Membership Meeting



**Written by Marketing and Communications Coordinator Samantha Davis**

We were once again able to hold a hybrid meeting to present the 2021 Market Report. The DoubleTree hosted the event, and we had a nice turnout. **Tina Hoyo of NTH, Inc.** presented the report along with **Jerry Hersman of Frauenshuh**, also a GSP BOMA board member. They provided an overview and analysis of the findings in the report. The data contained in the 2021 report is indicative of the pandemic's continued disruption on commercial real estate. The size of the Owner-Occupied, Government, and Competitive universe did not change. However, the overall universe (total square footage among all categories), saw a slight downward tick. The most significant changes in the universe were the remeasurement of Treasure Island Center (-85,821 sf), the return of planned residential to office space in the First National Bank Building (+80,000 sf), and the return of space in the Alliance Bank Building (+49,613 sf). Hersman and Hoyo unpacked several more findings, however, we'll leave you with these main points and invite you to review the full report by [clicking here](#).

After the main presentation, we moved into the next topic: **The New Deal in the Era of COVID**. We changed things up this year with a panel discussion rather than a guest speaker. Tina and Jerry were working double-time, pivoting swiftly from the main presentation to the panel, and joining Eric King of Cushman and Wakefield, Frank Sherwood of CBRE, and Pete DuFour of Colliers. All five individuals are brokers, who understand the nuances of making a deal in our current market.



## October 2021 Membership Meeting

**Kori DeJong of Wellington Management**, who is also the GSP BOMA Education Committee Co-Chair, moderated the panel and ran through a series of substantial questions about the current market. Below are two of the questions and answers:

### **What does our current office, retail, and industrial market look like?**

- The industrial market has had a record year, with rates up 8% and basically any product out is getting three offers on it.
- The office sector is down about 30%.
- Retail is suffering and to use Frank Sherwood's exact word, abysmal. In the instance of the Mall of America, tenants are being sued by the mall for lack of rent payment. While it's not that bleak everywhere, retail is still not doing well overall.
- With remote work remaining a solid trend, employers will likely continue downsizing since there is less of a need for space. Pete DuFour mentioned that Allstate in Chicago is selling their headquarters because they don't see a need for the space. "Working from home is working," Pete said.
- Tina Hoye, who works directly with tenants, is seeing a lot of hesitancy among tenants to make long term commitments. With remote and hybrid work continuing to hold court, tenants are proceeding with caution when it comes to signing a lease. "Tenants are trying to figure out what will work for their employees," Hoye mentioned. "We're doing a lot of short-term renewals [usually a year] to encourage tenants to try some different models," she added.
- On the flipside, other tenants are still willing to make those long-term commitments. Jerry Hersman mentioned that Morgan Stanley entered a 10-year term this past September with Infor Commons and another tenant who extended a remaining 7 years in their lease to 12, while also expanding their square footage by 9,000 feet. "People are still kicking the tires and wanting space," Hersman stated.

### **What are the differences in today's lease negotiations compared to 2019? Are tenants making different requests that appear to be COVID-related?**

- Tenants still ask about enhanced cleaning measures and the brokers don't believe that tenants are going to lower their cleaning standards once the pandemic fully subsides. It's a similar scenario with HVAC systems. Tenants are looking for more efficiency and increased airflow in a building. The general consensus is that once a standard comes into play, it doesn't go away.

## October 2021 Membership Meeting

- On the more recreational side of things, tenants are also still looking for great amenities such as lounges, fitness centers, and conference rooms.
- According to what Pete DuFour is experiencing, social distancing is taken into consideration through the layout of a room. For example, removing tables and chairs from a lounge or conference room is going to encourage less people to congregate.
- Jerry Hersman cited the paradigm that the U.S. has become two countries regarding how COVID is perceived and dealt with. He mentioned that areas like Los Angeles, Chicago, and New York are heavily entrenched in vaccine and mask mandates, while in other places around U.S. (such as Texas) you have 50,000-70,000 people congregating in football stadiums without any concern. He further explained the variations in tenant prospects' COVID concerns. Some tenants don't come in asking any questions about COVID while others express concerns about how their employee vaccine mandate will be received in the building.

There were, of course, more questions that followed, and it could honestly take the length of a term paper or even a book, to continue analyzing the complexities of today's market with all the health, financial, and legal ramifications. [Click here to view the full Market Report presentation and panel discussion](#)

### Event Snapshots



# October 2021 Market Report: Event snapshots



## We need Your suggestions!

Earlier in the fall the Membership Value Team conducted a survey to better understand what members value about St. Paul BOMA. We had many members participate. Thank you to those who took the time to do so. If you missed that opportunity, it's not too late to share your thoughts. Let us know what suggestions you have for new programs or services St. Paul BOMA could offer to members.

**Send your ideas to [office@bomasaintpaul.org](mailto:office@bomasaintpaul.org).**

Thanks for your help!



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# November 3<sup>rd</sup> Broker's Meeting



Downtown St. Paul  
Space for Lease!

## TOWN SQUARE

445 Minnesota Street  
St. Paul, MN 55101



**Meeting Location: Town Square at 445 Minnesota Street in the Training and Conference Center on the skyway level (next to the management office)**

### About Town Square

Town Square is a 480,000-sf project built in 1979. The office tower portion of this project is 25 stories tall with 248,000 sf. The upper floors provide spectacular views of the St Paul skyline.

Town Square has been owned by Sentinel Real Estate Corp out of New York since 2000. They are a well-capitalized institutional owner with no debt on the building. Last year they spent over \$4 million to complete an elevator modification, remodeled the building lobby, added bike storage and a new card access system.

Building features include a Conference and Training Center, Tenant Lounge, Bike Storage, Wi-Fi in the Building Lobby, Skyway, Training and Conference Center and Tenant Lounge, we have storage space, onsite management, 4 full time building engineers and 24/7 security. We have two spec suites and recently "white boxed" the entire 6<sup>th</sup> floor and a vacancy on the 21<sup>st</sup> floor.

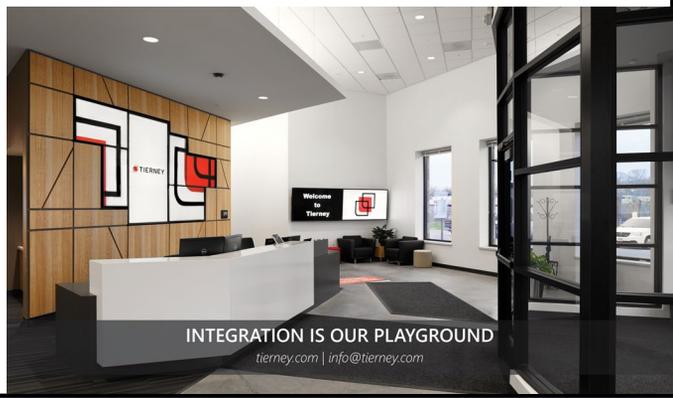
**Date:**

**Wednesday, November 3<sup>rd</sup>**

**Time:**

**11:45am to 1pm**

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All sponsors will receive recognition in GSP BOMA's major communications outlets (social media, newsletter, website, Friday Blast, etc.) **Please email Denise at [office@bomasaintpaul.org](mailto:office@bomasaintpaul.org) or call the office number at 651-291-8888.**

## Big Changes in St. Paul Police Department



Speaking of first responders, there are several significant staff changes occurring in the St. Paul Police Department. Lead among these is the decision by Chief Todd Axtell to step down in June of 2022. After serving in the SPPD for 32 years, Chief Axtell decided not to seek reappointment. The Chief has been a strong supporter of St. Paul BOMA, appearing recently in the 50<sup>th</sup> Anniversary video to wish the organization well. His leadership and emphasis on "building a bank of trust" with the community will be missed.

Another change involves Sr. Commander Jeremy Ellison who has been promoted to Deputy Chief of Support Services. The Sr. Commander has led the Central District, including downtown, for several years. His informal and open style has worked well to build strong relationships among key stakeholders in the CBD. While he will be missed in the Central District, he will now play a larger role for the entire City of St. Paul. This promotion is well deserved.



Finally, replacing Sr. Commander Ellison will be Commander Jesse Mollner. As the Commander of the Downtown Beat, Mollner has worked tirelessly during the pandemic and civil unrest to keep the CBD safe. As the new Sr. Commander of the Central District, he will still have oversight of downtown. His replacement will be announced in the next 30 to 45 days. Congratulations Commander Mollner.

## City of Saint Paul announces redevelopment opportunity at former Hamm's Brewery Complex



*Request for proposals released by Housing and Redevelopment Authority prioritizes housing, jobs and connectivity to East Side amenities*

[Click here for full press release](#)

**SAINT PAUL, Minn.** – The City of Saint Paul Housing and Redevelopment Authority (HRA) has released a request for proposals for the redevelopment of the former Hamm's Brewery Complex on Saint Paul's East Side. The 4.8-acre property is located just one mile from downtown Saint Paul near amenities such as the Payne Avenue business corridor, Bruce Vento Regional Trail, and Swede Hollow Park, and includes eight buildings totaling more than 165,000 square feet.

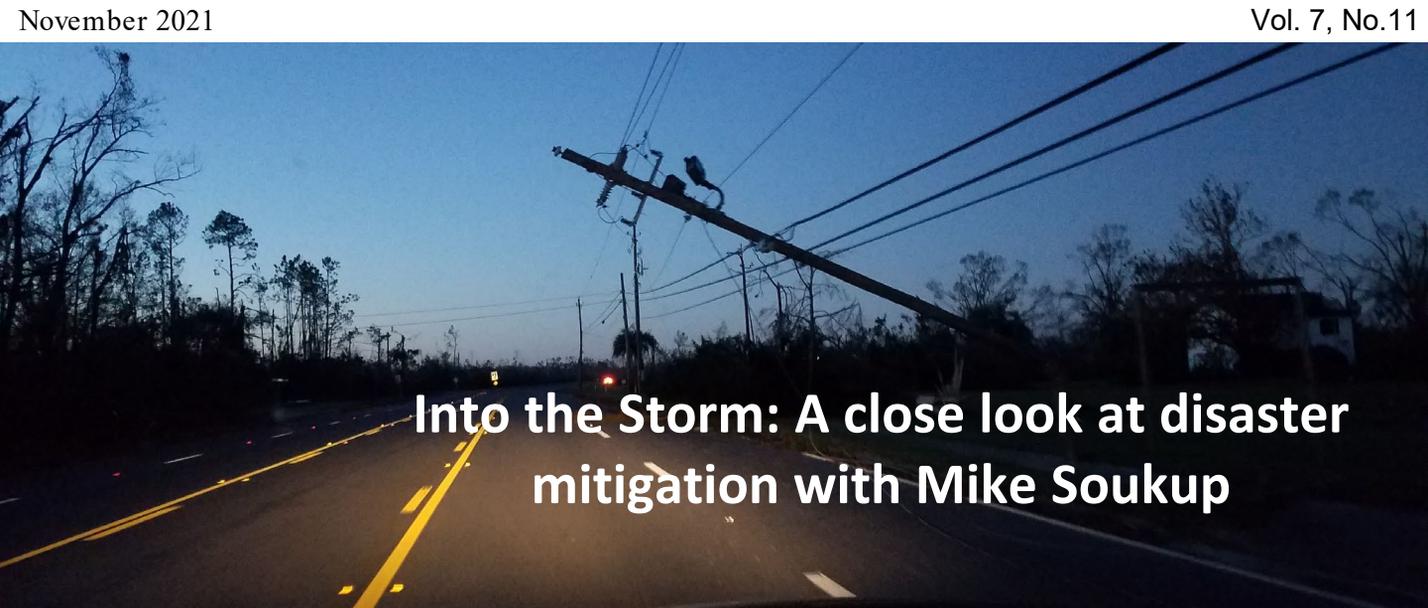
"The former Hamm's Brewery site presents an incredible opportunity for redevelopment on our East Side," said Mayor Melvin Carter. "I look forward to seeing innovative proposals and working together to realize a vision that benefits our entire community."

## Call for Articles

Every month, we feature an article written by one of our service provider members. This month, we have two articles: one from Inspec, Inc. about project planning during material shortages and another from SwedeBro about epoxy floor coatings and company history. If you are interested in submitting an article for a future edition of the newsletter, please contact Samantha Davis: [stpaulboma@bomastpaul.org](mailto:stpaulboma@bomastpaul.org)

[Click the logos to read the articles!](#)





## Into the Storm: A close look at disaster mitigation with Mike Soukup

**Written by Marketing and Communications Coordinator Samantha Davis**

Many of you know Mike Soukup as an active participant and supporter of Greater St. Paul BOMA for numerous years. You'll often catch him at one of our many events throughout the year, such as our membership meetings, annual golf tournament, tradeshow, Market Report presentation, and more. Many of you are also familiar with his professional life, which centers around his work with ServiceMaster Recovery Management (ServiceMaster or SMR for short), a company that responds to a variety of disasters such as hurricanes, floods, tornadoes, and non-storm related incidents (think any type of fiasco that results from human error like industrial explosions, oil spills, nuclear catastrophes, etc.) His team works directly with the individuals and companies who have been impacted by these types of disasters.

I had a chance to catch up with Mr. Soukup and gain deeper insight into his line of work. For starters, his title with the company is Vice President of Sales and SMR National Accounts, which might lead you to think that he spends his days in an office making phone calls, sending emails, and sitting in meetings. While that may account for a portion of his schedule, his day-to-day looks very different. Mike Soukup is a man on the move, constantly traveling and working on the frontlines of tough situations. So, with all of that in mind, how exactly does ServiceMaster mitigate disasters and what is Soukup's role in all of it? Let's get into it.

ServiceMaster Recovery Management is a national and international group that works in two main areas. One is servicing clients nationally and internationally by taking care of their facilities after any kind of disaster has occurred. These companies are the contracted clients who call on ServiceMaster when they are dealing with anything from a broken pipe, a fire, or an explosion to a hurricane, flood, or typhoon...[click here for the full article.](#)

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