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- February/March Membership Meeting – 3/7
- MNCRE Morning at the Capitol – 3/17

Newsletter sponsored by:



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February/March Membership Meeting:

11:30 am - 1:30 pm at the DoubleTree Downtown
\$65 for Members and \$99 for Non-Members

1.5 hours of CEU have been approved!

[Click here to register](#)

11:15 – 11:30: Networking
11:30 – 12:00: Lunch
12:00 – 1:30: Meeting

Join us for a two-in-one meeting that will cover the following topical issues in the St. Paul metro area:

Insight on Long-term Shelter Needs in St. Paul:

- An update on the latest state of affairs relating to the barriers against affordable housing.
- A discussion on the development of some of St. Paul's shelters.
- A glimpse into the City's stance on the issue and their proposed solutions.

Rent Control and the Impact on Development:

- Clarifying the new ordinance – what are the specifics and who does it affect?
- An analysis on how the ordinance is affecting specific development projects.
- Looking at the bigger picture - how are other cities being impacted?

CHAIR'S REPORT – *Heide Kempf-Schwarze*



After writing this report on a frigid February afternoon, I ventured out for lunch with blustery winds and snow swirling all around. Spring seemed many moons away. With it being March now, the trees will soon start to bud, and we will be welcoming a new season before we know it. The past two years have felt like a time warp in many ways, so I appreciate this opportunity to pause and reflect upon all the hard work Greater Saint Paul BOMA has continued to do without interruption.

Each year the Board sits down to meet with the St. Paul City Council. This is an opportunity for us to share key priorities for Greater Saint Paul BOMA, hear city representatives share their areas of focus and foster relationships with council members. Last month, we sat down with our partners for our first in-person meeting since 2019 for a robust, collaborative discussion around issues of concern to members. We explored the ongoing challenges for commercial real estate stakeholders related to COVID, rent control and upcoming street reconstruction projects. The shared council priorities for 2022 include improving neighborhood safety and reducing gun violence, supporting economic growth and development, and expanding and preserving affordable housing. While we didn't leave the meeting with answers to some of the tough questions put before the city council members in attendance, I know I left with an overall feeling that our voices were heard and a hope that we can leverage our partners to be advocates for change that benefits all, including CRE stakeholders.

Speaking of affordable housing and rent control, the Education Committee has put together a two-part panel discussion that will address both issues. I hope you will join us on March 7th at the DoubleTree to learn more about long-term plans to address the need for more shelter capacity and affordable housing options, gaps in the continuum of care and ways you can become engaged as a community member. A second panel discussion will follow with insight around the immediate and long-term impacts of the rent control ballot measure approved by Saint Paul constituents in November 2021.

Your association is gearing up for the Minnesota Commercial Real Estate Morning at the Capitol which will be held at 9:00 a.m. on Thursday March 17th. This is an annual event wherein a large gathering of commercial real estate practitioners from the region and state converge on the St. Paul Capitol to meet with legislators about issues important to our industry. We hope that you will consider attending to amplify the voice of our industry. If you have questions about MNCRE Morning, or if you're a first timer and are looking to connect with a seasoned attendee, reach out to the BOMA office.



MN Legislative Update

With Sonnie Elliott

The February 28, 2022 budget forecast revealed a \$9.3 billion surplus. This projected surplus is for the current budget cycle which ends on July 1, 2023. \$1 billion in federal funding is not included in the \$9.3 billion surplus, making the amount available to spend closer to \$10 billion!

The legislature will be using this projected budget surplus to deliberate spending priorities over the next 12 weeks. There is no shortage of ideas on how to spend the surplus. Most capitol observers believe three initiatives: rebate checks, Unemployment Insurance Trust fund and frontline worker pay will be part of the final compromise.

The governor has proposed one-time financial rebates (some refer to them as "Walz Checks") to 2.7 million households. There would be an income threshold to qualify of \$164,000 single filers and \$273,470 for joint filers. With the increased surplus, the amount sent to filers would be close to \$500 for singles and \$1,000 per couples.

The senate has passed a bill to buy back the Unemployment Insurance Trust Fund deficit and to bring the fund back up to pre-pandemic levels. The Unemployment Insurance Trust Fund is facing a deficit because of the demand for unemployment insurance benefits during the pandemic. Without this bill, \$2.7 billion will likely be raised through unemployment insurance employer tax increases.

The house passed a billion-dollar bill to provide \$1,500 payments to frontline workers. The calculation for the \$1 billion assumes there will be 667,000 workers who would qualify for a payment.

These initiatives of the house, senate and governor will be mixed in with other ideas. Some combination of ideas will pass. The legislature intends to be finished by May 23rd, if not earlier.

BOMA's legislative agenda is reflected in the Unemployment Insurance Trust Fund buy back. Another BOMA priority, eliminating the Statewide General Property tax, has not been included in legislative discussions yet. It is important for legislators to add this to the investment agenda for the session. This is one of many reasons why MnCRE Morning at the Capitol on March 17th at 9:00 a.m. is a good time for members to share their business priorities with elected officials.



MNCRE Morning at the Capitol

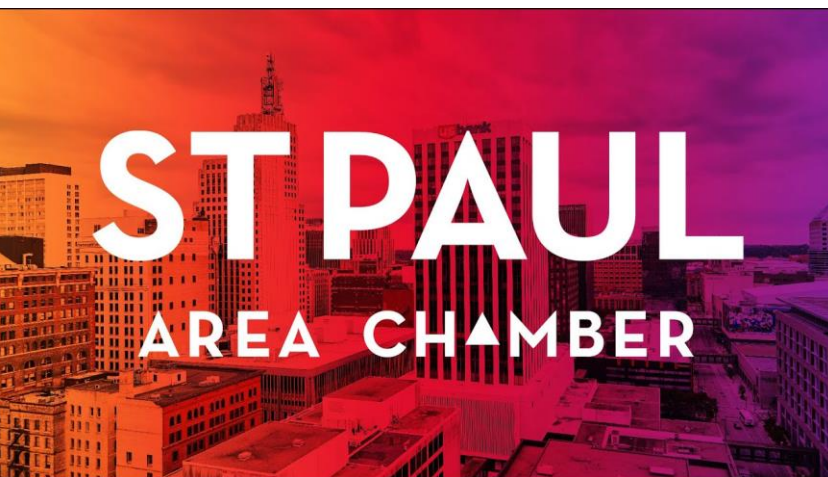
**Thursday, March 17 at 9:00 a.m.
Conference Room 316 MN State Capitol
Free for St. Paul BOMA Members
\$30 for Non-Members**

Greater St. Paul BOMA will be joining other commercial real estate organizations on the morning of March 17 to meet with state legislators to discuss issues important to our industry. It's important for our elected leaders to hear our concerns, so make plans to attend this event!

This event typically runs for two hours, and we anticipate 1.0 CEU credit will be approved. You must attend the first hour to earn the credit.

[**Click here to register**](#)





Public Listening Sessions

As part of an initiative to place public safety as a high priority in 2022, St. Paul Area Chamber is inviting all businesses with a physical presence in St. Paul to participate in listening sessions to share their experiences, concerns and ideas.

You do not need to be a Chamber member to participate in these meetings, you just need to be authorized to speak on behalf of your business/organization! The meetings are spread out over several dates over the course of several months.

You can [click here to view more information](#). **An important thing to keep in mind: Ward 2 = Downtown.**



The Education Committee is Looking for Additional Members!

The Education Committee is the driving force behind our membership meetings. The group meets monthly to discuss interesting and applicable topics that can be presented and provide continuing education credits for members. By joining, you'll become a major part of shaping how GSP BOMA educates and informs commercial real estate professionals. Sounds pretty awesome, right?

If you're interested in joining or have questions, please reach out to Rhonda Pape at rhonda.pape@bomastpaul.org.

And don't worry, you won't be overcrowding your schedule by joining this committee. All it takes is a few hours a month to be an effective participant!

Spring Educational Classes

Electrical Systems and Illuminations – SMT

Start Date: Wednesday, March 30th, Seven weeks total.

Test Date: Schedule through off site testing facility.

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

Cost: \$860 for Members, \$960 for Non-Members / Printed course book \$40

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

Electrical Systems and Illumination is about understanding the electrical systems and illumination in buildings and facilities. Specifically, the chapters in this text address the fundamentals of electricity, electric circuits and circuit protection, lighting systems, power distribution, motors and motor maintenance, electrical system installation, and electrical safety practices.

Key topic areas: sources of electricity • electrical safety • electrical circuits • electric meters • cables, terminations, and conduits • light sources, fixtures, and maintenance • electric motor basics and maintenance

Fundamentals of Facilities Management - FMA

Start Date: Monday, March 28th, Seven weeks total.

Test Date: Schedule through off site testing facility.

Class Time: 6:00 – 9:00 p.m., Mondays

Cost: \$980 for Members, \$1,085 for Non-Members / Printed course book \$40

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

Fundamentals of Facilities Management includes a number of key concepts and applications that are designed to provide the base from which you can build a career in facilities management. Successful facility managers must have business savvy supported by a broad scope of technical knowledge. Therefore, you will gain an understanding of the importance of facilities management to business organizations and operations, while also learning strategies for internal marketing. You will learn how to structure and manage operations and maintenance programs, and how to manage personnel effectively to control workloads. You will likewise acquire project management and leadership skills crucial to your success.

Key topic areas: principles of information management • investment, cost controls, and budgeting strategies • operating levels of facilities activities • outsourcing principles • benefits of leasing vs. ownership

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

VENDORS

Calling All Vendors!

Does your company have a new product or service they would like to promote? If so, we want to hear from you! We're looking for vendors to present to our building engineers at future Superintendent meetings. It's a win-win as you'll be helping BOMA out while also getting your company in front of more people!

If you have questions about how this works, reach out to **Denise Jenkins** at the main office number (651-291-8888) or by email at office@bomasaintpaul.org.

35th Annual Golf Tournament

Henry Chamberlain and Mark Dukes Visit Board Members



Now that March is here, summer (and everything that comes with it) is feeling a lot closer. GSP BOMA's annual Golf Tournament is certainly one of the highlights of the year. Prestwick Golf Club never disappoints with their exceptional hospitality and members always have a ball.

As we look ahead to "Year 35", hold the date for July 18th. Contact **Denise Jenkins** at (651-291-8888) or by email at office@bomasaintpaul.org if you have questions.

BOMA International COO, Henry Chamberlain and BOMA International Board Chair, Mark Dukes, met for lunch on 2/17/22 with St. Paul BOMA BOD members to discuss issues important to the CRE industry. Representing the St. Paul BOMA Board were Chair, Heide Kempf-Schwarze, Immediate Past Chair, Jerry Hersman and Director, Clint Blaiser.

BOMA International Winter Business Meeting



BOMA International held its Winter Business Meeting (WBM) from February 6-9. Many of the BOMA International committees meet during this conference to continue work important to the members and commercial real estate community. An important component of the WBM is the National Issues Conference. This day focuses on meeting with members of Congress on important CRE issues.

The BOMA International staff identified three top issues for BOMA members to discuss with their congressional delegations. The topics include opposition to carbon reduction mandates, expanding loans for energy efficiency projects, and workforce development support. [Click here for a brief overview of 2022 legislative priorities](#). St. Paul BOMA and Minneapolis BOMA representatives met with Minnesota Members of Congress to encourage their support on these imperative issues.

Meeting with St. Paul City Council

The GSP BOMA Board of Directors held a meeting with the St. Paul City Council on February 16 to discuss several issues of prominence for the association, the council, and the community at large. Of course, the conversation about remote and hybrid working is at the tip of everyone’s tongue. The dynamics of work culture and landlord/tenant relations are ever-changing, so a good amount of time was dedicated to this area of concern.



A variety of other issues were deliberated such as the one-time \$366 million allotment from the American Rescue Plan Act for the City of St. Paul, modernized city services, investments in vaccinations and public health, workforce development, and organized trash collection. It was a very productive and engaging conversation that BOMA was glad to have in person!

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Highlights from St. Paul City Council Meeting

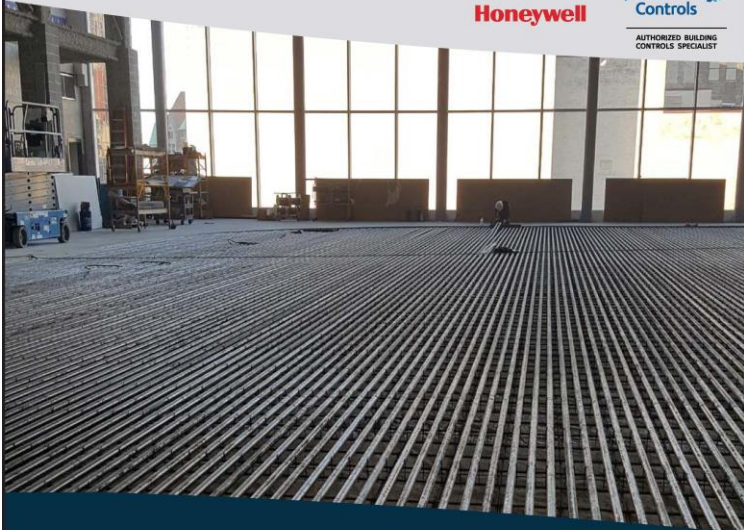


Call for Articles

Every month, we feature an article written by one of our service provider members. This month’s article about **outsourced maintenance KPIs** was provided by ABM. 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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Achieving In-House Success with Outsourced Maintenance KPIs

This article originally ran in the Facility Management Journal

Choosing to outsource your facility services is a strategic decision, and to validate that decision, you need good data. Without tracking and analyzing key performance indicators (KPIs), it's hard to know if your facility services provider is doing right by your budget and your occupants. The challenge is finding a partner that can streamline the measurement and analysis of KPIs across their entire portfolio of services – from janitorial, HVAC, and electrical to facilities engineering, mission critical, and specialty services.

To achieve the right outcomes for your facility, look for a partner that has the people, resources, and equipment to streamline your facility operations and can provide KPIs in the right areas to deliver on their promise.

Put Maintenance Logs to Work

Also known as service logs or maintenance records, maintenance logs provide accountability and insight into the current state, upkeep, or system health of your facility on a micro (and with the right analytics, macro) level. Keeping record of recurring maintenance is vital for accountability of service and cleanliness in occupant-facing areas. And using maintenance logs for the rest of your systems can help justify preventative or predictive maintenance or signal the urgent need for corrective maintenance. For example, you can more accurately plan the timing of tasks like HVAC fan replacement or identify when an electrical switchgear is at the point of no return when your facility services partner is consistently gathering and analyzing data on maintenance performed.

Even though maintenance logs are to be expected from reputable facility services vendors, don't take the presence of one for granted. It's important to have the right communication and expectations to determine the intervals for completing maintenance logs, assessing the data, and anticipating the information being delivered to you.

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Achieving In-House Success with Outsourced Maintenance KPIs ...Cont'd**Track Mean Time Between Failures (MTBF) and Prioritize Preventative Maintenance**

The right KPIs can also help minimize system downtime and maximize efficiencies. An expert, onsite partner can carefully and routinely assess your facility systems for reliability and performance. Crucial metrics like a system's mean time between failures (MTBF), or the average amount of time between breakdowns, can help identify weaknesses and patterns in complex assets. With those results, you can establish a thorough preventative maintenance schedule or determine whether a system has run its course.

MTBF results can also be used to assess the reliability of a variety of assets across several service lines. The frequency of air quality problems, overloaded circuits, and weak water pressure can be measured to determine system quality and lifespan. A facility restroom alone can face routine plumbing issues from leaky faucets to habitually clogged toilets. A janitorial service provider leveraging the right data can help you avoid the waste that comes with these common facility challenges.

A well-equipped team with well-informed data can also identify and address previously neglected and "low priority" areas of your facility. Commonly overlooked tasks like pressure-washing exteriors, emptying gutters, and steam-cleaning carpets and partitions can be incorporated into your operations plan to improve the aesthetics and lifespan of your assets. To achieve these outcomes, look for a facility services partner who will prioritize the implementation of a reliable PM schedule and measure each of your assets' worth for the entire duration of their contract.

Demonstrate Strong Account Governance and Communication

Where labor and checkboxes end, a deep level of communication and partnership can begin. A worthwhile partner will proactively discuss metrics, results, and new insights with you as needed. This level of active account governance is a must-have for translating high-level mechanical issues into digestible information.



While some performance results may speak for themselves, others need to be communicated from service provider to client so you can brace for any significant maintenance challenges and make more informed decisions.

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Achieving In-House Success with Outsourced Maintenance KPIs ...*Cont'd*

Your partner should regularly meet with your leadership team to inform you of your facility's key needs, energy consumption, and savings opportunities. It's their job to take the burden of facility upkeep off your shoulders, but they shouldn't leave you in the dark about the health of your facility. Proactive, clear communication with your provider improves oversight, minimizes finger-pointing, and helps you identify ways to generate higher ROIs across your facility.

Quickly Resolve Tenant Complaints and Conflicts

Occasional occupant concerns – from an uncalibrated thermostat to faulty hallway lights – are inevitable in any large commercial property. With so much on your plate, it's important to ensure tenant needs are addressed quickly and thoroughly so they can get back to work and you can focus on other aspects of the facility.

When considering facility services partners, ask them about their average request-to-completion turnaround for tenant issues like leaks, electrical repairs, and trash-flow allocation. A KPI like this will quickly let you know if a potential provider is going to help or hurt your facility's reputation. It's also a good idea to ask about their service request process. A partner with a sophisticated and user-friendly maintenance request dashboard will allow tenants to submit and stay updated on their work orders on their own, and you can monitor their ability to timely turn a request from "pending" to "completed."

Review Performance Regularly

While you strive to always improve your facility, your services team should do the same. Just like any successful partnership, the right reflection and self-evaluation can benefit everyone involved. Look for a partner that conducts their own self-review process and aims for continuous improvement of services and communication. They should gather your input by performing regular satisfaction surveys or quarterly reviews. Performance reviews are also a good time to review KPIs to determine if they need to be adjusted to reflect changes in your company's vision or culture.

When Thinking of Outsourcing, Think KPIs

Making the decision to outsource can feel like entering a minefield. So many factors are out of your control, and it's hard to know who to trust. Consider the above KPIs when entering (or reentering) the outsourcing conversation. Having metrics you can measure and people you can count on will make your outsourcing experience a worthwhile one.



965 Decatur Ave N, Golden Valley, MN 55427
O: 612-378-0646, www.abm.com

Great River Passage Conservancy: Transforming Downtown St. Paul



A city's riverfront is a vital component of the vibrancy and economic health of its downtown. People who live, work, and play in a downtown area need amenities that will boost their overall quality of life. St. Paul is an ever-evolving metropolitan area with numerous development projects in motion, one of which is the **River Balcony**. The project is part of a larger concept called the **Great River Passage Initiative**, which aims to enhance several areas of the Greater St. Paul community such as the East Side River District and the Watergate Marina area.

The **River Balcony** project would elevate St. Paul's downtown waterfront to the likes of other major urban parks around the country such as **Seattle's Waterfront Park**, **Pittsburgh's Hill District Park**, and **Dallas's Harold Simmons Park**. This major project will create a 1.5-mile promenade along St. Paul's river bluff, providing a major boost for the city's tourism and economic development. Among many priorities, the top three include connecting people to the river, creating public space at the river's edge, and creating access to quality outdoor space.

The schematic design company, **James Corner Field Operations** (based out of New York), provided a detailed presentation through Zoom on February 8 to key St. Paul leaders and stakeholders. Senior Principal **Lisa Tziona Switkin**, Senior Associate **Sanjukta Sen**, and Associate **Yiqing (Ethan) Wu** discussed major project features, goals, and demographics served. They placed an emphasis on the demographics who will be served, as that is the most critical aspect of any major project. Through detailed research, they identified the racial make-up of the three main areas in downtown St. Paul:

- The downtown core which consists of mainly affluent white families
- The north area where there is a growing number of African American, East African residents, and Southeast Asian residents
- The south area where a significant Hispanic and Latinx population resides

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River Balcony Project...Cont'd

Another demographic they examined is the working population of St. Paul's downtown, which consists of about 72,000 people who commute into downtown and hold well-paying jobs. All of these individuals are a crucial part of the project design, as workers seek exciting amenities for lunch breaks and end-of-day leisure activities.

The **River Balcony** will also provide a major draw for St. Paul tourists, the third demographic taken into consideration for this project.

What major features will the River Balcony consist of?

The **River Balcony** can provide an array of amenities and leisure activities for the residents, workers, and tourists in St. Paul including but not limited to art exhibitions, pop-up galleries, performances, bike rentals, dining, concessions, food trucks, seasonal markets (e.g. a Christmas market), and educational offerings. **James Corner Field Operations** has been in close contact with St. Paul leaders, employees, and business owners to gain insight into what features are most desired and would provide the greatest benefit to the downtown area.



Bike Rentals



Park Concessions



Gallery Space



Food Truck



Container Concessions

There are a lot of moving parts to this major initiative! If you would like to learn more about the design of the project or how you can get involved, you can [visit the project site](https://www.ci.stpaul.mn.us/riverbalcony) and/or reach out to **Brett Hussong** (brett.hussong@ci.stpaul.mn.us) with questions.



What is “Repurposing” and Why Should Building Managers Consider Working This Into Their Model?

A Look at an Alternative Way to be Environmentally Conscious with Damon Carson, Founder of [repurposedMATERIALS](#)

Shingles, drywall, tile, siding, insulation, appliances, carpet...the list goes on and on of materials that are disposed of when maintaining or remodeling a building. From the smallest home to the largest office building, the problem of waste exists.

While building managers are concerned with quality, efficiency and cost-effectiveness, they also need to keep the environment in mind.

If you've watched the trucks hauling debris away from a remodel site, you have some idea how much waste is produced. You don't have to be a tree hugger to be concerned about how much trash is being produced in the United States today – about 292 million tons according to the EPA. Picture a train, 2,920,000 cars long, stretching nearly one and a quarter times around the world, hauling off the nation's waste.

Those tasked with the upkeep of buildings can play a big part in the production, as well as the management, of waste. And they don't have to undertake big measures to make a contribution to landfill diversion.

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Repurposing...Cont'd

A Colorado-based “repurposing” leader is showing building managers how to save money while also preventing unnecessary waste. The company, **repurposedMATERIALS**, is helping industries across the nation reduce their environmental impact by finding a second life for a surprising number of items. A few examples of how this works includes:

- Aluminum stadium bleacher planks being repurposed for walkways and decks, or covers for patios
- Shower doors becoming windows for a greenhouse
- Polyiso insulation used to keep buried water and sewer lines from freezing
- Old basketball court floors and football field turf used for floors, playgrounds and wall decorations

“We all have a part to play in protecting our environment,” said **repurposedMATERIALS** owner **Damon Carson**. “It makes sense environmentally and economically. Giving materials a second life keeps them out of the landfill, which can come with surprising cost savings.”

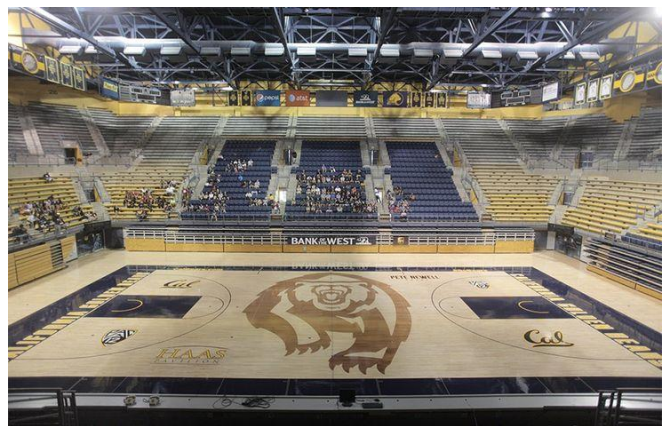
For half a century, the solution to the waste problem has been recycling. But recycling involves the reprocessing of materials. It uses energy, another kind of waste. It's expensive. And it's inefficient.

For those reasons, recycling ranks just above ‘waste-to-energy’ (i.e. burning) on the waste hierarchy. Recycling keeps a portion of the junk out of the landfill. But is there some way to more efficiently reduce industrial waste?

Carson believes the answer is ‘yes,’ and the solution is not recycling. It's “repurposing.”

A repurposed gym (left) and basketball court at the University of California-Berkeley (right)

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Repurposing...Cont'd

Rather than melting, shredding, chipping or grinding (the recycling process) repurposedMATERIALS finds new uses for materials in their current form.

"If something is obsolete to the primary user, that doesn't mean it doesn't have value somewhere," Carson said. "If you find yourself saying 'I can't use this. What am I going to do with it?' that's where we come in."

Carson challenges those in every industry to consider if there are "repurpose-able" options for their obsolete materials before simply banishing them to the landfill.

Repurposing is at the intersection of affordability and sustainability. For the one getting rid of waste, there may be a savings over paying to dispose of the material. And for the one utilizing repurposed material over a primary-purpose product, there is typically a savings of 50-75%.

"We adhere to the belief 'It is not waste until it is wasted,'" Carson said. "If you can avoid paying for disposal, and you can keep it out of the landfill, it's a win-win."

Carson pointed out not all items that become obsolete are damaged or worn out.

"When I started 10 years ago, we focused on 'used' materials," he said. "But as we got into the industry, we realized that 'waste' in corporate America is anything businesses don't want. Sometimes it's used materials, but often times it's 'off-spec' materials. It's something that's not the right color, isn't popular anymore, has become a little outdated...whatever. There may be a host of options for someone to repurpose what another person can no longer use."

When it comes to disposing of materials, whether they be unused excess products, or used materials, Carson said he can help contractors find a second-life purpose for those items.

"Your options are the trash truck or the repurposed materials truck," Carson said. "One truck is going to take it and bury it. The other truck is going to give it a second life."



For advice on repurposing materials, contact Damon Carson by telephone at 720-615-0281, or by email at damon@repurposedmaterialsinc.com.

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Greater Saint Paul BOMA
Osborn370
370 Wabasha Street North, Suite 690
St. Paul, MN 55102
Phone: 651-842-4023
www.bomastpaul.org
www.bomasaintpaul.org



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