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## Upcoming Events

- Beyond Benchmarking: Resources for Energy Efficiency Improvements – 10/4
- October Membership Meeting: 2022 Office Market Report – 10/17

Newsletter sponsored by:

## October Membership Meeting: 2022 Office Market Report One Hour of CEU – Approved!

Tenants and employees are returning to the office – but just how many is a big question top of mind for the Commercial Real Estate industry.

**Date:** Monday, October 17th

**Time:** Networking – 11:45 AM

Lunch – 12:00 noon

Program – 12:15 PM

**Location:** DoubleTree Hotel - Downtown St. Paul - 411 Minnesota St, St. Paul, MN 55101

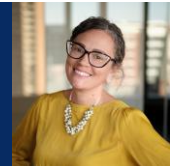
**Sponsors:** District Energy & Innovative Masonry Restoration

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**Brokers Group – No Meeting** – The 2022 Market Report is being released and we ask you to attend that.

We will be meeting again on November 2<sup>nd</sup> – please call Denise (651-291-8888) if you are interested in hosting.

# CHAIR'S REPORT – *Heide Kempf-Schwarze*



The board recently undertook a strategic planning exercise to guide our work on behalf of members for the next two years.

The three goals that were identified are:

- **grow membership and increase value to existing members,**
- **security and safety in Saint Paul,**
- **and commit to the diversification of the commercial real estate industry.**

Along with the process to define our work, action items have been documented that will help us evaluate our progress.

I would like to recognize and thank each of the Service Partners who participated in the annual Expo last month. The DoubleTree was a buzz with building operations teams making connections with new and familiar faces. This keystone event provides the opportunity to engage with one another and create lasting relationships and just one of the ways that the Association strives to create membership value.

Mark your calendars for the **Annual Market Report** that will be unveiled at this month's monthly membership meeting. This year's meeting will be held on **October 17th at the DoubleTree** and will also include one hour of continuing education focused on the evolution of commercial real estate.

## Happy Fall!

~ Heide

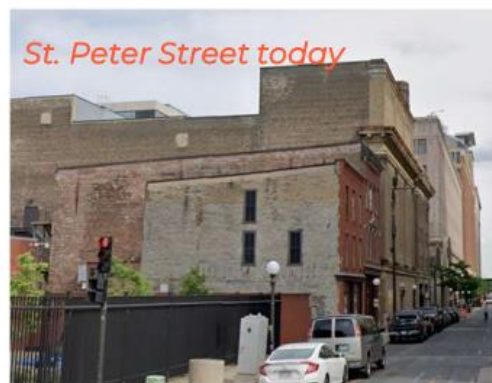


## Building(s) From The Ground Up

Winston Churchill gave a speech in 1924 to the English Architectural Association where he addressed the upward growth of the modern urban landscape. “There is no doubt whatever about the influence of architecture and structure upon human character and action,” he said, “We make our buildings and afterwards they make us. They regulate the course of our lives.”

The idea of working in a towering downtown building was something romantic to me as a college student and young working professional. I originate from Green Bay, Wisconsin, where the tallest building has been the 9-story Northland Hotel since being constructed the same year that Churchill gave that speech. It measures a hardly robust 98-feet. When I headed off to college in Madison, my Italian language class met in 19-story Van Hise Hall. One of the tallest academic buildings in the world, it is set to be demolished and replaced in 2025. This summer, upon becoming the President of BOMA, I proudly settled into my new office in the 20-story Osborn 370 building.

I have spent the summer walking among the powerful and wondrous structures of Downtown St. Paul and have begun to realize that while buildings size and stature do influence us and our habits, it is the buildings' ground floors that perhaps have the greatest impact on how commercial spaces influence us. While it is breathtaking to look up, the interaction with commuters and those who walk the city happens primarily on the first level.

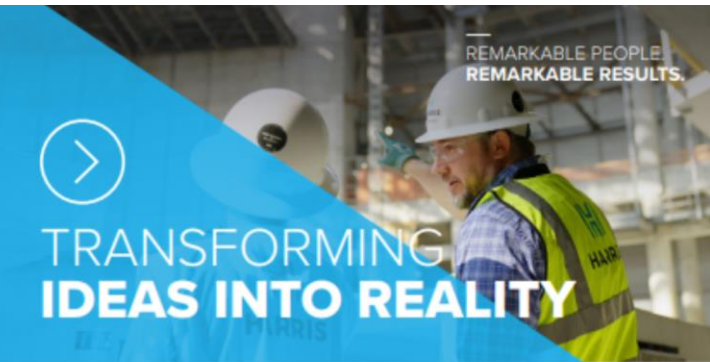
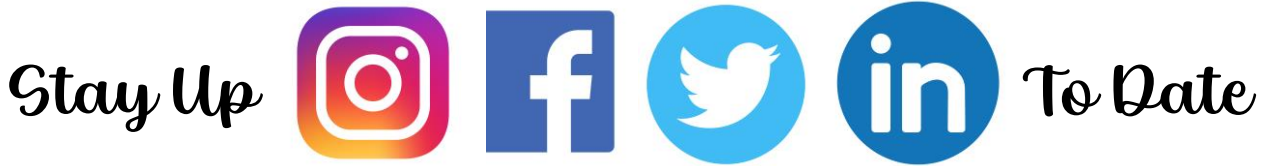




# Building(s) From The Ground Up

Jan Gehl, an urban designer who is credited with transforming Copenhagen, Denmark into one of the most pedestrian-oriented cities on Earth over the last 50 years suggests that “a good city street should be designed so that the average walker... sees an interesting new site about once every five seconds.” In the density of urban St. Paul, what happens at the ground level (be it positive or negative) must strongly be considered when thinking about how our commercial spaces influence us.

**Tina Gassman**  
*President*



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## Beyond Benchmarking: Resources for Energy Efficiency Improvements



You've benchmarked your building's energy use, so now what? Join the **Energize Saint Paul** team and guest speakers from **Xcel Energy**, **District Energy**, and **Life Time Fitness** to learn about federal funding, utility programs, rebates, and resources that are available to help make your commercial or multifamily building more energy efficient. Whether you are exploring where to start, want to make your existing systems more efficient, or you are looking to invest in more energy efficient equipment, this free webinar will offer resources to help cover the costs and overcome technical barriers.

Topics that will be covered:

- How benchmarking can lead to better energy management
- Federal funding opportunities for energy efficiency from new federal legislation
- Xcel Energy cost saving programs and rebates for businesses
- District Energy's Energy Efficiency Program
- Life Time Fitness's journey to an energy efficient building portfolio

A Microsoft Teams link will be accessible through Eventbrite and emailed to everyone who registers the event.

**Date:** Tuesday, October 4th

**Time:** 12:00 noon

**Location:** Online

[Register Here](#)

# The 2022 Saint Paul BOMA Office Market Report and the evolution of Commercial Real Estate in St. Paul



Tenants and employees are returning to the office – but just how many is a big question top of mind for the Commercial Real Estate industry. With many companies changing things up to allow employees to work from home full time, or on a hybrid model, the future is somewhat unknown. Development and re-developments will play a key role as well as creative ideas in leasing. Following the presentation of the highlights of the 2022 Office Market Report by Marketing and Leasing Committee Member, **Tina Hoyer**; **George Hoene** from the St. Paul Port Authority and **Joe Spencer** with the Downtown Alliance will join us to give some insight on current development projects in St. Paul and a potential new twist in leasing – the “mini lease”. How is the program being utilized in the downtown area and are we seeing successes? Attend the 2022 Market Report meeting and find out!

## **About the Market Report**

Greater St. Paul BOMA has been committed to collecting and publishing annual data on office space since 1995. BOMA’s Market Report sets the standard for validity in office market data, covering such aspects as total square footage, occupancy/vacancy rates, absorption, and rental rates. Our report includes breakouts for Class A, B and C, Competitive, Government and Owner-occupied.

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## 2022 Trade Show & Expo

Thank you all for attending this year's expo! We hope you all had as fun of a time as we did meeting new people and reconnecting with familiar faces. Most importantly, we'd like to thank all our wonderful vendors for making this great networking event possible.





# 2022 Trade Show & Expo





## 2022 Trade Show & Expo



**WALKER**  
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We would also like to thank our gracious ticket sponsors who provided prizes during the trade show. We appreciate your kindness and would like to congratulate our winners.

**Dianne Jensen** – MN Twins courtesy of *Allied Universal*

**Andrew Rennert** – MN Twins courtesy of *American Security*

**Alazar Fekadu** – MN Wild courtesy of *Cy-Con, Inc.*

**Vicki Karr** – Saint Paul Saints courtesy of *EnviroBate*

**Paul Ketelhut** – MN Twins courtesy of *Innovative Masonry Restoration*

**Tim Karel** – MN Wild courtesy of *Kraft Mechanical*

**Kori De Jong** – MN Wild courtesy of *Lindstrom Restoration*

**Ken Nosbusch** – MN Twins courtesy of *Marsden Bldg Maintenance*

**Dave LaPlante** – MN Twins courtesy of *Palen Kimball*

**Ashley Burdine** – MN Twins courtesy of *Restoration Professionals*

**Dave Taylor** - \$500 Visa Gift Card – *Saint Paul BOMA*

**Don Gustafson** - \$500 Visa Gift Card – *Saint Paul BOMA*

# SPDID Appreciation

Last Tuesday, the **Saint Paul Downtown Improvement District (SPDID)** celebrated their Street Team Ambassadors with a community event in Landmark Plaza. City officials and downtown leaders, including **Mayor Melvin Carter** and SPDID Board Chair **Clint Blaiser**, shared their thanks for all that the Street Team has done for downtown during its continued recovery from the COVID-19 pandemic — from picking up trash and removing graffiti to helping visitors with wayfinding.





# Member Adventures – Tom Campbell



A few snippets from an incredible trip to Italy. What a beautiful country! Thank you for sharing **Tom Campbell, Travelers**.





## Share Your Member Adventures

**We would like to highlight the travels and excursions that our members embark on!**

Everyone's traveled somewhere cool, and we want to highlight those amazing experiences. The "Member Adventures" section is a space to share stories and pictures from your favorite destinations. Whether it's an epic hike, an exquisite meal, a hole in the wall taco joint, or a stunning view from thousands of feet in the air, we want to see it!

If you would like to submit your story & photos, please email [stpaulboma@bomastpaul.org](mailto:stpaulboma@bomastpaul.org).

## Service Provider Articles

Every month, we feature articles written by our service provider members. This month we have an article about recovering from unforeseen events, by **Joe Holman** of **Insight Restoration**, and another article about the future of motors, by **Dan Chudecke** of **Mulcahy Company**.



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If you are interested in submitting an article for a future edition of the newsletter, please email [stpaulboma@bomastpaul.org](mailto:stpaulboma@bomastpaul.org).



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## What's Your Plan to Recover from an Unforeseen Disaster Event?



It's a typical Minnesota winter, but a polar vortex has dropped down from Canada and the temperatures have been well below zero with high winds. A main water pipe on the top floor freezes and bursts causing extensive water damage to your property. Several tenants are affected and displaced. You get onsite and everyone is looking at you for a plan...

Unfortunately, this is a real-life scenario and I have seen versions of it unfold time and time again.

### CONSIDERATION #1

This is not the time to do an internet search for "disaster restoration near me". Those without a plan find themselves in a very scary, very stressful and very lonely situation when all the fingers are pointing in their direction, looking for a solution. Unfortunately, we never know when, where or in what form a disaster will rear its ugly head, but one thing we do know is that it's not a matter of "if", it's more a matter of "when". Whether it's this afternoon or 20 years from now, it's imperative to have a plan in place to be able to recover quickly, and with as minimal business interruption as possible.

To achieve that, you need to choose and build a pre-event relationship with the right disaster restoration partner for **YOUR** needs. A property manager with 30 one-story properties spread across the suburbs is going to have different needs than a property manager with one 30-story building downtown St. Paul. Know what **YOUR** needs are and then find the best solution for those needs ahead of time.

There are many different companies out there to choose from and they all come in different sizes, and offer different specialties. Treat this like an interview process and ask the right questions: "Have you ever handled a large commercial loss, like a commercial office building before? Do you have a list of references? Do you have a pre-event emergency program? What does your after-hours emergency process look like? Are you a member of BOMA?"

## What's Your Plan to Recover from an Unforeseen Disaster Event?



### CONSIDERATION #2

We all say that we're 24/7, but you'll find out very quickly who is telling the truth when you call at 3:00am on Christmas Eve! Set yourself up for success and have a backup plan with more than one partner in case one of them doesn't answer, or doesn't have the bandwidth to take care of all their customers during a large weather event.

### CONSIDERATION #3

If their facility/warehouse is an unorganized mess, with junky equipment and beat up vehicles, why in the world would you expect them to treat your property any different? Don't hesitate to ask for a tour of their office/warehouse.

### CONSIDERATION #4

Ask what kind of pre-event services they offer. Some have an App, while others have a pre-event disaster recovery program. Whether a company does or doesn't have something in place certainly doesn't define them as a good or bad restoration partner, however these services can be the difference of receiving priority response or being put on a waiting list.



So...NOW what is your plan to recover from an unforeseen disaster event?

## The Future Of Motors



*Article by: Dan Chudecke, Mulcahy Company*

The past decades have brought steady improvement in the efficiency of the motors used on fans and pumps. Through a mix of improved designs and Department of Energy (DOE) regulations, alternating current (AC) induction motor efficiencies have improved across the board to what is likely the practical limit for this style motor.

New motor types are now commercially available that go beyond the efficiencies from a traditional AC induction motor. They are generally categorized as Electronically Commutated (EC) motors, each with different methods of operating. Most utilize a form of magnetic rotor and/or an engineered metal core to minimize losses but require some form of variable frequency drive to operate. Typically, this is not an issue because VFD's are being installed on most installations already, and most VFD manufacturers have made it easy to configure their device to control either a traditional AC motor, as well as an EC motor.

In fact, these new motors are so efficient that new ratings had to be developed to categorize them beyond the standard IE-3 "Premium Efficient" that we have been accustomed to. Although not a US/NEMA standard, the US market has looked to Europe and adopted the IE4 and IE5 ratings (Super Premium and Ultra-Premium Efficiency, respectively) to categorize this new generation of motors. See Table 1 below.

<b><u>NEMA Standard</u></b>	<b><u>International Efficiency Standards</u></b>
Standard Efficiency	IE1
High Efficiency	IE2
Premium Efficiency	IE3
Super Premium Efficiency	IE4
Ultra-Premium Efficiency	IE5

(Table 1: NEMA Standard Ratings for Motor Efficiency)

# The Future Of Motors

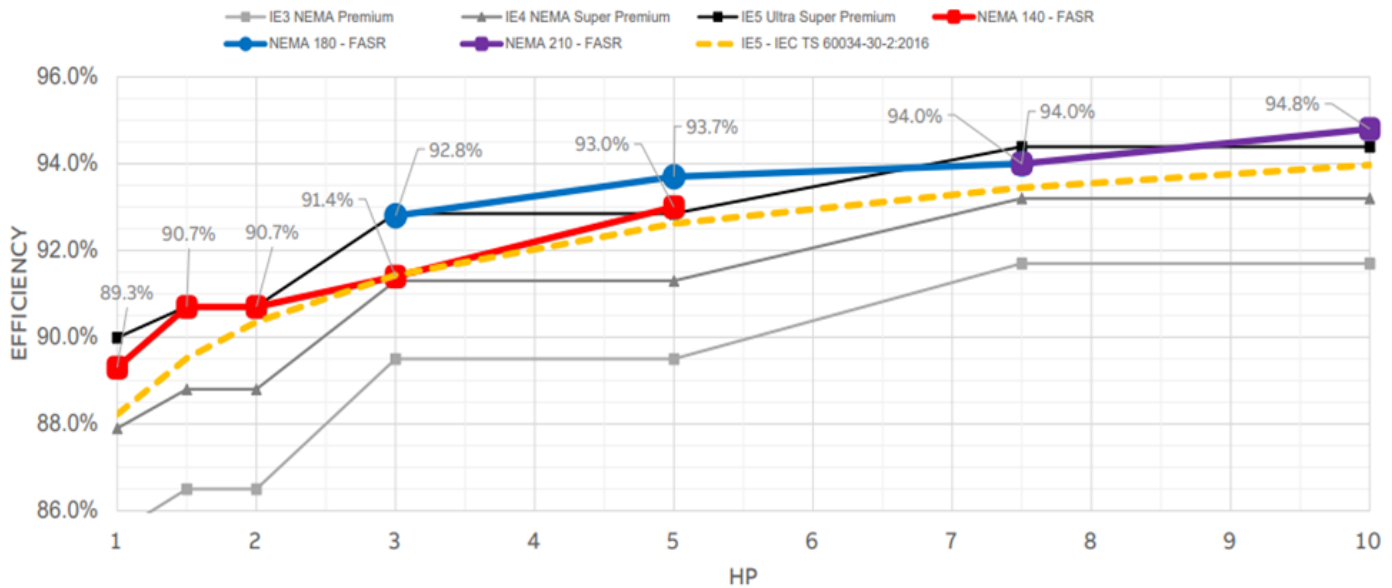
To date, (3) varieties of ECM's have gained commercial acceptance. While it is beyond the scope of this article to explain in-depth the electromagnetism principles of operation, the main advantages, and disadvantages of each are summarized in Table 2. Also, Figure 1 depicts the energy efficiency advantages of various ECM motor technologies compared to that of standard motors. Figure 2 shows some examples of real-world ECM technologies

<u>EC Motor Type</u>	<u>Advantage</u>	<u>Disadvantage</u>
Permanent Magnet (PM)	High Efficiency (IE5)	Uses rare earth magnets
Synchronous Reluctance (SnRym)	No earth permanent magnets	Less efficient than PM
Ferrite Assisted Sych. Reluctance (FASR)	High Efficiency (IE5) w/o PM's	Limited to approx. 20 HP

(Table 2: Advantages and Disadvantages of ECM Motor Types)

## EC Titanium motors meet or exceed IE5 efficiency level

FASR IE5+ Motors for variable speed drive applications



(Figure 1: ECM Motor Energy Efficiencies Compared)



## The Future Of Motors

While may be new to you, there are years old successful applications of EC motor on fans and pumps. These real-world examples prove the viability of these new motors that an improve systems beyond what was once thought unattainable.



FASR Motor and Drive



SnRym Motor



Fan w/ PM Motor

(Figure 2: Examples of ECM Motor Types)

## Sponsorships Available

### First Responders Appreciation Sponsorships Available

This event is normally held at the Twin Cities Public Television building and is a celebration of the St. Paul Police Department, Fire, Metro Transit, and Sheriff's office. We show our appreciation to these hardworking men and women through an elaborate afternoon that includes a luncheon and prizes for the first responders.

If you would like to help sponsor the First Responders Appreciation Luncheon in December, **please contact Denise at [denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org) or 651-291-8888**. There are multiple sponsorships (Gold, Silver & Bronze) available.

### Seminar Sponsorship Available

We have a sponsorship opportunity available for our upcoming seminar. If you would like to help sponsor this event by being our Breakfast Sponsor, **please contact Denise at [denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org) or 651-291-8888**.

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