

NEWSLETTER

MONTHLY NEWS AND INFORMATION



INSIDE THIS ISSUE

- Register Today for the Next Member Meeting this Upcoming Monday, April 8th in Downtown St. Paul
- Final Chair's Report by Heide Kempf-Schwarze...Page 4
- Broker's & Engineers Groups: Upcoming Meetings...Page 3
- 'Consistent Cadence'...President's Report on Page 3
- Sponsorship Information for our Annual Golf Tournament in July! ...Page 7
- Welcome Newest Members & St. Paul BOMA 'Member Spotlight'...Page 9

TIME: 11:30am - 12:00pm - Networking
12:00 - 12:30pm - Lunch (\$70 members, \$85 Non-members)
12:30 - 1:30pm - Presentation

LOCATION: DoubleTree St. Paul, 411 Minnesota St.

CEU: One Hour of CEU is **Applied For**

Sponsored by



DISTRICT ENERGY
ST. PAUL™

ANNUAL MEMBER MEETING

Fostering Community Equity, Wealth and Stability through Commercial Real Estate

MONDAY, APRIL 8TH, 2024

One CEU Credit Applied For

New sources of support for commercial and industrial projects in St. Paul mean new opportunities for underrepresented communities through strategic investments and bringing funding sources together.

Join us for our April Membership Meeting to hear from the redevelopers of the former Sears site in St. Paul and learn how innovative commercial real estate investment and development can strengthen community economic development and preserve affordability for small businesses.



REGISTRATION

UPCOMING EVENTS

Scan to View the Full BOMA Calendar



CALL FOR NOMINATIONS JOIN OUR BOARD!

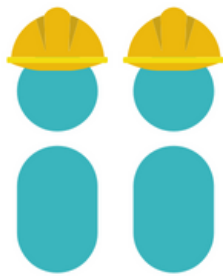


*Now accepting nominations for our Board of Directors.
Self-nomination is encouraged.*

Contact St. Paul BOMA President Tina Gassman: tina.gassman@stpaulboma.org.

Be bold. Be brave. Be a part of BOMA! We are currently accepting applications to be on our fantastic Board of Directors. Please contact Tina Gassman, St. Paul BOMA President, for more information.

SAINT PAUL BOMA



ENGINEERS MEETING



Join Us for a Tour at



Minnesota
Children's
Museum

**April 17th, 2024
12:40PM - 2:00PM**

Lunch Will Be Provided

The Minnesota Children's Museum will be hosting this engineering meeting, which includes a comprehensive tour of the facility. District Energy has been invited to provide their insights on building sustainability. We hope your schedule will allow you to attend this meeting. Plan to wear good walking shoes as we will be doing lots of stairs. I will have some parking ramp vouchers available for the World Trade Ramp on 7th and Wabasha.

UPCOMING EVENTS



**MAY
BROKER'S
MEETING**

May 1st, 2024
11:45AM

Court International
Building
(part of the Court
& Case campus)




Court & Case is a creative office and retail campus located in the heart of the Midway Neighborhood of Saint Paul. The 2-building campus features an array of exclusive amenities. Join us for lunch and a tour of the facility on Wednesday, May 1st.

Both properties are situated at the intersection of University Avenue, Hwy 280, and I-94. Guests are asked to park in the guest parking lot directly in front of Court International, at the intersection of Franklin Avenue and Eustis Street. You may enter at either the north or south entrances and make your way to the Conference Room in Suite 150-S, located directly in the center of the first floor and across from the restrooms. [**Register today!**](#)

LEADING FOR *Vitality*

Thank you to the members and prospects that attended the monthly meeting (and braved the weather!) on March 25th. Our keynote speaker was Mayor Melvin Carter, who spoke about the vitality of our City. His speech was met with warm reception, and the Mayor kindly remained after the meeting to speak with anyone who wanted the chance to talk with him. **Thank you, Mayor Carter!**

We also want to thank **TST Catering** and Rhonda Pape and team who provided a delicious lunch for guests, as well as the **Drury Plaza Hotel**. Watch for more meetings to be held there in the future!



(Left: Mayor Carter speaks with Board Director Bill Hupenbecker and member John Johnson of Swedebro on March 25th, 2024.

MY FINAL REPORT AS CHAIR OF SAINT PAUL BOMA CHAIR'S REPORT



CHAIR'S REPORT
BY HEIDE KEMPF-SCHWARZE

Spring is upon us and in this time of new beginnings, including evolution of your Board Officers and Directors. As Greater Saint Paul BOMA enters this new season of leadership, I have found myself reflecting on all that we have accomplished as an Association.

Much has changed during my tenure as your Board Chair, and I am incredibly proud of all that we have achieved as we've navigated the challenges and impacts brought on by global pandemic, together. I thank you for your engagement through these winds of change and look forward to continuing to collaborate with the GSP BOMA network in cultivating a vibrant downtown and East metro community.

Thank you for your trust. It has been my honor to serve you and the Association.

~ heide



CONSISTENT CADENCE



PRESIDENT'S REPORT BY TINA GASSMAN

Last month I wrote about the impending rollout of the Saint Paul Downtown Alliance (SPDA)'s Downtown Investment Strategy. The Executive Summary calls out The Challenge to Downtown which echoes the struggle of cities across the country to attract and retain downtown residents, visitors, and businesses in the aftermath of the COVID-19 pandemic and historic civil unrest.

The focus on downtown represents not only the importance of the health of this concentrated area but also its impact on our entire capital city. The SPDA report states the following:

“Downtowns have an outsized impact in terms of economic output, residential density, regional employment, and concentration of cultural assets relative to their size. Studies of downtowns across the country show that successful and healthy downtowns contribute an outsized proportion of citywide tax revenues and subsidize the provision of services citywide.”

The success of our city, county and state requires a safe and vibrant downtown core. This means a healthy mix among retail, office and residential uses with inviting open spaces and compelling entertainment destinations. As a member of the Downtown Investment Strategy Steering Committee, I wholly support the initiatives the Strategy illustrates and am optimistic about how each piece will reinforce the next, bringing new vitality to St. Paul.

The year-long work identifies three priorities that include public realm enhancement and advancement of redevelopment projects in addition to an office-to-residential conversion incentives program that aims to create greater housing and density, support downtown businesses, and strengthen the commercial office market.

While converting underutilized commercial buildings would certainly help shore up the office market by consolidating tenants and strengthening the rent rolls of the remaining office buildings, it can only be applied to specific assets that meet the criteria, making it just one piece of the downtown commercial real estate solution. For example, some of our downtown buildings that are not appropriate for residential conversion are facing the most devastating swings in vacancy.

Leases held by entire state government agencies once meant nearly 100% occupancy, but with those workers relocating to the state Capitol campus, large spaces now sit at a dangerously low 40% occupancy. Compounding the issue is that the government agencies remaining in downtown leases are largely working remotely, so those workers do not currently contribute to the vitality of downtown St. Paul.

The absence of downtown office workers doesn't just affect the small businesses reliant upon their patronage. Both real and perceived public safety concerns are amplified without critical mass. There truly is safety in numbers. Further, as office buildings lose value due to vacancy, the tax burden will shift to St. Paul residents as commercial properties pay greater taxes than residential properties do for the same square footage.

Together, we must make downtown St. Paul a place people – including office workers – want to be, but we must also figure out a way to encourage a consistent cadence of daytime activity so that retailers, mass transit, and others can count on regular foot traffic while greatly improving public safety and protecting residents from massive tax hikes.

MINNESOTA



LEGISLATIVE UPDATE

WITH SONNIE ELLIOTT

The legislature is quickly moving through the session hearing policy bills and passing bills to the floor of the house and senate for further debate. With a trifecta of power, the democrats are able to pass their priority initiatives without out relying on Republican votes. BOMA is tracking initiatives related to property conversion tax credits, any increases in taxes, economic development assistance and commercial building mandates.

In 2023, the Minnesota legislature passed a \$70 billion two-year budget, which was a nearly \$20B or 40% increase over the previous budget. Because the state budgets on a biennial basis in the odd year, the 2024 session is not a budget setting year. However, they will be considering “supplemental” spending in addition to the already passed budget. The Legislative Leadership and Governor Walz released joint budget targets for supplemental spending of close to \$500 million.

A key spending priority to BOMA St. Paul is the continued push by Ramsey County to fund the county’s efforts relating to homeless response infrastructure and services. These initiatives may include funding emergency shelters, day shelters, conducting outreach and diversion programs. The Heading Home Ramsey Continuum of Care initiative will be receiving hearings this week in the Senate Health and Human Services Committee and the House Children and Families Finance and Policy Committee. BOMA will be supporting H.F. 4583/S.F. 4779. The request is for \$15,000,000.

In the next few weeks, it is important for lawmakers to hear from their constituents. Please send a note to your legislator explaining your experience with the homeless population in St. Paul and why this investment in Heading Home Ramsey is important.

The legislature must complete its work and adjourn before May 20, 2024.

ANNUAL BOMA GOLF TOURNAMENT 2024

Sponsorships

Sponsors are the backbone of our successful annual golf tournament! Please consider becoming a sponsor at our 2024 event on Monday, July 15th! Submissions can be directed to **Denise Jenkins at denise.jenkins@bomastpaul.org or 651-291-8888.**

Thank you for your support!

REGISTRATION TABLE



\$400

Meet and greet people as they arrive. You will have your own table, signage and can collect business cards for a drawing at dinner.

LUNCH OR DINNER SPONSORSHIP



\$500-\$600

Table tent recognition with company logo and special acknowledgement at lunch or dinner. Seeking **two sponsors** for lunch (\$500) and **two sponsors** for dinner (\$600).

TROPHY PRIZE SPONSOR



\$500

This sponsorship allows you to hand out a gift card from the pro shop (purchased by BOMA) as well as your company swag. A photo with the winners will be featured in our newsletter. There are prizes for first and second place.

HOLE SPONSOR



\$500

Spend the day meeting people! Table, chairs as well as signage provided for your company. Bring your company swag and say hi as golfers pass through!

CORPORATE TENT



\$500

There will be a table and chairs available at your spot, along with signage. Bring your company swag & goodies!

PUTTING GREEN OR DRIVING RANGE SPONSOR



\$500

If you don't want the staff to sit at a hole because you'll be golfing, this is the perfect opportunity - signage will be at both areas of the putting green or driving range.

BEVERAGE CART



\$600

Cheers! The beverage cart will deliver ice-cold drinks to the golfers throughout the day. Your company signage will be displayed on each cart.

PHOTOGRAPHY SPONSOR



\$325

This sponsorship receives recognition for the photography that is taken during the entire event. Your name and logo will appear on our media channels.

PARTY CART SPONSOR



\$500

High visibility! Your name and signage will be showcased however you want it on a golf cart - be as creative as you want!

LIMITED SPONSORSHIPS -
CALL TODAY!



The Trident uses a dedicated radio frequency (RF) network, and not WiFi, to communicate among devices in a modified mesh network. As a result, sensors have greater range and can communicate over longer distances in most any building configuration.

THE DETECTION GROUP
Wireless Water Leak Detection

The Detection Group protects Many well-known Class A Commercial and residential Buildings, retail stores, medical And laboratory facilities. Find out why. Call us today.



RM Coon Company
7145 Boone Ave N
Brooklyn Park, MN 55482
763-473-4640



SMARTBASE STATION

- ☑ 1 or multiple per building
- ☑ Handles up to ~30 floors, ~400 sensors, and ~15 hubs
- ☑ 120V Power Supply Required
- ☑ Battery Back-up of up to 4 hours
- ☑ Required dedicated Ethernet or Wi-Fi/LTE Service



SIGNAL HUBS

- 1 HUB per every 1-3 floors
- Handles up to 120 Sensors or 20 Valve Controllers ☑
- 120V Power Supply Required
- Battery Back-up of up to 5 days



SENSORS

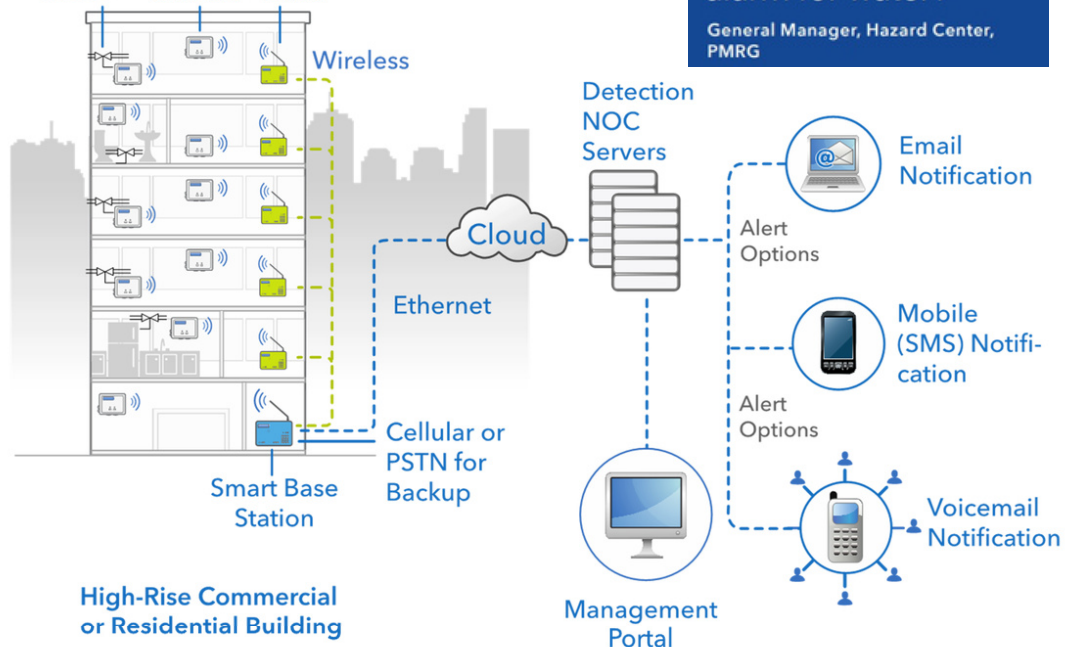
- ☑ Wireless and can be deployed anywhere
- ☑ Power Supply: (2) CR123A Batteries
- ☑ Estimated battery life of 3-5 years
- ☑ Communication on range of up to 300' to signal HUB
- ☑ Additional set of contacts for sensor cable attachment

VALVE CONTROLLER

- ☑ Sizes of 1/2" - 2" Diameter
- ☑ Max of 2 valves per controller
- ☑ 120V Power Supply required
- ☑ Auto-Cycle capability
- ☑ Includes additional set of contacts



Motorized Wireless Valves Sensors Hubs



"I have an alarm for fire, why wouldn't I have an alarm for water?"
General Manager, Hazard Center, PMRG

High-Rise Commercial or Residential Building

Greater Saint Paul
BOMA

MEMBER

Spotlight

Each month, we will feature one of our Greater Saint Paul BOMA Members. This month, the spotlight is on McCaren Designs. Michelle Miller with the design and sales team was kind enough to answer some questions for us. *Enjoy!*

Q: How long has your company been a member of Greater Saint Paul BOMA?

A: Great Question! McCaren Designs has provided all things horticulture in St. Paul for over 40 years. We've been with BOMA from the beginning!



Q: What does St. Paul BOMA mean to you?

A: An organization of professionals working together for the greater good of St. Paul.

Q: What are some of the highlights of your membership?

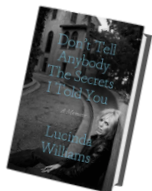
A: Annual Golf Tourney is a highlight. The McCaren Team enjoys the opportunity to connect with friends – known + new. (Side note: check out the awesome design they made for BOMA last year!)



McCaren Designs

Q: Ok, now for some fun: What's something that always makes you LAUGH?

A: People. People are funny! If one takes the time to observe, humor presents itself in the most uncanny places.



Q: Reading or watching anything interesting these days?

A: Just finished reading Lucinda Williams's "Don't Tell Anybody the Secrets I Told You: A Memoir". Next up: Favorite Author Isabel Allende's "The Wind Knows My Name".

Q: If there was only ONE food that you could eat the rest of your life, what would it be?

A: Salad. An endless variety of crisp combos brings a feeling of endless summer to each meal.



(Thank you, Michelle Miller, for your participation! If you want to see your business showcased, contact Jen Leach at stpaulboma@bomastpaul.org.)



≡ Welcome ≡

Saint Paul BOMA
Welcomes our newest
members!

Peter Greene
Owens Companies
500 West 92nd Street
Bloomington, MN
T: 952-854-3800



Rachelle Martini
RCL Engineering Group
6259 Bury Drive
Eden Prairie, MN 55346
T: 612-238-0802
Email Rachelle



OFFICERS:

Heide Kempf-Schwarze, Chair
Bill Huepenbecker, Vice Chair
Kori De Jong, Treasurer

DIRECTORS:

Jerry Hersman
Jill Hocking
George Hoene
Robert Loftus
Julie Perteet
Patrick Scullin

STAFF:

Tina Gassman, President
Denise Jenkins, Member Services
Director
Jen Leach, Editor

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Greater Saint Paul BOMA
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370 Wabasha Street North
Suite 690
St. Paul, MN 55102
Phone: 651-291-8888

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

Advertise with us! 
**bomasaintpaul.org/
advertisement-opportunities**

View our current plans & pricing

APRIL is...

-  **April Fools Day**
April 1st
-  **National Burrito Day**
April 4th
-  **World Art Day**
April 15th
-  **Administrative Professionals Day**
April 17th
-  **Earth Day**
April 26th

**See a full list of April
Holidays and Celebrations**

Stay Connected



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