

NEWSLETTER

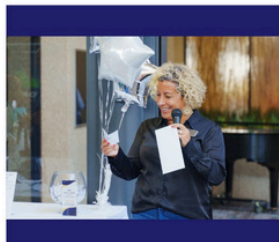
MONTHLY NEWS AND INFORMATION

2024

PRODUCT & SERVICES EXPO

Tuesday, September 17th
11AM-2PM

DoubleTree Hotel,
Downtown St. Paul



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**Showcase Your Business & Connect
with Other BOMA Members**
St. Paul BOMA Annual Trade Show & Expo

TUESDAY, SEPTEMBER 17TH, 2024

One CEU Credit *Approved!*

Don't miss out on this great opportunity to create and strengthen your connections with fellow BOMA members. We'll have great food and a raffle to win tickets for various sporting events. The earlier you arrive, the better chance you'll have at winning! These tickets have been graciously donated by our exhibitors, so don't forget to stop by their booths to say hello.



The presentation (11AM-12PM) will summarize the City of Saint Paul's planning process and implementation strategies for decreasing operational emissions, highlighting some innovative projects underway such as the energy performance contract for Como Zoo, construction of the new North End Community Center, and other building retrofit projects that are leveraging energy efficiency and renewable energy measures.

This course is part of our annual tradeshow and is free to attendees. One hour of Continuing Education has been **approved**.

Date: September 17th, 2024

12:00 PM - 2:00 PM: Lunch, Trade Show & Expo

11:00 AM - 12:00 PM: CEU with Cecilia Govrik
(1 CEU Credit Approved)

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

NEWS & EVENTS

Scan to View the Full BOMA Calendar



Congratulations to **Joe Holman**, Director of New Business for Insight Restoration! Joe was elected to serve a two-year term on the Greater Saint Paul BOMA Board of Directors. We look forward to adding his perspective and kind demeanor to our leadership.



Insight
Restoration

Joe Holman

Director of New Business, Insight Restoration

Joe Holman has had the pleasure of working in the disaster restoration industry for over 10 years. His career began in 2008 with a local ServiceMaster Franchise out of Osseo/Maple Grove, where he served as a member of the sales team.

In 2015, he tried his hand in corporate sales while working for Shred-It, and then its parent company, Stericycle. Although he was successful, Joe missed the restoration industry. In October of 2019, he returned, taking on the role of Director of Sales and Marketing for Insight Restoration, where he continues to serve his commercial clientele today.

Joe and Insight Restoration are active members of 12 professional associations, and Joe sits on the committees for almost all of them.

Joe resides in Elk River with his wife and three kids. He enjoys golf, nature and coaching/watching the countless activities his kids participate in.

ST. PAUL BOMA DIRECTORIES

Your 2024-2025 Membership Directory is here! We would like to thank the following advertisers for their involvement in this issue:



Want to advertise in the next BOMA Directory? Contact Jen Leach in Marketing at stpaulboma@bomastpaul.org or 651-210-4545.



IN MEMORIAM

MARGOT IMDIEKE CROSS



Greater Saint Paul BOMA Staff would like to extend our condolences to The Minnesota Council on Disability upon hearing of the loss of Margot Imdieke Cross.

Margot was known by the Greater Saint Paul BOMA community and previously held ADA seminars for our organization.

Read more about Margot from the Minnesota Council on Disability [here](#).

NEWS & EVENTS

Scan to View the Full BOMA Calendar



St. Paul BOMA

Broker's Meeting

Wednesday, September 11th
11:45AM-1PM

178 9th Street East, St. Paul

Lunch Included

More Info to Come!




Thank You

THANK YOU TO ALL THE MEMBERS THAT
DONATED PRIZES FOR THE GOLF TOURNAMENT:



LINDSTROM
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Schindler
Schindler Elevator



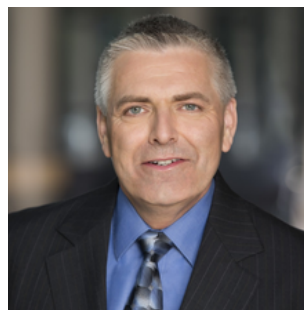
Securitas
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EDUCATION **FALL** CLASSES

Fall class offerings include: **Energy Management and Controls (SMT)** and **Environmental, Health and Safety Issues (SMA)**. [Click here to learn more.](#)

RIGHTSIZING AND THE IMPENDING UPCYCLE: ADAPTIVE REUSE IS KEY

CHAIR'S REPORT



CHAIR'S REPORT
BY BILL HUEPENBECKER

In July, I spent four days in Philadelphia for the BOMA International Conference. Retiring BOMA International President and Chief Operating Officer, **Henry Chamberlain** and Senior Vice President, **Mary Lue Peck**, delivered BOMA's annual State of the Industry address. They presented an in-depth look at the current state of the CRE industry and provided insight into how this time of disruption and fast-paced change is transforming commercial real estate for the long-term. One of my biggest takeaways from their remarks is that they expect it will be 2026 until the office market bottoms out and that we are 12 to 18 months from an upcycle, where historically the industry has come back stronger than before the market downturn. They added that office space is about flexibility including using 19% as lounge space for tenants. They also discussed that largely conversion to housing does not work for about 75% of office buildings. Therefore, adaptive reuse is the key to how properties are re-envisioned.

There were also some great educational seminars. Some of the most interesting content was the continued growth of Artificial Intelligence in our industry. AI utilization ranges from indoors, managing HVAC and other systems, but also goes outside, using drones and AI to evaluate the condition of roofs, parking lots, and loading docks. There was an interesting case study of how Walmart has used this technology to evaluate, rank and prioritize capital projects to more effectively spend precious CapEx dollars.

Kori De Jong, the board Vice-chair, our President **Tina Gassman** and Immediate Past Chair **Heide Kempf-Schwartz** also attended. It was good to see my colleagues outside of work and committee meetings.

All in all, it was a good week. It is my hope that each of you will get an opportunity to attend a future BOMA International Conference. This is a great event for property managers, service providers, and engineers.

I also want to extend a warm welcome to our new board members, Crystal Pingel who is the Senior Property Manager with Frauenshuh Commercial Real Estate, and Joe Holman, Director of New Business for Insight Restoration.

Lastly, make sure to mark your calendar for the Greater Saint Paul BOMA Product and Services Expo on Tuesday, September 17th.

HOW OUR CONNECTIVITY LED TO DISCONNECTION



PRESIDENT'S REPORT
BY TINA GASSMAN

The Opening Keynote Address at the **BOMA International Conference** in Philadelphia featured, "It's Time to Change the Channel" from Michael Smerconish, an American radio host, television presenter, political commentator, author, lawyer, and a Pennsylvania native.

Smerconish delivered an engaging, thought-provoking, and balanced presentation on today's political arena, the 2024 election, and the long-term implications of the polarization in politics.

He spoke of our current national divide, political and otherwise. For example, he said that while only 14% of us are at either extreme end of the political spectrum (the other 86% in the moderate range), our media leads us to believe we are further divided than we are.

Ironically, today's connectivity is disconnecting us through self-selecting. The internet allows us to find like-minded individuals and to actively avoid those who see things differently.

Everyone is online, but we are more disconnected from our neighbors than at any point in our modern history. Further, there is a growing class division because of our lack of cross-class friendships.



Michael Smerconish addresses the crowd at the BOMA International Conference in Philadelphia in July



Michael Smerconish

All of this self-selection and disconnection is not good for our health and happiness.

Smerconish referenced a book titled, "The Good Life: Lessons from the World's Longest Scientific Study of Happiness" by Robert Waldinger, M.D. and Marc Schulz, Ph.D.

The findings are based on a Harvard study beginning in 1938 regarding the search for happiness. It includes ongoing medical records of its subjects. Its discovery? The key to happiness is social fitness. Social relationships keep us healthy and satisfied.

(continued on page 6)

HOW OUR CONNECTIVITY LED TO DISCONNECTION

(continued from page 5)



PRESIDENT'S REPORT
BY TINA GASSMAN

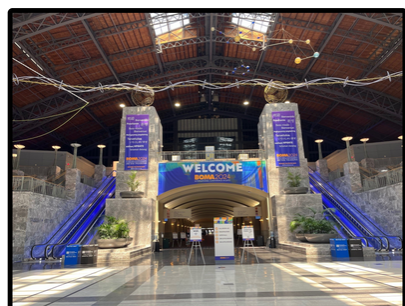
Our kids are spending time alone, inside, instead of exploring outside and developing friendships around town. They are carpooling to school instead of socializing (and working out disputes) with kids on the school bus. Smerconish believes that this phone-based childhood and helicopter parenting is directly responsible for our current mental health crisis.

Our hybrid work environment, he continued, is contributing to our debilitating isolation. Smerconish pointed to an article published in the Wall Street Journal called, "The Loneliness of the American Worker" and subtitled, "More meetings and faceless chats. Fewer work friends. How the modern workday is fueling an epidemic of isolation."

Smerconish held emphatically, "I'm not saying this just because I'm speaking to [BOMA]. We've got to physically get back to work!"

Smerconish believes in-person experiences with those around us – particularly with those different than us – can foster a pathway to greater understanding and cooperation in an increasingly complex world.

"We need to mingle. We need to get out of our bubbles and have shared experiences."



Fun in PHILADELPHIA

*During conference breaks, the St. Paul
BOMA contingency enjoyed the sights of
the City of Brotherly Love.*



Board Chair Bill Huepenbecker
and Vice Chair Kori De Jong
knocking out some sightseeing.



Hustling up 72 steps in 100-degree
heat? No sweat for these two
BOMA champions.

Greater Saint Paul BOMA MEMBER

Spotlight



Kathy Foldesi
Viking Electric

Each month, we feature one of our Greater Saint Paul BOMA Members. This month, the spotlight is on one of our longest-standing members: **Viking Electric**. Field Account Manager Kathy Foldesi 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: Over 20 years.



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

A: St. Paul BOMA is an excellent organization that is an outlet for creative thinking and knowledge gathering amongst its members. It provides opportunities for building owners/engineers to work with vendors and suppliers to figure out the most efficient and effective way to manage their property.



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

A: I have a booth at the Product & Services Expo every year where I can mingle with many property managers and engineers.

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

A: We have three cats and watching them play together is always a good laugh!



Q: Reading or watching anything interesting these days?

A: We are watching "The Americans" on Netflix and it is a pretty intense series.



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

A: Spaghetti 🍝!



COOL!

Q: Anything else you would like us to know about you?

A: I enjoy playing in a couple 8-ball pool leagues.



Team Viking Electric
at the BOMA Expo, 2021



**Saint Paul BOMA
Welcomes our newest
members!**

Greater Saint Paul BOMA would like to welcome our newest members: **USA Security** of Eden Prairie and **Hamernick's Flooring Solutions** of Saint Paul!

Hamernick's Contact:

Nancy Hagert

1381 North Rice Street

Saint Paul, MN 55117

651-487-3211

nancyh@hamernicks.com



USA Security Contact:

Melissa Hicks

6251 Bury Drive

Eden Prairie, MN 55346

952-829-5919

mhicks@usasecurity.com





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Phone: 651-291-8888

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

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View our current plans & pricing

AUGUST is...



Black Business Month



World Lung Cancer Day

August 1st

International Beer Day

August 2nd



National Vinyl Record Day

August 12th

National Relaxation Day

August 15th



National Red Wine Day

August 28th

See a full list of August Holidays and Celebrations

Stay Connected



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