

GREATER SAINT PAUL **BOMA**

# NEWSLETTER

MONTHLY NEWS AND INFORMATION

## Understanding St. Paul's 5-year Transportation Capital Improvement Plan and its Impact on CRE

Wednesday, August 12<sup>th</sup>Osborn370 | 4<sup>th</sup> floor (Lake Superior Room)

10-11 AM



## INSIDE THIS ISSUE

- **Thank you** to Our 2026 Annual Golf Tournament Sponsors...Page 8
- **BOMA Member Spotlight...** Page 7
- Better Together...**President's Report...**Pages 3 & 4
- The Power of Connection...**Chair's Report...**Pages 5 & 6

**TIME:****10:00AM - 11:00AM****LOCATION:** Osborn370 Building  
370 Wabasha Street North, 4th Floor  
(Lake Superior Room)**EDUCATION:** 1 CEU Applied for**COST:** \$73 member rate /  
\$90 non-member rate**GREATER SAINT PAUL BOMA**

UPCOMING SEMINAR

***Understanding St. Paul's 5-year Transportation  
Capital Improvement Plan and its Impact on CRE*****WEDNESDAY, AUGUST 12TH****10:00 - 11:00AM | OSBORN370, ST. PAUL**

Transportation investments influence property values, accessibility, development opportunities, and the vitality of commercial districts.

Join Reuben Collins, Transportation Planning Manager for Saint Paul Public Works, as he shares how the City's five-year Transportation Capital Improvement Plan and the voter-approved Common Cent (1%) sales tax are shaping Saint Paul's future. Learn how transportation projects are selected and prioritized, where Common Cent funding is being directed, and what the 20-year project delivery schedule means for businesses and commercial real estate. With more than 20 years of engineering and planning experience, Collins will provide valuable insight into the City's long-term transportation strategy and its impact on those who live, work, own property, and invest in Saint Paul.



# UPCOMING MEETINGS + NEWS

Scan to View the Full BOMA Calendar




Greater Saint Paul  
**BOMA**  
**TRADE SHOW & EXPO**  
An exclusive event for St. Paul BOMA Members



TUESDAY, SEPTEMBER 22<sup>ND</sup>, 2026  
12-2PM



TOWN SQUARE CENTER  
DOWNTOWN  
ST. PAUL



FREE CATERED LUNCH



WIN \$400 CASH!



QUALITY VENDORS



TOP PRIZES & GIVEAWAYS



CEU CREDIT WORKSHOP

REAL OPPORTUNITIES. REAL CONNECTIONS.

[bomasaintpaul.org](http://bomasaintpaul.org)

## Watch for attendee registration to open after our Annual Golf Tournament on July 20th!

As a member of St. Paul BOMA, the Annual Trade Show and Expo is the best opportunity to create and strengthen connections between service providers and building professionals. If you're a service provider, you're in the perfect environment to promote your products and services. As a building professionals or building engineer, you have the chance to explore and shop around to see which services would benefit your building. This event is exclusively for BOMA members. If you're interested in membership, [contact us](#).



St. Paul BOMA members enjoyed an exclusive behind-the-scenes experience at Allianz Field on **Monday, June 15th**, combining an informative educational program with a guided tour of one of the region's most impactful redevelopment project areas.

The program explored the remarkable transformation of Saint Paul's Midway neighborhood, where Allianz Field has served as a catalyst for new investment and growth. Members learned how what was once underutilized land is evolving into United Village—a vibrant mixed-use district that will bring together office, hospitality, retail, residential, and public spaces to create a thriving urban destination.

Once again, **thank you to generous sponsors Modern Heating & Air, District Energy and Service Master DSI!**

# BETTER *Together*



## PRESIDENT'S REPORT BY TINA GASSMAN

I hope you had a wonderful Independence Day filled with family, friends, and a little time to recharge. Summer has a way of reminding us to slow down just enough to appreciate what we've accomplished while also looking ahead to what's next.

One of the highlights of my summer is attending the BOMA International Conference. This year, I had the pleasure of being joined by our Board Chair, Kori DeJong. It was wonderful to experience the conference together, exchange ideas throughout the week, and see her enthusiasm for bringing new opportunities back to Greater Saint Paul BOMA.

One of the greatest benefits of the conference is the opportunity to connect with fellow BAEs, or BOMA Association Executives. While every market is different, many of the opportunities and challenges we face are remarkably similar. There's tremendous value in sitting down with peers who are willing to openly share ideas, celebrate successes, and talk honestly about what's working...and sometimes more importantly, what isn't.

I always come home with pages of notes, a head full of ideas, and renewed excitement for what we can accomplish together.

One theme surfaced again and again throughout the conference: the best member value isn't created in a vacuum, it's built through partnership. Rather than assuming we know what our members want, the strongest associations ask, listen, and invite members to help shape the future. That philosophy inspired one of the initiatives we'll be launching in the coming months: our Service Partner Advisory Council.

Our service partners are much more than event sponsors. They are trusted experts, innovators, and business partners who invest in the success of our association and our industry. The new council will give us a dedicated forum to hear directly from the people we're serving. What sponsorship opportunities create the greatest value? What ideas have they seen work in other markets or other organizations? Where can we improve? How can we build even stronger connections between our service partners and our commercial real estate professionals?



(Continued on Page 4).

# BETTER *Together*

*(Continued from page 3).*



## PRESIDENT'S REPORT BY TINA GASSMAN

Those conversations will help ensure we're making decisions alongside our members instead of for them. I believe that's how we create more meaningful engagement, stronger partnerships, and greater value for everyone involved.

One of the things I love most about BOMA is that we're never standing still. We learn from one another locally, we learn from colleagues across the country, and then we bring those ideas home and adapt them to fit the unique needs of our own community. That's one of the greatest strengths of belonging to an organization like ours.

As we move into the second half of the year, I'm excited about what's ahead. We have outstanding educational programs, networking events, and new opportunities for members to become more engaged. More importantly, we have an incredible community of professionals who continue to support one another and make Greater Saint Paul BOMA such a welcoming place to build relationships.

Thank you for being part of that community. Your ideas, your engagement, and your partnership make our association stronger. I look forward to seeing you at an upcoming event as we continue building an even stronger Greater Saint Paul BOMA together.

All my best,

- Tina

# CHAIR'S OUTLOOK: THE POWER OF CONNECTION



BY KORI DEJONG

Last month, I had the opportunity to attend the 2026 BOMA International Conference & Expo in Long Beach, California, alongside commercial real estate professionals from across the country and around the world. The conference theme, "The Power of Connection," captured something many of us already know to be true: our industry is strongest when we learn from one another, work together, and remain engaged in shaping the future of commercial real estate. If you have the chance, this annual conference is something I highly recommend attending. The information learned and the connections made are invaluable to your career. Plan to join me next year if you can!

Throughout the conference, one message was consistently reinforced: our profession is evolving rapidly. From advances in artificial intelligence and building technology to changing occupant expectations and operational demands, property owners and managers are navigating a period of significant transformation at a pace we have never seen before. The educational sessions and keynote presentations focused on helping industry professionals adapt, innovate, and lead with confidence during this time of change.

One of the highlights of the conference for me was the opening keynote, "The Fallacy of Impossible," presented by Mick Ebeling, founder of Not Impossible Labs. His message was a powerful reminder that innovation often begins when we challenge assumptions and refuse to accept limitations. Rather than focusing on obstacles, he encouraged us to ask, "What's possible?" That mindset resonated strongly as I thought about the future of commercial real estate, our downtowns, and Greater Saint Paul BOMA. The opportunities ahead of us may be complex, but they are not impossible when we approach them with creativity, collaboration, and a willingness to lead. Next time you see me, feel free to ask for more details on what Mick has accomplished up to this point in his life. It is truly inspirational.

One of my biggest takeaways was the importance of balancing technology with human connection. While new tools can improve efficiency, data management, and building operations, relationships remain at the center of everything we do. Successful properties are built on strong partnerships between owners, managers, engineers, service providers, tenants, and community stakeholders. The conversations occurring throughout the conference reminded me that the most effective solutions often come from collaboration and shared experiences.

I was also encouraged by the strong emphasis placed on professional development and leadership. The conference brought together professionals at every stage of their careers, creating opportunities to exchange ideas, challenge assumptions, and gain fresh perspectives. Whether discussing emerging technologies, sustainability initiatives, operational best practices, or workforce development, attendees shared a common goal: ensuring that our industry remains resilient, relevant, and prepared for what's next.

*(Continued on page 6).*

# CHAIR'S OUTLOOK: THE POWER OF CONNECTION



BY KORI DEJONG

*(Continued from page 5).*

As I reflected on the experience, I couldn't help but think about Greater Saint Paul BOMA and the tremendous value that exists within our own membership. We have an incredible network of professionals who generously share their expertise, volunteer their time, advocate for our industry, and support one another through challenges and opportunities alike. Those connections are what make our organization strong.

The conference reinforced several priorities that I believe are equally important for our local association:

- Continuing to invest in education and professional development.
- Strengthening member engagement and participation.
- Embracing innovation while remaining focused on the people we serve.
- Growing our membership and broadening our collective influence.
- Building strong partnerships within our industry and throughout our community.

The future of commercial real estate will undoubtedly bring both challenges and opportunities. Fortunately, BOMA provides a platform where we can learn, collaborate, and move forward together. That is the true power of connection.

Thank you for your continued involvement and support of Greater Saint Paul BOMA. I look forward to building on the ideas and momentum generated at the International Conference and bringing those insights back to our chapter in the months ahead.

Together, we will continue strengthening our organization, supporting our members, and helping shape the future of commercial real estate in Saint Paul.

-Kori DeJong, Chair of the Board



# MEMBER *Spotlight*

Each month, we feature one of our Greater Saint Paul BOMA Members. This month, the spotlight is on Service Master DSI. Mike Soukup is the Commercial Business Development Manager for ServiceMaster Recovery Management (SRM) and ServiceMaster DSI in the Minneapolis and St. Paul area.



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

A: Company 20 years + and myself for 18 years.



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

A: BOMA to me is a Professional Group of Business People whose Common Goal is to Improve and Enhance the Market Atmosphere in St Paul to create a more Favorable Environment for doing Business.

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

A: First Responders luncheons (the unsung heroes), the BOMA Gala's we had (all dressed up for games, dancing, a few drinks...) and "BOMA & A Brew" (relax and unwind after work).



*Service Master, Platinum Sponsors at out Annual First Responders Luncheon 2025*

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

A: Children - they have no filter and say the darndest truthful things without any thought whatsoever. Much more fun than dealing with adults. 😄

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



A: Ice Cream.

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

A: The BOMA table at my wedding was voted the "Most Fun" by my entire Family... I'll leave it at that! 🎉 🥳



*(Editor's note: Thank you, Mike Soukup, for your submission!)*

# Thank You!

## 2026 GOLF TOURNAMENT SPONSORS



Building Restoration Corp.



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**Greater Saint Paul BOMA**  
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**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.*

*July* is...

-  **Independence Day**  
July 4th
- Pick Blueberries Day**   
July 10th
-  **National French Fry Day**  
July 13th
- Moon Landing Anniversary**   
July 20th
-  **National Love is Kind Day**  
July 20th
- National Lasagna Day**   
July 29th

[See a full list of July Holidays and Celebrations](#)

**Stay Connected**



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