

NEWSLETTER

MONTHLY NEWS AND INFORMATION



LEADING FOR *Vitality* IN SAINT PAUL

ST. PAUL BOMA MEMBERSHIP MEETING

With Mayor Melvin Carter

Monday, March 25th, 2024
Drury Hotel, St. Paul



INSIDE THIS ISSUE

- Register Today for the Next Member Meeting (New Location!) on March 25th with the Mayor
- Commercial Real Estate Day at the Capitol: Join Us on March 7th
- Broker's & Engineers Groups: Upcoming March Meetings...Page 2
- The State of the Commercial Real Estate Industry and Trends...Chair's Report on Page 3
- 'A Pivotal Point in History' for St. Paul...President's Report, Page 4
- Welcome Newest Members & St. Paul BOMA 'Member Spotlight'...Page 8

TIME: 11:30 – 12:00PM – Networking

12:00 – 12:30 – Lunch

12:30 – 1:30 – Program

LOCATION: 175 10th St E, St Paul, MN 55101

EDUCATION: 1 CEU **Approved**

Sponsored by



DISTRICT ENERGY
ST. PAUL™

NEXT MEMBER MEETING

Leading for Vitality in Saint Paul:
Q&A with Mayor Carter

MONDAY, MARCH 25TH

One CEU Credit *Approved*

Mayor Melvin Carter is committed to ensuring that, in partnership with our business community, economic growth can reach all corners of our city.

Please join us in learning about Mayor Carter's commitment to the vitality of Saint Paul and its integral business community.

This meeting will be held at the Drury Plaza Hotel in Downtown St. Paul. The cost is \$70 for BOMA members and \$90 for non-members.



REGISTRATION



UPCOMING EVENTS

Scan to View the Full BOMA Calendar



MARCH BROKERS MEETING



MARCH 6TH, 2024
11:45AM - 1:00PM

Jason Butterfield, Jerry Hersman and Crystal Pingel with Frauenshuh extend a cordial invitation to join St. Paul BOMA and real estate industry colleagues on March 6th, from 11:45 AM – 1:00 PM at Infor Commons (380 St. Peter Street).

The meeting will be held in the 10th floor conference room, with optional building tour to follow if desired. Two hours of validated parking will be available at the Lawson Commons ramp (connected to Infor Commons), otherwise street parking will be available. Lunch is included.

[REGISTER NOW](#)

COMMERCIAL REAL ESTATE DAY at the Minnesota State Capitol

MARCH 7TH, 2024
8:30-10:30AM

[REGISTER
NOW!](#)

1 CEU
Approved!

ENGINEERS MEETING

WEDNESDAY, MARCH 20TH
11:30AM TO 12:45PM
MINNESOTA HISTORY CENTER
345 WEST KELLOGG BLVD, ST. PAUL



The Minnesota History Center has been called the finest building constructed in Minnesota since the State Capitol was completed in 1905. The building houses an award-winning museum, a library housing the state's historical documents, meeting spaces of all sorts, a museum store and the Market House Café. It's also home to the Minnesota Historical Society's collections and archives.

For more information and to register, click below!

[Sign Up](#)

THE STATE OF THE COMMERCIAL REAL ESTATE INDUSTRY AND TRENDS

CHAIR'S REPORT



CHAIR'S REPORT
BY HEIDE KEMPF-SCHWARZE

Last week GSP BOMA leadership had an opportunity to meet with **BOMA International President Henry Chamberlain** to discuss the state of the commercial real estate industry and trends that are affecting peer practitioners on a national scale.

A topic that we spent much of our time together on was how remote and hybrid work has impacted downtowns and more particularly the role that government plays in healthy business districts. It is no secret that Saint Paul properties are facing significant vacancies with many State agencies relocating from leased spaces into owned assets. Our group had a deeply engaged conversation about BOMA's role, locally and internationally, in encouraging public sector employees and how critical they are to the vitality of downtowns. Greater Saint Paul BOMA is committed to advocacy around this topic. If you are interested in joining this coalition, reach out to the BOMA office.

The annual CRE Day at the Capitol is Thursday, March 7th and I encourage you all to attend. This is a tremendous opportunity to meet with legislators and share the successes and challenges we are facing individually and collectively.

Lastly, we are fortunate to have **Mayor Carter** joining us at our March monthly membership meeting on March 25th at the Drury Hotel to share his priorities and vision for Saint Paul. The date and location of this meeting are outside of our regular cadence and event space, so take note of these important details.

I hope to see many of you at one or more of these upcoming events.

~ heide

A PIVOTAL POINT IN HISTORY FOR SAINT PAUL



PRESIDENT'S REPORT
BY TINA GASSMAN

As a member of the Downtown Investment Strategy Steering Committee, I'm excited for the rollout of the official strategy this month after a year of research and collaboration, spearheaded by the St. Paul Downtown Alliance and the City of St. Paul.

I've shared before that in beginning this position a year and a half ago, how I spend my time and focus is different than I expected. Beyond running and maintaining the health of the association, the industry currently faces challenges like never before, and those require great attention and effort.

The McKinsey Global Institute estimates that 20-25% of the workforce could work remotely, or four to five times the number prior to the pandemic. In addition to the resulting shrinking demand for office space, this not only means lost tax revenue for municipal budgets but also poses a severe threat to the livelihoods of the small business owners who depend on the daily foot traffic of office workers.

St. Paul stands at a pivotal point in history. The downtown core is set up for, more than anything, a bustling 9-5, Monday through Friday workday. While I've seen a moderate rebound – downtown workers taking business lunches at Kincaid's and The St. Paul Grill, some tackling their errands in the skyway convenience stores – more often I see long, lonely stretches of empty skyway corridors and eerily-quiet city streets.

I believe the hybrid work environment is here to stay, and we need to find ways to work within it instead of against it. In some cases, adaptive reuse will make sense. In others, we must determine creative ways to fill currently (or impending) vacant spaces. The goal is to help downtown St. Paul evolve from a place of obligation to a desirable destination of choice.

As with any tipping point, there exists great opportunity. But, without implementing improvements and investment now, we risk things tipping the other way, into blighted streetscapes. This is the time to reflect our commitment to St. Paul; we get to decide who we are going to be now.

My hope is that once strategy implementation begins, this plan will uncover ideas and projects that bring St. Paul employers, workers, residents and visitors joy and delight. While I think it's important to attract further investment and additional residents to the mix, I am optimistic we can build confidence in our city's future with those already here.

We plan to have Joe Spencer of the SPDA present the findings and details with our membership, so watch for more information soon!

MINNESOTA



LEGISLATIVE UPDATE

WITH SONNIE ELLIOTT

This Thursday, March 7th is the Commercial Real Estate Day at the Capitol. This is an opportunity to hear from legislators and to tell them of our priorities.

For the last several weeks the legislative committees have been discussing issues of policy. There is a deadline for certain bills to pass by March 22nd. Following this deadline, the legislature will leave for a holiday break. When they return they will begin to look at spending issues. To set that table, Minnesota received its final budget forecast for this budget year.

The Minnesota Management and Budget office presented the State's Economic Forecast on February 29, 2024. This showed the surplus grew by another \$1.3 billion since the November budget forecast for a total of \$3.7 billion in an estimated budget surplus. However, previous commitments to ongoing spending caused state officials to urge caution regarding any new spending. To cover costs and avoid a deficit in the next two years, they recommended spending no higher than \$2.2 billion.

The growth in the projected budget surplus was due primarily to increased revenue from corporate income. Democrat leadership took notice of the improved revenue forecast and proclaimed how well the Minnesota business community is doing. They said it was now an opportunity to focus positive results toward working families.

This means that businesses should not expect relief from mandates and taxes passed last session. The details of energy benchmarking, Paid Family and Medical Leave and other business mandates are not likely to be adjusted significantly based, in part, on the result of the February Economic Forecast.

The legislative session must end by May 20, 2024.

SPRING CLASS OFFERINGS

REGISTER NOW

Electrical Systems and Illumination

Start Date: Wednesday, March 27th – May 1st, 6:00 to 9:00PM

Cost: \$872 member / \$972 non-member

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. Register by contacting Denise Jenkins.

Building Design & Maintenance – SMA

Start Date: Monday, March 25th – April 29th, 6:00 to 9:00PM

Cost: \$994 members / \$1,094 non-members

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

Building Design and Maintenance stresses that it is important for all building systems administrators to not only have an intimate knowledge of a facility's systems and components, but also have an understanding of the day-to-day and month-to-month operations that keep a building in good working order. This comprehensive course covers the basics of subjects such as building design and structural systems, foundations, walls, flooring, roofing, and landscaping. In addition, this course provides information about building maintenance and an overview of the types and uses of construction documents. Register by contacting Denise Jenkins at the BOMA office.

In 2023, District Energy St. Paul celebrated 40 years of service to the Saint Paul community. The anniversary year was filled with celebration and reflection as they took the opportunity to connect with the community and share the story of how District Energy became a model for the nation. As they move into their next chapter, they remain steadfast in upholding our founding principles while advancing and adapting their system to meet the needs of Saint Paul.



DISTRICT ENERGY
ST. PAUL™

**Read the
Full 2023
Annual Report**



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 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

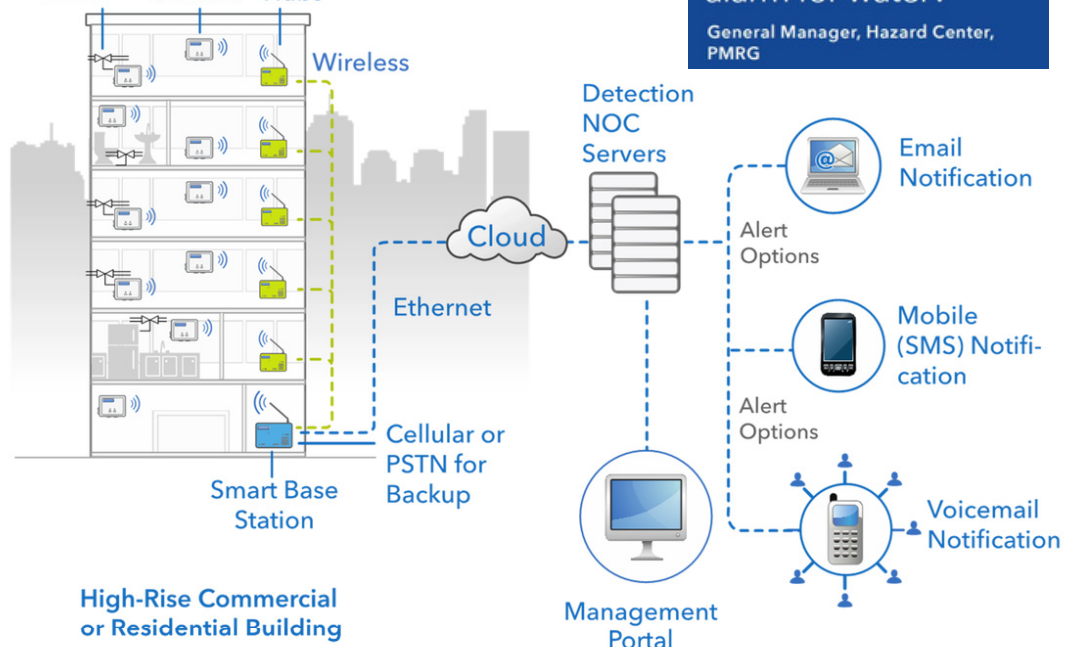
- ☑ Wireless and can be deployed anywhere
- ☑ Power Supply: (2) CR123A Batteries
- ☑ Estimated battery life of 3-5 years
- ☑ Communication on range of up to 300' to signal HUB
- ☑ Additional set of contacts for sensor cable attachment

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 Valves Wireless 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 Insight Restoration. Director of New Business Joe Holman 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: We've been members of St. Paul BOMA for 4 years.



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

A: To me, St. Paul BOMA is a fantastic group of professionals that are always willing to share their expertise and knowledge with each other. It's always a guarantee that when I go to a STP BOMA event, there will be smiling, laughing, continuous education and a comfortable atmosphere. Of all the associations that we are members of, STP BOMA is one of my favorites.



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

A: I really enjoy learning about commercial real estate, because I think it is a fascinating industry, which is why the member meetings are always a highlight for me. The topics and speakers always bring something new to the table, and the food provided is always phenomenal.



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

A: Scare-Cam videos of people capturing a good scare prank get me every time.



Q: Reading or watching anything interesting these days?

A: I just got done watching a Canadian show called "Shoresy". It's two seasons with six episodes in each season. I should warn you, that it's pretty vulgar, but it follows a senior AAA hockey team that goes from worst to first. Its like a modern day TV series of the movie "Slapshot". I highly recommend it.

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

A: Cripes...this is probably cheating because it's a collaboration of foods, but I could eat a good Cuban Sandwich every day for the rest of my life and never get sick of it!



(Thank you, Joe Holman, 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!

Saint Paul BOMA Welcomes our newest members **Kathleen Wickstrom of the JSpec 7 Group, LLC** and **Kelly Jameson of the Metropolitan Council** (as Building Members.). We look forward to getting to know you!

Spec 7 Group, LLC
Kathleen Wickstrom
1340 157th Avenue NE
Ham Lake, MN 55304
T: 763-434-3244
Email Kathleen



Kelly Jameson
Metropolitan Council*
390 Robert Street North
St. Paul, MN 55101
T: 651-602-1556
Email Kelly



*Building Member

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

March 2024 Vol. 10, No. 3
Greater Saint Paul BOMA
Osborn370 Building
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

MARCH *is...*



Employee Appreciation Day

March 1st

National Oreo Cookie Day

March 6th



International Women's Day

March 8th

St. Patrick's Day

March 17th



Frist Day of Spring!

March 20th



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

Stay Connected



Greater Saint Paul BOMA Newsletter published monthly by Greater Saint Paul BOMA.

Statements and opinions in editorials or articles written by the publisher and staff do not necessarily represent the opinion of BOMA or its membership. Articles may be reproduced only by written authority of the editor.

DISCLAIMER: All advertisements are accepted and published upon the representation that the Agency or Advertiser is authorized to publish the entire contents and subject matter thereof. The Agency and/or Advertiser will identify and hold harmless to the publishers, the employees and agents of the publisher from any advertisement including claims or suits for defamation, libel, violation of rights of privacy, plagiarism, and copyright infringement.