

# NEWSLETTER

MONTHLY NEWS AND INFORMATION

## BEYOND THE HYPE:

### Practical AI for Commercial Real Estate



Presented by Mark Price,  
Opus College of Business  
University of St. Thomas



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**TIME:**

- 11:30AM-12:00PM - Networking
- 12:00-12:30PM - Lunch
- 12:30-1:30PM - Presentation

**LOCATION:** Drury Plaza Hotel

175 10th Street East, St. Paul  
(note: free parking on-site)

**EDUCATION:** 1 CEU **Approved**

**GREATER SAINT PAUL BOMA**  
UPCOMING MEMBERSHIP MEETING

***Beyond the Hype:***  
**Practical AI for Commercial Real Estate**

**MONDAY, MAY 11TH**

**11:30-1:30PM | DRURY PLAZA HOTEL, ST. PAUL**

*Sponsored by*



Most organizations understand AI in theory but struggle to move from understanding to action.

In this session, we'll cut through the hype to focus on practical AI tools that commercial real estate professionals can implement immediately—reducing manual effort, improving accuracy, and increasing speed in daily operations.



You'll leave with a clear framework for assessing opportunities and a path forward for your teams.

Our speaker will be Mark Price, Opus College of Business, University of St. Thomas.

# UPCOMING MEETINGS + EVENTS

Scan to View the Full BOMA Calendar



## MAY BROKERS MEETING ENERGY PARK FINANCIAL CENTER

Wednesday, May 6<sup>th</sup> | 11:45AM to 1:00PM

Join Fellow Brokers for Lunch & a Tour  
1360 Energy Park Drive, Suite 110  
St. Paul  
(Surface parking is available)

Hosted by



**Kirsten Pinger & Rachel Happe with Wellington Management** extend a cordial invitation to join St. Paul BOMA and real estate industry colleagues at the Energy Park Financial Center. Parking lot available.

Energy Park Financial is a standout three-story office building located at the center of St. Paul's busy Energy Park Drive. This concrete and glass building provides abundant natural light, features a shared conference room, and has fully remodeled first and third floors. **Register today** for this meeting!



## EMERGENCY RESPONSE & BIOHAZARD CLEAN-UP

Presented by



Learn about proper bio, trauma clean-up and safe procedures for handling hazardous materials

Wednesday, May 20<sup>th</sup> | 11:30AM-12:45PM  
Golden Rule Building, St. Paul  
85 East 7th Place (Room 295)

Emergency response, Biohazard and Trauma Clean-up play a critical role in protecting public health and safety. This presentation covers the importance of proper bio and trauma clean up, and safe procedures for handling hazardous materials. Understanding these services helps ensure quick response, reduced risk, and a safer environment for everyone. This meeting will be presented by Ungermaan. **Register today!**

# UPCOMING MEETINGS + EVENTS

Scan to View the Full BOMA Calendar



GREATER SAINT PAUL BOMA SEMINAR

# FIRE INSPECTIONS 101







Wednesday, June 3<sup>rd</sup> | 9:30-11:00AM  
Osborn370, 370 Wabasha Street N.  
4<sup>th</sup> Floor - Lake Superior Room

*Presented by Mitch Imbertson  
St. Paul Department, Safety and Inspections*

Fire safety goes beyond compliance: it protects lives, assets, and your reputation. This seminar helps property management professionals navigate complex fire codes with confidence, avoid common pitfalls, and reduce risk across their buildings. Walk away with practical strategies to stay compliant, minimize liability, and keep your properties truly safe.



Our guest speaker is Mitch Imbertson who works for the City of Saint Paul Department of Safety & Inspections as the commercial fire inspections supervisor. [Register today!](#)

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## FROM VISION TO REALITY: Inside Midway's Next Chapter

Monday, June 15th  
11:30AM-2:30PM  
Grand Casino Brew Hall | Allianz Field  
400 Snelling Ave N., St Paul

Join us for an insider look at the evolution of Saint Paul's Midway neighborhood, where Allianz Field sparked the next wave of redevelopment and where United Village is now taking shape as a multi-phase, mixed-use urban district designed to bring together office, hospitality, retail, and public space.

Hear directly from the professionals driving these projects as they break down what's happening on the ground, from financing and phasing to market realities and operational strategy. [Register here.](#)

# MORE NEWS + EVENTS



*The 39th Annual*

## GREATER SAINT PAUL BOMA **GOLF TOURNAMENT**

MONDAY, JULY 20TH, 2026

12:00-7:00PM

PRESTWICK GOLF CLUB, WOODBURY

\$199 PER GOLFER



**Registration is now open for our 38th Annual Golf Tournament on Monday, July 20th!** This event is open to all Greater Saint Paul BOMA members, their friends and guests. Reservations will be accepted on a first-come, first-served basis and **limited to 144 golfers**.

**Send in your reservations now!** The tournament will fill rapidly. You can still reserve a foursome, even if you do not know who will be joining you to play golf. Enjoy a day of fun in the sun on July 20th!



On Monday, April 20<sup>th</sup>, Greater Saint Paul BOMA held their annual meeting and program. It was during this meeting that we also elected our newest Board Members: Elisa Rasmussen, Angie Wishard-Thomas and JP Yohannes. President Tina Gassman also took time to recognize four individuals whose board service is concluding: Rob Loftus, Pat Scullin, Julie Perteeet and Heide Kempf-Schwarze. Thank you for your outstanding service and comittment to St. Paul BOMA!

*Building the Future of Care:*  
**INSIGHTS FROM BOMA'S  
 MEDICAL REAL ESTATE  
 CONFERENCE**



PRESIDENT'S REPORT  
 BY TINA GASSMAN

Last month, I attended the BOMA International Medical Real Estate Conference, Building the Future of Care, with a clear goal: to better understand how Saint Paul BOMA can grow and support our medical office building (MOB) membership and ensure we're delivering value to current members like long-time supporter Rob Loftus with MSP Commercial.

Travel delays kept me from the opening keynote, but the sessions I did attend offered meaningful and practical insight.

One of the most impactful was Bridging the Health Inequity Gap in America, led by emergency medicine physician and author Sampson Davis, MD. His message was clear: improving health outcomes requires a tailored approach that accounts for the unique needs of different communities. For those in commercial real estate, that reinforces the role our buildings play in the broader healthcare ecosystem. Accessibility, location, and design all influence how - and more importantly, **whether** - patients receive care.



A panel on Operational Excellence in Healthcare Property Management was especially relevant to our work. It highlighted key differences between medical and traditional office tenants, and the added complexity of managing healthcare environments.

What stood out most was the concept of patient-centered property management. In medical office settings, the property manager's role becomes an extension of the care experience itself. Every detail, from wayfinding and cleanliness to responsiveness, directly impacts patient comfort and outcomes (and therefore tenant satisfaction), particularly in off-campus and non-traditional care settings.

For Saint Paul BOMA, the takeaway is clear: growing our MOB membership isn't just about recruitment, it's about relevance. This sector requires specialized insight, and we have an opportunity to deliver more targeted programming, resources, and connections.

You can expect to see us building on these insights in the months ahead. If you're part of the medical office sector or interested in pursuing it, I'd welcome the conversation!

Let's keep building what's next for care in our community.

- Tina

# CHAIR'S OUTLOOK: TODAY AND BEYOND



BY KORI DEJONG

Dear Greater St. Paul BOMA Members,

I'm honored to serve as your new Chair of the Board and appreciate the opportunity to introduce myself to our membership.

Before looking ahead, I would like to extend a sincere thank-you to our outgoing Chair, Bill Huepenbecker, for his dedication, leadership, and countless hours of service to Greater St. Paul BOMA. Bill's steady guidance, commitment to advocacy, and passion for this organization have helped position BOMA for continued success, and I am truly grateful for the strong foundation he has built. As we build on the progress achieved under Bill's leadership, I look forward to carrying that momentum forward—working with our Board, committees, and membership to continue strengthening BOMA's impact and presence in our community.

I have spent the past 23 years with Wellington Management, Inc., where I've had the opportunity to grow my career as a Property Manager, Senior Property Manager, and Leasing Agent. Prior to that, I worked with Frauenshuh Companies, where I was first introduced to Greater St. Paul BOMA and became a member. BOMA has been a meaningful part of my professional journey, and it is truly an honor to give back to this organization in this leadership role.

Greater St. Paul BOMA is your organization, and its strength comes directly from the engagement, experience, and passion of its members. I strongly encourage you to fully participate—whether that means serving on a committee, sharing your expertise, volunteering at events, or lending your talents in ways that support our mission. There is a place for everyone, and our organization is strongest when it reflects the full depth of knowledge within our membership.

What makes these efforts successful is member involvement. Whether it's advocacy work, education and training opportunities, public safety initiatives, or engagement in conversations about the future of downtown St. Paul, BOMA's impact is driven by the people in this organization. Your participation strengthens our collective voice and ensures our initiatives continue to reflect real-world experience from those managing and operating buildings every day.

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I would also like to personally invite each member to help grow our organization. If every one of us asks just one additional manager or building to join Greater St. Paul BOMA, we can continue to expand our voice, our reach, and our collective impact. Membership growth strengthens our advocacy efforts, enriches our conversations, and ensures BOMA remains a vital resource for the commercial real estate community.

As Chair, my priorities for the year ahead are focused on deepening member engagement, strengthening advocacy, growing our membership, and fostering collaboration—both within BOMA and with our City partners. By working together and staying engaged, we can continue to position Greater St. Paul BOMA as a strong, trusted voice for our industry.

I am genuinely excited about the direction St. Paul is heading. Mayor Kaohly Her brings a practical, collaborative approach to City Hall, with a focus on efficient city operations, economic vitality, public safety, and long-term growth. Her emphasis on partnership and community engagement reflects a forward-looking vision for St. Paul, and if there is anything we, as a membership, can do to assist the Mayor's office, please reach out to me or the Greater St. Paul BOMA office.

I look forward to the year ahead, to connecting with many of you, and to working together to support a strong and vibrant St. Paul.

Warm regards,

**Kori DeJong**

Chair, Greater St. Paul BOMA



*Kori DeJong with St. Paul BOMA at Commercial Real Estate Day at the State Capitol (2025)*

## BONDING, TAXES, AND LATE-SESSION MOVEMENT



BY SONNIE ELLIOT &  
HANNA ZINN  
TAFT ADVISORS

Legislators continue to work toward a capital investment (“bonding”) bill—traditionally the focus of the second year of the biennium. Unlike the budget-setting year, there is no requirement for the legislature to pass a budget this session, which raises the stakes for any major package that does move forward.

A bonding bill requires a three-fifths supermajority—81 votes in the House and 41 in the Senate—meaning bipartisan support is essential in both chambers.



Senate DFL leaders recently outlined their 2026 bonding priorities. Sandy Pappas (DFL-St. Paul), chair of the Senate Capital Investment Committee, noted the committee received approximately \$7 billion in project requests over the past year. She is currently developing a roughly \$1.4 billion proposal focused on local projects and pointed to ongoing bipartisan discussions, including coordination with Karla Housley (R-Stillwater), the committee’s ranking minority member.

Erin Murphy expressed optimism that a deal can be reached before adjournment, though Sen. Pappas cautioned that the timeline is tight, with just over two weeks remaining in session. Separately, the Senate tax omnibus bill includes a significant provision affecting St. Paul. It would expand bonding authority tied to the city’s 0.5% local sales tax—from \$65 million to \$275 million—to support renovation and improvements to the Grand Casino Arena. The proposal also increases the total allowable bond issuance from \$130 million to \$325 million and extends the tax’s expiration date to December 31, 2061.

On the policy front, a proposal addressing “stay-or-pay” employment agreements stalled in a House committee but may re-emerge locally. These provisions require employees to repay training costs if they leave employment before a specified period. While the state legislation has not advanced, the St. Paul City Council has indicated interest in pursuing restrictions at the local level.

The legislature is scheduled to adjourn on May 18th.



# MEMBER *Spotlight*

Each month, we feature one of our Greater Saint Paul BOMA Members. This month, the spotlight is on Assured Security. Dean Paulsrud, Business Development Manager, was kind enough to answer some questions for us. *Enjoy!*



**Dean Paulsrud**  
[Contact Dean](#)



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

A: Four Years

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

A: It is nice to be involved with a group of professionals that are looking to grow and maintain buildings in St. Paul. If this is updating current buildings or remodeling existing buildings, there are some unique buildings and it is nice to see them maintained and repurposed. It is also great to connect with other vendors and be able to have a resource when customers of mine need services we don't provide.

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

A: I enjoy the meetings to hear from different leaders, the networking time at these events, the tours and the golf event is fun to spend time outdoors. All around St. Paul BOMA has been a great group and I look forward to attending as many events as I can.



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

A: My kids raced Quarter Midget race cars when they were younger. Now I am helping my great nephews and it's always fun, along with challenging. As you can image telling a 4 ½ and 10-year-old what to do in a race car, on a track with other kids can be entertaining to say the least. Plenty of time to laugh, smile and sometimes even cry.

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

A: Pizza! There are so many options and so many places to try! From Mothership in Edina, Pizzeria Lola in Minneapolis, Omni Brewery in Maple Grove to Pizza Food truck events with Brick Oven Bus and OG ZaZa. Plenty of options and places to try.



**OFFICERS:**

Kori De Jong, Chair  
Joe Holman, Treasurer

**DIRECTORS:**

Jill Hocking  
Bill Huepenbecker  
Crystal Pingel  
Elisa Rasmussen  
Angie Wishard-Thomas  
JP Yohannes

**STAFF:**

Tina Gassman, President  
Denise Jenkins, Member Services  
Director  
Jen Leach, Marketing Coordinator

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

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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**

**may** is...

-  **Mental Health Awareness Month**
-  **Cinco de Mayo**  
May 5th
-  **National Apple Pie Day**  
May 13th
-  **World Metrology Day**  
May 20th
-  **National Boss Babe Day**  
May 22nd
-  **National Save Your Hearing Day**  
May 31st

*See a full list of May Holidays and Celebrations*

**Stay Connected**



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