

NEWSLETTER

MONTHLY NEWS AND INFORMATION

DECODING THE DOWNTOWN BLUEPRINT:

The Vision for Saint Paul's Next Chapter

Presented by Dave Higgins, President of the Saint Paul Downtown Development Corporation

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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, Saint Paul

EDUCATION: One CEU **Approved**

UPCOMING MEETING

DECODING THE DOWNTOWN BLUEPRINT:

*The Vision for Saint Paul's Next Chapter***MONDAY, NOVEMBER 10TH****11:30-1:30PM***Sponsored by***DISTRICT ENERGY**
ST. PAUL™

As downtown Saint Paul evolves, so does the strategy behind its development. Join Dave Higgins, President of the Saint Paul Downtown Development Corporation (SPDCC), for a dynamic and forward-looking discussion on the future of Minnesota's capital city. With a mandate to invest in, develop, and redevelop catalyst properties in partnership with public and private stakeholders, the SPDCC is playing a key role in shaping what's next for downtown.

REGISTER TODAY!

In this session, Dave will share insight drawn from more than two decades of real estate expertise, covering the organization's strategic priorities and his personal vision for an activated, vibrant, and resilient urban core. Whether you're a real estate professional, civic leader, investor, or simply curious about what's next for the heart of the city, this session offers a valuable opportunity to connect with the vision behind Saint Paul's momentum.

UPCOMING

MEETINGS + EVENTS

Scan to View the Full BOMA Calendar



with Ian Swanson,
Center for Energy & Environment

ENGINEERS MEETING



DUAL TECHNOLOGIES:

Dual Fuel Heat Pump Rooftop Units (RTUs)
& Energy Recovery Ventilators (ERVs)

*How Building Owners can Reduce Energy Use and Reliance
on Natural Gas while Ensuring Occupant Comfort*

Wednesday, November 19th
11:30am - 1:00pm
85 East 7th Place, St. Paul - Room 295
\$25 (Includes Lunch)

**ATTENTION
ENGINEERS!**

**Next meeting:
November 19th**

**LEARN
MORE**



SPONSORED BY



PRESENTED BY GREATER ST. PAUL BOMA & BOMA GREATER MINNEAPOLIS

Distressed Assets & CRE Receivership

BREAKFAST SEMINAR
NOVEMBER 20TH, 2025 | 8:30AM - 10:30AM
CAPELLA TOWER, MINNEAPOLIS
2 CEU CREDITS APPROVED

REGISTER NOW

Featuring David H. Hewett

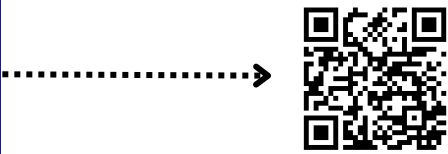


This two-part program takes you deep inside the unique role of a court-appointed Receiver. Part One will give you an in-depth look at the responsibilities, decisions, and daily activities of a Receiver - along with the specialized knowledge, skills and training the role demands. You'll explore the key issues a Receiver must address and gain a realistic picture of the job so you can decide whether it's a path you'd like to pursue. Even if you never intend to serve as a Receiver, the insights from this session will prove invaluable - especially if you manage a property that could one day fall under receivership.

Part Two shifts from theory to practice with an interactive case study. Using the lessons from Part One, you'll step into the Receiver's shoes to evaluate real-life scenarios, debate possible courses of action and make decisions just as a Receiver would. Expect lively discussion, multiple perspectives, and a chance to test your judgment against the realities of the role. [Register to attend here.](#)

UPCOMING
MEETINGS + EVENTS

Scan to View the Full BOMA Calendar





SAINT PAUL BOMA

FIRST RESPONDERS APPRECIATION LUNCHEON

MONDAY, DECEMBER 8TH, 2025 | TPT STUDIOS, ST. PAUL
11:30AM - 1:30PM

Every year Saint Paul BOMA hosts the First Responders Appreciation Luncheon for the St. Paul Police Department, Fire Department, Metro Transit, and Sheriff's office. It's already that time again; mark your calendar for Monday, December 8th, when we honor our City's finest!

BOMA St. Paul is very fortunate to have a public sector committed to working with our members for the common good of our city. We are also very lucky to have great leaders in place to support the downtown community. [Register to attend here.](#) **See sponsorship opportunities on page 8.**



LAUNCH YOUR BOMA LEADERSHIP JOURNEY

[Learn More](#)



This dynamic one-year program (with an optional second year) pairs up to 15 outstanding professionals with our legendary BOMA Fellows, seasoned industry professionals who are passionate about helping you grow. Through coaching, guidance, and real-world insights, you'll expand your leadership toolkit and deepen your connection with BOMA International.

There is no cost to participate; however, participants are responsible for their registration, travel, hotel, and other expenses to attend the Winter Business Meeting and Annual Conference. [Learn more!](#)

Light the World in Teal on November 3rd

Last year, more than 1,350 sites around the world participated in the annual program held in November as part of Alzheimer’s Awareness Month. This year, Light the World will take place on November 3rd. Once again, BOMA members are encouraged to participate by lighting their office buildings.



[Learn more here](#) about which buildings across the world will be participating on November 3rd and how you can, too.

BOMA Member’s New Office Development Begins

Greater St. Paul BOMA member [MSP Commercial](#) is proud to announce its collaboration with on a new retail-style medical building located just north of the Hy-Vee Grocery anchored development on 161st Street West in Lakeville. This marks the fourth location for the pediatric care provider, joining its existing practices in Inver Grove Heights and Richfield, and a future Eden Prairie location expected to open in early 2026.



Exterior rendering

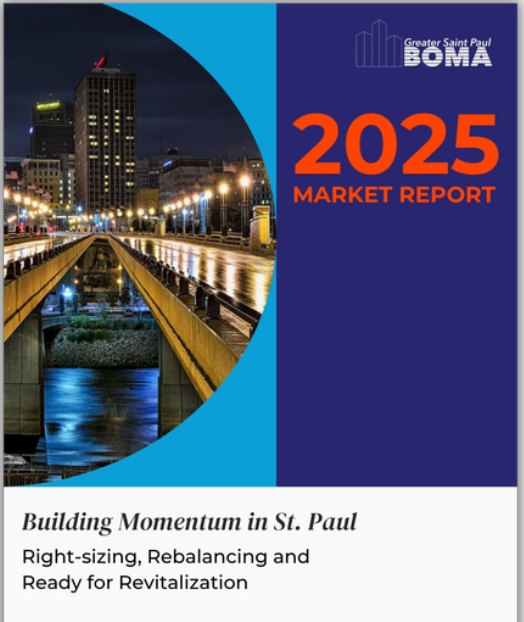
The upcoming one-story, dual-tenant facility will span 9,000 rentable square feet (RSF), with Grow Pediatrics occupying approximately 60% of the space. The remaining 4,000 RSF is available for build-to-suit retail or medical tenants, with leasing managed by JLL Retail.

Greater Saint Paul BOMA Releases Annual Market Report

“I want to thank Greater Saint Paul BOMA President Tina Gassman and her team for all of their work that went into this year's annual Market Report, which was released earlier this week. As we all know, our commercial real estate market has been on unsteady ground for years, and was further shaken by the pandemic and collapse of the Madison Equities portfolio. Thankfully, the BOMA team continues to provide diligent and thoughtful data and analysis of our commercial real estate market in downtown that has been a tremendous resource for benchmarking progress and trends as we collectively make decisions to reimagine the future of our city center.”

-Joe Spencer, Downtown St. Paul Alliance

[Download the full report here.](#)



A stylized 'Welcome' logo in a script font, with a blue and green swoosh underneath.

newest St. Paul BOMA member!!



Creative Lawn & Landscape
763-389-2227
Contact: Karla Roberdeau
Email: karla@creativeinl.com
[Learn more!](#)

2026 MARKET TRENDS TO WATCH: THE HUMAN FACTOR IN A SHIFTING MARKET



PRESIDENT'S REPORT
BY TINA GASSMAN

As we look ahead to 2026, downtown Saint Paul's commercial real estate market is defined by both transformation and opportunity. Findings from our [2025 Annual Market Report](#) reveal a market adapting with intention – balancing economic realities with a renewed focus on connection, community, and collaboration.

While hybrid work models continue to influence space use, the narrative is shifting from downsizing to right-sizing. Employers are reimagining offices as purposeful, people-centered environments that foster engagement and culture. In this new landscape, tenant retention is less about square footage and more about creating value – through responsive management, thoughtful amenities, and strong relationships.



Conversions and mixed-use projects continue to reshape the downtown experience, infusing energy into underused properties and supporting a more diverse, vibrant city center. As interest rates stabilize, owners and investors are finding more confidence to plan strategically for the long term.

At the same time, initiatives like the expanded [Downtown Improvement District](#) and the new [Downtown Development Corporation](#) underscore a shared commitment to revitalization and public safety. These partnerships – among building owners, city leaders, and community stakeholders – reflect what makes Saint Paul unique: a willingness to work together for the greater good. I'm excited about our [November meeting on the 10th](#) with Dave Higgins of the Downtown Development Corporation to expand on the momentum being created in the market.

The year ahead will reward those who lead with both data and empathy – recognizing that buildings succeed when people thrive. Greater Saint Paul BOMA is proud to stand alongside our members in shaping that future.

- Tina

FALL CHAIR'S REPORT



BY BILL HUEPENBECKER

In October, the **BOMA Board of Directors** had our annual meeting with the **Ramsey County Board of Commissioners**. BOMA members discussed the recent 2025 BOMA market report as well as the initiatives we can work on together that make it easier to invest and bring people downtown. We talked about how we can support the County in their work on quality-of-life issues such public safety, their homeless response efforts, and behavioral health.

The conversation also included the importance of, and need for, all types of housing including office conversions. The County Commissioners gave us updates on the impact of the Federal government shutdown and budget cuts, which in turn are affecting their budget and the many Human Services programs they administer. I would like to thank the **Ramsey County Commissioners** for the productive conversation and their support of our business community.

The BOMA board also has a couple upcoming meetings in November. We will be having our annual meeting with the **Saint Paul City Councilmembers** as well as participating in the annual BOMA Minnesota meeting with our colleagues from Minneapolis and Duluth. The BOMA Minnesota meeting is where we will set our joint legislative agenda and priorities for the upcoming 2026 Legislative session.

Warm Regards,

Bill

Greater Saint Paul
BOMA

MEMBER *Spotlight*

Each month, we feature one of our Greater Saint Paul BOMA Members. This month, the spotlight is on MN Stripes. Dan Langton, the owner of MN Stripes Inc. was kind enough to take the time to answer our questions. Enjoy!



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

A: We joined Saint Paul BOMA at the end of August, and our first event was the trade show, where we gave away a pair of Wild tickets and a few gift baskets. We're excited to grow our network of outstanding clients within BOMA by doing what we do best: painting parking lots with precision and delivering unmatched customer service.

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

A: We look forward to being an active part of BOMA Saint Paul and bringing you our 30+ years of expertise in pavement marking and maintenance.

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

A: My wife and I share our home with four dogs—two English Springer Spaniels and two Cocker Spaniels. One of the Springers is named Mayday, just so the neighbors glance skyward for a plane when I'm yelling for her in the yard.



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

A: Tortillas. Fresh and warm, they're perfection on their own—but add almost anything, and you can enjoy them any time of day or night. Homemade ones might top the list, yet none beat my wife's. (Gotta make sure she sees this for the brownie points!)



MN Stripes at the 2025 Trade Show & Expo

Q: Anything else you would like us to know?

A: At MN Stripes, our focus is simple: making everything as easy as possible for our customers.



SAINT PAUL BOMA

FIRST RESPONDERS

APPRECIATION LUNCHEON

THANK YOU 2025 SPONSORS!

ServiceMASTER
Restore

ALLIEDUNIVERSAL
There for you.

PAUL DAVIS
Property Restoration Experts

KRAFT
MECHANICAL L.L.C.

Sun Control
OF MINNESOTA
"The Window Film Professionals"

ASPEN
WASTE SYSTEMS

Securitas

Sponsorships remain! Email us today!

SILVER SPONSOR\$500

BRONZE SPONSOR\$250

Hydrotectophobia (hye-droh-tek-toh-FOH-bee-uh)
is the intense, fear of water-related damage to roofs. This fear is specifically associated with the anxiety of water seeping through a building's roof, potentially leading to leaks, structural issues, or other forms of damage.

HORIZON

roofing

For Help Scan The Code

8

EDUCATION CLASSES

Fundamentals of Facilities Management – FMA

 Start Date: Monday, January 19th – March 2nd 6:00 – 9:00PM

 Cost: \$1,024 / member rate - \$1,124 / non-member rate

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

Fundamentals of Facilities Management includes a number of key concepts and applications that are designed to provide the base from which you can build a career in facilities management. Successful facility managers must have business savvy supported by a broad scope of technical knowledge. Therefore, you will gain an understanding of the importance of facilities management to business organizations and operations, while also learning strategies for internal marketing. You will learn how to structure and manage operations and maintenance programs, and how to manage personnel effectively to control workloads. You will likewise acquire project management and leadership skills crucial to your success.

Upon successful completion of this course, learners will be able to:

- Demonstrate the importance of facilities management to business organizations
- Structure and manage operations and maintenance programs
- Manage internal and outsourced personnel effectively to control workloads
- Align facilities operations with information management, cost controls, and investment and budgeting strategies
- Make effective decisions and apply insight into information analysis methods
- Manage a successful project, with you as a team leader

Refrigeration Systems & Accessories (SMT)

 Start Date: Wednesdays, January 21st – March 4th * 4:00 PM – 7:00 PM

 Cost: \$905 /member rate - \$1,005 /non-member rate

 Emergency Communications Center/ Law Enforcement Center, 425 Grove Street, St Paul, 55129



CONTACT US
to register

Maintaining the proper comfort level in an office environment is essential for tenant satisfaction. Refrigeration Systems and Accessories reviews the basic refrigeration cycle and refrigeration system components, as well as how to operate and maintain reciprocating and absorption refrigeration systems. You will gain the skills and knowledge to describe the principles of refrigeration and identify the performance characteristics of refrigeration components. You will also learn how to establish maintenance processes and troubleshooting techniques.

Upon successful completion of this course, learners will be able to:

- Employ a working knowledge of refrigeration systems to describe how they can be integrated into an existing building
- Maintain a reliable and effective refrigeration system
- Troubleshoot refrigeration systems and accessories
- Perform general maintenance on refrigeration systems and accessories
- Explain the computer technology used to operate refrigeration systems

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Director
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November 2025, Vol. 11
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.

NOVEMBER is...

National American Heritage Month



Daylight Savings Ends

November 2nd

National Nachos Day

November 6th



Veterans Day

November 11th

World Television Day

November 21st



Thanksgiving

November 27th

Small Business Saturday

November 29th



See a full list of November Holidays and Celebrations

Stay Connected



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