



# Saint Paul BOMA NEWS

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

## Setting the Groundwork for Regional Growth.



time in 70 years. In concert with this, the site has been renamed Rice Creek Commons to reflect its location near both downtowns and adjacent to one of the largest recreational amenities in the North metro—Rice Creek Regional Trail. The site is expected

**Jonathan Sage Martinson**, Director of Planning and Economic Development for the City of St. Paul and **Heather Worthington**, Deputy County Manager for Ramsey County will join us to share details on exciting plans for two of the east metro's largest redevelopment projects.

As Ford's former Twin Cities Assembly Plant is redeveloped in the coming years, a 21st Century Community will emerge on the more than 125 acres of land situated along the Mississippi River. Saint Paul residents have spoken loud and clear: this site will be a livable, mixed use neighborhood that looks to the future with clean technologies and high quality design for energy, buildings and infrastructure. This site will support walking, biking and transit, and provide services, jobs and activities that every generation can enjoy. A 21st Century Community is about to unfold.

The 427-acre Twin Cities Army Ammunition Plant (TCAAP) is the largest redevelopment opportunity in the Twin Cities. Ramsey County purchased the property from the Federal Government in 2012 to prepare it for mixed-use development and bring it back onto the tax rolls for the first

to support approximately 4,000 residents and 4,000 living wage jobs when fully redeveloped. A focus on active living, trails, transit and green space will make Rice Creek Commons a premier place to live, work and play in the East metro.

Please join us to learn about how these two developments will impact our industry in the east metro! Please make special note of the NEW location.

**DATE:** Monday, January 12, 2015  
**TIME:** 11:40am -12:00 – Networking  
 12:00 – 1:30pm - Program  
**LOCATION:** The Doubletree by Hilton  
 St. Paul, 411 Minnesota St.  
**COST:** \$39.00 early member registration  
 \$44.00 late/walk-in registration  
 \$48.00 non-member

One hour of Continuing Education has been approved.

To register, call 651-291-8888 or visit [www.bomastpaul.org](http://www.bomastpaul.org). Cancellations must be received by Friday, January 9th by 10:00am. Substitutions will be honored. Credit cards are accepted online and through the BOMA office.

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# Chair's REPORT



In the membership renewal letter mailed out in the past two weeks, you saw listed many achievements realized by this organization over the past twelve months. I am proud of BOMA's accomplishments in 2014. Through the efforts of the Board, committee leadership, member volunteers, and the Association staff, BOMA was able to make some impressive strides this past year. Not to rest on our laurels, we have an equally ambitious set of initiatives for 2015.

## Membership Development

Two strategic goals identified by the Board in 2014 relate to building membership growth. BOMA staff will be repositioned to increase the resources dedicated to this very important program.

## Advocacy

BOMA MN will engage in two important state level advocacy initiatives this year: We will work to create a broad based coalition to increase our voice on building and safety codes & work with partners at the state capitol to support a viable solution to address the transportation funding gap.

## Education

BOMA will offer topics of interest to our members through membership meetings and seminars that provide more than 24 hours of CEU's.

## SPda

This group will start work on looking for ways to implement the 6th + 5th Streets Plan, and complete the process for creating a new vision for downtown St. Paul.

## DataSource

BOMA will publish the first inventory of downtown retail space, and report the number of employees working in the CBD.

## Charity Event

The Special Events Committee will be organizing an evening charity event to be held at Mancini's on Thursday, May 7th, 2015.

The BOMA Board, committees and staff are excited for what is in store for 2015. We appreciate your support and look forward to another successful year.

**Bill Thurmes, Chair**  
Greater Saint Paul **BOMA** Board of Directors

# Recruiting workers a top issue

With the economic expansion moving forward, recruiting qualified workers is becoming a top issue for employers. **Toby Madden**, the Regional Economist at the Federal Reserve, spoke at the December BOMA membership meeting about the challenge U.S employers will be facing in the near future with a tightening labor market.

"The recent recession has masked this long term issue," he said. "Annual growth in the labor market averaged 1.9% from 1960 to 2000. We can expect this rate to slow substantially to about .3% over the next 5 years, and remain low over the next 20 years."

Low rates of labor market growth will reduce overall economic vitality. While more education, training and increases in productivity will help offset the loss of workers retiring, the region's best bet is an increase in immigration to expand our labor pool. To accomplish this and ratchet up the annual labor market growth rate to .5% will require over 700,000 migrants moving to the state over the next 20 years. The cultural and demographic impact of this change will be significant.

In other comments made by Madden, total employment is at a record level in the country, as is GDP. With inflation low, business optimism is at a 7 year high. Even though lower oil prices are welcomed by consumers, dropping prices, or deflation, is also a threat to economic growth, as employers cut salaries to keep pace with lower income projections.



Joe Spartz & Toby Madden

# SUPERINTENDENTS GROUP

## Advancements in HVAC Monitoring Software

**Todd Gray** is employed with HumeraTech as a Sales Engineer focused on existing buildings. He works with BOMA members to reduce operating cost using proactive software and sensor solutions.

Software solutions reinforce budget decisions with your HVAC equipment. It's hard to manage what you don't measure, come see what the newest software offers today for tools to assist.

**DATE:** Wednesday, January 21st  
**TIME:** 11:30am – 12:45pm  
**LOCATION:** Wells Fargo Place  
30 East 7th Street, Conference Room  
**COST:** \$15.50 pre-registered, \$17.50 walk-in  
**EDUCATION:** SMA/SMT/RPA/FMA CPD's Available

Register at [www.bomastpaul.org](http://www.bomastpaul.org) or call 651.291.8888.

# From Collecting Dust to Collecting Cash!

Join us for this informative BEC and learn how our expert panelists turned obsolete into awesome by repurposing existing buildings! Our presenters will share how each got involved/started in their development market niche; how projects surfaced and how they were marketed and leased. They will also discuss the challenges they have faced and surprises along the way.

Mark your calendars now and look for more information coming soon! Registration opens January 3rd!

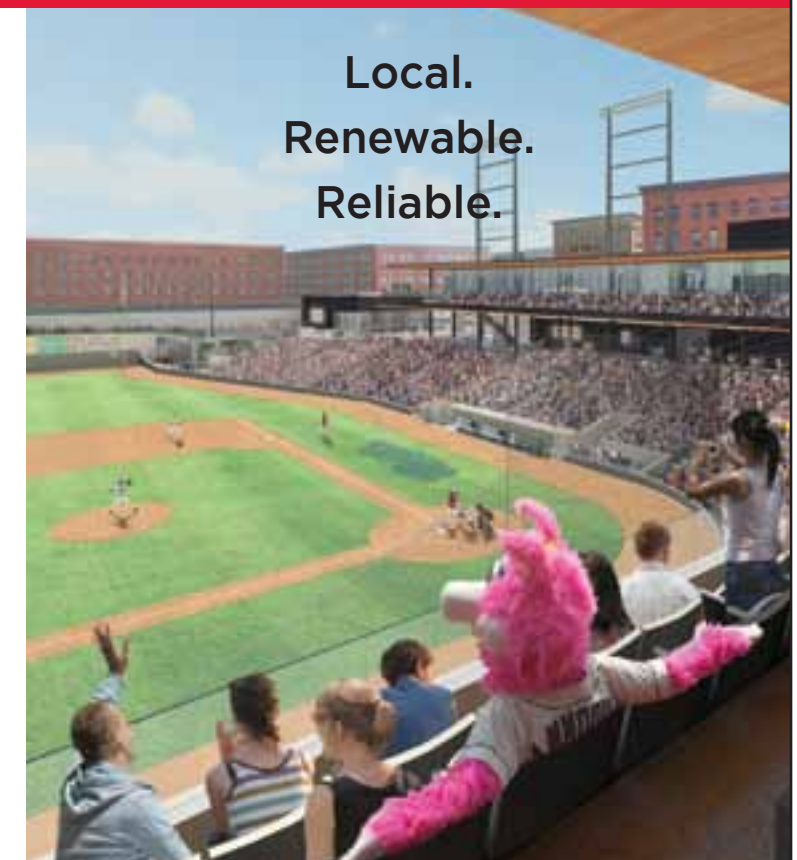
**DATE:** Wednesday, February 18th,  
**TIME:** 8:30- 11:00 am (2.5 hours CEU's pending)  
**LOCATION:** 180 E. 5th Street,  
2nd floor conference center

## PRESENTERS:

**Mark Vaida**, First and First  
**Peter Remes**, First and First  
**Rob Kost**, Sherman and Associates  
Representative from Dominion Real Estate (Schmidt Brewery)  
**Melissa Giorman**, First and First



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# MN Wild – Announcement on LEED

The **Saint Paul RiverCentre** and **Xcel Energy Center**, home of the National Hockey League's (NHL) **Minnesota Wild**, have been certified to three international sustainability standards - **LEED**, **Green Globes** and **APEX/ASTM** - making it the *first complex in the world* to receive those three designations. Together, these certifications signify that the venues have a high-performance operation that actively works to minimize its environmental impact.

Each certification requires a comprehensive auditing of organizational environmental practices and procedures and compliance with a stringent set of preset standards. Xcel Energy Center is the *only National Hockey League (NHL) arena in the U.S.* (second in League) *that is LEED Certified as an existing building*. It's the *first in the world to be certified Green Globes and APEX/ASTM*. Saint Paul RiverCentre is one of less than 20 convention centers in the nation to be LEED Certified as an existing building; *first in the world to be certified Green Globes*, and 11th worldwide to receive APEX/ASTM certification.

"To have all of these venues certified by three respected, independent environmental organizations feels truly incredible," said Jim Ibister, Vice President of Administration for the Minnesota Wild and General Manager of Saint Paul RiverCentre. "It's certainly not the finish line; we want to continue making progress and share what we've learned to help others."

Over the past five years, the Minnesota Wild's facility management company, which operates Xcel Energy Center and Saint Paul RiverCentre (including **The Legendary Roy Wilkins Auditorium**), transformed its operational procedures in order to reduce overall environmental impact. The changes were comprehensive and involved modifications to processes, purchasing decisions and routine operational practices, in addition to upgrading fixtures and equipment. The initiative began with waste reduction and recycling. Then, energy efficiencies and renewable energy technologies were added. Water conservation and environmentally-friendly purchasing efforts completed the plan.

"Building operations are nearly 40 percent of the solution to the global climate change challenge," said Rick Fedrizzi, President, CEO and Founding Chair, U.S. Green

Building Council. "While climate change is a global problem, innovative companies like the Minnesota Wild are addressing it through local solutions."

The specific certifications are:

- LEED Certified as an Existing Building for Operations and Maintenance (US Green Buildings Council)
- Green Globes Certified for Continuous Improvement of Existing Buildings (3 out of 4 globes)
- APEX/ASTM Certified as a Venue for Sustainable Events (Green Meeting Industry Council)

Roughly one percent of buildings in the U.S. are LEED Certified.\* Of those, 85 percent are certified for new construction. Xcel Energy Center opened in 2000; Saint Paul RiverCentre in 1998 and the accompanying Legendary Roy Wilkins Auditorium was erected in 1932.

"This is an amazing accomplishment for the Saint Paul RiverCentre and Xcel Energy Center," said Saint Paul Mayor Chris Coleman. "These changes are not only conserving water and energy and reducing waste - they are setting an example for the millions of visitors that experience this sustainability firsthand."

The achievements are the result of an overall goal originally set in 2009 by Saint Paul RiverCentre to become a regional leader in sustainability. When the program began, the annual recycling rate was 15 percent. Today, the entire complex is recycling 60 percent of the two million pounds of waste generated on average each year.

The organization is now a Top 5 purchaser of wind power in Minnesota through **Xcel Energy**, who has also provided over \$200,000 in rebates for energy efficiency upgrades at the facility. The complex has benefited from a strong, long-term energy efficiency partnership with Xcel Energy. RiverCentre's rooftop solar thermal array installed, owned and operated by **District Energy St. Paul** was the first in the United States to integrate solar thermal into a district heating system. A **dedicated microsite** features a comprehensive look at the program and results to date.

# New free webinar on building sustainability

As the commercial real estate environment changes, tenants, the public sector and the overall market are demanding sustainable initiatives in facilities. With buildings generating 35% all of greenhouse gases – along with the fact that 80% of all water is consumed in and around buildings – architects, engineers, contractors, building owners and managers need to understand opportunities to drive green building initiatives.

BOMA International is hosting a free webinar on **January 13, 2015 at 2:00PM EST** on Building Sustainability. This is the first seminar of a 2-part webinar series brought to us by Kimberly-Clark Professional. In this webinar you will learn about current green building trends, innovative diversion strategies to reduce waste, and discover what it takes to receive a LEED Platinum certification. To learn more and to register, go to the Greater Saint Paul BOMA website ([www.bomastpaul.org](http://www.bomastpaul.org)).



# December Police & Fire Appreciation Luncheon

On December 16th, BOMA hosted a prime rib luncheon for First Responders in downtown St. Paul. Almost 40 emergency professionals attended including representatives from the St. Paul Police and Fire Departments, Metro Transit Police and the Ramsey County Sheriff's office. Speakers thanked the First Responders for their service to the downtown community.

**Todd Vandervort**, the outgoing Security Committee Chair, was recognized for his past leadership of the group. **Dan Breen** and **Mark Sargent**, the incoming Co-chairs, spoke about the committee objectives for 2015.

Greater Saint Paul BOMA would also like to thank **Bauch Enterprises, Commercial Real Estate Services, Securian, ServiceMaster Restore** and **Unilev Management** for their sponsorships and contributions that made this event possible.



## BOMA Member Spotlight



**RICHARD H. HANSON**  
Senior Vice President  
MSP Commercial

Where does one start. I suppose at the beginning. I was born and raised in Thief River Falls, Minnesota, where I lived until I was 21. As one of the states with the coldest winter months in the country, finding something to do was a challenge. You can only fish and hunt so much!

The one vivid memory that I have about my childhood was on my 13 birthday (and it was December 13th, and yes, I am superstitious). I was walking down to the American Legion to see Santa Clause. It was closer to walk across the river, rather than going across the dam, so I choose to walk across the river on the ice. I was about 3/4 of the way across and I walked into a soft spot in the ice. I went through and all the way under water. I remember looking up and seeing the bottom of the ice. As luck would have it, the edges of the ice that I had fallen through were thick ice and I managed to pull myself out of the hole. I so wanted to see Santa Clause, so I continued on my way to the American Legend, soaking wet. They called my dad to come and pick me up, but I was still able to get my bag of candy from old St. Nick. The fire department did not see my foot tracks leading away from the hole, so they had already started dragging the river for a body!

After graduating from Lincoln High School, I spent the next five years welding for Arctic Enterprise, welding on front ends and skid frames. One particular Saturday, I was helping a friend change the brake hose in his Pontiac Catalina. We had the front end on a jack, on sand, and the car fell off of the jack. I was pinned underneath the wheel well and broke my back on the lower section. I ended up with a full body brace and was not capable of holding a job. With nothing else to do with my time, I decided to go to the Pennington County Vocational Technical Institute, where I studied and certified in refrigeration and air conditioning and took the exam for low pressure steam and acquired the state Chief C steam license. At the age of 21, I felt compelled to leave the city of Thief River Falls and moved to Minneapolis, where steam license jobs were plentiful. I worked in building engineering for the next 15 years, until Brookfield Development told me in 1989 to obtain my real estate license, as I was being promoted to Property Manager. At that same time, I began the process of obtaining my RPA designation through BOMA, completing the courses and final exam and received this designation in 1993. From 1993 until approximately three years ago, I attended monthly membership meetings, but did not experience the full potential of networking through BOMA; I simply attended meetings. I did not experience the full benefit of networking until about three years ago, when I made a decision to become an active member in Greater Saint Paul BOMA by

Each month Greater Saint Paul BOMA will highlight a BOMA member. If you would like us to feature you and your company please email [denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org).

joining a committee and volunteering. This in itself has been very rewarding.

About 15 years ago, I purchase my first of three Harley Davidson motorcycles and, along with a close friend, was able to travel and actually see the greater part of the 48 continental states. This continued until the fall of 2013, with a serious motor cycle accident. At that point, I felt that it was time to stop riding.

I have been married to my wife for 33 years now. Together, we have two adult daughters and eight grandchildren. That in itself takes a lot of time and patience, not to mention the time requirement of owning two dogs, a Yorkshire terrier named Junie, which is my dog (alright guys, I'm proud of it) and a cocker spaniel named Jesse, which is partial to my wife, even though I am required to walk it every night.

Last spring, I got into my lifelong dream and purchased a vintage 1993 corvette. I have spent hours disassembling parts of this vehicle that I don't understand. To tear something apart that I don't understand and figure out how it operates has always been a passion of mine. Getting all of these items put back together doesn't always work out well but at least I put the effort into it.

I thoroughly enjoy the game of golf, and get out to the courses as much as I possibly can; on a good summer it is at least twice a week.

I began employment with MSP Commercial in 2006, ended an 8 year employment with Welsh Companies. At that time we had 7 buildings in our portfolio, which has now expanded to 25 total properties. I have enjoyed growing with the company. I feel that Property Management is a great and very rewarding business to be in, as no two days are the same. Each and every day presents us with a new challenge. Yet when a day presents too many challenges for me, I can always put on the old tool pouch and go out to the field and work on an HVAC problem. Working with tools is my true passion.



## WINTER SMT/SMA COURSES

### Building Design and Maintenance – SMA

**START DATE:** Monday, January 12th, Seven weeks total  
**TEST DATE:** Schedule through off site testing facility.  
**CLASS TIME:** 6:00 – 9:00 pm, Mondays  
**COST:** \$925 for Members, \$1,025 for Non-Members  
**LOCATION:** Ecolab, 370 Wabasha Street

Knowing how a structure functions, and your role in maintaining it effectively, you are involved in the repair and replacement of structural items such as floors, ceilings, interior walls, and windows, and you need a basic understanding of building design, materials, codes, regulations, and structural systems and finishes. You also need to be familiar with maintenance procedures and equipment, grounds maintenance, and preventive maintenance, as well as construction documents. In this course, you will cover the characteristics, uses, and properties of common building materials, as well as building regulations, codes, and standards.

You will learn to compare building system components and to identify appropriate inspection and maintenance techniques. You will develop the knowledge to establish procedures and standards for monitoring building operations, preventive maintenance, and cleaning. You will also learn to read and use construction documents, studying from a course book that features a set of drawings and an architect's pocket scale. Featuring helpful new illustrations and current resources, such as governmental and industry websites, this course can help you design and maintain sound, safe buildings.

#### Key topic areas:

common building materials and systems in building foundations  
curtain walls • windows • roofing systems • interior finishes  
flooring, interior walls and ceilings • vertical transportation  
grounds maintenance and inspection • construction documents

### Refrigeration Systems and Accessories – SMT

**START DATE:** Wednesday, January 14th, Seven weeks total  
**TEST DATE:** Schedule through off site testing facility.  
**CLASS TIME:** Wednesdays - 6:00 – 9:00 p.m.  
**COST:** \$820 for Members, \$920 for Non-Members  
**LOCATION:** Ecolab, 370 Wabasha Street

Maintaining the proper comfort level in an office environment is essential for tenant satisfaction. Refrigeration equipment is a key component of an air-conditioning system that must be properly maintained and operated at maximum efficiency. This course 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.

#### Key topic areas:

Refrigeration cycles and principles • mechanical components of refrigeration systems • systematic troubleshooting  
general maintenance procedures

Contact the Saint Paul BOMA office at 651-291-8888 to register.

## BOMA BITS

Bauch Enterprises at 180 East 5th Street leased 6,016 square feet to Jacobson, Magnuson, Anderson and Halloran, P.C. They are moving from an office in the Bandana Square area. They will open their doors on January 1, 2015.

## Bylaws approved by members

On December 8th, BOMA members unanimously ratified amendments to the Association bylaws. Key changes include,

- Service Partners will be eligible to serve as an Officer of the Association.
- Past Board members will be allowed to serve on the Board after a break in service.
- The Service Partner designated representative to the Association will have voting rights at member meetings.
- The quorum requirements at membership meetings will be reduced from 33% to 25%.

The BOMA Board recommended support for the amendments in order to be consistent with current organization and general business practices, improve clarity and eliminate redundancy in the language, and conform with BOMA International model bylaws guidelines.



Thank you to all who donated winter gear at our Dec. 8th Membership Meeting. With your help we were able to donate 51 hats, 3 winter headbands, 7 hats/glove sets, 23 pairs of mittens and gloves, and 6 scarves to the Amherst H. Wilder Foundation. Your gift makes a significant and lasting difference. As a donor, you transform

lives, give hope and inspire action that strengthens our community and provides opportunities for children, families, and other adults.

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## CALENDAR 2015

### JANUARY

Brokers Group..... January 7th  
Membership Meeting..... January 12th  
SMA Class Starts ..... January 12th  
SMT Class Starts..... January 14th  
Superintendents Group..... January 21st

### FEBRUARY

Brokers Group..... February 4th  
Membership Meeting..... February 9th  
Superintendents Group..... February 18th