



Saint Paul BOMA NEWS

October 2013 Vol. 38, No. 10

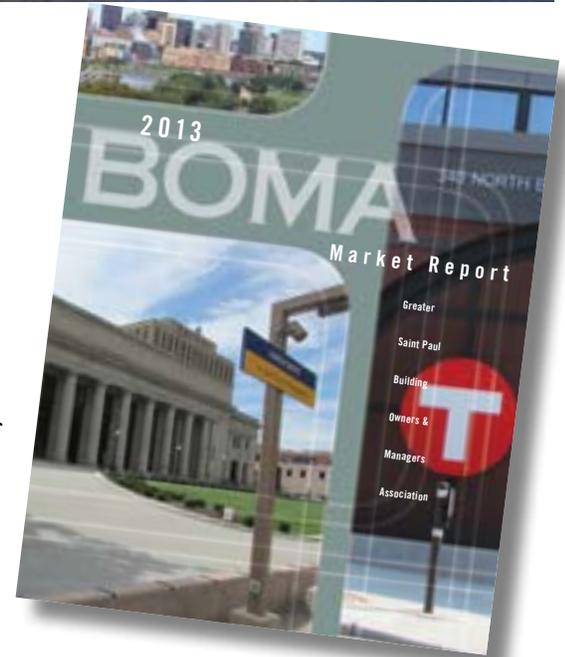
BOMA's mission is to provide leadership to the commercial real estate industry through legislative and regulatory advocacy, education, research, and international networking.

2013 Office Market Report Release

Join us for the 2013 Office Market Report release! The theme of this year's report will center around the increasing number of transportation options benefiting both commuters and businesses in Saint Paul's central business district. **Aaron Barnard**, and **Julie Bauch**, members of the Marketing and Leasing Committee will present this year's report. **Steven Jahn**, VP of publishing at Finance and Commerce will moderate a panel made up of **Chris Parton**, West Academic, **Adam Duininck**, Metropolitan Council, and Ramsey County Commissioner, **Rafael Ortega**.

We are at the dawn of a new era in transportation in Saint Paul, and downtown is at the center of it. Our speakers will discuss the impact the renovations to Union Depot (a future multi modal transportation hub which is already up and operating and ready to add the LRT commuters and trains to their business model next 2014); the start up of the green line for the LRT and other transportation options will have on attracting and retaining tenants to the downtown area.

In an effort to provide timely and accurate information and analysis about the Saint Paul market, Saint Paul BOMA has produced and published an Office Market Report consecutively for the last fifteen years. This report, again a joint effort between Goff Public and St. Paul BOMA's Marketing and Leasing Committee, classifies all competitive office buildings into A, B and C categories, based on exhaustive criteria established by BOMA's Marketing and Leasing Committee. In addition, the report covers all owner occupied and government buildings in the market. The market boundaries are expanded beyond the Saint Paul Central Business District, including the Capitol Area, West Side, and Lafayette Park, reflecting the trade area for St. Paul tenants. In addition to the



basic office building data and statistical analyses in the 2012 Market Report, this year's report will describe the changes in the Central Business District over the last year, including inventory, vacancy, absorption, and market rental rates. Significant lease activity will be reported, as well as other noteworthy changes in the downtown.

DATE	Monday, October 14, 2013
TIME	11:40-12:00 Networking 12:00-12:30 Lunch 12:30-1:30 Program
LOCATION	St. Paul Hotel 350 Market Street
COST	\$37.00 for members \$45.00 for non-members.

One hour of Continuing Education is pending approval.

To register, call 651-291-8888 or visit www.bomastpaul.org. Cancellations must be received by email no later than 10:00 am on Friday, October 11th.

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Events at a glance:

- Changing Climate SeminarOct. 1st
- Toby Informational Meeting.....October 3rd
- Product & Services Expo Oct. 8th
- Membership Mtg Oct. 14th
- Board Meeting Oct. 23rd
- Joint Seminar..... Oct. 29th

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Chair's REPORT



"We save our members money. That is our true Mission".

Those few words - very succinct and very powerful - were spoken by our Association President, Joe Spartz, during a recent brainstorming session attended by a sub-committee of the Board. The charge of that committee, skillfully lead by Nina Axelson, was and is to evaluate, elevate and focus the communication capabilities and marketing presence of the association for the benefit of members. That meeting was the latest in a series of initiatives being pursued on parallel paths by Joe and the Board to more closely match the Association's resources with our evolving goals to deliver on BOMA's organizational mission.

As an over-arching initiative, in late September, and a precursor to development of our 2014 budget, the Board came together to participate in a visioning process to ensure we are aligning resources with priorities; not just simply recycling a projection of revenues and expenses for the upcoming year. That process was extremely productive and included discussion about how we can help be a catalyst to drive economic growth in the Central Business District. Or to put it another way, help drive revenues for our members as well.

Along the path there will be changes small and large, immediate and long term, all part of a process to improve your BOMA experience.

Pat Skinner, Chair
Greater Saint Paul **BOMA** Board of Directors



BOMA staff member, Denise Jenkins cheered on BOMA Board member, Shawn Wiski, Security National Properties, as she participated in the Double Dog Dare Repelling Fundraiser at the Ecolab Tower in downtown St. Paul, MN, benefiting Northern Star Council, Boy Scouts of America.

SECURITY GROUP

The Security Group will not meet in October. The next meeting will be held on November 20th.

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SUPERINTENDENTS GROUP

The Superintendents Group will not formally meet this month but all members are encouraged to attend the Products and Services Expo on Tuesday, October 8th from 11:30 am to 1:30 pm.

2013

Operating Engineers' Seminar

Tuesday, October 15th

Registration 1:30PM
Program 2:00PM
Happy hour and light appetizers to follow

Amsterdam Bar and Hall
6 West 6th Street
Saint Paul, MN 55101

Please **RSVP** by October 4th to:
taylor.martinson@ever-greenenergy.com or by phone 651.925.8170

Customer service engineers Jeff Volovsek and Jonathan Martens will open the program with tips on energy saving techniques, followed by a guest speaker who will discuss building controls.

www.districtenergy.com | 651.297.8955

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BEC SEMINAR

Preparing Buildings for a Changing Climate

Greater Saint Paul BOMA will be co-hosting a ground breaking program in conjunction with the Science Museum of Minnesota. This seminar focuses on how extreme weather events are occurring more frequently and affirms that building owners and managers need to be better prepared for changing climate conditions that could impact their facilities and operational systems. We are pleased to offer this first of its kind program for the commercial real estate industry. This seminar will provide leading edge dialog with local area experts on this topical subject that impacts all buildings in the region.

Who Should Attend?

- Building Owners
- Property Managers
- Building Engineers
- Superintendents
- Developers
- Commercial Real Estate Professionals

Learning Objectives & Outcomes

- Understanding Minnesota's Recent Climate History
- Predicting Future Trends
- Extreme Weather's Impact on Buildings
- Creating Plans to Mitigate and Adapt to Climate Change

Presenters

- Mark Seeley:** University of MN: Professor in the Department of Soil, Water, and Climate
- Peter Snyder:** University of MN: Asst. Professor in the Department of Soil, Water, and Climate
- Pat Hamilton:** Science Museum of MN: Director of Global Change Initiatives
- Lee Davis:** Target Corp.: Sr. Group Manager of Corporate Real Estate Building Operations
- Mike Soukup:** ServiceMaster Clean: Director of Sales and Marketing

- DATE:** Tuesday, October 1st
- TIME:** 8:00 – 8:30am Breakfast/Registration
8:30 – 11:00am Program
- LOCATION:** Science Museum in Saint Paul, 120 Kellogg Blvd., West Room
- COST:** \$45 for BOMA Members
- EDUCATION:** 2.5 hours of CEU have been approved
- REGISTER:** www.bomastpaul.org

Thank you to our affiliate partners!



Thank you to our Breakfast Sponsors:
ServiceMaster Clean, District Energy
and Horizon Roofing

TOBY (The Outstanding Building of the Year)

The Outstanding Building of the Year (TOBY) Awards Competition is the most prestigious and comprehensive program in commercial real estate, recognizing quality in buildings and rewarding excellence in building management. The competition consists of three levels beginning with the local BOMA association. Local winners advance to the regional level and regional winners advance to the International level.

The benefits of entering transcend the competition itself regardless if you win or not. For starters, you will create a written record documenting your best practices, which is useful to clients, tenants and your company. Engaging the entire team in the process creates a sense of ownership, camaraderie and pride. The process broadens your perspective and provides you free access to market knowledge via the comments and observations of the judging committee. TOBY participants are acknowledged for their commitment to excellence which creates a competitive advantage in the marketplace.

The cost to start the online submission process is just \$25 per building. Local entry fees are \$125 and due by October 25th. Regional fees are \$275. To receive a local entry from please contact the BOMA Office.

There are 13 sections to complete, each with a maximum word count in which to make your point. The online instructions guide you through the process and keep all of your information organized and secure for the next time you log-in. This same submission is used for the Local, Regional and International competitions. The TOBY Committee will guide you through the process.

The deadline for local submissions is December 20th, 2013

Are you ready to Enter? First, fill out the Local St. Paul BOMA Entry Form which you can get from the BOMA office. From there entering is as easy as creating a profile on the TOBY Award link on the BOMA International website and paying the fees with a credit card. Further instructions are on that website.



Greater St. Paul BOMA has been very fortunate to have successful entries for the last three years for TOBY

Celebrate the highest honors the commercial real estate industry can bestow – enter your building today!

Informational TOBY Meeting

DATE: Thursday, October 3, 2013
TIME: 8:30 a.m.
PLACE: Alliance Bank Center, Conference Room
 55 East 5th Street, St. Paul
REGISTER: Call the BOMA office at 651-291-8888

Refreshments will be served!

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Greater Saint Paul BOMA's 23rd Annual Building Products & Services Expo

DATE: Tuesday, October 8th
TIME: 11:30 am – 1:30 pm
LOCATION: Crowne Plaza St. Paul,
 11 East Kellogg Blvd.
 Minnesota Grand Ballroom (Lower Level)
COST: Expo is FREE
 Lunch is FREE if you visit 20 booths;
 otherwise cost of lunch is \$25

This year's Expo theme, "Bringing Back the '80s" will allow you to challenge your '80s knowledge. Don't miss the chance to visit your favorite Service Partners and meet new ones. This is your one-stop shop for all your building/facility needs!



Special Events Committee Member, Rick Cook, Aspen Waste is all decked out in '80's style and ready for this year's Expo! Join us on October 8th and don't forget your leg warmers!

EXHIBITORS

- | | |
|---|--|
| ABM – Building Value
Allweather Roof | Managed Services, Inc.
Marsden Services |
| Aspen Waste Systems, Inc. | McCaren Designs, Inc. |
| BELFOR Property Restoration | Parsons Electric |
| Brin Northwestern Glass | Peoples Electric Company |
| Construction Results Corporation | Premier Lighting |
| Divine Swine Catering | Reliable Property Services |
| Ecolab | Restoration Systems, Inc. |
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| Horizon Roofing, Inc. | Viking Electric |
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| Larson Engineering | |



Are you a bit clueless on all this new "technology"? Do you wish you had a magic wand to solve all your property issues – or at least make them more "APPealing"?

If so, now is the time to
"App" Up Your Business

October 8, 2013 – 10:30-12:00 p.m.
An Educational Offering for BOMA's EXPO!

Learn from industry experts about:

- Mobile Devices and applications to manage functions of commercial real estate and improve the efficiency of your business
 If you're thinking of buying and using a tablet for your business – we'll show you options for what might work best for you
- Selecting the best options for applications to fit your business needs
 Scanner Pro – Turn your iPad/iPhone into a scanner
 Good Reader – Save, store and annotate PDF's, etc. and manage them per job or per client/tenant
 Upad – Take notes on electronic notebook in iPad and separate by building or tenant
 Drop Box – How can you make sharing information easier?
- Solutions to increase paperless production, how to combine multiple applications to increase efficiency, and manage tenant /client work orders and construction projects.

Hands On Demonstrations – Try them for yourselves!
 1.5 hours of Continuing Education are pending for this meeting. Cost – FREE!

To register go to
www.bomastpaul.org
 and click on
 the "App"

BOMA Greater Minneapolis and BOMA Greater Saint Paul Present:

Blurring Lines of Life, Work & Play - Bringing Your Building's Future into Focus

Research shows that the new workforce wants an entirely different work experience than most buildings are currently designed to provide. How can we create desirable, productive and profitable buildings moving forward? Lines are blurring between work, home, and play time and the buildings of the future will be prepared for that in order to attract and retain tenants – who are increasingly known as “clients.” In this highly interactive seminar, attendees will learn about the forces that are changing “work,” the environments (buildings) that will be successful in a globally competitive real estate market, and how to transform their buildings to prepare for that future.



PROGRAM SPONSOR:

AlivePromo, Inc.

WHEN: Tuesday, October 29
7:30 AM Sign-in and Breakfast
8:00 AM - Noon Program

WHERE: Midland Hills Country Club
2001 Fulham Street
Roseville, MN 55113-5111

COST: Register by noon on Thursday, October 24 for the early bird rate of \$95 for employees of BOMA member companies. After noon on October 24, cost is \$125 for employees of member companies.

Cost for nonmembers is \$125.

Cost for those currently enrolled in BYP or the Emerging Leaders program is \$55. If applicable, indicate this option below.

NEW PROMOTION! Member companies who buy 7 registrations get the 8th one free! Please select this option below and list the names of those in your party.

SEMINAR SPEAKERS:

Denise Curry, Suntide Commercial Realty
Gretchen Gscheidle, Director of Insight & Exploration, Herman Miller
Dave Hewett, INPOINT Advisors, past BOMA International President
Melissa Jancourt, RSP Architects

Registration

Name _____ BOMA Member (or with Member Company)? Yes/No _____
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 Buy 7, get the 8th Free! List the last names of your group here: _____

To register, visit www.bomastpaul.org or return this form via fax or email to BOMA Greater St. Paul. F: (651) 291-1031 E: paige.freund@bomastpaul.org



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- Rick Cook, Account Executive

2013 BOMA SILENT AUCTION BENEFICIARY

Once again, Greater St. Paul BOMA is pleased to be working with Aeon as our Silent Auction beneficiary! This event will be held on Monday, December 9th at the Crown Plaza. Over the last year, members of our Association have volunteered for various projects like weeding at Sienna Green Apartments in Roseville in July and painting at the Crane Ordway Apartments (scheduled for this month) to assist Aeon with their mission to create and sustain quality affordable homes that strengthen lives and communities.

BOMA funds from last year's auction will be used to purchase some much needed exercise equipment for the exercise room at The Crane Ordway Apartments. The new equipment will give Crane Ordway residents options for working out and staying healthy year-round.

"Aeon depends on partnerships with organizations like St. Paul BOMA to help achieve its vision that every person has a home and is interconnected within community. From volunteering on projects that help our residents create a sense of home, to serving and participating in high-level fundraising and networking events, St. Paul BOMA members are helping to make a lasting impact in the lives of families in our community." – **Joanne Kosciolk**, Aeon Vice President of Fund Development & Communications.

BOMA BITS

- **Please Note....**the November Membership Meeting will be held on Thursday, 11/7 which will be a change from our planned 11/11 meeting date. This meeting will feature **Craig Applegath**, an internationally renowned urban architect and futurist. It will still be held at the St. Paul Hotel, but will begin at 12:30 with lunch and conclude by 2:00 pm. Please save the date and look for more exciting details on this special program!
- The Annual Saint Paul Art Crawl will be held October 4, 5 & 6, 2013 – Friday 6–10 PM Saturday 12–8 PM Sunday 12–5 PM. Hundreds of artists and galleries. Thousands of visitors. In Lowertown and throughout Saint Paul. For more information go to www.stpaulartcrawl.org.
- Chief Building Engineer wanted for 1g DT St. Paul office bldg. Tech Cert required. Exp in HVAC, Plum, Mech, Elec, BAS & Fire/Life Safety Systems, Computers, Word, Xcel. 5+ yr supervisory exp. as Chief or Asst. Chief Eng. M-F Days. Competitive salary/benefits. Call 651.290.8890.

BROKER BITS

Congratulations to CBRE and **Joe Hughes** and **Jerry Driessen** of the Minneapolis office on the sale of the Saint Paul Post Office and Custom House at 180 East Kellogg Boulevard that closed on August 16, 2013. The buyer, Ironton Custom House LLC paid \$5,250,000 and plans to convert the building to at least 250 market-rate apartments, parking, and other uses yet to be determined. The building has been renamed Custom House.

Ironton Custom House LLC is affiliated with Ironton Asset Fund LLC, which was organized in 2009 by Saint Paul-based Exeter Realty Group to acquire distressed and undervalued real estate. Over the last 22 years, Exeter entities have been extensively involved in office, retail, residential, and mixed-use development projects in the Twin Cities area, many of which have received architectural, engineering, and historic preservation awards.



BOMA members help families in AEON's program attain affordable housing.

Greater Saint Paul **BOMA**
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CALENDAR 2013

OCTOBER

Changing Climate Seminar October 1st
Toby Informational Meeting October 3rd
Products & Services Expo October 8th
Membership Meeting October 14th
Board Meeting October 23rd
Joint Seminar October 29th

NOVEMBER

Membership Meeting November 7th
Emerging Leaders November 8th
Board Meeting/Budget Workshop November 12th
Security Meeting November 19th
Superintendents Meeting November 20th

NEW MEMBERS

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