



# Saint Paul BOMA NEWS

January 2014 Vol. 41, No. 1

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

## Residential Impact on Downtown St. Paul *Join us as a panel of experts weigh in on this topic!*

To kick things off for 2014, Greater St. Paul BOMA President, **Joe Spartz**, will share details on BOMA's plans for 2014 highlighting programs and areas where the Association will be focusing our collective efforts. In addition, lobbyist, **Sonnie A. Elliott**, Faegre Baker Daniels will provide a look ahead and discuss the top legislative issues BOMA members will be facing in the 2014 legislative session.

With all of the great new projects slated for downtown St. Paul, it only makes sense that attracting more residents to the area would be key! New residential apartments and condos are coming on line now. And, these aren't just any apartments – they are state of the art offerings, some with historic charm located within walking distance from cultural and entertainment venues and necessary amenities! BOMA has assembled a panel of residential developers to provide insight on these new developments and what impact they will have on the central business district. The panel will be moderated by **Pat Wolf**, Commercial Real Estate Ser-

vices. Panelists include **Rich Pakonen**, Pak Properties, representing the Pioneer Endicott Development, **Diane Tidwell**, Village Green representing the Penfield Development, and **Rob Stolpestad**, Exeter Realty, representing the Post Office Development.

One hour of Continuing Education is pending approval. Call 651-291-8888 to register or for more information.

**DATE:** Monday, January 13th  
**TIME:** 12:00pm – 1:30pm  
**LOCATION:** The Saint Paul Hotel;  
 350 Market St.  
**COST:** \$35.00 early member registration  
 \$39.00 late/walk-in registration  
 \$45.00 non member

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

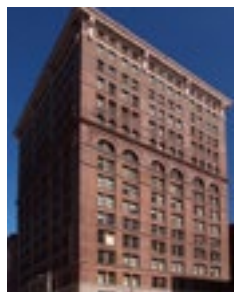
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### Events at a glance:

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 Emerging Leaders  
 Program.....Jan. 10<sup>th</sup>  
 Membership  
 Meeting.....Jan. 13<sup>th</sup>  
 SMA Class .....Jan. 13<sup>th</sup>  
 Superintendents  
 Group.....Jan. 15<sup>th</sup>  
 SMT Class.....Jan. 15<sup>th</sup>  
 Board Meeting .....Jan. 22<sup>th</sup>

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# Chair's REPORT



I first want to thank all those who attended and donated auction items to the 2013 Silent Auction in December. Through your generosity, \$10,000 was raised for the benefit of our charitable partner; AEON Homes! This was a 30% increase over last year!

A special thanks to members of the Special Events Committee for all their dedicated work to make this year's event so successful! They are as follows: **Rick Ferraro, Jennifer Johnson, Rick Cook, Amy Ciani, Dan Garrett, Jack Norman, Nathalie Peffer, Dale Swenson, Kelly Urista, and Erin Sturm.**

With the 2014 legislative session just around the corner, monthly Legislative Updates from **Kathy Hahne** with Faegre Baker Daniels will resume both in our monthly newsletters and at our monthly General Membership Meetings. With the recent state budget forecast indicating there may be as much as a \$1.1 billion surplus for the end of the current two-year budget cycle, it will be interesting to see how legislators deal with the dynamic of extra money.

As was the case last year - and what is intended to be the standard practice moving forward - the Board recently initiated separate luncheon meetings with the full memberships of the Saint Paul City Council and the Ramsey County Board of Commissioners. The meeting with City Councilmembers was again very fruitful. The meeting with Ramsey County Commissioners will occur in January. Members of the Board also recently met with the Directors of several City Departments to help facilitate communication on shared topics of interest/need. The goal of all meetings is to maintain and compliment lines of communication, to share with those bodies how BOMA at all levels can be of mutual benefit to them and our members, and we also leveraged the meetings to

advocate various positions, hopes and needs.

Finally, I want to thank and acknowledge our President and our Board members for their collective and individual efforts in pursuing foundational changes to the organization over the last year. Changes which have set us on a course for even further evolution in months to come as we build upon the success achieved in 2013.

Wishing you all a prosperous 2014! Happy New Year!

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

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## SUPERINTENDENTS GROUP

**Barb Jerhoff** has worked at Xcel Energy and its predecessor Northern States Power Company for 28 years will be our guest speaker. She is currently a Team Lead in the Account Management department managing a team of eight Account Managers and Support Staff. In addition she also works with a group of government and commercial real estate accounts on energy issues.

Considering a New Year's resolution? In addition to the resolutions you are considering for yourself, consider a resolution to reduce your building's energy consumption. At this meeting, Xcel Energy will review current electric and gas conservation rebates which can help reduce your operating budget. Topics to be covered are Study and Audit programs, along with co-funding opportunities; Prescriptive conservation rebates; Holistic and Custom conservation rebates and Other Programs & Services.

**DATE:** Wednesday, January 15th  
**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.

## SECURITY GROUP

No meeting in January.

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## WINTER SMT/SMA COURSES

### SMA – Environmental Health & Safety

**START DATE:** Monday, January 13th  
**CLASS TIME:** 6:00 – 9:00pm  
**LOCATION:** Ecolab, 370 Wabasha Street, Saint Paul  
**COST:** \$905 for Members, \$1,005 for Non-Members

Ensuring workplace and employee health and safety are issues at the center stage of today's property industry. As a property professional, this course will help you develop and manage proactive environmental/occupational health and safety programs, comply with regulatory standards and guidelines, and assess when to obtain technical assistance.

Key topic areas: local, state, and federal regulations • environmental site assessments • hazard communication • emergency response • asbestos and lead management • ergonomics • indoor air quality • hazardous waste • storage tanks • audits, recordkeeping, and other regulatory issues • ADA, EPA, OSHA, CERCLA, and the FULL ALPHABET SOUP of environmental health and safety Applies to: FMA®, RPA®, SMA® designations

### SMT – Energy Management

**START DATE:** Wednesday, January 15th  
**CLASS TIME:** 6:00 – 9:00pm  
**LOCATION:** Ecolab, 370 Wabasha Street, Saint Paul  
**COST:** \$795 for Members; \$895 for Non-Members

Understanding the key maintenance and energy management aspects of building management is critical to running a cost-effective operation. From everyday preventive maintenance tasks to the challenge of developing and selling an energy plan, this course provides you with the skills to evaluate and optimize your current system, the know-how to integrate new components, and the ability to communicate your needs to decision makers.

This course teaches you to develop energy management strategies for HVAC, electrical, and lighting systems. You will learn about the components, principles, adjustment, and maintenance of system controllers, auxiliary devices and electronic, pneumatic, and computer control systems. We'll cover heating, cooling, and humidification control applications, along with variable air volume and building pressurization control devices. You'll develop the skills and knowledge to perform a cost/benefit analysis of HVAC, electrical, and lighting systems, and to create an energy management program for your facility.

Key topic areas: energy management programs • preventive maintenance • building automation systems • HVAC, electrical, and lighting control systems • VAV boxes • energy management opportunities • SOPs • energy consumption factors • retrofit strategies • measuring ROI on energy initiatives Applies to: SMC certificate, SMA® and SMT® designations

Please contact Denise Jenkins at 651-291-8888 or email at [denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org)

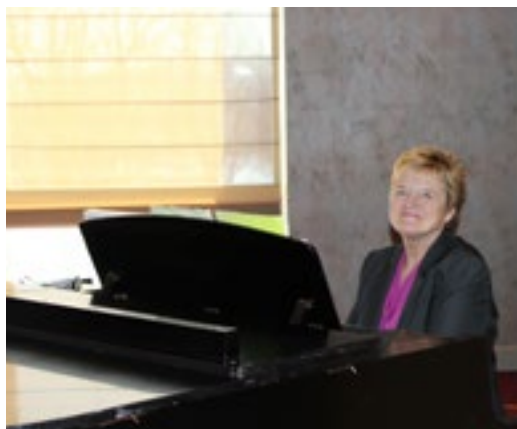
# Thank you for your 2013 Holiday Auction Donations!

*Because of your generosity we raised \$10,000 for AEON Homes!*

ABM  
Alexander's Mobility Services  
Alliance Bank Center  
Allied Parking  
Aspen Waste Systems  
Bauch Enterprises  
Blaiser Group  
Colliers International  
Construction Results Corp.  
Creative Lawn & Landscapes  
Divine Swine Catering  
Doubletree by Hilton  
Ecolab  
Finnegan's  
Frauenshuh/Behringer Harvard  
Fred Koehler  
Hannon Security Services

Harvard  
John A. Dalsin & Son  
Jones Lang LaSalle/ Union Depot  
Kincaid's  
MN Sports & Entertainment  
MSP Commercial  
Marsden  
McCaren Design, Inc.  
McPhillips Brothers Roofing Co.  
Nelson, Tietz & Hoyer  
Peoples Electric Company  
Premier Lighting  
Reliable Property Services  
Saint Paul BOMA Board of Directors  
Saint Paul BOMA Education Com.  
Saint Paul Brokers Group  
Saint Paul Fire Dept.

Saint Paul Hotel  
Securian Financial Group  
Security National Properties  
Special Events Committee  
Standard Parking  
Stanley Steemer  
TF Sticker Decorating  
ThyssenKrupp Elevator  
Tierney Brothers  
ServiceMaster by Hedden  
University Club  
Viking Electric  
Weber Electric  
Wellington Management  
Vantage Maintenance  
Yale Mechanical



## An Inside Look at BOMA's GAC

The Greater Saint Paul BOMA Government Affairs Committee (GAC) is devoted to examining legislative, regulatory and legal topics which may have an impact on BOMA members. During 2013, the group looked at important issues such as,

- 2014 State Legislative Agenda
- St. Paul City Right of Way Fees
- BOMA International Topics
- St. Paul City Storm Sewer Fees
- Minnesota Plumbing Board
- West Midway Industrial Strategy

The GAC is open to all BOMA members. No previous legislative experience is required, only an interest in national, regional and local topics which can have an impact on member buildings and the commercial real estate industry. Contact Pat Wolf ([patwolf@cres-inc.com](mailto:patwolf@cres-inc.com)) or Brian Field ([brian.field@frauenshuh.com](mailto:brian.field@frauenshuh.com)) if you are interested in learning more about the GAC or to join.

Another topic which the GAC has worked on is the Grassroots Advocacy Network. This network is comprised of Greater Saint Paul BOMA members who reach out to their elected representatives at key times to help influence legislation. This is an opportunity for all BOMA members and the only requirement to join is being a resident of the state of Minnesota. The time required to participate is minimal, but the impact is significant.

To participate in the network, contact Joe Spartz by phone (651-291-2521) or by email ([joe.spartz@bomastpaul.org](mailto:joe.spartz@bomastpaul.org)). BOMA will contact you if your representative will be involved in a critical vote that impacts legislation of interest to our members. We will ask you to call or email your representative. We'll even let you know his or her contact information, and a standard message that you can use as is, or modify, if you prefer. It's quick and easy for you, but powerful if we can get most of our members to participate.

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## Planning Capital Improvements? Look to the EER

How are your 2014 capital improvement plans shaping up? As you look to trim operating expenses and secure capital, be sure to have your Experience Exchange Report® (EER®) handy. The 2013 EER encompasses more than 900 million square feet of office space across more than 250 markets, making it the leading source for office building financial data and operations information.

Performance matters. That's why your roadmap to capital improvement begins with the breadth of operational and income data you can only find in the EER. The 2013 reports are available online at [www.bomaeer.com](http://www.bomaeer.com). You may purchase markets individually or subscribe to all. Use the advanced search tools to design reports based on specific criteria such as asset size, type and tenant characteristics.

# BOLD<sup>NEW</sup>ENERGY

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# BOMA Member Spotlight

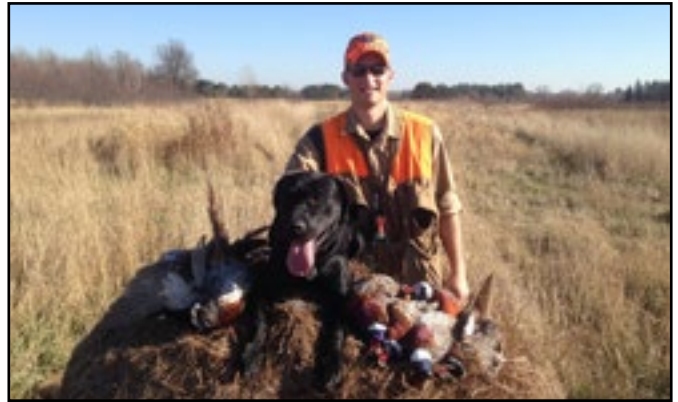
Each month Greater Saint Paul BOMA will highlight a BOMA member. If you would like us to feature you and your company please email [denise.jenkins@bomastpaul.org](mailto:denise.jenkins@bomastpaul.org).



**SCOTT STEIGAUF**  
Allweather Roof

I was born in St. Paul, MN and moved at a very young age to Woodbury, MN. I grew up in Woodbury when the city was covered with woods and farm fields and watched as it changed to housing developments and retail centers. I grew up with 2 brothers and 3 sisters and a very large extended family. I am very close to my entire family and enjoy the large gatherings we often have. I graduated from Woodbury Sr. High in 2004 and officially hung up my hockey skates. After high school I decided to pack my bags and move to northern Minnesota. I went to college at Bemidji State University and earned my bachelor's degree in Industrial Technologies while emphasizing in Construction Management.

After graduating in 2009 I accepted a job with Allweather Roof in Minneapolis, MN and have been there since. At Allweather Roof I provide analysis and evaluations of current roofing systems and offer roof repair and replacement recommendations. My job title is Roof Captain. I absolutely love what I do, and strongly believe that I work with the best commercial and industrial roofing company in the area. The biggest perk to my job is becoming friends with my customers and helping them work through problems and accomplish their end goals. Plus it's hard to beat the view when you are on top of the tallest buildings in the area (1st National Bank). I am one of those odd people that don't mind waking up at 4 in the morning and being at the office by 5 and putting in a 12 hour day. My theory is if you want to be the best you have to outwork your competition every day. I am a very open and outgoing person; I pride myself on having a strong work ethic and high moral value.



I have been married for 2 years to the love of my life and am not shy about saying that I out-punted my coverage. Lauren is an amazingly beautiful and smart woman. We were very blessed this past August when we welcomed our first child into this world. It won't be long before my son is my new partner in crime. We currently reside in Savage, MN.

In my spare time I enjoy being outside and active that includes hunting, fishing, golfing, construction projects around my house and being with my family and friends. I am an avid bow hunter, but will hunt just about anything with fur or feathers. My 4 year old black lab whose name is Muzzy is my bird dog and very good at his job. I enjoy watching the Minnesota Wild and relaxing with a cold drink in my hand.



## Greater Saint Paul BOMA has the following resume on file in the office:

**SALES ACCOUNT EXECUTIVE** with a proven track record as a sales and event professional, specializing in membership, booth and sponsorship sales for associations and membership-based organizations. Absolute passion for cold calling, commitment to relationship building, expertise in public relations and marketing, proven strategic planning and project management skills.

**OFFICE MANAGEMENT professional** with more than 20 years' successful experience in customer service, office support and management roles. Possess solid computer skills, excellent customer relations skills demonstrated in person, by phone and through email. Firm understanding of how administration plays a key role in the overall success of a company. Proficient in handling multiple tasks at once, but does not underestimate the value of focusing on one project for best results.

For more information please contact the BOMA office.

## INFORMATION ON POLICE PAGER

The Downtown Beat pager is once again up and running. The pager number is 651-229-1944 and is a voice activated. Their hours are as follows:

Monday – Friday – 6am to 1am

Saturday – 3pm to 1am

Sunday – there is no coverage

## EMERGING LEADERS PROGRAM

### Real Estate Finances

An overview of accounting methods, operating expense pass-throughs (base years, expense stops, expense caps), types of leases (gross, NNN, telecom). A brief overview of how to compile lease abstracts and audit rent rolls will also be included in this class

**DATE:** Friday, January 10th

**TIME:** 11:30am – 1:30pm

**LOCATION:** 30 East 7th Street, Conference Room



## DECEMBER POLICE & FIRE APPRECIATION LUNCHEON

Thank you to the following companies that helped sponsor this event – **Alliance Bank Center; Commercial Real Estate Services, Inc; ServiceMaster by Hedden; Unilev Management.**

## Don't miss your chance!

2014 Advertising and Sponsorship packages for Greater Saint Paul BOMA are going quickly! If you are trying to get more visibility for your company while saving valuable dollars at the same time, check out these great offerings!

Following are Packages for you to choose from that will allow you to advertise in several venues and save YOU money!

Don't see what you need? We can customize a package just for you. And, as always, we do have the a la carte option available. For more information contact Rhonda Pape at 651-238-0822 or [rhonda.pape@bomastpaul.org](mailto:rhonda.pape@bomastpaul.org)

### SPONSORSHIP PACKAGES

**Gold Package - \$1400** (\$1850 value)  
\*2 packages available for 2014

- 2 Membership Meeting Sponsorships
- 3 BOMA Essential Course (BEC) Sponsorships
- 1 Lunch & Learn Sponsorship
- 1 BOMA & A Brew Sponsorship
- 1 Golf Hole Sponsorship

**Silver Package - \$1000** (\$1335 value)  
\*3 packages available for 2014

- 1 Membership Meeting Sponsorship
- 2 BOMA Essential Course (BEC) Sponsorships

**Bronze Package - \$550** (\$685 value)  
\*10 packages available for 2014

- 1 BOMA Essential Course (BEC) Sponsorship
- 1 Lunch & Learn Sponsorship
- 1 Golf Hole Sponsorship

### ADVERTISING PACKAGES

**Gold Package - \$3300** (\$4200 value)  
\*2 packages available for 2014

- 3 Newsletter half page ads or 6 Quarter page ads
- 6 website ads
- Online buyer's guide
- Full page or Tabbed divider directory ad
- Expo table (non-electrical)

**Silver Package - \$2300** (\$2900 value)  
\*3 packages available for 2014

- 12 Newsletter Business Card ads or 3 Quarter page ads
- 4 website ads
- Online buyer's guide
- Full page or Tabbed divider directory ad
- Expo table (non-electrical)

**Bronze Package - \$1000** (\$1350 value)  
\*10 packages available for 2014

- 3 Newsletter Business Card ads
- 2 website ads
- Online buyer's guide
- Half page directory ad
- Expo table (non-electrical)

Greater Saint Paul **BOMA**  
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## CALENDAR 2014

### JANUARY

Brokers Meeting..... January 8th  
Emerging Leaders Program ..... January 10th  
General Membership Meeting ..... January 13th  
SMA – Environmental Health..... January 13th  
Superintendents Group..... January 15th  
SMT – Energy Management..... January 15th  
Board Meeting ..... January 22nd

### FEBRUARY

Brokers Meeting..... February 5th  
General Membership Meeting ..... February 10th  
Emerging Leaders Program ..... February 14th  
Superintendents Group..... February 19th  
Board Meeting ..... February 26th

**GREATER SAINT PAUL BOMA**  
First National Bank Building W2950  
332 Minnesota Street  
Saint Paul MN 55101

## NEW MEMBERS

**TIM BLASCHKE**

*Graves Hospitality*

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11 East Kellogg Blvd  
St. Paul, MN 55101  
T – 651-605-0175

Email: [tblaschke@graveshospitalitystp.com](mailto:tblaschke@graveshospitalitystp.com)

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Crowne Plaza St. Paul Riverfront  
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Email: [dshellum@goodwilleasterseals.org](mailto:dshellum@goodwilleasterseals.org)