



Saint Paul BOMA NEWS

August 2014 Vol. 46, No. 8

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

Greater Saint Paul BOMA August 11th Membership Meeting!



room hotel, two medical office buildings and 140,000 square feet of retail and restaurant space. The site is located at the intersection of Interstate 94 and Radio Drive.

Minneapolis-based Kraus-Anderson will develop pad-ready sites for the future development of new restaurants and shops on the current site of the office building's parking lot. That work is expected to begin this summer.

Join us on Monday, August 11th as **Matt Alexandar**, Director of Real Estate Development for Kraus Anderson Construction and **Mike**

Salmen, Principal with Agency Leasing for Transwestern join us to let us in on the current plans for the site and the process that led to the success of the redevelopment plans.

DATE: Monday, August 11, 2014
TIME: 11:40am – 12:00 - Networking
 12:00 – 1:30pm - Program

LOCATION: Crown Plaza
 11 Kellogg Boulevard, St. Paul
 Note location change

COST: \$34.00 early member registration
 \$39.00 late/walk-in registration
 \$45.00 non member

To register, call 651-291-8888 or visit www.bomastpaul.org. Cancellations must be received Friday, August 8th by 10:00am. Substitutions will be honored. Credit cards are accepted online and through the BOMA office.

Things are about to change for one of the most visible pieces of vacant commercial land in the Twin Cities. The 100-acre State Farm insurance site, located in Woodbury just off of 94, purchased in 1996 and vacated in 2006, has sat abandoned for seven years despite many redevelopment and purchase attempts – until now.

According to the Minnesota Real Estate Journal, Elion Partners, the Florida company that late last year bought the former State Farm campus in Woodbury, announced Wednesday that it has formed a joint venture with Kraus-Anderson Realty Co. for the redevelopment of the 100-acre property. Elion and Kraus-Anderson plan to keep the 400,000-square-foot State Farm office building and build 300,000 square feet of new commercial space, including a 110-

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- Gen. Member Meeting.....August 11th

332 Minnesota Street
 Suite W2950
 Saint Paul, MN 55101
Phone: 651-291-8888
Fax: 651-291-1031
office@bomasaintpaul.org
www.bomastpaul.org

Chair's REPORT



Now that summer has finally arrived (it became very real the day of the golf tournament) most of us can now turn our attention to backyard grilling, going to the lake, or just relaxing in a chair with our favorite beverage. I prefer the latter, but you know me, I'm your classic overachiever. Thankfully the staff at Greater Saint Paul BOMA has forgone all of that and has both hands firmly on the wheel. I wanted to take an opportunity to thank the staff and tell you about some of the exciting things that are happening with BOMA.

Nothing says exciting like conducting a member survey. Am I right or am I right? Two years ago the Board of Directors wanted to dip a toe in the water to ask members about all things BOMA. Well we are about to do the same thing again. The survey is in the design process and should be to you soon. We appreciate your honest feedback as we look to serve you better.

Brace yourself for this one. We are also reviewing and changing BOMA's bylaws. There's nothing like reading an organization's bylaws for taking care of insomnia problems. It has been many years since they were last updated and the time has come for us to make sure they reflect the Association's current needs and practices. Once the revisions are completed and approved by the Board of Directors it is off to the membership for ratification.

And if all that was not enough the Board of Directors participated in a strategic planning session in May. It was a great process that resulted in five strategic goals for the organization. They include becoming a more frequently leveraged media source, expanding membership in the East Metro, arranging one high profile speaker each year, improving how BOMA communicates the value of the BOMA International membership, and expanding membership to healthcare related buildings. Now the hard work begins as we put those five goals into action.

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

TRIA Reauthorization Passes U.S. Senate

On July 17, the U.S. Senate passed a 7-year extension of TRIA, the federal terrorism risk insurance program, by an overwhelming vote of 93-4. In addition to extending the program, the legislation (S. 2244) also adds two changes to further protect taxpayers: it gradually raises both the insurer co-payment from 15 to 20 percent and it increases the mandatory recoupment threshold from \$27.5 billion to \$37.5 billion. In June, the Senate Banking Committee approved the legislation by a unanimous vote of 22 to 0.

On June 20, the House Financial Services Committee passed its TRIA bill (H.R. 4871) by a more contentious vote of 32-27, split along party lines. In addition to extending the program, the bill also would implement a number of program changes, many of which BOMA feels would diminish the program and drive some insurers out of the market, making it more difficult for policyholders to continue to access terrorism risk coverage at reasonable rates and terms. It had been anticipated that the full House would vote on the legislation in late July, but now it appears that final action on this issue will be delayed, quite possibly until after the November elections.

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BOMA International National Conference A Success



BOMA International's Every Building Conference & Expo was held June 22-24 in Orlando FL. It was attended by over 3,000 participants.

Jerry Hersman, a Greater Saint Paul BOMA Board Member, serves on the BOMA International Nominating Committee. This committee concluded several days of interviews and presented a slate of candidates for Officer and Executive Committee positions. The slate was ratified by the Board of Governors. Included on the Executive Committee was **Bruce Koehler** from Hines, a member of Minneapolis BOMA.

The Board of Governors meeting approved affiliation agreements for Greece, Russia and Panama, bringing the total of international affiliates to 17. BOMA International continues to build its global presence, becoming the premiere CRE association on a world wide basis.

The vendor tradeshow was outstanding with local representation by ABM, Ecolab and Marsden.



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2014 Golf Tournament



Thank you to the following companies who donated door prizes for the 2014 Golf Tournament:

- 3M's Tartan Park
- Belfor Property Restoration
- HumeraTech
- Saint Paul Saints
- Security National Properties
- Spectrum Sign Systems
- ThyssenKrupp Elevator
- Voss Lighting
- Western Waterproofing

City of Saint Paul accepting development proposals for Seven Corners Gateway site

Site provides excellent opportunity to develop on the West 7th Street Commercial Corridor

SAINT PAUL – The City of Saint Paul’s Housing and Redevelopment Authority (HRA) is seeking proposals from interested developers for the Seven Corners Gateway site, a prominent parcel located in downtown Saint Paul on the West 7th Street Commercial Corridor across from the Xcel Energy Center. The HRA has issued a Request For Proposals seeking developer interest for the 2.38 acre site. Following proposal review, the City of Saint Paul’s Department of Planning and Economic Development (PED) will make a recommendation to the HRA board to award tentative developer status for the site.

site is located near fantastic public amenities, and is conveniently supplied with easy access to the Smith Avenue Transit Center, access to 23 bus routes, and near the Green Line LRT.

“Creating more opportunity for housing, retail and entertainment options is a win-win for everybody,” said Councilmember and HRA Commissioner Dave Thune. “Attracting new development downtown is important in keeping our city moving and attracting residents young and old.”

“The Seven Corners Gateway site is one of many excellent opportunities for development in downtown Saint Paul,” Mayor Chris Coleman said. “The city’s momentum and vitality continue to grow as creative people and industries find new homes and create businesses in our city. We view mixed-use and commercial developments as key to ensuring Saint Paul remains an attractive place to work, live and visit.”

Developer proposals are urged to embrace the city’s vision of a high-density, mixed-use site with vibrant first-floor uses for a thriving street level and entertainment district. Proposals are due August 29.

To learn more about the Seven Corners Gateway site and the Request for Proposals information, visit www.stpaul.gov/7cornersgateway.

For more information about PED, visit www.stpaul.gov/ped.

The Seven Corners Gateway site is positioned for views of the downtown skyline, the Mississippi River bluffs, and the State Capitol. The



BOMA Member Spotlight



PATRICK A. SKINNER
Unilev Management

I grew up in a tiny town in the northeastern corner of Colorado called Snyder. A wide spot in the road, really. Snyder acted as a collecting point of sort for families sparsely scattered throughout the miles of surrounding country side. Cattle ranches, sagebrush

pastures and dryland wheat fields dominated the landscape while irrigated farms with sugar beets, corn, alfalfa and pinto beans occupied the river valley. I grew up farming and ranching. Between my parents, my younger sister and I, we raised our own chickens, turkeys, geese, rabbits and pigs and kept a couple of horses.

Snyder began as a river crossing point and resting place for cattle and drovers moving along the Texas-Montana cattle trail in the late 1800s. Eventually a town was established. The town grew and thrived until the 1950s when it began to fade because of competition from a new rail line and interstate highway seven miles to the south. Today, Snyder is little more than a ghost town slowly being reclaimed by the short grass prairie.

I attended school in Brush, located seven miles to the south along the Interstate. I mention this because of our unique high school mascot which often makes the ESPN list of top five or ten most unusual mascot names in the country. We were then and still are proudly known as the Brush Beetdiggers! While in high school I also obtained my single engine private pilot's license with the thought I might pursue a career in flying.

I graduated from the University of Northern Colorado, in Greeley Colorado with a Business degree and emphasis in Marketing. There I met my future wife, Wendy (we celebrated our 29th wedding anniversary earlier this year). I was very active in the student campus activities group that brought major concerts to our campus. During my senior year I led the booking and production

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.

of many national acts, such as Huey Lewis and the News, Joan Jett, Marshall Tucker Band and comedians such as David Brenner and Red Skelton. I will never forget how we passed on booking this little known "rising star" funk rock group out of L.A. called the Red Hot Chili Peppers. Shoulda, Coulda.

After graduating college and getting married, we spent a couple of enjoyable but mostly forgettable years living and working in Denver. In 1987, with the Denver economy faltering we decided to move to the Twin Cities in part because Wendy grew up in Minnetonka and wanted to be closer to her family.

I've spent the past 28 years in the commercial real estate industry. I remember when IBM first started advertising on TV for their personal computers for business and when people still hand-wrote letters for their secretary to type. Anybody remember carbon copy paper? Rotary dial analog phones? Rolodexes?Anybody?! I have been a BOMA member all of those years and have greatly appreciated the opportunities and advantages that membership has created.

My wife and I have lived and raised our two children in St. Louis Park for about 26 years. We have both been very active in school district and civic activities in a variety of capacities. Our son graduated from Carleton College a year ago and just began PhD studies in the Aerospace Engineering program at CU-Boulder. Our daughter will begin her senior year at Carleton College this fall. She is studying environmental sciences. Both are accomplished cross country skiers at the high school, college and regional citizens race levels.

I've always primarily focused my free time on family and we are fortunate that we all enjoy many of the same activities. Long distance running and cross-country skiing are particular passions of mine. Backpacking, Boundary Waters trips, and woodworking are also activities I enjoy. Most recently, I began learning to play guitar. We enjoy traveling far and wide...but four out of five times, given the choice, you'll find us somewhere in or near the mountains of Colorado and Wyoming.



BOMA EDUCATION OFFERINGS

SMT – Air Handling, Water Treatment & Plumbing Systems

Through this course, you will learn about climate control for human comfort, the components of HVAC systems, and the basics of water treatment and plumbing systems. You will gain the skills and knowledge to perform common water tests, maintain air-conditioning systems, maintain water services, and inspect portable fire extinguishers.

KEY TOPIC AREAS • HVAC systems • air cleaning devices indoor air quality • water conditioning and treatment • plumbing fire protection • systems • fire alarm systems

START DATE: Wednesday, September 24th
CLASS TIME: 6:00 – 9:00pm
COST: \$795 for Members, \$895 for Non-Members
LOCATION: Ecolab, 370 Wabasha Street

FMA – Facilities Planning and Project Management

This course will help you develop the skills and knowledge critical to the successful execution of any facilities project. A case study woven throughout the course's textbook presents real world examples of proper planning and selecting a project team, as well as the importance of flexibility, follow through, and attention to detail.

KEY TOPIC AREAS • planning models • identifying and rating user needs • owned vs. leased developed facilities • managing the planning process • classifying facilities projects • specifications for facilities performance • design development and review • implementing projects • planning occupancy • project closeout

START DATE: Monday, September 22nd
CLASS TIME: 6:00 – 9:00pm
COST: \$795 for Members, \$905 for Non-Members
LOCATION: 370 Wabasha Street

For all your parking needs:

Charlie Young
General Manager
Phone: 612.317.4275
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SAVE THE DATE

Table Top Expo Mark your Calendars!!

DATE: Tuesday, September 16th
LOCATION: Crowne Plaza, Minnesota Grand Ballroom
TIME: 11:30am - 1:30pm



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Greater Saint Paul **BOMA** Newsletter
Published Monthly by Greater Saint Paul BOMA
Printed by Allegra, Marketing, Print, Mail

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CALENDAR 2014

AUGUST

General Membership Meeting August 11th

SEPTEMBER

Table Top ExpoSeptember 16th

GREATER SAINT PAUL BOMA
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332 Minnesota Street
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