



# Saint Paul BOMA NEWS

September 2014 Vol. 47, 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.*

## 24th Annual Products and Services Expo - "State of Hockey™"



Join us the 24th Annual Saint Paul BOMA Products and Services Expo! This year's "State of Hockey™" theme will challenge your hockey knowledge. Come visit your current Service Partners and learn about new products and services

you may not know about. This is your one stop shop to get all the services and products your building needs! Not to mention win some great prizes from your Service Partners.

The Greater Saint Paul BOMA Expo is also a great place to network with other industry professionals. Don't miss this event!

Special guest appearances by Nordy from the MN Wild and Goldie Gopher.

**DATE:** Tuesday, September 16, 2014

**TIME:** 11:30am – 1:30am

**LOCATION:** Crowne Plaza  
11 Kellogg Blvd., St. Paul  
Minnesota Grand Ballroom  
(Lower Level)

**COST:** Expo is FREE

Lunch is FREE if you visit 20 booths; otherwise cost of lunch is \$25.

*Thank you to all the companies who have registered to exhibit at the 2014 Products and Services Expo.*

- ABM Janitorial
- Alexander's Mobility Services
- AlliedBarton Security Services
- Allweather Roof
- BWS Heating & Air Conditioning
- Brin Northwestern Glass
- Comcast Business
- Construction Results
- Creative Lawn and Landscapes, Inc.
- District Energy, St. Paul
- Divine Swine
- Edward H. Cook & Associates
- Gate Guard
- General Security Services Corp.
- Greiner Construction
- HumeraTech
- Horizon Roofing
- John A. Dalsin & Son
- Kendell Doors & Hardware
- Larson Engineering
- McCaren Designs
- McPhillips Bros. Roofing Co.
- Mohagen Hansen Architectural Group
- Parsons Electric
- Peoples Electric Company
- Premier Lighting, Inc.
- Securitas Security Services
- Siemens
- Spectrum Sign Systems
- ThyssenKrupp Elevator
- Tierney Brothers
- UHL Company
- Viking Electric
- Western Waterproofing
- Xcel Energy

**In this edition:**

- Chair's Report.....2
- Upcoming Events .....3
- Calendar ..... Back

**Events at a glance:**

- Brokers
- Meeting..... September 3rd
- Table Top
- Expo..... September 16th
- Board
- Meeting..... September 24th

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



As a Property Manager I always look forward to my favorite time of the year...Budget Season. Nothing says excitement like working long hours and digging through every cost center of my budget. Thankfully for me and all of you Property Managers, Facility Managers, Building Engineers, and anyone else that utilizes the services

of our Service Partners, there is an event for you. BOMA's Annual Products and Services EXPO is a great way to explore new technologies, products, and services to help you meet your budget goals.

This annual event will be held on Tuesday, September 16th at the Crowne Plaza, and it's the Service Partners' opportunity to showcase everything about their organizations. It is truly amazing to see the level of expertise that is on display. Every year brings the latest and greatest our Service Partners have to offer from their respective industries. Each provider puts an extreme amount of time preparing for this event, and the best way we can show our appreciation is by attending and using their services in our buildings.

As an added bonus, this year's theme is "The State of Hockey™". Last season saw The Minnesota Wild and Minnesota Golden Gophers go on extended post season runs that were very exciting. So put on your favorite hockey jersey, bring a friend, and take in all that this event has to offer. I look forward to seeing you at the BOMA Expo.

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



Eric Meyer, (L) and Bill Thurmes (R) welcomed Mike Salmen and Matt Alexander (middle) at the August Membership Meeting.

## 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, September 16th from 11:30am to 1:30pm.

**DIMMING & CONTROLS**

**Scalable, Energy-Saving Lighting Control Solutions**

- Multiple Room/Entire Floor
- Entire Building/Campus
- Basic Standalone
- Single-Space
- Small Areas

**Viking Electric Supply**  
Kathy Foldesi at: 612.627.1339  
Mike Kalintz at: 612.627.1334  
www.vikingelectric.com

**LUTRON**

You've got the curb...  
we've got the appeal

**McCaren Designs Inc.**  
Landscape and Interiorscape  
Design - Installation - Maintenance  
651-646-4764  
www.mccaren.com

**WESTERN**  
Waterproofing Company

Member-Western Construction Group

**Alan Nelson**  
Branch Manager

(612) 781-7100 Office  
(612) 658-7108 Cell  
(612) 781-7177  
alanv@westernwaterproofing.com

111 Lowry Avenue, NE  
Minneapolis, MN 55418  
www.westernwaterproofing.com

## Asset Management Course to be offered Fall 2014!



Today's property managers work hand-in-hand with asset managers and often serve as asset managers themselves. Expert education gives professionals the capability to build value in real estate assets, providing confidence to investors, owners, and building tenants. Make sense of your assets, discover the asset manager's role function and place in real estate and business, and master the ability to outperform competitors. This class will be instructed by **David Wright, FMA, RPA** (U.S. Bank Corporate Real Estate and current BOMA Greater Minneapolis President).

**WHEN:** Tuesday Sessions,  
September 16 - October 28  
2:00 - 6:00 PM

**WHERE:** Metropoint 600; 600 Highway 169 S;  
St. Louis Park

Register at [www.bomampls.org](http://www.bomampls.org).

**ALLWEATHER ROOF** Est. 1925

**Providing custom commercial roofing services tailored to fit your specific building and budget.**

**Scott Steigauf Roof Captain**  
Cell 612.598.9613  
[scott@allweatherroof.com](mailto:scott@allweatherroof.com)  
[allweatherroof.com](http://allweatherroof.com)

**DISTRICT ENERGY**  
ST. PAUL

- Stable rates and reliable **service** delivered to a diverse customer base.
- Energy dollars are invested in the **local** community.
- Local company invested in the **success** of the community.
- Integration of local and renewable fuel sources is a **commitment** to a better environment.

[www.districtenergy.com](http://www.districtenergy.com)

# 2015 TOBY AWARDS

(The Outstanding Building of the Year)

The Outstanding Building of the Year 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 (St. Paul) association. Local winners advance to the regional level and regional winners go on to compete at the international level.

The benefits of entering the competition 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 for 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 submission has 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. The same submission is used for the Local, Regional, and International competitions. The TOBY Committee, including past TOBY entrants, will guide you through the submission process.

The cost to start the online submission, through the BOMA International website, is \$25. There is a local entry fee of \$125 that is due by October 24th. To receive a local entry form, please contact the BOMA office. The deadline for Local submissions is December 19, 2014 and



judging tour will be conducted in January. For further information visit the BOMA International website.

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

## TOBY Informational Meeting

**DATE:** Thursday, September 11th  
**TIME:** 9:00 a.m.  
**PLACE:** First National Bank Building  
 1st Floor, Capital Room  
**REGISTRATION:** Call the BOMA office at 651-291-8888

Refreshments will be served!

## CONCRETE AND GRASS

LOWERTOWN MUSIC FESTIVAL  
MEARS PARK ST. PAUL MN

The eighth annual Concrete and Grass Lowertown Music Festival will return to Saint Paul's beautiful Mears Park Thursday, September 4 through Saturday, September 6. The free, three-day festival welcomes music lovers of all ages and celebrates our community's multi-dimensional musical tastes. The 8:30 p.m. artist will be announced soon.

Concrete and Grass serves as the launch of the fall performance season for The Saint Paul Chamber Orchestra, Minnesota Opera, the Ordway and the Schubert Club, and showcases other groups from the Twin Cities diverse musical scene. Food, wine and beer from restaurants in the Lowertown Entertainment District will be available in the park during weekend.

**Thursday, Sept. 4th**  
 7:00 p.m. The Saint Paul Chamber Orchestra  
 8:15 p.m. Black Market Brass

**Friday, Sept. 5th**  
 5:30 p.m. Prairie Fire Lady Choir  
 6:30 p.m. Salsa del Soi  
 8:30 p.m. Adam Meckler Big Band

**Saturday, Sept. 6th**  
 4:00 p.m. Ancia Saxophone Quartet  
 5:30 p.m. Minnesota Opera  
 7:00 p.m. Breaking Brass  
 8:30 p.m. TBD

More information at [www.concreteandgrass.com](http://www.concreteandgrass.com)

## SAVE THE DATE

**Joint Fall Seminar**  
*After the Crisis – Lessons Learned*  
**DATE:** Thursday, October 30th  
 Look for more information coming shortly.

## SAVE THE DATE

**November Membership Meeting**  
 St. Paul's New Planning and Economic Development Director, **Jonathan Sage-Martinson** joins us to share information on current and future developments and what is coming up for 2015.  
**DATE:** Monday, November 10th  
**TIME:** 11:40am Networking  
 12:00 – 1:30pm – Program  
**LOCATION:** The Saint Paul Hotel, 350 Market Street, Promenade Ballroom

## SAVE THE DATE

**December Membership Meeting**  
**Toby Madden**, Regional Economist with the Minneapolis Federal Reserve will provide a Regional Economic Outlook. The outlook is based on statistical model forecasts and survey results.  
**DATE:** Monday, December 8th  
**TIME:** 11:40am Networking  
 12:00 – 1:30pm – Program  
**LOCATION:** Crowne Plaza, 11 East Kellogg Blvd, Great River Ballroom

**AMERICAN SECURITY**  
 & Investigations  
 "Your Security Solution"  
 Integrating People and Technology

1717 University Avenue St. Paul, MN 55104 651-644-1155  
[www.americansecurityllc.com](http://www.americansecurityllc.com)

Concrete • Asphalt • Seal Coating

**TRUSEAL AMERICA**  
 (952) 895-9197  
 EAGAN, MN  
[www.trusealamerica.com](http://www.trusealamerica.com)

**Need Help Communicating Your Project Needs?**

Contact **Jim Harnden**  
 Business Development Consultant/Employee-Owner  
 The Blue Book Building and Construction Network  
 612-272-2154 | [jharnden@mail.thebluebook.com](mailto:jharnden@mail.thebluebook.com)

**BLUE BOOK NETWORK**

**ZIEGLER Power Systems** **CAT**

**Proven Power Solutions**  
 Sales • Service • Rental  
**888.320.4292**

## BOMA Member Spotlight



**MARK SNYDER**  
Construction Results, Inc.

I've been in the construction industry for 30 years. During summers in college, I worked as a construction laborer. I quickly realized that, while the pay was good, it was hard physical work. This helped keep me in college and I earned a Structural Civil Engineering degree

from the U of M in 1984.

While most Engineers work in design, I decided to go down the road less travelled and work in construction. I love to see changes and progress on construction projects on a daily basis and watch projects evolve from start to finish, rather than only work on the design of the projects on paper.

I grew up in construction. My father worked as an estimator & project manager in commercial general contracting. Growing up, I listened to many conversations about building and construction, and without a doubt this helped steer my career path.

After college, I started my career as a project manager building highway & railroad bridges in the Twin Cities and a hydro-electric power plant in Hastings. I then worked for a commercial general contractor for several years. I wanted to be a business owner, so I started my own general contracting company in 1999 and named it Construction Results Corporation. I'm very focused on achieving positive "results" in all my construction projects and know that this is important for my clients as well.

I joined St. Paul BOMA in 2003, and have enjoyed meeting and building relationships with building managers.

I've always loved the Twin Cities and have lived here my entire life. I grew up in Crystal, MN with an older sister, and two younger brothers. My youngest brother, John, is vice-president of Construction Results Corp.

I met the love of my life in college and have had 29 wonderful years of marriage. We share a strong faith, and we have been blessed with two sons.

Our first house was in Highland Park, where we started raising our two boys. We then moved to Plymouth in the early 90's and



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).

have resided there ever since.

I obtained my single engine private pilot's license before we were married, and loved flying. But when kids came along, this hobby got replaced with our sons' sporting events and other more conservative (less risky) hobbies, like cycling, cross-country skiing, snowshoeing, photography and travelling.

Our older son, Adam, graduated from Gustavus Adolphus College in 2011 with a major in physics. He is married to a charming young woman and they currently live in St. Paul. Adam works at 3M. Our younger son, Mitchell, is entering his senior year at the University of St. Thomas pursuing a degree in psychology. Mitchell just returned from a study-abroad semester in Rio de Janeiro, Brazil. I am very proud of them.

Starting my own business came with many challenges and wasn't always an easy road. But I'm so grateful for all that I have learned in the process and how I've watched our company grow over 15 years. More than half of our business involves Tenant Improvement work. Our niche market includes renovation and remodeling construction projects, from small to large. We are proud to say that most of our work comes from 'word of mouth' referrals. Our tag-line is "Trusted Commercial & Industrial General Contractor," and we work hard every day to earn our clients' trust and respect.

We have a great office staff and many skilled field workers. We employ superintendents, carpenters, laborers and cement finishers. So, we can self-perform demolition work, sheetrock and carpentry work, and concrete work, which saves our clients both time and money.

One of my most recent and most memorable life adventures was this summer when my wife & I travelled to Europe. We took a "Rick Steve's" guided tour through four beautiful countries. We've never done a guided tour before, but this took all of the stress out of pre-planning and organizing the vacation. We would highly recommend this to anyone.

## 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  
Email: [cyoung@impark.com](mailto:cyoung@impark.com)

[www.impark.com](http://www.impark.com)

## BOMA BITS

- Saint Paul BOMA and the staff would like to congratulate **Barry** and **Amy Stoffel** on the birth of their second son Brody Robert. Born on July 28th at 5:35am. Weighing in at 7 lbs 11oz. 21 inches.

Saint Paul BOMA and the staff would like to extend their condolences to **Sandra** and **Dick Schadegg** on the death of their son, Samuel.

## RESUME ON FILE

**Nancy Musser** is in search of a company looking for an individual with experience in merchandising, design, and decorating. She also has experience in planning, organizing and setting up events. She is detailed orientated, a problem solver, as well as a self-starter that works well with customers. She would appreciate an opportunity to expand on her experience and strengths. A call to 651-275-1312 will begin the process.

## "LIGHTS OUT"

Fall bird migration is underway! This is a reminder that Fall Lights Out began August 15th. If you are not already, please plan to adjust your interior and exterior lighting.

**DATE:** Fall – August 15 through October 31st (or year-round)

**TIMES:** Midnight to dawn

For more information please visit: [www.mn.audubon.org](http://www.mn.audubon.org)

## SAVE THE DATE

### 2014 Market Report Release & Membership Meeting

**DATE:** Monday, October 6th

**TIME:** 11:40am Networking  
12:00 – 1:30pm – Program

**LOCATION:** The Saint Paul Hotel, 350 Market Street, Promenade Ballroom

Greater Saint Paul **BOMA**  
Phone: 651-291-8888  
Fax: 651-291-1031  
www.bomastpaul.org

**OFFICERS:**

William Thurmes, Chair  
Julie Bauch, Vice Chair  
Shawn Wiski, Sec./Treasurer

**DIRECTORS:**

David Ketcham  
Rick Hanson  
Jerry Hersman  
Pat Skinner  
Bruce Thompson  
Tim Yohnk

**STAFF:**

Joe Spartz, President  
Denise Jenkins, Editor

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

Statements and opinions in editorials or articles written by the publisher and staff do not necessarily represent the opinion of BOMA or its membership. Articles may be reproduced only by written authority of the editor.

DISCLAIMER: All advertisements are accepted and published upon the representation that the Agency or Advertiser is authorized to publish the entire contents and subject matter thereof. The Agency and/or Advertiser will identify and hold harmless the publishers, the employees and agents of the publisher from any advertisement including claims or suits for defamation, libel, violation of rights of privacy, plagiarism, and copyright infringement.



## CALENDAR 2014

### SEPTEMBER

Brokers Meeting ..... September 3rd  
Table Top Expo .....September 16th  
Board Meeting .....September 24th

### OCTOBER

Membership Meeting .....October 6th  
Joint Seminar .....October 30th

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

## NEW MEMBERS

**CINDY BANCHY**

*Vanguard Cleaning Systems of MN*  
3459 Washington Drive, Suite 109  
Eagan, MN 55122  
T – 651-379-4000  
Email: [cbanchy@vanguardcleaning.com](mailto:cbanchy@vanguardcleaning.com)

**JEREMY RASMUSSEN**

*Better Days Wood Services*  
5865 Neal Avenue North, Suite 253  
Stillwater, MN 55082  
T – 715-781-4770  
Email: [Jeremy@betterdayswood.com](mailto:Jeremy@betterdayswood.com)