



Saint Paul BOMA NEWS

May 2015 Vol. 54, No. 5

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

What Property Professionals Need to Know and Why This Could Impact Their Own Properties



Gregory S. Miller



Alex Young



Steve Wellington

What do investors and developers look for in a potential project? How does their approach and strategy differ from others and is there common ground that they all start from? They will also discuss what types of projects they look for and do they stay in a specific geographic area or market niche' when looking for projects? In addition, they will provide insight on what role a tenant might play in the process – are they the first point of contact and do they look at the demographics of the site or does the developer take care of that?

Please join us an expert panel moderated by **Dick Schadegg**, Schadegg Commercial Real Estate provides insight on this important topic through project examples and discussion on trends.

Introducing our panelists...

Gregory S. Miller, CCIM, CPM®, is a principal of Interstate Partners LLC, a commercial real estate development/investment company with offices in Minneapolis, Chicago, and Milwaukee companies. Throughout his career, Greg has been responsible for the Acquisition and Development of millions of square feet of property.

Alex Young, President of MSP Commercial and oversees all aspects of the company, including general management, new development and project coordination, and asset management of the existing portfolio of healthcare properties.

Steve Wellington, President, founded Wellington Management Inc. (WMI) a St. Paul-based commercial real estate firm in 1984 and currently owns and manages four million sf. (\$350 million portfolio of more than 90 properties located in 18 different Twin Cities communities.)

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

1 Hour of Continuing Education has been approved for this program.

SPONSORED BY:



To register, call 651-291-8888 or visit www.bomastpaul.org. Cancellations must be received by Friday, May 11th by 10:00am. Substitutions will be honored. Credit cards are accepted online and through the BOMA office. Bring your questions for our panelists!

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 WLGOC.....May 20th

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Chair's REPORT



Saint Paul Saints Baseball is here! It is an exciting time for Saint Paul as we welcome the Saint Paul Saints to the downtown area. It has been an incredible journey as the Saints and Lowertown have endured two years of planning and construction. I had the sometimes enjoyable task of Chairing the Lowertown Ballpark Design and Construction Committee, or as I have affectionately called it, the LBDCC.

The LBDCC was formed to provide oversight and input on the 7,000 seat ballpark that will host many events beyond America's pastime. The 15 member committee reviewed all phases of the design and construction. As you can imagine, building a multipurpose ballpark in the Lowertown area comes with exciting and complicated changes to the landscape. The end result is a great home for the Saints as well as another amenity we can show off for the many visitors to the downtown area.

I want to extend my gratitude to the committee members as well as the many residents and business members that attended the dozens of meetings we held dating back to January 2013. I also want to thank the design team that consisted of members from the City of Saint Paul, NTH – Inc. (Nelson, Tietz, & Hoye), Julie Snow Architects, and Ryan Companies.

My final thank you goes out to the Saint Paul Saints for their vision and dedication to bringing the team to Lowertown. A special thank you goes out to **Annie Huidekoper** (Vice President) and **Tom Whaley** (Executive Vice President). They were a pleasure to work with throughout the process.

Opening day is May 21, 2015. Playball!

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

SUPERINTENDENTS GROUP

We will not meet this month. Please join us for the World's Largest Game of Catch.

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SPda Launches the 2040 Visioning Survey

The SPda (Saint Paul Downtown Alliance) announced the opening of the 2040 Visioning Survey. The purpose of this project is to create a new long term vision for downtown Saint Paul. Through the survey, individuals are invited to share their thoughts about what downtown could look like in 25 years.

BOMA has invited members to participate in the survey. We are also asking members to encourage employees and tenants to participate. Many other organizations are also being invited to take the survey. To participate, go to <https://novisurvey.net/ns/n/zjzkf.aspx>.

The SPda is a public/private partnership founded by Greater Saint Paul BOMA to drive growth in downtown Saint Paul. In addition to the 2040 Visioning Project, the SPda is working to provide leadership on livability and parking issues, and long term planning for the downtown area. For more information, go to www.spdatasource.org/about/saint-paul-downtown-alliance/.



St. Paul BOMA's Superintendent's Group enjoyed a day at the ballpark complete with a tour for the April meeting!

Saint Paul Youth Intervention Initiative



From left to right - Panel participants Chief Tom Smith, Joe Lash, Jim Mitchell, Joel Franklin, Ja Quon Lindsey and Billy Collins at the April Meeting.

In the past, Greater Saint Paul BOMA has partnered as a fundraiser for various community groups and charities as part of our annual Silent Auction event. Last year the Board decided to end the Silent Auction, but still wanted to contribute to the local community as an Association. At the Annual Membership Meeting on April 13th, 2015, the Association identified a group that they felt would be an admirable charity partner for BOMA, the Saint Paul Youth Initiative.

St. Paul Police Chief Tom Smith joined Billy Collins, CEO and Joe Lash, Youth Development Coordinator for the St. Paul YWCA and Joel Franklin, Special Projects Manager, Jim Mitchell, Ambassador and Ja Quon Lindsey, youth participant for the Youth Initiative to discuss the need for this program came about after the continual realization that police were only marginally effective because they focused on youth after crimes were committed. So the Youth Initiative was created. This program is a coalition of city officials (Saint Paul Police & Office of the Mayor) and youth-serving organizations, led by



the YWCA of Saint Paul with the overall goal of being able to guide and redirect youth, helping them avoid committing crime to begin with. The program uses a multifaceted approach of early intervention and positive redirection of at-risk youth, utilizing community ambassadors and new services targeted to meet the needs of young people. In addition to community ambassadors, who spend time in areas with elevated youth crime, the focus is to provide services to youth, including individualized plans to meet each youth's needs, provide jobs and job-readiness skills for youth.

The initiative started out as a volunteer outreach program in 2012. Seeing some small successes, the initiative knew that in order to make an ongoing impact, they were going to need to be able to provide a stipend to the community ambassadors. They were able to do so and acquired the funding in 2013. Over the past two years, the city has seen some vast improvements with the involvement of the ambassadors and the programs the youth are referred to. There has been a 1.6% reduction in juvenile arrests overall and a 13% reduction in arrests in the areas where the ambassadors work. Even more impressive is the 63% reduction in arrests made while the ambassadors were working.

BOMA has agreed to partner with the Youth Initiative to hold a future fundraising event, but also to assist in one of the biggest needs for the program which is employment. After contacts are made with the youth on the street, there needs to be a next step and for many of the kids, that next step is obtaining employment. Billy Collins, YWCA Saint Paul CEO, made sure that it was clear that "nothing is given to the youth; they must earn, keep, and maintain the jobs and skills that they acquire." After the kids go through the work readiness program and prove they are capable, they are placed in a subsidized employment for a period of time. This gives the youth an opportunity to earn some work history where that otherwise might not have been possible.

BOMA is excited to be a partner with the Youth Initiative. Please join us at the May 7th BOMA & A Brew to meet representatives personally and watch for future announcements regarding this program and how members can help in making it more successful.



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District Energy St. Paul Partner Subscribes to Solar Garden Projects

Saint Paul, MN (April 22, 2015) – District Cooling St. Paul has finalized commitments to be a subscriber to Minnesota solar gardens, slated for 2016 installation. District Cooling, the partner utility of District Energy St. Paul, has agreed to buy approximately 50% of the electricity the utility uses annually to cool Saint Paul’s central business district from community solar gardens.

District Energy St. Paul is already one of the most renewable thermal utilities in the country, using energy from a biomass-fired, combined heat and power plant, and large-scale solar thermal as part of its flexible fuel approach. District Cooling also uses advanced technology to improve system efficiency, using two large thermal tanks to store cool water generated overnight when the demand on the electrical grid is lower. This approach saves money for customers and increases reliability during extreme summer conditions. The heating utility provides service to over 200 buildings in downtown Saint Paul. The cooling utility provides service to over 100 buildings.

“Our company has a long history of investing in smart, sustainable technologies that can be integrated into our nation leading community energy system,” states Ken Smith, President of District Energy and District Cooling St. Paul. “Subscribing to a solar garden project is an ideal opportunity to advance our environmental mission, while preserving our system reliability and cost-competitiveness.”

The solar agreements have a term of 25 years, which allows District Cooling to lock in the electricity rate over the life of the agreement. This will deliver cost-savings to customers, as well as upholding the utility’s 23 year history of rate stability.

This investment was made possible by 2013 legislation, which launched Minnesota’s community solar garden program. District Cooling will be working with Geronimo Energy and SunEdison, who will plan, develop, and manage these solar



gardens, which will have other subscribers. District Cooling’s involvement will help put more renewable energy on the regional electric grid and promote additional subscriptions and solar garden development.

The electric utility will retain the renewable energy credits from this project, so District Cooling will continue seeking other renewable and advanced technology approaches to lowering its greenhouse gas emissions, while maintaining reliable cooling services to its customers. Smith added, “We are pleased to join our customers Ecolab and the Saint Paul Public Housing Agency, in supporting solar garden development and a more renewable future for Minnesota.”

About District Energy Saint Paul

District Energy St. Paul is a leader in community energy, providing Saint Paul with reliable and sustainable heating and cooling services. As one of Saint Paul’s best kept secrets, District Energy remains committed to excellence in service, energy efficiency, community outreach, and technology innovation to benefit our customers and the environment. For more information, visit districtenergy.com.

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Legislative Update

The legislature returned from a week off and started putting together omnibus finance bills, which must be out of committees by April 24. With just a month left in the session, the pace of activity will continue to accelerate.

State of the State

Governor Dayton gave his fifth State of the State address, where he highlighted his priorities as transportation, education, water quality and passage of a bonding bill this session. He said Minnesota should make use of the surplus the state has generated by investing in these priorities.

Transportation

GOP House leaders unveiled their updated transportation plan, providing \$7 billion over 10 years without imposing new taxes. Approximately \$3 billion of this would come from a “Transportation Stability Fund” made up of a reallocation from the General Fund of sales taxes collected on auto parts, car rentals and car leasing. The proposal also uses \$228 million of the projected budget surplus, \$2.3 billion in trunk highway and general fund bonding, and \$1.2 billion in MnDOT resource “realignment.” The funding would provide for renovation of 15,500 miles of road and 330 bridges statewide. With a fresh new transportation proposal in hand, the House Transportation Committee took public testimony on the revised plan (HF4 Kelly – R, Red Wing). Testimony generally fell into two categories: praise for creating a long-term plan without raising any new taxes, and dissatisfaction with a lack of additional funding for public transit. Potential amendments to the bill are expected to be heard in committee on Monday.

The Senate Transportation Policy committee took up the Governor’s transportation proposal (SF87 – Dibble (DFL), Minneapolis) at the end of March. Highlights of the bill is a 6.5 percent additional motor vehicle fuel tax, a ¾ percent increase in the Metro Sales tax and increases in license fees. Over 120 people testified on the legislation during the hearings.

Statewide C/I Property Tax

The House Property Tax Division has included a phase out of the statewide property tax on commercial-industrial property over a six year period in its tax bill. In addition to the full phase out of the tax, the bill also exempts the first \$500,000 of each commercial-industrial parcel from the tax and reduces the levy amount beginning in 2016 by the cost of the exemption to prevent a shift in the taxes to higher valued property. Thus if this language became law, all commercial-industrial property would see an immediate reduction (2016) in their statewide property tax due to the elimination of the tax on the first \$500,000 of value, and then over a period of 6 years, see the phased in elimination of the tax in total on CI property.



A very promising start to achieving some CI tax reduction.

Kathy Hahne
Faegre Baker Daniels

ANNUAL MEETING AWARDS



Rich Hanson received the Chair’s Award for his involvement as Chair of the Education Committee, FMA & RPA instructor and Emerging Leaders instructor as well as his involvement on BOMA’s Board.



Shawn Wiski received the Volunteer Award for her involvement on numerous committees and activities related to the Association including her service on BOMA’s Board as the Treasurer.

World's Largest Game of Catch



We invite you to venture outdoors over your lunch break Wednesday, May 20. It is the day before the Saints 2015 season begins at CHS Field, and your chance to join the St. Paul Saints and District Energy for our annual "World's Largest Game of Catch"!



Wednesday, May 20, 2015
11:30am – 1:00pm
Downtown St. Paul



- Join in the annual "World's Largest Game of Catch"
- 2,500 Saints Softee Balls will be handed out to toss



For Information call Emily Vickers at 651-288-9888

2015-2016 Directory

Reservations are being taken for the Greater Saint Paul BOMA 2015-2016 Membership Directory. Please note: All reservations are on a first come first serve basis. The Membership Directory is your opportunity to have your company in front of current and prospective clients for an entire year. Don't miss this great opportunity! All forms have been sent via email and can be found at www.bomastpaul.org or in the weekly Friday Updates.

Advertisement Costs:

Outside Back Cover	Color	\$900
Inside Front/back Cover	Color	\$800
Full Page Tabbed Divider	Color	\$700
Full Page Ad	BW	\$425
Half Page Ad	BW	\$325



2015 Golf Tournament

Join us on Monday, July 20, 2015 for Greater Saint Paul BOMA's 28th Annual Golf Tournament at 3M Tartan Park. You have the opportunity to reserve your space in the tournament and receive a discount.

In order to qualify for the discount, all reservations and payments must be returned to the BOMA Office by Wednesday, April 30, 2015. Those who register early and make full payment by the 30th will be eligible for a drawing to win either a second foursome at this year's tournament, or free tickets offered by the Saint Paul Saints.

The cost of golf includes lunch, 18 holes of golf, carts, hors d'oeuvres, dinner and the chance to win prizes.

DATE:	Monday, July 20th
LOCATION:	3M Tartan Park, Lake Elmo
COST:	\$175 per golfer if registered and paid before April 30th, \$185 after April 30th

Register at www.bomastpaul.org

There are several sponsorship opportunities available. Please contact Denise at denise.jenkins@bomastpaul.org for details.

BOMA & A BREW

Greater Saint Paul BOMA & A Brew Social Event

DATE: Thursday, May 7th
TIME: 4:00 – 6:00pm
LOCATION: 141 East 4th Street (Pioneer Endicott Bldg.)
 1st Floor, Club Room, Saint Paul, MN

Register at www.bomastpaul.org

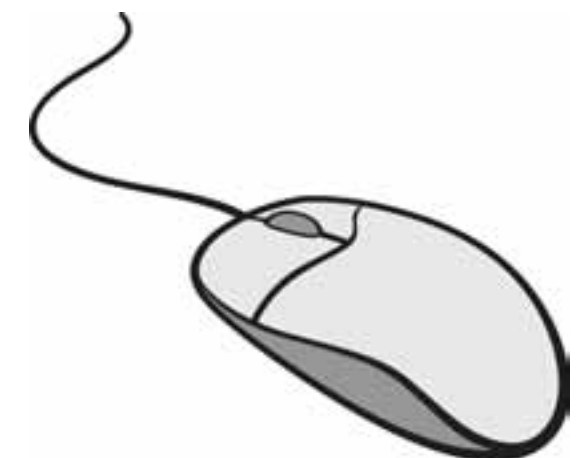
Don't miss this great opportunity to meet representatives from the St. Paul Youth Initiative and get to know your fellow BOMA members in an informal social setting! Complimentary appetizers will be provided for all in attendance.

Thank you to our sponsors:



BOMA's Newsletter Goes Digital

Starting with the June edition, members will see a new, beautiful electronic version of the BOMA newsletter. Many business associations and trade groups across the country have already eliminated printed newsletters. Because the Association is committed to a high level of communication to our members, the BOMA Board decided to support transitioning this important member communication tool to an electronic mode. Watch for more details on this transition coming soon! Thank you for your continued support. If you have any suggestions or questions on this new venture, please contact Rhonda.pape@bomastpaul.org.



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CALENDAR 2015

MAY

BOMA & A Brew..... May 7th
Membership Meeting.....May 11th
Brokers Group..... May 14th
WLGOC..... May 20th

JUNE

Brokers Group..... June 3rd
Membership Meeting..... June 15th
BEC Seminar?????
Superintendents Meeting June 17th

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