



## President's Message By Carl Awalt

As 2010 comes to a close, I've spent some time reflecting on what our BOMA local has accomplished during the past 12 months and, to be honest with you, I'm extremely proud.

Working together, we've helped our members grow professionally and connect with others in the industry. We've remained a financially strong organization, well-positioned to continue serving our members in the future. And we've become a recognized voice when it comes to legislation that may potentially impact our industry.

My hat goes off to all committee members for the time they donated to BOMA during the past year—totaling well over 1,800 hours. As a result of their efforts, we were able to provide 38 continuing education credits through our educational programs and webinars. And we successfully continued to provide a way for members to get to know one another and exchange ideas. Whether you were involved in planning general sessions, superintendent meetings, education programs or BOMA Young Professional gatherings, I am sincerely grateful for the role you played and your dedication to the organization.

As we all know, 2010 was another financially challenging year for most businesses. I am thankful for the ongoing financial support our organization received from our dues-paying members and buildings and from the advertising and sponsorships by our associate members. It's gratifying to know that you all see the value of BOMA and are willing to advance our initiatives.

Last but not least is the impact we continue to make in the legislative and regulatory arenas. BOMA has long represented the interests of our members and will continue to do so. Though it's difficult to predict future legislative proposals given that Republicans have control of both the senate and the house for the first time in history and the governor's race remains undecided as of this writing, you can be sure that BOMA will listen to you and share your thoughts with elected officials.

In closing, please accept my best wishes for a happy and successful New Year both personally and professionally

## Thank You BOMA Members!

This month's issue is dedicated to thanking all the people who make this Association work! An incredible one out of every five BOMA members is either serving on a committee or somehow volunteering time to serve the organization. Some are serving on multiple committees or in multiple ways.

Look for your name in this edition, circle it, bring it with you to your annual performance review, leave it on the table in the employee break room, post it on the bulletin board, send it to your property's owner. But most of all, take pride in the organization that we have collectively built!

Turn to page 6 to see the committees, councils, and endeavors that make up BOMA Greater Minneapolis. Thank you all!

# Happy Holidays

Your Dues Dollars at Work.....2  
 Kilowatt Crackdown Deadline .....3  
 TOBY Publication Advertising Opportunity .....3  
 Atria Corporate Center Achieves LEED .....4

Thank You Members ..... 6-8  
 Welcome New Members ..... 9  
 Medical Buildings Meeting Re-cap ..... 9

November Meeting Re-cap..... 10  
 Scholarship Winner Colin Quinn..... 10  
 Project for Pride in Living Photos..... 11  
 Superintendents Meeting: Fire Systems..... 12

# Your Dues Dollars At Work



Kent Warden, RPA  
BOMA Executive Director

*BOMA Greater Minneapolis intercedes daily on behalf of our members on a variety of legislative, regulatory and policy issues at the state and local level. Here are a few of the recent and ongoing efforts waged on your behalf.*

## This month:

- Preparing for the 2011 Legislative Session
- Proposed Minneapolis Recycling Ordinance
- Elevator Fee Proposals
- Access Minneapolis East/ West Transit Study
- State Building Code "Czar" Tom Joachim Retires

## Government Affairs Committee and BOMA Minnesota Coalition Prepare for 2011 Legislative Session

– The week following November elections that swept Republicans into the majority of both houses of the Minnesota Legislature, BOMA's advocacy machine hit the ground running in preparation for a challenging 2011 legislative session. House Minority Leader Kurt Zellers had been invited prior to the election as guest at BOMA's Government Affairs Committee meeting but appeared as the House Speaker Designee. Later in the week, the BOMA Minnesota state coalition comprised of commercial real estate representatives from the metro area and other regional centers throughout the state met to chart out state-wide legislative priorities of the upcoming session, and had as its guest Senator Geoff Michel who will be Deputy Majority Leader in that body. In the lively discussion at the two meetings, both incoming leaders acknowledged the daunting challenge of resolving projected \$6 billion budget deficits but pointed to opportunities arising from that to agree on longer term major reforms in how we raise revenues, administer government services and programs and promote economic development and job creation. To begin, both indicated an immediate intent to reform and streamline the legislative process itself, with less committees and better integration between the two houses. The BOMA Minnesota session ended with a brainstorming session of relevant statewide legislative priorities for 2011 and those will be published here when formally adopted. With 36 new members in the House and 24 in the Senate next year, BOMA will be engaging in an extraordinary effort to get to know new members and convey our issues and concerns to them. The statewide network we have established will play an important role in that effort.

## Additional Detail on Proposed Minneapolis Recycling Ordinance

Minneapolis City Council Member Cam Gordon invited BOMA and Minneapolis Chamber representatives to an informal briefing to outline the framework of his proposal to require commercial recycling in the City. His goal is to require all commercial establishments that have on-site garbage collection to also provide recycling pick-up at least at the level of service provided to City residents. The building or business owner would also be required to file a recycling plan and provide recycling information and instructions to employees at the property. Recycling service providers would then be required to file periodic reports to the City as to volume and types of recyclable material collected. Enforcement would be via the regular commercial inspections program, or based on third party complaints of non-compliance. Our input to C.M. Gordon was that any initiative should recognize that most downtown buildings already have proactive recycling programs in place and we should avoid imposing costs and administrative burdens for requirements that are already being met. We will continue to monitor and distribute any draft ordinance to interested BOMA members when available.

*Continued on page 5.*

## BOMA Greater Minneapolis

www.bomampls.org  
121 South 8<sup>th</sup> Street, Suite 610  
Minneapolis, MN 55402-2825

Phone: 612-338-8627  
Fax: 612-340-9744

### The BOMA Newsletter

Sheila Miller, Editor and Publisher  
Creative Graphics, Inc., Printing

Statements and opinions expressed herein do not necessarily represent the opinion of BOMA or its membership. Articles may be reprinted only by written authority of the editor.

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

### Officers

President: Carl M. Awalt, Duke Realty Corporation

Vice President: Brian J. Burg, RPA  
NorthMarq Real Estate Services, LLC

Secretary/Treasurer: David R. Dabson, CPM, RPA, CCIM  
Piedmont Office Realty Trust, Inc.

### Directors

Debra S. Goodman, Sherman Associates

Bruce J. Koehler, RPA, Hines

Jon A. Kuskie, Zeller Realty Group

David A. Marquis, Target Corporation

Elizabeth K. Molitor, Ryan Companies US Inc.

Julie J. Samuelson, RPA  
Cushman & Wakefield of Minnesota, Inc.

Sandra J. Schadeegg, Harvard Maintenance, Inc.

Jami Silus, RPA, Carlson Real Estate Company

J. Michael Thornton, RPA, Frauenschuh

Katherine E. Tufford, CPM, LEED-AP, Carter

Theodore J. Zwieg, FMA, RPA  
Brookfield Properties Corporation

Kent D. Warden, RPA, Executive Director

*Printed on recycled paper, 10% post-consumer waste, FSC certified, STF certified.*



## Take the Challenge!

The deadline for registering for the BOMA Kilowatt Crackdown Challenge is **December 31, 2010**. Don't miss out on the opportunity to be recognized as an energy efficiency and environmental leader in the community. Listed below are the 28 buildings that are already registered to participate.

Registering on the BOMA website takes less than 5 minutes. Buildings must be at least 30,000 square feet to qualify.

Once you register we'll send you an email laying out the next steps including how to benchmark your facility utilizing the EPA's ENERGY STAR Portfolio Manager tool. Xcel Energy can help find your current score for no cost (up to 3 buildings).

Over 20 winners will be awarded for energy efficiency improvements made in 2011. Register now for your chance to win!

### CRACKDOWN CONTENDERS:

301 Carlson Parkway, 33 Tower, 401 Carlson Parkway, 50 S 10th Street (Retek on the Mall), 7500 Flying Cloud Drive, 7700 France, AT&T Tower, Atria Corporate Center, Butler Square, Carlson Center East I, Fifth Street Towers (100 S 5<sup>th</sup> and 150 S 5<sup>th</sup>), Gray Freshwater Center, IDS Center, LaSalle Plaza, Marquette Plaza, Northland Plaza, One Carlson Parkway, One MarketPointe, One Southwest Crossing, Plaza Seven, Plymouth Corporate Center, Public Service Center, RBC Plaza, Target Plaza, Two Carlson Parkway, U.S. Bancorp Center, Wells Fargo Center

## 2010-2011 TOBY Contenders

### Do you provide services for any of these buildings?

1. Ameriprise Financial Client Service Center
2. Campbell Mithun Tower
3. Capella Tower
4. Centennial Lakes Office Park
5. Hennepin County Government Center
6. IDS Center
7. Metropoint
8. Northland Center
9. One Southwest Crossing
10. Target Plaza
11. US Bancorp Center
12. Wells Fargo Home Mortgage
14. Wells Fargo Plaza

BOMA is preparing a promotional campaign to recognize our thirteen local TOBY competitors and the service and product providers who have helped them achieve their success. **We invite you to be in the spotlight with them.** For information about placing your logo or advertisement in the promotional publication to be inserted in *The Business Journal*, call Sheila at the BOMA office before December 8: 612-338-8627.

**CRAWFORD MERZ  
ANDERSON  
CONSTRUCTION COMPANY**

**2011**  
Celebrating  
**125 Years!**

Stay Tuned . . . .

2316 4th Ave S  
Minneapolis, MN 55404  
612-874-9011  
www.emacco.com

Partner with the company  
you've learned to trust for  
over 100 years.

**ABM** Janitorial  
Services

612-378-0646  
abm.com

**MAVO SYSTEMS**

*Environmental  
and  
Specialty  
Contracting  
Services*

**Dana Krakowski**  
Director of Sales and Marketing  
4330 Centerville Road  
White Bear Lake, MN 55127  
612.327.1630 cell  
763.788.7713 office (ext. 207)  
763.788.9560 fax  
dkrakowski@mavo.com e-mail

**SERVICES** Asbestos/Lead Abatement \_ Mold Remediation \_ HVAC/Duct Cleaning and Decontamination  
Commercial/Industrial Mechanical Insulation \_ Specialty Cleaning \_ Interior Demolition  
Fire, Water, and Storm Restoration \_ Concrete / Terrazo Polishing

www.mavo.com  
Equal Opportunity Employer

# ATRIA Corporate Center Achieves LEED Certification



ATRIA Corporate Center, owned by Talcott Realty Investors and managed and leased by Cushman & Wakefield (C&W), was awarded LEED® Certification this fall. The 350,631 square foot suburban Class A office property was certified under the LEED for Existing Buildings: Operations & Maintenance (LEED EB: O&M) rating system.

Led by Beth Borich, RPA, C&W's general manager at the property, the rigorous LEED certification process resulted in significant environmental benefits including water use reduction, decreased energy consumption, increased waste diversion rates, enhanced indoor environmental quality, implementation of high-performance cleaning programs and the use of sustainable cleaning products. Numerous 'green' operations and maintenance policies have been implemented as well to improve operational efficiencies while minimizing the environmental impact on the building. These measures will help to reduce operating expenses for the building's tenants. The property generated more than 53,000 lbs. of recycling in 2009, saving an estimated 452 trees.


For the past three consecutive years, the building has also been the recipient of the ENERGY STAR award, achieving a rating of 97 out of 100 in 2009. ♦



**Sun Control**  
OF MINNESOTA  
*"The Window Film Professionals"*

Randy Jensen  
(651) 490-1060

2604 Rice Street • St. Paul, MN 55113  
[www.suncontrolmn.com](http://www.suncontrolmn.com)

**ALLWEATHER ROOF**

**Commercial Roofing Systems Built To Last**

Allweather Roof provides a full range of roofing services including reroofing, repairs, and new construction. We also offer a broad selection of roofing systems:

- Built-Up
- Single-Ply EPDM
- Thermoplastic
- Architectural Sheet Metal

Allweather Roof offers free roof evaluations and estimates. Ask about our preventive maintenance program and how we can improve your roof life cycle costs.

Tel: 612-721-2545 • Fax: 612-721-4236 • [www.allweatherroof.com](http://www.allweatherroof.com)

# Your Dues Dollars At Work

(Continued from page 2.)

## State Seeks BOMA Input on Elevator Fee Proposals

BOMA and elevator industry representatives were invited by the Minnesota Department of Labor and Industry to a briefing on a proposal to adjust elevator permit and inspection fees to cover the cost of providing an acceptable level of service throughout the state, except in Minneapolis and St. Paul which have their own elevator inspectors and set their own fees. Permit fees and annual operating permit fees would remain at \$100, however inspection fees are proposed to increase from .015 to .025 of the valuation of work performed. Agency officials conceded, as we are well aware, that part of the reason for this increase is to backfill the loss of revenue when the State transferred funds from the agency's special fee revenue account to address its budget deficits. They asserted that the rate could be reduced if the general fund transfers were discontinued and BOMA offered to assist at the Legislature to achieve that. This forum also provided BOMA the opportunity to appeal for a more formal and consistent approach to provide property owners relief in meeting a 2012 deadline for completing costly upgrades associated with firefighter phase II installation. Special legislation may be required and the agency is open to that and invited BOMA and the elevator industry to advance specific proposals for consideration.

## Access Minneapolis East/ West Transit Study Accelerates

The City of Minneapolis and Metro Transit recently identified a potential source of federal dollars to complete another unfinished component of the Access Minneapolis transportation plan – the major transit corridor for bus traffic through the central business district – and are fast-tracking plans to win public and City Council support to build the project by the fall 2011 deadline. At issue is a long history of problems at the City's most heavily used bus stop at the vicinity of 7<sup>th</sup> and Nicollet and logistical issues and property owner resistance to relocating the traffic to other streets. The proposed project would essentially leave 7<sup>th</sup> and 8<sup>th</sup> streets as host to the current routes, but make significant improvements to sidewalks, bus shelters, dynamic information signage and streetscape. Bus stops on 7<sup>th</sup> would also split waiting areas to both sides of Nicollet to reduce crowding at each. A series of public meetings will be held to explain the plan and receive public input.

## State Building Code "Czar" Tom Joachim to Retire

With great respect and appreciation, we wish Tom Joachim, long time State Building Official and currently Assistant Commissioner of the Department of Labor and Industry, a happy and productive retirement as he leaves his service at year end. Tom has long been a champion of making state building code adoption and enforcement more consistent and customer friendly and was the primary driver to see the consolidation of construction related codes from five separate agencies into one at the Department of Labor and Industry. Well done, Tom. Thanks for your service! ◆



LIGHTING UPGRADES OFFER  
PAYBACKS AT THE SPEED OF...  
WELL, REALLY FAST.

Looking to save money on energy in your business? Start with lighting upgrades. They're easy to do, with a fast payback, made even faster with rebates available from Xcel Energy. Get the details by calling our Business Solutions Center at 1-800-481-4700 or visit [ResponsibleByNature.com](http://ResponsibleByNature.com).



© 2010 XCEL ENERGY INC.

# Thank You BOMA Members

## Board of Directors

Provided leadership to keep BOMA financially strong and relevant to needs of members.

Carl Awalt, Duke Realty Corporation - President  
Brian Burg, RPA, NorthMarq Real Estate Services - Vice President  
Dave Dabson, CPM, RPA, CCIM, Piedmont Office Realty Trust - Secretary/Treasurer  
Deb Goodman, Sherman Associates  
Bruce Koehler, RPA, Hines  
Jon Kuskie, Zeller Realty Group  
David Marquis, Target Corporation  
Beth Molitor, Ryan Companies  
Julie Samuelson, RPA, Cushman & Wakefield  
Sandra Schadegg, Harvard Maintenance  
Jami Silus, RPA, Carlson Real Estate Company  
Mike Thornton, RPA, Frauenshuh  
Katie Tufford, LEED AP, CPM, Carter  
Ted Zwiag, FMA, RPA, Brookfield Properties

## BOMA Young Professionals

Planned 7-month series of classes, recruited instructors and participants, graduated 21 people in 2010, anticipating 17 graduates in 2011. Instructors developed instructional materials and purchased lunches for participants.

Sam Hearn, Hines – Co-chair  
Jen Renkly, RPA, Ryan Companies – Co-chair  
Rome Poppler, RPA, Jones Lang LaSalle, – Board Champion 2009  
Katie Tufford, LEED AP, CPM, Carter – Board Champion 2010  
Dave Dabson, CPM, RPA, CCIM, Piedmont Office Realty Trust, Instructor  
Kevin Kurpierz, Cushman & Wakefield, Instructor  
Tom Massahos, Brookfield Properties, Instructor  
Nils Snyder, CCIM, Welsh Companies, Instructor  
Jeff Steinke, RPA, Ryan Companies, Instructor  
Alan Wheeler, Faegre & Benson, Instructor

## Communications Committee

Met monthly to plan content of the newsletter.  
Contributed 39 articles this year.

Jack Pointer, Great Lakes Management Company – Current Chair  
Beth Anderson, RPA, Hines – Immediate past Chair  
Beth Molitor, Ryan Companies – Board Champion  
Scott Bak, SDQ Ltd  
Steve Briggs, Able Engineering  
Brian Burg, RPA, NorthMarq Real Estate Services  
Lynette Dumalag, Nelson Tietz & Hoye  
Tony Heimkes, Hines  
Tim Kinglsey, American Security  
Gretchen Lundberg, Ryan Companies  
Nicolle Ogbourne, Hines

## Education Committee

Planned topics and speakers for ten monthly meetings and two seminars.

Sue Goldstein, Xcel Energy – Chair  
Mike Thornton, RPA, Frauenshuh – Board Champion

Lance Brockmueller, Duke Realty Corporation  
Jill Ehrhart, ABM Janitorial Services  
Molly Granse, AmSan  
Steve Haasl, Shea, Inc.  
Tom Heuer, Aspen Waste Systems  
Kelly Lentz, Zeller Realty Group  
Tricia Motz, Ryan Companies  
Jan Murphy, RPA, NorthMarq Real Estate Services  
Jamie Nagel Colbjornsen, Kraus-Anderson Realty Company  
Michelle Nichols, RPA, LEED AP, CCIM, Cassidy Turley  
Angela Samargia, LEED AP, Cassidy Turley  
Sandra Schadegg, Harvard Maintenance  
Herb Tousley, University of St. Thomas  
Katie Viere, RPA, Kraus-Anderson Realty Company  
Allen Wheeler, Faegre & Benson

## Government Affairs Council

Met monthly to host legislators and policy makers to stay informed about issues and then to guide BOMA's advocacy efforts on tax, budget and regulatory issues.

Steve Herron, CPM, Zeller Realty Group - Chair  
David Marquis, Target Corporation, Board Champion  
Dirk Bak, SDQ Ltd  
Kevin Connolly, RPA, CPM, NorthMarq Real Estate Services  
Jim Durda, RPA, Inland American Office Management  
Kevin Fossum, RPA, Piedmont Office Realty Trust  
Deb Goodman, Sherman Associates –  
Tom Heimer, CPM, RPA  
Tina Hoye, Nelson Tietz & Hoye  
Beth Molitor, Ryan Companies  
Bob Pfefferle, Hines  
Julie Samuelson, RPA, Cushman & Wakefield  
David Sternberg, Brookfield Properties  
Bob Traeger, RPA, CB Richard Ellis  
Katie Tufford, LEED AP, CPM, Carter

## Medical Buildings Special Interest Group

Planned four 90-minute programs of interest to medical building owners and managers.

Gayle Dreon, RPA, CPM, IRET Properties – Chair  
Deb Goodman, Sherman Associates – Board Champion  
Sandra Schadegg, Harvard Maintenance

## Membership Committee

Worked to bring members in and make them feel welcome; coordinated mentorship program; studied retention trends, conducted Membership Survey; currently preparing to launch 2011 Compensation Survey.

Alan Wilczek, Piedmont Office Realty Trust - Chair  
Tricia Motz, Ryan Companies – Immediate past Chair  
Jon Kuskie, Zeller Realty Group – Board Champion  
Jim Durda, RPA, Inland American Office Management  
Bryan Heller, Commercial Flooring Services  
Brad Kittleson, CPM, CSM Corporation  
Cathy Kleve, Welsh Companies

# Thank You BOMA Members!

## Membership Committee continued

Cindy MacDonald, Kraus-Anderson Realty Company  
Steve Poechmann, Behringer Harvard  
Janice Pyka, Fidelity Building Services  
Jerry Sand, CPM, Kraus-Anderson Realty Company  
Christy Speck, AlliedBarton Security Services  
Chris Yelle, Egan Company

## Mentorship

Mentors met monthly with mentees to share information, guidance, and encouragement.

Kevin Connolly, NorthMarq Real Estate Services – Mentor  
Dave Dabson, Piedmont Office Realty Trust – Mentor  
Steve Herron, Zeller Realty Group – Mentor  
Cathy Kleve, Welsh Companies – Mentee  
Kevin Kurpierz, Cushman & Wakefield – Mentor  
Darlene Personius, RPA, Greywolf Partners – Mentor  
Steve Poechmann, Behringer Harvard – Mentee  
Angela Samargia, LEED AP, Cassidy Turley – Mentee  
Jerry Sand, Kraus-Anderson Realty Company – Mentor  
Dick Schadegg, Schadegg Commercial Real Estate – Mentor  
Tami Shroyer, RPA, Cushman & Wakefield – Mentee  
Kirsten Spreck, Thrivent Financial – Mentor  
Russ Van Beck, CPM, Hines – Mentor  
Adam Warden, Ryan Companies – Mentee  
Alan Wilczek, Piedmont Office Realty Trust – Mentee

## Project for Pride in Living Volunteers

Volunteers painted, landscaped at playgrounds, and built retaining walls in neighborhoods undergoing revitalization.

Brian Burg, NorthMarq Real Estate Services  
Dave Dabson, Piedmont Office Realty Trust  
David Eddy, Prescription Landscape  
Dave Fors, Prescription Landscape  
Mark Gabriel, Ziegler  
Josh Grussendorf, Prescription Landscape  
George Hutchinson, AIA, NCARB, Building Transformations  
Jeff Kirkeby, Pavement Resources  
Brent Loberg, Allweather Roof  
Patty Loehr, Ryan Companies  
Clint Metz, Rosenquist Roofing  
Janice Pyka, Fidelity Building Services  
Jen Renkly, Ryan Companies  
Jeff Rosenquist, Rosenquist Roofing  
Matt Rosenthal, Pavement Resources  
Shalee Shields, CityWide Maintenance  
Christy Speck, AlliedBarton Security Services  
Steve Stone, ACI Asphalt Contractors  
Todd Tillisch, ACI Asphalt Contractors

## Service Providers Council

Planned another successful Resource Fair and two Taste of BOMA events.

Linne Lemke, Plantscape – Chair

Sandra Schadegg, Harvard Maintenance, Board Champion  
Tony Brand, Talberg Lawn & Landscape  
Dave Burrill, RPA, Ryan Companies  
Steve Forseth, Tierney Brothers  
Curt Granzow, J.H. Larson Company  
Pat Haggerty, Marsden Bldg Maintenance  
Sheila Hansen, Frauenshuh  
Christine Hanson, Recycle Technologies  
Tom Harkins, McCollister's Mayflower  
George Hutchinson, AIA, NCARB, Building Transformations  
Jeff Lund, Tierney Brothers  
Dan Miller, Voss Lighting  
Jim Oelhafen, Low Voltage Contractors  
Chad Peterson, Communications Systems Specialists  
John Quellhorst, Frauenshuh  
Laura Windhurst, Standard Parking

## Special Events Committee

Planned another successful golf tournament, researched fresh ideas for the Holiday Party, and we invite you all to attend on December 7th!

Deb Kolar, RPA, Inland American Office Management – Chair  
Christy Speck, AlliedBarton Security Services – Chair  
Jami Silus, RPA, Carlson Real Estate Company – Board Champion  
Brian Burg, RPA, NorthMarq Real Estate Services  
John Erickson, NorthMarq Real Estate Services  
Karen Harris, LEED AP BD+C, CID, BDH & Young Space Design  
Chelsie Johnson, Schafer Richardson  
Dick Morris, Fraser Morris Electric Company  
Al Nelson, Western Waterproofing  
Dan Rodich, Fidelity Building Services  
Dick Schadegg, CPM, RPA, Schadegg Commercial Real Estate  
Sandra Schadegg, Harvard Maintenance  
Todd Tillisch, ACI Asphalt Contractors

## Superintendents Program Committee

Planned topics and speakers for 9 luncheon programs.

Mike Blomberg, SMT, SMA, Zeller Realty Group – Chair 2010  
Jim Beumer, SMA, NorthMarq Real Estate Services – Chair 2009  
Bruce Adams, SMA, Lifetouch, Inc.  
Doug Beckwith, SMA, Carlson Real Estate Company  
Steve Briggs, Able Engineering  
Kathy Foldesi, Viking Electric Supply  
Kirk Hargrove, SMA, NorthMarq Real Estate Services  
Barb Jerhoff, Xcel Energy  
Hal Kordovksy, Carter  
Don Krook, SMA, Carlson Real Estate Company  
Jeff Lebens, Cushman & Wakefield  
Jeff Noack, Filtration Systems  
Jeff Polzin, Thrivent Financial  
John Quellhorst, SMA, Frauenshuh  
Mark Richardson, Cushman & Wakefield  
Tim Ruhnke, Hines  
Ted Stearns, SMA, Thrivent Financial  
Chris Yelle, Egan Company

(Continued on next page.)



You see a skyline.  
We see a smudge on  
the third window from  
the right, second floor  
from the top.



**The difference is in the details.**

Marsden Bldg Maintenance, L.L.C.  
1717 University Ave. W. • St. Paul, MN 55104  
651-641-1717 • [www.marsden.com](http://www.marsden.com)

## Meeting Re-Cap

### Medical Buildings Special Interest Group

---

Jack Pointer, Great Lakes Management Company  
Chair of the BOMA Communications Committee

---

What's new with the Medical Buildings Special Interest Group? "Sustainability and Energy Efficiency in Medical Buildings" was the topic at their recent November meeting. Steve Norberg and Matt Josephson from Karges-Faulconbridge Inc. (KFI) presented a case study project of sustainable improvements their firm made to a hospital in Redwood Falls, Minnesota.

KFI chronicled the work involved in helping the hospital achieve its goals to upgrade their existing medical facility while incorporating today's technology and sustainable practices. From design, to construction, to commissioning and bench-marking operations, the plan was designed to achieve sustainability goals including improved indoor air quality and day lighting, energy efficiency, water conservation, and lower maintenance costs.

Several engineering issues were addressed by overhauling the HVAC system, electrical, plumbing, and controls. Evaluating current systems, designing solutions, and calculating payback analysis were all critical components of the job. The project was done in phases as the hospital remained open during construction.

One unique challenge was how to install the new mechanical infrastructure into existing ceiling plenums that were packed with duct work and piping. The solution? Install the systems into a new roof-top penthouse. This created ample space not only for installation, but for on-going maintenance as well. The design avoids the typical interruption of building areas during maintenance and repair.

Upon project completion, KFI continued its role in operations with quarterly inspections, review of energy management system trend data, identify warranty items, and review of service contract scope to ensure the sustainable design is upheld. The final step recommended was to benchmark performance using the Energy Star program. This industry recognized process establishes a utility performance baseline and helps managers identify future operating goals. Online tutorials are available at [www.energystar.gov](http://www.energystar.gov).

Barb Jerhoff of Xcel Energy also presented an overview of her company's online tool, the Energy Efficiency Financial Analysis Calculator. This calculator provides several different metrics to analyze whether an energy efficiency project under consideration is cost effective or not. Various calculators include simple payback, return on investment, life cycle costing, net present value, internal rate of return, conserve-or-buy analysis, energy at-risk analysis, break-even analysis, and comparison of outcomes. Xcel Energy also provides rebate programs for building equipment upgrades, replacements, or study funding. You can find their calculator at:

[http://www.xcelenergy.com/Minnesota/Business/SaveEnergy\\_Money/Pages/Energy-At-RiskFinancialAnalysisTool.aspx](http://www.xcelenergy.com/Minnesota/Business/SaveEnergy_Money/Pages/Energy-At-RiskFinancialAnalysisTool.aspx) ◆

## Welcome New Members!

The following members have joined BOMA this fall. Welcome!

**Sarah Anderson**, Carter

**Carrie Boras**, Zeller Realty Group

**Ben Carstensen**, Cassidy Turley

**Martin Conroy**, Wackenhut

**Kristin DuChateau**, Wiss, Janney, Elstner Associates

**Dave Haselman**, Mall of America

**David Huybers**, General Security Services

**Joan Karst**, City of Eden Prairie

**Jeff Lund**, Tierney Brothers

**Adam Meyer**, Studio M Architects

**Bob Rush**, FBG Services

**Alexx Smith**, Carter

**Andy Triplett**, Crawford Merz Anderson Construction

**Andrew Twito**, Reit Management & Research

**Bill Wilson**, Frauenshuh

**Ben Yarbrough**, NorthMarq Real Estate Services

## Meeting Re-Cap November General Meeting

Jamie Korzan, Tenant Services Coordinator with Carlson Real Estate  
BOMA Young Professional, class of 2010

November's General Meeting focused on *Life After LEED* and the discussion was led by Julie Samuelson, Portfolio Manager with Cushman & Wakefield. The panel also included Bob Traeger, General Manager of Accenture Tower with CB Richard Ellis, Kevin Connolly, General Manager of Campbell Mithun Tower with NorthMarq Real Estate Services, and Amy Wimmer, General Manager of Wells Fargo Center with Hines.

The discussion started with each speaker highlighting the process for obtaining their building's LEED certification. Once a building is LEED certified it has five years until recertification is required, during which time the building owner will need five years of data versus the 3-18 month(s) of the initial performance period. The speakers unanimously agreed that to streamline the recertification process property managers needed to continually improve their building's efficiency after certification and to track that data effectively. Tracking systems such as *Real workspaces* (a web based management system) were mentioned, however in-house tracking was discussed and encouraged as well.

The panel was split when discussing the subject of adding LEED or green language to the lease or amendments. One panelist explained how the LEED certification was part of the initial negotiation and that their company added a clause in the lease requiring that the tenant be active and committed to the LEED certification/maintenance process. Others talked about the rise in desirability for tenants to be in LEED buildings. The panelists agreed that the time is near when LEED certification will be a requirement by future tenants.

Lastly the panel predicted that the information obtained in the LEED certification will be remaining with the property in the event of sale rather than with the management company since in most of the cases the costs included in the certification process are placed on the tenants of the building. ♦



# Diversified Construction

Benefit from working with a  
**mid-sized general contractor** built on large  
company capabilities and small company values.

Office Finish • Medical/Dental • Retail • Restaurants  
Banks • Veterinary • Small Projects / Service Work

**952-929-7233** [DiversifiedConstruction.com](http://DiversifiedConstruction.com)

## Scholarship Winner Colin Quinn

Every year at our October luncheon, BOMA awards \$1000 scholarships to two students, one from each of the commercial real estate programs at the University of St. Thomas and at St. Cloud State University. We were interested to get some perspective from the 2010 scholarship winners following the meeting. The following interview is with Colin Quinn, a senior at the University of St. Thomas majoring in real estate studies.

### *Colin, how did you decide on real estate as a college major?*

When I was in middle school, my cousin graduated from UW-Madison's real estate program and began a career in the industry. I've taken an interest in commercial real estate ever since. At UST, I debated majoring in finance or real estate. Ultimately, I knew I wanted to pursue a career in commercial real estate and figured that getting a specialized degree would better prepare me.

### *What has your encounter with BOMA meant to you as a student?*

As a student, attending the reception was great exposure to property managers and building owners, and an opportunity to learn from successful professionals in the field. We were given an inside look into the experiences of both young and seasoned professionals. I'm honored to be recognized by my professors and BOMA Greater Minneapolis with this scholarship.

### *What area of real estate do you hope to go into upon graduation?*

Since June, I've interned in brokerage. It's been a great experience and real glimpse into that side of commercial real estate. I plan to explore any opportunities that I come across leading up to graduation in May. ♦

Where will your next year's  
design inspiration come from?

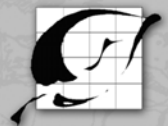


- Landscaping
- Interiorscaping
- Holiday Decor
- Greenwalls
- Green Roofs

McCaren Designs, Inc.

651-646-4764

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





BEFORE

## Project for Pride in Living Thank you Volunteers!

A few weeks ago BOMA's charity partner, Project for Pride in Living, called to ask for help re-building this retaining wall in a North Minneapolis neighborhood where they're working on a major revitalization project. They asked for BOMA's help to provide volunteers, expertise, and equipment. **BOMA members stepped up in a big way!**

**Jeff Kirkeby and Matt Rosenthal from Pavement Resources** brought their bobcat and dump truck and worked to demolish the crumbling old retaining wall. (See photos in last month's newsletter.)

The following week, **Ziegler** provided a skid loader and plate compactor and BOMA members volunteered the labor and expertise to re-build the wall.

**Dave Fors from Prescription Landscape** served as project foreman providing the expertise to build a beautiful, straight and level retaining wall with the help of other BOMA members.



Dave Fors (Prescription Landscape) with Ziegler's skid loader.



Volunteers included: **Brian Burg** from NorthMarq, **Dave Dabson** from Piedmont Office Realty, **Dave Eddy** and **Josh Grussendorf** from Prescription Landscape, **George Hutchinson** from Building Transformations, **Brent Loberg** (at left) from Allweather Roof, **Christy Speck** from AlliedBarton Security, **Steve Stone** and **Todd Tillish** from ACI Asphalt, and **Missy Southard** from the BOMA office.

And below is the finished wall! (The house still needs a little work, but that's next on PPL's to-do list.)



AFTER

"Project for Pride in Living appreciates BOMA members taking time out of your busy schedules to wield shovels and lift blocks – sometimes in the cold, wind, and rain – to help renew this property. A new retaining wall may seem like a small step toward transforming this part of the Hawthorne neighborhood, but small steps add up!"

- Abbie from PPL



121 South 8th Street, Suite 610  
Minneapolis, Minnesota 55402

## December

---

- 1 Superintendents Association Mtg.
- 7 Holiday Party
- 9 Board of Directors Meeting
- 24 Holiday – BOMA office closed
- 31 Holiday – BOMA office closed

## January

---

- 5 Superintendents Association Mtg.
- 13 Board of Directors Meeting
- 20 **Membership Meeting:**  
Annual Market Outlook

## February

---

- 2 Superintendents Association Mtg.
- 10 **Membership Meeting:**  
BOMA International Chair  
Ray Mackey and local TOBY  
Award Presentations
- 17 Board of Directors Meeting

## Fire Systems as Seen Through the Eyes of an Insurance Carrier

There are undoubtedly differences between the Minnesota Fire Codes and your property insurance carrier's fire protection standards. Come learn about the differences, some of which might help you mitigate your insurance rates. Our speaker, Keith Erickson, an engineer with FM Global commercial insurance company, will also talk about fire pumps, record keeping, and how to manage when fire system components have to be taken out of service for construction.

We'll also discuss the obsolescence of components in Notifier panels and recent official enforcement of pressure-reducing valve testing in stairway risers that can result in costly repairs.

### Wednesday, January 5

11:30 a.m. sign-in and networking. Noon – 1:30 lunch and program

**WHERE:** Windows on Minnesota, 50<sup>th</sup> floor of IDS Center

**COST:** Members: \$40 (\$35 if you register by noon on Monday, January 3.) Nonmembers: \$47.  
**Same day registration:** Members \$42, Nonmembers: \$52.

**REGISTER** online at [www.bomampls.org](http://www.bomampls.org) or by sending email to [events@bomampls.org](mailto:events@bomampls.org).  
Cancellations must be received 24 hours in advance. Substitutions honored.