



IFMA
MINNEAPOLIS
SAINT PAUL
CHAPTER

**CELEBRATING
30 YEARS**

**1984 —
2014 0**

IFMA Chapter Meeting Notice

By: Carey Brendalen & Chas Simcox

Date:
Wednesday, March 5, 2014

Time:
11:15 AM – 1:00 PM

Topic:
Facility Trends in Mission Critical Spaces

Location:
McNamara Alumni Center

Speakers:

Keith Meierhofer, N'compass Solutions, Partner and Data Center Strategist
Terry Higgins, Ameriprise Financial Services, Director of Infrastructure Integration
Martha Flynn, Lifesource, Information Technology Project Manager
Jason Shepard, Cresa Mission Critical Solutions, Managing Principal

About the Program:

A decade ago facility professionals knew where their organization's data was being stored, protected and processed. If you were a small organization it was likely in a server room, if you were mid-size or larger organization it was in a data center. Over the past ten years the options available to access, process and protect your organization's critical data have mushroomed and become much more nuanced. And with the rapid changes in technology, business continuity concerns, space needs and annual budgets, what should the role of the facility professional be in advising and working with their senior leadership on their organization's IT strategy?

[click here for more information](#)

upcoming events:

March Chapter Meeting
March 5, 2014

St. Paul BOMA Event
March 6, 2014

Mentor Breakfast
March 20, 2014

April Chapter Meeting
April 2, 2014

May Chapter Meeting
May 7, 2014

June Chapter Meeting
June 4, 2014

Golf Event
July 8, 2014

[click here for full calendar](#)

Pg. 2

President's Letter

Pg. 3

IFMA Symposium
& Awards

Pg. 8

The Value of
Lease Options



President's Letter



TCF Symposium Thank You!

The February Symposium / Awards that were held at TCF Stadium at the University of Minnesota. This was a spectacular event that celebrated and awarded the accomplishments of our chapter members. Reflected on the great work done by our IFMA Past Presidents and Boards, and heard about the University's plans for the future of Gopher Athletic facilities.

I wanted to thank the Events Committee for putting together the Symposium / Awards and bringing together all of the different elements that made this event special.

In particular, I wanted to thank Dave Danforth for the arranging the Keynote Speakers, panel, and coordinating with the venue. I want to also thank Dave for making the trip

down from UMN Crookston where Dave is now Director of Facilities. The IFMA Chapter does appreciate all your work and dedication.

I also wanted to thank Rhonda Rezac, Dan Shamp and the events committee for their incredible work and focus that helped make this day a success. They make it all look so easy when they put on all of our Chapter's Events.

Thanks also for all the work others did as well. There are always those who step in and make something happen that was not anticipated or the event required. You know who you are!

William O' Neill, CFM

Chapter President

University of Minnesota

oneil008@umn.edu

IFMA 101...A fun history lesson!

By: Sue Raiche, A&M Business Interior Services

It was an evening of "Remember When" ... the Twin Cities celebrated our brand new Vikings Dome, smoking was allowed indoors, our Chapter's first attempt at a MN Pin for conference exchange became a sticker, and we swept all of the IFMA awards in Dallas, 1988.

Our chapter can proudly boast of members who were IFMA Regional VP's, National Officers, Associate Award winners, and Fellow Members. We continued the trend with our recent World Workplace Awards in 2013!!!

Did you know we were pioneers of IFMA Education? Our Chapter was instrumental in the development of the Facility Management Bachelor Degree curriculum, and the IFMA scholarship program known as the IFMA Foundation. During the event, we were excited to welcome our MSP Chapter's first U of MN Scholarship recipient, Joshua Hill.

Today, we also have the great fortune to recognize several Certified IFMA Instructors for the CFM and FMP programs among our members who support continuing education for FM professionals.

Such history treasures were shared at the Feb 12, 2014 IFMA Symposium & Awards Event. This was an all star event, including the 30 Year Anniversary Celebration of the Minneapolis/ St. Paul Chapter! And who better to help tell the story than founding father, Bob Walsh!

The event was truly a great reunion of Founding Fathers, who began the Chapter in 1984, with many Past Chapter Presidents, and IFMA celebrities in attendance.

As members of the Minneapolis /St. Paul Chapter you can be proud to be a part of this amazing chapter, strong with leadership, success stories, and rich history. The next IFMA History Lesson is up to you!

[click here](#) for the 30th Anniversary Photos



FOUNDING FATHERS / PAST PRESIDENTS

Left to Right: Rick Palmer, Bob Walsh, CFM, James Tennesen, Rodger McCombs and Daniel Brathal

IFMA Symposium & Awards

By: Allen Bernard

Did you join us at our recent Symposium and 3rd Annual Awards dinner? No? Then you missed out on a really great event. I would love to tell you everything that happened, but what happens at the Symposium stays at the Symposium... Actually here are some of the highlights.

The venue was top notch. TCF Stadium is a beautiful facility. You know as soon as you enter the building that you are in a special place. There are photos, memorabilia, trophies, and even some shopping for all things Golden Gopher. As we came up the escalator to the vendor show area we were warmly greeted and many vendors had tables set up with information and samples of products and services that they offer. This was a great way to get to meet some new people and get introduced to some new ideas to help keep our facilities in top shape.

After spending some time with vendors and networking with other attendees, we were treated to a presentation by Norwood Teague, Athletic Director for the U of M. Mr. Teague spoke about the state of the current sports facilities at the U of M, and addressed some of the needs for newer, updated facilities in order to keep the athletic programs competitive in the Big 10. Many of the practice facilities are outdated and at the end of their lifespan. They are in need of major repairs (new roof) and so crowded that it is often dangerous for players and coaches as several sports use the facilities at the same time. Newer, updated facilities will enhance the recruiting efforts of the various programs, and provide much needed space for practice, study, and lifestyle for the student athletes. He stressed the importance of the education that the students receive at the U, and that their education is the top priority. However, these athletes have extremely busy schedules with practices, training, travel and games while taking a full class load. Athletes are tutored and study in a facility that has too few computer stations, desks, and available space for these kids who often wind up sitting on the floor in order to get their work done.

After a question and answer session, we took a break for a snack and quick drink before the panel presentation. The panel included Scott Ellison, *Associate Athletics Director for*

Facilities, Event Management and Capital Projects at the University of Minnesota, Joe Pritzkow, Project Manager – U of M Biomedical Discovery District, Mortenson Construction: Building what's next, Derek Hillestad, is the Director of Operations at TCF Bank Stadium with the University of Minnesota, and Kieron Frazier, Esq. Associate Counsel with the Minnesota Vikings. The discussion centered around the use of TCF Stadium to house the MN Vikings for the next two seasons while the new stadium is under construction. TCF stadium presents some significant challenges in order to prepare for the upcoming NFL season. TCF was designed to be closed down during the winter, including draining pipes. The NFL season goes deeper into the winter (especially if the Viking make the playoffs – Here's to hoping!!), and the stadium will need to remain operable longer. Concessions, restrooms, seating, press access, TV access and camera angles, luxury suites, season ticket holders, tailgating and snow removal just to name a few were areas of concern and negotiation between the Vikings, NFL, and the University. The field turf needs to be re-installed with heat and each week the field will need to be repainted with new logos for each team. There is a tremendous amount of coordination between the different organizations to ensure that all contract requirements are met, but the teams are working very well together to create the best experience for the University, the Vikings and visiting teams as well.

The panel discussion was followed by a tour of the stadium and then a networking happy hour. The Bar is Open! This was a great time to reconnect with friends and meet new people. We were soon seated for a delicious dinner while our emcee for the night, Brian Woosley, introduced sponsors, awards categories, and started the program. The recipients were all excited to receive their awards and be recognized for their hard work and effort that they put into their facilities. Please visit www.msp-ifma.org to see a list of the award winners. The evening was capped off with a standing ovation for our Lifetime Achievement Award winner, Sharon Harrington. She was very excited to have been given this honor and it is well deserved. Congratulations to all of the nominees and winners!



2014 Annual Awards Celebration Winners

Congratulations to the following Winners:



Chapter Volunteer Awards:



Minneapolis / St. Paul Chapter Board Members



PRESIDENT

Bill O' Neill, CFM
University of Minnesota
612-625-9580
oneil008@umn.edu

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[Click here](#) to view the whole board

Board Meeting Minutes

Date:

Wednesday January 22, 2014

[Click here](#) to read the minutes

Member Profile



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[Click here](#) to Sign-up online.

[Click here](#) to complete form and submit via email or mail.

St. Paul BOMA

St. Paul BOMA has extended their membership prices to IFMA members for their upcoming Seminars on Emergency Planning in March.

Emergency Planning – Managing Your Building Through Crisis – BEC Series

Part 1

March 6th 8:30-10:30 am Threat vs. Risk/Incident vs. Crisis - Creating Common Language and Building Relationships

Time:

8:00 am Continental Breakfast
8:30-10:30 am – Program

Location:

First National Bank Building Training Room – ground level;
332 Minnesota Street, St. Paul

Part 2

March 26th 8:30–10:30 am Incident Response and Recovery – Using Tools to Evaluate Your Plan and Ongoing Process.

Part 3

To be held in mid June. Table top situational experience.

Cost

BOMA members and Affiliate Members - \$35 for your first attendee, \$20 for additional attendees from same company. Non BOMA members - \$45 for your first attendee, \$25 for additional attendees.

Register

Fax this form to 651-291-1031, Email to denise.jenkins@bomastpaul.org, or go to www.bomastpaul.org

[Click Here](#) for more details



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IFMA's WORLD WORKPLACE 2014

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For more information on becoming a sponsor of IFMA - Minneapolis / St. Paul Chapter, please contact Debbie Norton at debbie@msp-ifma.org or 952.564.3076

The Value of Lease Options

By Wayne Teig, President CREST Commercial Real Estate Strategies

This article provided by CREST Commercial Real Estate Strategies. All Platinum Sponsors receive one featured article with their annual sponsorship.

Facility managers are often in charge of administering leases, finding space, completing improvements, and managing locations that are leased. Part of that process also involves lease negotiations. Because of the intricacies and ongoing nature of leases and the businesses that occupy space, lease rights and options become sticking points for both tenants and landlords in negotiations.

The elements in leases that provide control, leverage, and flexibility for the tenant are the tenant options. Tenant options give companies power to make space changes in the future, which is why landlords don't want to give them to tenants. These lease provisions can have an economic impact on future negotiations of expansions, extensions, space reductions, and even purchases. Well-crafted options can be of tremendous financial and operational value to a tenant, whereas standard language offered in a landlord's boilerplate lease, by design, offer little value to the tenant.

Landlords are very focused on options and what they may have to surrender in a lease negotiation. Many landlords say they have "a standard" lease clause for certain rights. The reality is, they usually have about six different versions based on risk, leverage, and the sophistication of the tenant. For the landlord, a well written option with minimal leverage

for the tenant will make the lease and their property more valuable to a potential buyer or lender. Either scenario is a highly desirable outcome for a property owner because the endgame is about the overall financial return of the property.

Lease options typically cloud the financial picture of a tenant's future rent payments. These gaps make the landlord's underwriting of future rents more difficult to explain to a potential buyer or lender. So, most landlords typically will 1) reject a tenant's requests for options; 2) water them down to the point where they can be explained away as irrelevant; or 3) make the option prohibitively difficult or expensive and therefore highly unlikely for the tenant to exercise. The bottom line on options is that landlords don't want to give them away unless they absolutely have to. Tenants need to be prepared for landlords to be "stingy" when the topic of lease options is raised.

In the end, a tenant needs some flexibility to operate the business and the landlord needs to have tenants paying rent. So, there is a common ground between tenant and landlord where the streams of necessity and greed cross paths. As such, lease options are not atypical in leases, but what they are actually worth to each party depends on how creatively and effectively they are negotiated by each party.

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