



In the Community

Wells Fargo Place Celebrates 25th Anniversary; Then and Now

Twenty-five years ago Wells Fargo Place began its tenure as the tallest building on the downtown St. Paul skyline. Back then it was known as the Minnesota World Trade Center and on August 12, 1987, a celebration like none other revealed the building to business leaders, politicians, dignitaries, and entertainers.

Trumpets announced foreign ambassadors from countries such as Greece, the Netherlands, Malaysia, Indonesia and Kuwait as they strode into the atrium and ceremoniously poured water from their homelands into the 55-foot water fountain at the atrium's center.

Actress Ann Margaret and comedian David Brenner were on hand. Politicians spoke including then Lt. Governor Marlene Johnson and St. Paul Mayor George Latimer, as

well as former Vice President Walter Mondale and former Minnesota Governors Harold LeVander and Harold Stassen. There was even a message from then U.S. President Ronald Reagan via tape.

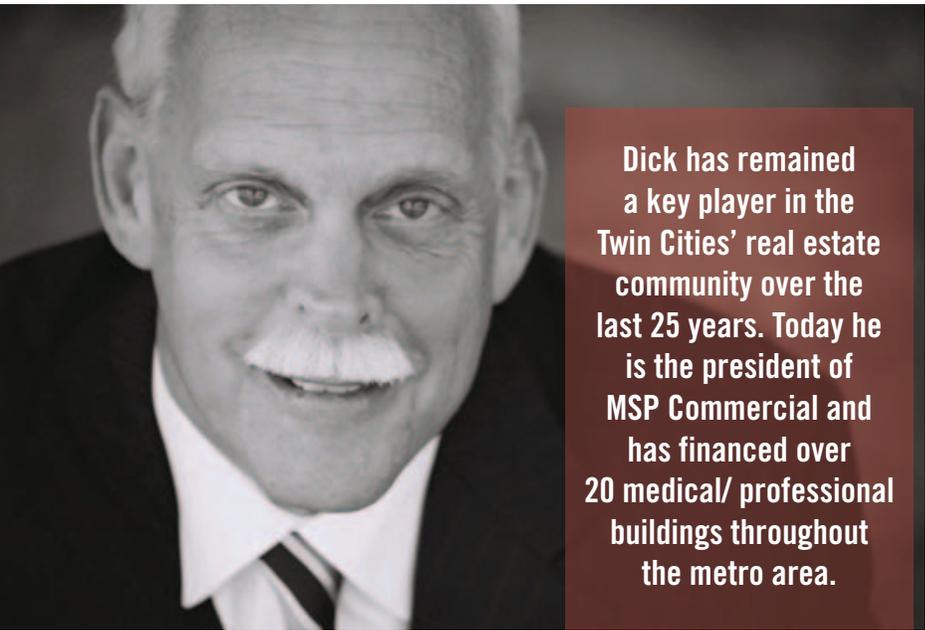
For Dick Zehring, who was then VP of Development for BCE Development Properties Inc. and the man responsible for managing the construction and leasing of the WTC, the celebration was a time to finally see people enjoying what he had poured his entire being into for nearly three years.

WFP Link recently sat down with Dick to learn more about those initial days of the WTC, now Wells Fargo Place.

“From the onset, the Minnesota World Trade Center was to be of the highest quality to attract first class tenants,” said Dick. “It was the new international business hub for Minnesota and the entire design was based on the world trade theme.”

For two years the Twin Cities watched as this 36-story skyscraper grew floor-by-floor, week-by-week from the block bordered by Wabasha, Seventh, Cedar and Sixth Streets. Designed by local architects Winsor/Faricy Architects and Toronto architects WZMH, the WTC cost over \$100 million to build. Its structure is all concrete and steel. The curtain

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Dick has remained a key player in the Twin Cities' real estate community over the last 25 years. Today he is the president of MSP Commercial and has financed over 20 medical/ professional buildings throughout the metro area.



This year, 2012, is a special year for Wells Fargo Place. It was 25 years ago this August that our building—then known as the Minnesota World Trade Center—celebrated its grand opening. Such a milestone deserves recognition. We’ve devoted much of this issue of WFP Link to retelling WFP’s story of its beginning and how it’s changed over the years. We hope you enjoy reading about this history as much as we enjoyed researching it.

And, such a momentous occasion cannot pass without a party! On Wednesday, July 18, we will hold our 25th Anniversary Celebration in the tower lobby. There will be cake and refreshments, building photos, and invited special guests including community leaders from then and today. Please join us!

I would also like to take this opportunity to welcome Stuart Ward with Hannon Security, as our new Security Supervisor. Stuart joined us officially on June 1. Look for a staff spotlight about Stuart in a future issue of *WFP Link*.

You may have noticed the Nice Ride station at the corner of Wabasha and Seventh. We’ve been advocating for a station near WFP since learning that Nice Ride was adding stations in St. Paul. Speaking from personal

experience, the process to “check out” a bicycle is incredibly user-friendly and the bicycles are very comfortable to ride. I encourage you to take advantage of the program.

Finally, it is exciting to see finished sidewalks and drive lanes being built on Cedar Street as part of the new Light Rail Transit (LRT) system. Although LRT is slated to be operational in 2014, it feels more and more like we can see that light at the end of the tunnel!

Enjoy the summer!

Pat Skinner Named as St. Paul BOMA Board Chair
In the world of commercial buildings, the Building Owners and Managers Association (BOMA) is an influential and valuable professional membership. A member of BOMA his entire career, Pat was named as Board Chair of the St. Paul BOMA in April and will serve a two-year term helping guide the organization and staff to find bigger, better, and faster ways to make membership more meaningful and valuable.

What’s New

Nice Ride Station at WFP

Nice Ride, the nonprofit bike sharing organization that debuted in Minneapolis in 2010, began expanding its neon green bicycles into St. Paul this May. A new station is now located on the corner of Wabasha and Seventh Street.

Nice Ride lets anyone with a subscription take a bike when needed and return it to any station near his or her destination. Three subscription levels are available: daily, monthly and annually.

Bikes are available 24/7 from April to November. Each Nice Ride subscriber is issued an unlocking code or key (depending on length of subscription). Checking out a bike requires entering the code/key in the dock of an available bike.

There’s no fee to ride Nice Ride bikes for 30 minutes at a time. To avoid trip fees, simply return the bike to a station



within 30 minutes and check out another one. Fees begin if a bike is checked out beyond the 30-minute time frame. With 26 new stations in St. Paul—a number of them in downtown—getting between stations should be easy. Visit the Nice Ride website at www.niceridemn.org to see maps and locations.

Since the Nice Ride program began, riders have taken 350,000 trips on more than 1,300 bikes.

Reward your hard work.

Enjoy Minnesota’s favorite weekend destinations at discounted prices.



- \$2.00 off Adult admission
- \$1.00 off child and senior admission
- \$1.00 off IMAX admission



Order wristbands online. Contact the Office of the Building for log in instruction. Cost is \$23.50 including tax – regular price including tax is \$33.02



Unilev Team

Helping WFP Lead the Way for the Next 25 Years

The Wells Fargo Place building has distinguished the downtown St. Paul skyline for 25 years in style in large part due to its caretakers. In 2006 new ownership, represented by Unilev Management Corp. took over

operations and maintenance of this Class A building with General Manager Pat Skinner at the helm.

Most tenants recognize Pat, as he isn't one to stay hidden behind a desk. He's a native of Colorado, and he began his career in property management in Denver. In 1987 he moved to the Twin Cities, which is somewhat serendipitous as it was the same year the World Trade Center was built. With each career move Pat rose through the ranks; he served Eberhardt Company for four years, Towle Real Estate for 14 years, and joined Unilev as the GM for WFP nearly seven years ago.

Though Pat lives "west of the river," he understands why St. Paulites are so passionate about their city. "Despite the size of WFP in particular, St. Paul has a very pedestrian scale walkability and small town feel to it," said Pat. "I've really enjoyed getting to know the city more intimately."

Knowing the city and liking the people who work here goes hand-in-hand. "WFP has great tenants and staff. Good, genuine people that I enjoy being around," said Pat. His staff is a solid team of seven who in Pat's words are "salt of the earth." They include:

- Heide Kempf-Schwarze, Property Manager, 3 years
- Kelly Sargent, Administrative Assistant, 7 years

- Rick Schorn, Chief Engineer, 25 years (since the day it opened)
- Mike O'Brien, Engineer, 8 years
- Arnie Paulsen, Engineer, 7 years
- David LaPlante, Maintenance Technician, 2 years
- Matt Revier, Maintenance Technician, 3 years

Over the past 25 years, WFP has been through changes (see *Wells Fargo Place Celebrates 25th Anniversary* on page 1) but it has always maintained its status as an elite commercial property. In the past six plus years, Pat has been at the center of a number of changes including the switch to district chilled water for air conditioning and WFP's qualification as an Energy Star building. "I'm most proud of the new fitness center. It has been a great addition and one in which many people take advantage," said Pat. "Helping to retain and attract great tenants to the current occupancy level of 92% has also been very gratifying."

What about the next 25 years? There will always be new projects to keep WFP in top shape. From cost saving initiatives such as adding variable frequency drives on air handling units to incorporating ways to track energy more efficiently, Pat's team never stops looking at ways to improve the building.

According to Pat, "The Unilev team is a dedicated group of people who take care of WFP tenants as people." Perhaps that's why WFP has been able to fill the expectations of a building meant to bring people together as a world trade center. If so, the next 25 years are in good hands.



Adult Admission (48" and taller)
\$28.50 (\$42.99 at the gate)
Junior/Senior Admission (age 3 and older or under 48") (age 62+) \$19.99 – no discount
Parking \$10.00 (\$12.00 at entrance)



Admission \$9.00 (\$12 at gate)
Blue Ribbon \$4.00 (\$5 at fair)
Midway/Kidway \$10.00 for sheet of 20 tickets – not available during fair

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wall is made of reflective plate glass and granite from Finland—both labor intensive to attach to the building façade.

Inside the building the fountain was at the center of an atrium surrounded by major retail stores. Advanced teleconferencing equipment was included in the WTC's third floor meeting rooms; a relatively new technology in the late '80s. The best building systems were installed from high-speed passenger elevators to heat/air conditioning with 23 thermostatically controlled zones on each floor.

“By the grand opening, 73% of the retail space and 43% of the tower space was leased,” said Dick. “All of the tenants were first class and 15% to 20% of the tenants were involved in international business.”

Adding the Anthrosphere sculpture was a highlight for Dick. He contracted the nationally renowned Minnesota sculptor Paul T. Granlund to design and create it. Still on display at WFP, the sculpture celebrates the seven continents of the world and interdependence of people in peace.

In addition to the Anthrosphere, other unwavering characteristics of the original building include the granite and plate glass exterior, the highest quality building systems, and the status as the tallest building downtown.

Over the decades changes have also been made. Today Unilev Management Corp. operates and maintains the building. The atrium space is now home to MnSCU and the fountain has been redesigned to be more compatible with the surrounding office space. Wells Fargo Bank and AgriBank are major tenants today—all tenants small and large continue to be first class. The building name was changed to Wells Fargo Place in 2003 to recognize its major tenant, Wells Fargo Bank.

Green initiatives have been put into place including a sophisticated energy management system; recycling of paper, aluminum, plastic recycling; the use of green cleaning products; a Lights Out Program; and the Used Electronics Amnesty Program.

In 2009, WFP qualified as an Energy Star building and Unilev created the building's first website. The building switched to district chilled water storage in 2010. And, in 2011 a new tenant-exclusive fitness center was added.

The passing years, all 25 of them, have been memorable. On July 18, 2012, WFP will celebrate this milestone anniversary with festivities in the tower lobby for tenants and community leaders. Both those involved in the beginning of WFP—including Dick Zehring and former St. Paul Mayor George Latimer—as well leaders of St. Paul today have been invited.



Unilev Management Corp.
invites you to celebrate the
25th Anniversary of the
Wells Fargo Place Building

Please join us on Wednesday July 18, 2012
from 12:30 – 2:30 pm in the Tower Lobby.
(30 East 7th Street, St. Paul, Minnesota)

Cake and refreshments will be served.

We look forward to celebrating with you!

Please contact Unilev at 651-229-2800 with questions.

