

# Grand Oak

**BUSINESS PARK**

*Where work comes to life*

Volume 20 – Winter 2015

## New Management & Leasing Team

Equus Capital Partners is pleased to announce that as of January 1, Transwestern is providing the leasing and management services for Grand Oak Business Park. For more information about Transwestern, visit [www.transwestern.com](http://www.transwestern.com).

### Meet the Property Management Team:

Veronique Cheney Smith, Senior Property Manager, brings over 20 years of experience in commercial real estate and is excited to be a part of the new management team at Grand Oak. Steve Hatter will continue as the Building Engineer and Jennifer Deutsch will continue in her role at Grand Oak as the Assistant Property Manager.



*L to R: Jennifer Deutsch, Steve Hatter, Veronique Cheney Smith*

### Meet the Leasing Team:

Mike Salmen and Mike Honsa have a long history in the Eagan market, specifically at Grand Oak. They previously leased Grand Oak from 2000 to 2008 and are proud of past accomplishments at the park. Frank Richie is the newest member of the office leasing team.

The team looks forward to building relationships with the new Grand Oak tenants and continuing existing relationships with its previous clients.



*L to R: Mike Honsa, Frank Richie, Mike Salmen*

### TAKE NOTE OF THE UPCOMING DATES:

**Valentine's Day**

Saturday, February 14

**Presidents' Day**

Monday, February 16

**Daylight Saving Time Begins**

Sunday, March 8

**St. Patrick's Day**

Tuesday, March 17

**First Day of Spring**

Friday, March 20

**Earth Hour**

Saturday, March 28

# How To Spot Dishonesty

Whether it's in your personal or business life, you may find that people are not always as honest as one might hope. Following are some signs to help gauge when someone is being dishonest:

## 1. Is the person's face giving it away?

The expressions that flash across an individual's face can reveal his or her true thoughts. Pay close attention to micro facial expressions, such as flared nostrils, nibbling on lips, deep breathing and rapid blinking, which hint that the brain is working overtime. Red cheeks may also be a sign as anxiety can cause people to blush.

## 2. What is the person's body language saying?

There's no single feature that reveals someone being dishonest. Rather, look for features that are in sync with one another. In addition to posture and hand gestures, monitor consistency between the person's body, face, voice, and speech.

## 3. How is the person smiling?

Pay attention to how a person smiles as they may be smiling to hide their real emotions, such

as fear, anger or disgust. A genuine smile will be reflected in both a person's eyes and lips.

## 4. How is the person speaking?

In addition to a change in voice, pay attention to the person's rate of speech and breathing pattern. If either speeds up or slows down, it's a sign you may not be hearing the whole truth.

## 5. What is the person saying?

Because complex thought processes can be troublesome, dishonest individuals commonly avoid exclusionary words, such as "but", "nor", "except" and "whereas". They are also less likely to use pronouns, such as "I", "me" and "mine", in an attempt to psychologically distance themselves from their tall tales.

## 6. Is the question simple or embarrassing?

It's normal for someone to look away when asked a challenging or uncomfortable question, but if a person avoids your gaze when asked a simple question, that is cause for suspicion.

## Valentine's Day Trivia

### Fill-In-The-Blank



1. A \_\_\_\_\_ on Valentine's Day is considered to bring good luck all year.
2. Physicians of the 1800's commonly advised their patients to eat \_\_\_\_\_ to calm their pining for lost love.
3. Famous Valentine's Day weddings: The Captain and \_\_\_\_\_, Elton John and \_\_\_\_\_, Meg Ryan and \_\_\_\_\_, Jerry Garcia and \_\_\_\_\_, and Pamela Anderson and \_\_\_\_\_.
4. In the Middle Ages, young men and women drew names from a bowl to see who would be their Valentine. They would wear this name pinned onto their sleeves for one week for everyone to see. This was the origin of the expression: \_\_\_\_\_.
5. There is a town in \_\_\_\_\_ (state in the U.S.) called Valentine, but not for a romantic reason. The first train to arrive there happened to do so on February 14.
6. Many believe the \_\_\_\_ symbol became synonymous with the kiss in medieval times. People who couldn't write their names signed in front of a witness with an \_\_\_\_\_. The \_\_\_\_ was then kissed to show their sincerity.

*(answers on back cover)*

# Can Meditation Work for You?

While not as thoroughly researched as the positive effects of exercise and nutrition, mindful meditation can have tremendous benefits for your health and happiness – from sleep, to controlling emotions, as well as disease and pain management. Following are some compelling reasons to incorporate meditation into your daily life:

## 1. It lowers stress – literally.

Research published in *Health Psychology* showed that mindfulness is not only associated with feeling less stressed, but it is also linked with decreased levels of the stress hormone cortisol.

## 2. It changes the brain in a protective way.

Researchers from the University of Oregon found that the meditation technique known as integrative body-mind training can produce brain changes that may protect against mental illness.

## 3. It's helpful during cold season.

Researchers from the University of Wisconsin School of Medicine and Health found that peo-

ple who engage in meditation miss fewer days of work from acute respiratory infections and also experience a shortened recovery and severity of symptoms.

## 4. It supports your weight loss goals.

According to a survey of psychologists conducted by Consumer Reports and the American Psychological Association, mindfulness training was considered an “excellent” or “good” strategy for weight loss by 7 out of 10 psychologists.

## 5. It helps you sleep better.

A University of Utah study found that mindfulness training may not only help control emotions and moods, but it can also improve sleep patterns. Increased mindfulness was associated with lower activation at bedtime, which could benefit sleep quality as well as future ability to manage stress.

Set aside some time in your daily schedule – whether it's 10 minutes or 20 – to practice mindful meditation and reap the amazing benefits.

## IRS Tax Alert

### 2015 Mileage Reimbursements

Effective January 1, 2015, the IRS' standard mileage rates for the use of a car, van, pickup or panel truck are:

- 57.5 cents per mile for business miles driven, up from 56 cents in 2014
- 23 cents per mile driven for medical or moving purposes, down half a cent from 2014
- 14 cents per mile driven in service of charitable organizations

For more information, visit: <http://www.irs.gov/uac/Newsroom/New-Standard-Mileage-Rates-Now-Available;-Business-Rate-to-Rise-in-2015>.



## Attention Basketball Fans

The NCAA men's basketball tournament kicks off with Selection Sunday on March 15th. The first round of March Madness games will be held in Dayton, OH, on March 17-18th with the championship game in Indianapolis on April 6th.

To get March Madness statistics, brackets and squares, visit [www.interbasket.net](http://www.interbasket.net) – it's a great site for everything basketball.

# Recognizing Grand Oak Tenants

Equus Capital Partners extends special thanks to the following tenants for their lease transactions completed during 4th Quarter 2014:

*New:* Risk Administration Services, Inc. (860 Blue Gentian Road)

*Renewal:* Land Title Inc. (860 Blue Gentian Road)

*Expansion:* Enclos Corporation (2770 Blue Water Road)



## Valentine's Day Trivia Answers

1. Kiss
2. Chocolate
3. The Captain & Tennille  
Elton John & Renate Blauel  
Meg Ryan & Dennis Quaid  
Jerry Garcia & Deborah Koons  
Pamela Anderson & Tommy Lee
4. To wear your heart on your sleeve.
5. Texas
6. X

**MANAGED &  
LEASED BY:**

 **TRANSWESTERN®**

**IMPORTANT  
PHONE NUMBERS:**

**Property Management  
Management Office**  
651-289-3506

**After Hours Emergencies**  
651-289-3506

**Leasing**  
Mike Salmen  
612-359-1660

Mike Honsa  
612-359-1631



## Remember to Spring Ahead

Daylight Saving Time begins at 2:00 a.m. on Sunday, March 8th. Be sure to set your clocks ahead one hour.

## About Equus Capital Partners

Equus Capital Partners, Ltd. is one of the nation's leading private equity real estate fund managers. Equus' portfolio consists of over 24 million square feet of office, retail and industrial properties and nearly 17,000 apartment units in over 65 communities located throughout the United States. The firm is headquartered in the Philadelphia area with regional offices in Los Angeles, Chicago, Washington DC, Boston, Atlanta and Raleigh-Durham. For additional information, please visit the company's website at [www.equuspartners.com](http://www.equuspartners.com).

