

MINUTES
Of the
Board of Directors
Of the
City of Baltimore Development Corporation

The regular meeting of the Board of Directors (Board) of the City of Baltimore Development Corporation (BDC) was held on Thursday, October 30, 2014, beginning at 7:34 a.m. at the Corporation's offices at 36 South Charles Street, Baltimore, MD. **Board Members present at the meeting were: Chair, Arnold Williams, Greg Cangialosi, Augie Chiasera, Armentha Cruise, Deborah Devan, Jeffrey Fraley, Gary Martin, Henry Raymond (via phone), Kurt Schmoke (via phone), Colin Tarbert, Brian Tracey (via phone) and Christie Wyskiel.**

Staff present were: William "Bill" Cole, President & CEO; Kim Clark, Executive Vice President; Jeff Pillas, Chief Financial Officer; and Nancy Jordan-Howard, Chief Operating Officer. BDC Staff: William Beckford, Larysa Salamacha, Deb Tillet, Karl Bradley; Kerry DeVilbiss, Joann Logan, Dan Taylor, and Renee West (as Recording Secretary).

Also in attendance: Katrina Kniss, Michelle Tivito, Andrea Sosa, Kimberly Brewer and Andrew Huff; students from Goucher College; Douglas Kington, RE/MAX Commercial Logic; Mark Reutter, *Baltimore Brew*, and Tom Bednow, *The Daily Record*.

The meeting was called to order by the chair, Arnold Williams at 7:34 a.m.

I. Minutes of the BDC Board Meeting of September 25, 2014 approved as written.

Members of the Board of Directors and staff introduced themselves.

II. President's Report

- i. Cole represented BDC at several speaking engagements over the last few weeks. Most recent was the Greater Baltimore Committee's Economic Outlook Conference, he served as one of the panelists. He also recently addressed members of the Baltimore City Chamber of Commerce (General Meeting); addressed 50 students during ETC's Entrepreneurship Day event; served as a speaker at the Mayor's Cultural Town Meeting; Opportunity Collaborative plan release at the Federal Reserve; and sat down with Sheilah Kast, Host of Maryland Morning, WYPR Radio to discuss Mr. Cole's priorities in his role as President of BDC.
- ii. He has had a number of meetings with businesses looking to expand their business in Baltimore. He has also been meeting with a number of manufacturing firms looking to make Baltimore their home. From these meetings it is apparent that the Enterprise Zone, focus area of the Enterprise Zone and the One Maryland Tax Credit are working. It was noted that as BDC staff are touring Baltimore neighborhoods, the goal is to identify spaces that the ETC graduates can go into.
- iii. Cole thanked all of the BDC Board Members who attended Mayor's Manufacturing Forum (held on October 7th). The event's keynote speaker, Patricia Panchak (Editor-in-Chief, *Industry Week Magazine*) placed an article in her publication, highlighting Mr. Mike Galiazzo's (President, Regional Manufacturing Institute) introduction of Mayor Stephanie Rawlings-Blake. The forum attracted over one hundred attendees for the entire day of panel discussions, most of who stayed until the very end and networked throughout the day.
- iv. Cole began breakfast meetings at area industrial parks, the first of which was held at the Carroll/Camden location. The next location will be Holabird Industrial Park.

- v. Cole reported that he along with a handful of staff have toured all but one of the Main Street Districts. This year's *Miracle on Main Street* will feature the Hamilton/Lauraville neighborhood. The event is scheduled for November 20, 2014, additional details to come.
- vi. It was noted that a couple of economic development team positions have been posted on BDC's website. BDC is eager to fill the marketing position as this will be the first position of its kind to be available in over ten years.
- vii. The ENP's are out for recent projects approved by the Board.

III. Chairman's Comments

- i. During GBC's Economic Outlook Conference, it was noted that there was a sense of synergy on the panel. Cole was asked to expand on the panel exchanged during the event.
- ii. Overall there were healthy exchanges regarding what's working, not working within individual jurisdictions and that Baltimore is seeing growth "across the board" (residential, commercial, industrial, etc.) There was also discussion surrounding "anchor institutions", we are trying to grow around the large anchors and the Mayor's Anchor Plan. It was further noted by the panel how important Baltimore is to the surrounding counties' growth and that at the end of the discussion there was a desire to focus on jobs (for the region). During one of the discussions, it was noted that a representative from Baltimore County stated "... Baltimore is cleaning our clocks in Millennials". Also while Baltimore County noted that McCormick will stay in Hunt Valley, Cole interrupted and said "... it was time to come home (to Baltimore)".
- iii. There was a question as to whether public safety is less of an issue as it relates to economic development? It was noted that this issue was not a part of the discussion and this indicated a positive change on that subject.
- iv. It was noted that the purpose of the new marketing person would be to use the positive news surrounding the work BDC does throughout Baltimore in professional collateral materials. Cole noted that during his visit to the Old Goucher neighborhood, he encountered a local company (Oyin Handmade), who now has a contract with Target to sell their products nationwide. This is an example of the positive stories that need to be shared with local, regional and national media outlets.
- v. It was requested that Mr. Cole expound on factors that have contributed to the growing millennial population in Baltimore. He noted the variety of articles published by local and national media outlets regarding this topic. This population is attracted to locations that they can live, work and play in urban settings. As it relates to the cyclists, they want the bike lanes and bike sharing are Mayoral priorities. They are attracted to cities that offer a vibrant nightlife, car sharing, and bicycling. Millennial are not only staying after college, many choose to stay in the neighborhoods close to their alma maters. The goal is not just to attract them, it is to retain them. The Mayor's Anchor plan is a part of the primary strategy to address this population. The goal is to make our "anchor institutions" more of the center of the community as opposed to the middle of the community. There was further discussion regarding the Mayor's priorities for Baltimore City Public Schools; recently \$1 Billion in construction obtained for Baltimore (primary/secondary) schools as the result of a complicated deal with state legislature. Further, city agencies (BDC, Department of Planning, Department of Recreation and Parks, etc.) are having discussions about how to maximize the funds for the schools (public). Caution was raised against overt marketing to the millennial population.

IV. Committee Reports

Loan Committee

- i. The committee met on October 6, 2014 and approved the minutes from September 8, 2014.
- ii. A loan was approved for Benedetto, Inc. (a Men's Haberdashery) for working capital and inventory purchases.
- iii. BDC's Audited Financial Statements' (dated June 30, 2014) were reviewed and approved by the committee.
- iv. The Board of Directors were reminded that the loans indicated during the Loan Committee report are reviewed and approved at the committee level, thus the loans presented during the Board of Directors meeting are for informational purposes only. It was further noted that as some of the loans must be approved at the (Baltimore City) Department of Finance or Board of Estimates for final approval so the loan committee meetings are usually held at the beginning of the month so the loans can process forward.
- v. There was a question raised regarding the management report being made available to the Board of Directors, especially those newer members. After much discussion it was noted that the auditors will be invited to the November 20, 2014 board meeting along with BDC's CFO to make a full report and be available for questions.

Project and Oversight Committee

- i. Brian Tracey (attended via telephone) recused himself from the Project and Oversight committee report and thus disconnected his call into the Board of Directors Meeting.
- ii. One project was discussed, the Liberty Park PILOT request. (142 and 144 W. Fayette St., and 102, 104 and 106 Park Avenue).
- iii. The PILOT request is for a proposed project that consists of five city properties located on a triangular block bound by Liberty, Park and Fayette Streets and includes privately-owned building at 111 Park Ave., the former Healthcare for the Homeless Building.
- iv. The committee is approving the sale of the Fayette and Park Avenue properties. The committee also recommends a PILOT for this project, not as generous as the original request by the developer; further although this project would normally be eligible for a High Performing Tax Credit, this developer cannot take advantage of that because the developer also proposes to use low income housing tax credits (the non-competitive 4% tax credit).
- v. BDC Staff presented the project and indicated that the former Healthcare for the Homeless building included on the site will be subject to the Maryland Historical Trust's development guidelines and must be vetted by that entity. This building will be preserved in its entirety other than an interior fit out. It was further noted that this (site) is a gateway to both the north and the west Baltimore; redevelopment of this site will have a positive impact on the community. The Board was asked to take into a count that this site is not an area of blight as this is an "up and coming".
- vi. This project is a 90-unit mixed-income development proposed by New Urban Equities, a firm that has experience in Baltimore and Washington DC in mixed-income and affordable housing developments. The project would be comprised of 60% market rate and 40% affordable units.

Deborah Devan closed the BDC Board of Directors Meeting at 8:17 a.m. under Section 10-508 a (14) which states: "Before a contract is awarded or bids are opened, to discuss a matter directly related to a negotiating strategy or the contents of a bid or proposal, if public discussion or disclosure would adversely impact the ability of the public body to participate in the competitive bidding or proposal process." Armentha "Mike" Cruise seconded, all in favor. The motion was passed.

Mark Reutter of the Baltimore Brew made an objection to the closing of the meeting. Chair Arnold Williams made note of the objection and thanked him. The meeting was then closed.