

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, August 25, 2016 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, Paul Graziano, Gilberto de Jesus, Henry Raymond (via phone), and Colin Tarbert.**

Staff present were: William "Bill" Cole, President & CEO; Kim Clark, Executive Vice President; and Nancy Jordan-Howard, Chief Operating Officer, Jeff Pillas, Chief Financial Officer. BDC Staff: William Beckford; Karl Bradley; Larysa Salamacha; Susan Yum; Paul Taylor; Deb Tillett; Dan Taylor; Brian Greenan; Darron Cooper; Patrick Terranova; and Renee West (as Recording Secretary).

Also in attendance: Sarah Gantz, *The Baltimore Sun*.

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

- I. Minutes of the BDC Board Meetings were approved as written.
- II. Chairman's Comments
 - i. Williams reported to the Board that Mayor Stephanie Rawlings-Blake accepted the resignation of The Honorable Kurt L. Schmoke from the BDC Board of Directors. Williams cited Mayor Schmoke's increasingly busy schedule. He further noted Schmoke's service to the BDC Board.
- III. President's Report
 - i. Cole reported that the staff has been extremely busy; siting numerous projects throughout the City of Baltimore as well as Port Covington.
 - ii. Cole reported the resignation of Michael Snidal, West Team Lead for the Neighborhood Development.
 - iii. Cole noted that the process for Port Covington continues to move forward with upcoming work sessions with voting sessions to take place in the coming weeks.
 - iv. In response to the Chairman's request, Cole reviewed the process for the Port Covington project.
 - v. He further noted that although the BDC Board's role is completed, the staff is still working with all those involved in the process to ensure everyone has the information they need see the project through.
 - vi. Cole further noted, in response to a comment regarding the community's perception that revenue derived from their taxes are being used to build Port Covington, that several parties involved in the project are actively educating the community about how TIF's work to address related concerns.
- IV. Committee Report

Business Retention and Expansion Committee

- i. Chiasera reported that the committee met on July 14, 2016. Mr. Art Jacoby from the Cybersecurity Association of Maryland, Inc. (CAMI), presented to the group. The committee discussed a couple of programs presented that BDC could possibly participate in.
- ii. Staff provided an update on businesses looking to expand in Baltimore City.

Project and Oversight Committee

Lexington-Howard RFP

- i. Tarbert reported that a RFP for 16 City-Owned buildings, two surface lots, and a vacant parcel was issued on August 31, 2015. These properties are located on City block 620, Ward 4, Section 100 in the Market Center National Register Historic District. They are also located within the State-designated Bromo Tower Arts & Entertainment District (Bromo District). Maryland Transit Administration (MTA) bus, light rail and Metrorail stops are all within a reasonable 5-minute walk of the site.
- ii. Darron Cooper (Central Team Leader) reported that the developer (Maverick Management Corporation) proposes the purchase of 223 W. Lexington Street (former Woolworth building). It has a little over 10,000 square feet and currently houses Sharp Dressed Man, an organization that provides attire for men re-entering the workforce.
- iii. The developer intends to activate the ground floor and upper level of the properties in the form of a mixed-use program. Cooper further reported that the development program includes a rehabilitation of the property and installation of Rainbow as the ground floor retail tenant. In addition, the second and third floors will be renovated to offer eight market-rate apartments that will have access to several amenities, including an exercise room, lounge/game room, and a “hangout” corridor. The developer also plans to preserve the façade of the property in an attempt to restore its pre-existing character.
- iv. Tarbert moved to recommend to the BDC Board of Directors to reject the proposal for the purchase of 223 W. Lexington Street at a purchase price of \$220,000. The committee looks forward to future proposals for this site. Deborah Devan seconded the motion and the vote was unanimous.
- v. It was noted that a RFP would be reissued for this property.

Howard Station

- i. Tarbert reported that on June 29, 2015 BDC released a RFP for 21 City-Owned buildings and improved lots located on City block 563 in Ward 4, Section 2 in the Market Center National Register Historic District located in downtown’s west side, 11th Council District. The site is also located within the State-designated Bromo Tower Arts & Entertainment District (Bromo District).
- ii. Named the “Howard Station” (Parcel B), the developer proposes purchasing the properties located at 409 N. Tyson Street and 400-141 Park Avenue. Maryland Transit Administration (MTA) bus, light rail and Metrorail stops are all within a reasonable 5-minute walk of the site.
- iii. Tarbert noted that in the immediate area of the proposed project there are at least two mixed use and market rate live projects that will support the developers proposed development plan.
- iv. Brian Greenan, Economic Development Officer (Central Team reviewed the existing exterior and interior conditions of the site.
- v. It was reported the proposed development program will include the adaptive reuse of six vacant, historically contributing the properties, demolition of a vacant, structurally deficient parking deck into a mid-sized, mixed-use urban infill project. This project will feature a little over 17,800 square feet of ground floor space tenanted by regional and national retailers, and 83 market rate rental units.

Pier Six Concert Pavilion

- i. Dan Taylor, Assistant Managing Director of Neighborhood Development reported that on January 11, 2016, BDC released a RFP regarding the Management and Operations Agreement for Pier Six Concert Pavilion located at 731 Eastern Avenue on City Block 890, Lot 018A, Section 110, which is located in Downtown Baltimore's Inner Harbor, 1st Council District.
- ii. Taylor further noted that the intent of the RFP was to offer companies experienced in facilities development, management and promotion, production and presentation of live entertainment to serve as a the Operator of Pier Six Concert Pavilion in a manner that supports the City's objectives for the facility.
- iii. This outside concert venue is considered a *boutique sized* event venue because it has just under 5,000 seat. It is located in the Inner Harbor in Downtown Baltimore. It has been under an operating agreement for the last ten years.
- iv. The intent of the RFP was to continue as a world-class venue with a positive cash flow, remain a family friendly venue and continues to contribute to the Inner Harbor product.
- v. It was reported that BDC received three proposals from national and regional entertainment facility operators: All of the proposals were deemed responsive and underwent a full review and comparison by BDC staff.
- vi. Tarbert made a motion to close the BDC Board of Directors Meeting at 8:52 a.m. under Section 3-305(b) (14) which states before a contract is awarded or bids 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. Seconded by Paul Graziano. Vote was unanimous.