

## 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, November 17, 2016 beginning at 7:40 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 (via phone), Augie Chiasera, Clinton Daly, Deborah Devan, Henry Raymond (via phone), Colin Tarbert, Brian Tracey (via phone), Christy Wyskiel (via phone) and Michael Walton (via phone).**

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

Also in attendance: Ed Guntz, *The Baltimore Brew*, Natalie Sherman, *The Baltimore Sun*, and Melody Simmons, *Baltimore Business Journal*

The meeting was called to order by the chair, Arnold Williams at 7:40 a.m.

- I. Minutes of the September 22, 2016 BDC Board Meetings were approved as written.
- II. William Cole presented the following items in his President's Report
  - i. BDC, ULI Baltimore and several other City agencies unveiled the Penn-North TAP report to the community. During the six meetings held both the businesses and residents have had a positive response.
  - ii. Christine Bivens retired from the City and stepped down from the BDC Board of Directors.
  - iii. Board Member Jeff Fraley and Port of Baltimore, for the new Baltimore City Council members in an effort to educate them about the various operations located near the Port. BDC staff members also attended the tour.
  - iv. BDC will be staffing two transition committees, one will be solely focused on BDC and the other will focus on economic and employment development.
  - v. Cross Street Market RFP is closed. He further noted that BDC's participation was limited to helping to draft the RFP and provided technical assistance early in the process.
  - vi. Williams noted that the RFP screening for additional public markets will be achieved through the BDC Project Review and Oversight Committee; he further noted that a couple of the Board members will be added to the committee in an effort to vet the responses.

### III. Committee Reports

#### Loan and Audit Committee

- i. A loan was approved for Scratch Mill Kitchen, located at 554 East Fort Avenue to assist with financing to purchase furniture.

- ii. A loan was approved for Suspended Brewing Co., located at 912 Washington Boulevard to assist with equipment, improvements and furniture for its microbrewery and tap room.
- iii. Tom Klein, BDC's external auditor reported his findings of the audited financial statements. He reported that BDC received an "unmodified opinion". He further noted that the numbers were fairly stated and disclosures are adequate.
- iv. Colin Tarbert moved to accept the audit report and Debra Devan seconded. The vote was unanimous.

#### Corporate Resolutions

- i. Pillas presented the Board with three resolutions all for the purpose of the feasibility study for the expansion of the Baltimore Convention Center. The study will be conducted on behalf of the City and the State of Maryland for a comprehensive analysis which is the first stage of the process, should the study reveal the need for an expanded Convention Center, the next phase will include design and concept.
- ii. Augie Chiasera moved to approve the three resolutions presented and Colin Tarbert seconded. The vote was unanimous.
- iii. Pillas further presented the Board with two additional resolutions for the purpose of the Community Legacy Funds. These funds will be used to allow for redevelopment across from the Hippodrome Theater.
- iv. Armentha Cruise moved to approve the two resolutions and Colin Tarbert seconded. The vote was unanimous.

#### Project and Oversight Committee

##### NW Corner of Pratt and Light

- i. Devan reported that the committee discussed one project, Northwest Corner of Pratt and Light Street. BDC Staff presented the proposed development. (Darron Cooper, Central Team Director). On July 18<sup>th</sup>, 2016 BDC released a RFP for City-Owned property on City Block 671, Ward 4, Section 11, Lot002; the site is adjacent to the TransAmerica (owned by the COPT) building and is just over 26,000 square feet.
- ii. Staff provided background on the property, noting its proximity to the Inner Harbor and that it resides within the boundaries of the Inner Harbor Project 1 Urban Renewal Plan. Staff further noted similar city-owned parcels located near the site that have been recently developed and now provide an enhanced pedestrian experience.
- iii. BDC received three proposals: 10 East Pratt proposed by Corporate Office Properties Trust (COPT); Schafer Square, proposed by MFI Realty; and Pratt Street Retail, proposed by MLR Partners.
- iv. 10 East Pratt proposes a 23,000 square foot commercial development project including retail, restaurant and plaza spaces. The proposed structure will use two floors and the roof. Schafer Square proposes a 20,000 square foot commercial retail development project that will include retail, a steakhouse, café and a financial institution, all will reside on one floor. Pratt Street Retail proposes a 17,500 square foot commercial retail pavilion with an anchor tenant, potential retail office space and restaurant space, this project will be two floors.
- v. Staff noted that the first developer offered \$400K or a mutually agreed upon appraised value + \$25K, the second developer proposed \$1.5M and the third developer proposed a purchase price of \$500K. It was further noted that the appraised value of the property is \$1.5M.
- vi. Devan made a motion to issue an Exclusive Negotiating Privilege (ENP) and Right of Entry (ROE) to Corporate Office Properties Trust (COPT) and the project known as "10 East Pratt Street" for the purposes of negotiating a Land Disposition Agreement (LDA) for the City-Owned property located at the NW corner of Pratt and Light Streets. The property will be sold at the fair market value of \$1.5M, plus \$25K.
- vii. Williams noted that the recommendation from the Project Review and Oversight Committee will be deliberated on during closed session.

- viii. Devan made a motion to close the BDC Board of Directors Meeting at 8:32 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 process. Seconded by Henry Raymond. Vote was unanimous. The meeting adjourned at 8:45 am.