

## 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, February 23, 2017 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 (via phone), Clinton Daly, Deborah Devan, Kenneth Moreland, Henry Raymond (via phone), Jim Smith, 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: Susan Yum; William Beckford; Larysa Salamacha; Paul Taylor; Darron Cooper; Sally Costello; Gaylord Dutton; Joann Logan; Larry Collins, Patrick Terranova; Beverly Lanier and Renee West (as Recording Secretary).

Also in attendance: Bill Gilmore, Chuck Adkins, Steve Johnson, Baltimore Office of Promotion and the Arts; Adam Bednar, *The Daily Record*; and Ed Gunts; *Baltimore Fishbowl*.

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 welcomed new board member, James T. Smith, Chief of Strategic Alliances from the Mayor's Office.
- III. President's Report
  - i. It was noted that BDC is a member of BOPA from a corporate standpoint and that a resolution to separate the membership would be heard. Bill Gilmore elaborates followed by Williams' motion to approve the resolution. Seconded by Ken Moreland. Vote was unanimous.
  - ii. Cole reported on a Public Safety hearing with agency heads held February 22<sup>nd</sup> regarding the Coordinated Crime Reduction Strategy and the rollout of transformation zones.
  - iii. Cole reported on the completion of our first performance audit for the City. The audit, for fiscal years 2014 and 2015, was considered successful with two minor citations.
  - iv. Cole reported that Nordstrom Rack chose to open at Canton Crossings.
  - v. Cole reported that City Council will begin hearings on minimum wage again and that businesses, big and small, are concerned. Cole also noted that we are tracking and providing testimony for several bills in Annapolis that may have an impact on how we do business in Baltimore.
  - vi. Cole noted that BDC was able to assist the Mayor's office with restructuring a PILOT and thanked all staff involved for the successful negotiation.

#### IV. Committee Report

##### Project and Oversight Committee

- i. Williams recused himself erring on the side of caution as he may or may not have a conflict. Williams released the chairmanship to Moreland.
- ii. Moreland noted that Williams left the room and asked Devan to give the committee report.

##### 104 Park Avenue RFP Response 4

- i. Devan reported that the committee considered this at their last meeting and staff recommended issuing an Exclusive Negotiating Privilege (“ENP”) and Right of Entry (“ROE”) to 104 Park Development, LLC for the purpose of negotiating a Land Disposition Agreement (“LDA”). Devan asked staff to present.
- ii. Cooper noted the opening and closing of the RFP, a description of the historically contributing building, the existing conditions, and surrounding key properties.
- iii. Cooper noted the team behind the response and their ties to the community and that approvals are needed from the Maryland Historical Trust to move forward.
- iv. Devan requested the second project be presented in open meeting so that the meeting is closed once, for confidential discussions.
- v. Dutton presented on 109 W. Lexington providing RFP details which included opening and closing dates, property descriptions and the number of responses received. Existing conditions of the property and the effects on surrounding properties were also provided.
- vi. Devan noted the financial complexity of both proposals that required further discussion in a closed meeting.
- vii. Devan moved to close the BDC Board of Directors Meeting at 8:26 a.m. under Section 3-305(b) (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. Seconded by Clinton Daly. Vote was unanimous.

The Closed session of the meeting of the Board of Directors (Board) of the City of Baltimore Development Corporation (BDC) was held on Thursday, February 23, 2017 beginning at 8:26 a.m. at the Corporation’s offices at 36 South Charles Street, Baltimore, MD. **Board Members present at the meeting were: Acting Chair, Kenneth Moreland, Greg Cangialosi (via phone), Clinton Daly, Deborah Devan, Henry Raymond (via phone), Jim Smith, 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: Susan Yum; William Beckford; Larysa Salamacha; Paul Taylor; Darron Cooper; Sally Costello; Gaylord Dutton; Joann Logan; Patrick Terranova; Beverly Lanier and Renee West (as Recording Secretary).

The meeting was reopened.

- I. Deborah Devan moved to adjourn at 9:19 a.m. Jim Smith seconded. Vote was unanimous.

