

**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, April 26, 2018 beginning at 7:33 a.m. at the Corporation's offices at 36 South Charles Street, Baltimore, MD. **Board Members present at the meeting were: Chair, Arnold Williams, William "Bill" Cole (via phone), Greg Cangialosi (via phone), Augie Chiasera, Elda Devarie (via phone), Charisse Ford, Miriam Fuchs, Jeffrey Hargrave, Henry Raymond (via phone), Paul Taylor, Michael Walton (via phone), Angela Wells-Sims (via phone), and Christy Wyskiel.**

Staff present were: Kim Clark, Executive Vice President; Nancy Jordan-Howard, Chief Operating Officer. BDC Staff: Will Beckford; Larysa Salamacha; Susan Yum; Deb Tillett; Dan Taylor; Darron Cooper; Sally Costello; Patrick Terranova; Ira Kowler; Beverly Lanier; Patrick Terranova; Joann Logan; and Renee West (as Recording Secretary).

Also in attendance: Melody Simmons, *Baltimore Business Journal*

The meeting was called to order by the chair, Arnold Williams at 7:33 a.m.

- I. Minutes of the BDC Board Meetings were approved as written.
- II. Chairman's Comments
  - i. Williams thanked BDC Board Members and Staff for their expressions of support during the passing of his mother.
- III. President's Report
  - i. Cole reported that he is working with the MD Stadium Authority and other community stakeholders on Phase two of the Pimlico Study, which is aimed at keeping the Preakness in the Park Heights neighborhood. He is also working with a group to study the expansion of the Baltimore Convention Center.
  - ii. Cole reported BDC's participation at the Nelson-Kohl apartments grand opening.
  - iii. BDC also participated in the grand opening of the Staybridge Suites.
  - iv. Cole further reported that a new location for the Baltimore animal shelter, run by BARCS has been identified in the Cherry Hill neighborhood and construction will begin soon.
  - v. Cole noted for the record that despite recent reporting in the news, BDC does not have any pending PILOT requests for the Mechanic (Theater) or any other sites.
  - vi. BDC staff participated in the naming rights of the Pier Six Concert Pavilion; it will now be called the MECU Pavilion.
  - vii. BDC staff met with and provided a tour for representatives from Fidelity (Investments) based in New Hampshire; this group invests in the City's TIF bonds.
  - viii. It was reported that all of the projects that the BDC Board approved in the last year are moving forward.

- ix. In response to a question regarding the Federal Opportunity Zones program, Cole reported that as a result of the recent tax code changes, (for the next 10 years) tax incentives are provided to those who invest in financially distressed communities throughout the country. Cole worked with the Mayor's Office and the Baltimore City Department of Housing and Community Development to identify 41 census tracts that were submitted by the Mayor to Governor Hogan for consideration; the governor accepted 39 and added 4.

IV. ETC Presentation

- i. Deb Tillett provided an overview of ETC's history, structure and programming outcomes.
- ii. In response to a question regarding to ETC's connection to BDC, Tillett noted that it is demonstrated on the organizational charts of both entities. Additional comments related to the evolvement of ETC by Kim Clark.
- iii. Additional questions were raised regarding the BDC Board's role will in the overall strategy of ETC's future endeavors. Williams noted that the board will continue to be educated and discuss ETC's future roles.
- iv. Tillett noted that over 45% of her programs are identified as W/MBE firms and 68% of her technology accelerator program participants are W/MBE firms.

V. Committee Report

Project Review Committee

17-23 S. Gay Street RFP

- i. Fuchs reported that the committee discussed one project, 17-23 S. Gay Street. BDC Staff presented (Ira Kowler, Project Management and Analysis). BDC released a RFP on September 19, 2017; six responsive proposals were received on November 17, 2017. The total lot area is approximately 16,481 square feet, the site consists of four parcels, three structures and one surface parking lot.
- ii. Staff provided background on the property including its proximity to Power Plant Live!, City Hall, Baltimore City Fire Department and the Baltimore City Police Department. It was further noted that the sites are located in the Business and Government National Register Historic District and the Central Business District Urban Renewal Plan area.
- iii. The first proposal reviewed was "Choice Hotel S. Gay Street", led by Tradewinds Realty Partners, LLC. They propose to demolish the existing structures and construct a 120 room hotel (including 45 extended stay suites) and mixed-use ground-floor retail space.
- iv. The second proposal entitled "City Lofts", this team is led by Tower Hill Development, LLC and Harrison Development, LLC propose to redevelop the existing structures into a mixed-use project with ground floor retail space and 50 one- and two-bedroom apartment units.
- v. The third proposal called "Homeport Apartments" is led by Poverni Sheikh Group and Empire Homes of Maryland, Inc. propose to redevelop the existing structures into a mixed-income multifamily development with ground floor retail space and 58 residential units, including 39 subsidized units.
- vi. The fourth proposal titled "Gay Street Commons", which is led by Kiran Patel, proposes a mixed-use project with 58 studio and one-bedroom units and ground floor retail.
- vii. The fifth proposal entitled "Guardian House", led by Landmark Restoration Partners proposes a mixed-use project incorporating historic rehabilitation and new construction to develop 67 residential units and ground

floor retail space. This project will also include reduced rental units marketed towards municipal employees.

- viii. The sixth and final project titled “Sustainable South Gay Street”, led by AED Development, LLC, proposes a mixed-use development with three rental condo units, four homeownership condo units, and retail and office space.
- ix. In response to a question regarding whether the BDC Board consider all proposals in response to a RFP, it was noted that only the “responsive” proposals are shared. If a proposal does not meet all of the criteria outlined in the proposal it is deemed “unresponsive” and thus are not reviewed.
- x. It was noted that Michael Walton left the BDC Board meeting (by disconnecting from the conference call line) at 8:25 a.m., in an effort to recuse himself from the vote related to the project discussed.
- xi. Fuchs made a motion to close the BDC Board of Directors Meeting at 8:29 a.m. under Article 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 Augie Chiasera. Vote passed with a majority vote.
- xii. Melody Simmons with the *Baltimore Business Journal* noted her objection to the closure of the meeting.