

## MINUTES

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

A virtual meeting of the Board of Directors (Board) of the City of Baltimore Development Corporation (BDC) was held on Thursday, June 17, 2021, beginning at 7:34 a.m. **Board Members on the call were: Chair, Augie Chiasera; Chair Emeritus, Arnold Williams; President, Colin Tarbert; Ted Carter; Elda Devarie; Miriam Fuchs; Henry Raymond; Paul Taylor; Michael Walton; Angela Wells-Sims; and Christy Wyskiel.**

Staff on the call were: Kim Clark, Nancy Jordan-Howard, Dan Taylor, Larysa Salamacha, Susan Yum, Andy Cook, Shawn Gunaratne, Dave Garza, Ira Kowler, John Brock, Joann Logan, Deb Tillett and Beverly Lanier (as Recording Secretary).

Also in attendance: Melody Simmons, *Baltimore Business Journal*, Due to COVID-19, all attendees are not noted as it was virtual and open to the public.

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

- I. Minutes of the BDC Board Meeting of April 15, 2021, were approved as written. As required by Open Meetings Act Section 3-306, these meeting minutes contain the following information about the closed portion of the April 15, 2021 meeting:
  - (i) a statement of the time, place, and purpose of the closed session:

The April 15, 2021 virtual meeting of the BDC Board was closed at 8:29 am after two separate motions to close the meeting for two different reasons. First, there was a motion close the meeting to discuss the negotiating strategy and the contents of the proposals (including their finances) in response to the Request for Proposals of the Washington Village Library. Second, there was a motion to close the meeting to discuss the negotiating strategy and the contents of the proposals (including their finances) in response to the Request for Proposals for the Baltimore Arena. The reason for closing for both meetings is so that the public can receive the best deal negotiated on fair and equal footing between private and public entities. It would not be fair for the companies to know BDC's negotiating strategies before they are employed, but for BDC not to have any similar "inside information" about how those companies plan on negotiating in response to these RFPs.
  - (ii) a record of the vote of each member as to closing the session;

The two votes to close the session were each unanimous with Chiasera, Williams, Tarbert, Cangialosi, Devarie, Fuchs, Raymond, Taylor, Walton, Wells-Sims, Wyskiel all voting in favor of closing the meeting to the public at that point. Board Member Hargrave had left the virtual meeting at 8:27am before the votes to close.
  - (iii) a citation of the authority under § 3-305 of this subtitle for closing the session;

The April 15, 2021 virtual meeting of the BDC Board was closed at 8:29 am pursuant to Section 3-305(b)(14) of the General Provisions Article of the Maryland Code to "discuss, before a contract is awarded or bids are opened, 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."
  - (iv) a listing of the topics of discussion, persons present, and each action taken during the session.

The topics discussed were:

- I. The 856 Washington Boulevard RFP (Washington Village Library) was discussed. Specifically, the terms of the Developer’s proposal including costs and financial arrangement were discussed with emphasis on the difference between the returns if the library were a commercial space. The Developer’s proposal was scrutinized and evaluated for feasibility, profit, and benefit to the City. The group also discussed why other land use strategies may not work.
- II. The Baltimore Arena RFP responses were discussed. Specifically, the Developer’s detailed financial terms including capital, funding and taxing were discussed. The Proposals specifics including timeline, and other non-monetary benefits like commitment to the City were highlighted. The financial analysis of the Developer’s proposal was also reviewed as well as the consultants’ views.

The people present were:

The Board Members present were: Chiasera, Williams, Tarbert, Cangialosi, Devarie, Fuchs, Raymond, Taylor, Walton, Wells-Sims, Wyskiel. BDC staff was also on the call.

The following were the actions taken:

- I. A motion was made to submit the Developer’s proposal for 856 Washington Boulevard (Washington Village Library) to the Board of Estimates for approval. That motion was unanimously approved by everyone present with Chiasera, Williams, Tarbert, Cangialosi, Devarie, Fuchs, Raymond, Taylor, Walton, Wells-Sims, Wyskiel all voting in favor.
- II. A motion was made to approve the consultant’s recommendation that an Exclusive Negotiating Privilege be given to the Developer for the Baltimore Arena. That motion was unanimously approved by everyone present with Chiasera, Williams, Tarbert, Cangialosi, Devarie, Fuchs, Raymond, Taylor, Walton, Wells-Sims, Wyskiel all voting in favor.

II. Chairman’s comments

i. Chiasera mentioned the following:

- Presented background information of proposed new Board member, Ted Carter, before opening the floor for questions and reading the resolution as follows;

This is a proposed resolution for consideration by the board of directors at its June 17, 2021 regular board meeting to consider the election of Theodore Carter as a board member.

CITY OF BALTIMORE DEVELOPMENT CORPORATION  
 PROPOSED RESOLUTIONS FOR CONSIDERATION  
 BY THE BOARD OF DIRECTORS  
 AT ITS JUNE 17, 2021  
 REGULAR MEETING OF THE BOARD OF DIRECTORS

**Election of New Director to Fill Vacancy**

WHEREAS, the Board of Directors desires to elect Theodore Carter, the Deputy Mayor for Community and Economic Development, who has been nominated by Mayor Brandon Scott, to fill a vacancy upon the Board;

NOW, THEREFORE, BE IT RESOLVED: That Theodore Carter be and he is hereby elected as a director of the Corporation to serve in such capacity, subject to the Amended and Restated Bylaws of the Corporation, as part of the Class of 2022, i.e., serving until the 2022 Annual Meeting, and until his successor is duly elected and qualified, whereupon the five (5) Class of 2022 directors are as follows:

<u>Class of 2022</u>	
Gregory Cangialosi .....	2022
Theodore Carter, Deputy Mayor for Community and Economic Development	2022
Jeffrey Fraley .....	2022
Miriam S. Fuchs .....	2022
Christy Wyskiel .....	2022

with there being four (4) vacancies upon the Board of Directors among the Class of 2021 and other Classes of Directors.

**General Authorization**

AND BE IT FURTHER RESOLVED: That the proper officers of the Corporation be, and each hereby is authorized and directed to take any and all further actions that each may deem necessary in order to carry out the intent of the foregoing resolution.

- Williams motioned to accept the resolution; Wells Sims seconded; the vote was unanimous, and the motion passed.
- Chiasera welcomed Carter to the board; and
- Spoke of Tarbert's efforts to share Baltimore Together with various organizations and community groups. Thanked board members that assisted in making this possible.

III. President's Report

i. Tarbert reported on the following:

- Sharing the Plan with Deputy Mayor Carter, and continuing to do outreach to ensure the plan succeeds;
- Business Attraction, Retention and Expansion includes Alertus – a living laboratory focused on public safety and notification – moving their headquarters and 120 jobs to 10 N. Charles Street; Silverman Thompson Slutkin White moving to a larger space at 400 E. Pratt Street; John Hopkins University renewing their lease at 700 Pratt Street; and Transamerica moving from 100 Light St. to Wills Wharf;
- Outreach with Transamerica, Jellyfish – a social media tech company headquartered in London with 200+ employees in Baltimore, and Sonavi Labs – a minority led company piloting modernized digital stethoscopes and located at the Wicomico Building;
- Baltimore City, announced as a 2021 Champion city (competing with 636 cities in 99 countries), will prepare a proposal to compete for the top prize;
- Honorable mention received from the Environmental Design Research Association for the Design for Distancing program;
- Construction of Topgolf to begin at the former BARCS site and city-owned lot near the Horseshoe Casino;
- Presented video of progress made at Port Covington; and addressed questions of state employees move to downtown.

IV. BDC Equity & Inclusion Initiatives

i. While all items are being addressed, the following were mentioned:

- Content will be posted to social media on Juneteenth about our commitment to black-owned businesses. Will be working with Hutch an incubator out of Fearless;
- Seeking to increase lending to more underserved businesses through a partnership and pilot program;
- Continue black-owned business outreach by promoting on social media;
- Continue advocating for the Black Arts District project – recently toured with Senator Hayes;
- The Equity Working Committee will ensure all points are hit in terms of equity, in Baltimore Together;
- Collecting and Publishing Data – The final round of grants is complete. Specific data, including ethnicity will be provided.

V. Project Review – ACME Business Complex RFP Response

i. K. Clark, D. Garza, and I. Kowler presented the following:

- Clark provided background on the blighted property acquired by the city over 15 years ago under the Urban Renewal Plan. Having gone through at least 5 RFP's and a five-alarm fire, and due to its location and level of blight, the former grocery store proves difficult to develop.
- Garza and Kowler reported that BDC released a Request for Proposals (RFP) for the ACME Business Complex, which opened on January 13, 2021 and closed on March 12, 2021.
- The site consists of three Industrial Mixed-Use zoned properties in West Baltimore, including a pad site, a one-story warehouse, and a four to six-story concrete industrial building. The assemblage has sat vacant for over 20 years and recently suffered from fire damage in a portion of the complex.
- BDC received two proposals: 1) Free State Recovery Center from Amatus Health LLC, a rehabilitation for use as a substance and mental health services facility and 2) P. Flanigan & Sons Expansion from MCB Real Estate, a demolition for use as an expansion of the P. Flanigan & Sons West Baltimore facility.
- Questions were addressed regarding how the Flanigan properties blended, the number of responses, the level of blight, and community input.

- Paul Taylor motioned and Miriam Fuchs clarified to close the BDC Board of Directors meeting under Article 3-305(b)(14) which states that 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. This motion is to discuss the negotiating strategy, finances and the contents of the proposals received by BDC in response to the ACME Business Complex RFP dated January 13, 2021. Williams seconded. The vote was unanimous, and the motion passed.
- \*It was noted that Arnold Williams left the BDC Board meeting (by disconnecting) at 8:28 a.m.

The meeting went into closed session at 8:28 a.m.

Meeting reopened at 8:45 a.m.

VI. Baltimore Together

- i. Tarbert reported that the final draft report for public comment is slated for completion;
- ii. Data is still being collected from partners;
- iii. Focus groups are doing Deep dives into various disciplines;
- iv. Innovation Week Panel provided a discussion and readout of what the workgroup came up with;
- v. ARPA Funding Request of \$670M coming to the city is being worked through with Deputy Mayor Carter to determine how to best leverage to help with economic recovery related to COVID in tandem with Baltimore Together;
- vi. Format changes are being explored, but still on target for a fall 2021 completion date; and
- vii. Social Media RFP – With communications and outreach is key to success, an RFP has been posted to tell engage with stakeholders, residents, age groups, etc. – to tell our story.

Chiasera opened the floor for questions; mentioned the next board meeting on August 19, 2021; welcomed Ted Carter again before entertaining a motion to adjourn the meeting. Raymond seconded. The vote was unanimous.

Meeting adjourned at 8:56 a.m.