MINUTES

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

A regular Meeting of the Board of Directors (Board) of the City of Baltimore Development Corporation (BDC) was held on Thursday, April 18, 2024, beginning at 7:35 a.m. **Board Members present were: Chair, Augie Chiasera; Chair Emeritus, Arnold Williams; President, Colin Tarbert; Vice Chair, Jeff Hargrave (Virtual); Elda Devarie (Virtual); Miriam Fuchs; Michael Moiseyev; Shelonda Stokes; Paul Taylor; Michael Walton; and Justin Williams.**

Staff present: Kim Clark, Jeff Pillas, Arti Santhanam (Virtual), Dan Taylor, Andy Cook, Chavel Dixon, Brennan Murray, Les Conley, Tom Whelley, Je'Mira Spriggs, and Beverly Lanier (as Recording Secretary).

Also in attendance: Bill Carlson, Esq., Legal Counsel; Ed Gunts, *Baltimore Fishbowl*

Prior to the Meeting, BDC provided reasonable advance notice of the Meeting by posting the Agenda for the Meeting on its Internet website ordinarily used by BDC to provide information to the public. BDC's "Board Announcement" page on its website states that its Board Meetings "will be held in person unless notified otherwise." The posted Agenda "strongly encouraged" in-person attendance and, as a courtesy, also provided a virtual Microsoft Teams link. During the meeting, Staff and the Chair became aware that BDC's local network had suffered a temporary interruption which adversely impacted its website, all Email, and the availability of the virtual meeting link on the website. Recognizing that BDC is not among those public bodies that are required to livestream all meetings and with access to the meeting having been provided to the public, the Meeting continued notwithstanding the technical difficulties.

The meeting was called to order by the chair, A. Chiasera at 7:35 a.m.

I. Minutes of the BDC Board Meeting of February 15, 2024, 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 18, 2024 meeting:

   i. The April 18, 2024 meeting of the BDC Board was closed at 8:47 a.m. after a motion to close the meeting to discuss the negotiating strategy, finances and the contents of the proposals received by BDC in response to the 7 East Redwood Street RFP dated November 2, 2023. The reason for closing the meeting 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 the RFP.

ii. The vote to close the session with remaining board members A. Williams; Tarbert; Devarie; Moiseyev; Stokes; Taylor; Walton, and J. Williams all voting in favor of closing the meeting to the public at that point. Fuchs objected; no abstentions; the motion passed. Chiasera and Hargrave left the meeting prior to the vote.

iii. The April 18, 2024 meeting of the BDC Board was closed at 8:47 a.m. 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 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. 7 East Redwood Street was discussed. Specifically, the financial offers and budgets of the proposals, including cash on hand, financing, and bonding. The group also discussed competitive rates, the cost of rehab and property assessments.

The Board members present were: A. Williams; Tarbert; Devarie; Moiseyev; Stokes; Taylor; Walton; and J. Williams. Chiasera, Hargrave, and Fuchs were not present for the closed session.

The following were the actions taken: Provided the staff recommendation as detailed in the confidential staff write up.

II. Chairman's comments
   i. Chiasera mentioned the following:
      - The leadership displayed by BDC and the City in response to the Key Bridge collapse.
      - Congratulated Stokes and Kouzami on Downtown Partnership's successful Annual Meeting, and Suntha and A. Williams as recent award recipients.

III. President's Report
   i. Tarbert reported on the following:
      - Shared the following updates regarding the Francis Scott Key Bridge Collapse:
         - BDC's role and Cawthern's contribution
         - BDC team efforts including bilingual business survey conducted for the State
         - State and local programs for affected businesses and workers
         - Potential long-term effects, progressive timeline, and Resource Fact Sheet
      - New CFG Bank Headquarters opening at the Baltimore Peninsula
      - Media and PR including commentary in *The Sun* and a *Spotlight on Maryland* radio interview.

IV. Staff Presentations:
   i. Data Update: Measuring Economic Impact for Areas Surrounding CFG Arena & Lexington Market
   Tarbert, President and CEO, presented the following:
      - CFG Arena:
         - Visits & Unique Visitors (1000 ft) in Q1 2024 are lower than Q4 2019
         - Visits & Unique Visitors (1000 ft) increased in 2023, and decreased in Q1 2024
         - Visits in the general area (1 mile) are down
         - Unique Visitors decreased from Q3 2023 to Q1 2024 (1000 ft and 1 mile)
      - Lexington Market:
         - Decrease in total visits and unique visitors (1000 ft) since 2019
         - Unique Visitors have significantly declined (1000 ft and 1 mile)

        - General Trends:
            - Retail Vacancy is down -0.1% in the Central Business District
            - Multi-family vacancy is up 2.7%, spike is likely due to new deliveries at VIVO Living and 300 W. Fayette St.

ii. Made In Baltimore (MIB)
Andy Cook, Executive Director, Made In Baltimore presented the following:
    - The MIB Store made $140,000 in sales in 2023, a 33% increase over the previous year.
    - The second cohort of MIB's Home-Run Accelerator graduated in October 2023. Eleven home-based businesses went through the program. Two have moved into new commercial spaces - currently assisting the rest with site selection.
    - The MIB Annual Member Survey report was completed in March 2024. Key findings include:
        - In the past 5 years, the median annual revenue of MIB businesses doubled from $50,000 to $100,000.
        - In the past 5 years, the median square footage of production space utilized by MIB members has also doubled from 550 sf to 1,100 sf.

iii. Note: Due to scheduling conflicts, Vice Chair Hargrave and Chair Chiasera departed the Meeting at 8:15 and 8:47 a.m. respectively; Chair Emeritus A Williams chaired the remainder of the meeting.

iv. Project Review – 7 East Redwood Street
Les Conley, Director of Real Estate & Special Projects presented the following:
    - A request for proposal was issued for 7 East Redwood November 2, 2023
    - Property location: intersection of Redwood & Light Streets in the central business district
    - Property description: a 21-story office building with 184,276 gross sq ft, built in 1924 as the First National Bank HQ
    - Property Background: Acquired in 1996 from Legg Mason; currently leased to 10 City agencies and zoned C-5-TO
    - Property Condition: Even with significant repairs at a cost to the City, major deferred maintenance costs estimated at +$18M remain, as shown in photos.
    - Note Chiasera and Hargrave left the meeting prior to the vote to close the open meeting.
    - A. Williams asked if any questions then moved to go into closed session under Article §3-305(b) which states before a contract is awarded or bids are open 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 for 7 E. Redwood Street RFP including financials, sales price and timing. Disclosure of items would adversely impact the ability of Baltimore City to negotiate the best terms for disposition of the property. This is offered as a motion and requesting a second.
    - Questions raised by Fuchs were deemed eligible for closed session to avoid adversely affecting negotiations.
    - Taylor seconded; Devarie, Moiseyev, Stokes, Tarbert, Taylor, Walton, and Williams were all in favor; Fuchs opposed; There were no abstentions. The motion passed.
    - Fuchs left the meeting.

v. Meeting went into closed session at 8:47 a.m.

vi. Meeting reopened at 9:05 a.m.

vii. Williams asked for a motion to accept staff recommendation as it relates to 7 E Redwood Street.

viii. Stokes moved to approve the recommendation. It was seconded; the vote was unanimous with remaining board members; the motion passed.

V. New Business

i. Tarbert reported on the following Baltimore Together updates:
   - Planning for the 2024 Summit
   - Activities leading up to the Summit
   - Sponsorships

ii. Key Bridge Fact Sheets and Equity & Inclusion information will be sent to board members.

iii. A motion was made to adjourn the meeting, the vote was unanimous.

The meeting adjourned at 9:07 a.m.