



MEETING MINUTES - BDC Board of Directors Bimonthly Meeting

Date: 6/12/2025
Time: 7:30 a.m.
Location: City of Baltimore Development Corporation
36 S Charles St, Suite 2100
Baltimore, MD 21201

Board Attendees:

☒ Chair- <i>Augie Chiasera</i>	☒ Elda Devarie	☒ <i>Carim Khouzami</i>	☐ Paul Taylor
☒ Chair Emeritus- Arnold Williams	☐ Jeffrey Fraley	☒ Michael Mocksten	☐ Michael Walton
☒ Vice Chair- Jeffrey Hargrave	☐ Miriam Fuchs	☒ Shelonda Stokes	☒ Angela Wells-Sims
☒ President- Colin Tarbert	☐ Alice Kennedy	☒ Mohan Suntha	☒ Justin Williams

BDC Senior Staff Attendees:

☒ Kimberly Clark	☒ Brennan Murray
☒ Chavel Dixon	☐ Jeff Pillas
☒ Bill Carlson, Esq (Corporate Counsel)	☒ Larysa Salamacha
	☒ Ira Kowler

BDC Other Staff Attendees:

☒ <i>Les Conley</i>	☒ Gabrielle Linder
☒ Conor Greene	☒ Christina Moore
☒ Beverly Lanier (Recording Secretary)	☒ Liz Rhode
	☒ Arti Santhanam
	☒ Tom Whelley

Other Attendees:

☒ Ed Guntz, <i>Fishbowl</i>	☐ Melody Simmons, BBJ
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Notes:

Please note that attendees' names that are *italicized* indicate that the person attended the meeting virtually. Additionally, Khouzami left the meeting at 7:45 a.m., recusing himself from the project review and closed session.

A closed session occurred during the meeting. Following the project review agenda item and before the Downtown Data Update, a motion to enter a closed session was made by Angela Wells-Sims pursuant to Section 3-305(b)(1)(14) of the General Provisions Article of the Maryland Code to "discuss, before a contract is awarded or bids are opened, 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." The motion was seconded and passed unanimously by the directors, with no directors opposing or abstaining, Kim Clark remained in her role as Corporate Secretary, Brennan Murray remained for technical support, and Bill Carlson remained as Corporate Counsel.

A second closed session occurred during the meeting. Following the New Business agenda item and before the meeting adjourned a motion to enter a closed session was made by Arnold Williams pursuant to Section 3-305(b)(1)(i) and 3-305(b)(13) of the Open Meetings Act, to discuss the contract for the CEO. The session was deemed necessary to protect confidential personnel information, which could potentially discourage future applicants for BDC positions.

Chiasera closed the open meetings respectively at 7:46 a.m. and 8:24 a.m. and reopened respectively at 8:00 a.m. and 8:44 a.m., at which point the open meeting was reconvened.

The meeting was called to order by the Chair, August Chiasera, at 7:35 AM. The following agenda items were presented:

I. BDC Board Meeting Minutes: April 17, 2025

- Minutes of the BDC Board Meeting of April 17, 2025, were approved as written.

II. Chairman's Comments – Augie Chiasera

- The board will go into a closed session later to discuss negotiation matters as it relates to a project.

III. President's Report – Colin Tarbert Reported on the following:

- BDC's Commercial District Assessment initiative made headlines for its focus on strengthening neighborhood business corridors across the city
- BDC launched the Development Outlook, an interactive tool that highlights development projects throughout the city dating back to 2019
- A tour of ETC at 4MLK for a behind-the-scenes Look, Lunch & Learn highlighting Baltimore's growing innovation ecosystem
- On May 29, 2025, BDC closed the sale of 5 properties to support the development of Sojourner Place at Park.

IV. Project Review of 1400 Leadenhall Street – Ira Kowler presented the following:

- RFP for 1400 Leadenhall Street was released in January 2025 and closed in February 2025.
- Property is former Department of Transportation conduit yard with 6,000 SF industrial warehouse
- Property is zoned I-2 (General Industrial)
- Property is bound by several industrial uses, including the BGE Spring Gardens facility and is separated by railway from mixed-use development in Sharp-Leadenhall
- BDC received two proposals prior to the RFP deadline:
 - Proposal 1 - Regional minority-owned infrastructure contractor seeking to expand an operations facility in Baltimore City
 - Proposal 2 - Utility company seeking to acquire industrial parcel for strategic acquisition

V. Downtown Data Update – Gabrielle Linder presented Summary of Main Data Points: Q2 TD 2025

- **CFG Bank Arena:**
 - Increase (0.17%) in visitation from Q1 within 1,000 ft radius
- **Lexington Market:**
 - 9.5% decrease in visitation from Q1 within 1,000 ft radius
- **Vacancy Trends:**
 - Retail vacancy increased 0.6% from last quarter
 - Multi-family vacancy reduced 0.17% from last quarter
- **Leases in CBD:**
 - 10 leases signed in Q2 TD - majority lease renewals

VI. Baltimore Together Recap – Colin Tarbert

- The Baltimore Together Spring Update is a two-part event series focused on the city's efforts for inclusive and equitable economic development. The first event is a Networking Breakfast + Presentation on May 7, from 8:30–10:00 AM, at the Whiting-Turner Conference Center, offering an

overview of progress and priorities. The second event is an Invite-Only West Side Neighborhood Bus Tour on May 13, from 9:00–10:30 AM, starting at TouchPoint at The Village at Mondawmin, highlighting equitable development in West Baltimore. Three sponsors are currently supporting the initiative.

VII. Equity Initiatives – Brennan Murray

- Internal – Efforts with the Equity Brain Trust will continue, as well as an update of HubSpot’s workflow to better track business engagements and improve reporting
- External Initiatives - Identity and Heritage month highlights were shared

VIII. New Business

- No new business

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

The meeting adjourned at 8:45 a.m.