

MEETING MINUTES - BDC Board of Directors Bimonthly Meeting

Date: 8/21/2025
Time: 7:40 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- Otis Rolley | ☐ Alice Kennedy | ☐ Mohan Suntha | ☒ Justin Williams |

BDC Senior Staff Attendees:

- | | |
|--|--|
| ☒ Kimberly Clark | ☒ Kevin Seawright |
| ☒ Chavel Dixon | ☒ Jeff Pillas |
| ☒ Brennan Murray | ☒ Larysa Salamacha |
| ☒ Ira Kowler | ☐ Arti Santhanam |

BDC Other Staff Attendees:

- | | |
|--|---|
| ☒ Kenn King | ☒ Gabrielle Linder |
| ☒ Conor Greene | ☒ Elias Hinderberger |
| ☒ Beverly Lanier | ☒ Liz Rhode |
| (Recording Secretary) | ☒ Chidiebube Chikezie |
| ☒ Tom Whelley | ☒ Aixelle Heilman |

Other Attendees:

- | | |
|---|---|
| ☒ Gina Richmond, <i>Bloomtopia</i> | ☒ Yeshiyah Israel, Pimlico Merchants Assoc. |
| ☒ Bill Carlson, Esq (Corporate Counsel) | |

Notes:

Please note that attendees' names that are *italicized* indicate that the person attended the meeting virtually.

The meeting was called to order by the Chair, August Chiasera, at 7:40 AM. The following agenda items were presented:

- I. **BDC Board Meeting Minutes: June 12, 2025**
 - Minutes of the BDC Board Meeting of June 12, 2025 to be approved at the following board meeting once a quorum is reached.
- II. **Chairman's Comments – Augie Chiasera**
 - Welcomed new president, Otis Rolley.
 - Mentioned the meet & greet scheduled for September 4, 2025
 - Provided update on board member status
- III. **President's Report – Otis Rolley Reported on the following:**
 - Addressed board members and introduced new staff
 - Noted the warm welcome and “good” press coverage via multiple media outlets

- Penn North Crisis Report: BDC staff stepped up by reintroducing themselves to business leaders, training them to use Narcan and distributing materials
- Culinary Exchange Grant: Joined the mayor and fellow board member, Shelonda Stokes at the former Big Apple Tree which was transformed into an exciting reuse of space & jumpstart for entrepreneurs.
- Howard Lexington Assessments: Continue to do analysis and will present next steps to the Board.
- Syngene's first US manufacturing facility will bring 300 jobs to Baltimore. The global biotech & pharmaceutical company is from India.
- ETC Update: Two publications honored Arti Santhanam –One of BBJ 2025 Women who mean business & Daily records Influential Marylander in the Technology category.
- Economic Dashboard Update Shared data including a breakdown of City occupancy, start-up growth, and other Positive indicators.

IV. Baltimore Together Update – Otis Rolley

- BDC's 4th Annual Baltimore Together Summit will be held on October 27, 2025 with a reception, providing opportunities for networking and community engagement.
- Breakout sessions are scheduled throughout the week to foster collaboration among attendees.
- Our sponsorships reflect strong support from Baltimore's business and community leaders.

V. Commercial District Assessments – Ira Kowler presented the following:

- 11 Partners are participating in the CDA program
- CDA will be presented at MEDA Conference and Baltimore Together
- Profiles will be live in November

VI. Downtown Data Update – Gabrielle Linder presented Summary of Main Data Points: Q3 TD 2025

- CFG Bank Arena:
 - 48% of visits from Q2 midway through Q3 within 1,000 ft radius
- Lexington Market:
 - 43% of visits from Q2 midway through Q3 within 1,000 ft radius
- Vacancy Trends:
 - Retail vacancy increased 0.5% from last quarter
 - Multi-family vacancy reduced 0.3% from last quarter
- Leases in CBD:
 - 8 leases signed in Q3 TD - majority lease renewals
- **Equity Initiatives – Brennan Murray**
- Media Spotlights highlighting Black Businesses
 - Social Campaign around dairy industry and dairy based products/retailers
 - Lexington Market Black Business spotlight with WJZ
 - During the month of August, 60+ black owned businesses were highlighted in social and newsletters.

VII. New Business

- No new business

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

The meeting adjourned at 8:40 a.m.