



## 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, January 28, 2016 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, Christine Bivens (via phone), Greg Cangialosi, Augie Chiasera, Armentha Cruise (via phone), Clinton Daly (via phone), Deborah Devan (via phone), Jeffrey Fraley (via phone), Paul Graziano (via phone), Gilberto de Jesus, Henry Raymond (via phone), Kurt Schmoke (via phone), Colin Tarbert (via phone), Brian Tracey (via phone), Michael Walton (via phone) and Christy Wyskiel (via phone).

Staff present were: William “Bill” Cole, President & CEO; Kim Clark, Executive Vice President and Nancy Jordan-Howard, Chief Operating Officer. BDC Staff: William Beckford; Karl Bradley; Larysa Salamacha; Susan Yum; Paul Taylor; Deb Tillett; Dan Taylor; Michael Snidal; Patrick Terranova; Richard Escalante; Raven Thompson; Javier Von Westphalen; and Renee West (as Recording Secretary).

Also in attendance: Natalie Sherman, *The Baltimore Sun*, Ed Gunts, and *Baltimore Brew*

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. President’s Report
  - i. Cole reported that the final business recovery report was distributed at the end of November 2015 by Mayor Stephanie Rawlings Blake. The four page summary reported the number of businesses BDC was able to reach and the amount of financial support provided; 73 store front recovery grants, totaling \$210,000; 30 forgivable loans, totaling \$660,000 with a grand total distributed during the business recovery efforts of \$870,000. Cole further noted that BDC raised \$400,000, and used money from the capital funds to ensure that all of the loans were processed.
  - ii. Cole further noted that all of the pharmacies impacted by the unrest with the exception of the CVS located on North Avenue have reopened. The CVS store located at Pennsylvania and North Avenues is scheduled to have a grand reopening in April 2016.
  - iii. Cole reported that BDC was the focus of the Baltimore Metropolitan Council’s recent issue of their quarterly newsletter; this four page publication provided an overview of BDC’s work.
  - iv. Cole also reported that several of the deals that the Board has previously approved have closed, citing 612 S. Howard as an example (is going to settlement), additional updates will be provided.
  - v. Cole discussed BDC’s new office space, noting that it provides a completely different work environment that features ample work spaces that promote a more collaborative environment for staff. He reminded the group that the lease was up, the mechanical infrastructure was antiquated and there wasn’t sufficient meeting space in the previous office space. A comment was made regarding how impressive the new space looks and that it will be a desirable environment to host new businesses and businesses looking to expand in Baltimore. Cole finally noted that all of the old furniture and some of the equipment from the previous office was donated to the Baltimore City Public School System and other non-profit organizations.

- vi. Cole noted that he will begin updating the Board on (business development) activities that highlight the variety of services BDC provides. He then provided an example of a business that approached BDC staff with a mired of issues they encounter. BDC since then has provided a concierge level of service that included coordination of every level of government as well as with a number of utility issues. This manufacturing company will bring more than 130 new jobs to local economy.
- vii. Cole reported that he and Will Anderson (Baltimore County Economic & Workforce Development) continue to discuss ways to collaborate. Cole noted Sparrow's Point as a notable example; this will be a transformational project for the region. Further noting that jobs related to that site will be vitally important to Baltimore City residents; it is one of their goals to figure out how to get employees to those jobs.
- viii. Cole reported that in November, Baltimore was designated as a TechHire city by the United States Department of Labor. Currently the competitive grant application is in process. It was further noted that the United Way will serve as the fiscal agent for the funds.
- ix. Cole reported that the Baltimore City Council Taxation Committee approved the UM Biopark TIF.
- x. Cole reported that BDC now has an updated logo and that an updated website will be launched within the next couple of weeks. Cole further noted that the updated BDC and Small Business Resource Center's websites (SourceLink) will be discussed at the February Board meeting.

### III. Chairman's Comments

- i. Williams indicated that periodically, the Board will be updated by BDC staff on services they provide to new and existing businesses. This will be done in an effort for Board members to be better equipped to direct businesses that require assistance.

### IV. Committee Reports

#### Business Retention and Expansion Committee

- i. The committee met on January 15, 2016. An overview of the Foreign Trade Zone (FTZ) was provided on how FTZ's perform nationally. The FTZ 74 includes five jurisdictions and almost a \$1Billion worth of materials have come through the FTZ. Two additional jurisdictions have asked to join FTZ 74 (Queen Anne and Howard County), those requests are awaiting final approval from the Foreign Trade Zone Board.

#### Loan Committee

- i. A loan to Madison Cloud IT Solutions, LLC (MC) will be used to hire two employees and for working capital. The company is located at 36 S. Charles Street.
- ii. MC is a company that specializes in the reselling of IT products, including hardware and software products to the Federal Government.

#### Project Review and Oversight Committee

- i. The committee met on January 13, 2016, the purpose of the meeting was to review and select between two competing proposals for the disposition of 906 Washington Boulevard.
- ii. Raven Thompson provided an overview of the project that included location (within an urban renewal area and historic district), description of the two buildings on the parcel of land, and the current uses. The first proposal was from Pigtown Main Street, proposes a mixed-use development with three apartments, community meeting space, ground floor retail and new office location for Pigtown Main Street. The second proposal from Ernst Valley Investments Corporation, proposes a mixed-use

development with eight market-rate apartments and ground floor retail that will house a Milk & Honey market and café.

- iii. It was noted that the first proposal's purchase price was for \$50,000 and the second one was for \$100,000. The current assessed value of the property is \$271,000.
- iv. Arnold Williams moved to close the BDC Board of Directors Meeting at 8:18 a.m. under Section 10-508 a (14) which states: "Before a contract is awarded or bids are 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." Augie Chiasera Cruise seconded, all in favor. The motion was passed.