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BALTIMORE'S ECONOMIC DEVELOPMENT AGENCY

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Baltimore's Westside Superblock Moves Forward

MOU Executed; Plans for Lexington Square, Baltimore Unveiled.

Since taking office in January 2007, Mayor Sheila Dixon, with the assistance of the Baltimore Development Corporation (BDC), has personally been involved in moving the Westside Superblock revitalization forward and keeping the positive momentum alive for one of the city's largest redevelopment initiative.

Mayor Dixon recently made two major announcements regarding the project. First, that a Memorandum of Understanding (MOU) has been executed between the City of Baltimore, the Baltimore Development Corporation (BDC), The Harry and Jeanette Weinberg Foundation, The Cordish Company and Lexington Square Partners, LLC (The Chera/Dawson Group) that provides for an exchange of properties. The city agreed to swap properties north of Lexington Street bordered by Park Avenue, West Lexington, Howard and Clay Streets for the Weinberg Foundation holdings on the south side of West Lexington Street; a step that enables Lexington Square Partners to move forward with the redevelopment of the major portion of the Superblock (including the former Greyhound bus station). The Weinberg Foundation, in partnership with The Cordish Company, plans a mixed-use development that will complement an adjacent Foundation project, the conversion of the former Stewart's department store into Catholic Relief Services' world headquarters.

"I want to commend the parties that negotiated this agreement, namely the Baltimore Development Corporation, the city's Law Department and The Harry and Jeanette Weinberg Foundation," said Mayor Dixon. "The Weinberg Foundation has been in the forefront of the redevelopment of the Westside since 1997. This redevelopment has been delayed largely because of enormous complications that most observers, including members of the press, have not fully appreciated. The Weinberg Foundation's agreement with the city is an additional demonstration that both the Weinberg Foundation and the city have consistently taken significant steps to move the Westside redevelopment forward in a timely manner."

The MOU outlines the principles and obligations for the parties shared understanding of how they will proceed, both individually and in cooperation with each other, to redevelop the Westside Superblock. The agreement commits each to the development and transformation of the area from its present distressed condition into quality residential and commercial uses. BDC has subsequently obtained Board of Estimates approval for the MOU and negotiations for the Land Disposition Agreement (LDA) are underway.



Lexington Square, Baltimore project looking east from Howard and Lexington Streets.



Another view of the project at Fayette and Howard Streets from the northeast.

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Mayor Sheila Dixon, BDC President M.J. "Jay" Brodie, Deputy Mayor Andy Frank (in the background) observe as Shale Stiller, President of The Harry and Jeanette Weinberg Foundation, signs the Memorandum of Understanding for the exchange of properties in the Superblock area.

"I want to commend Mayor Sheila Dixon and her very able staff in concluding the agreement which is another positive action furthering the redevelopment of the Westside. Mayor Dixon's personal attention to this project has played a pivotal role in reaching this agreement," said Shale Stiller, President of the Foundation.

Coming on the heels of the MOU announcement, Mayor Dixon joined by representatives of Lexington Square Partners, LLC, unveiled Schematic Design Plans (preliminary plans) for Lexington Square, Baltimore, a \$250 million redevelopment effort that compasses three city blocks bounded by Howard, West Lexington, Liberty and West Fayette Streets, and revitalizes the Market Center Urban Renewal Area with an urban retail destination and residential project.

Comprised of over 300,000 square feet of retail space, 400 residential rental apartments and 900 enclosed parking spaces, Lexington Square, Baltimore will bring a new perspective to mixed-use development for downtown Baltimore's Westside and serve as an economic anchor for the rest of the neighborhood. Slated to begin construction in 2008, the project will feature two 14-story residential towers designed to provide energy efficient modern urban living options. The apartments will consist of a variety of one-and-two bedroom configurations complimented by private balconies with downtown and Inner Harbor views, and a private rooftop for outdoor activities.

The retail development component centers on the creation of several large floor plate spaces designed to attract major brand retailers. The development team anticipates that work will initially begin in the 100 block of West Lexington Street so that relocation space will be available for existing businesses within the larger redevelopment.

"Lexington Square, Baltimore expects to deliver an opportunity that yields tremendous results for national and local retailers, both large and small," said Lloyd Goldman, President, BLDG Management Company, Inc. "We're proud to unveil this leading edge mixed-use project in Baltimore."

"I am excited about the redevelopment plans submitted by Lexington Square Partners for the Westside Superblock. Their retail concept represents a bold and new statement for the Westside," said Mayor Dixon. "I applaud the development team's innovation and for keeping the positive momentum moving forward."

A seven-story parking garage will provide covered and secure parking for both Lexington Square residents and retail patrons. Concentrating all vehicular access to Park Avenue will allow the creation of fully dedicated pedestrian environments with new streets, trees, lighting and urban furnishings.

BDC President M.J. "Jay" Brodie said the city hopes to work with as many Westside merchants as possible to enable them to participate in the redevelopment effort.

Members of the Lexington Square, Baltimore project development team are: ICS Baltimore LLC (Isaac Chera); Feil-Baltimore LLC (Jeff Feil); BLDG Baltimore LLC (Lloyd Goldman); Nakash-Lexington LLC (Nakash); and HAD Baltimore II, LLC (the Harold A. Dawson Company Inc. - Harold A. Dawson, Sr. / Harold A. Dawson, Jr.). Additional project members include: Cooper, Robertson & Partners, Inc. (planner and urban designer) and William Jackson Ewing (retail leasing).



The former Greyhound bus station property on West Fayette Street will be redeveloped as part of the Lexington Square, Baltimore project.

Mayor's Column

Making Economic Development Progress

During the last several months, I have had great news to report on the economic development front. Projects facilitated by the Baltimore Development Corporation (BDC) that will bring new excitement and momentum to our city.

I was elated by the recent signing of the Memorandum of Understanding (MOU) between the city and The Harry and Jeanette Weinberg Foundation that allows for an exchange of properties in the Superblock area and averted a costly court fight. A key component to the success of the redevelopment of the city's Westside of downtown is moving the Superblock's revitalization forward and keeping it on track. With this agreement, Lexington Square Partners (The Chera/Dawson Group) will proceed with their innovative plans for a \$250 million mixed-use residential/retail development.



Mayor Sheila Dixon

Letter from the Chairman & President

BDC: Working Hard to Help Make Your Business Better



BDC President M.J. "Jay" Brodie and Chairman Arnold Williams

Progress is also being made in the southwestern portion of the city. The city's southern gateway will get a much improved and needed new look with the \$200 million Gateway South project, which will bring hundreds of thousands of square feet of modern office and retail space, and attract people and businesses to the city's Carroll Camden community. This project, lead by the Cormony Development Team, includes Baltimore Ravens Linebacker Ray Lewis, whose "Ray of Hope Center," an educational and mentoring facility for our children, will be an integral part of the development. Green technology will be used to make this project environmentally friendly, creating a greener, cleaner and healthier city for all of us.

Speaking of young people, creating educational and workplace opportunities for our children is an important priority for my administration. Hilton Hotels Corporation, which will manage and operate the new Hilton Baltimore hotel now under construction, has created the \$3 million Hilton Baltimore Convention Center Hotel Scholarship Fund for Baltimore City high school graduates interested in pursuing careers in hotel management and hospitality. Graduates of the National Academy Foundation High School will be given first priority for the scholarship awards, which will be administered by the CollegeBound Foundation (read more about this on page 6).

Several weeks ago I attended a ceremony at the hotel site to celebrate a special milestone – construction had been completed on all parking levels and the public space levels including the lobby, grand ballroom and meetings rooms, and had reached level four, the first floor of guest rooms in the tower. Additionally, the visit gave me the opportunity to congratulate Hensel Phelps Construction Company and its subcontractors on their Baltimore Residents First and diversity initiatives.

As our city continues to move forward, creating better opportunities for its citizens, I look forward to sharing even greater results concerning our economic development activities.

For the Board and staff of the Baltimore Development Corporation (BDC), our definition of economic development is very simple: create as many jobs as possible for the residents of Baltimore City through the retention, expansion and attraction of business, which ultimately leads to increases in the city's tax base.

To carry out our mission, BDC uses a variety of tools to spur economic development for large and small businesses – in city neighborhoods and in downtown. As a point of reference, regularly BDC does 70 to 80% of its work outside of downtown. We use outreach visits to maintain personal contact with the business community, ensuring the best method of assistance. One of the economic incentives we employ is Tax Increment Financing (TIF) for infrastructure in order to attract private investment. TIFs function by pledging the anticipated future real property tax increments from the new development to repay the special obligations bonds. Under a TIF, the city agrees to create a TIF District, establishing a special fund to capture the incremental tax payments generated by the new development and, subject to the city's appropriation, release the incremental tax payments to the bond purchasers. While the city issues the TIF bonds, the bond do not carry the "full faith and credit" of the city, and the city's obligation does not extend beyond the collection of real property taxes and the release of those funds to the bondholders. TIF financing is being used for the \$70 million renovation of Mondawmin Mall in Northwest Baltimore, which will bring a major grocery store along with new retail, restaurants and services.

We employ brownfield incentives to support environmental cleanup and redevelopment, and historic tax credits to encourage preservation. And at the end of 2006, BDC facilitated the expansion of Baltimore's Enterprise Zone to over 19,000 acres to aid with expansion and job creation across the city. We are working hard to revitalize the city's commercial areas with new businesses and services, and are assisting small companies through the Main Streets Program and the Small Business Resources Center. BDC is supporting new technologies for Baltimore's future economy through our incubator program – the Emerging Technology Centers in Canton and Johns Hopkins Eastern, and is assisting with the development of new facilities at the University of Maryland and Johns Hopkins that will allow our medical/educational community to capitalize on discoveries in medicine and biotechnology.

Additionally, BDC has several loan programs that may fit your business needs. Through the Shop Baltimore Loan Program gap financing in the form of below-market interest rate loans are provided to businesses in designated commercial areas of the city (see page 15 for more details). The Revolving Loan Funds are used for acquisition and improvement of land, facilities and equipment, including renovation, demolition, site preparation and new construction. The funds may also be used for working capital with restrictions. Empowerment Zone 50/50 Loan Program targets businesses currently located within, or willing to locate within, federally designated Empowerment Zones. Funds can be used for acquisition and improvements of land and existing facilities or for demolition, site preparation, new construction and working capital needs. Loan requirements stipulate that an eligible business employ zone residents, and obtain at least 50% of its financing from other sources. And lastly, city General Obligation Bond funds can be the source of loans used for guarantees and capital improvements.

To learn more about BDC's loan programs or any of our services, call us at 410-837-9305 or visit our web site at www.baltimoredevelopment.com.



Gateway South Is Coming!

\$200 million project will include more than 800,000 square feet of retail, business and recreation space.

Bringing an attractive new development to the city's southern gateway has been an important priority for the Baltimore Development Corporation (BDC) for sometime. And through the Gateway South project, BDC has found it.

Gateway South will create a fresh new image for the I-295/Russell Street corridor, bringing a 600,000 square foot Class A office building, a 35,000 square foot Greyhound and inter-modal transportation terminal, 100,000 square feet of retail and restaurant space, and a 100,000 square foot sports and recreation complex unlike anything else in Baltimore.

"The people of Baltimore will benefit from the giant leap forward we are taking," said Mayor Sheila Dixon. "The Gateway South project will make the city an even better place to live, learn, play and earn, and has the added benefit of bringing hope to the lives of thousands of children."

An integral part of the \$200 million project is "The Ray of Hope Center," Baltimore Ravens Linebacker Ray Lewis' new educational and mentoring center that will help motivate and teach children citywide, while leveraging connections to both business and sports.

Mr. Lewis, an equity partner in the project, had been meeting with corporate, community and civic leaders to identify an opportunity to be part of a development project that would help the citizens of Baltimore.

The project is named for a prime 11-acre waterfront site on the Middle Branch of the

Patapsco River in the Southwest Baltimore community of Carroll Camden. The Cormony Development Team, the developer, was selected through a competitive Request for Proposals (RFP) process conducted by BDC for the project.

"We are thrilled to have the opportunity to participate in redefining Baltimore's southern gateway with the development of a model urban project that will make what is now a tired and dreary entrance to the city exciting and alive; and will provide the citizens of the community, the city and the region a unique and desperately needed place to work, play and learn," said Cormony Development Managing Partner Samuel Polakoff.

"Carroll Camden is an important redevelopment area for the city," said BDC President M.J. "Jay" Brodie. "This project will take dilapidated and outdated industrial space and create a new, green building complex that restores the waterfront wetlands and wildlife habitat while bringing new people and activities to an underutilized part of the city."

In addition to Polakoff and Lewis, other members of the Cormony Development Team include Andrew

Goldman and Robert Timken; Dean Harrison of Harrison Development; and Ira Rainess, Ray Lewis' agent/attorney and partner in Team 52 Development.

Gateway South is south of M&T Bank Stadium and east of the 500-acre Carroll Camden Industrial Park, which is home to over 165 businesses, employing more than 7,700 people. The Gateway South project will anchor the east side of Carroll Camden; the west side is firmly anchored by the 1.3 million square foot Montgomery Park Business Center.

BDC is negotiating a Land Disposition Agreement (LDA) with the development team for the city-owned properties.



(left to right): BDC President M.J. "Jay" Brodie, Dean Harrison of Harrison Development, Andrew Goldman and Samuel Polakoff of Coromony Development and Mayor Sheila Dixon laugh at a response given by Baltimore Ravens Linebacker Ray Lewis to a question about the Gateway South project.

Pratt Street Envisioned as “World Class Avenue of the Inner Harbor”



Ayers Saint Gross/Olin Partnership's redesign of Pratt Street.

Envision Pratt Street as a “world class Avenue of the Inner Harbor,” lined with shops and restaurants, water features, civic and pedestrian spaces, with a landscaped median and on-street parking; well that is what a ten member team led by Baltimore-based Ayers Saint Gross and Olin Partnership of Philadelphia imagines as it conceptualizes a redesign of a 16-block area of Pratt Street in downtown Baltimore (between Martin Luther King, Jr. Boulevard on the west and President Street on the east).

Additional features of the Ayers Saint Gross/Olin Partnership concept includes sustainable environmental systems for landscaping and storm water; an east-west trolley between President Street and Martin Luther King, Jr. Boulevard; and new lanes for bicycle traffic. Infill structures of one to three stories in height are proposed at several locations as pavilions or building additions. A central “video wall” is planned for a new Civic Plaza structure at the current McKeldin Plaza area; and new fountains would establish “gateways” at President Street and Martin Luther King, Jr. Boulevard.

According to the Baltimore Development Corporation (BDC) and its partner agencies (Downtown Partnership of Baltimore and the Baltimore City Departments of Transportation and Planning), because the Ayers Saint Gross/Olin Partnership concept plan encompassed: 1) an excellent clarity of vision; 2) created a

tangible identity and unique character; 3) enhanced a safer pedestrian experience; 4) has economic viability; and 5) possesses practicality with the ability for implementation, it was selected by a professional jury panel from among four teams (EDSA; Ehrenkrantz Eckstut & Kuhn Architects/Mahan Rykiel Associates; and Hargreaves Associates/Design Collective, Inc.).

“As Baltimore’s Inner Harbor experience has evolved over time, Pratt Street has continued to play a key role as one of the city’s vital public spaces for pedestrians and vehicles. This design competition produced a variety of new ideas for refreshing and improving this significant urban area,” said BDC President M.J. “Jay” Brodie.

“The Ayers Saint Gross/Olin Partnership Team had the best overall presentation, taking ideas from other great cities and tailoring them to the unique characteristics of Pratt Street -- but all of the submitted proposals had creative elements that we’ll be interested in incorporating into the final design,” said Downtown Partnership President Kirby Fowler. “The process has moved so quickly to this point, which speaks to the community’s desire to see Pratt Street remade into a more beautiful and pedestrian-friendly boulevard.”

While project costs are undetermined at this time, the redesign of Pratt Street will occur in phases, with total completion anticipated

over several years. BDC will negotiate Phase I (a scope of services, a timeline and consultant fees) with the Ayers Saint Gross/Olin Partnership Team.

“Over the past two decades, Pratt Street has served as the gateway to Baltimore’s famous Inner Harbor. The envisioned redesign of this gateway will make this important street more of an integral part of the Inner Harbor experience,” said Al Foxx, Director of Baltimore City’s Department of Transportation.

In March 2006, Downtown Partnership of Baltimore convened a charrette for Pratt Street stakeholders to explore potential improvements to Pratt Street between Martin Luther King, Jr. Boulevard and President Street. The result of that meeting and subsequent discussions was the decision to conduct a Concept Design Competition for a comprehensive Pratt Street vision. BDC, and its partner agencies, issued a Request for Qualification in October 2006, to which ten teams responded. Following interviews, the ten teams were short-listed to six and then to four in December 2006. The four teams were each given \$25,000 and a deadline of February 12, 2007 to design a concept plan for the Pratt Street boulevard corridor. Each team then presented its design graphics before a professional jury panel and at a public information forum.

The jury panel (composed of M.J. “Jay” Brodie, F.A.I.A./A.I.C.P., BDC President; J. Kirby Fowler, Jr., President, Downtown Partnership of Baltimore, Inc.; Alfred H. Foxx, Director, Baltimore City Department of Transportation; Douglas B. McCoach, III, AIA, Director, Baltimore City Department of Planning; Donald C. Fry, President & CEO, Greater Baltimore Committee; Cyril Paumier, Urban Design Consultant, Downtown D.C. Business Improvement District; Garth C. Rockcastle, F.A.I.A., Dean and Professor, University of Maryland School of Architecture, Planning and Preservation; and Mario L. Schack, F.A.I.A., Professor of Architecture, Cornell University) selected the Ayers Saint Gross/Olin Partnership Team by unanimous vote.

The team will work under the direction of BDC and its partner agencies, along with public and private sector stakeholders and interested individuals, to finalize designs and a phased program of implementation.

Ziger/Snead Architects & Thomas Balsley Associates Selected to Create a New Rash Field



Rash Field

"We are very excited to work with award-winning park and waterfront designer Thomas Balsley, and the innovative architects at Ziger/Snead, to design a new, larger, more functional and more beautiful Rash Field Park, with a parking garage concealed beneath," said Peter Little, Executive Director of the PABC.

open spaces. The site, approximately 9.3 acres, has been expanded from the current Rash Field to include the area from the Maryland Science Center to the Ritz Carlton and Rusty Scupper restaurant, encompassing the Marina Parking Garage.

Based on a 2003 Inner Harbor Master Plan recommendation that an underground parking facility be constructed and concealed by a new Rash Field Park, PABC and BDC hired a consultant to conduct a feasibility study (completed in June 2006) that concluded that such a parking facility was practical.

Ziger/Snead & Thomas Balsley will work closely with PABC, BDC and Recreation and Parks staffs and community residents/area stakeholders to ensure that the final design meets the highest criteria and community expectations.

Representatives from the PABC, BDC, Department of Recreation and Parks, Parks and People Foundation, Maryland Science Center, Federal Hill Neighborhood Association, Friends of Federal Hill Park and the Key Highway Community Association made the selection.

In partnership with the Baltimore Development Corporation (BDC), the Parking Authority of Baltimore City (PABC) announced the selection of Ziger/Snead Architects & Thomas Balsley Associates to redesign Rash Field Park with an underground parking facility.

The design team was selected for its relevant project experience, its capacity to work with stakeholders and community, and for its ability to meet the project timeline.

area stakeholders and community to develop design drawings by late summer. Construction is expected to begin next winter on the underground parking garage.

The Joseph H. Rash Memorial Park, which opened to the public in 1976, has served Baltimore City as an open space for recreational activities, special events and the site of the Pride of Baltimore Memorial. Located on the south shore of Baltimore's Inner Harbor, Rash Field ranks as one of Baltimore's most important

Hilton Baltimore Convention Center Hotel Update

Hilton Hotels Corporation Establishes Scholarship Fund for Baltimore City High School Graduates

Representatives from Hilton Hotels Corporation, the National Academy Foundation (NAF), CollegeBound Foundation and the Baltimore Hotel Corporation, recently joined with Mayor Sheila Dixon and City Councilman Ken Harris to announce the establishment of the Hilton Baltimore Convention Center Hotel Scholarship Fund by Hilton Hotels Corporation.

Executives from Hilton Hotels Corporation, which will operate and manage the 757-room Hilton Baltimore Convention Center Hotel now under construction at 401 West Pratt Street in downtown Baltimore, expressed a strong desire

to partner with Baltimore City Schools and encourage young people with an interest in hotel management and hospitality.

"Hilton has been a strong economic partner for the City of Baltimore, and it has now become a strong partner for our students as well," said Mayor Dixon. "I commend the Hilton Hotels Corporation for its willingness to help young people achieve the dream of a college education and I look forward to strengthening the city's relationship with this great corporate citizen."

Within 30 days of the opening of the new hotel (scheduled for completion in August 2008) Hilton Hotels Corporation will contribute an initial \$200,000 to the scholarship fund, with matching donations to follow each year for up 14 years provided that Hilton Hotels remains the manager of the Convention Center Hotel.

When fully funded over the next 15 years, Hilton will have contributed a total sum of \$3 million to the scholarship fund.

"Hilton is pleased to play an integral role in increasing educational opportunities for

Hilton Baltimore Convention Center Hotel Update



(left to right): Bill Holland, Vice President, Human Resources Succession Planning, Hilton Hotels Corporation; Baltimore City Councilman Kenneth Harris, Sr.; National Academy Foundation student; Mayor Sheila Dixon; Charlene Cooper Boston, Interim CEO, Baltimore City Public School System; Charelle James, Assistant Principal/Academy Director, National Academy Foundation High School; and Ted Ratcliff, Senior Vice President, Hilton/Doubletree Operations East, Hilton Hotels Corporation; at the announcement of the creation of the \$3 million Hilton Baltimore Convention Center Hotel Scholarship Fund.

the young people of Baltimore City, and especially Baltimore City public high school graduates who intend to enroll or are enrolled in college hotel, hospitality, and/or restaurant management programs," says Matthew J. Hart, President and Chief Operating Officer, Hilton Hotels Corporation. "As we continue our commitment in supporting greater education opportunities for deserving and eligible graduates, we look forward to partnering in this scholarship fund effort with the National Academy Foundation and CollegeBound Foundation in Baltimore."

An agreement between the Baltimore Hotel Corporation, Hilton Hotels Corporation, the National Academy Foundation and the CollegeBound Foundation outlining management and operation criteria for the Hilton Baltimore Convention Center Hotel Scholarship Fund was approved by Baltimore Hotel Corporation Board of Directors on December 15, 2006.

"Hilton Hotels Corporation is to be congratulated for helping to create a qualified base of employees for Baltimore's hospitality industry," said Baltimore Hotel Corporation Chairman M.J. "Jay" Brodie. "This scholarship fund will be a boost for those students who need financial assistance to pursue their career goals."

The National Academy Foundation High School is a Baltimore City public high school, currently achieving 96% attendance. Located on the Federal Hill campus of Digital Harbor High School on Covington Street, NAF's Academy of Hospitality & Tourism prepares students for

college and professional success, providing extensive work-based learning experiences in partnership with over 60 related hospitality and tourism businesses. NAF Baltimore is the first of its kind in the country to form one high school integrating three academies: Information Technology, Finance, and Hospitality & Tourism, all affiliated with the National Academy Foundation.

Jeffrey M. Homes, Co-Chair of the Board of Directors of the National Academy Foundation High School, stated, "The Hilton Hotel Corporation scholarship program will encourage NAF students to reach for excellence in their academic work. We are very proud of our students graduating from the Academy of Hospitality & Tourism and excited that this financial assistance is available for them. We are equally excited that the Hilton will be working closely with our students and faculty to help jump start careers in the field."

The CollegeBound Foundation, administrator of the Hilton Scholarship Fund, is a charitable foundation in Baltimore City whose mission is to make a college education accessible to graduates of public high schools in the city by, among other things, providing counseling and other services in Baltimore City public high schools and providing scholarship grants to eligible graduates of those schools.

As administrator, CollegeBound, each year after establishment of the scholarship fund,

will award scholarships from that fund to qualified and eligible students enrolled in hotel, hospitality and/or restaurant programs at two or four year colleges. The scholarships will be awarded in the following order: 1) eligible graduates of NAF will be given first priority for the awards; and 2) second priority will be given to graduates of Baltimore City public high schools other than NAF.

"CollegeBound Foundation Executive Director, Dr. Craig Spilman, views the Hilton Convention Center Hotel scholarships "as a terrific opportunity to increase the number of Baltimore high school graduates who will realize their dream of a career in the hospitality/tourism industry and based on what we observe, many will return to the Baltimore region to enter our workforce."



The National Academy Foundation High School is located on the Federal Hill campus of Digital Harbor High School on Covington Street.

Construction of Hilton Baltimore Moving Upward

Since our last update, steady progress continues to be made on construction of the Hilton Baltimore Convention Center Hotel at 401 W. Pratt Street. Here are the particulars:

- Completed foundations, sub-surface utilities and waterproofing, below-grade parking garage levels, slab-on-grade (level one), mezzanine and level two and the structural
- frame for Howard Street Bridge span.
- Future work: complete west building podium structure (levels three and four) by the end of April 2007; east building structure (three levels) by July 2007 and west building structure (top off level 19) by October 2007.
- Booking pace: Contracted over 102,000 room nights as of mid-April.
- Established the \$3 million Hilton Hotels

Corporation Scholarship Fund for Baltimore City High School Graduates, in partnership with the Baltimore City National Academy Foundation and the CollegeBound Foundation (see article on page 6.)

- Stephanie Rawlings-Blake, President of the Baltimore City Council, was elected Vice Chair of the Baltimore Hotel Corporation at its meeting of April 20, 2007.



A view of the construction progress being made on the Hilton Baltimore Convention Center Hotel, with the Zenith (a mixed-use residential/retail project under construction as well), in the background.



Mayor Sheila Dixon with Bill Thumm, project manager for Hensel Phelps Construction Company (left), presenting an award to Jim Nagel, a foreman for Banner Masonry, at a recent awards ceremony at the hotel construction site.

Frank and Nelson Appointed to BDC Board

Mayor Sheila Dixon has appointed **Andrew B. (Andy) Frank**, Deputy Mayor for Neighborhood and Economic Development, and **Carla A. Nelson**, Director of the Mayor's Office of Minority and Women-Owned Business Development, to the Baltimore Development Corporation (BDC) Board of Directors.

Andy Frank, who for ten years worked at BDC (the last six as Executive Vice President), supervised teams responsible for business development and retention, urban design and planning, brownfields, foreign trade zone and commercial revitalization. Expanding his responsibilities from 2004-2006, he held the position of Inner Harbor Coordinator, charged by then Mayor Martin O'Malley with maximizing the area's development and recreation potential, while coordinating better delivery of city services. Prior to his career at BDC, Andy Frank worked for the Baltimore City Department of Housing and Community Development, the city's Department of Planning and for a private sector developer.

With a Bachelor's degree from Rutgers University in Urban Economics and a Master's degree from the University of North Carolina at Chapel Hill in City and Regional Planning,

he serves on the boards of the Baltimore Hotel Corporation, Live Baltimore Home Center (two years as board chair), Museum Walk, Station North Arts District and the Baltimore Waterfront Promenade Committee.

Mr. Frank, who served as a co-director of Mayor Dixon's Transition Team, was appointed by her to his new position of Deputy Mayor in December 2006.

Carla Nelson, a veteran business leader and successful small business owner, was tapped by Mayor Dixon (in February 2007) to implement her vision for enhanced women and minority participation in Baltimore City, as the new Director of the Mayor's Office of Minority and Women-Owned Business Development.

As president and CEO of Visionary Network Consultants, Inc., Ms. Nelson possesses extensive experience in business consulting, marketing, public relations and training services for public and private sector clients throughout the Maryland metropolitan area. She is principal of Keep "Company" With God, LLC and co-founder & producer of Capital BookFest Productions, LLC. She is a 2006 State



Andrew B. Frank



Carla A. Nelson

of Maryland Top 100 MBE (Minority Business Enterprise) honoree.

Ms. Nelson attended Cornell University's School of Industrial and Labor Relations.

In addition to BDC's board, Carla Nelson serves on the Baltimore Area Convention and Visitors Association (BACVA) board, the East Baltimore Development Inc. (EBDI) Economic Inclusion Advisory Committee, and the boards of the Prince George's County Black Chamber of Commerce (vice president), Associated Black Charities of Maryland (2nd vice chair), the Baltimore/Washington International Airport Small and Minority Business Advisory Council, and the U.S. Small Business Administration Washington District Advisory Council.

Mr. Frank and Ms. Nelson join a 12-member BDC board that includes: Chairman Arnold Williams, Managing Director, Abrams, Foster, Nole & Williams, P.A.; Atwood "Woody" Collins, President & COO (Mid-Atlantic Division), M&T Bank, Inc.; Deborah Hunt Devan, Principal, Neuberger, Quinn, Gielen, Rubin & Gibber, P.A.; Michael Falcone, President & CEO, Municipal Mortgage & Equity, LLC; Edward Gallagher, Director, Baltimore City Department of Finance; Francis X. Gallagher, Managing Director, Stifel Nicolaus; Paul Graziano, Commissioner, Baltimore City Department of Housing & Community Development; Bert Hash, Jr., President & CEO, Municipal Employees Credit Union of Baltimore, Inc.; William Roberts, President, Verizon Maryland Inc.; and Brian Tracey, Senior Vice President, Bank of America.

In other BDC board news: **Deborah Hunt Devan**, who heads Neuberger Quinn Gielen Rubin & Gibber's bankruptcy group, was named for a second time by *The Daily Record* as one of Maryland's Top 100 Women for 2007. Ms. Devan was recognized as a successful female professional who gives back to her profession and community by mentoring others and by personal community involvement. Established in 1996, this annual awards program celebrates the outstanding achievements of professional women who reside or work in Maryland. Ms. Devan also received this award in 2005.

In February, *The Credit Union Times* named **Bert J. Hash, Jr.**, President and CEO of the Municipal Employees Credit Union of Baltimore, Inc. (MECU), their CEO of the Year. He was selected from over 60 credit union leaders around the country. Mr. Hash's selection was based on his leadership within his credit union which grew from one branch to seven, the credit union industry where he serves in numerous national and state positions, and most notably, his leadership in the community where MECU volunteers thousands of hours to help others in Baltimore.

BDC Names New Executive Vice President and Main Streets Director

Baltimore Development Corporation (BDC) President M.J. "Jay" Brodie recently announced the selection of **Kimberly A. (Kim) Clark** as BDC's new Executive Vice President and **Donna J. Langley** as the new Director of the Baltimore Main Streets Program.

Employed at BDC since 1998, Kim Clark has been responsible for overseeing economic development initiatives and project management for East Baltimore as a senior economic development officer, and most recently, as Director of Economic Development for BDC's East Team. In that capacity, she managed a five member team responsible for over \$1 billion in real estate development. Some of Ms. Clark's past and current projects include the Marriott Waterfront Hotel, the Hampton Inn at Calvert and Redwood Streets, Bond Street Wharf, Belvedere Square, Waverly Giant, Canton Crossing, Harborpoint and the Fleet/Eden Garage.

As Executive Vice President, Kim Clark will supervise BDC's geographic teams as well as specialized teams responsible for business development and retention, industrial development, urban design and planning, and commercial revitalization.

Prior to BDC, she worked for the city's Department of Housing and Community Development's Commercial Revitalization division, covering several commercial districts including Hampden, Belair-Edison and Monument Street.

A native Baltimorean, Kim Clark attended Loyola College and Towson State University.

Donna Langley joined BDC in 2005 as a Business District Specialist responsible for supporting five Main Street neighborhood programs (Federal Hill, Pigtown, Highlandtown, Waverly and Belair-Edison) with technical assistance and coordination of city services. She also created and maintained the Baltimore Main Streets web site.

As Director of the Main Streets Program, Ms. Langley will have managerial oversight for the city's eight Main Street districts and one affiliate neighborhood, including implementation of economic activities and project management. The Baltimore Main Streets program is a component of BDC's Commercial Revitalization division, directed by William Beckford.



Kimberly A. Clark



Donna J. Langley

Donna Langley previously worked as a program manager for Volunteer Maryland and as a manager/personnel director for G&G Enterprises, Inc. She holds a Bachelor of Arts degree in Psychology.

"Both Kim and Donna have performed with energy and excellence at BDC, regularly taking on difficult projects and driving them to completion. Their qualities are well-suited for their new leadership positions in continuing to carry out and accelerate BDC's mission," said BDC President Jay Brodie.

Kim Clark and Donna Langley fill positions previously held by Andrew Frank and Mary Pat Fannon, respectively, who are now members of Mayor Sheila Dixon's staff.

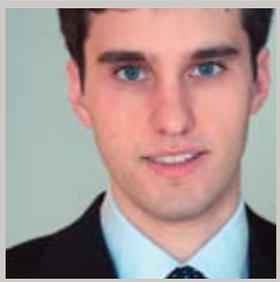
Meet BDC's *Newest* Employees



Terrance Hancock has joined the **East Baltimore Team** as an **Economic Development Officer**. Terrance, a Master's of Real Estate candidate at Johns Hopkins University, also holds a Master's degree in City and Regional Planning from Morgan State University and a Bachelor's degree in Urban Studies from the University of Nebraska-Omaha. In addition to these credentials, Terrance brings over eight years of public sector experience working as a planner and legislative liaison for the Maryland Department of Transportation, State Highway Administration. He currently sits on the board of directors of the St. James Development Corporation.



Also new to the **East Baltimore Team** is **Marianne Navarro**. Marianne joined BDC as an **Economic Development Officer**. She holds a Master's degree in Urban Studies and Planning from the University of Maryland and a Bachelor's degree in Geography and Environmental Planning from Towson University. Her previous experience includes business and community development for the City of Annapolis. Marianne most recently worked as a planner for the City of Laurel where she was involved in research related to the 2006 City of Laurel Master Plan.



Simeon Sebastian Oliva has joined the **Westside Initiative Team** as an **Assistant Development Officer**. Sebastian recently completed a Master's degree in Urban Planning with a focus in real estate finance and spatial analysis from the University of Maryland, College Park. He also holds a Bachelor's degree in General Management from the Eli Broad College of Business at Michigan State University. During his academic career, Sebastian worked as an intern in the fields of real estate development, business administration, sales and controlling. In addition to these experiences, he is fluent in Italian and German.



Bringing over ten years of experience in environmental research and policy analysis to BDC, **Gary Suskauer** has joined the **Industrial Development Team** as the **Director of the Brownfields Initiative**. Gary holds a Master of Environmental Management degree from the Nicholas School of the Environment at Duke University and a Bachelor's degree in Geography from Colgate University. Prior to joining BDC, he worked for the National Association of Home Builders in Washington, D.C. as an environmental policy analyst and was an environmental specialist for the Ohio River Valley Water Sanitation Commission, a regional water pollution control agency in Cincinnati, Ohio.

Business Activity

6-16 N. High Street



- (Patisserie Poupon – Joseph Poupon) - The Board of Estimates executed a Land Disposition Agreement between the city and 816-822 E. Baltimore Street, LLC for the purchase of a portion of the property at 6-16 N. High Street. Patisserie Poupon, a French bakery, is acquiring 4,528 square feet of the High Street property to construct a two-story building for its expansion. Patisserie Poupon's owners will pay \$68,000 for property with total project costs estimated at \$1.5 million. The new addition will create more retail space to service customers, along with more kitchen and production space to create goods for the bakery's national and international clients. The bakery plans to add 10-15 new employees within a year of the project's completion.
- (CRST, LLC – Stanley Tucker) - The Board of Estimates approved a Land Disposition Agreement between the city and CRST, LLC for the purchase of a portion of the property at 6-16 N. High Street. CRST, LLC, a minority-owned financial services and investment, is acquiring approximately 2,816 square feet for \$30,121 to create a small business incubator for young companies and established entrepreneurs that are engaged in government contracting opportunities. The incubator is expected to house six to eight companies with an estimated 35 employees. The developer anticipates producing 10-15 jobs annually for the city and graduating businesses will be encouraged to locate within city limits. The facility to be known as "Jonestown Entrepreneurial Center" will span nearly 10,000 square feet and cost an estimated \$2.4 million.

Charles Village Mixed-Use Development

The Board of Estimates approved an amendment to the agreement regarding Motor Vehicle Revenue Funds for streetscape improvements in the 3100 and 3200 blocks of St. Paul Street and a new median in the unit block of 33rd Street. Disbursement of the funds was conditioned upon the issuance of Tax Increment Financing (TIF) bonds in 2006. Because the bonds were not issued in 2006 and because the streetscape improvements have been substantially completed by the developer, the agreement was amended.

Derrick C. Jones Funeral Home, P.A.

Derrick C. Jones Funeral Home, P.A. has received a \$50,000 loan through BDC's Shop Baltimore Loan Program to assist with the purchase and rehabilitation of properties at 4607, 4609 and 4611 Park Heights Avenue for its mortuary business.

Downtown Sailing Center, Inc.

Downtown Sailing Center, Inc., a non-profit community sailing center offering area residents sailing instruction and access to sailing without the cost of ownership and boat maintenance, was approved by the Board of Estimates for a wharfage license agreement for 1407 Key Highway; and a purchase/sale agreement for a portion of the Inner Harbor Marina Dock and Gangway System. The license agreement is effective for six months and automatically renewable for six month periods thereafter.

D-S Steel Supply LLC

D-S Steel Supply LLC has received a \$250,000 loan from BDC's EDA Revolving Loan Fund to finance a portion of furniture, fixtures, equipment and inventory to expand into the steel distribution business. The company, an affiliate of D-S Pipe & Supply, is located at 1301 Wicomico Street. D-S Steel is expected to create seven new jobs after start-up.

GF One East Pratt Street, LLC

The Board of Estimates approved an amendment to the deeds of easement and agreement related to the Verizon Building at One East Pratt Street, which permits the removal of an above grade staircase and sculpture located in the public right-of-way. GF, the developer and owner of the property, intends to redevelop the building's ground floor as retail space along Light and

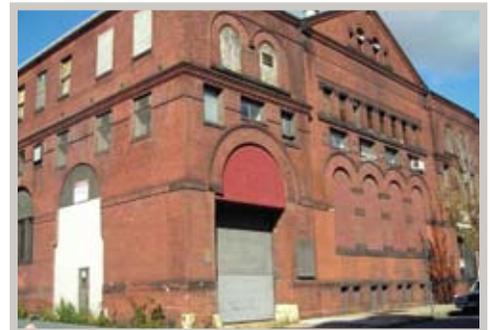
Pratt Streets. The developer will remove the above ground staircase to create a visible and attractive lobby entrance for the office portion of the building. The building's lobby and elevator system will also undergo extensive renovation. The large sculpture, currently on the second floor landing, will be removed as part of the renovation.

Harborplace Associates Limited Partnership



Harborplace Associates Limited Partnership, an entity related to General Growth Properties (GGP), was approved for a license agreement with the city for use of portions of the Inner Harbor's promenade for the installation of 14 retail merchandising units (RMU). GGP owns and operates Harborplace and the Gallery. This agreement allows GGP to expand its current retail program by creating market-type retail spaces adjacent to its existing pavilion buildings. The RMUs will be similar in style to the commercial kiosks that are used inside the Harborplace pavilions, but have been adapted for exterior use. The merchandise will be similar to the products sold at the existing interior kiosks. The license agreement runs through March 31, 2012.

Hendler Creamery Properties



1100 E. Baltimore Street, LLC (Martin Azola and Kenneth Banks) purchased the former Hendler Creamery Properties at 1100 and 1110 E. Baltimore Street to redevelop as office and commercial space. Project costs for the redevelopment of this 60,000 square foot historic site are estimated at \$7.5 million. The development team paid the city \$500,000 for the properties.

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Kali's Group, LLC

Kali's Group, LLC was approved for a \$175,000 loan from BDC's Empowerment Zone Loan Fund to assist with furniture, fixtures, equipment and leasehold improvements for its new restaurant at 818 S. Broadway.

Mondawmin Mall



BDC obtained Board of Estimates approval for \$15 million in Tax Increment Financing (TIF) Bonds for infrastructure improvements related to the \$70 million redevelopment of Mondawmin Mall in West Baltimore. The project will consist of a 127,000 square foot Target store, a 67,000 square foot Shoppers Food Warehouse, two pad sites for sit-down restaurants or banks, a new 15,000 to 20,000 square foot junior anchor and renovation of the existing mall.

National Aquarium in Baltimore



National Aquarium in Baltimore and the City of Baltimore have completed settlement on the Aquarium's purchase of three city-owned properties (101 W. Cromwell Street, 101 W. Dickman Street and 2300 S. Hanover Street), at a cost of \$8 million, for the development of the Center for Aquatic Life and Conservation (CALC) on the north shore of the Middle Branch of the Patapsco River. CALC, a mixed-use project, will consist of an animal care center, research facilities, back office space, a seven-acre waterfront park, residential units and commercial office space. Construction on the project is expected to begin in 2008.

Pier Six Concert Pavilion Partners, LLC



Pier Six Concert Pavilion Partners, LLC (the Cordish Company, Rams Head Tavern, Infinity Broadcasting and Bethel AME Church) was awarded by the city's Board of Estimates an Exclusive Management, Operating and Booking Agreement for the Pier Six Concert Pavilion at 731 Eastern Avenue for a period of October 1, 2006 through December 31, 2013. Under the new agreement, the city will receive 25% of net revenues on an annual basis.

Saval Foods Site



Saval Foods Site 1000 Lombard LLC (Larry Silverstein) will acquire the former Saval Foods site at 110 S. Central Avenue from the city for a mixed-use development that includes a seven-story building with 40 residential condominiums and 8,000 square feet of ground-floor retail. The developer will pay \$500,000 for the site, with project costs estimated at \$11.5 million.

Stifel Nicolaus

BDC received approval from the Board of Estimates for a \$750,000 loan to Stifel Financial Corp., the parent company of Stifel Nicolaus & Company, Inc., for tenant improvement costs associated with Stifel Nicolaus' relocation to One South Street in downtown Baltimore's central business district. Stifel Nicolaus entered into a long-term lease for 76,000 square feet of space at the 30-story One South Street building to house its extensive Baltimore operations and support the firm's future growth. Stifel Nicolaus, the former Legg Mason capital markets group,



which was acquired in December, 2005 by the Stifel Financial Corp., has occupied space in the Legg Mason Tower, at 100 Light Street, since its acquisition. The company, which has close to 300 employees, of whom 120 are Baltimore City residents, expects to create an additional 53 jobs over the next five years.

Tulkoff Food Products



BDC received approval from the city's Board of Estimates for a Land Disposition Agreement (LDA) between Mayor and City Council and Tulkoff Holabird LLC for the purchase of a 5.9-acre site in the Holabird Business Park in Southeast Baltimore. Tulkoff Food Products, Inc., the nation's largest manufacturer of prepared horseradish products and other condiments, purchased the property at 2301 Chesapeake Avenue for \$490,400 to construct a new 70,000 square foot production facility. The company's existing facility on South Conkling Street in Brewers Hill will be sold and operations relocated to Chesapeake Avenue. Tulkoff currently employs 75 workers at its Conkling Street location and expects to create up to 20 additional jobs at its new facility. The Chesapeake Avenue property was the last remaining available site in Holabird Business Park.

USS Constellation



USS Constellation was approved by the Board of Estimates for a three-year lease to sell concessions consisting of soft ice cream and foundation drinks from its existing building located on Pier One.

7 East Redwood Street



7 East Redwood Street is a building owned by the Mayor and City Council of Baltimore and managed by BDC. The following leases have been signed:

- Baltimore Office of Promotion & the Arts, Inc., responsible for special events, festivals and arts programming for the City of Baltimore, was approved for a lease assignment and renewal for 7,670 square feet. The lease is effective through March 31, 2012.
- Catholic Relief Services, an international relief and development agency dedicated to assisting the poor and disadvantaged, leased 7,670 square feet of space for use as a business office. The lease, effective for seven months, is renewable on a month-to-month basis up to an additional five months.

2901 Druid Park Drive (Business Center at Park Circle) is a building owned by the Mayor and City Council of Baltimore and managed by BDC. The following companies have signed leases:

- Control Power, Inc., an electrical contractor, has leased 189 square feet of space for a term of two-years with one two-year renewal option.
- D&O Contracting Service, Inc. leased 177 square feet of space for its business office for two-years with one two-year renewal option.
- K&K Adams, Inc., a general construction and contracting company, has leased 754 square feet of space for a business office for an initial term of two-years and one two-year renewal option. A family-owned business that employs approximately 15 people, anticipates further growth.
- Maryland Center for Arts and Technology, which offers customized financial and healthcare training classes, leased 1,702 square feet of space for a business, training and counseling office for a two-year period with one two-year renewal option.
- PIN Counseling Services, Inc., which provides mental health counseling for children, adolescents and adults, leased 352 square feet of space for a business office. The lease is for a period of one-year with a one-year renewal option.

- RBJ Contracting Company, Inc. has leased 173 square feet of office space at the Business Center at Park Circle for a period of one-year with a one-year renewal option.
- Sarah's House, Inc., a community based non-profit organization that provides housing, counseling and developmental opportunities for youth, leased 912 square feet of space for one-year with a one-year renewal option.
- Syncrude Capital Group, LLC, an energy consulting company that works with U.S. oil and gas companies on international policy and opportunities in Africa and the Middle East, has leased 155 square feet of space for a business office for a term of two-years with one two-year renewal option.
- Delegate Shawn Z. Tarrant of the 40th legislative district of Maryland has leased 321 square feet of space for use as a legislative district office. The lease is for a three-year period with a single four-year renewal option.
- T.I.M.E. Organization, Inc., a youth empowerment organization, has leased for three years, 925 square feet for a business office. The lease agreement contains a single three-year renewal option.
- Tuskegee Enterprises, LLC, a mortgage banking and financial services company, leased 754 square feet of space for an initial term of one-year with one one-year renewal option.



Westside Progress

Development Opportunity

BDC Issues RFP for Liberty Clay Site Within the Westside Superblock



Disposition Lot #29 includes various surface parking lots and buildings on West Lexington, Park Avenue, Liberty and Clay Streets.

BDC is seeking proposals from qualified developers for the rehabilitation and/or new construction of the properties in accordance with the goals and objectives outlined in the Westside Strategic Plan. The site is offered in "as is" condition and all proposals must include all properties within the site. Proposals which exclude any property from the site will be rejected. A fee simple sale of the site is being sought.

The Baltimore Development Corporation (BDC), on behalf of the City of Baltimore, has issued a Request for Proposals (RFP) for the Liberty Clay site, the last major development parcel within the Westside Superblock.

Liberty Clay consists of eight development parcels within Disposition Lot #29 identified in the Market Center (Westside) Urban Renewal Area, bounded by Cathedral and Liberty Streets on the east; Pratt Street and Washington Boulevard on the south; and Martin Luther King, Jr. Boulevard on the north and west.

To obtain further information regarding this offering, contact Kathy A.L. Robertson, Director, Westside Initiative, at 410-837-9305. The RFP can be downloaded from BDC's web site at www.baltimoredevelopment.com.

Deadline for submission of proposals, accompanied by a \$250.00 non-refundable check, are due by 12 noon (EST) on Wednesday, August 1, 2007.

St. James Place Under Construction



Construction is underway on the \$7.5 million St. James Place mixed-use residential/retail project at the southwest corner of Howard and Franklin Streets on the Westside of downtown. The project, which calls for 25 market-rate rental units and 1,910 square feet of ground level retail, is expected to be completed by the end of the year.

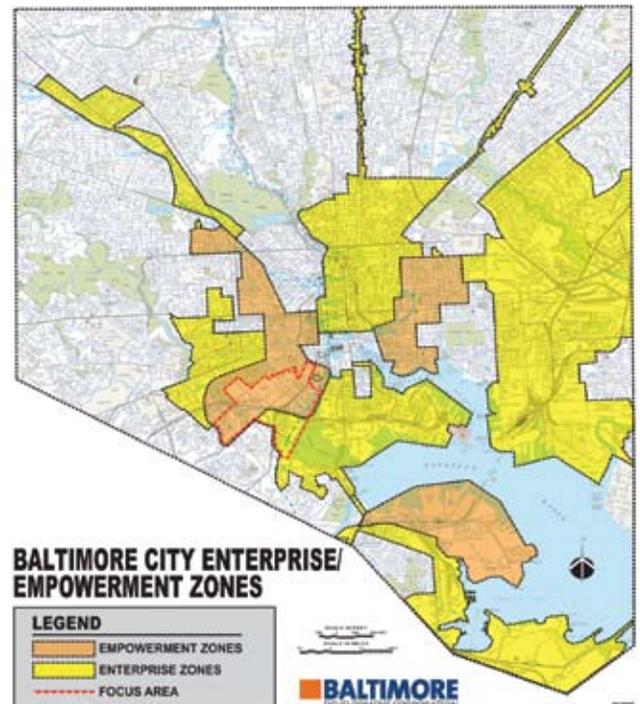
Baltimore City's Enterprise Zone Expands to Over 19,000 Acres

With the recent inclusion of 3,400 new acres from the Fairfield, Hawkins Point peninsulas and portions of Brooklyn and Curtis Bay, Baltimore City's Enterprise Zone has expanded to over 19,400 acres.

The Baltimore Development Corporation's (BDC) continuing goals of expanding the Enterprise Zone include a focus on providing incentives to encourage development, redevelopment and revitalization in valuable areas of the city. Specifically to: 1) attract new investments in underutilized/commercial areas; 2) provide incentives for the creation of new jobs targeted to city residents; 3) stimulate major capital investments by existing and new business property owners; and 4) retain and attract distribution, manufacturing related operations as well as industrial/commercial redevelopment in these newly expanded areas.

Businesses operating within the city's Enterprise Zone may be eligible for a tax credit towards their state income tax filings based upon the number of new jobs created, and a tax credit on their local real property taxes based upon their overall capital investment into a property.

To learn more about Baltimore City's Enterprise Zone, or to receive an application for certification, contact Christina Renn, BDC's Enterprise Zone Administrator, at 410-837-9305, or crenn@baltimoredevelopment.com.



Commercial Revitalization

Pennsylvania Avenue Storefront Makeovers



Façade improvements being made in the 1800 block of Pennsylvania Avenue.

Several blocks in the historic Pennsylvania Avenue commercial district are getting a new look thanks to a unique partnership between BDC's Commercial Revitalization Team, Baltimore Main Streets, the Pennsylvania Avenue Redevelopment Collaborative, property owners and business tenants. This project encompasses properties in the Retail Business District License (RBDL) area in the 1600-1800 blocks of the Avenue. Over the years, many of the period details have been removed from

the facades of dozens of historic buildings. In other cases, brick facades and windows have been completely covered by formstone or metal paneling. Through the course of this project new cornices will be installed on many buildings and original features such as transom windows will be restored. Attractive gooseneck lighting will illuminate new signage as well as provide additional lighting for the sidewalks below. A palette of compatible colors on building faces and trim will create visual

cohesion for the district. The architectural firm David H. Gleason Associates is responsible for design and the Housing Authority of Baltimore City (HABC) is the contractor for the project. More than 50 storefronts are expected to be rejuvenated. In addition to the façade project, paving and repairs to the street bed and sidewalks are planned as well as new trash cans and additional pedestrian lights.

Baltimore Main Streets Attack Trash



When talking to residents, merchants and shoppers on the city's main streets, litter and trash are always at the top of their list of concerns. BDC's Baltimore Main Streets program has begun a full scale attack on trash. The goal of the anti-trash initiative is to make a measurable and sustainable difference in the

appearance of the city's Main Streets. In order to achieve this goal, a comprehensive program has been created and is being implemented. The key points of the Baltimore Main Streets initiative are education, enforcement, stewardship and Clean Sweep Ambassadors.

Brand new trash cans with anti-litter messages will be placed on all of the city's Main Streets. The new trash cans will be larger and more secure so trash will not blow out of the can. Baltimore Main Streets will work in partnership with Baltimore City agencies to ensure that the trash is picked up regularly and that violators are punished. Each Main Street will have community clean-up days and individual stewardship programs.

To augment existing city services, Baltimore Main Streets has hired Clean Sweep Ambassadors. The Clean Sweep Ambassadors not only pick up trash, but are the eyes and ears on the streets. They report any problems or maintenance issues, educate the public about the anti-trash initiative, and promote the business district as a whole, making the city's historic Main Streets cleaner, brighter and safer places to visit.

Eight neighborhood commercial districts and one affiliate neighborhoods comprise the Baltimore Main Streets program: Belair-Edison, East Monument, Federal Hill, Fell's Point, Govanstown (affiliate), Highlandtown, Pennsylvania Avenue, Pigtown and Waverly.

Grant/Loan Programs Aid Local Businesses

BDC's Commercial Revitalization Team, responsible for programs designed to retain and attract retail businesses and promote thriving commercial districts, administers two financial incentive programs: the **Façade Improvement Grant Program** and the **Shop Baltimore Loan Program**.

The Façade Improvement Grant Program offers up to \$2,500 in matching grants to merchants and property owners in designated commercial revitalization or Retail Business District License areas for physical improvements to the exteriors of their buildings. Covered under the program

are repairs to front facades including painting and signage, as well as door and window replacements. More than 300 commercial businesses facades have been redone citywide.

The Shop Baltimore Loan Program promotes attractive and healthy neighborhood retail

CONTINUED FROM PAGE 15

districts by providing flexible gap financing in the form of below-market interest rate loans to eligible retail businesses located in designated commercial districts, Retail Business District License areas and Main Street districts. Eligible uses include: real estate acquisition for redevelopment and expansion; rehabilitation and new construction; leasehold improvements; façade improvements; machinery and equipment; and other costs associated with opening or expanding a small business.

To learn more about these programs, contact William Beckford, Director of Commercial Revitalization, at 410-837-9305 or wbeckford@baltimoredevelopment.com.



Before and after photos of façade improvement grant projects at 591-599 Oldtown Mall and in the 3500 block of Belair Road.

Former General Motors Site Renamed Chesapeake Commerce Center



(left to right): Elaine Welkie, Chair of SEND; John Macsherry, Vice President of Development and Leasing, Duke Realty Corporation; and Andrew Kelton, Regional Senior Vice President, Duke Realty Corporation; at the renaming of the former General Motors plant.

Duke Realty Corporation, the nation's largest office and industrial real estate investment trust, and the developer of the East Baltimore property, which for 71 years served as the site of the General Motors assembly plant, has renamed the property "Chesapeake Commerce Center" for its planned 2.8 million square foot industrial park.

stated, "We needed a name that would speak to potential clients and decisionmakers in a manner reflective of the industrial park's warehousing and distribution capabilities, and that would instantly identify the geographic location for those both local and distant. In the end, the name we selected – Chesapeake Commerce Center – was, appropriately enough, inspired not

by one, but by a number of local residents." During a recent ceremony, Duke Realty executives thanked the community for the nearly 200 name ideas submitted during the company's "Partners & Neighbors: A Naming Brainstorm," a month-long program during which the company solicited input from neighborhood groups, businesses, and individuals on possible names for the site.

John Macsherry, Vice President of Development and Leasing at Duke Realty Corporation, who is overseeing leasing activities at the site,

by one, but by a number of local residents."

Over the past year, Duke has been razing the 3.2 million square foot assembly plant in order to begin redeveloping the site into an industrial park encompassing 16 distribution buildings to be focused primarily on port-related businesses. Duke successfully competed against more than 20 other real estate companies to redevelop this prime intermodal site, which is expected to generate nearly 3,000 new jobs over the next ten years.

BDC continues to work closely with Duke Realty on the redevelopment of the site.



An earlier photo of demolition work occurring at the former General Motors facility.

ETC News

Baltimore's ETC Successfully Growing Tech Companies



Imagine you are finally in Paris on that trip you promised yourself when you were 16...or you might be in Miami at the Super Bowl because some long-lost uncle sent you club seats on the 50 yard line...or perhaps you're on the red carpet at the Academy Awards as the guest of Brad and Angelina because you ran into them at the Superfresh and really hit it off...or maybe you're at your daughter's elementary school PTA meeting.

Suddenly, you overhear two people discussing a city where there is a small organization working with early stage technology companies to help them move their business farther and faster than they could on their own. You hear that, while this organization only has six employees, it has assisted over 120 companies since being founded – that its graduates have an 85% survival rate and that over 70% of the companies stay in the city after they graduate.

You listen more closely and learn that the companies assisted by this organization have raised almost \$200 million in funding while being awarded over 150 patents. You might assume that such an organization would exist in New York, Los Angeles, Boston or Chicago. But, guess what...the organization you just overheard people discussing is the Emerging Technology Centers right here in Baltimore!

The Emerging Technology Centers, or ETC, is a non-profit 501(c)(3) corporation chartered by the City of Baltimore as a technology business incubator and is a venture of the Baltimore Development Corporation. ETC got its start in 1991 on a pilot basis and in 1999 expanded to a full-scale facility on Boston Street in Canton. In late 2003, the operation doubled in size when a second facility was added on 33rd Street at Johns Hopkins Eastern (the former Eastern High School).

What you may not know is that because of its unique blend of flexible, full-service office space and customized business assistance programs, interest in what ETC has to offer is at an all time high – 18 new companies joined the organization in 2004, 27 joined in 2005 and an additional 28 signed on in 2006 – and graduations are running at a brisk pace. Today,

64 companies have decided to base their business at ETC and 40% of them are minority and/or women-owned enterprises.

The exciting byproduct of what ETC and these companies do day in and day out is job creation – nearly 1,000 jobs. And not just any jobs – annual salaries average in excess of \$65,000 for such diverse positions as financial managers, computer engineers, software developers, database administrators, graphic artists and technical analysts.

Many times, all the hard work done by ETC's small technology companies pays dividends as they and the city are often singled out by independent outside organizations. In the past twelve months alone, *The Daily Record* named the founders of TX2 Systems and TerraLogos Innovator of the Year, Alba Therapeutics was chosen as Maryland Life Sciences Incubator Company of the Year and was one of three companies honored in the Association for Corporate Growth's Deal of the Year competition, Social Solutions was chosen as Maryland Information Technology Incubator Company of the Year, the founder of Absolute Presence was selected for the Emerging Business Leader Award by the Baltimore Branch of the NAACP, and the Maryland Governor's Office of Minority Affairs named BA Systems to its list of Maryland's Top 100 Minority Businesses.

ETC and its companies have also been recognized at the national level. Last year, Cynergy Group of Baltimore was singled out from among 35,000 companies in winning the Outstanding Incubator Client Award from the National Business Incubation Association or NBIA, an organization with 1,450 members in 50 countries. This year, Social Solutions was named Outstanding Incubator Client in the technology category by the NBIA. In addition, Sensics and graduate company Alba Therapeutics were finalists for NBIA Company of the Year Awards, while the ETC was a finalist for NBIA's Incubator of the Year Award.

Like any successful company or agency, ETC counts on and appreciates the assistance of many individuals and organizations. What can you do to help? It's simple – be on the lookout for a new technology company that might be a great addition to ETC...volunteer some time to mentor or coach an ETC company... or most importantly, whenever you have the opportunity, take some time to talk about ETC and help spread the word about the exciting things happening right here in Baltimore!

Social Solutions Honored As Incubator Company of the Year

Social Solutions, Inc., a tenant of the Emerging Technology Center (ETC) in Canton, has been named Outstanding Incubator Client in the technology category by the National Business Incubation Association (NBIA).

This marks the second year in a row that an ETC company has been honored by NBIA. In 2006, Cynergy Group of Baltimore received the prestigious NBIA award in the manufacturing/service category.

"We are thrilled to have been singled out from over 35,000 companies for this award," said Matthew Schubert, CEO of Social Solutions. "The ETC has been a great fit for us in providing the right connections, a great location, and fabulous services."

"The ETC and our companies were well represented in the 2007 NBIA selection process," added Ann Lansinger, Executive Director of the ETC. "Not only did Social Solutions take the top prize, but current company Sensics and graduate company Alba Therapeutics were finalists for NBIA Company of the Year Awards, while the ETC itself was a finalist for NBIA's Incubator of the Year Award."

NBIA is the world's leading organization advancing business incubation and entrepreneurship serving more than 1,450 members from 50 nations. Approximately 25% of the NBIA membership is from outside the United States. Each year, the NBIA Incubation Awards honor business incubation programs, incubator graduates, and incubator client companies that exemplify the best of the industry.

Social Solutions has been an ETC client company since November 2005. The company's patent-pending Efforts-to-Outcomes (ETO) Software® enables non-profit organizations to better track, manage and demonstrate the impact of their work.

Increasingly, funders and agencies are requiring grant recipients to demonstrate the impact of their program services in a quantifiable fashion through outcomes-based reporting. Today, however, only 6% of the nation's 1.5 million non-profit organizations have outcome management software in place to meet these new requirements

Thousands of human service providers currently use ETO Software®. Recent customers include the Boys and Girls Clubs of America, DC Department of Health and Human Services, Robinhood Foundation, the Latino Coalition, the National Association of Service and Conservation Corps, Coppin State University, Loyola University of Chicago, Jewish Federation of Philadelphia, Social Security Administration, National Housing Partnership, American Lung Association, and United Way of New York City.



ETC Executive Director Ann Lansinger with Social Solutions CEO Matthew Schubert whose company was named Outstanding Incubator Client of the year by the National Business Incubation Association.

Mayor Dixon Signs Baltimore Residents First Executive Order



Mayor Sheila Dixon joined by members of her cabinet, representatives from Hensel Phelps Construction Company and other invited guests at the Baltimore Residents First ceremony.

Mayor Sheila Dixon took an important step towards full employment by signing the Baltimore Residents First Executive Order to encourage those who do business with City Government to hire city residents.

"Increasing the participation of Baltimore City residents in our labor force is essential to strengthening our current economy and

ensuring our future growth. When citizens work, the city works," said Mayor Dixon. "I am very proud to sign the Baltimore City Residents First Executive Order, which will connect businesses receiving contracts from the city with qualified Baltimore residents who are looking for work!"

Under this new rule, businesses that get city contracts would be required to meet with the

Mayor's Office of Employment Development (MOED) to review staffing needs related to the contract. "Many employers don't know about the full range of services that the Office of Employment Development offers," said Karen Sitnick, Director of MOED. "By requiring city contractors to meet with us, the Mayor has created an effective mechanism for connecting city employers with city jobseekers."

At no cost to the businesses, OED will conduct employment screenings, outreach, recruitment and referrals for qualified Baltimore residents who fill who match the company's needs. The order does not require contractors to hire any city residents, but it does require city contractors to report the number of city residents they employ.

The Baltimore City Residents First Executive Order will apply to all city contracts put out for bid after March 6, 2007.

Baltimore City Residents Dressing for Success

Thanks to Councilwoman Belinda Conaway (7th District) and a very special group of caring women, Baltimore City job seekers can now access professional attire to promote their success in the market place.

The Mayor's Office of Employment Development (MOED) has joined forces with Women Behind the Community, Inc. (WO-BE-CO) to provide business style clothing free of charge to customers at the Workforce Reception Center (WRC) who are entering or returning to the workforce. The WRC, a program designed to increase marketable skills and provide job placement assistance to people receiving Temporary Assistance to Needy Families, is administered by MOED with funding from the Baltimore City Department of Social Services.

WO-BE-CO needed to relocate to another facility when the space they occupied in Baltimore's west corridor was closed. They sought advice from Councilwoman Belinda Conaway who realized that a partnership between MOED and WO-BE-CO could help many Baltimore City residents become better prepared for interviews and job success. The opening of "The Dressing Room" last fall included a ribbon-cutting ceremony and fashion show where customers of the WRC modeled several attractive workplace outfits. More than 50 people attended the event including,

Councilwoman Belinda Conaway; Cardienne Griffin, Co-founder and President of WO-BE-CO; Karen Sitnick, Director of the Mayor's Office of Employment Development; Kahlila Nichols, Divisional Director of Workforce Operations; and Gerald Grimes, Manager of the WRC.

"It is heartwarming to know that there are people who want to give back to the community," said Councilwoman Conaway.

WO-BE-CO is a community based organization that provides professional clothing to clients referred to "The Dressing Room" as they transition from welfare to work.

Founded in 1968, as an adjunct to the Baltimore chapter of the Congress of Racial Equality (CORE), WO-BE-CO collects donated, ready-to-wear business attire and distributes them to women who are participating in training programs that help prepare them for the world of work. Once the clients are employed, they are invited back to "The Dressing Room" to select additional outfits to help create a business wardrobe.

"It has been a blessing and a dream of ours to continue providing service to young women," said Cardienne Griffin. "We are grateful to the City of Baltimore for providing a space for the organization to help young women."



(left to right): Michele Blanchard, MOED project leader; Cardienne Griffin, Co-founder and President of WO-BE-CO; and Baltimore City Councilwoman Belinda Conaway at the grand opening of "The Dressing Room" located at the Workforce Reception Center in Baltimore City.

Since the opening of "The Dressing Room" more than 30 women have found multiple outfits that are suitable for work. "The Dressing Room" is open on Tuesdays and Thursdays from 10 a.m. - 2 p.m. by referral only. For more information call the Workforce Reception Center at 410-396-6580.

Business Spotlight

dEVNIX Data Management Builds Relationships



Alexis Coates, Brett McAlily and Jevon Spivey closed out calendar year 2006 with resounding success. Not only was dEVNIX Data Management Inc. awarded a lucrative city contract in partnership with Digicon Corporation, Applied Technology Services and Early Morning Software last November, it was also honored by the Baltimore Business Journal as a top Maryland Minority Firm in 2006.

dEVNIX, which has been growing sales by leaps and bounds, is headquartered in the Baltimore Development Corporation's (BDC) Emerging Technology Center at Johns Hopkins Eastern, and has offices in Danville, Virginia and Oakbrook, Illinois as well. The company offers a diverse, talented team beginning with its founding members, Messrs. Coates, McAlily and Spivey. These partners have turned their company into a preferred provider of technical services, integrated systems solutions and precision products critical to building, maintaining, running and using network systems, data recovery and storage, system support, and data backup.

In 1999, Mr. Coates and partners set out to build a service company that could help customers optimize business performance through the innovative use and management of information technology. Since that time, dEVNIX has assisted private companies and government agencies to plan, build and manage application software to optimize business performance.

This year, the partners are taking dEVNIX in a new direction, formally launching a new product, the dEVNIX Volcano. The Volcano is a "real-time" data storage, back-up, recovery and security system providing on-site, all-day back-up protection for a company's vital business data. This new product will throw dEVNIX in competition with hardware giants IBM, Dell and Iron Mountain.

To learn more about dEVNIX, their services and products, visit them at www.devnix.com.



(left to right): The corporate officers of dEVNIX, Alexis Coates, CEO; Brett McAlily, President/COO; and Jevon Spivey, Chief Technical Officer.

Company Profile

Maryland Chemical Expanding and Still Going Strong 50+ Years



Prominently located at the base of Russell Street in Southwest Baltimore with its logo painted on its brick warehouse walls, Maryland Chemical Company, Inc. has been a family owned and operated business for over 50 years. Jeanette Partlow, the company's current president, is the third generation of her family to run the business her grandfather founded in 1953. Fred Glose, Ms. Partlow's father, past president and current board chairman, owes Maryland Chemical's years of success to the fact that, "Maryland Chemical is a customer-driven organization. The success of our company is built on knowing our customers and anticipating their needs."

Maryland Chemical is a sales-based chemical warehousing and distributing company serving the Mid-Atlantic region. They provide essential environmental, specialty and commodity chemical products and expert hazardous materials warehousing and logistics services to customers in the major markets of food & beverage processing, water & wastewater treatment, bioscience and general industry. Their clients include Pepsi, Firestone, STX, and W.R. Grace.

In 2005, when Jeanette Partlow took ownership of the business, Maryland Chemical applied for MBE/WBE certification. In 2006, Ms. Partlow was named one of Maryland's Top 100 Minority Business Enterprises by the Governor's Office of Minority Affairs and *The Daily Record*. The award recognizes minority and women business owners who have demonstrated achievement in four key areas: business development, client satisfaction, professional affiliations and community outreach.

Maryland Chemical is involved in close to 40 community support organizations including Our Daily Bread, Living Classrooms, Saint Agnes Hospital, and Saint Jerome's Headstart. As members of the National Association of



Chemical Distributors (NACD), Maryland Chemical regularly demonstrates their adherence to the Responsible Distribution Process set forth by the NACD. Embracing the ideology that the best way to clean up a spill is to avoid it, Maryland Chemical recently invited the Maryland Department of the Environment to provide onsite training and demonstrations to its employees.

To meet the needs of its hundreds of customers, Maryland Chemical has always worked to strengthen and diversify the business. When it was founded, the company worked strictly in distributing, but over the years has expanded to include warehousing, some manufacturing, and mini bulk distribution. In 2006, Maryland Chemical purchased property in the Fairfield Industrial Area at 330 Childs Street. The new facility will allow for increased efficiency as well as offer upgraded security features such as automated gates and doors. Maryland Chemical plans to be fully operational at this new location by the end of 2007.

According to Ms. Partlow, "Our relocation gives us the ability to expand, innovate and engineer our new location with our changing marketplace and future customer needs in mind, as well as to accommodate our growing logistics and manufacturing operations. Our new facility, located in a dynamic and desirable business location in the City of Baltimore, will allow us to attract and retain talented people for our growing company."



(left to right): Maryland Chemical Company President Jeanette Partlow (center) with BDC's Michael Pokorny and Molly Buckheit reviewing plans for the company's expansion site.

Shoppers Coming to Mondawmin Mall



Site preparation work is underway for the new 67,000 square foot Shoppers Food Warehouse coming to Mondawmin Mall. The new supermarket is expected to open before the end of the year. Shoppers is part of a \$70 million renovation of Mondawmin Mall by General Growth Properties, which will include new retail, restaurants and other services.



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