

Minutes of the March 21, 2018 Spring Public Meeting for the South Baltimore Gateway Community Impact District Management Authority dba South Baltimore Gateway Partnership (“SBGP”)

The meeting was held in the MedStar Harbor Hospital Teleconference Room, 3001 S. Hanover Street, Baltimore, MD 21225.

Board members in attendance were: Geoffrey Washington, Chair; Keisha Allen; Ethan Cohen, proxy for Colin Tarbert; Alvin Lee; and Bill Reuter. Staff in attendance was: Brad Rogers, Executive Director; Jillian Drummond, Grants Manager; and Erica Pitkow, Operations Manager (recording minutes). Members of the public and others in attendance were: James Alston; Amy Bernstein, SBGP consultant; J. Barnes; Marquis Bryant; Mark Dennis; Sharon Reuter; Mitchell Sampson; Dominick Scott; Rich Shores; and Charles Tulkey.

Mr. Washington called the meeting to order at 6:10 pm and presided.

Welcome and Overview

Mr. Washington and Mr. Rogers welcomed and thanked those present for attending the meeting.

Mr. Rogers presented an overview of SBGP and the meeting agenda. He discussed the history and background of SBGP and its Strategic Plan and program areas.

Executive Director Report

Mr. Rogers reported on SBGP’s recent work and performance and future plans. He discussed Community Grants, including the first cycle of grant awards announced at the September 27, 2017 public meeting and the grantees’ progress and challenges implementing their projects. The application deadline for the second funding cycle was February 28, 2018, and SBGP plans to announce awards in the coming months. SBGP also expects to kick-off the first funding cycle of Fiscal Year 2019 during Summer 2018. SBGP has engaged a consultant to help applicants and grantees with grant-writing, technical assistance and capacity building and is exploring whether and how to provide support in the future.

Mr. Rogers also reported on Enhanced Services work, including several kick-off projects and a comprehensive, District-wide needs assessment conducted in collaboration with the City of Baltimore Department of Recreation & Parks (BCRP), local communities, and other stakeholders. An Implementation Plan based on that assessment is under development, and SBGP is drafting a Baseline Services Agreement with the City. SBGP also recently announced a partnership with the Ripken Foundation and the City to build three baseball fields in the District over the next three years. A list of possible sites and timeline are under development.

Mr. Rogers discussed the process for developing and evaluating potential Transformational Projects as well as several potential projects under consideration. SBGP plans to make a determination regarding its first potential major commitment to a Transformational Project, the construction of a fitness and wellness center in Cherry Hill, at its upcoming Board of Directors meeting scheduled for March 28, 2018.

Mr. Rogers reported that SBGP plans to hire additional staff in FY 2019 to provide additional capacity as SBGP ramps up its work.

### Proposed FY 2019 Financial Plan (Budget)

Mr. Rogers presented SBGP's proposed FY 2019 Financial Plan, including revenues, expenses, and assumptions.

Mr. Rogers noted that the budgeted revenues include a conservative \$6 million from Local Impact Grants and that SBGP has budgeted to reserve a modest five percent of revenues to protect against future funding fluctuations. Mr. Rogers responded to a few questions related to revenues. He explained that revenues are recognized when SBGP receives the actual figures from the Maryland Racing Commission, usually a few weeks after the end of each month. He also explained that the budget conservatively assumes there will be no carryover but that any carryover would be included in SBGP's Net Assets and, if not already programmed, would be allocated approximately proportional to SBGP's budgeted program expenses.

Mr. Rogers reviewed the program and operating expense line items and ratios, which are in line with industry standards. He noted that SBGP's most significant expenses are its programs and employees and that SBGP plans to grow from four to eight employees by the end of calendar year 2018, including the executive director, three directors and support staff. SBGP otherwise has very few overhead expenses.

There were no further comments or questions regarding the proposed FY 2019 Financial Plan. Mr. Rogers stated that the Financial Plan will be provided to the Local Development Council for comment and presented to SBGP's Board of Directors for approval at its upcoming meeting scheduled for March 28, 2018. It will then be submitted to the Board of Estimates for approval by April 30, 2018.

### Public Comments

Mr. Washington and Mr. Rogers invited members of the public and other meeting attendees to provide any additional comments and questions, and Mr. Rogers responded to several questions.

Mr. Rogers discussed the Enhanced Services work again for several meeting attendees who arrived late and responded to related questions. He explained that SBGP staff conducted the needs assessment by visiting every park and public space in the District with representatives of BCRP, local communities and other stakeholders and then developed the Implementation Plan to address those needs. The multi-year Implementation Plan clearly specifies which tasks will be completed and funded each year by SBGP and other partners. Each project in the Implementation Plan has a budgeted amount.

Mr. Rogers also discussed the Ripken Foundation partnership and site selection process in greater detail. He stated that sites have not been selected, but the goal is to select sites in neighborhoods with greater needs and that lack access to resources. However, there are also technical factors to be considered, including but not limited to the size and grade of potential sites.

A Westport youth football coach spoke about the success, popularity and benefits of Westport's football program, which also serves Lakeland and Mt. Winans, as well as challenges related to the lack of access to fields and recreational opportunities in the community and the lack of investment more generally. Mr. Rogers thanked him for his work and comments. He explained that SBGP is trying to build a sustainable plan for continued investment and also leverage other resources.

Mr. Cohen asked the representatives of Westport, Lakeland, and Mt. Winans present whether a full-size field or mini field would be most helpful and why the football program is using fields in Park Heights. The representatives in attendance stated that the fields in their communities are in need of repairs, they need more fields, and that a full-size field would be most helpful.

Mr. Rogers discussed SBGP's procurement process and guidelines. He stated that SBGP has developed a Procurement Policy and Procedures Manual that aims to direct as much spending as possible into the District, targeting Impact Investments towards local businesses, MBE/WBE firms and social enterprises.

#### Adjournment

There being no further business, comments or questions, the meeting was adjourned at 7:05 pm.