

**Town of Perryville
Special Meeting Minutes
January 15, 2019**

ATTENDANCE: Mayor: Robert R. Ashby Jr., Commissioners: Michelle Linkey, Raymond Ryan III, Pete Reich, Robert Taylor, Town Administrator: Denise Breder, Planning and Zoning Director: Dianna Battaglia, Town Clerk: Jackie Sample, Town Attorney: Fred Sussman.

The Special Meeting in its entirety can now be listened to on the Town's web site at www.perryvillemd.org.

The Special Meeting was called to order at 6 p.m. by Mayor Ashby at Minker Hall.

Mayor Ashby asked Commissioner Ryan to give a quick overview of the building for safety purposes.

Commissioner Ryan went over where the exit signs were located in the event of an emergency. He also announced where the restrooms were located and would ask that they use the one in the back to not interrupt the presentation once we get started. He also directed them where outside they need to go if they need to smoke.

Mayor Ashby is happy to see the amount of people that are here tonight for this meeting. The presentation by the developer is next, he introduced Steve Jacobsen, and Larry Costello from Great Wolf. He asked that everyone hold their questions until after the presentation, he will ask for questions and comments from the Mayor and Commissioners, then from the floor.

Mr. Jacobsen thanked the Mayor and the Commissioners and staff for the cooperation that they have had with them and great projects are a result of a great partnership, and this should be a great partnership with the Town, the County, and the State. We are not there yet, still having a way to go, but we are excited about it. We have a proprietary modeling system that looks at who our customer is, and we overlay that on the demographics. He displayed a map that showed some white areas, and a few areas that are really dark blue. He had gotten a call from Ms. Battaglia, from the Town of Perryville, interested in the possibility of getting a Great Wolf Lodge in their town. In looking at the demographics on their map, he noticed that we were in the dark blue area, which was a good thing, and to the Town's credit, they would not be here if the town had not reached out to them. He wanted to give us an idea of who the company is and who the company is that owns Great Wolf, the equity partner behind it all, and then the specifics of what the lodge is all about and some of the ideas that we conceptually have for this location.

Mr. Jacobsen stated that we are considered the leading brand for an indoor water park family resort in North America and we currently have 17 resorts, 2 under construction, one in Scottsdale Arizona, which is slated to open in eight months and

another project just underway In Manteca, California, which is just outside of Sacramento, California, which will be a 500 room lodge to open up in about 20 months. Each of the resorts features the lodge and the hotel, as well as an indoor water park, which is the jewel, the restaurants and other amenities. We target the age group of children from 2-12, that does not mean that the teenage kids cannot have a good time too. Our current business model is that the water park is for hotel guests only, which is for safety reasons, so that we know who is in the water park, and we spend a lot of time in training with our lifeguards. The other reason is that we want you to have a good time during your stay and do not want you to be standing in line if you want to go down the tower multiple times in an hour's time. Each one of our parks get approximately 5 million guests annually. He showed the map of the U.S. and the lodges that are currently open and the ones that are under construction and this little area of the blue showing Perryville, Cecil County making it to the map. We are also going to have a site outside of Mexico City, along with one in the U.K. This is important because as our lodges grow in numbers, we start to pull our marketing dollars, each one of our projects use around 4 to 5 million dollars a year in advertising because we are advertising for each one of the lodges. We are excited about the location in Perryville because we are about halfway between our property in the Poconos and our property in Williamsburg, which will lock this market in from a brand point and hopefully keep our competitors out and will now have 12 to 15 million in marketing dollars to promote these locations, so Perryville will be on the map, and as we develop overseas, people will be aware of Perryville because of our global market.

Mr. Jacobsen stated that as the millennials start having children, they are looking to spend money on experiences not things, which is why we think that we are positioned well for the future as far as the brand goes. There are typically 400 to 500 rooms and multi-generational families, the typical drive to get there is 1-4 hours and people stay 1 to 2 nights. One of the comments that we tend to get is the cost to stay at the resort, as opposed to the cost of going to a local daily water park. If you have a family of six and spend \$50 per person to get into a daily park, you are talking \$300, then you pay \$30 to \$40 for parking. If you come to our resort even during the peak season and it is in the mid \$300's, your rooms are built for families, so all six of those people would get to stay in one room and there is a way to have adjoining rooms, you not only get to use the water park early the first day but you get to use it for the whole the next day. You can check in early and there are oversized lockers so that you can put all your bags in there and use the water park before you check in. After you check out you can still use the water park and there are all of the other amenities to the park that he will get into later. When you start to compare us with other water parks you will start to see the value in coming to our resort. Also, if you get on our email system you would be advised on specials that we would have throughout the year. We also do not discourage you from bringing in your own food to make it as affordable and user friendly as possible. Our lodges are significant drivers of jobs, tax revenue, and spending. We are looking at an investment of upwards of \$200 million dollars. It will probably create over 500 to 600 jobs between full time and part time. There is a broad spectrum of jobs that are offered, from a part time life guard position in the summer months to housekeeping, restaurant managers, to

chief engineers for the sophisticated equipment that we have here, all the way up to the manager of the hotel. We believe based on the average drive times to get to our facilities that 90 some percent of the room nights will originate outside of Perryville, which means more tax dollars will be generated to the community, and at this location it is right off of the freeway, to get people in and out quickly. We anticipate approximately 1,000 construction jobs, construction time-frames vary based on the lodge size, generally from 18 to 20 months. There are also the tax revenues from the hotel sales tax, along with property taxes, and the visitors we talked about earlier. Centerbridge is a private hedge fund based out of New York who we work with to secure our financing, who are very well run and well capitalized and have invested 100's of millions of dollars with our organization. I have been with the organization a little over a year and we have more than tripled our front office as far as expertise in marketing, accounting, finance, development, construction and operations, so there is a strong dedication to investing more dollars back into the organization so that we can produce the best product that we can.

Mr. Jacobsen commented that it all begins with the water park which is anywhere from 50,000 to 100,000 square feet. This particular location is going to be one of the larger water parks, there are various sections to the water park to accommodate the entire family. One of the nice things is that the parents can be at a location where they can watch the smaller children in one area of the water park and at the same time observe the teenage children that are utilizing the other areas of the water park geared more for them. There will also be an outdoor pool, with outdoor areas for the kids, as well as cabanas that are set up as a central point for the families. There is more than just a water park, there is shopping, attractions, and dining. On the food side there are four to five different types of restaurants. The food side of the lodge is open to the public, which is known as the dry area of the lodge, and another part of the dry area includes rope climbing and a rope course, rock climbing, miniature golf, and bowling which are smaller balls for younger children. In the front lodge we have programs at nighttime where characters come out for the kids and there is hot cocoa and cookies for the kids while they are watching a 3-D show. We also have approximately 40 educational stations throughout the lodge for kids to stop at to try and solve problems having to do with saving the environment and animals, and they can get prizes from the store when they have answered a number of the questions correctly. There is an area where kids can do crafts and skits, etc. There are outdoor games adjacent to the pool, from yard games to yoga for kids to exercise.

Mr. Jacobsen gave an overview of how they intend for people to get to the proposed Perryville facility from the freeway, you would come in from the main entrance at Chesapeake Overlook Boulevard, and the site will slightly rise and you will see the lodge in front of you. We want to immerse you into the concept as soon as you are on our property, so there is plenty of vegetation and trees, to make you feel like you are entering the forest and the woods, and the trees along the parkway are perfect for us. The u-shape building is the hotel tower, the family entertainment center is in the middle, and the water park is the larger building, then the outdoor pool. He showed a picture of

Northern California Great Wolf Lodge, the project that was just finished. We are looking for a 450 to 500 room lodge for this location and this rendering depicts a 500- room lodge. He gave an overview of the various restaurants that would be there. We have a strong base of people on our staff who are there to make time for your family to have a great experience. This is a basic overview of who we are and what we are about and what we hopefully will be doing in the Town of Perryville and he thanked everyone for the opportunity to come here and make a presentation and thanked the town for everything that they have done, and they are looking forward to moving this project forward. He introduced Larry Costello, who you will be seeing a lot of.

Mayor Ashby stated that for the construction phase you are looking at 1,850 Cecil County construction jobs, high paying construction jobs running from 18 months to 2 years, creating over 92 million dollars in labor. The facility will have over a 1,000-person conference center somewhere in the middle.

Mr. Jacobsen commented that there is about a 12,000 square foot meeting room space. We have a relationship with the U.S. Cheerleaders Association, High School, so we design the room at a height that can accommodate their competitions, and the conference room can be divided off to accommodate smaller meetings too.

Mayor Ashby stated that they are offering 600 part-time and full-time jobs, and how that will be broken down is up to them, from minimum wage to top of the line. The Economic Impact to the area will be roughly \$85 million dollars, including Perryville, Cecil County and Harford County and surrounding areas. You are talking over 500,000 people annually to all of their hotels, with 500 room capacity. They will not start up from day one with 500 rooms, they will start by training their employees and they may start with 250 rooms, and work their way up based on the demand along the way. Perryville will become a destination location and will be advertised all over, including Europe. The 85-million-dollar Economic Impact will be seen after year 3 or 4, it will not happen right away, but will happen, this will really put us on the map. He asked if there were any questions that anyone had for him, to which there were not. He asked if there were any questions from the Commissioners.

Commissioner Linkey clarified that the dry areas would be open to the public, such as the rock climbing and the rope course.

Mr. Jacobsen explained that the family entertainment center is roughly 30,000 to 35,000 square feet and is the connecting link between the hotel tower and the water park and that is where you do the two-story rock climbing and the mini-golf, and arcade, that will be open to the public as well as all of the food vendors.

Commissioner Linkey inquired based on 450 to 500 rooms, what their average occupancy rate is.

Mr. Jacobsen responded that there is no average occupancy rate because it really depends on location, there are times in the off season when you can get a room for 6 people for \$160, and there are times during peak season, which is Spring break that the rooms are \$340 to \$350, which still gets you two full days of the water park. There will be times when it is fully booked, during Spring break you may not be able to get a room. During January during the week, it may be 60% to 70% occupied.

Commissioner Reich wanted to thank Great Wolf for the kind words that they had to say about the town and about Ms. Battaglia who reached out to you.

Mayor Ashby asked for questions and comments from the floor and asked that they be kept to under two minutes to allow everyone to get their chance to speak.

From the Floor

Bonnie Grady, President of the Cecil County Chamber of Commerce, wanted to commend them on their vision in recognizing Cecil County as what we know is the best space between Boston and Richmond Virginia, it is an ideal place for development, and we are excited for considering bringing development into one of our towns and the County. She had a question regarding the early phase of their project. She inquired what their plans were for hiring local contractors was, since we have a lot of well qualified contractors in our community, skilled workers along with a strong work ethic.

Mr. Jacobsen responded that what they typically do because of the size of the project is to obtain one of the usual General Contractors, who go out into the market and pursue the best talent that they can find for the price. As we negotiate with the General Contractor, if there is a preferred vendor list and list of subs and other areas of expertise provided, we will be more than happy to make sure that the General Contractor gets that list and we would encourage that. Another thing he mentioned was that when they do their job fair here in Perryville, the folks in Perryville will get the first crack.

Dianne Barrick, who lives in downtown Perryville, asked what the Town of Perryville is going to do to accommodate traffic that this will bring. It is exciting to have these opportunities in Perryville, but we live here, and we have to drive that road every day, and anyone who drives there between 4:30 p.m. and 6 p.m. know that it gets backed up already. She wanted to know what was going to be done to accommodate that.

Mayor Ashby commented that Great Wolf does not have a check in time or a check out time, so people are not going in at a peak time, they can come in and leave when they want, and most of the traffic is going to come off of I-95 and are traveling 2 to 4 hours to get to this destination, and considering where it is you are getting right off of I-95 into Great Wolf.

Mr. Jacobsen stated that the people that may impact it a little where you are concerned may be the people we employ, there are roughly 3 shifts and if you break

down the 400 to 600 employees and see that there is 3 shifts, you will see that it is smaller bite size pieces as it related to people that will effect that rush hour traffic, and those people will more than likely live locally in Cecil County and Perryville, hopefully. As it relates to our customer, as the Mayor stated 90 some percent will be coming from outside of Perryville and will be taking I-95, and the beauty of this location is that you are coming right off of the ramp and you are right at the resort. We have already talked to the County and we want to talk to the State on how we do way finding signage, directing people from the freeway into the project and back. People are not checking in during rush hour traffic, yes there is traffic, but I do not think that it is going to be traffic during the ties you are concerned with.

Ms. Barrick still has a concern, and she believes that a lot of other people do too, that 222 is one lane going both directions. If you are coming from Jersey you can get right off and right to the facility which is great, but when they leave they are going to have to go down to the next exit to get back onto I-95, and if you are talking about 500,000 visitors a year, so do the math on how many cars that is even with 4 people to a car. She thinks that this is a challenge for Perryville to think about this in advance, as much as we want to embrace this we do not want to be sitting in traffic waiting to get to I-95, or trying to get north of I-95 to Rising Sun or wherever, we travel it every day so please do consider that and how to handle traffic.

Mr. Jacobsen responded that with the traffic counts that were associated with the CEMUD district that was created here, we fit underneath of that umbrella that was approved for this site, which he believes was going to be a heavily retailed site, and he has been in retail and knows it is a much higher generator of traffic during peak periods then what our resort will be. Again, it is all about signage and making sure that people know how to get back onto that freeway, since most of our customers are coming from a longer distance.

Elizabeth Charleton, a Perryville resident, was curious of what the percentage of the guest that you have would be traveling in and around Perryville, as in downtown Perryville. Do you plan on having people come into the Town of Perryville, because you have a couple of new restaurants coming into downtown Perryville?

Mr. Jacobsen responded that all that he can tell her regarding that is based on some of their other projects and how those customers have reacted, and if there is a great restaurant in town, they are going to go to it.

Ms. Charleton commented that this will also impact some of the traffic.

Ms. Barrick inquired what the average number of nights an average family would stay at their facilities, if it is just one night.

Mr. Jacobsen responded that it is about 1.4., we'd love to get it to 2.

Ray Giuliano, who resides in Perryville, asked the Commissioners if the infrastructure can handle the additional impact to the Water and Sewer Plant and if it needs to be upgraded will it be passed onto us.

Commissioner Reich, who is the Water and Sewer Commissioner, responded that we do have the capacity for both, and no it will not do anything to your bill.

Mr. Jacobsen responded that we are paying a very heavy impact fee and have spent a lot of time on analyzing our water and sewer requirements.

Commissioner Reich responded that the town along with the Superintendent and himself have been looking into that big time.

Mayor Ashby responded that there were two studies that were done, there was an Impact Study and a Mechanical Study, AECOM is doing the Mechanical Study and are telling us whether we will have to do upgrades and the Sage Group did our Impact Study. As far as the impact to the infrastructure they will be paying connection fees and water hookups. When we get our study back from AECOM, we will know what we have to do to address any issues that we will have with the site.

Mr. Jacobsen wanted to make it known that they are paying millions of dollars in impact fees, since we require additional pressure, we are paying for those additional pumps to supply that pressure and there is an additional process because of the additional sewer and we are paying for those impact fees, which will all be disclosed as we finish the negotiations.

Donna Bogari, from Perryville, asked that since they are still in negotiations, if there were any concerns that this will not go through.

The Mayor's response was that it is not done until it is done. There are a lot of people thinking that the champagne has been popped and it has not. He will not say that the project is done until the ribbon is cut.

Mr. Jacobsen responded that there are meaningful conversations going on and there is give and take during any negotiations, things that we need to run our business and make it profitable and things that the Mayor and Commissioners and the staff need for the town that are important to them. Everyone is coming to the table in good faith and are laying their cards on the table in the end. He has been doing this for a long time and it has been going along very professionally and very civil and as the Mayor said it is not done until it's done.

Cindy Dumas, from Perryville, inquired with them already having lodges in the Poconos and in Virginia and are areas known for their tourism, what will they be doing to lure the customers away from those areas to come to Perryville.

Mr. Jacobsen responded that there is a bit of a misconception of our concept. We would not locate next to Disney, because when you look at who our customer is, our customer is not a typical tourist, it is young families, with kids 2 through 12. When people ask why Perryville, when you look at the demographics for this part of the world in the mid- Atlantic and layer that over our customer it is a perfect match. Yes, tourism is good, but it does not drive our decision on transient revenue. If we just relied on tourism then we would not have a successful business, so the tourism is a bi-product of a sound business plan which is based on sound financials and modeling on the demographics of our customer which is within a 4- hour drive to the location.

Mr. Bailey, who lives in Perryville, asked that we make sure that we do our due diligence and try to call around some of the other areas that have them in their towns, since over half of their resorts are less than 10 years old, that seems to be a quick expansion, which is not always the best track record for companies to expand so quickly.

Mr. Jacobsen responded that within the last year they have dedicated millions of dollars into refreshing some of their projects, 12 to 14 million dollars into Grapevine alone. Prior to Centerbridge taking over the financing there was not as much concentration on keeping the brand alive, and since Centerbridge has taken over there has been a huge Capital investment on upgrades, not only to the rooms themselves but the overall experience to keep us competitive. He commented that they run a very tight ship at the corporate office and all of the staff is very well trained. He is very impressed with what he has seen with Centerbridge and their commitment to invest back into the organization.

Robert Hodge, citizen of Cecil County, congratulated them on selecting one of the better locations in the United States, and believes that it is going to be a mutually beneficial relationship for Cecil County and your company. He wanted to expand on what Ms. Grady, from the Cecil County Chamber spoke about earlier. He encouraged them to try to make it a requirement for their General Contractor to solicit and ask for help in building your facility, there are many qualified contractors and skilled laborers and vendors and suppliers. He would ask that they let the community know when you know who the General Contractor is, so that if he does not put out the effort at least we can contact them to put them on notice when we have the services and products needed to develop your site. He is not asking for them to be paid more or for them to except substandard products, he thinks that we can be as good or better and provide the price that will make your project an even lower cost.

Mr. Jacobsen responded that we will make sure that we share the General Contractors contact information with the town when we choose them, so that they will have that information.

Bill Malesh, the President of the Board of Education of Cecil County, sees lots of opportunities. He sees lots of opportunities of employment for our students for part-time

positions. We also have students at our Vo Tech facilities to fill special needs that you may have, we have electricians, plumbers, carpenters, and fireman, nurses, etc.

Mr. Jacobsen commented that as part of our opening we identify a local charity that gets the benefit of the opening, and we also team up with local charities throughout the duration, not just a one-time event. At the appropriate time he will reach out to the town to identify the appropriate charity organizations to reach out to.

TJ Johnson, who was in attendance, inquired if they are purchasing the land from Stewart and Tate, or if they are leasing the property.

Mr. Jacobsen responded that the game plan right now is to purchase the property.

Mr. Johnson, commented that MBNA bank, who was the second largest bank in the United States before being sold out to Bank of America, had joined forces with our school systems and did programs for students straight out of High School to become telemarketers, etc. Also, as Mr. Hodge commented there would be a lot of local contractors that would be interested in seeing the process go on. He was curious if the General Contractor was going to be someone out of Chicago, or a local contractor.

Mr. Jacobsen responded that there are National General Contractors that we deal with, but we would always deal with that local branch who would understand the sub-market.

Mr. Johnson commented that he had reached out to them in December of 2015, in regards to, bringing this to the Port Deposit Bainbridge base, he congratulated the Mayor for potentially getting them to come to Perryville. He has personally been to about seven of their locations and has seen the improvements that have been made to some of those that needed upgrades, that he has went back to.

Shelly Ollis, has been to the one in Williamsburg with her four children and lives in Perryville, she commented that they are super excited about this coming to Perryville and inquired if the town was going to use this opportunity to do some other commercial development in town, such as the outlets or something like that.

Ms. Battaglia responded that we have lots of ideas.

Mayor Ashby commented that there is an additional 40 acres on the top on the right-hand side when you go onto Chesapeake Boulevard that the Stewarts still own, which he is sure will fill up. We have our thoughts, which we can only suggest to Mr. Stewart, they have their own development people. The thought now is a couple of restaurants, maybe a gas station, which is one of the first things you will be looking for when leaving, and another mini anchor on this other 40 acres to compliment the Great Wolf facility, so there is a lot of other development talk going on with the Great Wolf Lodge.

Mr. Jacobsen stressed that we work closely with our local Police and Fire personnel and our security is very important to us and we are very proactive from our Chairman, on down. When our managers come in, they are updated on things that are going on and we have law enforcement come in and train our managers on what to do and how to react and what needs to be done in certain situations. We have an extensive camera system throughout the lodge and outside in the parking lot. He wanted to thank the gentleman in the back for their service, (who were Police and Fire personnel).

Kelly Simmers, a local resident, inquired how have the local property taxes and home prices been affected when Great Wolf comes to a town.

Mr. Jacobsen responded that he is not an Economic forecaster but knows that the Town is getting an Economic Impact Report commissioned who is looking into that, he does not have that information, but can probably look into it.

Ken Simmers Jr., who resides in the Craigtown area, inquired with LIDL and Amazon and other things coming to town how long before we anticipate our taxes hiking up.

Commissioner Taylor commented that it will expand our tax base so that we can do more things in the town without having to increase tax rates on people, because the more businesses and the more people that move into town will allow us to have more tax income coming in without having to raise anybody's property taxes, and allow us to do more things for the town without charging you more.

Commissioner Reich reminded everyone that a lot of our local businesses and restaurants will benefit during the construction phase, which may cause additional traffic in town, but you have to think of that as a positive too for the town.

Ed Parks, who lives in Perryville and teaches at the High School, commented that we have talked about the additional revenue that it is going to bring to the town. He inquired how we are going to see that reinvested in the town, how is it really going to benefit the town in the long run.

Commissioner Linkey responded that we have a lot of ideas and there have been so many different projects that we have thought about and considered and that Dianna, as well as Billy, our Economic Development person, have both been looking at what we can do to bring more things into the town. We have the microbrewery coming into town, we have a list of things that we would to see come into town, but right now our energy is focused on what we are trying to make happen right now.

Commissioner Ryan responded that you may be looking to see the visible things, some things that will happen as a result of this coming would be additional people, the Board of Education may start a program on teaching students about hotel management and things like that through the college. Some of the things he sees from a financial point

of view for the town would make it easier for us to pay the bills that they already have, such as the Water Plant and the Wastewater Plant. There is also benefits that other towns and other areas of the County will see from visitors that may want to visit other historical areas during their visit to our town and bringing extra income to those towns too.

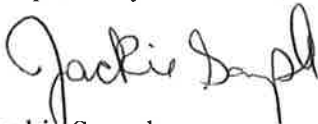
Commissioner Reich wanted to bring up that we have an Outreach Program through our Police Department, and there is a lot of education that goes on in that building, and they are not necessarily all kids at risk, any student in the town can go there. There are some things that the town is looking into doing for them, such as enlarging their existing building. The Mayor has talked about a community center and the Outreach being a part of that, there are a lot of positive things for our children in this town. There is also infrastructure that will be improved in this town at the Water and the Wastewater Plants.

Ms. Breder commended the board for answering that questions, because it is a tough question to answer, but she wanted everyone to know that we do have an annual budget process, we do not have the exact answers tonight, but every year we have a public budget process and we will carefully consider our revenues, our taxes, and our water and sewer rates as we go through that process to make sure that everything is done appropriately and in full disclosure.

Mayor Ashby wanted to thank everyone for coming here tonight and for your questions, which he hopes all got answered. He wanted to thank the County, Dr. McCarthy, Chris Moyer, and Sandra Edwards for their time that they have invested in this project, along with the County money that will be invested in it, without them this project would not be able go through. He also wanted to thank Steve and Larry, and the Town Commissioners and Town staff for their help with this project, he cannot do this by himself. There is going to be great things that are going to happen, and this is just the start of it, there is still a lot of negotiating left to do and financing left to work out, which is why he said earlier this is not done until it is done.

Motion was made by Commissioner Ryan and seconded by Commissioner Taylor to adjourn and go to a closed session at 7:19 p.m. pursuant to General Article Provision §3-305 (b) (4) To consider a matter that concerns the proposal for a business or industrial organization to locate, expand, or remain in the State, (7) To consult with counsel to obtain legal advise and to take a 10 minute break to allow the citizens to clear the building. **All in Favor: Motion Carried.**

Respectfully submitted,



Jackie Sample
Perryville Town Clerk

TOWN OF PERRYVILLE
FORM OF STATEMENT FOR CLOSING A MEETING
(FROM OPEN MEETINGS MANUAL - APPENDIX C)

Location: Minkes Hall Date: 11/15/19 Time: 7:19 p.m
Motion By: Ryan Seconded By: Taylor

VOTE TO CLOSE SESSION:

	AYE	NAY	ABSTAIN	ABSENT
Mayor Ashby	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commissioner Linkey	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commissioner Ryan	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commissioner Reich	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commissioner Taylor	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

STATUTORY AUTHORITY TO CLOSE SESSION

General Provisions Article §3-305(b):

- (1) To discuss:
 - (i) the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; or
 - (ii) any other personnel matter that affects one or more specific individuals;
- (2) To protect the privacy or reputation of an individual with respect to a matter that is not related to public business;
- (3) To consider the acquisition of real property for a public purpose and matters directly related to the acquisition;
- (4) To consider a matter that concerns the proposal for a business or industrial organization to locate, expand, or remain in the State;
- (5) To consider the investment of public funds;
- (6) To consider the marketing of public securities;
- (7) To consult with counsel to obtain legal advice;
- (8) To consult with staff, consultants, or other individuals about pending or potential litigation;
- (9) To conduct collective bargaining negotiations or consider matters that relate to the negotiations;
- (10) To discuss public security, if the public body determines that public discussion would constitute a risk to the public or to public security, including:
 - (i) the deployment of fire and police services and staff; and
 - (ii) the development and implementation of emergency plans;
- (11) To prepare, administer, or grade a scholastic, licensing, or qualifying examination;

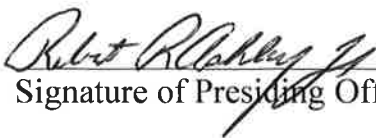
(12) To conduct or discuss an investigative proceeding on actual or possible criminal conduct;

(13) To comply with a specific constitutional, statutory, or judicially imposed requirement that prevents public disclosures about a particular proceeding or matter;

(14) 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.

FOR EACH CITATION CHECKED ABOVE, THE REASON FOR CLOSING AND THE TOPICS TO BE DISCUSSED:

To discuss potential terms and conditions of an agreement with a developer


Signature of Presiding Officer