

Council Agenda Report

Date: Feb. 17, 2016
To: Mayor and Council
From: Sandra Tripp-Jones, City Manager
SUBJECT: Sailwinds Property Work Session

Recommendation: That Council consider and discuss questions listed in the Agenda Report, in preparation for an RFP to develop about 10 acres of Sailwinds Property.

Discussion:

There have been several processes and documents going back more than 20 years that have contributed to and set forth desired uses of the Sailwinds property. The transfer of the property by the State explicitly stated that the property must be used for economic development. Attachment 1 to this report contains excerpts from: transfer documents from the State; the City of Cambridge Comprehensive Plan (2011) and from the Waterfront 20/20 "vision" for the Sailwinds property; and from the RFQ issued by the State for redevelopment of the property prior to its transfer to the City. All these documents speak to the required and recommended uses of the property.

The City is now in a position to move forward, and to do so, a number of decisions need to be made. The proposed schedule below outlines a process that would culminate in selection of a developer between September and October 2016 with which to negotiate a development agreement.

The purpose of this work session is for Council to consider and discuss the following questions and schedule. During the Work Session, Council will also hear from the public on these same questions. Under the recommended schedule, the public will have at least four (4) planned public input opportunities. The Mayor and Council have received letters and other communications regarding the Sailwinds Property which are found in Attachment 2 of this report. Commissioner Cook with Commissioner Hanson held a public meeting for input based on the discussion and input, Staff and the Sailwinds Committee will return to Council with recommendations for formal decisions at a later date.

Questions:

1. One master developer or several developers on distinct pieces of the property developed on a phased basis?
The Sailwinds Committee has generally agreed that one master developer would be preferable.
2. Whether to wait until the hospital clarifies its future intentions before releasing an RFP?

The Sailwinds Committee generally agrees that we should not wait.

The Sailwinds Committee thinks that it would be okay to include statements about uses and possibly features that the City would welcome or not welcome in an RFP.

3. Declaration of the property as excess before the RFP is released or after viable proposals are submitted?

The City's consultant David Orr thinks it would far more advantageous to do it before the RFP is released so that proponents have more certainty as to the City's intentions before spending the money to prepare an RFP.

4. Whether or the Council will want to be specific as to what uses it does or does not want to see, or let the proponents create the ideas within a general framework?

The Sailwinds Committee recommends that Council tour 3-4 sites of successful waterfront developments to view the uses and features and to talk with local city officials about what worked and what did not. If Council agrees, it is recommended that this be done in latter March, 2016.

5. What schedule to follow to release an RFP?

The Sailwinds Committee suggests:

- Feb. 17 at 6:00 pm Work Session of Council *with public comment* to discuss these questions
- March Visit other sites to see examples of how other communities incorporated the uses that are guiding Cambridge and to consult with other communities as to how they achieved their development projects.
- March/April Hold another work session with *public comment* for input into the RFP
- April Approve an RFP in *public session*
- April Release RFP for 120 days
- Aug. Staff reviews RFP and presents top 3 to Council for selection of top 2-3, in *public session*
- Aug./Sept. Top 2 or 3 proposers prepare models of their development plans for *public review and comment*
- Sept./Oct. *Public Meetings*
Council Decision on a developer with which to negotiate, in *public session*

Attachment 1

There have been several processes and plans and agreements with the State that have outlined desired uses on the Sailwinds property. The following include excerpts from two primary sources: the State transfer agreements and the City of Cambridge Comprehensive Plan (2011). The intention is to recap the land use policies and guidelines already in place for the Sailwinds property.

State Property Transfer Agreement

The agreement transferring of the property by the State to the City explicitly stated that the property must be developed into a mixed-use economic development project consistent with the City's Comprehensive Plan (and specifically, the City's Waterfront 2020 Plan) as well as the terms of the State's RFQ.

Declaration of Covenants

The State Covenants included 4 principles recommended by the State Clearinghouse to which the project development should adhere:

- (1) The redevelopment plan should be consistent with *the City's Comprehensive Plan (and specifically, the Vision Plan)* and the *RFQ* and focus on mixed-use development without so-called "big-box" retail uses, and designed in an urban, walkable fashion;
- (2) The redevelopment of the property should build on its strategic waterfront setting and deep water port as a critical component of the development of the surrounding area, including the strength of the Dorchester General Hospital, Governor's Hall and other entities;
- (3) The Redevelopment of the property should connect with the urban grid street pattern and should derive maximum benefit and utility of and from the entire Sailwinds waterfront area; and
- (4) Any State funding toward redevelopment should be appropriately conditioned so as to ensure maximum conformance with these principles (collectively, the "Guiding Principles")

Further the State Clearinghouse, author of the Guiding Principles, recommended that if Governor's Hall is to be removed, the City should consider the feasibility of redevelopment plans that provide for a comparable replacement public venue either onsite or at a nearby location that serves the public purposes historically provided by Governor's Hall.

City of Cambridge Comprehensive Plan (2011)

The City's Comprehensive Plan addresses development policies related to Sailwinds.

Chapter 4.8 Land Use Policies, (pg. 72) states:

Take Maximum Advantage of the Waterfront

This section of the Comprehensive Plan addresses the Waterfront from a longer term policy based perspective and sets forth the City's principal policies regarding the Waterfront:

- The Cambridge Waterfront is a public resource and it should be managed to benefit the greatest number of people in the best way possible. Extensive and coordinated physical and visual access to the water's edge for the public should be attained.
- The City should establish a comprehensive shoreline access strategy to coordinate physical and visual public access to the waterfront.
- Waterfront development and planning must address access, circulation, and land use in the entire neighborhood, from the water's edge to Maryland Avenue and between downtown and the Waterfront.
- Water dependent uses—uses that could not exist except on the water—such as commercial fishing, some seafood processing, boat yards, ferry terminals, marinas, tug and barge companies, etc.—should be given the highest priority in locating and expanding. Therefore the zoning of waterfront lands, should allow for water-dependent uses. This recognizes that competition from other land uses has the effect of inflating land values to a point where such essential water dependent uses can become obsolete. These uses should be given full potential to capitalize on waterfront locations and should be protected from incompatible non-water-related uses, such as housing. By allowing non-water dependent uses on waterfront sites, the City loses the potential for uses that require a water access.
- Water related uses—those uses that benefit from a waterfront location, but are not dependent on it such as—resorts, restaurants, certain seafood processing and warehousing, should be permitted, but not necessarily directly on the shoreline.
- Non-water related uses, including housing, should be not allowed along the shoreline of the Choptank River.
- The City should retain the use of the port facility.

Chapter 6.3 Cambridge Waterfront states:

Exhibit 6.1 Downtown Conceptual Program Plan (“visions”) designates the Sailwinds Property as “Maritime Mixed Use” which is defined as...areas are intended to allow a mix of uses that would be advantaged by a waterfront location including residential. However, residential use shall not be the dominant land use on any parcel and design standards should guide development. Uses that promote a working waterfront may include, but shall not be limited to a maritime museum, boat building/repair yard and/or school with a marine railway. (pgs. 99 and 100)

Exhibit 6.6 Waterfront Emerging Ideas Concept Plan incorporates the Waterfront 20/20 Concept Plan shows the Sailwinds property as mostly commercial village with some public use

(Community Hall/Art Center/Restrooms, Etc.) and park/open space along the waterfront edges, as well as a marina. (from pg. 106)

The Comprehensive Plan goes on to say in Chapter 6.3:

The Governors Hall property at Sailwinds... is a key element of the citizens concept plan. The intent of this Comprehensive Plan is that site becomes a community gathering place with a mix of commercial, maritime, limited residential and institutional use integrated with public space. Residential use shall not be dominant part of any plan for this parcel. (pg. 107)

Waterfront 20/20

1. Focus should be on commercial and mixed use development
 - Area is critical to the economic revitalization of the waterfront
2. Residential uses should be limited.
 - Emphasis should be on public uses and access
 - Economic impact of commercial uses is more significant than residential
 - Housing market more vulnerable to economic downturn than commercial
3. Existing Maritime Commercial should be respected
 - Important employment base
 - Cultural and historical links should be protected
4. Governor's Hall as a building should not be considered permanent, although its purpose should be accommodated as a part of any redevelopment plan.
 - Public Venue use must be taken into consideration in any redevelopment plan, including discussion of the Amphitheatre
5. Cruise Ship port is a logical use for the pier
 - Commercial development in this area should be designed to accommodate visiting cruise ships
 - Retail and transportation hub
6. Hospital is a key partner to derive the maximum benefit from the entire Sailwinds area

The RFQ's use description was as follows:

...waterfront mixed-use development that includes, at a minimum, retail, restaurant, and residential components. The development also can include a boutique hotel, office space, public, educational or nonprofit institutions, a marina, a boardwalk, an entertainment venue, public space, or other uses to be negotiated. The City, County and community have provided input to the project process and have developed a general vision for the site that is more fully described in this RFQ. However, the goal is for a developer to construct a maritime village that is very generally consistent with the vision for the larger area, represented by the Cambridge Waterfront 2020 Vision plan....

Attachment 2

Letters and Communications to Mayor and Council – some date back to Sept. 2015



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City of Cambridge
410 Academy Street
Cambridge, Maryland 21613

RE: Release of RFP – Port Re-development (Sailwinds Property)

Dear Mayor and Commissioners,

At the January 27 City Council Meeting, City Manager Sandra Tripp-Jones posed six (6) questions to you regarding the Sailwinds Property RFP. As may recall, we sent you a letter dated September 3, 2015 that addressed and stated our position on several of these questions. Further, we attended the City's November 24, 2015 Sailwinds Committee Meeting where we again urged the City to move forward with the RFP and made an additional recommendation: engage a national broker now to assist with the development and distribution of the RFP. Consistent with our previous correspondence, then, below are our positions on the six (6) questions posed regarding the RFP:

1. One master developer vs. several developers on phased-in basis?

Sailwinds Park, Inc. Position & Commentary:

- a. Let market decide
- b. One developer will most likely step-up and control entire site—site is not too large
- c. Hard to interest several developers to purchase smaller sites as each will want waterfront

2. Defer RFP release until Hospital clarifies intentions and timeframes?

Sailwinds Park, Inc. Position & Commentary:

- a. Site is large enough to garner interest without Hospital inclusion
- b. Hire national broker now
- c. Finalize RFP with broker input and release immediately thereafter
- d. Current market conditions are favorable for higher risk projects such as Sailwinds—eager developers, low interest rates, abundance of capital
- e. RFP responses will provide City with options and ideas to consider—none of which the City has to accept
- f. City and local businesses need smart, well-thought-out development now

3. Reference Hospital in RFP?

Sailwinds Park, Inc. Position & Commentary

- a. Use Hospital-approved language already provided by Hospital to City
- b. Tour of other waterfront development sites now will only delay RFP process
- c. Market site now and understand interest first
- d. Market will drive development based on economics, not government dictate

4. Declare Property excess before RFP release?

Sailwinds Park, Inc. Position & Commentary:

- a. Declare Property excess now—can be simultaneous with RFP release
- b. One less uncertainty to potential developer

5. Include specific program elements vs. conceptual priorities in RFP?

Sailwinds Park, Inc. Position & Commentary:

- a. Include conceptual priorities only—see attached “Initial Meeting Agenda with Jerome J. Parks Companies” that we proposed to City’s Waterfront Advisory Committee in March 2012 (against our recommendation, Committee chose not to adopt)
- b. Market will drive development based on economics, not government dictate
- c. Do not place too many restrictions now

6. Schedule for RFP release?

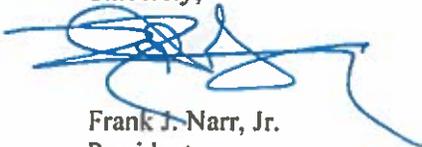
Sailwinds Park, Inc. Position & Commentary:

- a. Broker should propose schedule based on market practices
- b. Select broker by March 15 – City’s Sailwinds Committee already has list of potential brokers and contact names
- c. Possible schedule: release RFP by April 15; market site nationally at time of RFP release; responses due by May 31; City reviews responses in June

We look forward to the February 17 Public Work Session and hope that you will strongly consider our positions when offering your input to the City Manager. We will be available at the Work Session to answer any questions you may have. You can also call me if you would like to discuss any of our positions or commentary in advance.

In sum, we must act now and, as always, we stand ready to assist in any way we can.

Sincerely,



Frank J. Narr, Jr.
President
410.463.0428

cc: Sandra Tripp-Jones, City Manager

Attachment

REDEVELOPMENT AT CAMBRIDGE MARINE TERMINAL

Waterfront Advisory Committee – Initial Meeting with Jerome J. Parks Companies

Conceptual Priorities – Program & Design

1. Greatest Economic Benefit to Community
2. Financially Feasible and Sustainable
3. Complementary with Downtown and Surrounding Community
4. Consistent/Seamless Connection from Fishing Pier/Route 50 to Downtown
5. Public Access to Waterfront
6. Embodies the Spirit and Vision of *Waterfront 2020, Sailwinds Park* and *Cambridge R/UDAT*

Discussion Points

1. Commercial Development
 - a. Mix – Hotel (rooms), Retail (SF), Restaurant (SF)
 - b. Timing
2. Residential
 - a. Justification
 - b. Number of Units
 - c. Location
 - d. Timing
3. Dorchester General Hospital
 - a. Campus Development (including helipad location)
 - b. Riverwalk, Amphitheater, Open Space and Road
 - c. Parking
4. Public Venue
 - a. Governors Hall and Festival Grounds
 - b. Location
 - c. City/County Long-term Commitment if Off-Site
5. Infrastructure
 - a. Deep Water Dock
 - b. Riverwalk
 - c. Road(s)
 - d. Parking
 - e. Timing
6. Tax Increment Financing
 - a. Anticipated Requirement?
 - b. Uses
 - c. County/City Commitment
7. On-Going Committee Interaction with Parks - Process



DORCHESTER CHAMBER OF COMMERCE, INC.

528 Poplar Street, Cambridge, MD 21613 410-228-3575
www.dorchesterchamber.org

February 10, 2016

Re: RFP for the Sailwinds Property

At the January 27 City Council Meeting, City Manager Sandra Tripp-Jones posed six (6) questions regarding the Sailwinds Property RFP. Below are our responses to those six (6) questions regarding the RFP:

1. One master developer vs. several developers on phased-in basis?
 - a. Dorchester Chamber Response: This should be a market lead decision. The RFP should not specify the requirement of single developer but should be clear that the development must be done in coordinated fashion. It is most likely a single developer will take control of the project given the size of the property.
2. Defer RFP release until Hospital clarifies intentions and timeframes?
 - a. Dorchester Chamber Response: The delay associated with waiting for clarification from the Hospital is not warranted. The site, without the hospital, is large enough to garner the interest needed to get a developer to bid on the project. Once negotiations begin with a developer more detailed discussions with the hospital can be had to determine the economics of including plans for that property.
3. Reference Hospital in RFP?
 - a. Dorchester Chamber Response: It is our understanding from conversations with Sailwinds Park, Inc. that approved language from the Hospital is available for the City to use in the RFP. This should be included in the RFP.
4. Declare Property Excess before RFP Release?
 - a. Dorchester Chamber Response: Our belief is that any developer that is interested would want this to be the case – removes uncertainty of the City's intention.

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DORCHESTER CHAMBER OF COMMERCE, INC.

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5. Include specific program elements vs conceptual priorities in RFP?
 - a. Dorchester Chamber Response: City should provide only high level guidance on the City's priorities. We have included our Position Statement submitted in 2012 as one source to use for some of those priorities. The more restrictive/limiting the RFP the less options we will have to review. Developers will consider market conditions and probability of success before they submit – they could very well present a plan that the City may never have thought of that would be great solution for the location.

6. Schedule for RFP release?
 - a. Dorchester Chamber Response: The City should engage a broker with experience dealing with similar properties. The broker should use their experience, understanding of the current market, and developers that could take on a project of this size in setting the timeline. Given all the work that has been done to date regarding the property there is no reason the City should not be able issue the RFP by Mid-April.

We are open to have any discussions regarding our responses and will be in attendance at the February 17, 2016 Working session.

Sincerely,

William A. Christopher
Executive Director

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Hills Point Landscapes

May 23, 2012

Dorchester Chamber of Commerce Position Statement
Redevelopment of Sailwinds Park Property

The following is the Dorchester Chamber of Commerce Position Statement on the redevelopment of the Sailwinds Park property.

- The primary goal of this project must be to achieve the greatest economic benefit to the Community. Economic benefits include job creation, increased tax base and increased tourism.
- The project must be financially feasible and sustainable.
- The development should create synergy with the downtown area and the surrounding community and should take into account what we already have to offer. The development plan should complement what already exists.
- We should encourage the developer to take a big picture approach and look beyond the boundaries of the Sailwinds Park property to come up with a development plan that includes not just the Sailwinds Park property.
- The development should maintain public access to the waterfront along the entire perimeter of the property.
- The developer should be encouraged to come up with a plan that embodies the spirit and vision of Waterfront 2020, the original Sailwinds Park plan and the Cambridge R/UDAT, but should not be restrained by or locked into specific elements or concepts included in those plans. We must be flexible with our requirements and open to new ideas in order to give us the best chance of achieving the greatest economic benefit to the Community. Two components in particular that need to be considered are the entertainment venue and the residential component of the project. The community needs to be open-minded with respect to these two components and listen to what the developer has to say, keeping in mind the primary goal of creating the greatest economic benefit to the community.
- We should be excited about the possibilities and hopefully will be rewarded with a development plan that far exceeds our expectations. This developer was selected for its experience and vision. The developer should be thinking outside the box and should not be limited by well-intentioned requirements imposed by the Community.
- While the project certainly needs to make economic sense to the developer, the driving force must be providing the greatest economic impact to the Community.
- This is a unique opportunity. We need to make sure we do it right.

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From: Dawn Veatch [mailto:d.veatch@icloud.com]

Sent: Sunday, February 07, 2016 9:07 PM

To: jackie.iv2@verizon.net

Cc: Dawn Veatch; d.sydnor@verizon.net; fcooke@choosecambridge.com; choptank@hotmail.com; rhanson74@gmail.com; mayor@choosecambridge.com

Subject: Re: Sailwind

Hi Jackie Vickers-First Ward,

Thank you for the opportunity to share with you our perspective. I have also cc:copied the Mayor and the other commissioners.

We do not think it is wise to develop Tailwinds with any type of residential or hotel development. The property is adjacent to the hospital which will also be redeveloped once the lease runs out in less than 10 years. Both properties need to be compatible development. Any type of residential development will not bring jobs to Cambridge or Dorchester Co. We already are saturated with unoccupied condos and have a crucial need for historical renovations of the existing homes in the Historic District that is in your Ward. No more residential properties, please.

In addition, the citizens of Cambridge and Dorchester Co. deserve a pavilion and access to Choptank Bay that serves the community. Who ever decides to pursue the development should be required to refurbish the existing building or rebuild a multi-purpose Community Center. As I understand, the sea wall is in need of replacement as well. Any company that is interested needs to be willing to repair or replace the retaining walls so it is not passed on that expense to the tax payers. This could easily be negotiated. And there are numerous grants from the State of Maryland that could contribute if the land development is the right kind of development.

I read there was a proposal from a company that builds unique yacht harbors for larger vessels. The American Cruise Lines already visits Cambridge and others could make this a unique destination. There are so many recreational activities in Dorchester Co, to include hunting, fishing, golfing and bird and nature watching/photography. The Black Water Park and the new Harriet Tubman Museum are all attractions that will bring visitors to Cambridge and Dorchester Co. The addition of a functioning and destination deepwater harbor for larger vessels would bring jobs to the community in the way of expanding the charter fishing and hunting tours, wood craftsmen for wood working specializing in unique interiors for the larger vessels, service industry positions, restaurants and shops. The airport extension project desperately needs to be executed in order to support these types of options. I am part of a Citizen's Group for bring economic development to Cambridge and Dorchester Co, The deepwater harbor is key to a multi-model vision that brings jobs and income to our community.

The next meeting and the public can attend- is on Wednesday, FEB 17th, but I did not see a time. Can you confirm that time? Thank you for asking our opinions and allowing us to share out thoughts and ideas.

Dawn and Ray Veatch
209 Glenburn Ave- Twin Chimney
Cambridge, MD 21613

+1-678-230-9429 USA

On Feb 7, 2016, at 6:31 PM, Dawn Veatch <d.veatch@icloud.com> wrote:

Please keep me informed on surveys and meetings. If you need any support let me know

Dawn Veatch
678-230-9429
Sent from my iPhone

From: ssmith8523@aol.com [mailto:ssmith8523@aol.com]

Sent: Tuesday, August 18, 2015 4:47 PM

To: mayor@choosecambridge.com

Subject: Additional Sailwinds Comments

Dear Mayor,

I would like to have additional comments from me added to the record regarding the "Sailwinds" property.

Any analysis or comparisons between options for the best use of the property should not consider ONLY ROI and/or only financial impact. I request that it include somewhat intangible qualities such as heritage retention, future flexibility, City culture and history, impact on the entire City - restaurants, shops, housing stock, etc.

1. Given the purpose of the meeting - to determine if the property is needed for public use - in hindsight I don't understand why the question wasn't clearly answered, "yes, it is needed," once the Governor's Hall representatives presented their case.
2. The reason more people don't participate in topics of interest in the City is.....BECAUSE WE DON'T KNOW THEY ARE HAPPENING! (Please excuse the shout.) But there is a "technology solution" for this. It is called RSS or Rich Site Summary "Subscribing to a website RSS removes the need for the user to manually check the website for new content. Instead, their browser constantly monitors the site and informs the user of any updates. The browser can also be commanded to automatically download the new data for the user." So Dale would have to enable RSS at the location on the City website where public announcements, updates, hearings, etc. are listed. Then interested citizen just subscribe via their email address. The City intranet software, FoxSuite, may have this capability.

Thank you.

Regards,

Sharon Smith

1105 School Street

-----Original Message-----

From: [ssmith8523 <ssmith8523@aol.com>](mailto:ssmith8523@aol.com)

To: [SSmith8523 <SSmith8523@aol.com>](mailto:SSmith8523@aol.com)

Cc: [davethatcher <davethatcher@rcn.com>](mailto:davethatcher@rcn.com)

Sent: Tue, Aug 18, 2015 4:21 pm

Subject: Report Back on Sailwinds Meeting

Hello,

I want to let you know how last night's meeting on Sailwinds went.

The meeting was very well attended, with standing room only, and lasted two hours. Twenty-seven people stepped to the lectern and shared their opinions, limited strictly to three minutes each. The specific question before the Council at this point in the process is "is this property 'excess?' and 'no longer

needed for public use." The property *must* be deemed no longer needed for public use before the City can sell it.

In hindsight, this is an astounding question, given that *Governor's Hall* is booked solid for the rest of the year, has requests for next year, and is reportedly "losing money" as it cannot confirm reservations given its uncertain status. It would seem that the answer to this question is obvious. Several people spoke on behalf of the need to retain this venue for the City and entire surrounding area. Speakers came from Hurlock and Salisbury to state the need for this facility. In fairness, the draft *Master Development Agreement* that is to be used in negotiating with any prospective developer requires that a similar venue be provided.

From my notes, the following list summarizes the comments made by the speakers, more or less in descending order of frequency of comment:

No more condos, hotels, residential development is needed. Reportedly, the City has 100+ properties currently in foreclosure.

- Retain Governors Hall venue. (The Richardson Museum representative offered that they may be able to provide a similar venue - no details provided.)
- Don't sell the property - the City should retain ownership to provide for maintaining our heritage and maximum flexibility in the future.
- Public access - the current plan is for the City to retain title to only a small sliver of land - a "promenade" - along the water, but access to the strip is via a right-of-way over land we would sell.
- Retain a maritime use/working waterfront/our heritage versus other uses. Several entities have expressed building/repairing large boats there, (or home-porting European tall ships). Reach out to the maritime community; the word on the street is that the City isn't interested in doing business with them.
- Retain some open space and water-view - don't over-build
- The Council needs to develop a cogent "vision" and iterate it with the public; not just of Sailwinds but including adjacent properties and downtown, as Sailwinds can bring tourists/employees/future residents to the entire City. Need a "big picture."
- Conduct an analysis of the City retaining ownership vs selling to a developer. This was not done by the City, as we picked up the "chose-a-developer" process from where the State left off when MD transferred the property to the City.
- Put on the City website a project timeline for this and all large City projects/issues so citizen understand the process and next-steps. This will allow for more productive, less frustrating public hearings.
- Impact on the hospital is unclear.

PLEASE NOTE: THE CITY IS KEEPING THE COMMENT PERIOD OPEN UNTIL TUESDAY, SEPTEMBER 8TH, AT 4:00PM. All comments may be either emailed to the Mayor at Mayor@ChooseCambridge.com, or snail-mailed to City Hall, 410 Academy Street.

The meeting last night just reinforces the need for all citizens to get involved and stay involved in City matters of importance. If we sell this property it is gone forever, if we retain it and hire a professional project manager to manage it, we could sell it in the future (I assume) if we choose to do so.

Regards,

Sharon Smith

From: Lynda S. Brooks [<mailto:lyndakx@aol.com>]

Sent: Friday, September 04, 2015 3:52 PM

To: mayor@choosecambridge.com

Cc: fcooke@choosecambridge.com; jackie.jv2@verizon.net; rchanson74@gmail.com;

d.sydnor@verizon.net; choptank@hotmail.com

Subject: Open comment on Sailwinds Work Session

Good afternoon, Madam Mayor:

I wanted to express another comment on the Sailwinds Marine Terminal while the comment period is still open.

I think it is very important that the property adjacent to the wharf reconstruction area NOT BE A PROMENADE. If this is the only area in which a potential shipbuilding or marine construction company or other waterfront industry could be located if they came to Cambridge, that could bring or create jobs, it makes no sense to obstruct this immediate area with a sidewalk or other right-of-way. From what I understand from the work session, locating any waterfront industry on the Choptank side of the property is not an option due to federal regulations.

I think the Council needs to be open to having the "promenade" in a different location and retain the property immediately adjacent to the water for its best and highest use -- an industry that would benefit from that particular area. The best and highest use of the immediate wharf area, is not a public space venue (which could be elsewhere on the property), or a promenade. It's something that would rely on, and benefit from, being directly on the water.

Please take this into consideration when drafting an RFP and help our community to keep options open.

Thank you for your time.

Sincerely,

Lynda S. Brooks

305 Talbot Avenue

Cambridge MD 21613

From: Leonard Dayton [<mailto:jay.dayton@icloud.com>]
Sent: Monday, September 07, 2015 7:52 AM
To: mayor.cmd@gmail.com; Kathy Foster - Cambridge City Hall
Cc: Natalie Chabot
Subject: Sailwinds Project. 09/04/2015

Sailwinds Project. 09/04/2015

Dear Mayor & Council,

My name is Jay Dayton - I was born & raised in Cambridge and graduated from Cambridge High School. My family has a 340 year history in Dorchester County. My father was a Dorchester County Commissioner for 16 years.

While I would prefer speaking with you in person about this critically important project, I will attempt to do this in writing.

My interest in this project is purely in the hope of seeing something amazing happen for the city. You and Cambridge have a once in a lifetime opportunity to orchestrate an amazing transformation of this extremely unique property.

I participate as a board member on two non-profit boards of directors which allow me continual interaction with marine industry professionals; 1) the Marine Trades Association of Maryland, located in Annapolis and charged with promoting the interests of Maryland marine businesses & boaters; and 2) the United States Superyacht Association, located in Ft. Lauderdale, FL which works to promote the interests of large yacht businesses around the US and Internationally. Additionally my business takes me up and down the east coast, interacting with dozens of marine businesses. I am happy to elaborate further what both of these boards have been doing legislatively to encourage more large yacht visitation in Maryland and the Mid-Atlantic region.

My vision for this site is to have it developed as a large yacht marina facility for a number of reasons:

- 1) This property is perfectly located in the Chesapeake Bay and MidAtlantic region to take advantage of the annual migrations of large yachts up and down the east coast; New England in the Summer and Florida and Caribbean in the Winter.
- 2) The deep water, long bulkhead and easy access from water & land are perfectly suited for a superyacht facility to be developed;
- 3) The property's proximity to downtown, the Hyatt, the airport, Rt 50, the existing boatyard next door, etc. make it ideal for such a facility;
- 4) One of the beauties of a superyacht facility, is that the crews and owners of these vessels need a wide variety of services and products, which can feed dozens of local businesses. They buy large volumes of fuel, food, flowers, etc., use local restaurants, gyms, hotels, airports, marine subcontractors and produce high paying, solid jobs!

5) Superyachts spend approximately 10% of their value annually on maintenance, upkeep, crew payrolls, outfitting, etc. They are economic engines for all surrounding businesses;

The existing Governors Hall can either be incorporated into this development by requiring the developer to build an upgraded events facility, specifically designed for this function or move it to another site. (paid for by the developer).

The facility can include a large yacht marina, possible haul out facilities for large yachts, a combination of nice restroom facilities, workout gym, perhaps a cafe and shipstore, etc. etc. All important to the crews of these large vessels.

Another consideration is that this type of facility will not compete with our local businesses nor the municipal Marina, since it will cater to large yachts, 80' and larger. It will in fact feed all of our local businesses and create an excellent tax base for the city.

In my capacity on the US Superyacht Association board, as the Mid-Atlantic Regional Representative, I have had conversations with some of our members who have expressed interest in spearheading this type of develop. These companies are experienced in these types of developments and have considerable connections to superyacht captains and owners, as a result of their ongoing operations. One such company which has expressed interest is IGY Marinas, who have developed a number of superyacht facilities in the US and Caribbean. I have provided brochures of this company's facilities to your Sailwinds Committee and am happy to provide this information to you as well.

My view is that the timing for this project is excellent. Developers have considerable capacity at this time, bank interest rates are quite low and we have a State administration which is very eager to promote new business development.

Additionally, I would encourage the city not to rework the existing bulkhead until you know what type of project is going to be developed and how the developer needs to have the waterfront configured. Instead, I would use the grant made available from the state, as a "carrot" to help encourage developers to be part of this project.

I am happy to assist in any way that I can to help facilitate this project. I encourage your Council and the Sailwinds Committee to develop a fairly specific RFP to go out into the marketplace as soon as you are able to do so.

I am confident that this project can be accomplished in a manner which will please the majority of town & county residents, be in accordance with all of the state requirements and produce an end product that will greatly enhance Cambridge for many years to come.

Thank you very much for the opportunity to provide my opinions on this important project.

Sincerely,

Jay Dayton

To: Mayor and City Council of Cambridge
From: Fred Pomeroy/ Dorchester Citizens for Planned Growth
Re: Comments on Sail Winds Park Redevelopment
Date: September 7, 2015

I am writing on behalf of the DCPG Board of Directors to extend my oral testimony given at the last public hearing on the future of Sailwinds Park. The comments delivered at that time reflected wide community interest in this unique and valuable waterfront property and evinced overwhelming public sentiment around several salient points.

1. Although the Governors Hall building could most generously be described as a "diamond in the rough", it does provide an essential community service and thus the appellation of "surplus property" does not accurately describe Sail Winds as presently configured. People sense the value of having a public performance space on the waterfront and resent the idea of losing this space to a private development. In our view, a moderately sized high quality performance center, with both indoor and outdoor options, located at Sail Winds would add immeasurable value to Cambridge as a maritime tourist location as well as create pride and self esteem for local residents. At the same time, this sort of use would enhance, rather than detract from, the high quality redevelopment proceeding slowly in downtown Cambridge.
2. A vaguely described "mixed use" development could well violate the best intentions of Cambridge leadership for the property. A single developer given ownership of this invaluable property might well focus on waterfront housing as the most likely money maker with only a modicum of retail space included to conform to the mixed use criteria. At the same time, retail space at Sail Winds would be in direct competition with the aforementioned downtown redevelopment, effectively creating a second downtown. Since there is a 14 year window before the state requires Cambridge to develop the property the prudent course is not to rush to sell the property at this time. (Interestingly, there is no default provision requiring that the property return to the state mentioned in the Declaration of Covenants which was a guideline for transference of the property to Cambridge.)
3. The state is looking to make Cambridge a model for the "working waterfronts" concept. Although no money has been committed for this- beyond the several million already granted to repair the bulkhead immediately west of Governors Hall- one gets the sense that there would be strong state support for a mixed use plan created by the city itself which might include facets of the maritime trades as well as the location for a public

performance area. Cambridge has a true deep water port at Sail Winds. A real working waterfront would mean real jobs and economic growth for Cambridge residents. Someone at the hearing suggested that drafting such a plan would be the perfect job for a newly hired city manager. DCPG supports the idea that Cambridge itself, rather than a single developer, should exert control over this wonderful property. In the event that Cambridge cannot rise to the occasion and oversee the development, there is still time to sell the property later at a higher price .

4. In the event that the city does go ahead with sale of the property in the immediate future the public should be protected by requiring the type of performance bonds known as "Dual Obligee" bonds. Requiring these sorts of bonds would add the city as a named obligee and allow it to step in directly on an as-needed basis in the event of a developer's default. These bonds should be required to be obtained by the developer from a Treasury listed bonding company and made payable to the city. (This concept did not come up at the public hearing since virtually everyone who spoke was in opposition to the city selling the property in the near future.)

We appreciate your efforts to make the best use of the Sail Winds property. Please remember that the responsibility you have now includes the option to deviate from old and outmoded thinking about redevelopment in Cambridge. An historic opportunity is at hand.

Sincerely yours,

Fred C. Pomeroy, for the DCPG Board