



March 10, 2021

Via Electronic Mail

Councilman Eric Costello, Chair
Baltimore City Council – Ways and Means Committee
100 Holliday Street, Room 509
Baltimore, MD 21202

Re: City Council Bill 21-0029 – Commercial Parking Facilities (Annual License Fee)

Dear Chairman Costello:

As you know, Southern Management Companies (“Southern Management”) is one of the largest multifamily providers in the State of Maryland. Unlike most developers, our strategy for success does not include developing or purchasing with the intent to sell or divest for a quick profit. We are here to stay as a member of the community. As a long-term owner, operator and stakeholder in Baltimore City, we purchased our first community, Charles Towers Apartment Homes, in 1993. To date, we own and manage 1,800 apartments in Downtown Baltimore (approximately 3,013 residents), more than 4,800 apartments in the greater Baltimore area, over 200,000 square feet of office and mixed-use space and contribute more than \$5,000,000.00 in annual county tax revenue.

Southern Management is deeply troubled by and stands in opposition to the proposed City Council Bill 21-0029. To say that the proposed increase in costs would be devastating is an understatement, especially given our loss of revenue due to the COVID-19 pandemic. Specifically, one of our parking facilities (located at 308 W. Fayette Street) suffered a substantial loss of revenue - a negative variance of more than 50%! It is inevitable that the passage of this bill will yield additional financial burdens, create a “pass-thru” of those costs to patrons, and run counter to the bill’s desired outcome as it will ultimately decimate our recovery efforts post-COVID.



We thank you for your hard work as we all try to navigate and recover from these unprecedented times. In light of the essential expenditures accumulated over the past year to maintain our parking facilities coupled with the severe reduction in income, we find it unreasonable and improper to pass this bill. It is for these reasons that we ask you to vote “NO” to City Council Bill 21-0029. We appreciate your consideration and welcome the opportunity to speak with you regarding our concerns.

Kind regards,

A handwritten signature in black ink, appearing to read "A Powell". The signature is written in a cursive, flowing style.

Ashley N. Powell
Compliance, Office of General Counsel
Southern Management Companies, LLC