



**MARYLAND 2023 GENERAL ASSEMBLY SESSION  
HB194 TESTIMONY IN SUPPORT OF THE LEGISLATION  
BY MATT LEONARD, EXECUTIVE DIRECTOR OF  
CAMBRIDGE WATERFRONT DEVELOPMENT, INC. (CWDI)  
REQUEST FOR SUPPORT OF THE LEGISLATION**

Please, accept this testimony in support of HB 194, which would allow Cambridge Waterfront Development, Inc. (CWDI) to participate in The State of Maryland’s Local Government Insurance Trust (LGIT) in furtherance of its mission to:

**DEVELOP *CAMBRIDGE HARBOR* IN PARTNERSHIP WITH THE  
COMMUNITY, TO THE BENEFIT OF THE COMMUNITY, AND TO  
SUSTAINABLY OPERATE AND MAINTAIN *CAMBRIDGE HARBOR* AS  
AN INVITING, ACCESSIBLE, ACTIVE, AND ENJOYABLE PLACE TO  
LIVE, WORK, PLAY AND VISIT.**

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February 16, 2023

Contact: Matt Leonard at matt.leonard@cwdimd.org; (434) 579-0374

## **ABOUT CWDI**



CWDI was formed in 2018 through joint Agreements by and between The State of Maryland, City of Cambridge, Maryland, and Dorchester County Maryland. A 501 (c) 3, IRS designated Tax-Exempt entity. While CWDI is a private entity it is set to a public mission. CWDI Leadership is appointed by its public founders, carefully selected as a group who together embody the knowledge, skills, and abilities to advance CWDI's mission.

In 2022, CWDI made significant advances in that mission, including:

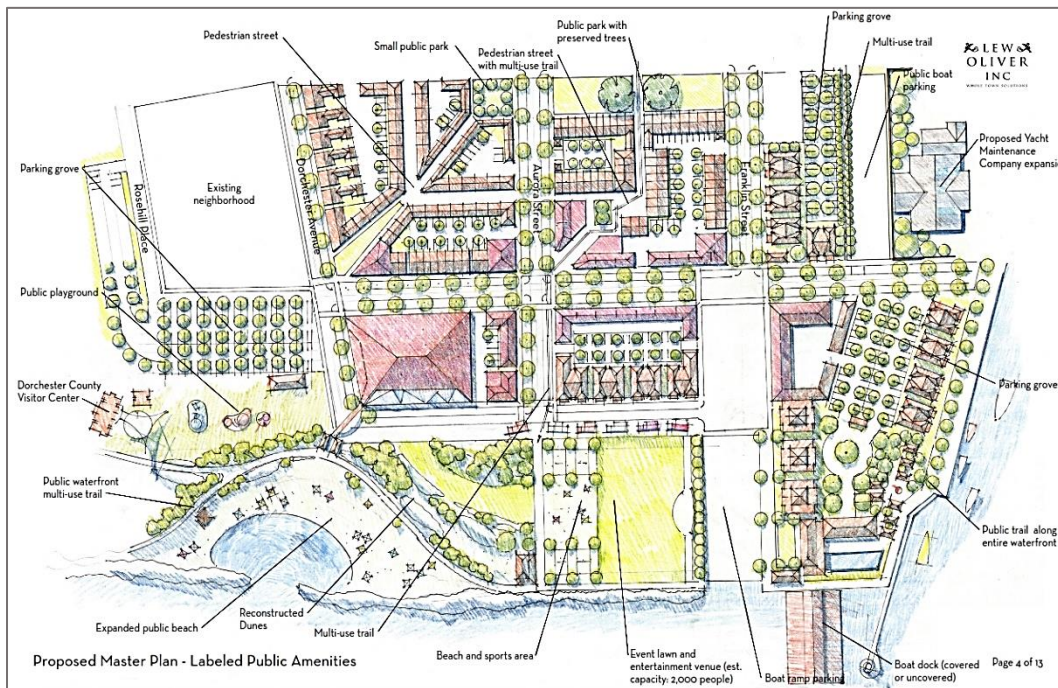
- Taking Ownership and Management of The Property
- Completing Demolition and Clearing Across the Site
- Engaging the Community About Vision & Branding
- Developing a Website to Keep Stakeholders Apprised
- Receiving Proposals from Investors & Developers
- Developing a Five-Year Strategic Plan
- Developing a Sustainable Business Model
- Adopting Annual Operating Budget (+2-Years Reserve)
- Developing a Capital Improvements Budget
- Advancing Mission Partnerships
- Securing Funds to Complete Public Space Planning
- Securing Federal Funds to Build Public Promenade

### **ABOUT CAMBRIDGE HARBOR**

Cambridge Harbor is the placename selected by the community that includes 35+/- acres along the majestic Choptank River, and historic Cambridge Creek within the City of Cambridge, Md.



When fully developed approximately seven-acres will remain fully accessible to the public, owned, activated, and managed by CWDI to the benefit of the community and visitors.



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**WE WANT TO CREATE A** *well-crafted mix*

**WE'RE ALL ABOUT** *Life on the water*

Water is and always has been a way of life here. The community is connected to the water: in their minds, hearts, and experiences.

**ABUNDANT PUBLIC AMENITIES ON-SITE**

**MUSIC & Entertainment**

We envision unique programming and spectacular festivals and events to attract the crowds year-round—drawing visitors and fans from near and far on a regular basis. This will feed into visitation to our site.

**WE MUST CURATE UNIQUE** *Shopping experiences*

We need unique quality retailers so that we are a must-go destination for residents and visitors alike.

**CRABS & FOOTBALL THAT'S... WAIT!**

**WE'VE GOT SO MUCH MORE, OYSTERS, SOFT SHELL CRAB, ROCKFISH, FRIED CATFISH, MUSSELS & CLAMS, EVEN MUSKRAT**

*Dining offerings*

VARIED AUDIENCE REQUIRE VARIED

18 CAMBRIDGE HARBOR

REQUEST FOR EXPRESSIONS OF INTEREST FOR REDEVELOPMENT

SCOPE OF PROJECT 19

**CWDI FUNDING**

- The estimated cost to fully develop Cambridge Harbor is \$350 Million in Capital Costs.
- Of that, the estimated public portion is \$55 Million in Capital Costs.
- The long-term economic benefits to the localities and State will far exceed this public investment. CWDI is pursuing various forms of funding to secure these funds.
- In 2022, CWDI received significant public funding to advance its mission on behalf of its public founders, as illustrated in the chart below:

TYPE OF FUND	\$TOTAL FUNDS	% OF TOTAL
STATE DIRECT	\$7,849,000	65%
FEDERAL DIRECT	\$2,400,000	20%
ARPA THRU STATE	\$1,000,000	8%
ARPA THRU CITY	\$500,000	4%
CITY DIRECT	\$204,000	2%
COUNTY DIRECT	\$205,000	2%
TOTAL	\$12,158,000	100%

**THANK YOU FOR YOUR CRITICAL AND CONTINUED SUPPORT!**

**CWDI FINANCIALS**

- CWDI’s annual operating costs will grow from \$180,000 (2022) to \$1 Million (2025) as it fully activates *Cambridge Harbor’s* public spaces and amenities
- For 2023, CWDI’s operating budget has already reached \$480,000.
- Increasing earned operating income and reducing general operating expenses are more critical than ever.
- Along with that, reducing the potential liability limits on the seven acres of land that will remain fully and perpetually accessible to the public is also critical to ensuring that the community’s interests are best protected.

**IMPACT ON INSURANCE**

In 2022, CWDI began development activities to clear the site, making it ready to bring to Communities Vision to fruition. By accelerated development activity, prioritizing the public amenity spaces, the costs for insuring the organization and property have significantly increased.



**CWDI's Insurance Costs**

<b>Policy Type</b>	<b>Premium</b>
Directors & Officers Liability (D&O)	808.00
Site Pollution Liability (PLL) (5-Yrs)	46,069.84
Construction Liability (CPL) (5-Yrs)	36,197.29
Commercial General Liability (CGL)	13,103.64
Umbrella	9,182.43
Excess	7,975.00
<b>TOTAL</b>	<b>113,336.20</b>

**ANNUALIZED INSURANCE PREMIUMS FOR 2022-2026 = \$52,000**

**CLOSING**

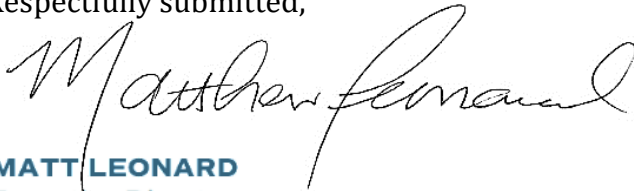
Cambridge Waterfront Development, Inc. was established by public entities and for the public's benefit. It is set to a community and economic development mission. CWDI's organization is capable of meeting this mission, passionate about doing so, financially stable and sustainable.

Decreasing operating expenses through reduced insurance premiums allows CWDI to use more of its funds to advance development.

Mitigating liability associated with the significant public spaces and amenities at Cambridge Harbor helps ensure that these investments remain available to and fully activated for the public's benefit.

**CWDI REQUEST THAT YOU SUPPORT HB 194.**

Respectfully submitted,



**MATT LEONARD**  
Executive Director

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