

**Interview from the preparation of**

# **Fell's Point Out of Time**



## **Sandy Hillman Interview, February 2, 2004**

***Jacque Greff, interviewer. Kraig Greff, camera***

**[Jacque]**

Start out telling us a little bit about yourself, and how long you've been involved in Baltimore and in what way you've been involved in Fells Point. However much you want to say about that.

**[Sandy]**

In 1968, my husband, who had gone to Hopkins to undergraduate school, decided that we would move to Baltimore and he brought me here kicking and screaming. I had just had our first child. We were living in Washington at the time. And I thought that Baltimore was the armpit of the world.

**[Jacque]**

Washington D.C. or Washington State?

**[Sandy]**

No, Washington D.C.

**[Jacque]**

O.K.

**[Sandy]**

Although I'm from Pennsylvania originally. In any event, we'd been in D.C. for about 3 years and Bob came home one day and said, "We're moving to Baltimore". And so, off we came to Baltimore in 1968, and it was certainly not the city that we know today. I knew a guy by the name of Bob Embry who now runs the Abell Foundation and has long been an important force in the life of the city. He had gone to law school with my husband. He offered me a job at HCD, where he was the commissioner at the time, the Housing Authority. And so I went to work on a part time basis for the Department of Housing and Community Development doing PR, and that's how my love affair with the city really began.

In 1970, a friend of mine and I and a group of other people started something called the Baltimore City Fair and in '71 I went to work for the new mayor, William Donald Schaeffer and I worked for him from 1971 to 1984. So I became a totally committed Baltimorean. I grew to love the city, it's people, really everything about it and to care a great deal about promoting it to the rest of the world. So, from '71-'84 I was the Director of Promotion and Tourism for the City of Baltimore. And my job was to tell people like you living in Cincinnati that there was this great, undiscovered town called Baltimore.

So over the years I was involved in a lot of things that are referred to as the “First Renaissance”. Working under Mayor Schaefer, who really was the start of that, whose genius and whose dedication to the city is really what turned it around. And now I am the CEO of an advertising and PR firm. And a little less than a year ago we made a decision to move to Fells Point from midtown. And it’s great to be here in what is really the historic part of the city. And the area of the city that, in many ways, represents the future of the city, as well as it’s great past

**[Jacquie]**

Why do you say that?

**[Sandy]**

Well there’s so much going on here. I mean, it’s quite extraordinary to me. Why didn’t I buy land here ages ago? I mean, everybody says that. You know shoulda, woulda, coulda.

[01:02:56;26]

This neighborhood is enjoying a extraordinary renaissance from one end to the other, from east to west, and north to south. And we are part of that renaissance here at the corner of Thames- everybody else thinks it’s Them... Thames and Wolf Streets. You just look around and we see what’s going on across the harbor from us. I look out the window and these extraordinary townhouses that I can’t afford are going up and they are mostly all sold. Everybody’s looking for property down here. The gentrification, I think, is really a wonderful and healthy thing. I know there are people who are probably unhappy with it.

And I’ve known the Fells Point neighborhood under many guises for many years. When I worked for HCD, when I worked for the Mayor... This was always a neighborhood with a lot of activists and people who had very specific agendas. Some people wanted it to stay as it was. Some people wanted it somewhat renovated. Some people wanted it really renovated. And some people wanted it gentrified and other people didn’t. So, I think what ultimately happened here is sort of a happy amalgam of everything. Everybody kinda got their way. So you have a neighborhood that’s got a lot of character and a neighborhood that’s got a lot of characters.

**[Jacquie]**

That’s a nice characterization.

[01:04:23;28]

Are you concerned, or how do you feel about the future? Do you have any predictions? Do you have any feelings about the development that’s still being planned?

**[Sandy]**

Well, I am probably a pro-development person with a real appreciation for history and preservation. And I think that things have been very carefully done here. Is everybody gonna be happy? No. Because you can’t... everybody’s agendas can’t be met when you talk about the revitalization of a city. But you can’t... cities can’t live on status quo. And Baltimore is in a very competitive position.

I care a great deal about economic stimuli. I care about things happening in the city so that young people move in, so that there are jobs for them, so that they want to stay here, so that they can get married and raise their kids here as I did. I care about the city being a city that the national media wants to talk about, because that is really what establishes it in the mind's eye of people outside as a place for people to move to live in work in. And also says to Corporate America, "Hey, you know what? Maybe we are interested in locating a business here."

So the status quo isn't acceptable for the City of Baltimore, or for anything else for the matter. But it's really dangerous when cities don't think about moving forward and future and, you know, that means development. So, does it mean more cars on these cobblestone streets? It does. Does it mean more people in restaurants, inflation of rents and cost of living? It does. But that's what you need to make the city keep going.

[01:06:18;29]

**[Jacquie]**

For a member of the audience like me perhaps, if I were in Cincinnati and knew very little about Baltimore, could you describe Baltimore? Give me a snapshot picture of it.

**[Sandy]**

I think Baltimore is a wonderful, comfortable town that's easy to wrap your hands around and get involved in. I think it's very welcoming. And I think it's much more cosmopolitan than people outside may think it is. And there's a lot to do here, certainly more than you can take advantage of. I think it's almost a perfect place to live. It's in close proximity to many other exciting places like New York and Washington. But my perspective is that very much of a person who prefers east coast living.

[01:07:06;09]

**[Jacquie]**

What are the big challenges facing Baltimore today?

**[Sandy]**

Well, I think the biggest challenge is really revitalizing the population, you know, having enough jobs, interesting jobs that young people are interested in. Bringing young people in here, getting them excited. Making them want to be leaders and involved. That's what keeps the city going. You know. I'm old. And you know, it's now people like me that the city should be courting. You court me so that I'll bring my business here. You court the people that work for me because they're really the future of the city.

**[Jacquie]**

And what is the big handful of challenges facing the city?

**[Sandy]**

Well, you know, the classic ones are that people would complain about our taxes, and east coast location. On the one hand, in the city itself you have probably an undereducated workforce vis-à-vis

the entire state. You need to find and create jobs for those people. And at the same time you want to have people live in harmony in terms of the entire city. So, you have a population of people who need to have a lot of service. And then a population of people who are more affluent and provide the taxes base so you can provide the services.

So, you know, it's a tightrope. It's tough to manage a city like this. And then you have the issue of race, which is, I think, is a terribly important issue that has been, from my perspective, pretty well handled in the City of Baltimore. I mean, I think the remarkable thing about Baltimore is that different kinds of people can share time and space with each other in a meaningful way. Do we still have neighborhoods that you could call segregated? Sure. Are our schools a problem? Yeah. Public education is one of the biggest problems in America today. Doesn't matter what city you go to, people are all complaining about the schools. So, do I wish that the Baltimore city public schools were in a better situation than they are? Absolutely. And do I think they could better, no doubt about it. And I think that perhaps the schools are one of the most important challenges – if not the #1, the #2 challenge in the city. ... And I think actually the fact ... this is almost not relevant at Fells Point ... but the fact that this city has had a history of private schools, successful private schools, is in my opinion one of the things that has been one of the greatest detractors for the city, not one of the greatest positives. Because people always had an option to opt out of public schools, and I'm a big believer in public schools. But anyway, I could go on that tangent and I won't. And why do I say it's not that relevant to Fells Point? Because the population that lives in Fells Point is not predominately a family population. I think I'm right about that. So, it's not a big issue.

**[Jacquie]**

It's definitely a dog population.

**[Sandy]**

Right, there are a lot of dogs, that's for sure.

[01:10:24;26]

**[Jacquie]**

Going back, you know, trace, in the time you lived and worked in Baltimore, how was Fells Point when you came, here and how did you watch it evolve?

**[Sandy]**

When I first moved here in '68... You know, it's hard for me to remember back, but I was friendly actually with the person what was the planner for Fells Point. Everybody was talking about redeveloping Fells Point and renovation. Probably 65% of the renovation you see today, maybe more, had not been done then and it's slowly evolved. And then as my kids got older, it became a place where worried that they went on the weekends because, you know, kids would go cruising through the bars, and it certainly wasn't a place for adults, in my opinion, I guess in the mid to late '80s.

And then it matured again, and success beget success. A restaurant opens. A small hotel opens. Then a retailer comes in. And then, all of a sudden, I don't think the character of the place has changed that much actually. I think it's still a quirky place, and ... with a lot of quirky people but

there are now restaurants that I feel more comfortable going to that I wouldn't have felt comfortable going to before. I mean, I didn't want to do, you know, the bars along Broadway. That never appealed to me. And I've sweated on Saturday nights when I knew my kids were down there.

But now, there are places for me and there are places for my kids who are now grown. There are places for teenagers. And that's the difference. It's sort of a much more all-embracing environment, still set in this wonderful, old sense of Baltimore. And you feel like it's real. I don't feel like it's contrived. A lot of new construction looks new, I understand that, and it's got to be. And I'm very excited about new office buildings that are going in down here. I'm excited about what's happening to the old Allied site, which is all sort of Fells Point extended. It's the Inner Harbor extended. I'm not sure that you would really call it Fells Point. But I think it's wonderful that small business people have been able to come in here and successful. That's a tough thing in America to do today, and it's a real statement to what this community is about as well as what the city of Baltimore is about. 'Cause this is the kind of city and community that supports individuality, which means that it supports the kind of businesses that you see in a neighborhood like Fells Point and throughout the city in other communities.

[01:13:38;13]

### **[Jacquie]**

What were the factors in which you considered and what was the final thing that caused you to pick Fells Point to move your business?

### **[Sandy]**

Lower rent. It was a very pragmatic decision.

That having been said, let me say this. We knew the building was going to be beautiful. The guy who developed this has a very good eye and had done some wonderful work down the street. And my partner who was in charge of selecting where we moved and was the steward of all of this and is the creative head of the agency, Alan Charles, he knew what kind of look he wanted and we got a building that accommodated that.

People come into this building they think it is an historic building. So, it's been very beautifully done. The appointments, the flooring... you get a sense that this is Old Baltimore rather than New Baltimore. But we're in New Baltimore. It's wonderful, creative space. And I'm the second oldest person in the agency, so it's 100 young people. They love, love working here.

I was worried, I live in the city but I live within the city in northwest Baltimore and Mount Washington. And I thought, ah, I'm gonna have to move downtown because it's going to be a pain in the neck to get here. But you know what, Baltimore is such an easy city to commute in, and it takes me 5 minutes longer then it took to get me to midtown. So, it's great. We love it. It's pretty. There are so many different places.... You know, you walk outside at lunchtime and there are lots of neat places to have lunch. It's an ideal place. I wish more advertising agencies from outside of Baltimore would come and make this their home.

[01:15:23;00]

**[Jacquie]**

A lot of the local shops and the business association are complaining that business has been down, and they're complaining that the residents don't shop there enough. Do you have any perspective on anything that could help the business community improve its health?

**[Sandy]**

Listen, the whole American economy is in trouble. The President keeps talking about the fact that we've had an 8% increase, or whatever, in productivity. But you know what? We've had a huge loss in jobs.

This is a community where you really see the scars of lost jobs. I believe that. And so, if people don't have an income, they're not going to spend a lot of money. The other question is, I suppose – are the stores in total sync with the personality of the neighborhood from a residential and a commercial perspective? And I really can't answer that. But you know what, retail has taken a terrible hit in this country. A terrible hit. And you know it would probably help to get more tourists down here because tourists tend to spend money. I don't think you can just rely on the residents. And I think people need to reach out to new people who are moving in to the community.

And I'll tell you a crazy story and I will not name the restaurant. The day we moved in here, I went around the corner to a restaurant and I said "You guys should be happy. We just moved 100 people in and around the corner." And the women at the counter said "So what?"

[Cut brief discussion of whether she could say who, off the record. 01:17:02;15]

Is that extraordinary? If I were a restaurateur here, I would have been in here. I would have invited people over to my restaurant. I would have given them free something or other to get them in. I would make sure that we all had menus on every floor. But you got 100 new bodies eating here. I mean, that can really fuel the economy down here to a considerable extent.

[Another off-the-record discussion. Cut. 01:17:28;18.]

**[Jacquie]**

From your perspective or your employees, are there things missing in Fells Point that they wish were here?

**[Sandy]**

I don't think so. I think one of the things is, a number of the people who work for us are not from Baltimore. So they don't necessarily know the neighborhood. And this is my fault. As soon as we got here I said, "I'm doing an orientation... I'm gonna do a walking tour them... I'm gonna have Cami put us on the Water Taxi... I'm would to show people how to Water Taxi around where it goes..." 'Cause none of them know all of this... But I've never gotten around to doing it. So, that's my fault. But you know what, they need to have an orientation. Now, the Historical Society could play a role in that too. And they have reached out and offered to do this. I don't know. But you know, the smart thing to do when we move in, even the people from Hopkins moved in to the Brown Street Wharf. Go down. Offer to take those people on a walking tour. Or offer to do something so that they begin to know the neighborhood. Cause otherwise, you know, people are so busy. You live in your little cloister.

**[Jacquie]**

Do you think the neighborhood will be able to maintain its character in the face of the gentrification that's going on, and if so why do you think that will happen still?

**[Sandy]**

Yeah, I do. First of all, I think we have pretty strict rules when it comes to architectural preservation. I would hope this would not be relaxed. And I think they need to be sensible but very enforceable.

I think that it will not lose its character. People who come and move to a location like this, they're lured by the character and the quality of the architecture and the look of the community. They don't want it to look like everywhere else in America. So, the thirty-some years I've lived here, the preservationists at Fells Point have all been yelling, "You can't let them in because they're gonna ruin our neighborhood". But you know what. You can let them in and you can figure out a way to make sure they don't ruin the neighborhood. My hat's off to all of the passionate people in this community who are responsible for making sure that Fells Point remain a viable community with a look and a feeling and a tone that was important to them and that it's retained its historical quality, and a part of contemporary Baltimore.

[01:19:52;12]

**[Jacquie]**

Is there any... tidbits about Fells Point, looking back at your time with the City of Baltimore. and any interactions and any interesting stories that you can think of...

**[Sandy]**

You know, I can't remember the stories. But I gotta tell you, the overriding feeling is confrontation. I mean it was always, the neighborhood's here, and City Hall is here, and how do we merge these interests? Listen, I worked for Don Schaeffer who was probably the greatest mayor ever in America, I think. He had enormous sensitivity to Fells Point. He actually owns a piece of property down here. And he cared a great deal that Fells Point remained the historic community that it was. But even with that, having a friend in City Hall, all these activists were always butting heads. I don't know if you know Lori Schwartz who just stepped down as head of the Downtown Partnership, well, a while ago, but anyway, she was the planner and she had just gotten out of college. And I used to feel sorry for her. I used to think, "Oh my God. She must go out in the streets everyday walking around getting beaten up by these people." Because it was a tough group of people. But you know what? At the end of the day, they did a great thing, because they saved the neighborhood and they again, I'm repeating myself allowed it to be a part of not only past but the future of Baltimore. So, it's a pretty cool place.

**[Jacquie]**

It is more confrontational than other parts of Baltimore, do you think?

**[Sandy]**

Well, I certainly always felt that way. You know what it is – because they were very vocal... very headstrong... a lot of very articulate people who knew sort of how to take on the establishment.

**[Jacquie]**

It was interesting, in a couple of our first interviews we had several different people independently say “Fells Point started out as a different town than Baltimore, and we’re not really sure that that was a good idea to merge.” It’s like it carried on it’s own identity to this day.

**[Sandy]**

Well, it still does. There’s no place else like the city of Fells Point.

But, you weren’t here then, but the portion of the Harbor along Pratt Street that’s now the Inner Harbor, you know, that wasn’t developed and there was no housing there, when I came here in ’68. It was just this vacant land and rotting wharves and piers. And so the only waterfront community in the city that existed in the late ‘60’s was Fells Point. And I don’t think that it was that they were guarding their waterfront location so zealously. What they were doing was guarding their history very zealously.

**[Jacquie]**

Even back then.

**[Sandy]**

Oh my God, yeah.

[01:22:53;15]

**[Jacquie]**

The impression that I have from the interviews that we’ve done, especially talking to Ed Kane, it sounded like Baltimore was fairly healthy, I guess, in the early 1900’s, and then there was a period when the inner city started to decay and there was a flight to the suburbs and I guess that’s true and...

**[Sandy]**

That’s right. It’s endemic. It’s the story of America. Why do we all leave our cities? How dumb were we?

**[Jacquie]**

And then, there was a lot of activity to try and revitalize, and I guess Charles Center was like the first big piece of it...

**[Sandy]**

Right. In the 50’s. That was pre-me. I was around then, but I didn’t live here.

**[Jacquie]**

I guess, the road and the freeway...

**[Sandy]**

Stopped the road.

**[Jacquie]**

Well, I think... I haven't had anybody as I told you that gave me a good explanation of the road. I mean, I've heard negative people and negatively in Fells Point say oh it was a form of urban renewal and they just wanted to get rid of the slums and it was 90/10 federal money, and so they routed it through the slummiest neighborhoods, which Fells Point was one of them. But I haven't heard anybody give me a good explanation of how important it was to Baltimore, because it sounded like getting roads and freeways in and out of Baltimore would have been fairly important to the revitalizing of the city and rebuilding it?

**[Sandy]**

Right. But they figured out a way to do it so that it didn't cut through this neighborhood and several other neighborhoods, but I'm not really a student of that. The person you need to talk to, Don Schaeffer ... this is a good way into a section with Mayor Schaeffer. He can really tell you about the "Stop the Road" initiative. I had just, when I got here, I think it was either in very high gear or had just been over. And there was a woman who really led the initiative. Whose name was Shirley... I can't remember it now, and I think she's passed away... But this was a community of activists who knew that Don Schaeffer would listen to people. And they said, "You know what? You can fight city hall and win". And they did. They stopped the road. They saved the neighborhood. They were an incredible force. All for the better of the city, no doubt about it. You can always figure out other places to put roads. You can't always replicate all of the gorgeous buildings and architecture we have around here.

[01:25:41;10]

**[Jacquie]**

What do you personally feel the best about that you helped contribute to the City of Baltimore during your...

**[Sandy]**

My 14 Years?

**[Jacquie]**

Yeah.

**[Sandy]**

Well, it didn't have anything to do with Fells Point. Well, first of all you have to understand that what I did, I was only able to do because I worked for this extraordinary, extraordinary man, Mayor Schaeffer. Who was, I think, one of the great urban visionaries in America. Who understood what cities were all about and that they're about people living in them and enjoying them. So, I think my greatest contribution was number 1, to reinvigorate the psyche and the spirit of Baltimore. To make people know the Baltimore, who lived here, that Baltimore was a pretty great place and you should

be proud of it, and then to take that message and get it out across America. And it was fun. Just everyday was more fun than the other. It was a wonderful job.

**[Jacquie]**

Were you involved in getting the Aquarium here?

**[Sandy]**

I was.

**[Jacquie]**

Cause, I remember our first trip to Baltimore. Actually, I had been to Annapolis a few times for my job, but then we came out on vacation and went to Washington and went to Annapolis and went to the Aquarium. And seeing the Inner Harbor was just so neat. And then I thought, I wonder what it would be like to live here. And then eventually I had gotten offered a transfer here. But I think that was neat seeing the Aquarium here. Ed Kane seemed to feel that that was like the anchor point for the Inner Harbor....

**[Sandy]**

No, no, no. The Aquarium actually came after Harbor Place. The thing that Schaeffer really understood, and then he got all of us to do, was to get people to create events that would get people into these downtown spaces. And then, he just instinctively knew that if that happened, developers would then become interested in the city. Because nobody wanted to spend any money. There was no outside money available to come into Baltimore in the 60's, or the early 70's.

Harbor Place opened in 1980. And I was involved in that. And then the Aquarium. And then we just sort of did one project a year. The Mayor did it purposely that way so that it was organic and there was excitement... May Ed rest in peace, I mean he worked with me on many, many things, including the City Fair and he was the first guy to put money into the Inner Harbor actually in terms of the boats. But I think the thing that, I think the pivotal point for downtown Baltimore after Charles Center, was in 1976 the Tall Ships... which my husband happened to be the chairman of. And the Tall Ships brought millions of people who didn't cross the Gaza Strip... and I refer to the Gaza Strip as the line between Baltimore City and Baltimore County. And all of sudden all these people are flooding into the Baltimore Harbor and they're rediscovering the city that's on the water. Da da! People had forgotten that. That was the turning point for Baltimore. Absolutely.

And then... we went from that to Mr. Rouse, to Jim Rouse coming down to look at developing something. Went into the Power Plant. Looked outside. Looked at where the two Harbor Place pavilions are now, and said you know I don't want to do this... I want to, I think I want to do that... And then that went to referendum because it was sort of like the people in Fells Point – nobody wanted any development at the Inner Harbor because they were coming to the City Fair there. They were coming to ethnic festivals. They were coming to Sunny Sundays. They were going to the Tall Ships. They wanted it to be preserved as barren wasteland. But we won the referendum and Harbor Place was built.

So then you could say the next most seminal moment for the city the opening of Harbor Place, which was on the cover of Time magazine, and really made everybody sit up and take note, and gave people a reason, a real reason to come downtown. The following year we opened the Aquarium, and the year after that we opened Pier 6. So, there was a grand scheme in the mind of one brilliant man and it's Don Schaeffer, who we have to thank for all of this. God gave us the Harbor. Don Schaeffer gave us Baltimore, as we know it today.  
[01:30:23;28]

**[Jacquie]**

Wow!

**[Sandy]**

That's the truth.

**[Jacquie]**

You have been involved in the city and PR. As you know, there's a lot of negativity about development and concern among the people of Fells Point. If you had some recommendations as to how to think about development, how to work with developers constructively? Do you have any thoughts? .... Assuming one wants to work with developers?

**[Sandy]**

Well, I think it's silly not to work with developers constructively. And there are a lot of people working in this town who are very sympathetic to Fells Point. I think the big thing is you can't accept the status quo. The neighborhood is growing; you need to let it grow. People my age are going to die off. We need young people here. The only way young people are going to come in is if ... they are looking for places, neighborhoods where they can live and work and play. You've got to create buildings they can work in, and you've got to create places that they can play and spend money in.

**[Jacquie]**

So, is anything O.K. in your mind or...

**[Sandy]**

No, I think there are limits.

**[Jacquie]**

How would you set the limits? How would you look at that whole process?

**[Sandy]**

I mean... to some degree there is only, this infrastructure can only take so much. And I think so, I think the infrastructure, that is the streets, you know, I mean, some of the development has got to be constrained just by the nature of the infrastructure. And I think that whatever is done has to be economically viable. By that, what do I mean? You've got to be building buildings that are really gonna rent up, whether they be commercial or residential.

I think we need more people to live down here. I think what's happened to American cities is that everybody ran to the suburbs to live and worked downtown, and so they abandoned downtown at 5 o'clock every night. And that's very unhealthy. The reason European cities have survived so well for centuries is because they are the center of residential life in most countries. People live in Paris. People live in London. People live in all these great cities. People don't live in great American cities.

So, I think the more residential development we can do down here... and we know it's attractive to people because it's on the water. And is it gonna be expensive? Yeah. But guess what? There is nothing wrong bringing in people who could afford to pay the taxes to keep the city going. You gotta be a little bit pragmatic as well as philosophical. A city doesn't run on its good looks. A city's gotta have taxpayers. You don't want Baltimore to be the place in Maryland where only poor people live. And so, if we can bring in more affluent people, if we can bring in younger people, if we can bring in more jobs, and if we can at the same time take care of the people who are need, that's what we should be doing. Fells Point is just one of those neighborhoods that has the opportunity to help the city accomplish that. I think it's their responsibility to stand up to Council and say OK. It may not be like it was 50 years ago, but life isn't like it was 50 years ago. And we want to make sure we're here in another 50 years. The only way you do that is to allow progress and some development... I think there should be probably a lid to how high, you can go how wide, you can go, how close you can go to the water. What have you.

[01:34:08;23]

**[Jacquie]**

Do you have a point of view of what should happen with Rec Pier?

**[Sandy]**

Well, I really wanted that to be our office.

And before we did this, I tried to find out if we could bid on it. I've loved that building forever. But, you know what, that building has not been used the whole time I've lived in Baltimore. Now, how ridiculous.. I mean, forget the filming of the TV show... But, I moved here in '68, maybe it was used in '68 and '69... I know for a fact it's not been used since '71 because I've come up with many ideas over the years of how to use it. So, I don't have an opinion. But I'll tell you one thing, it should be used. It's not doing us any good the way it is. It's a fabulous piece of real estate.

**[Jacquie]**

What were some of the ideas that you had about what could be done with it?

**[Sandy]**

I only remember one of them. I wanted to do a radio show. There used to be a jazz show... I can't remember the name of it now... out of Baltimore, that was very popular and was heard throughout the east coast and so I had this idea of doing something called "Make-believe Ballroom" and bringing well known big-bands ... this is awhile ago ... into upstairs in Recreation Pier and having a place that became known for dancing and music, and a radio show that emanated there, "This is Make-believe Ballroom out of Baltimore". And then it would begin to help the area become more interesting ... and well known.

[Background comment by Kraig]

**[Jacquie]**

Any other thoughts? Anything else that you might add about Fells Point?

**[Sandy]**

I think, you know what, it's a lucky neighborhood. It's got a lot of people down here who care a whole lot about it. It's as if the neighborhood itself were a person. And that care, kind of love and care and nurturing, I think, is always going to be here in this community. It's passed on from generation to generation. And because of that Fells Point will survive and it will always be a very special part of this town of the City of Baltimore.

**[Jacquie]**

Do you have any idea how something like that is passed on from generation to generation? I mean, it does seem like there's a consistency to Fells Point, I just don't know how it's being maintained.

**[Sandy]**

I don't either. I mean, you make your kids passionate enough about it. You make this stuff come alive.

[End of tape discussion & thanks]