Urban Land Institute

Presented by: Colin Tarbert, President & CEO  
November 4, 2020
The Baltimore Development Corporation (BDC) is the economic development agency for the City of Baltimore. Our mission is to grow the city’s economy in an inclusive manner by retaining, expanding and attracting businesses and promoting investment, thereby increasing career opportunities for residents.

BDC is committed to a more equitable economy by supporting minority and women-owned businesses and promoting investment in neighborhoods that have been negatively impacted by institutional racism and/or generational poverty. We develop strategies and facilitate collaboration among our partners to intentionally create an inclusive and equitable economy.
Baltimore Development Corporation (BDC)

- BDC also administers two non-profit organizations, the Emerging Technology Centers & Made in Baltimore.
COVID-19 Response & Recovery

The four main components of the Response and Recovery Plan:

- Outreach
- Information
- Collaboration
- Action

Ensuring inclusion & equity has been a priority.
COVID-19 Response & Recovery

OUTREACH:
- Launched an online survey immediately with over 700 responses.
- Each survey participant was contacted by phone as a follow up.
- BDC mapped the outreach to ensure equitable coverage across the city and identifying areas that may need more direct outreach.

INFORMATION:
- Launched a new Baltimore Together website with over 26,000 visits.
- Conducted a webinar with state and federal leaders with over 1,400 participants.
- 64% increase in BDC’s website traffic.

COLLABORATION:
- BDC is leading a network of 18 organizations to provide outreach and technical assistance.
- Working with partners to provide language assistance.
- Working with City government on policies to support reopening.
- Working with state and federal partners.
- Part of Bloomberg Cohort for recovery.

ACTION:
- Over $15 million for business recovery.
- $550,000 Local Manufacturing for Personal Protective Equipment (PPE)
- $1.5 million for Design for Distancing initiative to reconfigure 16 commercial districts.
- First round - $3.5 million for small business assistance grants with over 350 awarded. 74% to MBEs.
COVID-19 Response & Recovery

Over **2,000** small businesses assisted.

Over **$15 million** in small business assistance will be provided through BDC by the end of 2020.

D4D projects in **16** neighborhood commercial districts.
Baltimore Development Corporation (BDC)

BDC’S FOUR CORNERSTONES: STRATEGIZE, INVEST, SUPPORT & GROW

- **STRATEGIZE**
  using data, strategy & policy

- **INVEST**
  in neighborhoods

- **SUPPORT**
  major economic & job creation projects

- **GROW**
  business through engagement, support & attraction
STRATEGIZE
Baltimore Together.
A Platform for Inclusive Prosperity
Baltimore Development Corporation (BDC)

Baltimore Together: A Platform for Inclusive Prosperity
Comprehensive Economic Development Strategy (CEDS)
Baltimore Development Corporation (BDC)

CEDS Activity By The Numbers
November 2019 – November 2020

290 Participants
11 Working Groups
30 Work Group Meetings
400+ Staff Hours
7 Meeting Locations
49 Survey Responses
CEDS Process & Timeline

**November 2019 - January 2020**

- **Workgroup Meetings**
  - Strategy and Technical Advisory Committees
  - Community
  - Workforce/Human Capital
  - Technology, Cyber, Bioscience
  - Anchor Institutions
  - Major Employers
  - Small Business
  - Creative Industries

- **Deliverable:**
  - Understanding of current status of industry/sector

**May 2020**

- **RECAP Meetings**
  - Four Virtual Meetings to View Material Discussed During Workgroups
  - Anchors/Major employers
  - International/Port/Logistics
  - Manufacturing
  - Workforce/Human Capital
  - Tech/Cyber/Bioscience
  - Creative Industries
  - Community & Real Estate Investment

- **Deliverable:**
  - Check in with participants "are we on the right track?"

**August 2020**

- **Convening of Inclusion and Equity Workgroup**
  - Draft interim report shared with workgroup participants.
  - Feedback gathered from Konveio platform

**November 2020**

- **Launch of Baltimore Together**
  - Posting of Interim Report
  - Collection of Feedback

**November 2020 - March 2021**

- **Development of Strategic Plan**
  - Stakeholder Engagement
  - Convening of Additional Workgroups

**April 2021 - May 2021**

- **Strategic Plan Posted for Feedback**

**June 2021**

- **Completion of Strategic Plan Implementation Begins**
INVEST
INVEST

Façade improvements funded by BDC in South Baltimore & Hamilton-Lauraville
The new Ronald McDonald House in East Baltimore.
The newly renovated Aldi on Orleans Street made use of the Grocery Store Tax Credit developed by BDC.
The newly renovated Aldi on Orleans Street made use of the Grocery Store Tax Credit developed by BDC.

The Broadway Market in Fells Point before redevelopment.
INVEST

The Broadway Market in Fells Point after redevelopment.
Baltimore Development Corporation (BDC)

• Major Economic & Job Creation Projects
  – Harbor Point
  – Port Covington
  – Horseshoe Casino
  – Bioscience Research Parks
  – Pimlico/Park Heights Redevelopment
  – Convention Center
  – Westside
GROW
Baltimore Development Corporation (BDC)

- Business Growth & Engagement
  - Amazon
  - Morgan Stanley
  - Helm Services
  - Galen Robotics
  - Thrive
  - Retail Attraction
  - Business Loans

“Hopkins spinout Thrive Earlier Detection to be acquired for $2 billion”
OFFICIAL 2019 LIST
AWARDEE
THE FORBES OZ 20
TOP OPPORTUNITY ZONE CATALYSTS
BALTIMORE DEVELOPMENT CORPORATION
GROW

BDC staff meeting with local businesses during Business Resource Day
Thanks!