



Baltimore
Development Corporation

Urban Land Institute

Presented by: Colin Tarbert, President & CEO

November 4, 2020

Baltimore Development Corporation (BDC)



- 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.

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- 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**:



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.

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.

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.

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.

A green graphic with white text and images. At the top, it says "It's business as unusual. How might we reconfigure public space to safely patronize small business?". Below the text are several circular and rectangular images showing people in various settings: a person working at a desk, a person in a hard hat, a person in a lab coat, a person in a uniform, and a person in a hard hat. There is also a small diagram of a building with arrows indicating flow. At the bottom right, there is a small logo for the City of Baltimore and the text "REOPENING BALTIMORE TOGETHER".

Design For Distancing
REOPENING BALTIMORE TOGETHER

City of Baltimore

@ f t

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.

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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



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STRATEGIZE

The slide features a dark blue background. On the left and right sides, there are decorative borders composed of various colored triangles and polygons in shades of green, blue, purple, red, and gold. The main text is centered on the blue background.

Baltimore Together.

A Platform for Inclusive Prosperity

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

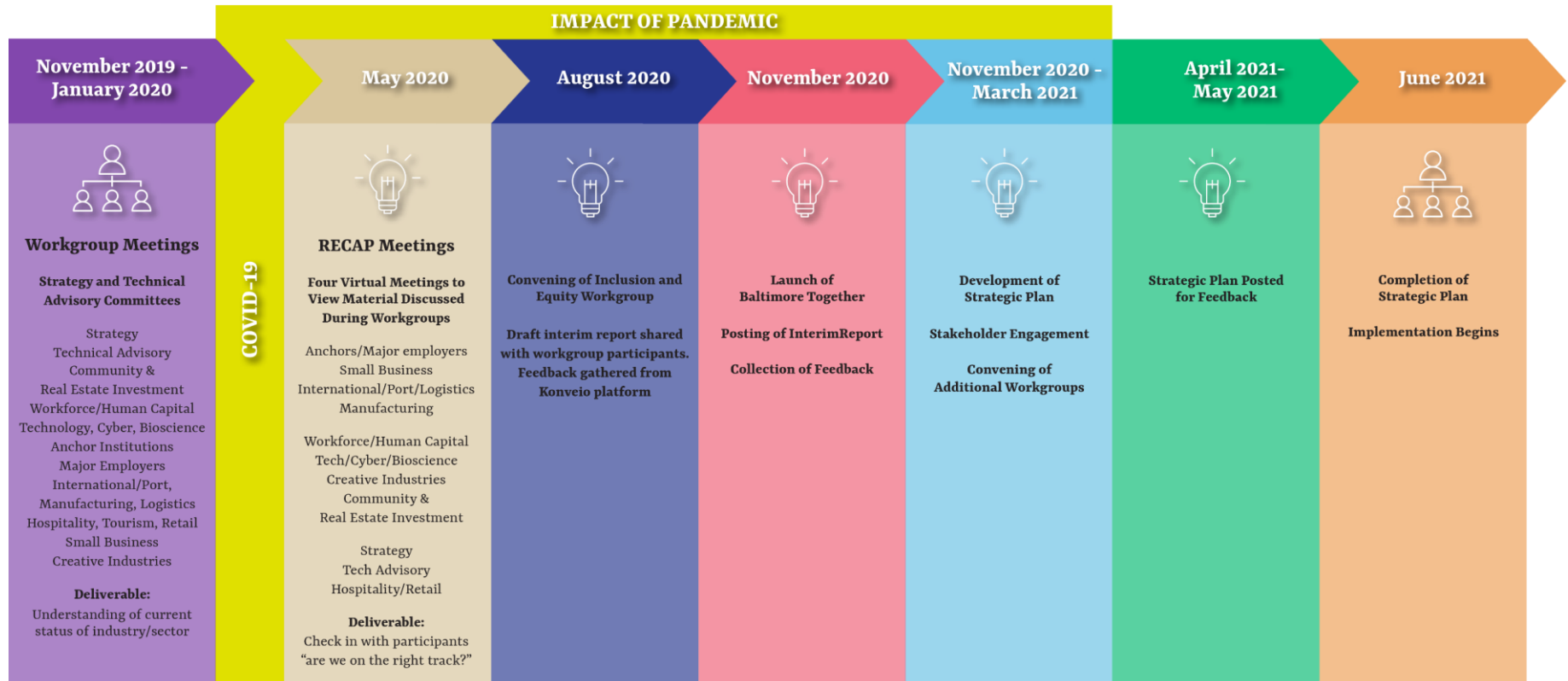


CEDS Activity By The Numbers

November 2019 – November 2020



CEDS Process & Timeline





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INVEST

INVEST



Façade improvements funded by
BDC in South Baltimore &
Hamilton-Lauraville



INVEST



The new
Ronald McDonald
House in East
Baltimore.



INVEST



The newly renovated Aldi on Orleans Street made use of the Grocery Store Tax Credit developed by BDC.

INVEST



The Broadway Market in
Fells Point before redevelopment.

INVEST



The Broadway Market in Fells Point
after redevelopment.

INVEST



INVEST



INVEST



Pigtown Library RFP



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SUPPORT

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- Major Economic & Job Creation Projects
 - Harbor Point
 - Port Covington
 - Horseshoe Casino
 - Bioscience Research Parks
 - Pimlico/Park Heights Redevelopment
 - Convention Center
 - Westside

SUPPORT





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GROW

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- 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**

OZ THE FORBES
20

TOP OPPORTUNITY ZONE
CATALYSTS

**BALTIMORE DEVELOPMENT
CORPORATION**

GROW



BDC staff meeting with
local businesses during
Business Resource Day





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Thanks!