



JOHNS HOPKINS
UNIVERSITY

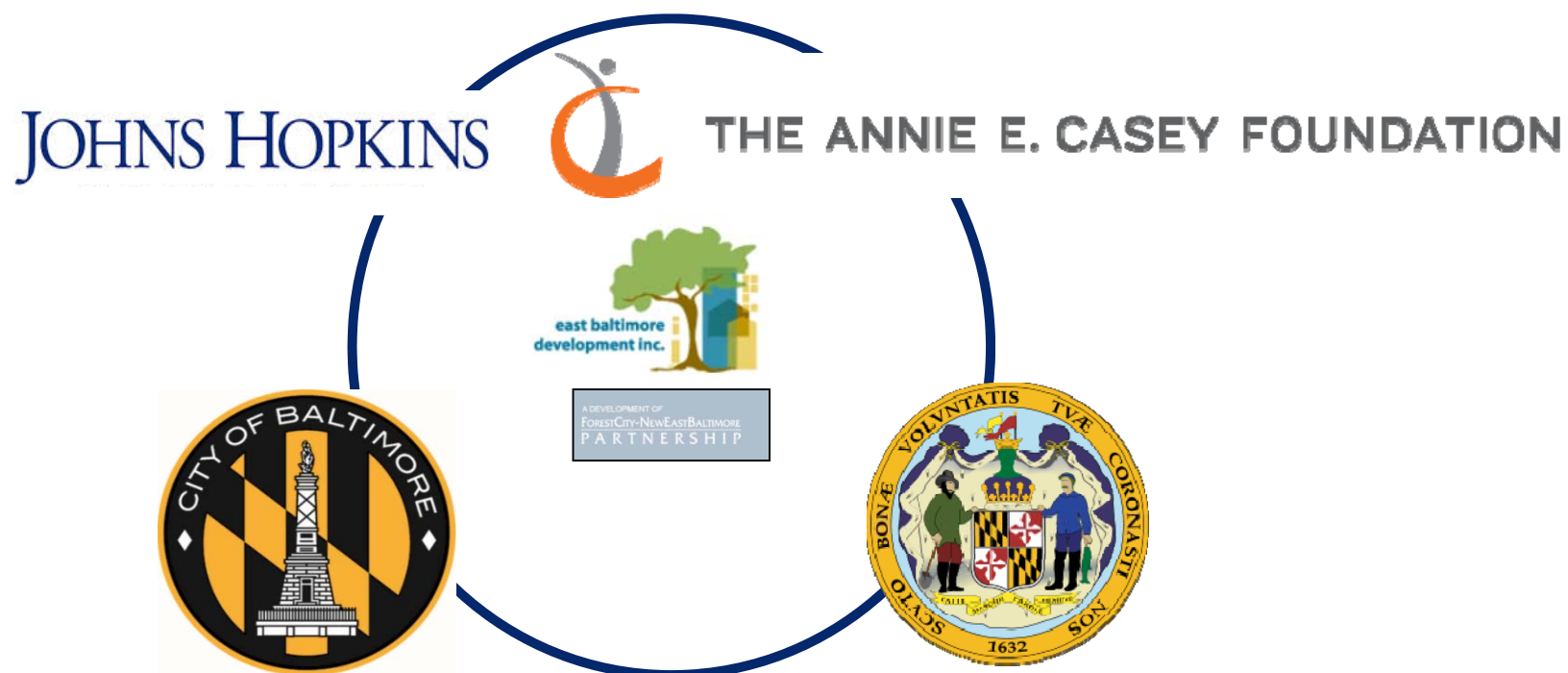
Lambda Alpha International | Land Economics Weekend
April 27, 2018

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Special Advisor to the President | Johns Hopkins University

East Baltimore Development Initiative



Eager Park Partners



East Baltimore Master Plan





East Baltimore Development Initiative

Creative Use of Johns Hopkins Leverage



Henderson-Hopkins K-8 and Early Childcare

- \$53 million, 130,000 sq. ft. school and shared community spaces
- JHU Role: \$16 million operating and capital; operated by School of Education



1812 Ashland Avenue

- \$60 million, 163,000 sq. ft. lab/office building
- JHU Role: leased 90,000 sq. ft. for office and 25,000 sq. ft. for Fast Forward incubator



Maryland Public Lab

- \$175 million, 235,000 sq. ft. lab building
- JHU Role: political pressure to persuade state leaders to build the facility in EBDI instead of a greenfield in Baltimore County

East Baltimore Development Initiative

Creative Use of Johns Hopkins Leverage



Walgreens

- \$3 million, 11,000 sq. ft. drug store
- JHU Role: 50% joint venture owner of the Walgreens, the only JV in the country



Atwater's

- \$1 million, 4,000 sq. ft. full service restaurant
- JHU Role: gave Atwater's a three-year minimum \$350,000 catering guaranty



929 Apartments

- \$60 million, 580-bed graduate student housing
- JHU Role: JHU owns the land, giving the building tax exempt status

East Baltimore Development Initiative

Creative Use of Johns Hopkins Leverage



Food Hub – Incubator Kitchen

- \$25 million, historic rehab of five buildings and one new 9,000 sq. ft. kitchen incubator
- JHU Role: JHU vendor, Bon Appétit, and other hospital food services have agreed to purchase from the facility



Residence Inn at the Johns Hopkins Medical Campus

- \$80 million, 192 rooms and 23,000 sq. ft. of retail
- JHU Role: allowed the hotel owner to use "Johns Hopkins" in its name

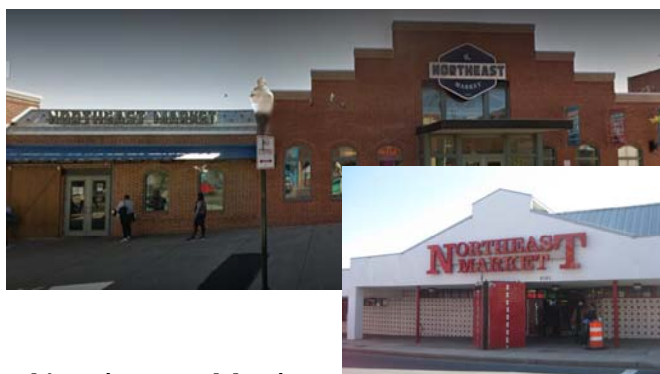


Ryan Townhomes

- 48 new townhomes
- JHU Role: provided a one-day only \$36,000 Live Near Your Work grant to Hopkins employees; the entire development sold out in one afternoon

East Baltimore Development Initiative

Creative Use of Johns Hopkins Leverage



Northeast Market

- \$1.7 million exterior renovation and interior public spaces
- JHU Role: \$300,000 grant



Eager Place

- \$40 million new construction
- JHU Role: advocacy for City public private partnership



Preston Place

- \$9 million historic rowhomes, 60 rent-to-own
- JHU Role: none



Eager Park

- \$13 million, 5.5 acre park
- JHU Role: funding support and Bloomberg

Economic Inclusion Outcomes

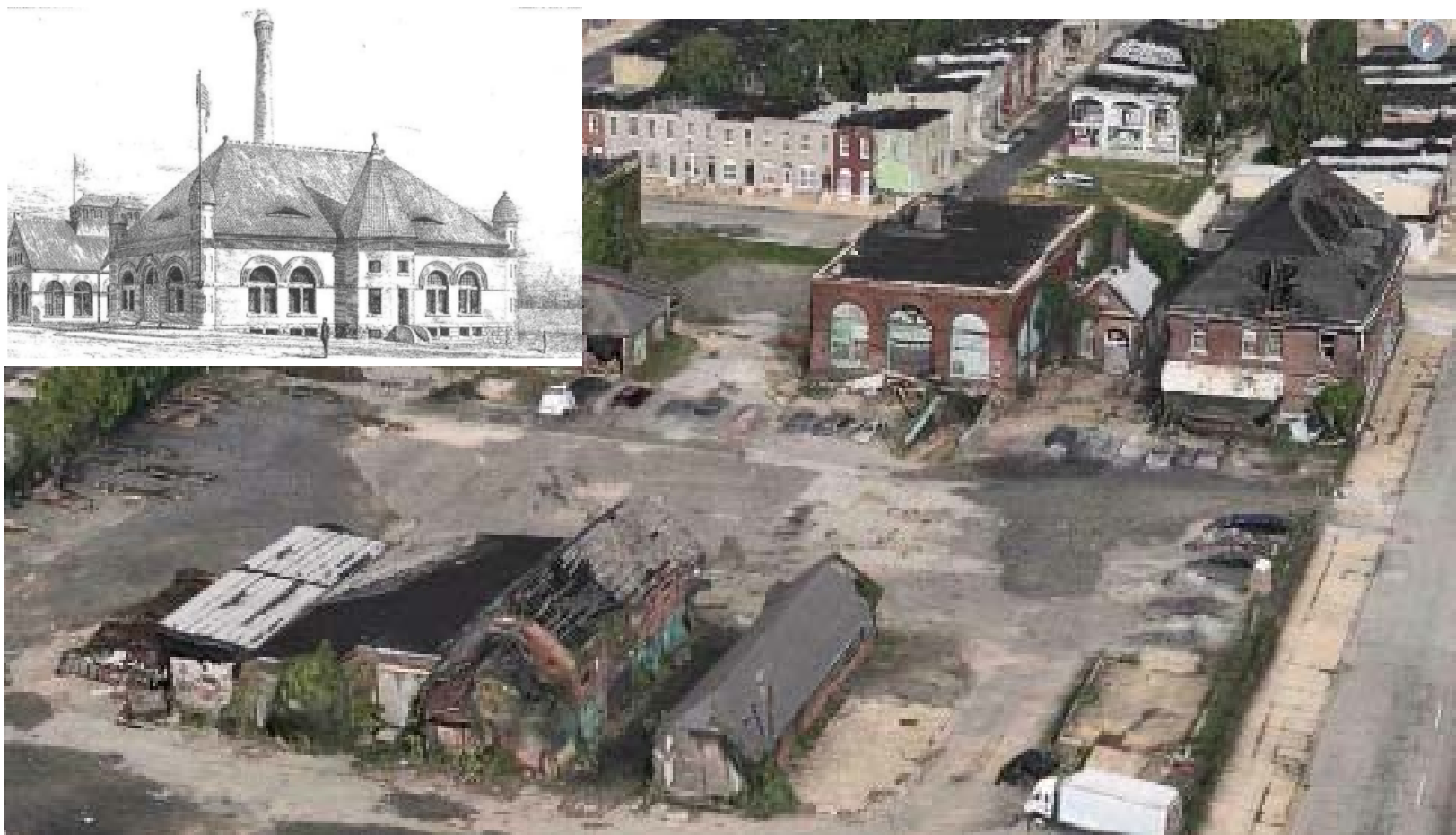
January 1, 2006 to March 2016

- **Minority Business Contracting** - 34.1% (\$130.04M) of \$381.40M in construction contracts awarded, exceeding goal of 27%
- **Women Business Contracting** - \$23.7M (6.2%) of \$381.40M in construction contracts awarded; goal is 8%
- **Local Business Contracting** - 36.1% (\$137.56M) of \$381.40M in construction contracts awarded, exceeding goal of 20%
- **Local Hiring** – 30.6% of 5,460 workers were Baltimore City residents; of these workers, 51.5% were African-American Baltimore City residents
- **Permanent Jobs** – 1,279 positions were reported by tenants in the project area

Broadway East – Halo Effect



City Seeds – Halo Effect



City Seeds – Kitchen Incubator



Oliver – Halo Effect



Station East – Halo Effect



Broadway East

