



Johns Hopkins Lives Here

STATE OF MARYLAND

Executive Summary

JOHNS HOPKINS



Table 1:
Economic impact of Johns Hopkins students, visitors and affiliates in Maryland

	Employment/ payroll	Purchasing/ construction	Indirect/ induced	Total
Johns Hopkins				
Output	\$ 2,948.7 million	\$ 1,169.0 million	\$ 4,857.6 million	\$ 8,975.2 million
Employment	46,128 jobs	6,418 FTEs	34,876 FTEs	87,422 FTEs
Affiliate spending				
Output	\$ 244.0 million	\$ 78.0 million	\$ 350.1 million	\$ 672.1 million
Employment	3,874 jobs	397 FTEs	2,534 FTEs	6,806 FTEs
Student spending				
Output		\$ 140.5 million	\$ 102.6 million	\$ 243.1 million
Employment		1,026 FTEs	751 FTEs	1,777 FTEs
Visitor spending				
Output		\$ 52.1 million	\$ 38.0 million	\$ 90.1 million
Employment		494 FTEs	362 FTEs	856 FTEs
TOTAL				
Output	\$ 3,192.7 million	\$ 1,439.6 million	\$ 5,348.3 million	\$ 9,980.5 million
Employment	50,002 jobs	8,336 FTEs	38,523 FTEs	96,861 FTEs

Johns Hopkins as an Enterprise

Johns Hopkins is a major Maryland employer, purchaser of goods and services, a sponsor of major construction projects and a magnet for students and visitors.

- In fiscal year 2010, we estimate that the Johns Hopkins Institutions directly or indirectly accounted for nearly \$9.98 billion in economic output in Maryland, and 96,861 jobs¹ – about 3.8 percent of all wage-and-salary jobs in the state.
- In the spring of 2010, the Johns Hopkins Institutions directly employed 53,532 people. This total included regular employees at the institutions' various locations in Maryland, 81 percent of whom worked full-time, 6,050 part-time student employees, and 1,354 employees who worked at locations outside the state.
- About 93 percent of all non-student employees lived in Maryland.
- In FY 2010, Johns Hopkins spent \$998 million on purchases of goods and services (excluding construction) from companies in Maryland, directly supporting approximately 5,433 FTE jobs.
- In FY 2010, Johns Hopkins spent \$257 million on construction and renovation, including about \$171 million paid to contractors based in Maryland. This investment directly supported more than 980 FTE jobs with Maryland contractors.
- In fiscal year 2010, Johns Hopkins purchased \$141.6 million in goods and services (other than construction) from minority and women-owned businesses, and paid \$37.8 million to minority and women-owned construction companies.
- We estimate that spending in Maryland by students and visitors directly generated \$193 million in economic output in FY 2010, and 1,520 FTE jobs.
- Institutions affiliated with Johns Hopkins directly employed 3,874 people in Maryland in FY 2010. Their spending within the state on payroll, purchasing and construction directly generated an additional 397 FTE jobs with other employers in Maryland.
- Through the “multiplier effect,” spending by Johns Hopkins, its affiliates, its employees, vendors and contractors, and by students and visitors indirectly generated \$5.3 billion in economic output and 38,592 FTE jobs.
- Johns Hopkins paid approximately \$175 million in taxes and fees to the state in FY 2010; including \$171 million in state income taxes withheld from the earnings of its employees. Johns Hopkins also paid about \$16.3 million in taxes and fees to counties and municipalities around the state.

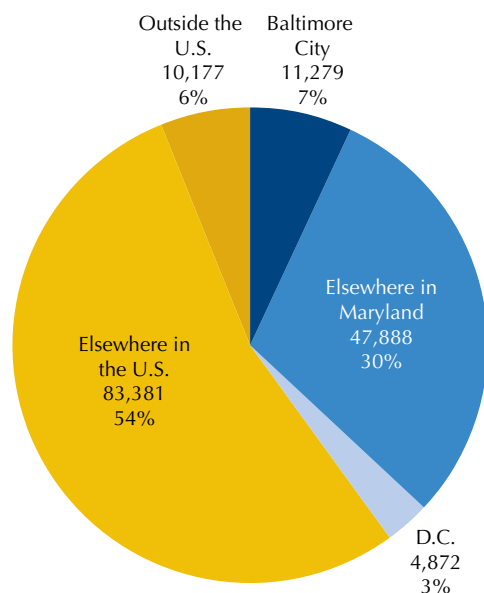
¹ This figure excludes 6,050 students employed part-time by the University.

Developing Human Capital

In the fall of 2009, 20,483 students – including 5,932 undergraduates and 14,551 graduate and professional students – were enrolled at Johns Hopkins. About 19 percent of all undergraduates and 52 percent of all graduate and professional students were residents of Maryland.

- Part-time graduate programs – such as the Engineering for Professionals program at the Whiting School of Engineering – are particularly important for the continued growth of the state’s knowledge-based industries. These programs are offered at multiple locations in Maryland – in Baltimore, Aberdeen, Columbia, Elkridge, Laurel, Rockville and at the Southern Maryland Higher Education Center in St. Mary’s County.
- In 2009-10, Johns Hopkins provided nearly \$47 million in financial aid to students from Maryland.
- As of the summer of 2010, 59,146 Johns Hopkins graduates – 38 percent of all living alumni – lived in Maryland.
- Johns Hopkins is committed to K-12 education in the state of Maryland. During 2009-10, 1,933 students were enrolled in the University’s graduate education programs. The University is a member of the Professional Development Schools network in Maryland, and, as part of the program, supports teacher education in 14 schools in the state, including six in Howard County, four in Montgomery County, two in Anne Arundel County and two in Baltimore City.

Figure 1:
Current address of Hopkins alumni

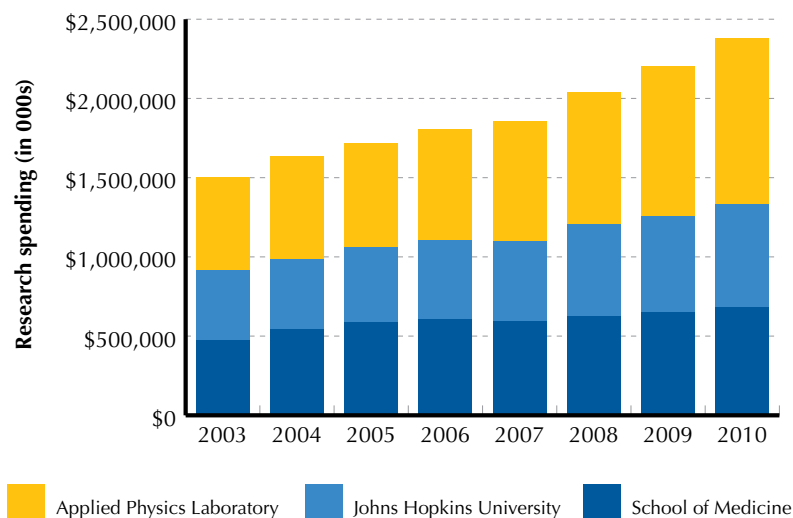


The Impact of University Research

During FY 2010, spending on research and related programs at Johns Hopkins totaled \$2.38 billion – an increase of 59 percent since FY 2003.

- Johns Hopkins consistently ranks first in research spending among all U.S. universities – by a wide margin.
- Almost all of this spending is financed from sources outside Maryland – state and local funds account for less than 0.5 percent of the total spent in FY 2010.
- With expenditures of more than \$1 billion in FY 2010 and more than 5,000 employees, the University's Applied Physics Lab, located in Laurel, is one of the largest university research centers in the U.S., and one of Maryland's leading providers of contract services to NASA and the Department of Defense.
- The University's research strengths are well-aligned with industries – and emerging areas of technology – that are likely to play a critical role in the future of Maryland's economy, including the life sciences, health care, defense, space, nanotechnology, information technology and cybersecurity.

Figure 2:
Research spending, FY 2003-2010



Meeting the Health Needs of Maryland Communities

Johns Hopkins Medicine is a leading source of high-quality health care for residents of Maryland. Of the more than 104,000 inpatients discharged during FY 2010 from the four hospitals that are part of the Johns Hopkins Health System – The Johns Hopkins Hospital, Johns Hopkins Bayview Medical Center, Suburban Hospital and Howard County General Hospital – about 92,000 (88 percent of the total) were Maryland residents.

- Hospital outpatient clinics, the 26 primary care centers operated in the state by Johns Hopkins Community Physicians, and other Johns Hopkins outpatient locations, reported a total of approximately 1.75 million patient visits in FY 2010 that involved residents of Maryland.
- In FY 2010, the Johns Hopkins Home Care Group provided in-home care to more than 36,500 patients in Maryland.
- As of the end of FY 2010, managed care plans administered by Johns Hopkins Health Care provided comprehensive health care coverage to 233,725 Maryland residents.
- The value of charity care, community-based health care and other benefits provided by the four JHHS hospitals to communities in Maryland during FY 2010 totaled \$219.4 million.
- The four Johns Hopkins hospitals are major exporters of world-class health care, bringing in patients from outside Maryland and the U.S. In FY 2010, the four hospitals generated about \$490 million in inpatient and outpatient revenues from out-of-state patients.

Table 2:
Value of community benefit and charity care activity, FY 2010

Community Benefit Activity	Johns Hopkins Hospital	Johns Hopkins Bayview Medical Center	Howard County General Hospital	Suburban Hospital
Community Health Services	\$ 3,871,822	\$ 2,026,057	\$ 1,645,288	\$ 3,001,723
Health Professions Education	\$ 70,131,370	\$ 20,454,701	\$ 627,036	\$ 3,687,097
Mission-driven Health Services	\$ 18,747,109	\$ 3,655,229	\$ 7,294,925	\$ 3,629,554
Research	\$ 75,000	\$ 79,066	\$ 0	\$ 0
Financial Contributions	\$ 1,132,358	\$ 825,047	\$ 997,475	\$ 808,289
Community Building Activities	\$ 5,741,634	\$ 1,099,602	\$ 420,170	\$ 1,784,941
Community Benefit Operations	\$ 183,206	\$ 39,569	\$ 23,441	\$ 156,172
Subtotal Community Benefits	\$ 99,882,499	\$ 28,179,271	\$ 11,008,335	\$ 13,067,776
Charity Care	\$ 36,059,669	\$ 21,740,000	\$ 3,997,000	\$ 4,300,000
Foundation-funded Community Benefit				\$ 1,198,983
Total Community Benefit and Charity Care	\$ 135,942,167	\$ 49,919,271	\$ 15,005,335	\$ 18,566,759

Supporting Innovation and Entrepreneurship

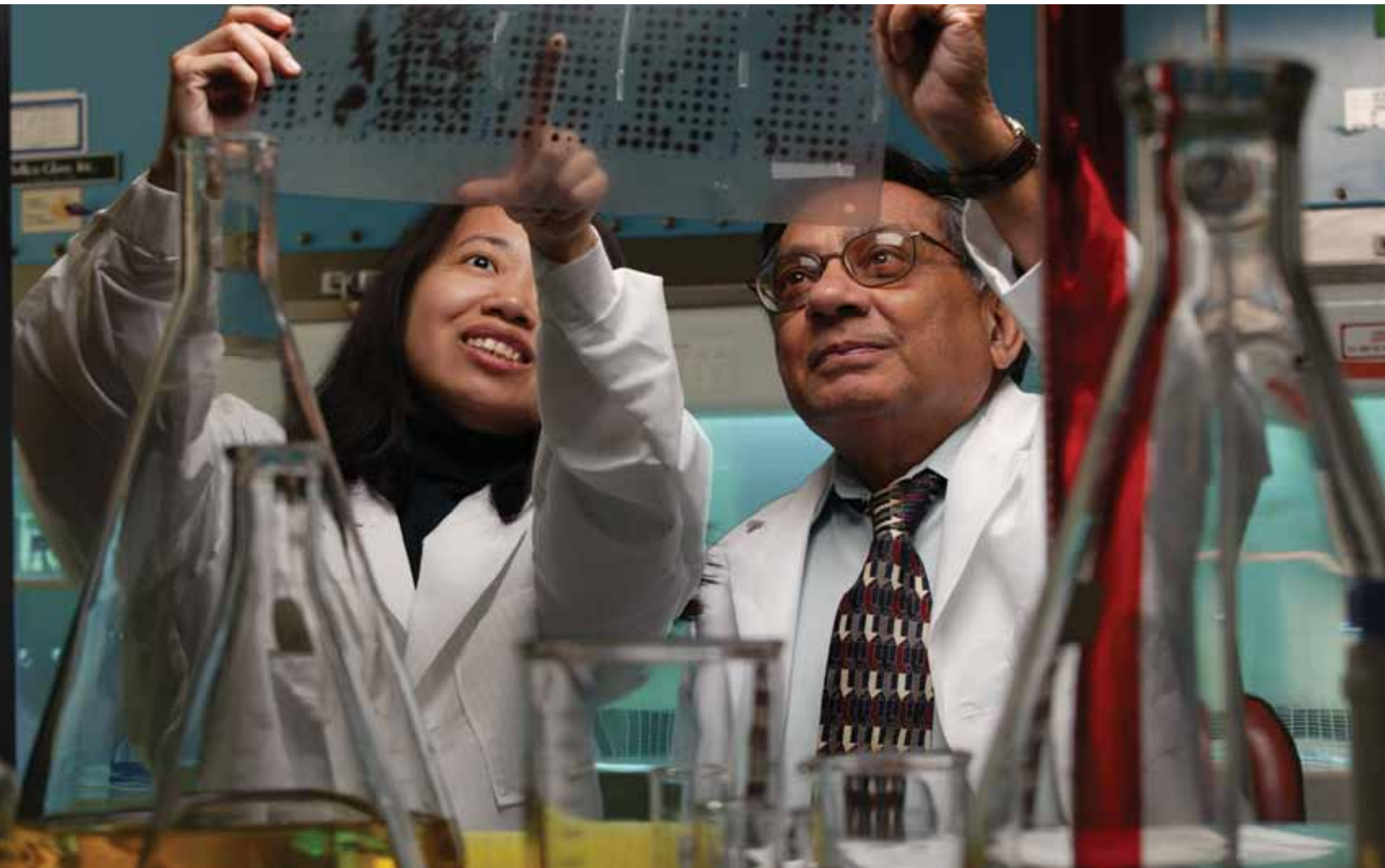
During the past decade, Johns Hopkins has strengthened its commitment to translating the results of its research into new products and services – and, in some cases, into new businesses.

- In recent years, the pace of technology transfer activity at Johns Hopkins has increased, with the number of patent applications filed up by 57 percent between 2003 and 2010, and the number of new licensing and option agreements up by 46 percent.
- As of 2010, there were at least 40 companies in Maryland with ties to Johns Hopkins – either engaged in the commercialization of technologies licensed from the university or started by Johns Hopkins faculty, researchers, students or alumni, or some combination of both.
- Johns Hopkins is an active partner in several major science and technology-based economic development initiatives in Maryland.
 - » The Baltimore Development Corporation’s Emerging Technologies Center @ Johns Hopkins Eastern provides flexible space and support services to start-up companies associated with Johns Hopkins and other universities in the city.
 - » The East Baltimore Science + Technology Park, adjacent to the main campus of Johns Hopkins Medicine, is one of the central elements of a broader, long-term effort to revitalize East Baltimore. The first of a number of research buildings planned for the Park, the 300,000 square-foot Rangos Building, was completed in 2009, and is now 80 percent occupied. The Building’s tenants, which include two University research institutes and several biotech companies with close ties to Johns Hopkins, now employ more than 400 people.
- » The Shady Grove Life Sciences Corridor is an ambitious project aimed at doubling the size of Montgomery County’s life sciences cluster – already one of the largest concentrations of life sciences research and commercial biotechnology firms in the country – over the next several decades. The plan includes the development of about 4.5 million square feet of research and office space at the Belward Research Campus – a 108-acre site, owned by Johns Hopkins, near the University’s Montgomery County Campus.
- Johns Hopkins is helping to prepare Maryland’s next generation of innovators and entrepreneurs, through entrepreneurship education programs both in Baltimore and at its Montgomery County Campus in Rockville.

The Impact of Affiliated Institutions

Beyond the impact of the Johns Hopkins Institutions themselves, Maryland's economy is strengthened by the presence of six institutions that, were it not for their relationships with Johns Hopkins, might not be in the state: the Space Telescope Science Institute, the Kennedy-Krieger Institute, the Howard Hughes Medical Institute, the Carnegie Institution for Science's Department of Embryology, and research centers operated by the National Institute on Aging and the National Institute on Drug Abuse.

- Together, these six institutions directly and indirectly accounted for more than \$672 million in economic output in Maryland and more than 6,800 jobs.
- A seventh affiliated institution was added in 2010, with an announcement that the Lieber Institute for Brain Development would open a new research center in the Science + Technology Park in East Baltimore.



Engagement with Maryland Communities

Beyond its involvement in improving K-12 education, providing health care and revitalizing East Baltimore, Johns Hopkins is engaged in a variety of other efforts to strengthen Baltimore neighborhoods and to meet the needs of community residents.

- Johns Hopkins is an active participant in the work of several organizations that are engaged in the revitalization of communities in which it operates, including the Greater Homewood Community Corporation, the Historic East Baltimore Community Action Coalition and the Central Baltimore Partnership.
- Johns Hopkins also seeks to strengthen neighborhoods through its Live Near Your Work program, which provides grants to encourage Johns Hopkins employees to purchase homes near its principal locations in Baltimore. In FY 2010, the program provided grants totaling \$416,000 to 70 employee homebuyers.
- The Center for Social Concern, located on the Homewood campus, provides a base for more than 50 student-run programs that serve Baltimore communities, ranging from after-school tutoring to Habitat for Humanity to GED preparation for female inmates at the Baltimore City Jail. In 2009-10, more than 1,500 students performed more than 79,700 hours of volunteer work in programs based at CSC.
- At the East Baltimore campus, SOURCE (Student Outreach Research Center) provides a focal point for community engagement for students in the School of Medicine, the School of Nursing and the School of Public Health. SOURCE estimates that in 2009-10, students at the three schools performed at least 19,500 hours of community service work – either as volunteers or through service learning courses.





- Students participating in service learning courses in the Carey Business School and the School of Education performed more than 16,000 and 17,000 hours of community service work, respectively.
- Johns Hopkins employees are also actively engaged in the community. In 2009-10, through its Johns Hopkins Takes Time for Schools program and other efforts, 193 Johns Hopkins employees regularly worked as volunteers in Baltimore public schools; together they accounted for 37 percent of all registered volunteers in the city's school system.
- During fiscal year 2010, more than 1,000 employees of JHHS hospitals performed more than 143,000 hours of volunteer work.
- Through Healthy Families Howard County, employees at Howard County General provide parent education and other support services to first-time parents throughout the county.
- Howard County General Hospital offers a wide range of wellness programs for county residents at its Wellness Center and at other locations throughout the community. In 2009, these and other community programs served about 40,000 people.
- Through its HeartWell program, Suburban Hospital's Community Health and Wellness Department conducts free heart health clinics several days each week at senior centers in Montgomery County.
- Johns Hopkins also contributes to the quality of life in Maryland through its cultural programs, such as concerts and other performances at the Peabody Institute – which in 2009-10 drew a total audience of more than 12,000 – and through partnerships with local arts organizations at the Montgomery County campus.

Johns Hopkins and the Future of Maryland's Economy

Johns Hopkins is and will remain a valuable partner in Maryland's strategy to rev up its economy and further strengthen its communities. It is the state's largest private employer and its largest research institution; it is a leading provider of high-quality health care and a leading educator of the state's professional workforce. It is a headquarters for ideas and innovation and a wellspring of new businesses and economic activity.

Johns Hopkins recognizes that, just as it depends on Maryland to foster an environment where ingenuity can thrive, Maryland depends on Johns Hopkins to

apply that ingenuity for the common good. The futures of Johns Hopkins and the state that has been its home for 135 years are inextricably linked.



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