



JOHNS HOPKINS  
UNIVERSITY & MEDICINE

Office of Economic Development  
and Community Partnerships

# DEVELOPING OPPORTUNITIES

FOR COMMUNITIES, ENTREPRENEURS,  
AND SMALL BUSINESSES TO THRIVE

THE IMPACT OF THE OFFICE OF ECONOMIC DEVELOPMENT



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# LETTER FROM RONALD J. DANIELS



Johns Hopkins is profoundly committed to the wellbeing and flourishing of Baltimore, its communities, and our neighbors, and we believe our success is inseparable from that of the city we are proud to call home.

We have made meaningful and measurable progress over the last decade to forge lasting community partnerships that expand economic and educational opportunity and extend access to healthcare across Baltimore. The impact of these relationships can be felt in the collaborations with Baltimore City Schools, including the establishment of the Henderson-Hopkins School, now a shining light in the district; the investments in our communities from the Homewood Community Partners Initiative’s rejuvenation of SNF Parkway Theatre in Station North, to the reinvigoration of East Baltimore through the East Baltimore Development initiative; and the growth of our HopkinsLocal economic inclusion program, which has since 2016 hired more than 2,400 Baltimoreans and over 900 returning citizens, and committed more than \$270 million to minority-owned, women-owned, or disadvantaged business enterprise contractors.

And these community connections are more significant than ever as we weathered the challenges of the COVID pandemic together. Working with more than 20 local partners, we distributed more than 6 million meals to families in need and created a model for equitable vaccine distribution across Baltimore. Meanwhile, the Johns Hopkins Health Education and Training (HEAT) Corps has educated numerous K-12 students about the science of COVID-19 and ongoing public health response.

The Office of Economic Development, led with boundless vision, energy, and devotion to our city by Vice President Alicia Wilson, has been critical to so many of these successes. Alicia and her team exemplify the cross-divisional, cross-community collaboration that can accelerate change, whether they are co-leading the Innovation Fund for Community Safety alongside the Bloomberg School of Public Health, overseeing the 10,000 Small Businesses Program, or pioneering expungement clinics for hundreds of Baltimoreans with Maryland Legal Aid, opening untold doors to housing, employment, and education.

As we look to the future of Johns Hopkins, I hope you share in my great optimism as you explore the remarkable impact captured in this report. Together, we will continue to contribute meaningfully to the sustenance and success of our city and its citizens—today, tomorrow, and in the years ahead.

Sincerely,

**Ronald J. Daniels**

*President, Johns Hopkins University*



# LETTER FROM KEVIN SOWERS

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Since 1889 when The Johns Hopkins Hospital opened its doors, we have been a part of the dynamic, ever-evolving tapestry that is Baltimore. As part of this vibrant collective, our success and the success of our neighbors are intertwined. Creating a strong future for all of us requires our continued development of and participation in programs and initiatives that will positively impact the social determinants of health for families in our communities for many generations to come.

That's why the work of the Johns Hopkins Office of Economic Development is so important. We established the office in 2019 to create a unifying thread, to unite all of our efforts to support the economic empowerment of the people of Baltimore and surrounding areas.

Key to the success of these efforts is our continued focus on empowering people economically through our innovative hiring programs. Through HopkinsLocal, we have established a formal mechanism to identify and hire locals who live in a focused area of Baltimore City. Thousands of individuals have taken part in the program, which has benefited our neighbors, their families, and Hopkins in myriad ways. This includes providing individuals with much-needed jobs while helping us to staff our hospitals and other facilities during a time when there is a national shortage of health care workers. We also continue to provide job opportunities for returning citizens who are committed to reestablishing positive connections within the community. This underscores our commitment to providing opportunities for all to take part in creating our future, together.

Finally, I want to acknowledge the hard work and dedication of Vice President for Economic Development Alicia Wilson and her extraordinary team. The results on these pages are prime examples of what happens when talented individuals dedicate their time, talents, and energy to making a positive difference that will resonate in our community and beyond for many lifetimes.

And, finally, more than just providing numbers and statistics, I hope that the following pages provide a snapshot of this moment in time within a story that spans well over 100 years. Johns Hopkins was created to serve our community, and we remain dedicated to pushing the boundaries as we know them, to create hope for humanity, and a more just future, for all.

Sincerely,

**Kevin W. Sowers, M.S.N., R.N., F.A.A.N.**

*President, Johns Hopkins Health System*

*Executive Vice President, Johns Hopkins Medicine*



# LETTER FROM **ALICIA WILSON**

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Thank you for supporting the work of the Johns Hopkins Office of Economic Development. When the office was established in July of 2019, we knew we had work to do with our community and our neighbors in and around the Hopkins enterprise. We were ready for the challenges and opportunities and quickly rolled up our sleeves to invest in the work to positively impact Baltimore. As you experience the snapshot of our work highlighted in this report, you'll see the team's dedication to the vision of the Office of Economic Development and the overall mission of Johns Hopkins as an anchor institution - to work in partnership to grow and revitalize the city of Baltimore.

We are just getting started, and I'm extremely proud to share our collective impact on communities, entrepreneurs, and small businesses in this inaugural report. The stories, the numbers, and the results are a direct reflection of the team's commitment to the work and the power of collaboration and partnerships in executing the work.

As we look forward, it is the result of this work that led to the expansion of the office in 2022 to the **Office of Economic Development and Community Partnerships**. We are seeking ways to go deeper, wider, and more impactful with every action we take as an institution. Follow us on this journey to drive more systemic and sustainable outcomes in the work we do for the city of Baltimore and our neighbors.

In Partnership,

**Alicia Wilson**

*Vice President for Economic Development*

Johns Hopkins University and Johns Hopkins Health System



# ABOUT THE OFFICE OF ECONOMIC DEVELOPMENT

The mission of the Johns Hopkins Office of Economic Development is to empower individuals, families, entrepreneurs, and businesses to reach peak economic health through state and local investments in employment; education and training; and to address public health, safety, and community revitalization in sustainable and innovative ways.

Established in July 2019, the Johns Hopkins Office of Economic Development vision paves the way for communities in and around the Hopkins enterprise to achieve its greatest potential and attain a better quality of life by increasing access to diverse, equitable, and lucrative opportunities. To do this, three guiding principles are in place:

- **Economic Development**
- **Economic Inclusion and Impact**
- **Economic Innovation and Strategy**

Deeply rooted in the framework Johns Hopkins instilled as an anchor institution, the history of the Office of Economic Development dates back to 2003, supporting communities through service and investments. Through the years, the work evolved to collaboration and impact, standing in service to the city of Baltimore and beyond.

# TIMELINE

JHU Innovation Fund for  
Community Safety

2021

2020

Expungement Clinic

Health Education and Training  
(HEAT) Corps

Entrepreneurship Matters  
Digital Series

Buy in Baltimore Digital Series

Baltimore Boost Digital Series

JustUs Digital Series

The Office of Economic  
Development was established

2019

2017

Goldman Sachs 10,000 Small  
Businesses—Baltimore Program

BLocal

2016

2015

HopkinsLocal

Homewood Community  
Partners Initiative

2012

2007

Johns Hopkins  
Neighborhood Fund

East Baltimore  
Development Inc.

2003

## **GUIDING PRINCIPLES**

# **ECONOMIC DEVELOPMENT**

Increasing economic growth and opportunity by bringing new resources into the region, which in turn fuel growth in local markets and among local-serving businesses.

# **ECONOMIC INCLUSION AND IMPACT**

Creating equal opportunity for all members of society to participate in the economic life of their community as employers or employees, entrepreneurs, consumers, citizens, homeowners, etc.

# **ECONOMIC INNOVATION AND STRATEGY**

Investing in research and development in education, health, and social initiatives, helping clusters of firms collaborate to develop new products and solutions—all contribute to the health and dynamism of an innovation ecosystem.



Kevin Sowers during HopkinsLocal event



# INVESTING IN OUR CITY

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The **Johns Hopkins Office of Economic Development** is focused on increasing economic growth and opportunity by bringing new resources into the region, which in turn fuel growth in local markets and among local-serving businesses.

As the largest anchor institution in Baltimore, Johns Hopkins University and Health System’s mission is to stand in service for the city, working together with business and community partners to listen to the direct needs of community residents and respond with actionable programs and initiatives.

**HopkinsLocal** amplifies this mission by leveraging Johns Hopkins’ economic power to expand participation of local and minority-owned businesses in construction opportunities; increase hiring of city residents, with a focus on neighborhoods in need of job opportunities; and enhance economic growth, employment, and investment in Baltimore through targeted purchasing activities.

Modeled after the success of HopkinsLocal, **BLocal** is a commitment by Baltimore-area businesses to leverage their collective influence to help strengthen the city and create opportunities for Baltimoreans.

Local business present their product during HopkinsLocal event



# HOPKINSLOCAL

Accountability is at the core of the **HopkinsLocal** initiative. Clear and measurable goals are in place to regularly report on the progress in the impact areas. Since the beginning of the initiative, Johns Hopkins has committed to being transparent about its progress. As of fiscal year 2021, Johns Hopkins committed \$270 million to contractors that were minority-owned, women-owned, and disadvantaged business enterprises, and spent

\$875.8 million in targeted categories with local businesses. Eighty-two small, local, minority-owned, women-owned, or disadvantaged businesses in the design and construction industries also expanded their skills and connections through the BLocal BUILD College program. Additionally, 2,465 people were hired for a set of targeted positions and live in focus Baltimore city zip codes, and 994 returning citizens were hired.





# BUILD

FY 2020-2021:

## \$37.6 MILLION

design and construction project spend committed with Baltimore City businesses.

Since initiative began FY2016-2021:

## \$140.8 MILLION

design and construction project spend committed with Baltimore City businesses.

FY 2020-2021:

## \$26.6 MILLION

MWBE spend committed with certified



MINORITY-OWNED and



WOMEN-OWNED businesses.

Since initiative began FY2016-2021:

## \$123.3 MILLION

MWBE spend committed with certified



MINORITY-OWNED and



WOMEN-OWNED businesses.



# BUY

FY 2020-2021:

## \$261.8 MILLION

spend with Baltimore City local businesses.

Since initiative began FY2016-2021:

## \$875.8 MILLION

spend with Baltimore City local businesses.





# HIRE

**FY 2020-2021:**



hired for a set of targeted positions and live in focus Baltimore City Zip codes.



justice-involved hires.

**Since initiative began FY2016-2021:**



hired for a set of targeted positions and live in focus Baltimore City Zip codes.



justice-involved hires.



# INTERN

**FY 2020-2021:**

**900 INTERNS SUPPORTED**

virtual experience with Johns Hopkins or in Baltimore City agencies.

**Since initiative began FY2016-2021:**

**2,730 INTERNS SUPPORTED**

virtual experience or on-site with Johns Hopkins or Baltimore City agencies.



# INVEST

**\$75 MILLION**

invested for the endowment with a minority-owned investment management firm.

As September 30, 2021, the original investment has appreciated to

**\$123 MILLION**

in the Combined Investment Pool (the endowment).



**23%** of our total portfolio

AND



**28%** of our actively managed portfolio

of U.S. based firms are made up of firms which are either owned by (50% or more) or substantially influenced by (33% or leadership) **women and minorities.**

## HOPKINSLOCAL HIRE

The pandemic presented a great deal of challenges for communities, businesses, individuals, and many more. Creativity and innovation stepped in across industries to create change and keep the world moving forward in the midst of uncertainty. Johns Hopkins was no stranger to this, deliberately thinking of ways to keep students, faculty, and staff safe.

At the height of the pandemic, **HopkinsLocal HIRE** leadership stepped up to develop a plan to hire a cross-functional team of ambassadors and coordinators in safety, testing and research support to re-open the university. Randstad, the global leader in the HR services industry and in-house staffing agency, created a strategy that resulted in over 100 hires instrumental in the gradual and safe return to campus plan.

Testing support coordinators, including Ramatoulaye Diallo and Ryan Lyons, shared the impact of working at Hopkins during and through the pandemic.



I'm proud that my previous job experience created an opportunity for me to shine at Johns Hopkins. I enjoy the international perspective of being here; all walks of life in one place is truly rewarding!"

**Ryan Lyons**



The most rewarding aspect of the job for me is the people; meeting students and staff brings me joy! I'm always thankful and happy. The gratitude from the community is a bonus!"

**Ramatoulaye Diallo**

## BLOCAL

The impact HopkinsLocal created across industries, small businesses, and individuals, inspired the desire to serve Baltimoreans on a larger scale. This led to the launch of **BLocal** in 2016, an initiative developed to further advance the commitment to Baltimore by area businesses, leveraging their collective influence to help strengthen the city and create opportunities for Baltimoreans. BLocal partners have set public goals to support city residents and local and women- and minority-owned businesses when making decisions about building, hiring, buying, and investing.

In the program's first year, BLocal partners reported millions of dollars in increased spending with city and diverse suppliers, increased hiring and internships for city residents, and more support of community organizations. The group of corporate partners engaged in this effort has expanded beyond Johns Hopkins' trustee-affiliated businesses to include 28 total institutions. This collective of businesses—large and small, for profit and nonprofit, and from a variety of business sectors—works closely with the HopkinsLocal team to develop customized economic inclusion programs appropriate for each respective business.

Taken together, BLocal, which we believe is unprecedented in Baltimore, committed to invest at least \$69 million to aid the city over its first three years. The \$69 million figure includes \$53 million in renovation and construction projects, and \$16 million in goods and services purchased from local and women- and minority-owned businesses. BLocal exceeded the \$69 million investment goal within the first two years.



Bernard Young, Renard Gardner, Elijah Cummings, Ronald Daniels, Catherine Pugh, Ronald Peterson, and Calvin Butler

BLocal December BUILD  
College Graduates



## BLOCAL: 2019-2020

### BUILD

# \$450.4 MILLION

design and construction project spend with Baltimore City businesses.

# \$196.6 MILLION

MWBE spend with certified

 **MINORITY-OWNED** and

 **WOMEN-OWNED** businesses.

### BUY

# \$818.1 MILLION

spend with Baltimore City local businesses.

### HIRE

# 2,337

Baltimore City residents hired.

### INVEST

# \$28 MILLION

invested in Baltimore City mainly through donations and other philanthropic endeavors.

### INTERN

# 1,075 INTERNS HIRED OR PLACED.



## MEET GERMAN VILLATORO

Meet German Villatoro, the Founder/President of **Villatoro Construction Corporation**, a local minority-owned business that started in 2014 and is headquartered in Baltimore. After a friend suggested looking into institutional work, Villatoro got involved through the BUILD College program and participated in BLocal events where he connected with people at John Hopkins Facilities & Real Estate (JHFRE) and other departments at Johns Hopkins. Since 2018, Villatoro has been working with Johns Hopkins on multiple projects at the Bloomberg School of Public Health, the Whiting School of Engineering, and the Homewood campus. Through BUILD College and BLocal, he was able to meet many clients whom he still works with to this day on countless projects.

Villatoro believes he was meant to be in construction his whole life, as he grew up in construction and had a background in architecture. However, the main catalyst for starting his own business was when he was turned down for an opportunity at his past full-time job. His former boss told him, “We like where you are right now, and this is what we want you to keep on doing.”

This led Villatoro to realize his skill sets and potential were not being used effectively and became the turning point for him to start his own business. After working with Johns Hopkins, he exclaims, “All my skill sets are being utilized: from plan reading to scheduling, managing, coordinating, and construction.”

Currently, Villatoro works on countless projects with Hopkins including the J-card project, where J-card readers on the main entrance doors of the Homewood campus are being replaced. The Nichols House project, which served as the home for Milton Eisenhower and many other university presidents, is also being renovated. Recently, the company finished the lactation room project, which created three new dedicated spaces for new parents in Gilman Hall, Hackerman Hall, and Hudson Hall.

“I would like to thank BLocal for the amazing work they do. Helping companies like mine get our foot in the door, gives us the opportunity to prove ourselves to be reliable, make connections, grow and succeed,” Villatoro says.



I know that Johns Hopkins has had a huge impact on me! Because of the university I am able to hire people. I have a place here where I can run my local operations, and the only reason why I am able to do all these things is that the university is allowing me to bid on projects.”

**German Villatoro**



COMMITMENT  
TO COMMUNITY

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East Baltimore  
Development Inc.  
breaking ground.

The last couple of years **have shined a bright light on the challenges vulnerable communities face during uncertain times**. It requires deliberate effort, attention to detail, and thoughtful relationship-building to create equal opportunity for all members of society to participate in the economic life of their community as employers, employees, entrepreneurs, consumers, citizens, homeowners, and the like.

The **Johns Hopkins Office of Economic Development** is uniquely positioned to collaborate with community residents and partners to address social and economic challenges. Investing in community programming, including the **Vision for Baltimore** initiative, the **Johns Hopkins Neighborhood Fund**, the **Homewood Community Partners Initiative**, **East Baltimore Development Inc.**, and **Henderson-Hopkins**, as well as promoting inclusion through targeted events like the **Expungement Clinic**, creates opportunity to impact change across neighborhoods and communities.



## VISION FOR BALTIMORE

The focus on community extends to our youngest residents through the innovative **Vision for Baltimore** initiative, launched in 2016 after Johns Hopkins researchers identified a strong need for vision care among Baltimore City public-school students. At the launch of Vision for Baltimore, as many as 15,000 of the city's 60,000 pre-K through 8th grade students (at the time of the study) needed glasses, although many did not know or did not have the means to get them. The program is operated and funded in partnership with the Johns Hopkins Schools of Education and Medicine, Baltimore City Public Schools, the Baltimore City Health Department, Warby Parker and Vision to Learn. As of 2021, Vision for Baltimore tested more than 64,000 students and distributed more than 8,000 pairs of glasses.

A recent study published in *JAMA Ophthalmology*, conducted by Johns Hopkins researchers from the Wilmer Eye Institute and School of Education, revealed that Baltimore students who received eyeglasses through the Vision for Baltimore program scored higher on reading and math tests, with students who struggle the most academically showing the greatest improvement.

"This success of the Vision for Baltimore program model and research findings could advance health and educational equity for students across the country," said the study's senior author, Megan Collins, a pediatric ophthalmologist at the Wilmer Eye Institute and associate faculty at the Berman Institute of Bioethics. Collins was recently appointed as the inaugural director of the Johns Hopkins Center for School-Based Health, Equity, and Youth Engagement, as well as the inaugural recipient of the Allen and Claire Jenson Professorship in Ophthalmology to continue innovative program partnerships, such as Vision for Baltimore.

To learn more about the initiative and impact on students, visit [visionforbaltimore.com](https://visionforbaltimore.com).



Vision for Baltimore means more than just corrected vision for students in City Schools. It's a gift that supports their ability to see and interact clearly with their lessons, as well as a boost to self-esteem. We are thankful for this program because it removes a barrier to success for our students, especially those struggling with access to medical care.”

**Sonja Brookins Santelises,**  
**Chief Executive Officer of**  
**Baltimore City Public Schools**

# THE JOHNS HOPKINS NEIGHBORHOOD FUND

The **Johns Hopkins Neighborhood Fund** was created in 2007 to support nonprofit organizations that both serve the communities in close proximity to Hopkins campuses and are associated with Johns Hopkins through employee or institutional involvement.

The Neighborhood Fund uses pledge donations made through JHU's United Way campaign to help local nonprofit organizations build stronger neighborhoods by addressing needs in areas of:

- Community revitalization
- Education
- Employment
- Health
- Public safety

In addition to serving these needs, organizations that receive funding must provide services within pre-designated geographic boundaries, agree to use or return funds by the end of the fiscal year, and comply with other disbursement and reporting requirements.

## Data Spotlight for 2020-2021:

**56 PROGRAMS**  
awarded funds  
FOR A  
TOTAL  
OF **\$510,854**





The future of Johns Hopkins is inextricably tied to that of its community, and we are deeply and purposefully committed to Baltimore’s success. The interests of our neighbors—safe streets, the elimination of blighted properties, and development of the local workforce—are also the interests of our university.”

**Johns Hopkins University’s  
14<sup>th</sup> President, Ronald J.  
Daniels, during the launch of  
HCPI on December 6, 2012**

President Daniels



## HOMEWOOD COMMUNITY PARTNERS INITIATIVE

Launched by Johns Hopkins University in December 2012, the **Homewood Community Partners Initiative** (HCPI) is an economic development strategy prepared and implemented in partnership with residents, business leaders, nonprofit organizations, institutions, and government. Focused on 10 neighborhoods around the Johns Hopkins Homewood campus, HCPI is driven by 29 action-oriented recommendations. President Ronald J. Daniels pledged \$10 million over five years towards the estimated cost of \$60 million to implement the recommendations. The overall strategy for this vibrant urban center includes attracting 3,000 new households to the area over the course of 10 years by creating exciting, accessible retail shops and arts, entertainment, and cultural institutions with a strong residential real estate market, high-caliber amenities, and quality public schools.

Since the launch of HCPI, Johns Hopkins University has led or supported a variety of projects in the area, including the fall 2016 launch of the Explore the Core branding, marketing, and promotions campaign, which focuses on attracting shoppers, dining customers, arts patrons, new residents, and capital investment across HCPI.



## EAST BALTIMORE DEVELOPMENT INITIATIVE

The East Baltimore Development initiative, managed by the nonprofit **East Baltimore Development Inc. (EBDI)**, is a 20-year, \$1.8 billion mixed-use revitalization endeavor funded by city, state, and federal agencies; other philanthropies; and private business owners. Johns Hopkins is a core partner, having invested or committed more than \$50 million in the planned community, which includes approximately 1,400 affordable and market-rate housing units with a goal of 33% of these homes slated for people earning at or below 80% of the area median income (AMI). Currently, 463 units are completed, with 59% being affordable for people earning at or below 80% AMI.

The project also includes up to 1.6 million square feet of commercial lab and office space, 150,000 square feet of retail space, a hotel, and community

amenities including a new school campus—Henderson-Hopkins and an early childhood center—and a five-acre park, Eager Park. Since 2004, the private and public sectors have invested more than \$1.1 billion in the 88-acre footprint.

This unique partnership, unlike other large-scale development project, leans in on the “Responsible Redevelopment” approach, combining economic, community, and human development strategies in ways to seek to ensure maximum benefit for revitalization efforts for area residents, businesses, and the surrounding communities.

At the core of the partnership is the commitment to legacy residents, both homeowners and renters, who are interested in returning to Eager Park and ensuring the broader East Baltimore community benefits from this catalytic and transformative effort. This is a high priority for EBDI. Listening to the community was key in the planning; as a result a number of policies, programs and housing opportunities were created. One such program, the Opportunity to Return (OTR), works in partnership with developers and is designed to help homeowners and renters defray closing and moving costs, narrow financing gaps, and ensure a supply of affordable houses.

To learn more about EBDI and their commitment to community, business, and opportunity, visit [ebdi.org](http://ebdi.org).



## HENDERSON-HOPKINS AND THE EAST BALTIMORE HISTORICAL LIBRARY

**Henderson-Hopkins** is a contract school of Baltimore City Public Schools that is operated by Johns Hopkins and Morgan State universities. Recently, U.S. News and World, in its inaugural fall 2021 ranking of more than 80,000 public and elementary schools, recognized Henderson-Hopkins as one of the top K-8 schools (No. 7) in Baltimore City. The methodology for the inaugural rankings focused on two areas, math and reading proficiency, or how well students performed on state assessments, and math and reading performance, or how well students performed compared to expectations. In addition to a keen focus on academics, health and fitness is also a focal point at Henderson-Hopkins, as a new track and field was completed the summer of 2021. The track and field are designed to encourage students to be active during recess and provide high-quality facilities for after-school programming, including track, football, and soccer.

Henderson-Hopkins' position in the community is now rooted in history, with the grand opening of the **East Baltimore Historical Library** in December of 2021. Nestled in a stretch of row homes adjoining

Henderson-Hopkins School, the library is envisioned as a space where generations of Baltimoreans will gather to reflect on their shared history. This project was spearheaded by East Baltimore leader, Nia Redmond, as a place to preserve the history of the neighborhood as part of the development process. Johns Hopkins University provides programming support to the library. In addition, the university's Office of Government and Community Affairs provided the financial support for the construction project management and groundbreaking ceremony in February of 2021. The School of Education provided the funding for History Matters, the group responsible for curating the library's opening exhibit, the **I AM East Baltimore Story Book Project**. The project, in collaboration with Henderson-Hopkins, is an oral history project for 4th to 8th grade students to tell their family's stories. Over time, the library will expand the project to include the stories and memories of aging East Baltimore residents.

Visit [hendersonhopkins.org](https://hendersonhopkins.org) to learn more about this outstanding school and historic library in East Baltimore.



We are proud of the progress we've made at Henderson-Hopkins. It is a testament to the hard work of our students, families, and staff. But we know there is so much more work for us to do. We will continue to be an anchor for our community here in East Baltimore while we work to deliver on the promise of an excellent education for all of our students."

**Peter Kannam, Principal at Henderson-Hopkins**



This library will hold its community's memories, its common identity, its past. It is a memory collector. And it will work alongside a school that nurtures the community's life force, its bright young people, its future."

**Christopher Morpew,  
Dean of the Johns Hopkins School of Education**

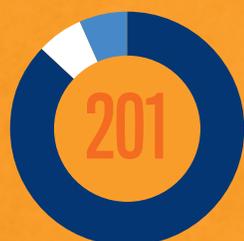


## Expungement Clinics: 2/2020 and 5/2021

TOTAL NUMBER OF CLIENTS **201** / **779** TOTAL NUMBER OF CASES

3.9 cases average per client

### CLIENTS DEMOGRAPHIC



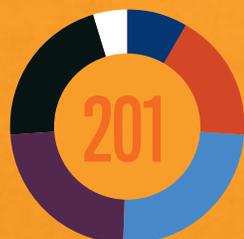
#### RACE

- BLACK: 175
- WHITE: 13
- UNAVAILABLE: 13



#### GENDER

- MALE: 124
- FEMALE: 65
- UNKNOWN: 12



#### AGE

- <18: 17
- 19-29: 36
- 30-39: 49
- 40-49: 47
- 50-59: 43
- 60+: 9

TOTAL AMOUNT OF FEES WAIVED

**\$8,670**



My daughter graduated from college, now making six-figures. I've wanted to become an educator for years, and a stupid thing I did at 19 held me back. Today everything changed. I'm going to be a teacher!"

**May Clinic client**

## EXPUNGEMENT CLINIC

Introduced at Hopkins in February 2020, with a second event in May 2021, the **Expungement Clinic** has been a beacon of light to 201 Baltimore City residents, removing barriers to success and opening doors to new career paths, housing, and education. The impact of the clinic is grounded in partnerships with local organizations including Maryland Legal Aid, the Alliance of Black Women Attorneys of Maryland, Inc., and the Monumental City Bar Association.

Spearheaded by the Office of Economic Development, the collaboration resulted in a total of 779 petitions filed and \$8,670 filing fees waived. The impact of the numbers and partner collaborations are just a small part of the success of the initiatives. The immediate reaction from clients following a successful expungement is priceless.



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# INNOVATION AND STRATEGY

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The **Office of Economic Development** is keen on creating opportunities for business owners, educators, community and city leaders, and corporations to continue to be bold and innovative in making forward-thinking decisions and expanding projected goals and impact to stockholders. Strategic partnerships and collaboration are at the center of this work, setting the stage to deliver measurable results across the nation, and the world through programming developed to respond to the needs of the communities we serve.

Here are a few highlights:

**Goldman Sachs 10,000 Small Businesses** was introduced in Baltimore in 2017 and has since graduated 392 businesses as of June 2021. They include 150 that participated during the COVID-19 pandemic and graduated in June 2021 at Bengies Drive-In Theatre in Middle River.

**Health Education and Training (HEAT) Corps** was launched in 2020 as the need to educate and protect communities from COVID-19 was imminent. The program, inspired by the teachings from Dr. Panagis Galiatsatos, MD, HHS, matches Johns Hopkins volunteers with K-12 students to raise awareness around the science of COVID-19 and public health response.

**JHU Innovation Fund for Community Safety** is founded on the belief that important solutions to public safety for Baltimore communities must come from the community and be implemented by city residents, with the support of anchor institutions like Johns Hopkins as an active partner.

**JustUs Dialogue Series**, introduced in August 2020, is a webinar series launched as a forum to connect with the community during the height of the COVID-19 pandemic and nationwide social unrest. The goal for the series is to advance conversations and drive institutions, individuals, and communities around racial justice and economic impact.

All of the programs collectively contribute and hold the Office of Economic Development accountable for the impact and resiliency of businesses, educators, and communities through innovative and strategic initiatives.

Driving America's Economy event  
in Baltimore, MD.



## GOLDMAN SACHS 10,000 SMALL BUSINESSES

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**Goldman Sachs 10,000 Small Businesses (10KSB)** is a program for small businesses that links learning to action. Through the program, participants gain practical skills in topics such as negotiation, marketing, and employee management that can immediately be put into action. In addition, they receive the tools and professional support to develop a strategic and customized growth plan that will take their business to the next level. A \$500 million investment was made to help entrepreneurs create jobs and economic opportunity by providing them with greater access to education, financial capital, and business support services.

The 10KSB program currently operates in 30 markets in the U.S. through a network of more than 100 academic and community partners, and the program continues to expand on a city-by-city basis. In 2017, the first Maryland program site started in Baltimore with Johns Hopkins University as the host. This is a five-year, \$10 million commitment to Baltimore, in partnership with Goldman Sachs and Bloomberg Philanthropies.

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The impact of the 10KSB program is broadened by the success of the alumni.

## MEET SID SHARMA

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Meet Sid Sharma, the co-founder of Mobtown Fermentation, a kombucha manufacturing company. Sharma is a part of Cohort 1 of the 10KSB program and has been able to grow his business because of his participation. Starting in 2021, the Wild Bay Kombucha line can be found on the shelves of Food Lion markets across Maryland.



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## MEET FUNLAYO ALABI

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Meet Funlayo Alabi, the co-founder of Shea Radiance, a global natural beauty brand. Alabi is part of Cohort 2 of the 10KSB Maryland program and has been able to continuously grow and expand her business, in part thanks to the program. In 2021, Shea Radiance secured a deal with Giant Food after an amazing year of business growth despite the COVID-19 Pandemic, and opened a new manufacturing warehouse. Shea Radiance's products are now available in over 200 Giant Food stores across the mid-Atlantic. This accomplishment was highlighted in both the [Baltimore Business Journal](#) and the [DC City Biz List](#). Funlayo was also featured in a [Baltimore Sun](#) article for her efforts in creating more jobs in Baltimore and offering a product for black women and employing women in West Africa.



**Funlayo Alabi, co-founder of Shea Radiance, during the ribbon cutting ceremony.**



10KSB: FY 2020-2021



SCHOLARS ACCOUNTED FOR 1,105 FULL-TIME EMPLOYEES AND 1,751 PART-TIME/TEMP EMPLOYEES

TOTAL REVENUES \$145.5 MILLION

425 ALUMNI by the end of August 2021

ALUMNI BUSINESSES EMPLOYED THROUGH 50 INTERNS YOUTHWORKS



55 AWARDS WON



12 ALUMNI EVENTS



363 PROGRAM REFERRALS



50 TRACKED MEDIA MENTIONS



It was such a joy to teach Mr. Suresh's high school class at My School Tirur in India. Helping to expand our COVID curriculum to India is one of the most fulfilling experiences since joining HEAT Corps in January."

**Patrick Rao, HEAT Corps Volunteer**

## HEALTH EDUCATION AND TRAINING CORPS

**Health Education and Training (HEAT) Corps** is a virtual program for K-12 students designed to teach them about various science-related topics in the hopes of increasing their health literacy skills and ability to make informed decisions regarding their health. Leading health professionals at Johns Hopkins created the well-crafted HEAT Corps curriculum to make it engaging, developmentally appropriate, and educational for K-12 students. Trained Hopkins volunteers (including medical residents, nursing students, and public health graduate students) delivered over 2,000 virtual COVID-19 sessions to students in over 100 schools, since its launch in 2020. Sessions extended internationally, facilitating HEAT Corps workshops in six countries, including Canada, Cypress, Greece, Sudan, Guatemala, and India.

The program continues to grow, with plans to expand to Panamá and Tanzania. To learn more about HEAT Corp and the impact, visit [heatcorps.jhu.edu](https://heatcorps.jhu.edu).

## HEAT Corps: As of 10/2021



**167**  
TRAINED  
VOLUNTEERS



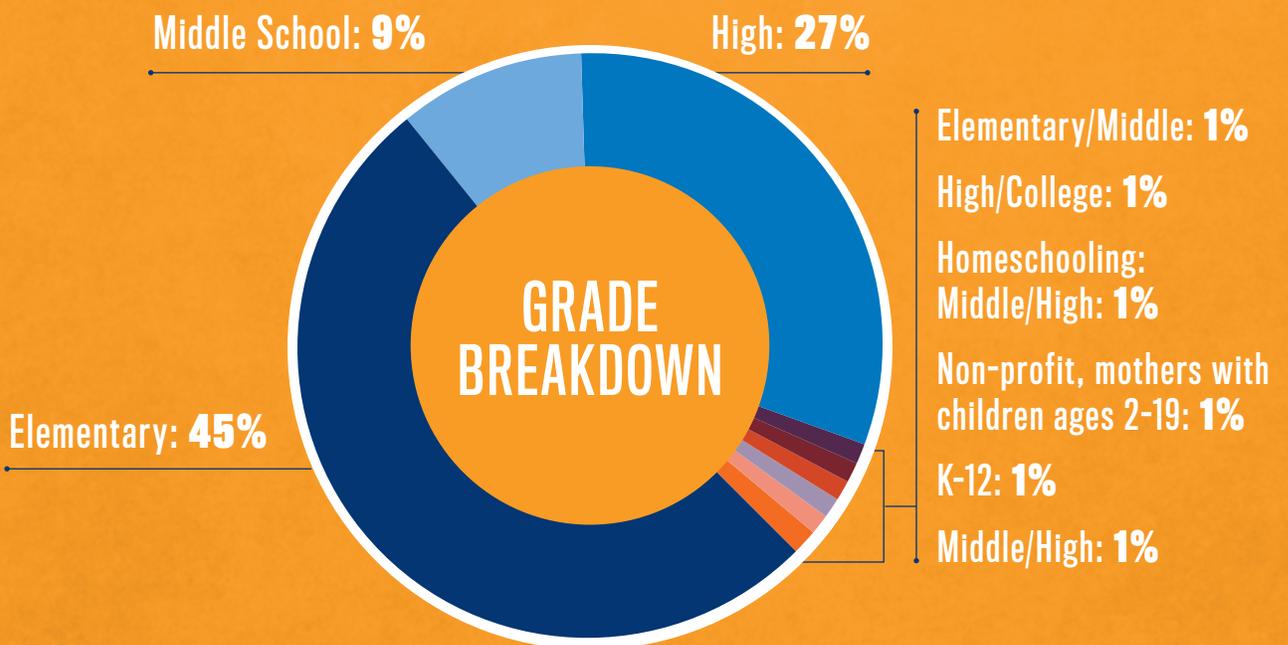
**140+**  
SCHOOLS



**200+**  
CLASSROOMS



**7,800+**  
STUDENTS





## JHU INNOVATION FUND FOR COMMUNITY SAFETY

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The **JHU Innovation Fund for Community Safety** is a four-year, \$6 million commitment to support innovative, community-led programs designed to curb violence. The fund, which builds on John Hopkins University's longstanding commitment to helping to reduce violent crime in Baltimore, will support both new programs and the expansion of existing ones. On June 30, 2021, the nine grantees supported by the fund were announced, including:

1. Abuse Intervention Supportive Services, **House of Ruth Maryland**
2. Baltimore Legacy Builders Collective, **Job Opportunities Task Force**
3. Block Captain Boot Camp, **No Boundaries Coalition**
4. Existential Determinants of Health, **WombWork Productions**
5. Good Harvest Occupational Skills Training Program, **St. Vincent de Paul of Baltimore**
6. McElderry Multiracial Organizing Project, **CASA**
7. Mildred A. Allen Arabber Equestrian and Heritage Center, **Baltimore Heritage**
8. Safety at the Margins, **Charm City Care Connection**
9. Stable Homes—**Safe Communities, Pro Bono Resource Center of Maryland**

The goal of the fund is to support initiatives and projects led by community members and community organizations designed to reduce violence in the near term. Johns Hopkins will work in partnership with community organizations to inform these efforts, providing financial support, technical assistance, data collection and analysis, and research.



The Innovation Fund has enabled us to strengthen our community collaborations and remove barriers for our participants to be able to engage in our programming. Paying our partnering agencies when they are on our site, offering supportive programming focused on parenting, substance abuse, mental health, and employment, shows that we value the time and talent they are sharing with us. Being able to offer support such as transportation and fee waivers for unemployed participants demonstrates to them that we see them for more than just their violent choices and are invested in their overall wellness. As someone who has been working to end violence in Baltimore City for over two decades, I can say that the investment of the Innovation Fund into programming like ours is a welcome shift that shows us that our efforts are valued and helps us operate programming while not competing with resources for victims of violence.”

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**Lisa Nitsch, Lead for the Abuse Intervention  
Supportive Services Project by House of Ruth, Maryland**



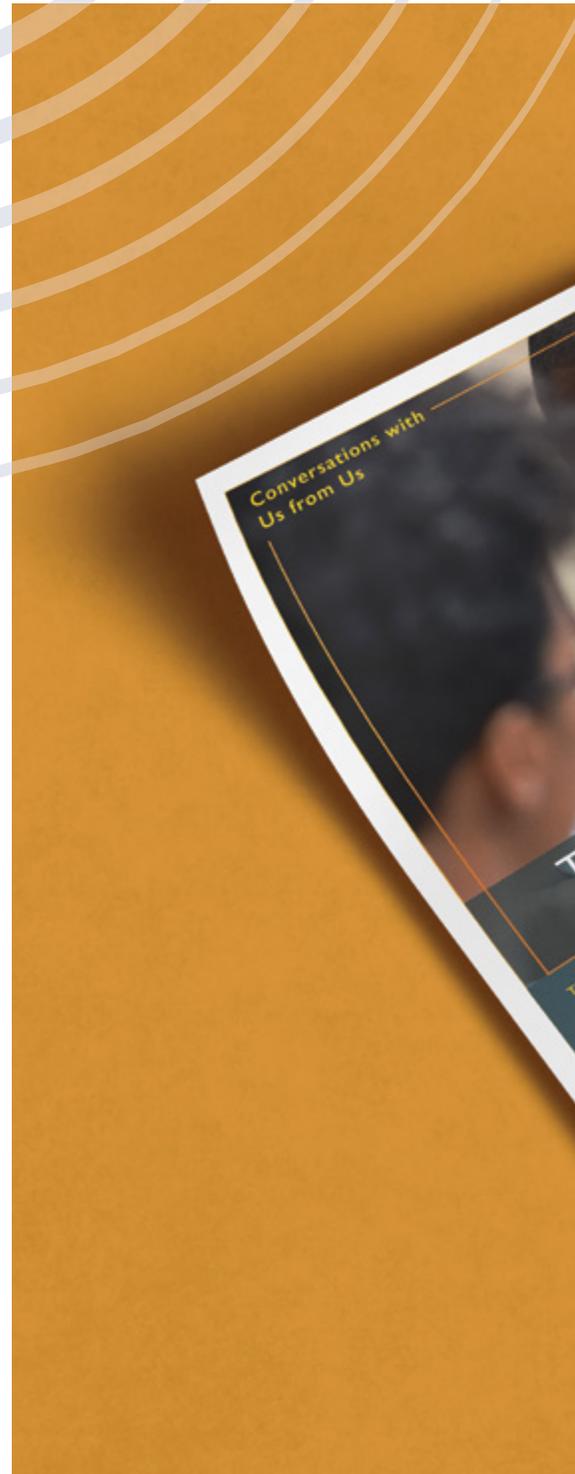
## JUSTUS DIALOGUE SERIES

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The **JustUs Dialogue Series** was introduced in August of 2020 as a response to the racial unrest in the country. Presented by Johns Hopkins University & Medicine, in partnership with Johns Hopkins School of Medicine and Johns Hopkins Urban Health Institute, JustUs is a social justice webinar series that offers a platform for cohesive conversations around justice.

The inaugural virtual event brought together leading experts in civil rights and social justice, discussing a variety of topics including, proposed reforms to the 4th Amendment, protecting youth of color, immigration, and decriminalizing mental health.

Over 3,000 guests engaged with the series over the course of 4 four weeks. JustUs Dialogue Series is slated to continue annually, focusing on topics that support and uplift the communities we serve.



**The JUST-US Dialogues**  
Join us as we take on racial equity and social justice issues of importance to our communities and our nation.

**Thursday, August 20 | 5-6 p.m.**  
The 4th Amendment: Use, Misuse and Case for Police Reform

**Thursday, August 27 | 5-6 p.m.**  
Protecting Our Youth: Confronting Society's Role in the Harmful Development of Adolescents

**Thursday, September 10 | 5-6 p.m.**  
Immigration Matters: Building Humanity Within a Fractured Immigration Landscape

**Thursday, September 24 | 5-6 p.m.**  
Decriminalizing Mental Illness: Empathetic Approaches to Mental Health Supports

**Thursday, October 8 | 11am-3 p.m.**  
Road to Equity: Addressing Health Equity and Achieving Restorative Justice

Meeting ID: 916 3475 1203 Password: 820659

**JOHNS HOPKINS UNIVERSITY OF MEDICINE**

Facebook, Instagram, Twitter icons

Conversations with Us from Us

**The JUST-US Dialogues**  
The 4th Amendment: Use, Misuse and Case for Police Reform  
Thursday, August 20 | 5-6 p.m.

**MODERATOR**  
ALEX HARRIS

**SPEAKERS**  
JAMIA BROWN  
JAMIA BROWN  
DAN CHASE  
JILL HENRY

JOIN VIA ZOOM  
Meeting ID: 916 3475 1203  
Password: 820659

#JHJUSTUS  
#JHCONNECTS

**JOHNS HOPKINS UNIVERSITY OF MEDICINE**

Conversations with Us from Us

**The JUST-US Dialogues**  
Decriminalizing Mental Illness: Empathetic Approaches to Mental Health Supports  
Thursday, September 24 | 5-6 p.m.

**MODERATOR**  
ELIZABETH HARTY

**SPEAKERS**  
ADRIANA RUIZ  
ESCA ROBERTS  
LARISSA WOOD

JOIN VIA ZOOM  
Meeting ID: 916 3475 1203  
Password: 820659

#JHJUSTUS  
#JHCONNECTS

**JOHNS HOPKINS UNIVERSITY OF MEDICINE**

Conversations with Us from Us

**The JUST-US Dialogues**  
Immigration Matters: Building Humanity Within a Fractured Immigration Landscape  
Thursday, September 10 | 5-6 p.m.

**MODERATOR**  
TERRY WOODS

**SPEAKERS**  
EMMA WELLS-BILL  
KATHLEEN WOOD  
TERRACE LYNN

JOIN VIA ZOOM  
Meeting ID: 916 3475 1203  
Password: 820659

#JHJUSTUS  
#JHCONNECTS

**JOHNS HOPKINS UNIVERSITY OF MEDICINE**



# THE DIGITAL SERIES

## ENTREPRENEURSHIP MATTERS

up and coming & established entrepreneurs share their stories



**Sade Jackson**  
Founder of Crown Your Inspiration



**Moderator Alicia Wilson**  
Vice President, Office of Economic Development for the Johns Hopkins University and Johns Hopkins Health System



**Tori Soudan**  
Founder of Tori Soudan Collection

Thursday, July 16, 2020, 1:00 pm -2:00 pm

Zoom Webinar ID: 960 1547 9932

Password: 887696

Johns Hopkins University, Johns Hopkins Health System, and HopkinsLocal, Mayor's Office of Small, Minority and Women Business



## ENTREPRENEURSHIP MATTERS

up and coming & established entrepreneurs share their stories



**Moderator Alicia Wilson**  
Vice President, Office of Economic Development for the Johns Hopkins University and Johns Hopkins Health System



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Password: 887696

Johns Hopkins University, Johns Hopkins Health System, and HopkinsLocal, Mayor's Office of Small, Minority and Women Business





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Johns Hopkins has long been invested in the economic development and wellbeing of Baltimore City. In July 2019, the Office of Economic Development was established to oversee and advance this work.

Alicia Wilson, vice president, took the helm and quickly structured the new office to continue moving forward the important work developed to impact Baltimore, its residents, communities, business owners, and entrepreneurs. The team worked fearlessly until everything came to a halt in March of 2020. Like so many businesses and organizations at the time, the team had to think strategically and creatively about how to continue serving the community.

With the unexpected popularity of Zoom at the time and a bold recommendation from a young entrepreneur serving on the youth committee of the Johns Hopkins University pandemic anchor strategy work group, we launched the first in a collection of digital series, **Entrepreneurship Matters**. This series was developed to lift up and continue to promote the work of Baltimore-based entrepreneurs. Soon following the launch of Entrepreneurship Matters, a second series was developed to highlight the work of nonprofit organizations doing good for Baltimore, **Baltimore Boost**.

By investing time in producing a digital space to spotlight and promote small businesses and organizations, the **Office of Economic Development** was able to continue to stand up for Baltimore during a time of uncertainty.



I really appreciated the exposure generated from the interview, as brand awareness is very impactful to my business. I found it meaningful to be able to share my personal growth as a designer and business owner. It's important to me to inspire others and for them to know that success is a journey.”

**Tori Soudan, owner of Tori Soudan Brand. Soudan was featured in the first season of the show, which is now in its fourth season.**

## ENTREPRENEURSHIP MATTERS

**Entrepreneurship Matters** is a conversation with up-and-coming and established entrepreneurs, developed to support the local small business community and empower both new and seasoned entrepreneurs. The digital series offers a forum to feature, celebrate, and learn about the highs and lows of the business ownership journey. Moderated by Alicia Wilson, vice president of economic development at The Johns Hopkins University and Johns Hopkins Health System, the series is live on Zoom and Facebook every Thursday at 1 p.m. EST.

The Entrepreneurship Matters series was born out of an idea from a young entrepreneur serving on the youth committee of Hopkins University Pandemic Anchor Strategy Work Group. Kamri Moses, owner of KRSmoothies, a fresh fruit smoothie delivery service, suggested the concept as a way to encourage and uplift businesses during a time of uncertainty for many entrepreneurs and small business owners in Baltimore. Today, the series continues that mission, expanding its reach and shining the light on the highs and lows of the business ownership journey.



**46 EPISODES**

FEATURING

**92**

**ENTREPRENEURS**

2 entrepreneurs per episode



**20,588** VIEWS ACROSS FACEBOOK AND YOUTUBE

**447** AVERAGE VIEWS PER EPISODE



## ENTREPRENEURSHIP MATTERS FEATURED ENTREPRENEURS



### APPAREL

**Eric Randall Jr.**  
**BE-Z Clothing Company**  
[plzbe-z.com](http://plzbe-z.com)

**Chris Schafer**  
**Chris Schafer Clothier**  
[christopherschafer.com](http://christopherschafer.com)

**Sade Jackson**  
**Crown Your Inspiration**  
[facebook.com/  
crownyourinspiration](https://facebook.com/crownyourinspiration)

**Demi Armstrong**  
**Demi&Co**  
[instagram.com/  
demico\\_tiedye](https://instagram.com/demico_tiedye)

**LaTonya Turnage**  
**Elite Bridal Services**  
[elitesecretsbridal.com](http://elitesecretsbridal.com)

**Andrea Tomlin**  
**Fly Nerd Apparel**  
[flynerdapparel.com](http://flynerdapparel.com)

**Jill Andrews**  
**Jill Andrew Gowns**  
[jillandrewsgowns.com](http://jillandrewsgowns.com)

**Jody Davis**  
**Jody Davis Designs**  
[jodydavisdesign.com](http://jodydavisdesign.com)

**Kalilah Wright**  
**Mess in a Bottle**  
[messinabottle.com](http://messinabottle.com)

**Tori Soudan**  
**Tori Soudan Collection**  
[torisoudan.com](http://torisoudan.com)

### ART

**Alma Roberts**  
**Alma Roberts**  
[almaroberts.com](http://almaroberts.com)

**Chris Wilson**  
**Chris Wilson**  
[chriswilson.biz](http://chriswilson.biz)

**Ashley Wilder**  
**Creatively Nomadic**  
[creativelynomadic.com](http://creativelynomadic.com)

**Larry Poncho Brown**  
**The Art of Poncho**  
[larryponchobrown.net](http://larryponchobrown.net)

### BEAUTY

**Takia Ross**  
**Accessmatized**  
[accessmatized.com](http://accessmatized.com)

**Nicole Whalen**  
**All Dolled Up Salon**  
[facebook.com/Nicole422](https://facebook.com/Nicole422)

**Quintin Lathan**  
**Beauty Plus**  
[shopbeautyplus.com](http://shopbeautyplus.com)

**Cynthia Rumph-Gooding**  
**Fashion Spa House**  
[fashionspahouse.com](http://fashionspahouse.com)

**Hayley Bartholomew-Lowery**  
**Lee Essentials**  
[etsy.com/shop/LeeEssentials](https://etsy.com/shop/LeeEssentials)

**Le'Ayre Horton**  
**Messy Buddha**  
[themessybuddha.com](http://themessybuddha.com)

**Sam Kiffer**  
**Mount Royal Soaps Co.**  
[mountroyalsoaps.com](http://mountroyalsoaps.com)

**Jamaya Moore**  
**Pretty Much Beauty**  
[prettymuchshop.com](http://prettymuchshop.com)

**Theresa Cangialosi**  
**SoBotanical**  
[sobotanical.com](http://sobotanical.com)

**Kimberly Smith**  
**The Brown Beauty Co-op**  
[brownbeautyco-op.com](http://brownbeautyco-op.com)

**Ella Bedell**  
**The Ella Bedell Experience LLC**  
[instagram.com/ella.bedell](https://instagram.com/ella.bedell)

**Kellie Martin**  
**Earth Elements Soapworks**  
[earthelementsssoapworks.com](http://earthelementsssoapworks.com)

### BOOKS

**Emma Snyder**  
**The Ivy Bookstore**  
[theivybookshop.com](http://theivybookshop.com)

**Tia Hamilton**  
**Urban Reads Bookstore**  
[oururbanreads.com](http://oururbanreads.com)

### CANDLES

**Kendal Brown**  
**228 Grant St.**  
[228grantstreet.com](http://228grantstreet.com)

**Amina Ahmad**  
**Handmade Habitat**  
[handmadehabitat.co](http://handmadehabitat.co)

## COMMERCIAL CLEANING

**Leslie Rashid**

**D&L Cleanup**  
[dlcleanup.com](http://dlcleanup.com)

**Charles Eddington Jr.**

**Priority Commercial Cleaning**  
[prioritycleaningllc.com](http://prioritycleaningllc.com)

## CONSTRUCTION SERVICES

**Jeff Hargrave**

**Mahogany, Inc**  
[mahoganyinc.com](http://mahoganyinc.com)

**Bree Jones**

**Parity Homes**  
[parityhomes.com](http://parityhomes.com)

**Cedric Bobo**

**Project Destined**  
[projectdestined.com](http://projectdestined.com)

**LaQuida Chancey**

**Smalltimore Homes**  
[smalltimorehomes.org](http://smalltimorehomes.org)

## ELECTRICAL SERVICES

**Darrell Lanier**

**Lanier Electric**  
[laniereg.com](http://laniereg.com)

**Renard Gardner**

**Vessel Electric**  
[vessel-llc.com](http://vessel-llc.com)

## ENERGY

**Jason Schwartzberg**

**MD Energy Advisors**  
[mdenergyadvisors.com](http://mdenergyadvisors.com)

**Kristal Hansley**

**WeSolar**  
[wesolar.energy](http://wesolar.energy)

## EVENT PLANNING

**Shelonda Stokes**

**greiBO**  
[greibo.com](http://greibo.com)

**Destiny Brown**

**Indulgent Interludes**  
[leilanislens.com](http://leilanislens.com)

## FLOWERS AND PLANTS

**Liz Vayda**

**B. Willow**  
[bwillow.com](http://bwillow.com)

**Ashley Rock-Wiley**

**Fleurs d'Ave**  
[fleursdave.com](http://fleursdave.com)

**Lana Brown**

**Fleurs de Lis Florist**  
[fleurdelisfloraldesign.com](http://fleurdelisfloraldesign.com)

**Eddie Wingrat**

**Flowers & Fancies**  
[flowersandfancies.com](http://flowersandfancies.com)

**Agnes Traynor**

**Indigro Plant Design**  
[indigroplantdesign.com](http://indigroplantdesign.com)

**Tasha Lee**

**Tasha Flowers**  
[tashaflowers.com](http://tashaflowers.com)

## FOOD AND BEVERAGE

**LaQuicha Brown**

**Berries by Quicha**  
[berriesbyquicha.com](http://berriesbyquicha.com)

**Nicole Foster**

**Cajou Creamery**  
[cajoucreamery.com](http://cajoucreamery.com)

**Amanda Mack**

**Crust by Mack**  
[crustbymack.com](http://crustbymack.com)

**Jumoke Jackson**

**Everything Legendary**  
[bestburger.golegendarly.com/  
plant-based-burger](http://bestburger.golegendarly.com/plant-based-burger)

**Dasia Kabia**

**Ice Queens**  
[icequeensllc.org](http://icequeensllc.org)

**Steve Williams**

**KDW Catering**  
[kdwcatering.com](http://kdwcatering.com)

**Kamri Moses**

**KRSmoothies**  
[instagram.com/krsmoothies](http://instagram.com/krsmoothies)

**Aaron McNeil**

**Midnite Confections**  
[midniteconfection.com](http://midniteconfection.com)

**Natasha Brown**

**Natasha's Just Brittle**  
[justbrittlez.com](http://justbrittlez.com)

**Vernon Woodland**

**NuVegan Cafe**  
[ilovenuvegan.com](http://ilovenuvegan.com)

**Lindsay Carlo**

**One Sweet Moment**  
[onesweetmoment.com](http://onesweetmoment.com)

**Sean Smeeton**

**Taharka Bros**  
[taharkabrothers.com](http://taharkabrothers.com)

**Craig Curbean**

**Taste This**  
[tastethisbaltimore.com](http://tastethisbaltimore.com)

**Jamillah Muhammad**

**Taste This Cake**  
[tastethiscake.com](http://tastethiscake.com)

**Sunni Gilliam**

**Teavolve**

[teavolvecafe.com](http://teavolvecafe.com)

**Ana Hester**

**Tere's Cake Face**

[terescakeface.com](http://terescakeface.com)

**Eula McDowell**

**The Big Bean Theory**

[instagram.com/Bigbeantheory](https://www.instagram.com/Bigbeantheory)

**Brittany Wight**

**Wight Tea Company**

[wighttea.com](http://wighttea.com)

## **FUNERAL HOME**

**Carmalita March Harris**

**March Funeral Home**

[marchfh.com](http://marchfh.com)

**Brandon Wylie**

**Wylie Funeral Home**

[wyliefh.com](http://wyliefh.com)

## **HEALTHCARE**

**Dr. Cheryl Burgess**

**Center for Dermatology and  
Dermatologic Surgery**

[ctr4dermatology.com](http://ctr4dermatology.com)

**Yvonne Tanner, DDS**

**Highlandtown Dental Group**

[highlandtowntentalgroup.com](http://highlandtowntentalgroup.com)

**Dr. Chesahna Kindred**

**Kindred Hair and Skin Center**

[kindredhairandskin.com](http://kindredhairandskin.com)

**Dr. Yetunde Patrick**

**U Street Family Dentistry**

[ustreetfamilydentistry.com](http://ustreetfamilydentistry.com)

## **PHOTOGRAPHY**

**Jermaine Gibbs**

**Out of the Box Photography**

[otbphotography.net](http://otbphotography.net)

**Devan Bryan**

**YBK Photography**

[instagram.com/d.b.\\_king](https://www.instagram.com/d.b._king)

## **PROFESSIONAL SERVICES**

**Andrea Hysmith, ASH**

**Interiors and Design LLC**

[ashinteriorsanddesign.com/about](http://ashinteriorsanddesign.com/about)

**Joanna (Jody) Friend**

**JLM Consulting**

[jlm-hrconsulting.com](http://jlm-hrconsulting.com)

**Tony King**

**King, King and Associates, PA**

[king-king.com](http://king-king.com)

**Janelle Williams Hughes**

**KJ Design and Mortar Styling LLC**

[facebook.com/  
KJDesignandMortarStyling](https://www.facebook.com/KJDesignandMortarStyling)

**Tracye Turner**

**Optimal Solutions Group, LLC**

[optimalsolutionsgroup.com](http://optimalsolutionsgroup.com)

**Radiance Harris**

**Radiance IP Law**

[radianceiplaw.com](http://radianceiplaw.com)

**Shaleena Cottrell**

**SCN Accounting and Tax Services**

[scnaccountingandtax.com](http://scnaccountingandtax.com)

**Brenda McChriston**

**Spectrum HR Solutions**

[spectrumhrsolutions.com](http://spectrumhrsolutions.com)

**Tina Williams-Komora**

**Tecure, LLC**

[teecure.com](http://teecure.com)

**Beverly Winstead**

**The Law Office of Beverly Winstead**

[facebook.com/BeverlyWinsteadEsq](https://www.facebook.com/BeverlyWinsteadEsq)

**Sakinah Tillman**

**Tillman LLC**

[tillmantaxlawfirm.com](http://tillmantaxlawfirm.com)

**Aneka Winstead, CPA**

**WATT Business Solutions**

[wattbizsolutions.com](http://wattbizsolutions.com)

## **TRANSPORTATION**

**Jan Peters**

**Higher Ground**

[ridehigherground.com](http://ridehigherground.com)

**Erika Jernigan**

**Lexi's Lil Bug**

[lexislilbug.org](http://lexislilbug.org)

## **WORKFORCE TRAINING**

**Lisa Phillips**

**Celebrate Us Workforce Training**

[celebrateusworkforcetraining.com](http://celebrateusworkforcetraining.com)

**Martin Schwartz**

**Vehicles for Change**

[vehiclesforchange.org](http://vehiclesforchange.org)

## **YOGA**

**Dea Lott**

**Spiritual Living by Che**

[spirituallivingbyche.com](http://spirituallivingbyche.com)

**Dana Smith**

**Spiritual Essence Yoga**

[spiritualessenceyoga.com](http://spiritualessenceyoga.com)



14 EPISODES  
FEATURING  
14 DIFFERENT  
NON-PROFITS

363  
AVERAGE VIEWS PER EPISODE

## BALTIMORE BOOST

**Baltimore Boost** is a biweekly webinar series showcasing social entrepreneurs, agents of change, and organizers who are positively impacting their communities, and mobilizing for change in Baltimore. The series highlights organizations who are committed to not-for-profit work, community responses to the pandemic, and social justice causes. With a high concentration of heavy news since the announcement of the pandemic in March 2020, the webinars offer positivity and encouragement in times of political unrest, racial injustice, and the COVID-19 pandemic.

Baltimore Boost is brought to you by the Office of Economic Development at Johns Hopkins University and Johns Hopkins Health System.



**BALTIMORE BOOST**  
**FEATURED COMMUNITY ORGANIZATIONS**



**Michael Battle Jr. and Danielle Battle**

**RICH-Restoring Inner City Hope, Inc**  
[therichprogram.org](http://therichprogram.org)

**Dr. Jocelyn Gainers**

**Family Recovery Program**  
[frp-inc.org](http://frp-inc.org)

**Munir Bahar**

**COR Health Institute**  
[corcommunity.com](http://corcommunity.com)

**Damien Cooper**

**Project Nuema**  
[projectpneuma.org](http://projectpneuma.org)

**Ateira Griffin**

**BOND-Building Our Nations Daughters**  
[mdbond.org](http://mdbond.org)

**Michelle Suazo**

**UEMPOWER of Maryland**  
[uempowerofmd.org/the-food-project](http://uempowerofmd.org/the-food-project)

**Timothy Rich**

**R.I.C.H Foundation**  
[richfoundationhearts.net](http://richfoundationhearts.net)

**Joshua Day**

**Mission Fit Community Wellness**  
[missionfit.org](http://missionfit.org)

**Brittany Young**

**B-360**  
[b360baltimore.org](http://b360baltimore.org)

**Elisa Wells**

**Sharp Dressed Man**  
[sharpdressedman.org](http://sharpdressedman.org)

**Nneka N'Namdi**

**Fight Blight BMORE**  
[fightblightbmore.com](http://fightblightbmore.com)

**Makeala Stallworth**

**The Dot Project**  
[instagram.com/the\\_dotproject](http://instagram.com/the_dotproject)

**Shelley Halstead**

**Black Women Build**  
[blackwomenbuild.org](http://blackwomenbuild.org)

**Sharayna Christmas**

**Muse 360**  
[muse360.org](http://muse360.org)

# WHAT'S NEXT

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## **BLOCAL**

Build on the commitment and success of Baltimore-based corporate partners and continue to leverage the economic power of the BLocal collective, 25+ Baltimore academia, medical, corporate and not-for-profit partners.

## **HOPKINSLOCAL 3.0**

Increase employment, spending, and diversify investments across all four pillars of the initiative.

## **HEALTH EDUCATION AND TRAINING (HEAT) CORPS**

Expansion of the curriculum to address pressing issues among K-12 students, including mental health with a special focus in suicide prevention and depression, as well as the dangers of e-cigarettes and vaping.

## **INNOVATION FUND FOR COMMUNITY SAFETY**

Bolstered partnerships with over 20 community organizations focused on coalition building, centering community voice, and creating safer neighborhoods by investing in nine creative solutions to community violence in neighborhoods around Baltimore City.





JOHNS HOPKINS  
UNIVERSITY & MEDICINE

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**Office of Economic Development  
and Community Partnerships**