

**CALVIN GLADNEY
@MOSAICURBAN**

**2017 LOCUS
LEADERSHIP
SUMMIT
4.24.17**

***WHEN
P3s
Are Not Enough***



PANEL AGENDA

- Introduction
- P3s Are Not Enough
- Case Study: Baltimore
- Panelist Presentations
- Questions & Answers



Mosaic Urban
Is...

A Developer



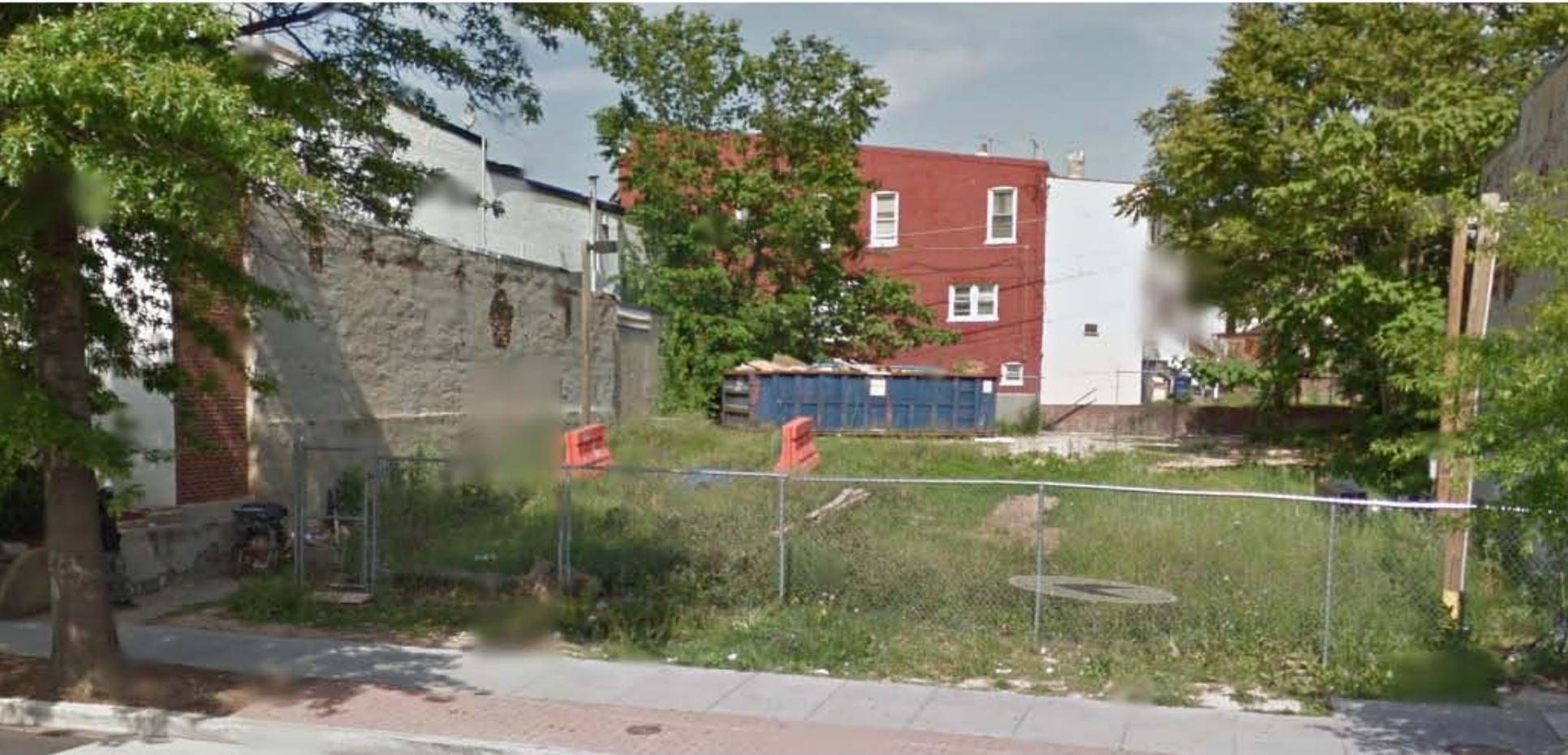
Mosaic Urban
Is...

A Developer



Mosaic Urban Is...

A Developer



Mosaic Urban
Is...

A Developer



Mosaic Urban
Is...

A Strategic Advisor to Cities & Non-Profits



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Urban Revitalization Projects Nationwide

- Atlanta, GA
- Baltimore, MD
- Birmingham, AL
- Detroit, MI
- Kansas City, MO
- Memphis, TN
- Oakland, CA
- Pittsburgh, PA
- Washington, DC





**P3s are
Not
Enough.**

- **P3s are Not Enough...**

- **C.R.E.A.M.**

- **Economic Inclusion**

- **Prevention of Displacement**



P5

Introducing...the **P5**

- 1) Public
- 2) Private
- 3) **Non-Profit**
- 4) **Philanthropic**
- 5) **People**



14 From PPPs (P3s) to **P5 Partnerships (P5s)**



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Do You
Speak

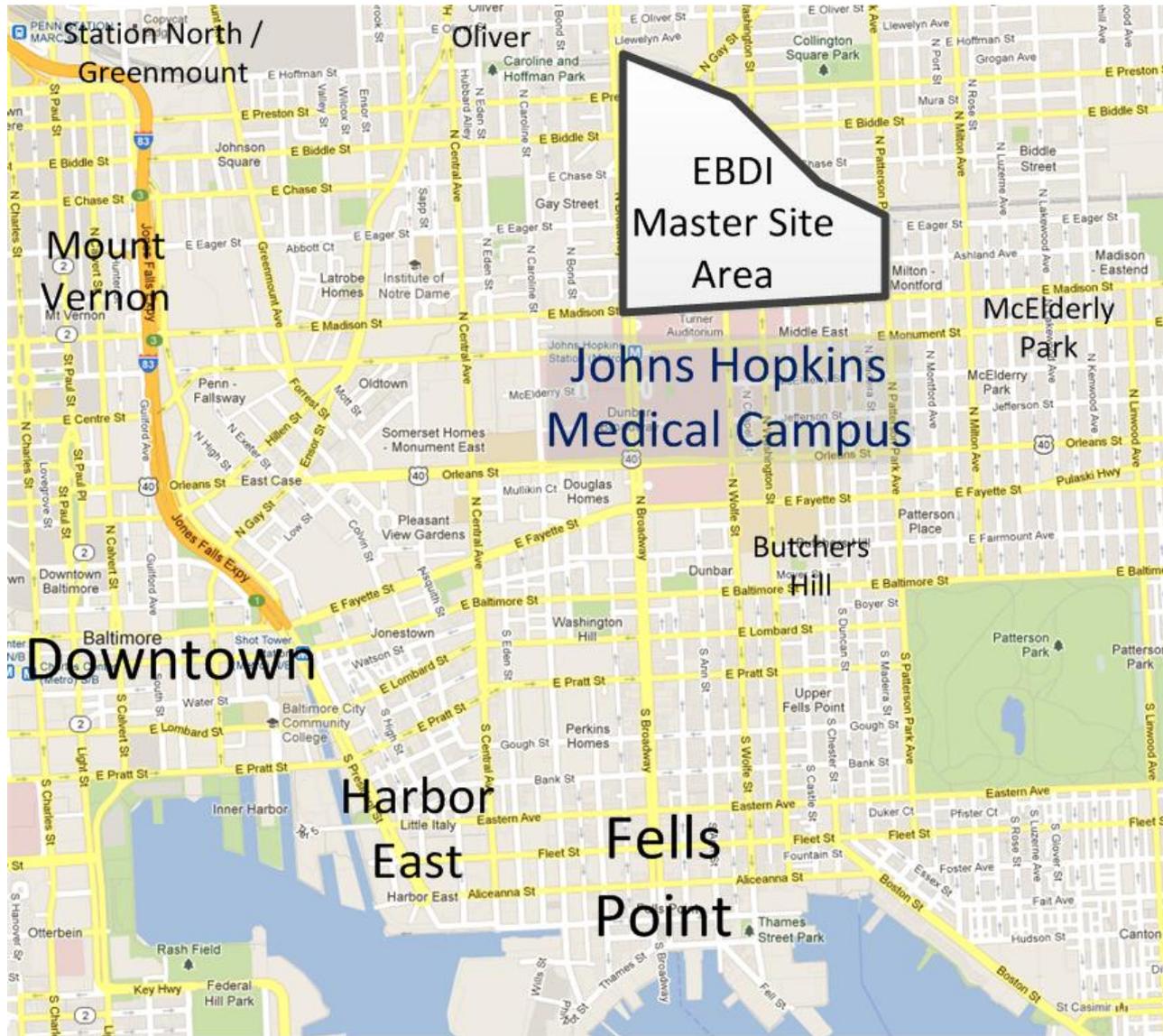
New Markets
(NMTCs)

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**East
Baltimore
Development
Initiative**

East Baltimore Development Initiative



East Baltimore Context

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	East Baltimore	City of Baltimore
Unemployment Rate	24%	11%
Vacancy Rate	70%	14%
Poverty Rate	43%	19%
Percent of Households On Public Assistance	29%	16%
Average Household Income	\$28,464	\$42,090

Case Study: East Baltimore Development Initiative



Major Development Activities in Master Development Area

March 4th, 2014

Completed

- (A) Rangos Building**
 - Life Science R&D Space
 - 281,000 GSF
- (B) Chapel Green**
 - Multifamily & Townhouses
 - 63 Units; 90,000 GSF
- (C) Parkview at Ashland Terrace**
 - Multifamily
 - 74 Units; 72,000 GSF
- (D) Ashland Commons**
 - Multifamily
 - 78 Units; 87,000 GSF
- (E) Townes of Eager**
 - 5 Townhouse Units: 4 duplex units and 1 singlefamily
- (F) Graduate Student Housing**
 - 321 Units, 572 Bed Rental Housing
- (G) Ashland Garage**
 - Walgreens Pharmacy on Ground Floor
 - 1,450 parking Spaces
- (H) Henderson-Hopkins School**
 - Opened January 2014
 - 540 student capacity, plus 180 child Early Childhood Center



Under Construction

- (1) Eager Park West**
 - Completion of 25 townhouses based on absorption
- (2) MPHL Building**
 - 2014 Delivery; 235,000 GSF
 - Maryland Dept. of Health & Mental Hygiene (DHMH), tenant

Under Development

- (3) 1812 Ashland Avenue Life Science Building**
 - 163,000 GSF building
 - Construction contingent on pre-lease from Johns Hopkins
- (4) Eager Park**
 - Design completion in 2Q 2014
 - Break ground in 3Q 2014
- (5) Gateway Site Hotel**
 - Break ground in 2015 (est.)
 - 175+ Rooms; health club + retail
- (6) Eager Square**
 - 190+ rental units in 2 buildings
 - Break ground in 2015 (est.)
- (7) Eager St. For-Sale Townhouses**
 - 45 Townhomes to be developed by Ryland Homes
 - Commence construction in 2014
- (8) Madeira St. Townhouses**
 - 49 rehab townhouse units. Rental and For-Sale

EBDI – By The Numbers

Product Type	Built/Under Construction	Under Development	TOTALS
Commercial	516K SF	734K SF	1.2M SF
Housing	581 units	1,269 units	1,850 units
Retail	38K SF	92K SF	130K SF
K-8 School	90K/540 Kids	N/A	90K/540 Kids
Parking	1,490 spaces	TBD	1490 spaces +

EBDI
is
a **P5.**

It Takes A Village: EBDI's **P5** Players

1) **Public**

- City of Baltimore
- Baltimore City Council
- State of Maryland



East Baltimore Vacants

It Takes A Village: EBDI's **P5** Players

2) Private

- Forest City Development
- Presidential Partners



Rangos Building

It Takes A Village: EBDI's **P5** Players

3) **Non-Profit**

- EBDI, Inc.
- Johns Hopkins
- Greater Baltimore Committee
- EBC School, Inc.



Henderson-Hopkins K-8 School

It Takes A Village: EBDI's **P5** Players

4) Philanthropic

- Anne E. Casey Foundation
- Weinberg Foundation
- Abell Foundation



K-8 School Grand Opening

5) People

- Citizens Committee
- East Baltimore Residents



East Baltimore Residents





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