

DOWNTOWN  
PARTNERSHIP  
OF BALTIMORE

2023 ANNUAL REPORT



1983  
TO 2023



# LETTER FROM THE PRESIDENT

**T**hree years ago, when I became President of Downtown Partnership, the headline on almost every story was, “Downtowns are Dead.” It was the confluence of COVID and social injustice as referenced throughout the world. We could have thrown up our hands and joined the growing list of nay-sayers about the future of Baltimore. Instead, we locked arms and helped catalyze the revitalization of our Downtown core.

As you read this report, I hope that you share my pride in Downtown Partnership’s achievements during the past year, with a celebration of the accomplishments over the last 40. Our secret sauce to success was and remains COLLABORATION. Or as our partners at BDC coined it, *Baltimore Together*.

With unwavering support and engagement from my Board of Directors, led by Mark Wasserman, my phenomenal Team DPOB, and a wide array of committed stakeholders, Downtown Partnership not only surpassed measurable goals but ignited the Energy of Downtown. I look forward to accelerating and amplifying the work as we welcome Carim Khouzami, CEO of BGE, as the incoming Board Chair.

I believe in Baltimore now more than ever. We have the leadership and collective will to be Strategic, Intentional, and BOLD. We have the partnerships to position the heart of our city as a thriving economic and cultural destination where all lovers of Baltimore feel welcome. Our efforts with lawmakers at every level yielded tremendous results. Maryland received record Federal funding led by champions like Representative Kweisi Mfume, Senator Chris Van Hollen, and Senator Ben Cardin. Senate President Bill Ferguson and Team 46 worked with the Governor’s Office to secure a \$166M investment in Downtown’s core. Governor Moore says it best, “For this to be Maryland’s decade, it has to be Baltimore’s time.” Downtown Partnership received \$24M for capital projects and operational support from the State. And starting next month, we’ll welcome the first of more than 5,000 State employees to their new Downtown offices. We’re also partnering with Mayor Scott and his Administration like no other time in history to invest in the economic and cultural heartbeat of our city.

Beautification and safety are paramount. This past year, we planned capital projects and leveraged support to galvanize

private sector investments in the public realm. We announced plans to create a new dog park, renovate two transit stops in partnership with the MTA, take on streetscape improvements to connect Lexington Market to the ballparks, and invest in new trashcans and flower planters for the entire DMA area. Our economic development team mapped \$6.5B in investments happening Downtown! We supported the renovation of CFG Bank Arena, championed the new Lexington Market, and engaged with MCB as they synthesized input from tens of thousands of stakeholders in the future of Our Harborplace. We are in momentum.

We are beautifying our downtown areas with vibrant flowers and planting zones. We are supplementing the city’s increased efforts to remove blight. We’ve taken decisive actions to enhance our safety coverage by establishing a groundbreaking Strategic Operations Center (SOC) that utilizes Artificial Intelligence (AI) and collaboration to for real-time, community-based law enforcement. We are excited to take this initiative to the next level.

Our efforts to accelerate the number of successful Black, Indigenous, and other People of Color (BIPOC)-owned businesses Downtown has grown with the BOOST and Operation Storefront grant programs. This is an intentional approach to addressing longstanding inequities in Downtown Baltimore and fostering an inclusive and vibrant environment for all. We’re screaming it from the mountaintops.

Our team has garnered unprecedented media impressions that highlight our work in the public realm. Our business events and membership base increased, even amidst the challenges of the pandemic.

For 40 years, Downtown Partnership has consistently served as a proactive and dynamic force in our community—advocating, innovating, and implementing. Our unwavering commitment is singularly centered on the transformation of Downtown. We are a customer-service agency, built to support the needs of a diverse stakeholder group with one clear mission—make Downtown Baltimore a vibrant and prosperous destination to live, work, play, and invest.

**Shelonda Stokes**

*President, Downtown Partnership of Baltimore*

“I BELIEVE  
IN BALTIMORE  
NOW MORE  
THAN EVER.”

It fills me with immense joy to congratulate the Downtown Partnership of Baltimore (DPOB) on its monumental 40th anniversary. For four decades, DPOB has been the beating heart of Baltimore's downtown revitalization efforts, ensuring our beloved city shines brighter and stands taller each day.

The recent redevelopment of the CFG Bank Arena and the iconic Lexington Market stand as a testament to our collective commitment, resilience, and vision for the future. These projects are part of \$6.5B in investments coming over the next decade, and not only redefine our city's skyline but also play a pivotal role in reinvigorating the spirit of Baltimore, drawing thousands to our downtown core.

The excitement is palpable! With the Orioles and Ravens bringing tens of thousands of visitors downtown to the CFG Bank Arena's sold out shows hosting some of the nation's top events, we have only begun to scratch the surface of Downtown Baltimore's potential. It's not just about the physical spaces we create, but it's about the moments that make our city great. I've been proud to lead the charge championing initiatives like Charm City Live and Waterfront Partnership's Baltimore by Baltimore to bring arts, music and entertainment into downtown because they are more than just events, they epitomize the very soul of our city.

Yet, even as we celebrate the strides we're making, we know the work continues and are squarely keeping our gaze fixed on the horizon. The forthcoming redevelopment of Harborplace is an ambitious example of how our city is poised for even greater accomplishments in the coming years. It's also a project that embodies our approach to strengthening Baltimore's downtown by leading with connection to residents, understanding the success of downtown impacts the success of other neighborhoods and vice versa, and ensuring our efforts are inclusive of all Baltimoreans.

We know that the best is yet to come. Which is why I am particularly excited to share that, alongside DPOB and key downtown stakeholders, my Administration has embarked on crafting a transformative **Downtown Action Plan** set to be unveiled in early 2024. This plan will serve as a blueprint for Baltimore's next chapter, charting a path toward a downtown that is even more dynamic, inclusive, and prosperous.

But we know we can't just wait for the future; we need to shape it now by laying the groundwork for our vision. Recognizing the urgency of the present, I have directed my Administration to implement immediate and short-term actions aimed at ensuring downtown Baltimore remains a safe, welcoming, and activated space for everyone.

Recognizing one of our greatest assets is city government itself, as part of this immediate action strategy, I have directed executive departments and agencies to ramp up the in-person presence of city government employees at their offices, effective January 2024. In addition to improving city services, this strategic move also aims to help reenergize the downtown core, not just through increased foot traffic and commerce,

but through a reinstated sense of community and shared civic duty. When combined with the presence of 5,300 state government employees, we know this initiative will make a real impact in further invigorating the heart of Baltimore.

The synergy between the public and private sectors is essential to the renaissance we're working to build in Baltimore. As we embark on ambitious projects and host city-defining events, our collaboration will stimulate investment, attract tourism, and enhance the quality of life for our residents.

As we look back on 40 years of DPOB's unwavering dedication and look forward to a future brimming with possibilities, let us continue to harness our collective strengths, insights, and passions. Baltimore's heart beats strong, and together, we will ensure it continues to beat even louder.

"WHILE OUR PAST AND PRESENT  
ARE RICH WITH ACHIEVEMENTS,  
I BELIEVE OUR FUTURE HOLDS  
EVEN MORE PROMISE."

Mayor Brandon M. Scott  
*City of Baltimore*

## LETTER FROM THE MAYOR



# ORGANIZATION OVERVIEW

For four decades, Downtown Partnership of Baltimore has been the partner that gets things done. Founded on a mission to promote, advance, and stimulate the economic health and vitality of downtown, our dynamic organization has become a driving force behind the vibrant resurgence of Downtown Baltimore. As we celebrate 40 years of service in 2023, we continue to embody our values of collaboration, impact, inclusivity, vibrancy, and compassion. Join us in commemorating this milestone as we look forward to a future where Downtown Baltimore remains the location of choice for business, commerce, residents, and visitors.



Downtown Partnership of Baltimore, our namesake, is a 501(c)6 organization that manages the Downtown Management Authority District and the Downtown Partnership of Baltimore Foundation. This management model allows us to diversify revenue sources while collaborating with distinctive boards of directors that can remain mission focused with ultimate collaboration to revitalize Downtown Baltimore.

## STATE GRANT FUNDING

As the lead steward for Downtown Baltimore and the driving force behind the Central Business District, Downtown Partnership of Baltimore continues to successfully secure substantial State Capital Grants to enhance the urban landscape. This financial infusion marks a pivotal moment for our organization, enabling us to embark on a holistic journey toward enhancing the urban landscape in Downtown. Through collaboration with valued partners and stakeholders, we have carefully crafted a visionary list of public space improvement projects that we will begin implementing in 2024.

## OTHER MAJOR GRANTS

- **\$1.6 million** in American Rescue Plan Act (ARPA) funding
- **\$300,000** from the Mayor's Office of Homeless Service (MOHS) to supplement DPOB's outreach efforts and fund the on-boarding of an additional full-time Outreach Manager
- **\$100,000** from the Maryland Department of Housing and Community Development (DHCD) to fund DPOB's Facade Improvement Program



### FY23 DGS Capital Grant: **\$10 million**

#### ALLOCATION OF FUNDS:

- **Clean & Green Enhancements:** Streetscape improvements to Eutaw and Baltimore Streets, new trashcans throughout the district
- **Transit Hub Enhancements:** Transit stop improvements Lexington Market Metro Station, Lexington Market Bus Stop, and Charles Center Metro Station
- **Liberty Dog Park:** Renovation and expansion of Liberty Dog Run



### FY23 Department of Commerce: **\$1.5 million**

#### ALLOCATION OF FUNDS

- **\$1.5 million** for safety and security in FY23 with roll over to FY24



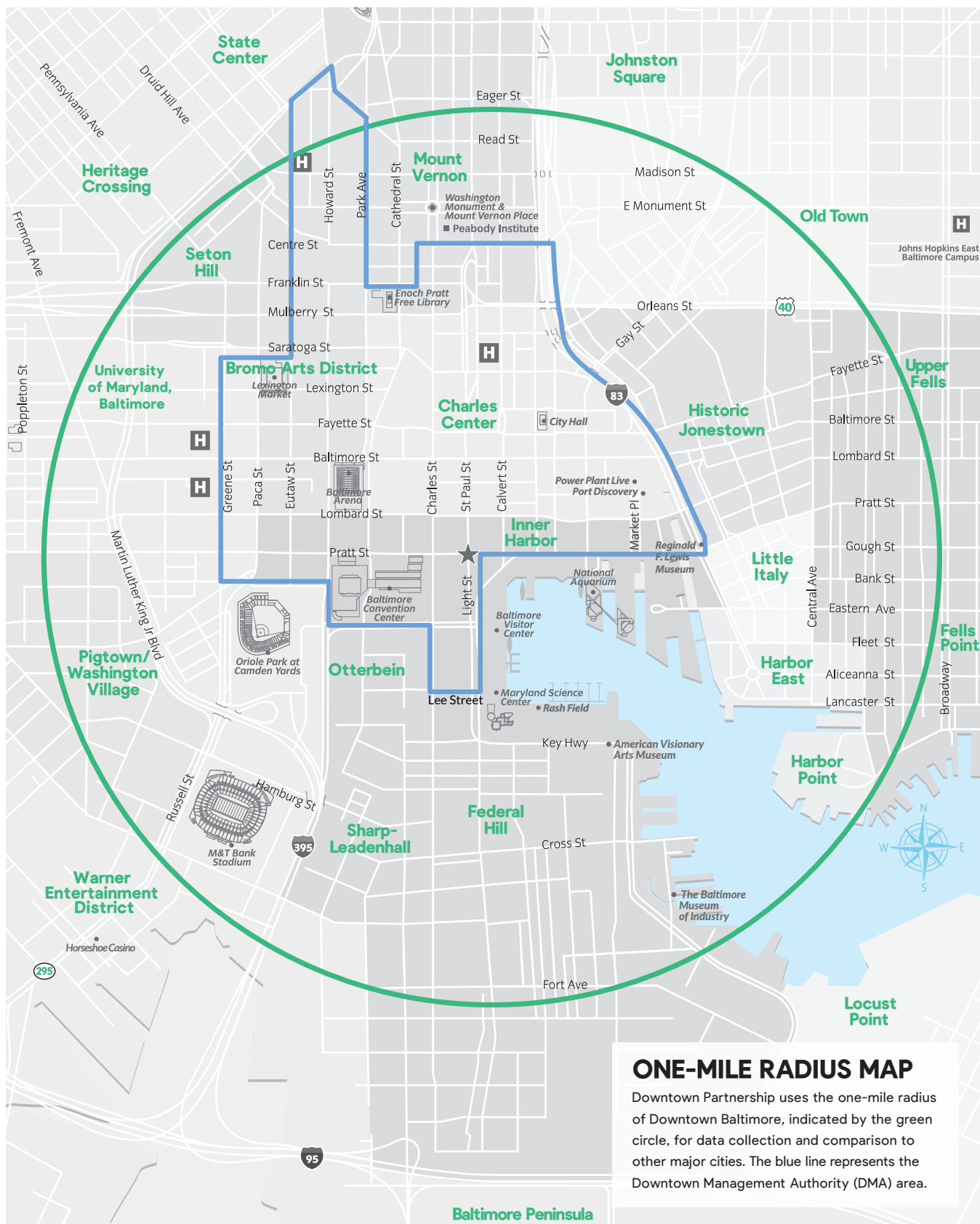
### FY24 DHCD: **\$12 million**

#### ALLOCATION OF FUNDS

- **\$5.5 million** for safety, security & infrastructure
- **\$3 million** for operating funds under DHCD neighborhood revitalization
- **\$3.5 million** for capital

## AREAS OF FOCUS: PARTNERSHIP, COMMUNITY, SAFETY, PLACEMAKING

These projects demonstrate the potential to leverage public and private funds, ultimately benefiting our residents, employees, and visitors while being firmly rooted in principles of inclusivity, equity, and community support.



# MAJOR WINS

## Downtown Development

**Historic Investment:** \$6.5 billion worth of investment is slated in Downtown's one-mile from 2018-2028.

### COMPLETED

#### Lexington Market

This \$40 million dollar renovation is the center point for redevelopment efforts connecting the University of Maryland Baltimore to Downtown's Bromo Arts District.

#### M&T Bank Exchange

The M&T Bank Exchange is The France-Merrick Performing Arts Center's newest venue space. This \$20 million, 14,193-square-foot theater will host smaller performances and events that do not require the capacity of the neighboring Hippodrome.

#### CFG Bank Arena

This \$250 million redevelopment project transformed an aging venue into a state-of-the-art facility that is now attracting top national and international touring acts, bringing tens of thousands of people Downtown.

#### Rash Field – Phase I

This \$16.8-million makeover included the creation of three parks—a nature park, adventure park and skatepark—making it a safe and serene gathering spot for families across the city looking to take in gorgeous waterfront views.

### COMING SOON

#### Harborplace

MCB Real Estate acquired the historic Harborplace parcel and is implementing an immediate 2-year temporary plan while they look at long term reimagining and development with a strong emphasis on community.

#### Penn Station

With more than three million Amtrak and MARC passengers moving through each year, Baltimore's Penn Station is the eighth busiest in the country. This dynamic, transit-focused development project will encompass a potential one million square feet of new office, retail, residential, and hotel spaces.

#### Compass Redevelopment

The \$100 million Compass mixed-use development project by Westside Partners will include residential, office, and, retail spaces. Partial site demolition is expected in 2024.

#### F&D Building

Trademark Properties acquired 210 North Charles St. with plans to convert it into 220 multifamily apartments with a dining concept and street front retail.

#### Stadium Renovations

The State of Maryland has committed \$600 million in state bonds for renovation and expansion of Ravens' M&T Bank Stadium and Orioles' Camden Yards. Plans are underway for development to better connect the Stadium District to nearby entertainment venues and the Harbor.

#### Warner Street Entertainment District

The Walk @ Warner Street is breathing new life into a once underused industrial area. Spanning 250,000 square feet, this district will feature a brand-new Paramount music venue, Topgolf, Yards Social Bar, and more than 34,000 square feet of retail space. Additionally, The Walk @ Warner Street will also rejuvenate the city's southern waterfront by improving the Middle Branch Waterway and Gwynns Falls Bike Trails.

#### Rash Field – Phase II

The second phase of this development project will focus on the construction of a new glassy pavilion, designed by the internationally-acclaimed architecture firm Gensler, which will feature a cafe surrounded by sleek outdoor seating.

#### UMB School of Social Work

The University of Maryland, Baltimore is investing \$121 million into a new 130,000-square-foot school of social work near Lexington Market.



## National Aquarium Pier 3 & 4 Wetlands

The National Aquarium's long-awaited floating wetlands project plans to debut next year in between Inner Harbor's Piers 3 and 4.

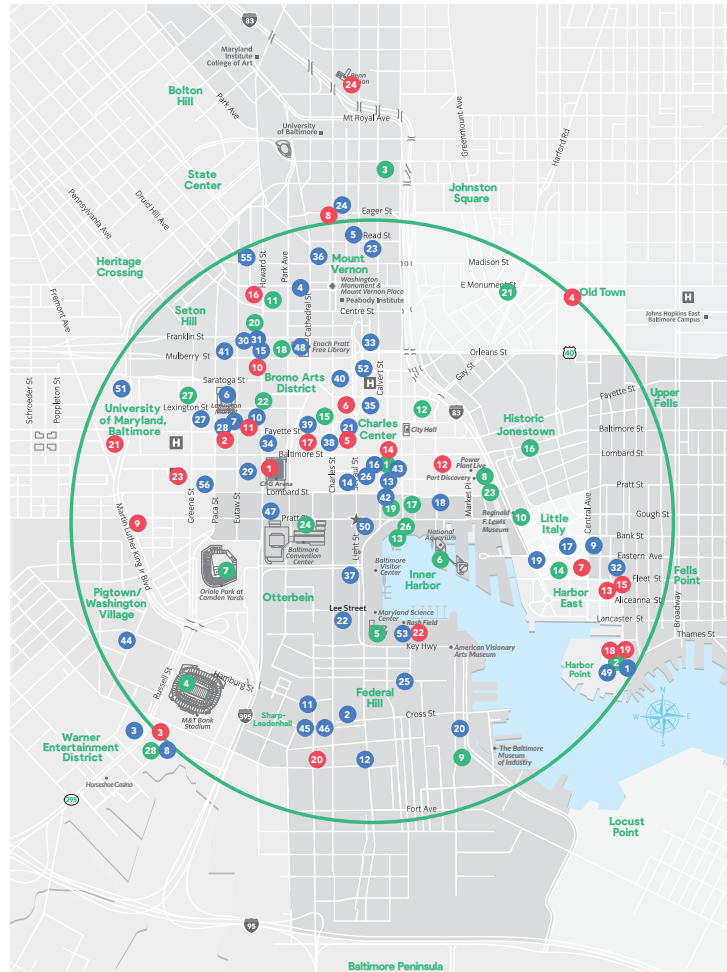
The floating wetlands project, estimated to cost \$14 million, on track for a mid-2024 opening and will include 10,000 square feet of floating wetlands with a 5,000-square-foot dock.

## 1 Calvert Plaza

Chasen Companies purchased the building for \$11.1 million and construction is underway to turn it into a 173-unit luxury apartment tower. This 15-story building in the central business district is ripe with history as a survivor of the Great Fire, and joins the growing list of office to residential conversions in the core of Downtown.

See the full map and learn more about Downtown Development projects at [GoDowntownBaltimore.com](https://GoDowntownBaltimore.com).

## DOWNTOWN BALTIMORE INVESTMENT



One-mile radius of Pratt & Light Streets, which is used to collect economic development data for Downtown Baltimore.

- PLANNING
- UNDER CONSTRUCTION
- COMPLETED



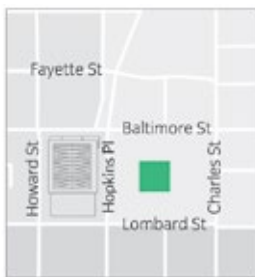
# OPERATIONS

## Parks

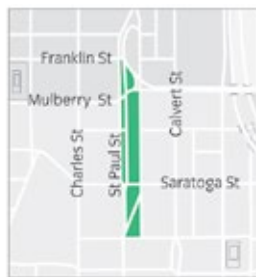
Enhancing the urban landscape is an important factor in the transformation Downtown Baltimore into a neighborhood of choice for our residents and valued stakeholders. DPOB's dedicated Park Stewards take on a range of responsibilities, including the seasonal planting of 300 flowerpots and 35 flower beds, diligently maintaining four distinct park spaces, and ensuring the proper upkeep of the bioswales along Pratt Street as shown in the maps below.



**CENTER PLAZA**



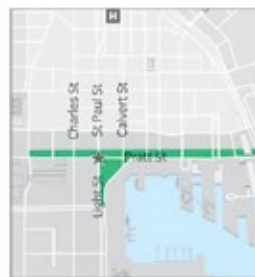
**HOPKINS PLAZA**



**PRESTON GARDENS**



**LIBERTY DOG RUN**



**PRATT STREET PLAZAS  
& BIOSWALES**

## FY23 HIGHLIGHTS

### NEW EQUIPMENT

To improve upon team efficiency and environmental impact, DPOB's Parks Team purchased a new tiller and made the switch from gas powered trimmers and edgers to an all-electric fleet of tools.

### PARK ENHANCEMENTS

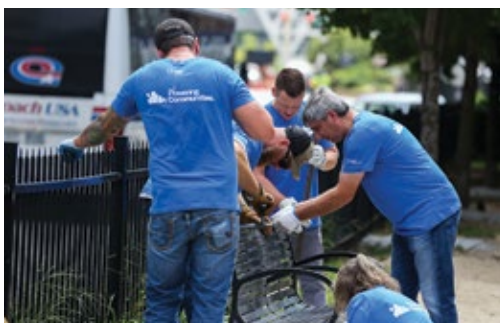
This year, DPOB replaced damaged parts of the fountains in Hopkins and Center Plazas and returned both to proper working order. Additionally, the team deployed new furniture and shade umbrellas in Hopkins Plaza.

### COMMUNITY ENGAGEMENT

For the first time ever, our Parks Team hosted summer interns to support the increased landscaping demand in the warmer months. Additionally, the team expanded volunteer efforts, hosting planting events in partnership with local businesses and neighborhood groups.

### EVENTS AND PROGRAMMING

The preservation and maintenance of Downtown plazas and green spaces by DPOB's Parks Team play a pivotal role in bolstering the organization's programming initiatives.



## Safety + Hospitality

Public safety is a top priority for building a better Baltimore. With over \$6.5 billion of development taking place in Downtown through 2028, robust public safety initiatives are needed to support those investments. DPOB's Downtown Baltimore Guides—in combination with private security and law enforcement support—are responsible for hospitality and safety efforts in the Downtown Management Authority 106-block district. DPOB regularly analyzes data from the Police Department to appropriately deploy assets to locations of high crime.

### BEYOND HOSPITALITY:

Our Guides aren't just statistics; they're everyday heroes. In FY23:

- An elderly couple found hope through their assistance
- A lost pair of Orioles' tickets returned to a fan by a caring DBG
- A heartfelt letter from a law firm on N. Charles Street praised the dedication of our DBGs in their area



### BY THE NUMBERS



Business or Residential Check-Ins



Citizen Interactions



Hours of Law Enforcement Support



Hours of Private Security Support

## INCREASED COLLABORATION FOR EXPANDED SAFETY EFFORTS IN 2024

Downtown neighborhoods are home to nearly 40,000 residents and 123,000 employees. If people do not feel safe, then more needs to be done. We're committed to an ecosystem of collaboration, building on efforts from the private and public sectors to improve Baltimore's safety outcomes and provide an equitable urban center that is more secure, walkable, and welcoming to visitors.

### Downtown Safety Summit

In 2023, we hosted a convening of law enforcement officials from multiple agencies, government officials at the city, state, and federal level, as well as some of Baltimore's top stakeholders for an in-depth discussion about Downtown's most pressing issues in the areas of safety and security.

### New Partners

Effective collaboration and communication among agencies are essential. This year, we initiated the expansion of our safety partnerships as part of our strategic effort to lay the groundwork for a comprehensive approach to enhancing public safety in 2024 and beyond.

- Baltimore Police Department
- Maryland State Police
- University of Maryland, Baltimore Police
- Maryland Capitol Police
- Baltimore City Sheriff's Office
- U.S. Marshals Service
- Baltimore City Agencies (OEM, DPW, DOT)
- Mercy Medical Center
- University of Maryland Medical Center
- Greater Baltimore Committee
- Johns Hopkins University



# OPERATIONS

## Public Space Maintenance

DPOB's Public Space Maintenance team works seven days a week to help keep our Downtown streets clean. Under this umbrella, DPOB has two arms working towards this common goal.

### Areas of Focus

- GARBAGE REMOVAL
- GUTTER AND CURB DETAILING
- PARK BEAUTIFICATION
- TREE MAINTENANCE
- SMALL-SCALE GRAFFITI REMOVAL
- POWER WASHING
- HUMAN WASTE REMOVAL
- COLLABORATION WITH DPW



1

### CLEAN STREETS AMBASSADORS

Our uniformed CSAs are the backbone of cleaning efforts in Downtown Baltimore. Whether it is sweeping streets, power washing, or bulk trash removal efforts, Downtown Partnership's clean team services a total of 11 routes a day to help make Downtown shine.



2

### DOWNTOWN CLEANING CORPS

An initiative forged through collaborative efforts with the Mayor's Office of Economic Development (MOED), the Downtown Cleaning Corps (DCC) accomplishes a few goals simultaneously. The program creates essential entry-level job opportunities for individuals seeking gainful employment, it elevates the cleanliness standards of Downtown neighborhoods, and it acts as a recruitment tool for Downtown Partnership. In fact, 5 DCC program graduates transitioned to full-time employment opportunities within our organization this year. The DCC demonstrates a profound commitment to both economic growth and the revitalization of our urban environment.



### BY THE NUMBERS

492  
TONS

Tons of  
Garbage Collected

56,784  
PICK-UPS

Trash Pick-Ups  
Made on over 300 Cans

1,317  
REMOVALS

Bulk Items Removed  
from Downtown Alleys

3,328  
HOURS

Hours of Cleaning and  
Maintenance Services

## A BIG WIN

### Alley Improvements

Downtown Partnership is reimagining alleyways. By targeting key locations and enhancing underutilized areas, we're working to provide more engaging and welcoming public spaces, focusing first and foremost on enhancing the pedestrian experience.

With this goal in mind, since 2020, DPOB's Public Space Maintenance Team has supported these efforts in the following ways:

- Addressing non-permitted alley dumpsters
- Creating alley 'hot teams' dedicated to large clean-up efforts
- Assisting property owners with permitting non-registered dumpsters
- Reporting and clean-up of illegal dumping

In 2023, 100% of DPOB managed alleys have received a rating of Green or Purple. To put it simply, that's 41 clean alleyways, with ten of those rated as having strong placemaking potential.

41 CLEAN ALLEYWAYS

193% improvement  
from January 2021.

1,820  
HOURS

Hours of Additional Cleaning  
and Maintenance Services  
Provided through DCC  
Program.

## Wilkes Lane Mural

As the cleanliness standards of alleyways are improved and maintained, they become a prime location for art, light, and other creative reuse concepts. The revitalized alley at Wilkes Lane — Between Harbor Bank and Lord Baltimore Hotel — features new public art. The mural by Wendell Soley Supreme is sponsored by BGE.



# OPERATIONS



## Homeless Outreach

Downtown Partnership of Baltimore's Homeless Outreach team is committed to connecting individuals experiencing homelessness with crucial services including shelter, healthcare, substance abuse support, and job training. In the past year, we've achieved remarkable success in transitioning people from homelessness to stable housing. Collaborating with city partners like the Mayor's Office of Homeless Services, we've effectively addressed encampments citywide, and have provided urgent housing solutions for women and children in need. This team exemplifies the positive impact dedicated individuals can have on their community, making them a vital resource for Baltimore City.



### BY THE NUMBERS

In FY23, DPOB's Outreach Team Celebrated the Following Successes

**2,826**  
SERVICES

Life-Altering Services  
Rendered to a total of  
267 Individuals

**446**  
INDIVIDUALS

Individuals  
received goods to  
support their well-being  
including clothing,  
food, hygiene kits, baby  
essentials, etc.

**225**  
SHELTERED

Individuals connected  
to housing or shelter (of  
any kind)

**145**  
CONNECTED

Individuals transported  
or connected to  
transportation  
services

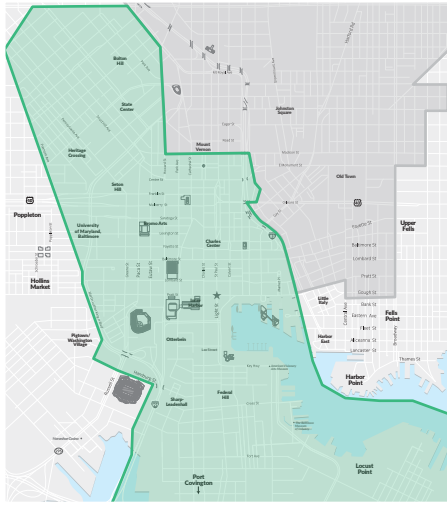
## MARIE'S STORY

"Downtown Partnership of Baltimore has helped me tremendously. Without Corey, I wouldn't be alive".

Marie, was born and raised in Haiti before moving to the states. Following a bad divorce, she found herself homeless with no clothes, shelter, job, or place to sleep. During that time, she also started experiencing mental health issues that led her to a period of substance abuse.

That is, until, "Corey found me help", she said. Homeless Outreach Manager, Corey Hargrove, found Marie Downtown at the beginning of this year. Since February 8, 2023, Marie has gotten help with housing, food, counseling, substance abuse rehabilitation, and is now stable and working a steady job. In fact, she even recently received a promotion at her job.

Marie credits Downtown Partnership for their intervention in her life during uncertain times. She expresses her extreme gratitude to Corey and the Homeless outreach team for connecting her to resources that changed her life for the better.



DPOB's Outreach Team's service area extends beyond the boundaries of the 106-Block Downtown Management Authority. This dedicated team offers street outreach services to the 11th and 12th city council districts of Baltimore City, in accordance with the MOHS grant, using both foot patrols and company vehicles.



**115**  
CONNECTED

Individuals connected to counseling and treatment services for mental health and/or addiction support

**15**  
SHELTERED

Families connected to Shelter which included:  
10 families with single mother of 1 and  
5 families with 3 or more children

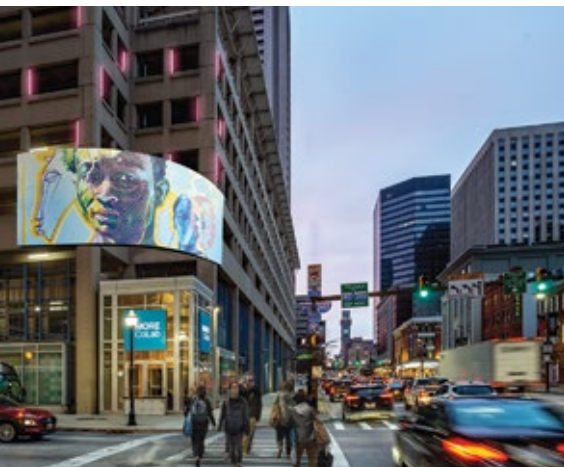
# ECONOMIC DEVELOPMENT

**D**owntown Partnership's Economic Development team stands ready as a vital resource for businesses hoping to flourish in the heart of Downtown. They connect businesses of all sizes to funding opportunities and development prospects. Additionally, the Economic Development team keeps a watchful eye on new projects within the one-mile radius, and they're the driving force behind a diverse range of initiatives that inject new energy into Baltimore's Central Business District.



## North Harbor Area of Special Sign Control (ASSC)

DPOB took the lead in sponsoring the game-changing North Harbor ASSC legislation and sign plan—a visionary blueprint for Downtown Baltimore that will breathe new life into the urban landscape. Over the course of the next year, 11 large-format billboards will be installed on Downtown facades in the area that stretches along Pratt Street from north to Baltimore Street, and from President Street to Howard Street.



### Locations

- 124 MARKET PLACE
- 100 S. CHARLES ST (2 SIGNS)
- 36 S. CHARLES ST
- 100 E. PRATT ST (2 SIGNS)
- 30 LIGHT STREET
- 601 E. PRATT ST
- 300 S. CHARLES ST
- 55 MARKET PL
- 204 E. LOMBARD ST

### THE WHY

- **Additional Funding:** DPOB will receive 5% of annual gross revenue from advertising sales on each sign in the ASSC, which is projected at an average of \$221,000 annually.
  - 1% to DPOB for program administration.
  - 1% to each of Baltimore's four Arts & Entertainment Districts
- **Exposure for Artists and Small Businesses:** DPOB will be given 10% of time on each digital sign in the ASSC to display community content and promote small businesses. This annual value of free advertising is approximately \$2.5M.
- Signs will support Baltimore placemaking, provide enhanced lighting, and promote public safety.
- Clean Zones on signs will attract major events to Baltimore.
- To benefit Baltimore's Arts & Entertainment Districts: 1% of advertising profits will be distributed to each of Baltimore's four A&E districts (totaling 4% of the 5%).

# Grant Programs

Downtown Partnership has a number of grant programs to help small businesses in Baltimore secure funding. The Mayor's Office of Recovery Programs awarded DPOB \$1.6 million to revitalize and strengthen small businesses in Downtown neighborhoods. Additionally, DPOB secures sponsorships and philanthropic dollars to create well-rounded programs that provide grant dollars, small business support, and wrap-around services to ensure their success.

## BOOST

In FY23, Downtown Partnership continued to support BIPOC-owned businesses through the second round of its BOOST Program. This ongoing initiative provides up to \$50,000 in grants to support build-out and operations for each awardee as well as access to a robust cohort of experts for technical, legal, accounting, and marketing services. Additionally, DPOB continued to support the success of our first cohort, co-hosting three Grand Opening celebrations.

### Bmore Empowered

Bmore Empowered operates with the mission to create programming for Black girls and women in Baltimore City that provides them with the tools to live empowered lives through leadership, entrepreneurship, and holistic wellness. At the helm of Bmore Empowered are Kieta Iriarte-Amin, Nazaahah Amin, and Hana Pugh.

### Décorelle

Decorelle is a luxury interior design firm that retails home furniture and decor coupled with the offering of luxury staging services. Decorelle was created by Elle Odoi and Yvette Pappoe to fill a gap in the interior design market that often fails to capture the middle-income person.

**Lease Signed:**  
305 N. Howard St.

### From Baltimore with Love

FBWL is an apparel brand created by Brian Dawkins as a declaration to encourage a positive outlook on the city of Baltimore and its residents. FBWL allows customers to represent their city and communicate and offer intentional love.

**Lease Signed:**  
7 N. Howard St.



### Sacred House

Sacred House's second storefront location will provide high-quality herbal products and services to support the health and well-being of the community. Morgan Stokes will sell organic bulk herbs, herbal teas, tinctures, and health products while offering wellness consultations and events.

**Lease Signed:**  
417 N. Howard St.

### Smith Co

Smith Co, led by Qwishuna and Von Smith, is a fashion, music, and lifestyle retail space home of Lobe' Dangle & Pastels Goods and Co. With its roots in the intersection of music and fashion, Smith Co offers an exclusive range of premium products and services.



The 2023 BOOST is sponsored by Guinness Open Gate Brewery and supported by BGE. It is also supported by the City of Baltimore, Baltimore Community Lending, Gross Mendelsohn, Real Projectives, Rosenberg Martin Greenberg LLP, Maryland Small Business Development Center, the Small Business Resource Center, and Trout Daniel & Associates.



# ECONOMIC DEVELOPMENT



## Operation Storefront

For nearly a decade, DPOB has offered flexible grants to retail businesses that relocate to vacant Downtown storefronts. DPOB expanded this program with APRA grant funds to increase the number of businesses per year and increase the average grant size. Businesses must be located or willing to relocate to the Downtown Management Authority area.

### FY23 Operation Storefront Grantees

- QUENCH JUICE BAR
- ZANDERS
- THE BUN SHOP / BUTTONWOOD
- JODY DAVIS DESIGNS
- STEM & VINE
- THE EMPANADA LADY, 10 SOUTH ST
- IKONIC ENTERTAINMENT

## Façade Improvement

DPOB's Façade Improvement Grant encourages and assists property and business owners to restore existing storefronts. This program is made up of funds from Maryland Department of Housing and Community Development and Baltimore City's ARPA program.

### FY23 Façade Improvement Grantees:

- UOMO DESIGNS
- ELITE DESIGN HOUSE
- BEAUTY OF A WOMAN



# Maryland DHCD Revitalization Program

The Maryland Department of Housing and Community Development's (DHCD) revitalization grant programs, specifically the Community Legacy and Project C.O.R.E. programs, continue to help fund large-scale development projects in Downtown Baltimore. These state-funded grant programs are two of our best tools for addressing blight in the city. By law, for-profit companies must partner with community-based nonprofit organizations to apply for this funding.



## IN 2023, DPOB HAD THREE SUCCESSFUL PROJECT CORE APPLICATIONS RESULTING IN AWARDS TOTALING \$1.55M:

### Mayfair Place 500 N. Howard

\$750,000 to support the redevelopment of the historic Mayfair Theater into 92 apartment units, a 40-space garage, and 5,000 sqft. of new retail.

### The Compass

\$500,000 to support the stabilization of 201-213 W. Lexington St as part of the broader Compass project.

### Lexington Lofts 100 W. Lexington

\$300,000 to support the redevelopment of 100 W. Lexington into 36 apartments and 3 retail units.

## FY24 APPLICATIONS

### Squashwise

Asking \$1.5 million to support the transformation of former Greyhound bus terminal at 601 N. Howard Street into a community squash gym.

### 220 W. Baltimore St.

Genesis Capital asking \$1.5 million to support the redevelopment of the building into apartments with ground-floor retail and a rooftop deck.

### 200 E. Lexington St.

Genesis Capital asking \$1.5 million to support the redevelopment of the building into apartments with ground-floor retail.

### Fidelity Building

Trademark Partners asking \$1 million to support the redevelopment of the historic F&D Building into 220 market-rate units and 2 ground-floor retail spaces.

### Araminta USA

Asking \$700,000 to support the acquisition of new office space where they will create a drop-in center for survivors of domestic violence.

### The Compass

Westside Partners asking \$1 million to further support the redevelopment of the former Superblock parcel.

### Dwell on Park

Vitruvius asking for \$1 million to support the construction of a 94-unit multifamily building with 2 ground-level retail/restaurant spaces, and an additional 5 adjacent townhouses.

### Le Mondo

Asking \$500,000 to support the development of creative artist studios and ground-floor retail spaces.

### Codetta Bake Shop

Asking \$100,000 to support capital costs related to the buildout of a new location at 300 W. Redwood.

### DPOB's Façade Improvement Program (FIP)

Asking \$200,000 to support continued funding for the FIP program and tweak its guidelines so that applicants are not required to provide matching funds for façade projects.



Announcement for the FY24 applications are expected from DHCD in November 2023.

# ECONOMIC DEVELOPMENT

## State Center Relocation

A win for Downtown! More than 5,300 full-time state employees are set to relocate to offices in Downtown Baltimore between December 2023–April 2024.

### DEPARTMENT OF AGING

**Moving To:** 36 S. Charles St  
**Number of Employees:** 60  
**Estimated Move Date:** January 2024

### DEPARTMENT OF ASSESSMENTS AND TAXATION

**Moving To:** 115 Market Pl, Stes. 123  
and 200 (aka 700 E. Pratt St)  
**Number of Employees:** 205  
**Estimated Move Date:** January 2024

### DEPARTMENT OF BUDGET AND MANAGEMENT

**Moving To:** 300 E. Lombard St  
**Number of Employees:** 322  
**Estimated Move Date:** February 2024

### OFFICE OF THE COMPTROLLER

**Moving To:** 7 St. Paul St  
**Number of Employees:** 334  
**Estimated Move Date:** December  
2023 for Taxpayer Services & February  
2024 for remainder of agency

### MARYLAND DEPARTMENT OF HEALTH

**Moving To:** 300–400 N. Greene St  
**Number of Employees:** 2,656  
**Estimated Move Date:** October 2024

### DEPARTMENT OF HUMAN SERVICES

**Moving To:** 25 S. Charles St  
**Number of Employees:** 775  
**Estimated Move Date:** March 2024

### DEPARTMENT OF LABOR & INFORMATION TECHNOLOGY

**Moving To:** 100 S. Charles St  
**Number of Employees:** 842  
**Estimated Move Date:** April 2024

### DEPARTMENT OF PLANNING

**Moving To:** 120 E. Baltimore St  
**Number of Employees:** 67  
**Estimated Move Date:** January 2024

### PUBLIC DEFENDER'S OFFICE

**Moving To:** 201 N. Charles St  
**Number of Employees:** 90  
**Estimated Move Date:** January 2024

Team DPOB team has supported relocation efforts through 'Welcome Wagon' presentations and by sharing essential information with our new neighbors about parking, public transportation, dining choices, and safety guidelines.





## Bromo Arts District

Downtown Partnership is not just a supporter, but an active partner in the success of Downtown's vibrant state designated Arts and Entertainment District. The Bromo Arts District's Executive Director is housed on DPOB's Economic Development team.

- Hosted 2 Bromo Art Walks that drew over 4,000 people to the district, invigorating Downtown Baltimore with art and culture
- Adding to the district's allure, you'll now find The Painted Path dotting the district, connecting cultural sites and district landmarks through public art
- Completion of the Lexington Market Mural and The Ashley Mural

### FOLLOW THE BROMO ARTS DISTRICT



   
@bromoartsdistrict



# MARKETING + EVENTS

**D**owntown Partnership is on a mission to ensure everyone is in the know about Baltimore's renaissance. Whether internal or external, our Marketing team is passionate about storytelling and community engagement. From captivating advertising to immersive events, informative reports, eye-catching publications, engaging social media campaigns, and compelling public relations — we utilize a wide variety of platforms to help residents, employees, and visitors engage with vibrant Downtown experiences.



## PR Highlights

### Shouting From the Rooftops

As we reflect upon the past year, it becomes evident that Downtown Partnership's mission to promote, advance, and stimulate the economic health and vitality of downtown has been significantly propelled by the power of collaboration and effective Public Relation. Together with our PR partner Collins + Co., we have harnessed the energy of the media to amplify DPOB's voice, shine a spotlight on our work, and engage our community in the vibrant tapestry of change that is defining our beloved city.

### PRESS COVERAGE FY23



**149**  
ONLINE FEATURES



**192.4M**  
Impressions



**170**  
TV FEATURES



**4.85M**  
Impressions



**42**  
RADIO FEATURES



**1.17M**  
Impressions



**4**  
PRINT FEATURES



**140k**  
Impressions

#### HOT TOPICS:

Baltimore Restaurant Week, BOOST, Bromo Art Walk, Charles Street Promenade, Annual Meeting, Candy Lane, Spring Break Skate, State of Downtown, Pratt Street Market

## DOWNTOWN PARTNERSHIP EVENTS & PROMOTIONS



### 3-Point Pop-Up Market

This pop-up highlighted local, Black-Owned businesses during the CIAA Men and Women's Basketball Tournament, which took place at the CFG Bank Arena.

**2 Distinct Areas featuring Retail and Food Vendors**



### Downtown Discovery Days

Some of Baltimore's best attractions opened their doors to the public for deeply discounted rates during this winter promotion.

**11 Attractions Offered Discounted Admission**



**NEW**

### Spring Break Skate

From Family Skate to College Night and everything in between, DPOB transformed Hopkins Plaza into a groovy roller rink for a limited time.

**1,470 Skaters and 2,400 Visitors Welcomed**



### Baltimore Restaurant Week

The region's oldest and largest restaurant week promotion, happening twice a year, featured the best dining establishments in central Maryland. Co-presented with Visit Baltimore.

**86 Restaurants Participated in January, 2023 and 78 Participated in June, 2023**



### Pratt Street Market

This weekday market offers prepared foods and artisan goods from some of our favorite local vendors. This year's market series was generously sponsored by PNC Bank.

**50 Vendors Participated in 2023 Season**



**NEW**

### Cherry Blossom Pop-Up

To bring interest and foot traffic to the Charles Center neighborhood, DPOB's Economic Development Team activated vacant 1 E. Baltimore Street through the creation of a cherry-blossom-themed pop-up bar for a limited time.

**3,000+ Custom Cocktails Served**



### Charles Street Promenade

This pedestrian takeover encouraged a full day of exploration and neighborhood discovery.

**17 Blocks of Programming featuring 71 Retailers + Restaurants, and 75 Visiting Vendors**



### Candy Lane

This sweet activation featured larger-than-life candy installations in Center Plaza and a rotating lineup of seasonal programming.

**12 Days of Programs, Welcomed 1,970 Attendees**



### Center Plaza Events

Staying true to our roots, we hosted a handful of events in our marquee park space—Center Plaza. During Pints in the Park, a rotating lineup of live bands provided the soundtrack, while Guilford Hall Brewery provided the frosty beverages. Furry friends took center stage during our Barks & Booze happy hours.

# BUSINESS DEVELOPMENT

Over 400 companies from throughout the region—from major corporations to small businesses—are Downtown Partnership members. Membership offers exclusive business development opportunities like networking events, promotional access, and economic development programs. Our events, from the State of Downtown Breakfast to intimate gatherings, help members build connections and relationships, all contributing to our mission to revitalize Downtown.



## NETWORKING & EVENTS

### Drinks/Lunch with DPOB

These members-only networking events provided a more intimate platform for forging new professional connections. This year, we hosted events at The Reginald F. Lewis Museum, Baltimore Museum of Industry, LB Skybar, and aboard Watermark's Raven for a cruise along the harbor.

### State of Downtown

More than 700 engaged members of Baltimore's business community gathered at the Renaissance Harborplace Hotel for Downtown Partnership's 2023 State of Downtown Breakfast, presented by Gallagher

Evelius & Jones. To cap the event, we assembled an expert panel of local stakeholders to speak to discuss why Baltimore is a premiere investment location. Councilman Eric Costello led the panel that featured David Bramble of MCB Real Estate, Randi Bernstein of Oak View Group and Joseph Soleiman of Vivo Investments.

### VIP Tours

Through collaboration with development partners, DPOB was able to host its first members-only development tour—a hard hat tour of the newly redeveloped CFG Bank Arena. This intimate tour was incredibly

well received, and we are looking forward to hosting more in the future.

### 2022 Annual Meeting

Downtown Partnership's Annual Meeting served as a remarkable occasion to celebrate Downtown Baltimore's achievements and to recognize the critical role that our organization and partners have played in shaping progress in our city. Our 2022 event was held at The Center Club and convened more than 700 corporate and community leaders.



# Corporate Partners

Partnership is in our name and our Corporate Partners are essential allies in furthering our mission to promote, advance, and stimulate the economic health and vitality of Downtown. We want to take a moment to acknowledge our major partners, whose investment in our organization and in Downtown make Baltimore a better place to do business.

 AN EXELON COMPANY			
			
			
 GALLAGHER EVELIUS & JONES ATTORNEYS AT LAW			

To learn more about corporate partnership, contact Linda House, Vice President of Strategic Partnerships at [lhhouse@dpob.org](mailto:lhhouse@dpob.org).

# SERVING DOWNTOWN BALTIMORE FOR 40 YEARS

1983



DPOB was created on December 3, 1983 by a group of engaged business owners and corporate stakeholders. Laurie Schwartz, DPOB's first President, led the organization from a small shop in a borrowed office space to a thriving membership organization and advocacy organization. From the beginning, this organization excelled at meeting in the moment and being nimble, creating public-private partnerships to meet the needs of the community. The 80's saw immediate action:

- New planters and flowers along the Charles Street corridor
- Marketing and promotional materials highlighting the local businesses in the district
- Hiring the first clean team employees to provide supplemental city services
- Building the framework for community development through private fundraising
- Building relationships with City and State governments for future growth
- First Thursday Concerts were created in Partnership with WTMD and City Paper in Mount Vernon Square

THE  
1990'S



By 1992, the Downtown Partnership of Baltimore was punching above its weight and needed to create a new structure to manage the growing organization. The 90's also brought on a time when stakeholders were advocating for increased marketing and economic development initiatives. Still under Laurie Schwartz's leadership, DPOB was seasoned at creating agile solutions for the Downtown district.

- The Downtown Management Authority District legislation was created 1992, creating the 106-block tax surcharge district based on providing clean, green, safe, and marketing services
- The Downtown Partnership of Baltimore became the management entity of the DMA area
- The infamous *See Ya Round Downtown* campaign was launched on radio, print and TV
- A Pepsi sponsorship was secured to increase marketing efforts, launching the *BIG SHOW* campaign (we know some of you singers are still around Downtown)
- The Downtown Baltimore Guide Program was created, with uniformed ambassadors providing business checks ins and safety escorts
- The Clean Streets Ambassador program grew to nearly 30 full-time employees cleaning Downtown 7-days a week
- Launched the *Fish Out of Water* public art campaign

THE  
2000'S



DPOB saw new leaders take on exciting new projects at the turn of the century. Michele Whelley took over as President and brought with her a keen sense of economic development and focus on recruitment and retention. Kirby Fowler took the helm a few years later and followed suit, adding to the priorities: transportation issues, retail strategy, and creating a mixed-use urban core. The Downtown was facing a shift – businesses moving east with new developments and incentives. Keeping the core strong remained the organizations top priority.

- Created Downtown Streetscape Guidelines to encourage wholistic design standards in current and new developments
- Implemented a Façade Improvement Grant Program
- Legislative advocacy to create a mixed-use, 24-hour neighborhood
- Launched Baltimore Restaurant Week with Visit Baltimore to market Downtown as a destination for dining experiences
- Created the *State of Downtown Report*, an economic benchmarking tool that tracks employment, residential, office, and tourism trends
- Collaborated on the execution of the \$7.5 million renovation of Center Plaza





This decade marked a major emphasis on public spaces, Pratt Street, and conversions in order to create a valuable mixed-use district while recognizing the need to address homelessness and public safety concerns.

- Led the creation of the High-Performance Market-Rate Rental Housing Property Tax Credit that spurred office to residential conversions in the district, tripling the residential population in the DMA
- Renovated Hopkins Plaza, Preston Gardens, and McKeldin Plaza to make more welcoming public spaces
- Implemented the Pratt Street Plan, allowing for office building bumps out creating retail spaces like Kona and Shake Shack, and adding the bioswales for water retention and beautification
- Creation of the Bromo Arts & Entertainment District, a state recognized arts district, and neighborhood branding campaign
- Created a national media campaign, *See for Yourself*, digital, radio, billboard, targeted tactical marketing to millennials, and Superbowl commercials 2013–2015
- Launched IKE digital wayfinding kiosks and community content program
- Hired off-duty police and private security firms to create additional safety presence
- Co-created the Charm City Circulator based on the success of DPOB's Downtown Area Shuttle (DASH) Pilot Program

- Led planning and fundraising for a new Lexington Market
- Lit up the St. Paul tunnel next to Mercy Hospital with color-changing LED lights and new event, *LIT City*, creating unique spaces in Downtown for the growing residential population
- Expanded operations with a Homeless Outreach division for increased support connecting neighbors in need to available services

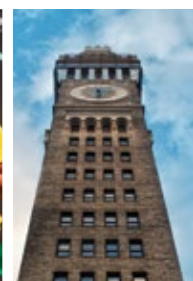


Find more details about the past five years of the Downtown Partnership by reading our previous Annual Reports



During a period of uncertainty brought about by the COVID-19 pandemic, we ushered in the new decade with a change in leadership and a strategic realignment of our priorities. Shelonda Stokes took over as President and the team got to work creating economic programs to address the pandemic retail shake-up. Since then, the focus has been on stabilizing Downtown with immediate needs while reimagining Downtown Baltimore for the next 40 years.

- Launched the *Double Down on Downtown* campaign, a multifaceted movement to increase funding and support to reimagine Downtown. The effort includes the advocacy to move State Center Offices to the Central Business District, legislative support record-breaking investment from the State of Maryland
- Creation of the North Harbor Area of Special Sign Control, bringing digital billboards to the commercial district
- Created the BOOST program, awarding 10 grants to small, minority owned businesses to move into Downtown storefronts
- Created Covid-response programs including *Curbside Baltimore* gift card program, parklet and outdoor dining developments, and the Charles Street Promenade
- Aided in the creation of the Squeegee Collaborative Action Plan which has resulted in an 83% decrease of criminal activity related to squeegeeing



# OUR STAFF



They say the people make the place, and in our case, the vital work we do to better the city of Baltimore would not be possible without the unwavering dedication of our exceptional team. We proudly refer to them as 'Team DPOB,' the driving force behind everything we do.

## STAFF

### LEADERSHIP

**Shelonda Stokes**  
President & CEO

**Cheis Garrus**  
Chief Financial Officer

**Lauren Hamilton**  
Chief Marketing Officer

**Maria Martins-Evora**  
Chief of Operations  
Management

### ADMIN

**Kimberly Bell**  
Manager, Accounting

**Emily Breiter**  
Director, Economic  
Development & Arts  
Initiatives

**Susan Brown**  
Vice President, Marketing  
& Communications

**Debbie Campbell**  
Vice President, Human  
Resources

**Jitiba Cottman**  
Receptionist/Dispatcher

**Geon Floyd**  
Manager, Homeless  
Outreach

**Claudia Jolin**  
Vice President, Economic  
Development

**Regina Green**  
Director, Payroll

**Tammy Grinnan**  
Controller

**Joy Handy-Lane**  
Senior Executive Assistant

**Corey Hargrove**  
Manager, Homeless  
Outreach

**Linda Henry**  
Project Manager, Operations

**Linda House**  
Vice President, Strategic  
Partnerships

**Jewelry Huntley**  
Building Maintenance

**William Marcus, Sr.**  
Vice President, Hospitality  
& Safety

**Alexander McNair**  
Director, Hospitality

**Kayela McNeal**  
Administrative Assistant

**Peter Plangetis**  
Staff Accountant

**Faneca Porter**  
Manager, Homeless  
Outreach

**Anthony Reid**  
Systems Analyst

**Steve Robinson**  
Vice President, Parks,  
Plazas & Greenspaces

**Nicole Rohrer**  
Director, Marketing

**Chrissy Schiffkovitz**  
Director, Business  
Development

**Derrick Scott**  
Finance Director,  
Grants Management

**Sydni Snaggs**  
Director, Community Affairs

**Nick Usher**  
Vice President,  
Homeless Outreach

**Laqusia Wade**  
Director, Public Space  
Maintenance

**Ruby Watson**  
Coordinator,  
Events & Programming

**Lashonda Wright**  
Director, Parks,  
Plazas & Greenspaces

### OPERATIONS

**Donald Askew**  
Operations Supervisor

**Thomas Clements**  
Operations Supervisor

**Joe Diffenbaugh**  
Operations Supervisor

**Carl Johnson**  
Parks Supervisor

**Marcus Lee**  
Team Lead, Downtown  
Cleaning Corps

**Patricia Macklin**  
Supervisor, Downtown  
Cleaning Corps

**Brandon Merritt**  
Operations Supervisor

**Jameel Talley**  
Operations Supervisor

**Sean Allen**

**Robert Archer**

**Antoine Artes**

**Michael Baskerville**

**Reginald Blackwell**

**Vangie Boisseau**

**Eddie Buie**

**Walter Bush**

**Lee Chew Jr.**

**Sammey Clowney**

**William Dowery**

**Demetri Easter**

**Devrile Edmonds**

**Jeffrey Fortune**

**Zakiyya Holloman**

**Lamont Holt**

**Anwar Johnson**

**Daniel Jones**

**Shanica Jones**

**Kelly Kimble**



Tiffany Lam  
 Austin Lockwood  
 Wendell Matthews  
 Brandon Merritt  
 Thomas Miller  
 Patricia Pittman  
 Ryan Rodgers  
 Nathaniel Salter  
 Judah Sanders  
 Chaz Sewell-Bey  
 James Stafford  
 Jameel Talley  
 Jeffrey Taylor  
 Dwayne Tisdale  
 Clifton Townes  
 Joseph Townes  
 Robert Ward  
 Keiyonna Watkins  
 Thomas White  
 Kaniya Alira Wilks  
 Antawane Williams  
 Antoine Williams  
 Lee Young

## COMMITTEES—HELPING TO FURTHER DPOB'S MISSION THROUGH LEADERSHIP

The Partnership's committees are chaired by Executive Committee members who provide guidance and collaborative support in areas of strategic importance to DPOB's mission.

### Finance Committee

The finance committee works alongside the CFO to support and oversee financial planning and budgeting for Downtown Partnership of Baltimore, Downtown Partnership of Baltimore Foundation, and Downtown Management Authority, offering guidance, best practices, and financial oversight.

### Safety Committee

This committee works in partnership with DPOB's Safety & Hospitality leadership to utilize data and performance metrics in the assessment of crime rates in the DMA and specific micro-zones. The objective is to enhance public safety by efficiently allocating resources in real-time for improved safety outcomes.

### Clean & Green Committee

The work done on this committee is meant to directly support and enhance the beautification efforts of DPOB Public Space Maintenance and Parks Teams.

### Partners Committee

This convening of city-focused economic and marketing agencies

is dedicated to fostering greater collaboration to enrich Baltimore City's vibrant business landscape. The objective? To identify opportunities for collaborative problem-solving in areas of common interest, harnessing our collective strength through cooperative efforts.

### Economic Development Committee

Composed of local stakeholders and real estate experts, this group advises and develops strategies for business relocation and retention efforts, supports residential leasing and sales efforts, offers economic approaches to remediating blight, and facilitates both large and small scale development efforts.

### Ad-Hoc Subsidiary Review Committee

Born out of the work of the Strategic Planning committee, this group was formed to help review subsidiary organizations' relationships to Downtown Partnership and/or the Downtown Management Authority, including the Bromo Arts District, Market Center Merchants Association, and Center Plaza Foundation.



# OUR BOARD

To Chair the Downtown Partnership of Baltimore and Downtown Management Authority Board of Directors, The Partnership is excited to announce its nomination of Carim Khouzami, President and CEO of BGE. Khouzami replaces Mark Wasserman, who is stepping down after a successful three years at the helm.

## BOARD

### DOWNTOWN PARTNERSHIP OF BALTIMORE BOARD OF DIRECTORS

*\* Denotes Executive  
Committee Member*

**Mark Wasserman\***, Chair  
Retired

**Zed Smith\***, Vice Chair  
The Cordish Companies

**Mark Pollak\***, Secretary  
Ballard Spahr

**Carrie Schreiber\***, Treasurer  
Truist

**David M. Gillece**, Emeritus  
Status  
Cushman & Wakefield

**Ally M. Amerson\***  
University of Maryland  
Francis King Carey School  
Of Law / City Resident

**Sister Helen Amos\***  
Mercy Medical Center

**Christine D. Aspell**  
KPMG

**Edwin R. Brake\***  
Ellin & Tucker

**Mark Caplan\***  
The Time Group

**William E. Carlson**  
Shapiro Sher

**Jeff Clary\***  
Grander Capital Partners

**Trip Deeley**  
Stifel

**Jennifer Driban**  
National Aquarium

**Delali Dzirasa**  
Fearless

**Jonathan Flesher**  
Beatty Development Group

**Marlon V. Fortineaux**  
RSM US

**Terri Freeman**  
Reginald F. Lewis Museum

**Michael Frenz**  
Maryland Stadium Authority

**Anthony P. Gallo**  
T. Rowe Price

**James E. Goodrich**  
Saul Ewing

**Ben Greenwald**  
Arrow Parking

**Terri Harrington**  
Harrington Commercial Real  
Estate

**Sen. Antonio Hayes**  
Maryland State Senator  
—District 40

**Ryan Hemminger**  
Fearless

**Melodie Hengerer**  
Baker Donelson

**Barry J. Herman**  
Womble Bond Dickinson

**John Hermann**  
COPT Defense Properties

**Joseph Hovermill**  
Miles & Stockbridge

**Al Hutchinson\***  
Visit Baltimore

**Dr. Bruce E. Jarrell**  
University of Maryland,  
Baltimore

**Mark P. Keener**  
Gallagher Evelius & Jones

**Carim Khouzami\***  
BGE

**Louis J. Kousouris, III \***  
MCB Real Estate

**Ron Legler**  
France-Merrick Performing  
Arts Center Broadway Across  
America

**Lynn S. Manthy**  
Wells Fargo Commercial  
Banking

**John Mccardell**  
PricewaterhouseCoopers

**Alexa Milanytch\***  
Chase Brexton Health Care /  
Downtown Resident

**Sharon Nevins**  
The Baltimore Banner

**James Owens**  
Whiting-Turner Contracting  
Company

**Bruce W. Panczner**  
Paradise Management

**Tim Polanowski**  
Bay City Management  
Company

**Eric Fitzgerald Reed\***  
Verizon

**J. Thomas Sadowski**  
Medco

**Phylis A. Seman**  
CBRE Group, Inc.

**Onahlea Shimunek\***  
Renaissance Baltimore  
Harborplace Hotel

**David J. Shuster**  
Kramon & Graham, P.A.

**Ferrier R. Stillman\***  
Tydings

**C. William Struever**  
Cross Street Partners

**Scott Szeliga**  
CohnReznick

**Colin Tarbert**  
Baltimore Development  
Corporation

**Charles G. "Chuck" Tildon, III**  
University of Maryland  
Medical System

**J. MacGregor Tisdale\***  
First National Bank

**Stacie E. Tobin**  
Venable

**Brian S. Walter\***  
M&T Bank

**Juan Webster**  
Sagamore Pendry Baltimore

**Michele L. Whelley\***  
M.L. Whelley Consulting

**Jayson T. Williams**  
Mayson-Dixon Companies

### DOWNTOWN MANAGEMENT AUTHORITY BOARD OF DIRECTORS

*\* Denotes Executive  
Committee Member*

**Mark Wasserman\***, President  
Retired

**Zed Smith\***, Vice President  
The Cordish Companies

**Mark Pollak\***, Secretary  
Ballard Spahr

**Carrie Schreiber\***, Treasurer  
Truist

**Sister Helen Amos\***  
Mercy Medical Center

**Kevin Anderson**  
Maryland Department  
of Commerce

**Lynn L. Berger**  
JLL Property Management

**Eric Bloom**  
PMC Property Group

**Brad Byrnes\***  
Byrnes & Associates, Inc.

**Jeff Clary\***  
Grander Capital Partners

**Councilman Eric T. Costello**  
Baltimore City Council

**Gabrielle M. Duvall, Esq.**  
Southern Management  
Companies

**Cary M. Euwer, Jr.**  
Metropolitan Partnership,  
Ltd.

**Myron Feaster**  
Pinkard Properties

**Suzanne Fischer-Huettner**  
The Daily Record

**Andrew Hinton**  
City Center Resident's  
Association

**Dr. Bruce E. Jarrell**  
University of Maryland,  
Baltimore

**Courtenay Jenkins, III\***  
Cushman & Wakefield

**Judson H. Kerr, III, PMM**  
The Atrium Luxury  
Apartment Homes

**Monica LaVorgna\***  
Bozzuto Management  
Company

**Tim Polanowski**  
Bay City Management  
Company

**Onahlea Shimunek\***  
Renaissance Baltimore  
Harborplace Hotel

**Eric C. Thompson**  
Truist

**Justin A. Williams**  
Baltimore City Mayor's Office

# 2023 DOWNTOWN BALTIMORE AWARDS

## Honoring Outstanding Commitment to our Community

Each year, Downtown Partnership highlights the people and businesses who have demonstrated outstanding commitment to Downtown Baltimore. This year, we are excited to celebrate the following awardees, who embody the true spirit of dedication to our great city.



### Downtown Leadership Award

Presented to Senator Benjamin L. Cardin for his lifetime dedication and unmatched representation of Downtown Baltimore and the Greater Baltimore region on a federal level.



### Downtown Innovation Award

Presented to Baker Donelson for their ingenious approach to filling an entire vacant floor through the creation of The Light of Baltimore Incubator program.



### Downtown Clean & Green Award

Presented to BGE for their tireless commitment to creating a more beautiful Downtown through employee volunteer efforts, community plantings, and sponsorship of vibrant public art projects.



### Downtown Revitalization Award

Presented to Oak View Group for their masterful conversion of CFG Bank Arena. Turning an aging venue into a state-of-the-art facility attracting major national touring acts and redefining what entertainment means in Downtown Baltimore.

## WE WANT TO HEAR FROM YOU!

The Downtown Baltimore Awards are a way to uplift inspirational efforts and partnerships that encourage partnership and investment. If you have a project that deserves highlighting, please nominate it by sending an email to [info@dpob.org](mailto:info@dpob.org).

## THE PRESIDENT'S AWARD

The Downtown President's Award, a testament to exceptional service and lasting impact, is proudly presented to Joy Handy-Lane, DPOB's Senior Executive Assistant to the President. For nearly four decades, Joy has been the steadfast anchor of our organization. Her journey with The Partnership is a testament to perseverance, resilience, and an unmatched passion for our shared vision. She has been the steady hand guiding us through the highs and lows, and her unwavering presence has been a source of inspiration for us all. Joy's unique perspective and profound insights have allowed her to bear witness to the ever-evolving urban landscape of our vibrant city. She has not only weathered the changes but thrived in the midst of them, leaving an indelible mark on our organization and the community we serve. This award is a small token of our immense gratitude and deep respect for Joy's remarkable contributions to our organization.



## Congratulations on 40 years of amazing work in Downtown Baltimore!

We look forward to our continued partnership to enhance vibrancy and culture in Downtown.

**The best messaging deserves the best medium.**

We offer premier digital media opportunities in Downtown Baltimore. Contact [salesinquiry@obm.com](mailto:salesinquiry@obm.com) to learn more.

ORANGE BARREL MEDIA™ + ike SMART CITY™



# The strongest connection is the one among all of us.

verizon✓



## UNIVERSITY of MARYLAND BALTIMORE

The University of Maryland, Baltimore (UMB) congratulates the Downtown Partnership of Baltimore on 40 years of community service and looks forward to our continued collaboration as we all work together to build a better Baltimore.

UMB is Maryland's public health, law, and human services university, dedicated to excellence in education, research, clinical care, social justice, and public service.



DENTISTRY | GRADUATE | LAW | MEDICINE | NURSING | PHARMACY | SOCIAL WORK | BIOPARK

*Changing the Future Today*  
**[umaryland.edu](http://umaryland.edu)**

# BAKER DONELSON



## Baker Donelson is proud to support the Downtown Partnership of Baltimore.

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With a team of more than 650 attorneys and advisors across 22 offices, Baker Donelson is the dynamic Baltimore law firm where driven attorneys reach their full potential as local community leaders and trusted advisors for clients throughout the country.

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