

HOPKINSLOCAL

BUILD. HIRE. BUY.

HopkinsLocal Progress at a Glance

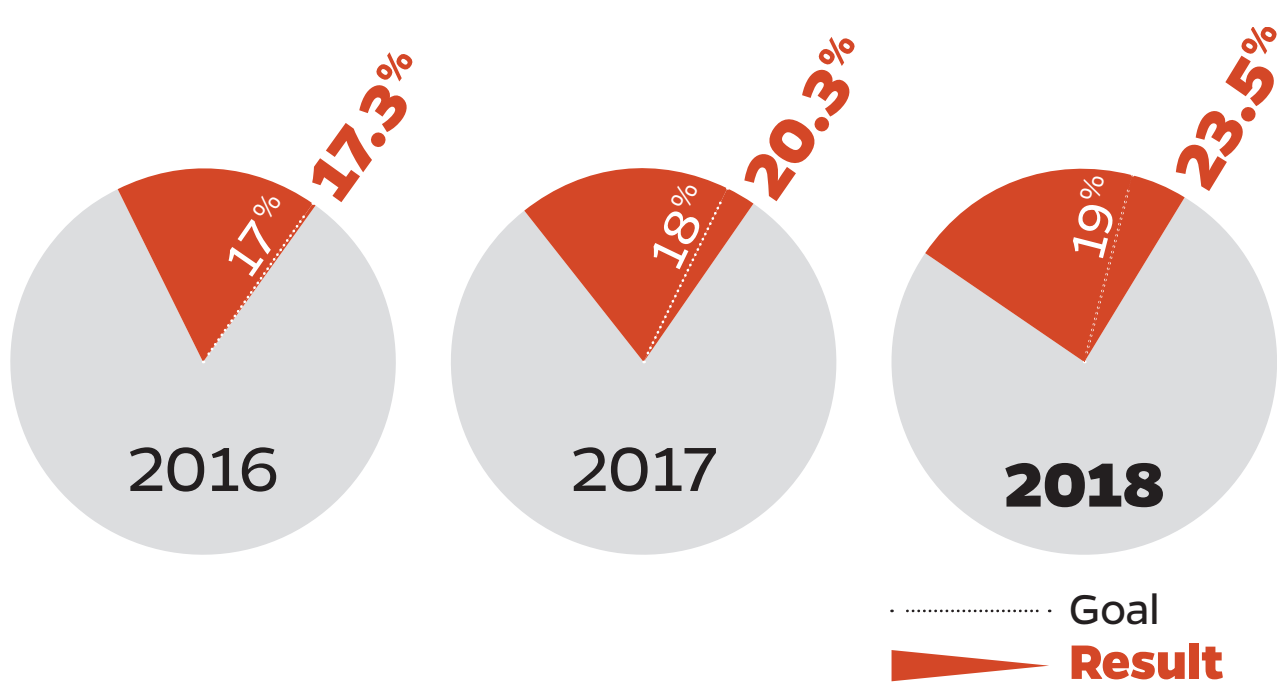
All statistics are measured by fiscal year.

During its third year, HopkinsLocal continued to measure its accomplishments against specific goals to increase economic opportunity in Baltimore City through construction, hiring, and purchasing activities, and to share that progress with the community.

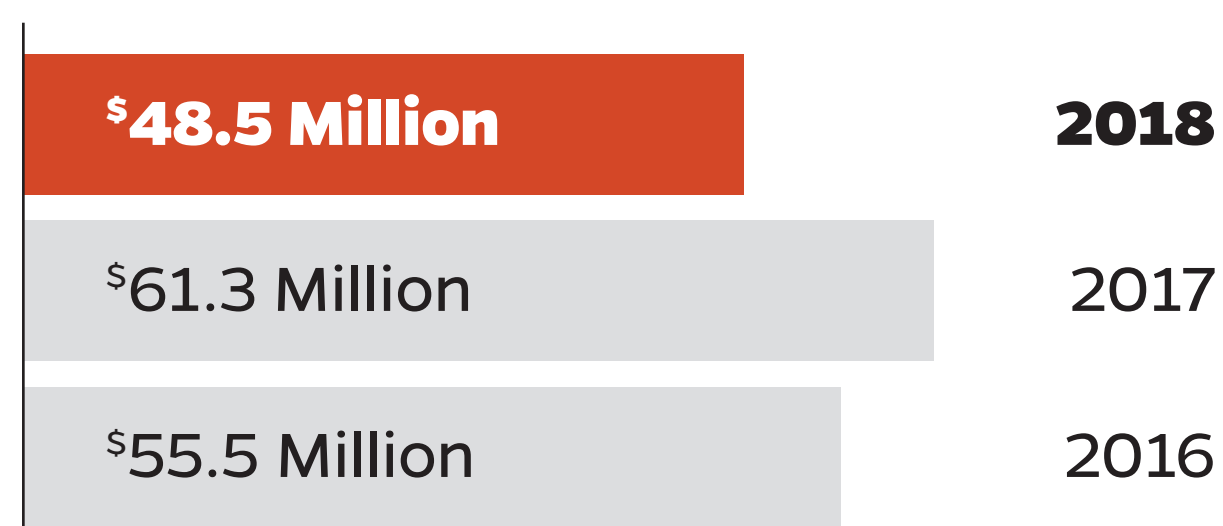
BUILD

23.5%*

of addressable construction spending, a total of \$48.5 million, was committed to contractors that were minority-owned, women-owned, disadvantaged business enterprises in FY18.



RESULTS IN DOLLARS



66

small, local, minority-owned, women-owned, or disadvantaged businesses in the design and construction industries expanded their skills and connections through the BLocal BUILD College over three years.

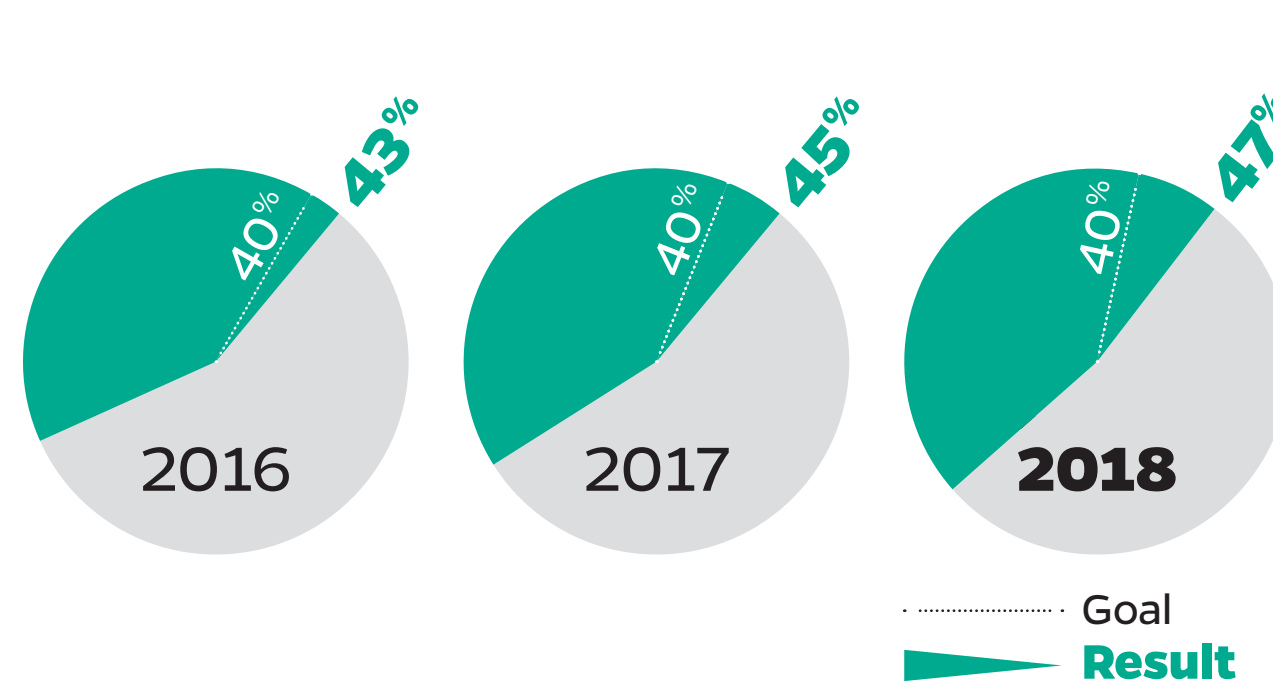
GRADUATES



HIRE

1,017

people were hired over three years for a set of targeted positions and live in focus area Baltimore City ZIP codes. In FY18, 47% of targeted positions were filled by focus area residents.



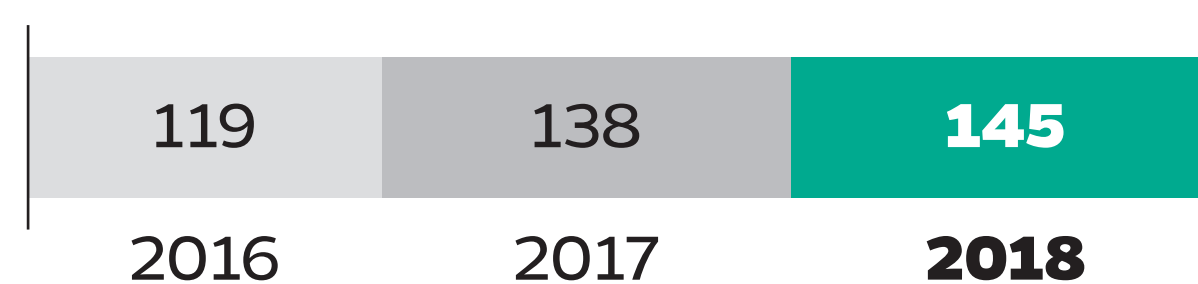
RESULTS IN NEW HIRES



402

returning citizens were hired over three years.

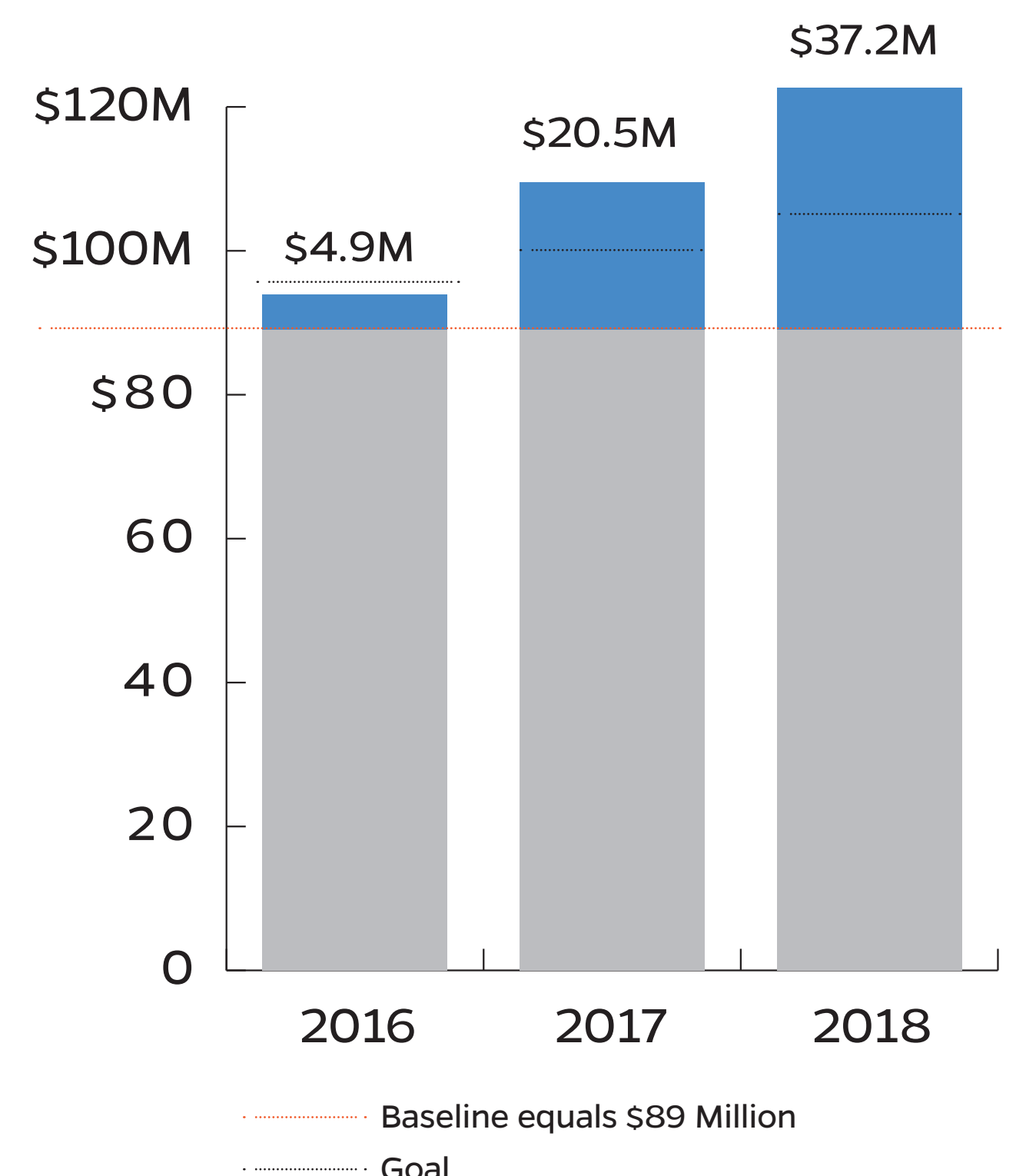
RETURNING CITIZENS



BUY

\$54.3M

more was spent in targeted categories with local businesses over three years than if spending had remained at the level of the baseline year. Total FY18 local spending was \$126.2 million.



26

development plans were created with nonlocal suppliers to increase those companies' efforts to hire, procure, or invest in Baltimore, surpassing the goal of 24 over three years.

DEVELOPMENT PLANS



* Commitments are defined as parts of the contract that have been assigned to a contractor or subcontractor but have not necessarily been completed. Due to the duration of construction projects, many projects captured in FY16 are also captured in FY17 and FY18.