



20  
LET'S GET  
*Growing!*  
23

ANNUAL REPORT

LIVE *Baltimore*  
CITY LIVING STARTS HERE

# *Greetings from Our Board & Staff*



*Live Baltimore believes  
residents are our City's  
greatest assets.*

# Dear Friend,

“They tried to bury us, but we were seeds.”

Reflecting on recent years—dominated by “pivoting,” carefully negotiating “return to work,” and finally accepting our collective “new normal”—this translation from a Greek poem was made for 2023.

Fiscal year 2023 (which began July 1, 2022 and ended June 30, 2023) was the year we’d been working toward. It was the reason we tilled the fields, sowed the seeds, and patiently waited for rain. It was finally our moment to *get growing!*

2022 delivered the news that Baltimore City grew—adding households for the first time since the 1960 census—over the most recent decade. And we, at Live Baltimore, were eager to keep that momentum going.

*We grew our team with the creation of two new positions that significantly increased our capacity. We grew our event attendance—and finally welcomed more than 500 guests to an in-person Trolley Tour. We grew our storytelling assets through the development of new testimonial videos and neighborhood photography. And, we grew our programs with the launch of our first self-administered homebuying assistance grant.*

The data, images, and testimonials included in this report are a snapshot of this growth—all of which was enabled by you: the thousands of customers, hundreds of supporters, dozens of board members, and ten dedicated team members who made our work possible.

Fostering a growing city, following decades of painful decline, may not be easy. It may not be immediate. But it is most certainly worth doing. Our mandate to lead in this effort on behalf of Baltimore’s residents is an honor every day and a weight that we carry with intentionality.

Last year’s annual report invited readers to follow our growth in 2023. In 2024, we invite you to share in our bounty. Please join us for our very special, 10<sup>th</sup> annual celebration of Baltimore City’s birthday—Baltimore’s Birthday Bash—on July 26, 2024! And, as always, please keep loving city life.

## With gratitude,



*Kate*  
**Kate Williams**  
Board President



*Annie*  
**Annie Milli**  
Executive Director

As a 501(c)(3) nonprofit, **we work citywide to grow Baltimore’s economy by attracting residents, retaining residents, and supporting healthy housing markets.** Founded in 1997 and incorporated in 2001, Live Baltimore is Baltimore City’s official residential marketing organization.

*A growing population  
will sustain a more  
equitable and thriving  
city for all.*



# BALTIMORE CITY RESIDENTS' FY23 IMPACT BY THE NUMBERS:

*Residential tax revenues fund the services and infrastructure we all share.*

**\$615M<sup>1</sup>**

PROPERTY  
TAX REVENUE  
(Residential)

**\$450M<sup>1</sup>**

INCOME TAX  
REVENUE

**\$90M<sup>1</sup>**

TRANSFER & RECORDATION  
TAX REVENUE  
(Residential)

*Residents' spending supports businesses and sustains local jobs.*

**\$2.6B**

IN HOME  
PURCHASES<sup>2</sup>

**\$8.5B**

LOCAL ECONOMIC  
IMPACT<sup>3</sup>

**\$505M**

LOCAL ECONOMIC  
IMPACT FROM HOUSING  
CONSTRUCTION  
& RENOVATION<sup>3</sup>

**41,400**

SUPPORTED  
JOBS<sup>3</sup>



Learn how residents and their housing drive Baltimore City's economy in a new report by Econsult Soutlions Inc.

<sup>1</sup> Baltimore Bureau of Budget and Management Research  
<sup>2</sup> Maryland State Department of Assessments & Taxation  
<sup>3</sup> Econsult Solutions Inc., 2023

# Marketing Statistics

**10.1M**

IMPRESSIONS WERE GENERATED BY OUR ADVERTISING CAMPAIGNS—INCLUDING RADIO, DIGITAL, AND SOCIAL

**268,374**

VISITORS RESEARCHED NEIGHBORHOODS AND OTHER CITY LIVING RESOURCES ON [LIVEBALTIMORE.COM](https://www.livebaltimore.com)

**407,267**

PROMOTIONAL MESSAGES WERE OPENED BY OUR MORE THAN 30,000 EMAIL SUBSCRIBERS



**15,821**

FACEBOOK FOLLOWERS\*



**14,940**

TWITTER FOLLOWERS\*



**10,229**

INSTAGRAM FOLLOWERS\*

\*Follower counts are as of June 30, 2023.

# Program Outcomes

## EVENT ATTENDANCE:



## NUMBER OF CUSTOMERS WHO PURCHASED HOMES:



## NEIGHBORHOOD MARKETS IMPACTED:



## CUSTOMER HOME PURCHASES



*Each dot represents a customer's home purchase.*



*Live Baltimore's customers' home purchases accounted for more than 16% of the City's market activity in FY23.*





INFLUENCED HOME  
PURCHASES

SINGLE-YEAR TAX  
REVENUE FROM  
INFLUENCED HOME  
PURCHASES†

**\$395.1M**

FY23

**\$17.7M**

**\$443.0M**

FY22

**\$18.8M**

**\$324.7M**

FY21

**\$14.0M**

**\$197.5M\***

FY20

**\$8.6M\***

**\$262.9M**

FY19

**\$11.3M**

**\$1.6B**

FIVE-YEAR TOTAL

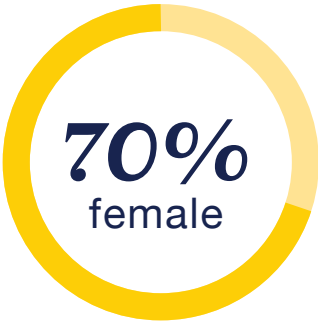
**\$70.4M**

\* Live Baltimore relies on data from the Maryland State Department of Assessments and Taxation to calculate its annual impact. Incomplete data was available in FY20 due to COVID-19.

† Single-year tax revenue is estimated based on Baltimore City transfer, recordation, and property taxes.

# Customer Demographics

**GENDER**



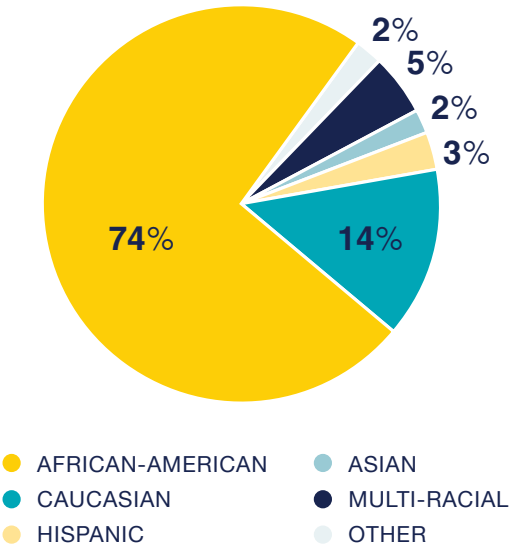
**AGE RANGE**



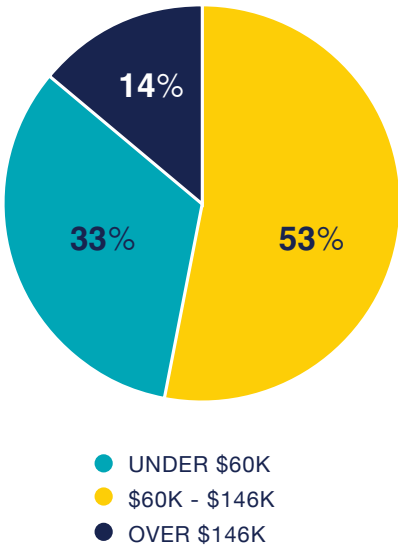
**MARITAL STATUS**



**RACE / ETHNICITY**



**HOUSEHOLD INCOME**



**NET PROMOTER SCORE**

*Live Baltimore's*  
**FY23 CUSTOMER SATISFACTION RATING**

*is on par with the country's top rated brands.<sup>1</sup>*

T-MOBILE **82**

WARBY PARKER **80**

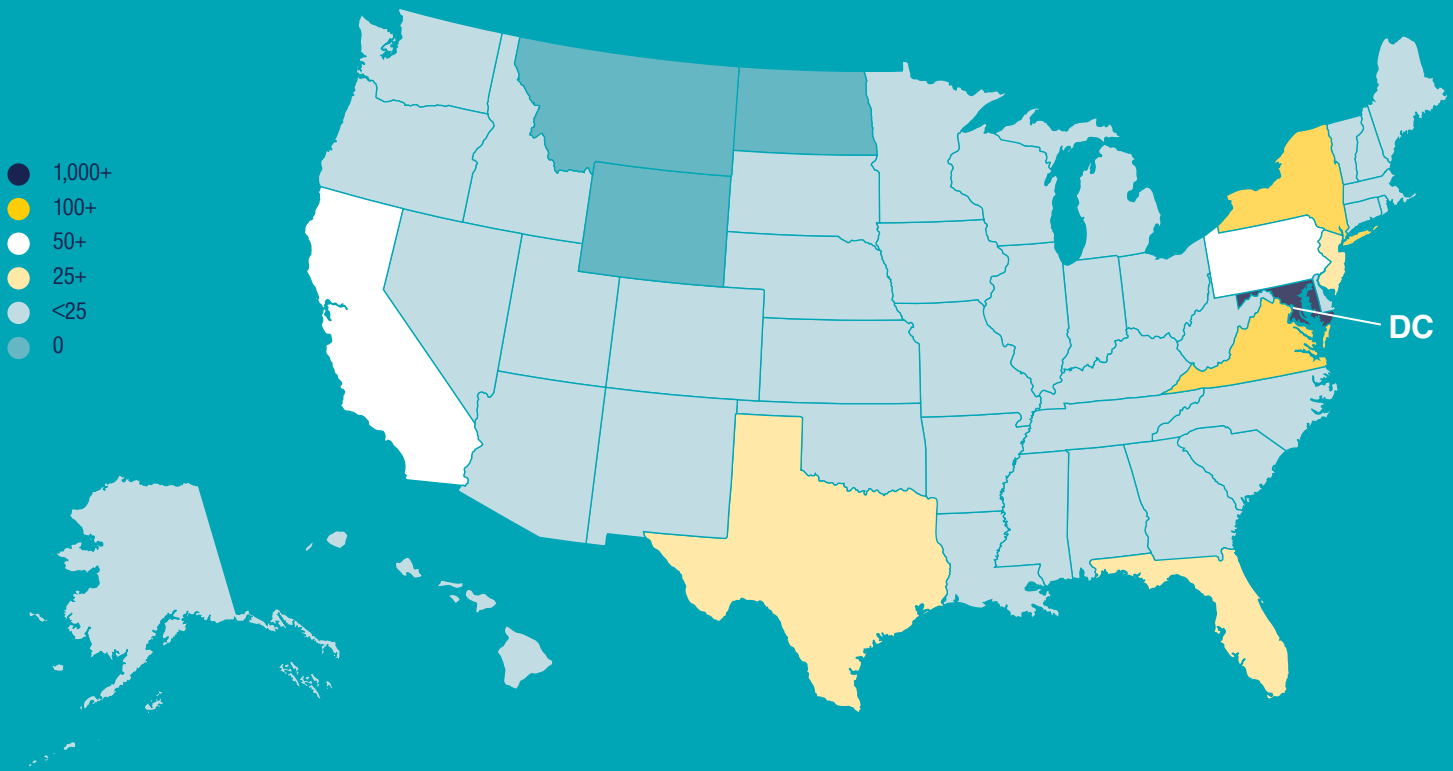
**LIVE BALTIMORE 78**

STARBUCKS **77**

USAA **75**

AMAZON **73**

## WHERE DID OUR CUSTOMERS COME FROM?



Live Baltimore served prospective residents from 47 states and Washington, DC in FY23. Additional customers came from Australia, Canada, Egypt, Great Britain, Guam, Nigeria, and Puerto Rico.

*“There is something for everyone here. All over the City, there’s a neighborhood that you are going to fall in love with.”*

– LIVE BALTIMORE CUSTOMER, **CALEB WOLF**

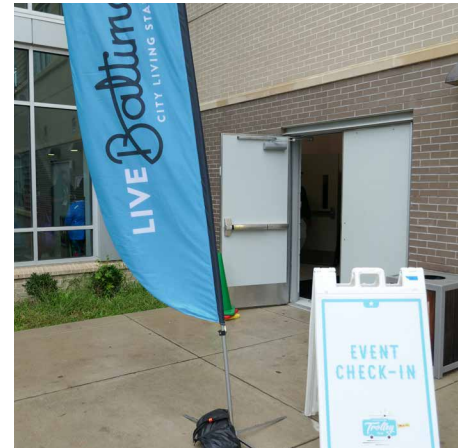


# Programs

## TROLLEY TOUR

Three **Trolley Tours**, in October of 2022, January of 2023, and May of 2023, allowed **1,470 participants** to explore Baltimore neighborhoods and receive expert homebuying advice. In both January and May, we surpassed our longstanding (and previously unmet) goal of welcoming more than 500 in-person attendees per event!

*“Attending this event has given me the extra push and encouragement to continue to search for a home.”*



*“The Trolley Tour is an amazing event to gather knowledge of the homeownership process and meet and greet people on the same journey.”*



*“This event was very organized, and the staff was friendly and helpful. The tour provided so many facts that I was not aware of.”*



*“I drove from Boston to come to this event! It was very helpful!”*

**SURVEY RESULTS FROM OUR FY23 TROLLEY TOURS SHOWED:**



**OF PARTICIPANTS GAINED KNOWLEDGE OF CULTURAL AND COMMUNITY ASSETS IN BALTIMORE CITY**



**OF PARTICIPANTS GAINED HOMEBUYING KNOWLEDGE**

*Trolley Tours encourage homeownership in part by leveraging the City of Baltimore’s “Buying Into Baltimore” down payment assistance program. In collaboration with the Department of Housing and Community Development, attendees of each event are eligible to apply for \$5,000 toward their home purchase.*

Following **OCTOBER’S TROLLEY TOUR,** **25** applicants put contracts on homes in **20** distinct neighborhoods. **36%** were brand new to Baltimore City while **99%** were first time homebuyers.

Following **JANUARY’S TROLLEY TOUR,** **19** applicants put contracts on homes in **18** distinct neighborhoods. **32%** were brand new to Baltimore City while **79%** were first time homebuyers.

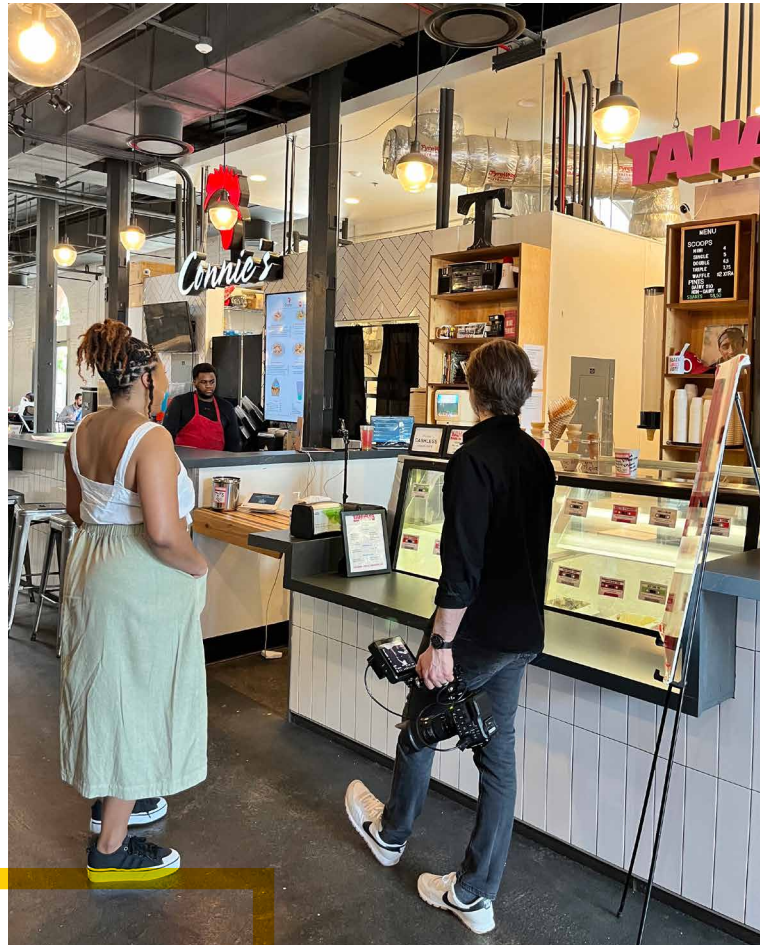
Following **MAY’S TROLLEY TOUR,** **23** applicants put contracts on homes in 21 distinct neighborhoods. **26%** were brand new to Baltimore City while **87%** were first time homebuyers.

## CAMPAIGN DEVELOPMENT

Live Baltimore laid the groundwork for its first new creative campaign since the pandemic in FY23. Development efforts included selecting a new agency partner, filming new video content, and adding to our ever-growing photography library.

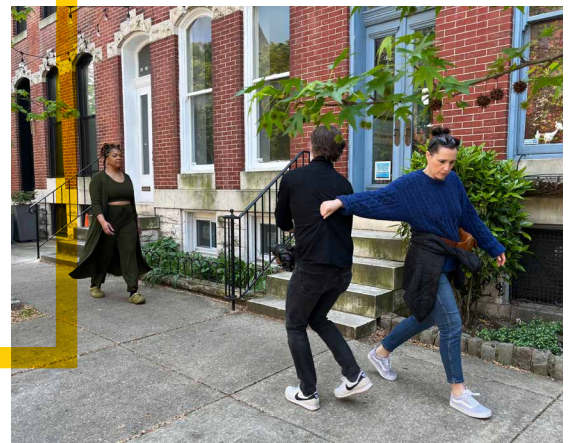
### *Agency Search*

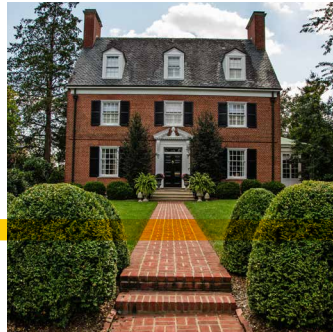
After a national search, Live Baltimore hired Maryland-based firm, HZ, as its new creative agency of record. HZ got right to work, analyzing years of consumer data and research, to craft a winning marketing strategy for our new campaign.



### *Testimonial Videos*

Over 100 residents applied to be featured in a new series of testimonial videos about living in Baltimore. Five finalists were filmed enjoying amenities and community assets across the City, including Druid Hill Park, Patterson Park, Broadway Market, Baltimore Penn Station, the Baltimore Museum of Art, the Maryland Zoo, and multiple bars, restaurants, and other local businesses.





## Neighborhood Photography

Eight neighborhoods, including Mount Washington, Pigtown, Homeland, Middle East, Greektown, Patterson Park, Radnor-Winston, and Brewers Hill, were captured by Live Baltimore’s local photographer, Phylicia Ghee. Images from these galleries immediately began enhancing our website and social media pages.

📷 @phyliciaghee



### LIVE BALTIMORE GETS GROWING!

*Live Baltimore’s Communications Team expanded with the addition of a Director of Marketing and Communications in FY23. This newly created, executive-level position allowed us to significantly level-up our outreach.*

## OTHER ACTIVITIES

Live Baltimore's work to support healthy housing markets went beyond consumer marketing in FY23.

### State of the City Market

Nearly 100 industry professionals attended our first in-person "State of the City Market" event in January to learn about residential real estate in the City.



Housing Commissioner, Alice Kennedy; Jay Sapperstein, 28 Walker (panelist); Annie Milli; Kyara and Khalil Uqdah, Charm City Buyers (panelists); Theresa Stegman, MCB Real Estate (panelist)

### Biennial Homebuyer Survey

More than 20,000 homebuyers who bought in Baltimore City during 2020 and 2021 were invited to participate in the second wave of our citywide survey, aimed at uncovering consumers' neighborhood and housing preferences.

Aside from a notable increase in the desire for home offices, results revealed that the pandemic had only a minor impact on buyers' decision-making. "Just liking Baltimore" and working in Baltimore remain the primary drivers of housing demand in the City.



LIVE BALTIMORE'S  
**City Homebuyer Survey**  
Takes less than 10 minutes.

**Win up to \$1,000!**

LAST CHANCE to respond

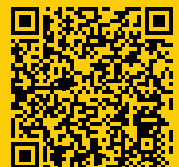
RESPOND TODAY!  
Your unique survey passcode is: 00000

[LiveBaltimore.com/survey](https://LiveBaltimore.com/survey)

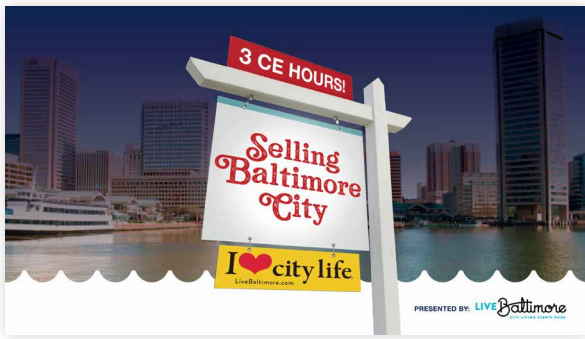
This survey is being conducted by Live Baltimore. Live Baltimore is a nonprofit organization, working to bring great neighbors like you to communities across the City. Survey responses will inform important community development efforts in your neighborhood and throughout Baltimore.

LIVE Baltimore  
COMMUNITY DEVELOPMENT

Read the results  
of our 2023  
Baltimore City  
Homebuyer Survey.







## Real Estate Industry Trainings

Over 150 real estate agents were educated in “Selling Baltimore City” through our accredited continuing education classes at the Greater Baltimore Board of Realtors.

## LIVE BALTIMORE GETS GROWING!

*Thanks to new funding from the City of Baltimore, Live Baltimore added a full-time Data Analyst to our team in FY23. This staff addition was a priority objective in our FY22-FY26 Strategic Plan.*

## In the News...

While contributing regularly to real estate industry news, Live Baltimore’s staff brought attention to two critical issues impacting the valuation of homes in FY23.

News of the predatory real estate business—uncovered first by Live Baltimore’s data team—resulted in new State legislation and, ultimately, the company withdrawing from the region.

THE BALTIMORE BANNER  
Nonprofit. Local news.

Real estate

### Homebuyer beware: Zillow often lists the wrong Baltimore schools

Liz Bowie and Sophie Kasakove  
Published 4/1/2023 5:30 a.m. EDT

Share this article

That is what concerns staff at Live Baltimore, a nonprofit that works to increase population and homeownership. It created [an explainer video for real estate agents](#) on the issue.

“I don’t see any way that could be obvious to the average buyer. The average buyer doesn’t know we use middle school and high school choice,” said Annie Milli, executive director of Live Baltimore.

THE BALTIMORE BANNER  
Nonprofit. Local news.

Housing

### Real estate firm lures in homeowners with quick cash. But some say there’s a ‘predatory’ 40-year catch

A lengthy contract homeowners signed included a clause many describe as ‘predatory’ and could cost them thousands

Sophie Kasakove  
Published 10/19/2022 6:00 a.m. EDT, Updated 11/2/2022 12:13 p.m. EDT

Share this article

Annie Milli, executive director of Live Baltimore, a nonprofit that spotted the agreements in an unrelated public records search, said that her organization reviews property records regularly and had never before seen an agreement like this. “This is not how a real estate business typically operates,” said Milli.

# Buy Back the Block


Thanks to the American Rescue Plan Act and the City of Baltimore, Live Baltimore launched its first self-administered down payment assistance program in FY23.

Buy Back the Block, conceived as a resident retention and anti-displacement initiative, empowers renters to stay in their neighborhoods and become homeowners. In Maryland, homeowners enjoy several safeguards against displacement when home values rise. Through Buy Back the Block, renters can gain such protections by purchasing a home in their community more affordably.

Within three months of launching the program, 631 individuals took the first step toward applying for “Buy Back the Block.” Renters approved for this grant will receive \$10,000 toward the purchase or \$20,000 toward the purchase and renovation of a home in their neighborhood.

Up to  
**270**  
GRANTS  
will be made to renters  
in five eligible areas  
over the next  
three years.





**\$10,000**  
HOME PURCHASE  
GRANT

OR

**\$20,000**  
HOME PURCHASE &  
RENOVATION GRANT


THE BUY BACK THE BLOCK PROGRAM provides grants to Baltimore City residents who purchase homes in the areas where they currently rent. These grants do not have to be repaid.

- The \$10,000 home purchase grant reduces the amount of money you will need up front to buy a home.
- The \$20,000 home purchase & renovation grant reduces the amount of money you will need up front to buy and renovate a home.

**AM I ELIGIBLE?**  
You may be eligible for either grant if you meet the following criteria.

- You are currently renting in one of the areas of Baltimore City listed on the right.
- You are interested in purchasing and living in a home in the same area where you are currently renting.
- You do not currently own any real estate.
- You are willing to complete homeownership counseling before making an offer on a home.
- You are willing to work with a program-approved mortgage lender to obtain a fixed-rate mortgage.
- You will be able to contribute at least \$1,000 of your own funds to a home purchase.

In order to obtain Buy Back the Block funds you must complete an eligibility quiz at [livebaltimore.com/bbb](https://livebaltimore.com/bbb), have your eligibility verified, and receive an approved grant application. Funds are limited and will be awarded on a first-come, first-served basis. Additional terms and conditions apply.




**TAKE THE ELIGIBILITY QUIZ TO GET STARTED!**

Visit [LiveBaltimore.com/bbb](https://livebaltimore.com/bbb) or scan the QR code.

FOR MORE INFORMATION  
(410) 637-3750 x118 | [info@livebaltimore.com](mailto:info@livebaltimore.com) | [LiveBaltimore.com/bbb](https://livebaltimore.com/bbb)  
The Buy Back the Block program is administered by Live Baltimore in partnership with the City of Baltimore. Funding is available thanks to the American Rescue Plan Act (ARPA).

For more program information visit [LiveBaltimore.com/bbb](https://livebaltimore.com/bbb)



**BUY BACK THE BLOCK**  
GRANT-ELIGIBLE AREAS

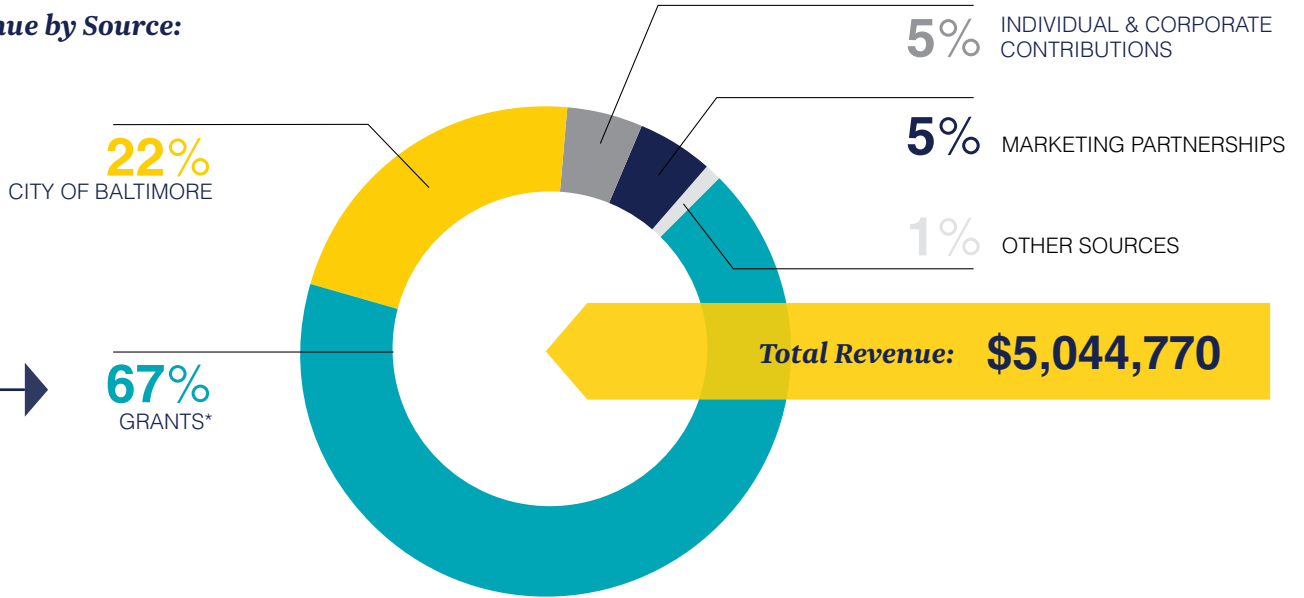
The Buy Back the Block program is administered by Live Baltimore in partnership with the City of Baltimore. Funding is available thanks to the American Rescue Plan Act (ARPA).

**LIVE Baltimore**  
FOR A BETTER BALTIMORE

# FY23 Operations

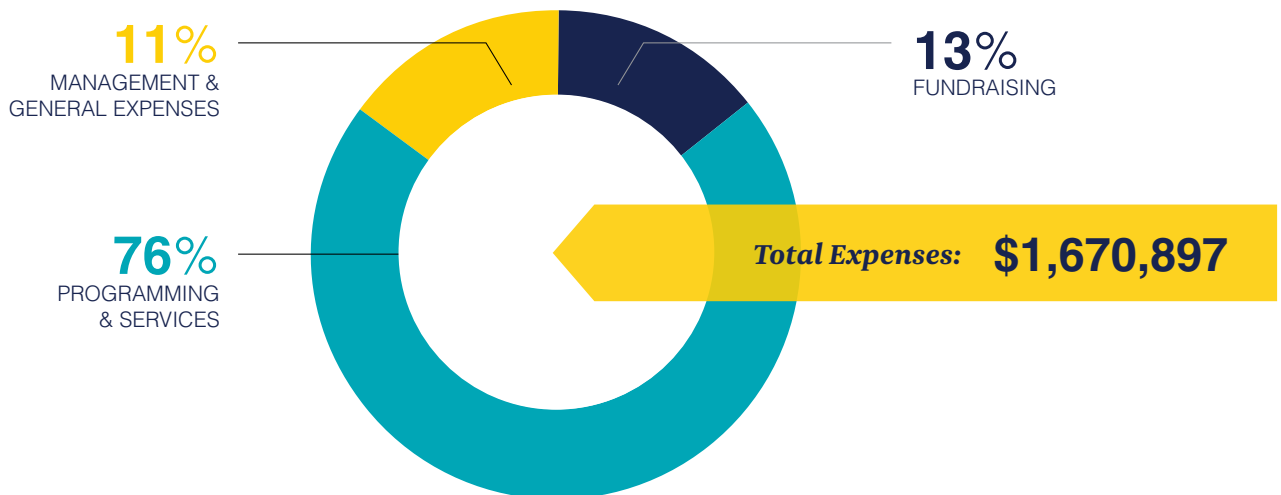
Live Baltimore is an independent nonprofit organization—not a government agency. Although the City of Baltimore provides a portion of our funding, no dedicated revenue source ensures our continued operations. Live Baltimore must apply to foundations for grants, seek marketing partners, and solicit contributions from like-minded individuals and corporations to sustain our critical work. The following reflects audited financial statements.

## Revenue by Source:



## FISCALLY RESPONSIBLE

Live Baltimore continued its streak of perfect, unqualified audits for its 21<sup>st</sup> consecutive year in 2023.



\*Live Baltimore received an American Rescue Plan Act grant, totaling \$3,067,885, in November of 2022. Although this grant is reported on our FY23 financial statements, funding may be used through FY27.

# Birthday Bash 2022

Bash was bigger than ever in 2022! Our eighth annual event welcomed over 700 guests to the brand-new Lexington Market for a sneak peek at construction progress. WBAL's Jason Newton and Mayor Brandon M. Scott helped to rally the crowd before In the Dark Circus Arts climbed more than 40 feet to deliver an aerial performance guests won't soon forget.



## 2022 RESULTS

15+ LOCAL BUSINESSES  
AND PERFORMERS SUPPORTED

OVER 700 ATTENDEES

\$242K+ RAISED



**SPONSORS** **PRESENTING:** BGE **PLATINUM:** M&T Bank; University of Maryland, Baltimore; Venable LLP; Whiting-Turner **GOLD:** CareFirst BlueCross BlueShield; Continental Realty Corporation; Greater Baltimore Board of Realtors, Johns Hopkins University & Medicine, MCB Real Estate, University of Maryland Medical System **SILVER:** Ballard Spahr, Ernst & Young; GRF CPAs & Advisors, Harbor East, Kaine Investments, McHenry Row, P. Flanigan & Sons, Inc. **BRONZE:** Brown Advisory; Cross Street Partners; Domino Sugar; Enterprise Community Partners; First National Bank; Greater Baltimore Committee; Hohm Highlandtown (Workshop Development, CLD Partners, Old Town Construction); The Kaufman Family; Morris & Ritchie Associates, Inc.; Rosenberg Martin Greenberg; Transamerica; University of Baltimore, College of Public Affairs; Whiteford, Taylor & Preston **MEDIA & IN KIND:** 92Q Jams; Audacy; Baltimore Business Journal; WBAL-TV 11; Baltimore Public Markets Corporation; Downtown Partnership of Baltimore; Old Line Spirits; Parking Authority of Baltimore City AND many generous individuals.



**Thank you to our 2022 Event Chair, Augie Chiasera, Regional President, M&T Bank.**

# Supporters

**Thank you to the generous individuals, foundations, and businesses that made contributions during Fiscal Year 2023 (July 1, 2022 – June 30, 2023).**

## THE CITY OF BALTIMORE

### CORPORATE & FOUNDATION SUPPORTERS

#### **\$20,000 and Above**

Ballard Spahr LLP  
 Baltimore Equitable Insurance Foundation  
 BGE  
 The Jacob and Hilda Blaustein Foundation  
 The Goldseker Foundation  
 Joseph & Harvey Meyerhoff Family Charitable Funds

#### **\$10,000 - \$19,999**

CareFirst BlueCross BlueShield  
 Continental Realty Corporation  
 Greater Baltimore Board of Realtors  
 Johns Hopkins University & Medicine  
 M&T Bank  
 MCB Real Estate  
 Transamerica  
 The T. Rowe Price Foundation  
 University of Maryland, Baltimore  
 University of Maryland Medical System  
 Venable, LLP  
 Harry & Jeanette Weinberg Foundation  
 Whiting-Turner

#### **\$5,000 - \$9,999**

GRF CPAS & Advisors  
 Harbor East  
 Kaine Investments  
 McHenry Row  
 P. Flanigan & Sons, Inc.

#### **\$1,000 - \$4,999**

Baltimore Community Foundation  
 Brown Advisory  
 Cross Street Partners  
 Domino Sugar  
 Enterprise Community Investment  
 Ernst & Young  
 Greater Baltimore Committee  
 Morris & Ritchie Associates, Inc.  
 University of Baltimore College of Public Affairs  
 Whiteford  
 Workshop Development

#### **Under \$1,000**

The Aaron Straus & Lillie Straus Foundation

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## INDIVIDUAL SUPPORTERS

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### ***\$1,000 and above***

John & Carolyn Boitnott  
Ned Filipovitz  
Roger Hartley  
The Kaufman Family  
Jon Kucskar  
Susan Schipper

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### ***\$250 - \$999***

Councilmember Kristerfer Burnet  
Barry Cronin  
Aaron Fishbein  
John G. Folkemer  
Ben Hyman  
Nancy Kass & Sean Tunis  
Douglas McCoach  
Joseph McNeely  
Aaron Moore  
Betsy Nelson  
Bill & Sharon Reuter

### ***Under \$250***

Blair Adams  
Margarita Cambest  
Cheryl Casciani  
Anthony Conrad III  
Barbara K. Dent  
Mary Pat Fannon  
Julie French  
Steven Gondol & Marisa Vilardo  
Ross Hackett  
Elizabeth Koontz  
Lauren A.R. Koslow  
Jessica Leonard  
Dayna Mason  
Jolie H. Matthews  
Annie & Michael Milli  
Irene Mabry Moses  
Shane Prada  
Suzi Senna  
Scott Serafin  
Crystal Sykes  
Juan & Kathleen Vazquez

### ***License Plate Supporters***

James Iacone  
Daniel Pulliam  
Suzanne Rogers  
Alexandra Smith  
Mica Varga  
Vic Victoriano  
Kim Wiggins  
Tony Williams



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## BUSINESS PARTNERS

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### ***Mortgage Lenders***

Benchmark Mortgage  
CMG Mortgage Inc.  
Fairway Independent  
Mortgage Corporation  
First Home Mortgage Corporation  
Fulton Mortgage Company  
Healthy Neighborhoods, Inc.  
HomeTown Lenders, Inc.  
MECU Credit Union  
Meridian Bank  
Neighborhood Housing Services  
of Baltimore  
PrimeLending  
Prosperity Home Mortgage, LLC  
Sandy Spring Bank  
Truist Bank

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### ***Housing Developers***

Charm City Buyers  
Habitat for Humanity of the  
Chesapeake, Inc.  
Henderson Crossing, LLC  
Rebirth Development  
ReBUILD Metro, Inc.

### ***Apartment Providers***

Horizon Property Management LLC

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### ***Real Estate Brokerages & Teams***

Frank Oliver & Company  
Garner & Co  
New Home Team of MD  
Next Step Realty, LLC  
The Real Estate Store of MD  
Realty One Group Universal

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### ***Real Estate Agents***

Ashley Aitken  
Nzinga Anderson  
Charde Barksdale  
Chanelle Barnes  
Kate Barnhart  
LA Benn  
Shira Bethea  
Vernise Bolden  
Jehri Boseman  
Jalisa Breckenridge  
Violet Bridges  
Travis Brock

Natalya Brusilovsky  
Joyce Burriss  
Tonette Campbell  
Susan Carroll  
Jadaya Cason  
Matthew Centeio-Bargasse  
Chris Chamberlin  
Collin Christian  
Bessie Conway  
Gabriela Czerwinska  
Anita Davis  
Carol Davis  
Darnell Davis  
Jill Dennis  
Raneeka Doharty  
Gabriel Dutton  
Clausen Ely  
Melissa Evans  
Krista Everett  
Jason Fillipou  
Elaine Fordham  
Mary Ann Foreman  
Michael Frank  
Tamika Gauvin  
Erik Grooms

Jennifer Habte  
Elizabeth Hafey  
Rebecca Hall  
Tiffany Hayes  
Cliff Henderson  
Kenya Hill  
Kevin Holley  
Kim Lally Holmes  
Cleveland Horton  
Kelsey Hurson  
Sean Hutchens  
Joseph Jones  
Jamie Koehler  
Michael Kulnich  
Mark Lee  
Rachel Leflore  
Michael Levine  
Brenda Loney  
Christopher Macon

Jennifer March-Zappacosta  
Jennifer Marsh  
Joseph Mayo  
Kelsey McCoskey  
Caroline Meredith  
Tiffany Mickey  
Tyra Mitchell  
Lisa Moore  
Daniel Morris  
Mark Moyer  
Myisha Murchison  
JoJo Olaseha  
Ashley Osineme  
Tanika Owens  
Amanda Paris  
Louis Perkins  
Diana Pham  
Christina Ramsey  
Michael Rawls

Molly Reed  
Naomi Reetz  
Lori Rogers  
Rich Rudy  
Stephen Sattler  
Timothy Schlauch  
Amanda Schwartzkopf  
Sade Sims  
April Smith  
Juanita Smith  
Paul Stagg  
Brianna Stevenson  
K. Dale Terrill  
Shelia Thomas  
Daniel Thompson  
Emily Trageser  
Nicole Wallace  
Kari Walling

## **Other Businesses**

Allstate Insurance,  
Jamie Hylton Agency  
Charm City Insurance  
Group LLC  
Four Twelve Roofing LLC  
Home Title and Escrow  
Homecheck Inspection  
Services, Inc.  
Integrity Title &  
Escrow Company  
MiCasa Title Group, LLC  
National Fair Housing  
Alliance  
State Farm Insurance,  
Liz Sherstad (Agent)

## **FY23 BOARD OF DIRECTORS**

### **President**

**Kate Williams** | Wilmington Trust

### **Vice President**

**Jennifer McCahill** | GRF CPAs & Advisors

### **Treasurer**

**Barry Cronin** | PNC Bank

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**Taylor Stewart** | Leadership for Educational Equity

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**Pierce Flanigan** | P. Flanigan and Sons

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### **Member-At-Large**

**Jerome Gray** | Jerome C. Gray Architect LLC

### **Member-At-Large**

**Ashiah Parker** | No Boundaries Coalition

**Rick Abell** | U of Digital

**Kristerfer Burnett** | Baltimore City Council, District 8

**Liam Davis** | Baltimore City Department of Transportation

**Aaron Fishbein** | Transamerica

**Darius Graham** | The Greater Washington Community Foundation

**Elizabeth Hafey** | Axiom

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**Brooke Kaine** | Kaine Investments

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**Jon Kucskar** | Johns Hopkins University

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**Karl Popp** | Ernst & Young LLP

**Susan Schipper** | Venable LLP

**Eric Stephenson** | Southway Builders, Inc.

**Toni St. John** | Baltimore Collegetown Network

**Maggie Villegas** | Baltimore Creatives Acceleration Network

**Anthony Watters** | More Watter co.

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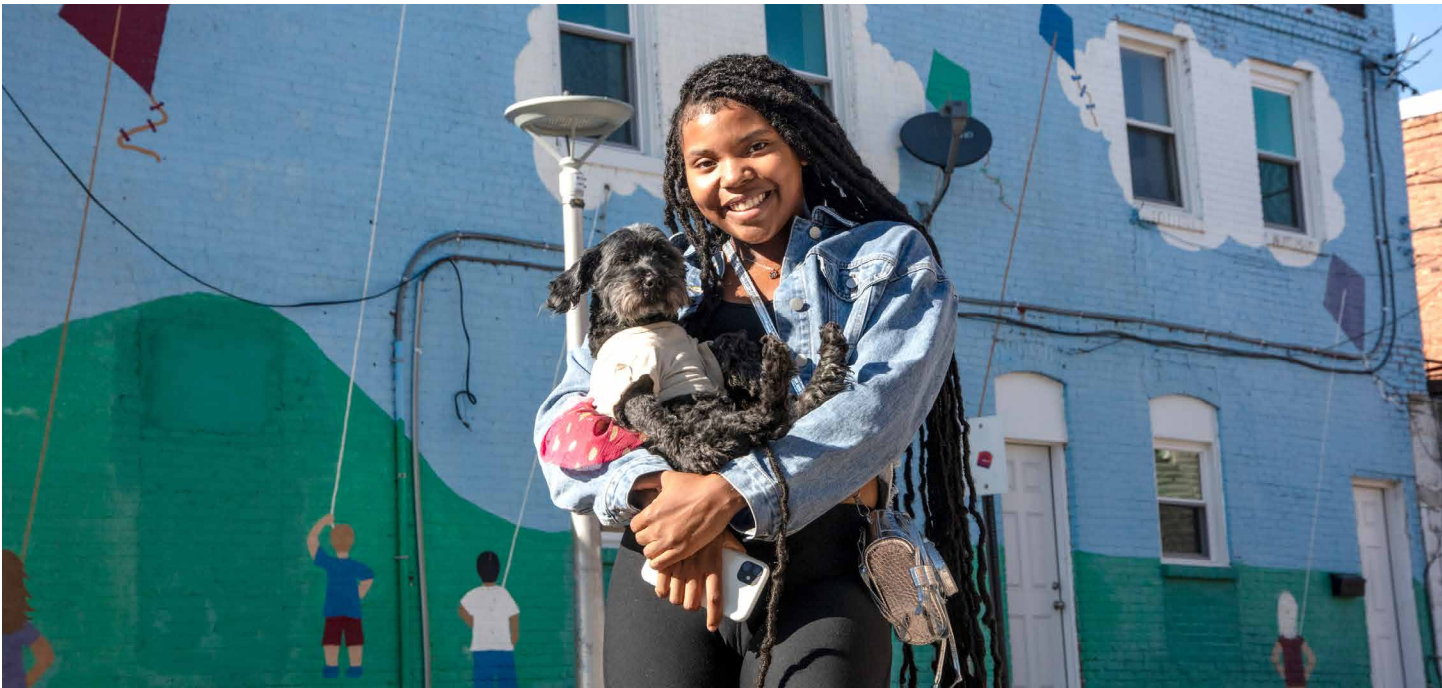
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