

**Organization:** Maryland Dept of Housing & Community Development

**Community Size:** Large (More than 200,000)

**Project Name:** The Union Collective

**What's unique about this project:** The Union Collective is an assembly of independently-owned, Baltimore-based businesses set under one roof and anchored by UNION Craft Brewing. Housed in a 155,000 sq. ft formerly vacant Sears warehouse, the Union Collective has revitalized an industrial area into a vibrant manufacturing, retail, and community gathering space in Baltimore City. Tenants include Union Craft Brewing, The Charmery (ice cream manufacturing), Vent Coffee Roasters, Well Crafted Pizza, Earth Treks (indoor climbing gym and yoga studio), and The Wine Collective.

**How did this project diversity the economy:** The real estate tax assessment of the site more than doubled following development to \$6,820,000. 150 jobs have been created by businesses located in the formerly vacant warehouse.

**Contributions to economic development best practices:** The Union collective is an example of the adaptive reuse of a formerly vacant industrial building into a vibrant mixed commercial/manufacturing site.

**Coordination of Partnerships:** The success of this project is the result of collaboration among multiple public and private partners including, Seawall Development, Union Craft Brewing, Enterprise Loan Fund Partners, the Reinvestment Fund, Harbor Bank, Baltimore Development Corporation and the Maryland Department of Housing and Community Development's Neighborhood Businessworks Program. For getting creative with financing to make the project a reality. Union Craft Brewing, together with the principals of Seawall development, created momentum for small businesses expansion in the Medfield/Hampden area.

**Leverage of Resources:** The initial \$2.1 million borrower contribution leveraged an additional \$12.5 in private financing from the Enterprise Community Loan Fund.

**Innovation and Creativity:** The adaptive reuse of this formerly vacant structure breathed new life into the building and surrounding community. The building combines like minded Maryland businesses under one roof. The Union Collective has transformed a large vacant property from a community liability to an asset, generating new foot traffic and retail activity that supports the ongoing revitalization of the surrounding community. The building meets development standards comparable to LEED Silver certification.

**Jobs (before):** 0

**Jobs (after):** 150

**Source of Funds (public sector):** \$1,065,000 Neighborhood BusinessWorks financing from the Maryland Department of Housing and Community Development,, \$1,000,000 loan guarantee from the Maryland Housing Fund

**Source of Funds (private sector):** \$12.5 million from the Enterprise Community Loan Fund, \$2.1 million borrower initial investment.

**Leverage Resources (initial):** 2100000.00

**Leverage Resources (total):** 15665000.00

**Expansion of Tax Base (before):** 2871500

**Expansion of Tax Base (after):** 6820000

**ROI:** 150 jobs have been created by businesses located in this formerly vacant warehouse. That number is estimated to double within the next 5 years. Real estate taxes collected for the property have increased from \$70,142 for the tax year 2017-2018 to \$144,510 for the 2018-2019 tax year.

**Impact on Employment:** 150 new jobs have been created by businesses located in this formerly vacant warehouse. That number is projected to double within the next five years.

**Expansion of the Tax Base:** The real estate tax assessment of the property increased by \$3,948,500 following development. Businesses located in the Union Collective are generating new sales and payroll taxes.

**Diversification of Economy:** A new community hub powered by Baltimore-based manufacturers and anchored by UNION Craft Brewing, the Union Collective opened to the public in late spring 2018. Located at 1700 West 41st Street in Baltimore City, the Union Collective is an assembly of independently-owned, Baltimore-based businesses set under one roof and anchored by UNION Craft Brewing. Housed in a 155,000 sq. ft formerly vacant Sears warehouse, the Union Collective has revitalized an industrial area into a vibrant manufacturing, retail, and community gathering space in Baltimore City. Tenants include Union Craft Brewing, The Charmery (ice cream manufacturing), Vent Coffee Roasters, Well Crafted Pizza, Earth Treks (indoor climbing gym and yoga studio), and The Wine Collective.

The Union Collective reports receiving 10,000 visitors per week. The continued lease up of space in the building will increase the number of weekly visits, supporting continued revitalization of the area.

**Files**

<https://www.medamd.com/index.php?gf-download=2019%2F12%2FUnion-Collective-Photos.docx&form-id=12&field-id=40&hash=11b958b23b78da890d7f76a0dc913f1a9f5ba0c644e5c909830ec19015cfbcc5>