

Last night, as the votes were tallied on the City Council, BUILD celebrated a historic win on so many levels. [Baltimore Sun: Council Advances Port Covington Deal](#)



First and foremost are the highlights of the deal:

- a 30% local hiring mandate on all infrastructure construction jobs with a 30% goal of *all on-site* jobs
- \$10 million investment in minority & women owned business firms
- a \$24 minimum wage across the site for infrastructure
- \$25 million workforce development center that will also create a pipeline for local hiring for all permanent jobs
- 1,060 affordable housing units
- And profit sharing that treats the city as the investor that it is.



At the beginning of negotiations, Sagamore started with hollow promises and commitments of \$10 million for the city. By the end of negotiations, they agreed to the first ever mandate for local hiring and affordable housing and \$135 million investment in workforce development, youth opportunities, and neighborhood development.

We moved from goals to mandates, promises to shared accountability, from wishful thinking to strict enforcement. Truly, this is a historic win for the city of Baltimore and as the Baltimore Sun pointed out recently, only BUILD could pull it off - [Sun Endorses Deal](#).

“More than any other organization, it was the coalition of churches known for 30 (sic) years as BUILD that did it.”

<http://communityarchitectdaily.blogspot.com/2016/09/sagamore-and-baltimores-future.html?m=1>

As in any negotiation, no one got everything they wanted. Holding education funding harmless is a statewide problem requiring a statewide solution. To mitigate a loss until a solution is found, Sagamore Development agreed in writing *to not request or receive issuance* of TIF bonds if education funding projections showed detriment to Baltimore City Schools. BUILD will need to work with other organizations and the next Mayor to act to resolve this issue and to ensure that projected loss includes all state funding related to the TIF.



Based upon our best political calculations, we negotiated the best possible deal for this City. Others chose different strategies to do their best to get what they deemed a better deal, and it was unfortunate that some ended negotiations. In the end, we look forward to relating to all organizations that work to BUILD One Baltimore.

"We learned no one could buy BUILD because you didn't ask for anything for yourself."

We would not have been here without Council President Jack Young and Councilman Carl Stokes forcing parties to the table and championing what they felt was best for the City. Sagamore Development is to be commended for negotiating with BUILD in good faith and believing in the vision to BUILD One Baltimore together. Together, we showed that corporate, faith, neighborhood and elected leaders can work shoulder to shoulder to unite our City.

But the win was historic on a power pattern, too, because BUILD moved to the center of city power. The next developers who seek a TIF will know they must meet with BUILD if they have any hope of coming to the public trough. If those developers do their research well, they'll call up Sagamore Development, who will tell them what one of their top leaders told us recently, "In this effort, we learned who really represents the community. We learned no one could buy BUILD because you didn't ask for anything for yourself."

Power flows through relationships

As is the case for all BUILD victories, no one individual brought about this win on his or her own. Just like in the book of Nehemiah, BUILD institutions manned their gates, took responsibility for teach-ins, turnouts, and actions and applied tension in the public arena on multiple days, in multiple venues, sometimes with very short notice during a summer when many had hoped to rush through this TIF like so many other developers.

BUILD's strength is that every decision is made by teams of people who have earned their place at the table - leaders who put in the time and the effort to shepherd a following through relationships that can withstand the sharp elbows and harsh rhetoric in the public arena.

We celebrate those relationships through which our power flows. **We celebrate you.** Thanks to each of you BUILD has earned a new round of respect from all corners of our city. Take a moment to savor the victory before we press on toward the next goal that God places before us, as we continue to BUILD One Baltimore together.

Revs. Glenna Huber & Andrew Foster Connors, BUILD Clergy Co-Chairs



Please see press list documenting our campaign, BUILD One Baltimore - Port Covington TIF