**GBC Vision**
Greater Baltimore - Baltimore City and the five surrounding counties (Anne Arundel, Baltimore, Carroll, Harford and Howard Counties) - will be recognized as a leader in the global economy.

**GBC Mission**
The mission of the Greater Baltimore Committee is to improve the business climate of the Greater Baltimore region by organizing its corporate and civic leadership to develop solutions to the problems that affect the region’s competitiveness and viability.

**The GBC's Regional Perspective**
Regions, not individual jurisdictions, are the primary economic competitors in the global economy. Successful regions are characterized by healthy and viable core areas, while regions with declining core areas do not perform as well.

The synergy among central cities and the jurisdictions around them is critical to a region’s success. A thriving urban area energizes a region and serves as a catalyst for economic and cultural growth. In Greater Baltimore, strengthening regional ties and collaboration benefits the entire region.
GBC fully engaged in a year of impact

In 2007-08 the Greater Baltimore Committee board, members and staff worked aggressively on long-term priorities that relate directly to strengthening the business climate in the Greater Baltimore region.

Following is a summary of accomplishments during the past year on top GBC priorities.

Speaking up for business on policy issues. The GBC was a key participant in the campaign that resulted in the repeal of the 6 percent sales tax on computer services that was enacted during the November special session of the General Assembly.

The GBC’s policy work in the General Assembly also included support for strengthening and protecting transportation funding, ratifying the energy settlement between Maryland and Constellation Energy Group, continuing tax credits for bioscience, R&D, and commercial rehabilitation of historic buildings; expanding small-business eligibility for state procurement programs, and many other issues that would enhance our state’s business climate.

Funding transportation infrastructure. During the General Assembly’s November 2007 special session, the GBC was a leader for additional transportation infrastructure funding, which contributed to the enactment of $400 million in annual increased funding to state’s Transportation Trust Fund. This represents progress. However, in its 2008 session, the General Assembly diverted, for five years, $50 million of the annual increase from the trust fund to compensate for the computer services tax repeal. The GBC will continue to advocate for stronger funding for roads, transit, port and airport facilities in the state.

Nurturing life sciences industry growth. Baltimore gained 450,000 square feet of new bioscience lab and office space in spring 2008. The UMB BioPark on the city’s west side opened its second building in March. The first bioscience building at the Science + Technology Park at Johns Hopkins on the east side opened in April. The GBC created a member-driven bioscience committee. More than 150 entrepreneurs, scientists and advocates attended the GBC’s third annual Greater Baltimore Region Bioscience Awards event in March. GBC advocacy in Annapolis included support for bioscience tax credits, funding for bioscience parks and for the development of nanobiotechnology research at Maryland’s universities.

Minority and women-owned business development. The GBC strengthened its advocacy for development of the region’s minority-owned and women-owned business sector. The GBC increased its staff and online resources in support of its Bridging the Gap initiative. Events included the first annual Health Care Vendor Fair, presented in collaboration with regional health care institutions to educate minority and women-owned businesses about procurement opportunities in health care. The Bridging the Gap procurement project involving MedStar Health, Johns Hopkins Hospital and Health System, and the University of Maryland Medical System has produced a 42 percent increase in purchases from minority-owned and women-owned businesses over a three-year period. The GBC is working with the Maryland Hospital Association to expand this program across the state.

BRAC-related growth and other economic development. The GBC worked closely with elected leaders from Baltimore City, central Maryland counties and the state on growth management and infrastructure development issues related to Base Realignment and Closure (BRAC). The GBC is active on the two major BRAC councils, the state’s BRAC subcabinet, and a number of regional groups working to address BRAC-related issues.

Meanwhile, the GBC is playing a leading role in laying the groundwork for building a new facility to replace the 46-year-old 1st Mariner Arena in Baltimore City. The GBC helped fund an operational efficiency study of the existing arena and participates on a study group to analyze options and to make recommendations for moving forward with a new arena project.

Strengthening education resources. In Annapolis, the GBC supported increased funding for higher education institutions and also the consolidation of the state’s adult education literacy programs with its workforce development initiatives. The GBC also worked closely with secondary education leaders to enhance education for careers in technology and supported efforts to strengthen private-sector programs to train high school graduates for bioscience industry jobs.

Baltimore and D.C. area business teamwork. The GBC worked with the Greater Washington Board of Trade to increase transportation funding, expand mass transit in the Baltimore and Washington metropolitan areas, and to strengthen the region’s workforce preparedness.

These are just a few examples of the GBC’s work, outlined in this report, for which our organization has earned the respect of private-sector and government leaders as a highly credible advocate for strengthening Maryland’s competitiveness.

As it has done for more than 50 years, the GBC continues to provide vital business and civic leadership that impacts the Baltimore region and state and delivers high value to our members. We remain grateful for the GBC board’s vigorous commitment and the investment of time, talent and resources from our growing membership as we work together to build a stronger business climate in Baltimore and Maryland.

Atwood “Woody” Collins III
GBC Chair

Donald C. Fry
GBC President & CEO
impact of the GBC...

"Since 1955, the Greater Baltimore Committee has been an invaluable partner in improving Baltimore region’s viability and competitiveness. GBC’s research, reporting, outreach, advocacy and networking continue to help shape and guide the region’s vision for business and economic development. Working with organizations like GBC, the O’Malley-Brown Administration is working hard to build on Maryland’s economic strengths, including a highly educated workforce, excellent public schools and an established transportation network, to create jobs and improve economic opportunities for all Marylanders."

— Martin J. O’Malley, Governor of Maryland

"The Greater Baltimore Committee’s strategic regional approach to education, transportation, and economic growth has been instrumental in preparing Anne Arundel County and our regional partners for the anticipated Base Realignment and Closure (BRAC) explosion."

— John R. Leopold, Anne Arundel County Executive

"For more than 50 years, the Greater Baltimore Committee has been bringing members of the business community together with governmental and civic organizations to solve the complex problems facing our region. As Baltimore County prepares to welcome new businesses, employees, and families relocating to the county as a result of BRAC, the GBC has and will continue to play a key role in creating regional partnerships to push for major transportation projects and funding that are now more important than ever."

— James T. Smith, Jr., Baltimore County Executive

"As Mayor of Baltimore, I am extremely pleased with what the Greater Baltimore Committee has accomplished in the past year, and what our participation in the GBC has done for the City. As we prepare to welcome potentially thousands of new residents through the BRAC process, GBC has played a key role in securing needed transportation funding, solving problems that improve our competitiveness as a city and region, and teaching critical leadership skills to the next generation of Baltimore leaders. Our City is growing, and is poised to capture the industries of the future in our two biotechnology parks. 2007 was a great year for the city, and with the GBC’s help, 2008 can be even better."

— Sheila Dixon, Mayor of Baltimore City

"The Greater Baltimore Committee plays an important part for the Baltimore region. Transportation, business development, and preparing for Base Realignment and Closure (BRAC) is very important to all of us. Working together and sharing information makes the region stronger and more viable for businesses located here and to those that we would like to attract."

— Julia W. Gouge, Commissioner/President, Carroll County Board of Commissioners

"Long term economic success can only be achieved by implementing a regional approach to the complex issues of improving transportation, growing our technology industry, educating our future workforce and preparing for BRAC. The Greater Baltimore Committee continues to be a vital resource in achieving these goals."

— David R. Craig, Harford County Executive
“When it comes to discussion of what is best for the Baltimore region’s business community, the GBC has proven to be one of the best voices of reason. As a locally elected official I thoroughly appreciate the forward-thinking research and policy dialogue — particularly in the area of transit and transportation — that is often sparked by the Greater Baltimore Committee.”

— Kenneth S. Ulman, Howard County Executive

“The Greater Baltimore Committee is one of Baltimore’s most effective advocates — building coalitions to really get things done. I’m so proud of the GBC because we fight for same things and share the same goals — economic growth, community revitalization and job creation. When I said I was dedicated to turning Maryland’s BRAC challenges into BRAC opportunities, I knew I could count on the GBC to get involved, get engaged, and get moving on regional plans to help us transition our great state with new growth. Like GBC, I believe in deeds, not just words. That is why I continue to fight every day to make sure Maryland stays competitive. With GBC on my team, I know that while each of us can make a difference, it’s together we can make change.”

— Barbara A. Mikulski, U.S. Senator, Maryland

“The Greater Baltimore Committee (GBC) has long been a driving force behind the redevelopment and revitalization of the Baltimore region. Through its resources and vast network of supporters and partnerships, GBC is solidifying the Baltimore region as a national leader in economic development and opportunity.”

— John P. Sarbanes, U.S. Representative, 3rd Congressional District, Maryland

“Jobs are the gasoline that fuels our economy. The Greater Baltimore Committee plays a pivotal role bringing business leaders together with local, state, and federal officials to construct policy that creates jobs and strengthens the Maryland economy.”

— C.A. Dutch Ruppersberger III, U.S. Representative, 2nd Congressional District, Maryland

“The Greater Baltimore Committee (GBC) provides outstanding leadership in the effort to develop businesses as we revitalize Baltimore. I especially commend the GBC for its steadfast efforts to open doors of opportunity for small, minority and women-owned businesses through the Bridging the Gap Initiative. The GBC aptly applies the understanding that an effective business environment is an inclusive business environment.”

— Elijah E. Cummings, U.S. Representative, 7th Congressional District, Maryland
The Greater Baltimore Committee is a regional, membership organization of more than 500 businesses, nonprofit organizations, and educational and civic institutions. Members are located in Baltimore City and Anne Arundel, Baltimore, Carroll, Harford, and Howard counties.

The GBC’s mission is to improve the business climate of the Baltimore region by organizing its corporate and civic leadership to develop solutions to the problems that affect the region’s competitiveness and viability. Founded in 1955 by a small group of business leaders that included renowned developer James Rouse, the GBC has played a decisive role in Baltimore’s acclaimed downtown ‘renaissance.’

The GBC’s work today includes identifying and nurturing major business development opportunities in the region; and strengthening the region’s business, transportation, education, health care, and technology resources.

Through its member-driven committees and industry groups, the GBC identifies major issues that are crucial to the region’s business growth. The GBC then plays an influential role in developing public strategies for action on key issues.

The GBC provides members with a broad range of information and reports through its electronic and print publications, including its website, www.gbc.org. The GBC also offers a comprehensive, year-long schedule of programs and networking events for executives and business professionals on topics ranging from corporate teamwork to updates on key business climate and public policy issues.

The GBC houses The Leadership, an acclaimed year-long orientation for emerging leaders from the region’s business, nonprofit organizations, and government agencies.

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Top GBC Priorities in 2007-08

- Speaking up for business; nurturing business support on policy issues
- Developing a regional transportation system; enabling the region to grow and thrive in the coming decades
- Nurturing bioscience, life science and technology industry growth
- Strengthening minority and women-owned businesses in the region
- Preparing for growth from Base Realignment and Closure (BRAC) and other economic development
- Developing teamwork between Baltimore and Washington, D.C. area business advocates
- Strengthening education resources in the region
- Delivering value to GBC members
THE WORK OF THE GBC
OUTCOMES 2007-2008

Speaking up for business; nurturing business support on policy issues

- Voiced strong support for the repeal of the sales and use tax on computer services at 6 percent noting the tax would cripple Maryland’s IT industry and cost the state jobs. Efforts included a banner web ad campaign, a new GBC Web page, www.gbc.org/saveourjobs, radio commentary, and other electronic communication.
- Urged Maryland Governor Martin O’Malley and lawmakers to conduct a “vigorous examination” of state programs and departments to eliminate waste and ineffective programs, prioritize spending, and identify savings to address deficit issues.
- Successfully advocated for modifications to the small business reserve program to expand its ability to provide much needed loans for small businesses in Maryland.
- Engaged businesses and nonprofits in the region in an effort to increase the number of summer jobs available to Baltimore City high school students through Baltimore Mayor Sheila Dixon’s YouthWorks Program.
- Partnered with the League of Women Voters of Baltimore City, WBAL-TV, and Maryland Public Television to present a live televised forum for Baltimore City mayoral candidates.

Developing a regional transportation system; enabling the region to grow and thrive in the coming decades

- Voiced strong support during General Assembly special and regular sessions for increased funding to strengthen the state’s transportation infrastructure. As a result, General Assembly enacted more than $400 million in increased funding to state’s Transportation Trust Fund.
- GBC, the Maryland Chamber of Commerce, and the Greater Washington Board of Trade initiated a study to quantify the economic impact of Maryland’s traffic congestion and to gauge the benefits of increasing transportation funding in the state. The study Investing in Maryland’s Transportation Infrastructure: the Costs and Benefits to Workforce and Family, reflected roadway congestion costs in the Baltimore-D.C. area of more than $3 billion per year, $2 billion in D.C., and $1 billion in Baltimore.
- Launched a month-long television advertorial campaign to alert Marylanders to the need to increase funding in the Transportation Trust Fund for new highways, transit, port and airport facilities by at least $600 million per year.
- Advocated for the creation of a “firewall” between the Transportation Trust Fund (TTF) and the General Fund to protect transportation funding resources from being borrowed for other purposes.
- Voiced support for measures to nurture economic development near transit stations and create BRAC-related special development zones.
- Supported proposals to study the potential creation of a Baltimore Regional Transportation Authority.
- Provided input on Transportation Outlook 2035, the long-range transportation plan for the Baltimore region.
- Worked closely with the City of Baltimore, along with other interested groups, to evaluate the viability of a shuttle/circulator service for use by Downtown employees, residents, and visitors.
- Participated in a subgroup review of Maryland Transit Administration proposal for expanding MARC train service to Wilmington, Delaware, to serve Aberdeen Proving Ground.
- Participated in AMTRAK Northeast Corridor action group, Business Alliance for Northeast Mobility, to push Congress to make a high speed rail network in the northeast corridor a priority.
- Supported the development of a proposed Baltimore-Washington corridor Maglev system.
- Mayor Sheila Dixon appointed GBC President and CEO Donald C. Fry and GBC Board member Kenneth R. Banks, president, Banks Contracting Company, to co-chair the Baltimore City Transportation Investment Commission 2007.
- Maryland Governor Martin O’Malley appointed GBC President and CEO Donald C. Fry to serve on the Maryland Port Commission until 2010.
Nurturing bioscience, life science and technology industry growth

- Baltimore gained 450,000 square feet of bioscience lab and office space as UMB BioParks’ second building opened in March 2008 on the city’s west side, and the first bioscience building at the Science + Technology Park at Johns Hopkins on the east side opened in April 2008.
- Baltimore region maintained its 1st place ranking for academic research and development investment among 20 U.S. regions studied for the 2007 State of the Region Report, according to data released by the GBC.
- Voiced support for biotechnology investment and research and development tax credits in the 2008 Maryland General Assembly session.
- Supported the continued state investment in bioscience facilities and urged the legislature to recognize the business opportunities for the Baltimore region and the state that this industry represents.
- Supported biotechnology scholarships and emerging nanobiotechnology research in Maryland.
- Advocated for more training for entry-level jobs in bioscience and job placement for city residents who are high school graduates.
- Supported increasing the percentage of state pension fund dollars invested into private equity including venture capital.
- For the fifth consecutive year, GBC and The Daily Record published an annual biotech report, a special section profiling accelerating bioscience business development in the region.
- GBC presented the third annual bioscience awards, honoring three firms and a university in the region for outstanding achievement.
- Presented, for the fourth year, a highly substantive speaker series featuring prominent leaders in the region’s bioscience community in 2007. Six speakers have been scheduled for 2008.

Strengthening minority and women-owned businesses in the region

- Supported legislation fostering economic growth for minority and women-owned businesses.
- Launched inaugural Bridging the Gap e-newsletter to more than 3,000 GBC members and the business community. The e-newsletter was named a Gold winner of 2007 Hermes Creative Award, an international competition that honors excellence in concept development, writing and design.
- Launched a new Web site for Bridging the Gap Achievement Awards Ceremony.
- Held major event with keynote speaker Kweisi Mfume, former congressman and past president of the NAACP, who promoted the private sector’s role in growing and strengthening the minority business sector.
- Held a number of professional development/networking events, including “Networking for Business Success” and “Using Technology To Successfully Market Your Company.”
- Developed an extensive mailing list to provide timely information to the minority and women-owned business community.
- Collaborated with regional health care institutions to produce the first annual Health Care Vendor Fair, to educate the minority and women-owned business population about procurement opportunities in healthcare.
- Hosted fourth annual Bridging the Gap minority business achievement awards, honoring 12 winners, November 2007.
- Published fourth annual Bridging the Gap special section in the Baltimore Times and The Daily Record.
Preparing for growth from Base Realignment and Closure (BRAC) and other economic development

- GBC President and CEO Donald C. Fry joined elected leaders from Baltimore City and three central Maryland counties in signing a pact on April 25, 2007 pledging teamwork on growth management and infrastructure development to address BRAC impact.

- Helped fund Baltimore’s 1st Mariner Arena operational efficiency study; served on advisory panel that will determine the size, location, design, and financing for a new arena proposal and options.

- GBC President and CEO Donald C. Fry was appointed to serve on the Baltimore Development Corporation’s Superblock advisory panel.

- Urged region’s top elected officials to include BRAC-related initiatives in the draft plan, “Outlook 2035,” to prioritize transportation projects for the region through 2035.

- Supported legislative measures authorizing the creation of special development zones near military bases in Maryland earmarked for growth related to BRAC.

- Participated in two BRAC councils: Chesapeake Science and Security Corridor (CSSC) group regarding Aberdeen Proving Ground & BRAC; and Fort Meade Regional Growth Task Force.

- Served on Maryland Lt. Governor Anthony G. Brown’s BRAC Subcabinet subgroup on transportation, workforce development, and education. Produced reports incorporated into Lt. Governor’s overall BRAC plan.

- Continued to work with leaders of the business community and the Baltimore City Planning Department on a number of key business climate issues.

- Brooklyn Gateway Initiative: worked with City government officials and community stakeholders to establish a safe, healthy, and vital community as a gateway into our city.
Developing teamwork between Baltimore and Washington, D.C. area business advocates

- Worked with the Greater Washington Board of Trade (GWBOT) to strengthen the region’s workforce preparedness. Both organizations worked to develop a regional strategy to recruit and retain highly qualified skilled employees in the area.
- Collaborated with the GWBOT to increase transportation funding, urging for the expansion of mass transit in the Baltimore and Washington metropolitan areas. The two groups are also working to advance an awareness of the importance of transportation within the region.

Strengthening education resources in the region

- Higher Education Funding: supported significant financial enhancements to the public and private higher education system in Maryland as an investment toward future economic growth.
- Supported increasing the corporate tax rate from 7 to 8 percent with the provision that a portion of the tax revenue be used to fund the Higher Education Investment Fund.
- Supported continued funding of charter schools.
- Worked with New Leaders for New Schools to support their request for a three-year renewal of their contract with the Baltimore City Public School System.
- Hosted focus groups as part of the selection process for the new Baltimore City Public School System CEO.
- Created, with the Baltimore Curriculum Project, a business training program for a cohort of charter school principals for a one year period through Inner Circles of Baltimore, an executive training organization.
- Teachers’ Incentive Tax Credit: advocated for legislation to provide tax credits for teachers who commit to teach in jurisdictions with challenged schools or in the math, science and special education fields.
Delivering value to GBC members

- More than 60 new members joined the GBC in 2007.
- GBC events attracted a combined audience of more than 5,000, including more than 850 members and guests at the GBC’s Annual Meeting in May 2007.
- Held first Emerging Business Council meeting. This council serves as a voice for small and emerging businesses in the Baltimore region.
- Received national recognition on Energy Policy TV for the GBC’s October 2007 Business Outlook Conference on energy.
- Launched a new online membership directory with advanced search features.
- GBC President & CEO Donald C. Fry, GBC Chairman Atwood “Woody” Collins III, president and CEO of M&T Bank’s Mid-Atlantic Division, were among executives from 26 GBC-member companies named by the Daily Record to its 2008 “Influential Marylanders” list.
- Began hosting new member lunches quarterly, where new GBC members met with GBC President & CEO Donald Fry in a relaxed atmosphere of casual conversation.
- GBC’s “Issues and Answers” on Comcast entered its 8th year of broadcasting, with an expanded, half-hour format, for the year-long series of quality public affairs programming focusing on key issues affecting the region’s business climate.
- GBC published its e-mail members-only newsletter - GBC Leader - twice monthly in 2007-2008, regularly reaching more than 2,500 owners, CEOs, executives and employees of GBC member companies and nonprofit organizations.
- Through the State House Update, the members-only e-news report issued weekly during the General Assembly session and monthly during the interim, the GBC kept members informed about key legislative issues impacting Maryland’s business climate.
Financial Summary 2007-2008

January 1 - December 31, 2007

Revenue 2007
Total Revenue: $2,247,656

- Events: 12.7%
- Other Income: 7.3%
- Membership Dues: 80%

Expenditures 2007
Total Expenditures: $2,186,377

- Salaries, project activities: 69.2%
- Rent: 12.1%
- Meetings, postage, various office expenses: 6.4%
- Public Relations: 3.4%
- Printing and stationery: 3.4%
- Travel (including local mileage expense): 2.3%
- Interest, taxes, depreciation: 1.9%
- Telecommunications: 1.3%
**Bioscience Committee**
Works on policy issues relevant to the bioscience industry. Meets six times per year at 8:30 a.m. in the GBC offices.

**Built Environment and Regional Transportation Committee**
Tracks policy issues pertaining to the built environment (architects, contractors, engineers, subcontractors, land developers, attorneys, etc.), including zoning, land use and housing. Analyzes the region’s multi-modal transportation policies and programs and provides an informed and strategic voice to elected officials and regional leaders on transportation issues. Meets monthly at 8 a.m. in the GBC offices.

**Education Committee**
Examines the Baltimore City and regional public education systems to advocate for policies that improve education. Develops policy positions to advocate at the local and state legislative level for reform in the public school and higher education system. Meets six times per year at 8 a.m. in the GBC offices.

**Emerging Business Council**
Serves as a voice for small business by studying and developing positions pertaining to issues affecting emerging business in the Baltimore region. Recommended members are companies that have fewer than 50 employees or have been in business fewer than five years. Meets five to six times a year at 8 a.m. in the GBC offices.

**Health Care Committee**
Discusses issues and develops policy initiatives pertaining to health care and insurance industry. Meets every six weeks at 8 a.m. in the GBC offices.

**Hospitality/Tourism Industry Group**
Discusses issues pertaining to the hospitality/tourism industry such as the Maryland State Tourism Budget; tourism safety; and convention business. Each committee meeting also includes a series of brief presentations by members on what is new at their venue or in their industry. Meets every six weeks at noon in the GBC offices.

**Legislative Committee**
Advises GBC President & CEO on matters pertaining to legislative policy in Annapolis and in Baltimore City Council.

**Planning and Project Development Committee**
Examines planned or proposed economic development projects, initiatives or public policies impacting economic development in the Baltimore region. This committee serves as a forum to help the business community understand, participate in, and influence regional economic development activity. It focuses on visionary and large scale development projects, which the GBC may seek to influence on behalf of its members and the regional business community.

**Public Safety and Legal Affairs Committee**
Studies and develops positions on policy issues pertaining to public safety and legal issues affecting businesses in the region. Meets eight to ten times a year at 12 noon in the GBC offices.

**Technology Policy Committee**
Serves as a public policy advocate on emerging technology issues to be addressed by government or by private sector, and provides education and public awareness on technology-related policy issues. Meets six to eight times a year at 8 a.m. in the GBC offices.
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LifeBridge Health
MedStar Health
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Director of Membership and Member Services

Molly Buckheit
Economic Development Specialist

Tricia Ellis
Assistant Director, The Leadership

Chris Fabula
Executive Assistant to the President & CEO/Director of Events

Mickie Gray
Administrative Assistant

Robert Hellauer
Director, Regional Transportation & BRAC

Gregory Herbert
Director of Finance & Business Services

Adriel Hilton
Public Policy Fellow

Jan Houbolt
Executive Director, The Leadership

Diane Hughes
Director of Online & Web Communications

Lolita Jackson
Administrative Assistant

Roland King III
Communications/Web Site Coordinator

Kisha Lashley
Director, Bridging The Gap Initiative

Nancy Marks
Administrative Assistant

Anna Mister
Administrative Assistant
GBC Partners

Organizations launched by the GBC:

The Leadership
Jan Houbolt, Executive Director
410-727-2820, x39
www.theleadership.org
Each year, since 1983, the program has brought together approximately 40-50 handpicked Baltimore area leaders. Drawn from business, non-profits and government, they bring diverse backgrounds. White, African-American, Hispanic and Asian American, men and women, city dwellers and suburbanites, they share a common concern: the Baltimore region.

CollegeBound Foundation
Dr. Craig E. Spilman, Executive Director
410-783-2905
www.collegeboundfoundation.org
The CollegeBound Foundation is a not-for-profit organization whose mission is to help inner city students go to college. CollegeBound also awards “Last Dollar” grants to fill the gap when sufficient funds are not available through loans, scholarships, or work-study programs.

Economic Alliance of Greater Baltimore
Christian S. Johannson, President & CEO
410-468-0100
www.greaterbaltimore.org
The Economic Alliance of Greater Baltimore is the regional business development and marketing organization that focuses on bringing jobs and capital investment to Baltimore City, Anne Arundel, Baltimore, Carroll, Harford and Howard Counties.

Greater Baltimore Technology Council
Steve Kozak, Executive Director
410-327-9148
www.gbtechcouncil.org
The Greater Baltimore Technology Council is devoted to one goal: growing the region’s tech community.

Other GBC Partners

Baltimore Area Convention and Visitors Association (BACVA)
www.baltimore.org

Baltimore Development Corporation (BDC)
www.baltimoredevelopment.com

Baltimore Metropolitan Council
www.baltometro.org

Citizens Planning and Housing Association (CPHA)
www.cphabaltimore.org

Downtown Partnership of Baltimore
www.godowntownbaltimore.com

Tech Council of Maryland
www.techcouncilmd.com
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