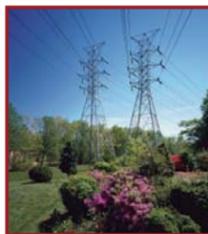


- **Collaborative advocacy.** The GBC partnered with the Marylanders for Reliable Power, as a founding member, to pursue upgrades to the state's electric power grids and lines, and to urge new construction of power plants throughout the state and conservation efforts.



#### PREPARING FOR GROWTH FROM BASE REALIGNMENT AND CLOSURE (BRAC) AND OTHER ECONOMIC DEVELOPMENT

- **Nurturing BRAC teamwork.** The GBC worked closely with top elected officials and economic development officers in the region's counties to facilitate a coordinated approach to prepare for the economic growth and to leverage BRAC-related opportunities. The GBC worked with the Governor's BRAC Subcabinet and participated in two BRAC councils: the Chesapeake Science and Security Corridor Group (CSSC) regarding Aberdeen Proving Ground, and the Fort Meade Regional Growth Management Committee.
- **BRAC advocacy.** The GBC was a key supporter of General Assembly legislation that enabled jurisdictions seeking BRAC-related growth to create special revitalization and incentive zones. The legislation, which was passed and signed into law by the governor, includes provisions for state payments to counties with BRAC zones, and allows counties to provide various incentives for businesses to locate within the zones.

#### DEVELOPING TEAMWORK BETWEEN BALTIMORE AND WASHINGTON, D.C. AREA BUSINESS ADVOCATES

- **Collaboration with Greater Washington Board of Trade.** The GBC worked with the Greater Washington Board of Trade to strengthen the region's transportation system and to address business tax issues.

#### DELIVERING VALUE TO GBC MEMBERS

- **Enhanced communications to membership**
  - The GBC published an e-mail members-only newsletter – GBC Leader – twice monthly in 2008, regularly reaching more than 2,500 owners, CEOs, executives and employees of GBC member companies and non-profit organizations.
  - Through the State House Update, the members-only e-newsletter 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.

- The GBC Web site, [www.gbc.org](http://www.gbc.org), significantly increased user traffic to just short of 4 million hits in 2008.
- **Public awareness of GBC involvement**
  - The GBC won Public Relations Society of America's (PRSA) 'Best in Maryland Award' in the "crisis communication" category for its computer services tax repeal campaign.
  - GBC President & CEO Donald Fry issued bi-weekly commentaries about regional business issues on WYPR, 88.1 FM, National Public Radio's news station.
  - 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's President & CEO Donald Fry began writing a monthly business column published in The Daily Record about issues that impact Maryland's business climate and quality of life. His first column appeared in the newspaper's October 24, 2008 statewide edition.
- **Events, programs, and committees**
  - GBC events attracted a combined audience of more than 5,500, including more than 1,000 members and guests at the GBC's Annual Meeting in May 2008. The sell-out Annual Meeting featured Chris Matthews, nationally renowned NBC commentator, analyst and best-selling author.
  - Other events included the Legislative Outlook, Business Outlook Conference, Business & Professional Development Series and other networking activities.



#### UPCOMING GBC EVENTS

**April 8, 2009**  
GBC Lunch with the Orioles

**May 5, 2009**  
GBC Annual Meeting

**October 20, 2009**  
GBC Business Outlook Conference 2010

For more information, visit [www.gbc.org](http://www.gbc.org).

 GREATER BALTIMORE  
COMMITTEE  
*Regional business leaders creating a better tomorrow ... today.*



## 2008 YEAR IN REVIEW

# PRESIDENT'S REPORT

## GBC FULLY ENGAGED IN A YEAR OF IMPACT

The Greater Baltimore Committee had an impactful and productive year in 2008. There was progress on the legislative front, membership growth and development, and noteworthy success with major policy initiatives.

Despite a challenging economic period, the GBC had a successful financial year in 2008. But like other businesses and non-profit organizations, we are cautious about 2009. Perhaps more than ever, when faced with difficult economic times, the work of the GBC is just as important - if not more important - as during good financial days. Your continued support to maintain progress is critical.

During the past year, the GBC's leadership role has directly, substantially, and beneficially impacted business-related policy in numerous measurable ways, including:

- Working to repeal the computer services tax;
- Leading efforts to complete planning for the east-west Red Line;
- Securing state funding to launch a unique new initiative for converting Maryland bioscience research into new products and procedures;
- Engaging business leaders in BRAC policy issues in Central Maryland;
- Dramatically increasing purchases of supplies and services by major hospitals from minority and women-owned vendors;

- Coordinating business support for Baltimore Youth Works summer jobs program and Safe Streets crime reduction strategy; and
- Leading business participation in developing a regional emergency preparedness plan.
- Creating an Emerging Business Council to serve as a voice for small and emerging businesses in the Baltimore region.

A more detailed summary of GBC accomplishments during the past year is outlined in this report. I trust you will find this work to be consistent with the objectives and goals of the business community.

The GBC continues to provide vital business and civic leadership that impacts the Baltimore region and state and delivers high value to our members. Thank you for your involvement and support of the GBC.

We need your continued involvement to achieve our mission of bringing the corporate and civic community together to develop solutions to problems that negatively impact our competitiveness and viability as a region.



Sincerely,

Donald C. Fry  
President & CEO

## SPEAKING UP FOR BUSINESS: NURTURING BUSINESS SUPPORT ON POLICY ISSUES

### • Maryland General Assembly session 2008

- Repeal of the tech tax.** The GBC urged Maryland lawmakers to repeal legislation passed during a 2007 special session that extended Maryland's sales tax to a wide range of computer services. In an effort to influence legislative leaders and urge the repeal, the GBC launched a campaign "Repeal the Computer Services Tax - Save Our Jobs" to educate the business community and the general public about the potential negative impacts of the tax on Maryland's business climate. The campaign significantly raised public awareness of the issue and the 6 percent sales tax on computer services was repealed.
- Tax credits.** Voiced support for tax credits for commercial rehabilitation of historic buildings and fought to retain business tax credits, including biotechnology investment tax credits and research and development tax credits; and to retain funding for the development of bioscience parks on the east and west sides of Baltimore.
- Base realignment and closure (BRAC).** The GBC supported legislation that would authorize the Maryland Department of Business and Economic Development to create BRAC "revitalization and incentive" zones. Special incentives, including tax benefits, would be available for local jurisdictions to encourage business development to designated zones that would be compatible with the principles of Smart Growth.
- Education.** Supported legislation for funding community colleges and higher education.
- Tourism.** Supported tourism funding and continued compensation by the state for the Baltimore Convention Center operations.
- Corporate taxes.** A GBC representative was placed on the Maryland Business Tax Reform Commission, which is studying the potential impact of proposed combined reporting requirements and other business taxes.



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### • Interim session advocacy

- Supported Governor O'Malley's Maryland BIO 2020 Initiative, a \$1.3 billion investment to grow Maryland's bioscience industry over the next 10 years – the largest per capita investment in the biosciences made by any state in the country.
- Supported Maryland's slots referendum.

## DEVELOPING A REGIONAL TRANSPORTATION SYSTEM

- Red Line light rail.** The GBC continues its role as the lead advocate for a proposed 14.6 mile light rail Red Line from Woodlawn in western Baltimore County to Johns Hopkins Bayview in southeast Baltimore, specifically "alternative 4C," which would feature light rail on a dedicated surface with strategic tunnels under congested areas.
  - The GBC and members of the business community led an aggressive business campaign, including hosting business rallies, collecting letters of support and signatures, testifying at hearings, and garnering television, radio, and print coverage to name a few.
  - In February or March, the Maryland Transit Administration and Governor O'Malley will designate a Red Line "preferred alternative" to federal transportation officials, who will consider the project for federal funding.
  - The GBC is confident that alternative 4C will be the likely choice, a position strongly pushed by the GBC.
- Federal transportation funding.** The GBC is active with numerous national organizations, including Business Alliance for Northeast Mobility and T4 America, in advocating for more effective federal transportation funding policies.
  - Amtrak funding.** The GBC urged members of Congress to pass bipartisan legislation to sustain and strengthen the Amtrak rail system. In remarks to federal lawmakers on September 10, GBC's President & CEO Donald C. Fry urged the passage of funding to improve two 19th-century tunnels in Baltimore that are critical bottlenecks in the nation's rail system. The \$15 billion Amtrak reauthorization bill subsequently passed by Congress included funding to upgrade the tunnels and to study a possible bypass around the tunnels.
  - Investment in infrastructure – stimulus package.** Investment in strengthening the nation's infrastructure, particularly its transportation resources, should be a major element of any new congressional economic stimulus package, Greater Baltimore Committee President & CEO Donald C. Fry told members of Congress' Joint Economic Committee on October 30.



- Transportation financing and regional governance.** The GBC convened a private-sector task force to address the long-term Maryland Transportation Trust Fund revenue sources and governing structure for transportation needs. The task force's work is expected to be completed in the next year.
- Regional Transportation Summit.** The GBC, in June 2008, hosted its first Regional Transportation Summit.
- Outlook 2035.** Successfully advocated for Baltimore Regional Transportation Board to add the Green Line and other transit improvements into Transportation Outlook 2035, Baltimore region's metropolitan planning organization's long range plan.

## NURTURING BIOSCIENCE, LIFE SCIENCE AND TECHNOLOGY INDUSTRY GROWTH

- Leadership for bioscience growth.** The GBC continued its role as a leader in the Greater Baltimore community for bioscience.
  - The GBC participated on two subcommittees of the Maryland Life Sciences Advisory Board, as well as the Maryland Governor's Workforce Investment Board (GWIB) Bioscience Committee.
  - The GBC connected companies and business leaders through:
    - Legislative advocacy for biopark funding, stem cell research funding, and tax credits for biotech investment and for research and development.
    - GBC BioParks outreach series.
    - GBC Bioscience Speaker Series.
    - GBC BioConnect e-newsletter.
    - Publication of 2008 GBC Biotech Report in The Daily Record for the fourth consecutive year.
    - Providing financial support for bioscience organizations and events.
    - Supporting operations of the BioTechnical Institute of Maryland, Inc., which trains high-school graduates for entry-level jobs in bioscience.
- Developing products from the region's research.** The GBC commissioned the development of the Chesapeake BioDiscovery Initiative, a unique private-sector-driven model for a private-sector wealth equity fund. Rather than investing in start-up companies, the fund would invest in a portfolio of promising discoveries and manage them through the early stages of product development and value creation.



- Recognizing bioscience achievement.** The GBC presented the 3rd annual Greater Baltimore Regional Bioscience Awards, which honored three companies and a university for outstanding achievement in the field of bioscience.

## STRENGTHENING MINORITY AND WOMEN-OWNED BUSINESSES IN THE REGION

- Bridging the Gap initiative.** The GBC's priority program to nurture the development of minority-owned and women-owned businesses achieved an early milestone in its efforts to strengthen procurement from minority vendors and gained recognition for its work from the Greater Baltimore Urban League.
  - The Bridging the Gap procurement initiative with the region's three major hospital systems has produced a 114 percent increase in participation with minority-owned and women-owned businesses over a four-year period. The GBC is working in collaboration with the Maryland Hospital Association to expand the program throughout the state.
  - The Greater Baltimore Urban League honored GBC President & CEO Donald C. Fry as a recipient of a 2008 Whitney M. Young, Jr. Award for leading the GBC's "Bridging the Gap" initiative.
- Professional development.** In addition to its day-to-day work cultivating the growth of minority-owned and women-owned businesses, Bridging the Gap held a number of well-attended professional development and networking events, including an April diversity seminar and a September vendor fair.
- Recognizing minority business achievement.** The fifth annual Bridging the Gap Awards in October honored six Baltimore-area companies, two nonprofits, a majority-minority partnership, and two individuals for their efforts to strengthen minority business development.



## DEVELOPING SOLUTIONS TO ADDRESS MARYLAND'S ENERGY CRISIS

- GBC Energy Committee.** The GBC established a new Energy Committee to work toward a stable regulatory policy environment in Maryland, to educate the business community about the nature of the crisis currently facing Maryland, and to outline the implications for the business community should adequate energy not be available.