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 regions’ 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.
Leadership, Resourcefulness, Relevance, Impact

In 2006-07, the Greater Baltimore Committee convincingly demonstrated why highly capable, vocal, and engaged business leadership is an essential element in maintaining and strengthening the business climate of our region and state.

From the advocacy of the GBC’s board leaders to the expanding membership involvement in committee work on issues that will shape our region’s ability to compete and thrive, our organization produced noteworthy accomplishments during the past 12 months.

Along the way, however, we lost a dear friend when Walter Sondheim Jr. died on February 15 at the age of 98. Sondheim was trusted, revered and loved for his more than 50 years of remarkable civic leadership – the last 21 as the Greater Baltimore Committee’s senior adviser. He was a visionary, a passionate advocate for action, and a mentor to decades of business leaders and elected officials. Inside these pages is a special tribute to this extraordinary, yet humble, man whom we will sorely miss.

The GBC’s constructive influence in 2006-07 helped shape public and private efforts relating to transportation, bioscience, minority business development, base realignment and closure (BRAC), urban revitalization, higher education and workforce development, to name just a few priority issues.

Here are some results of GBC’s involvement and advocacy during the past year:

- Enactment of FY 2008 state budget funding to ensure that planning and development of top-priority transit projects for the Baltimore region, including development of the Red Line and Green Line extension, remain on schedule.
- The award of a $250,000 Baltimore City grant to BioTechnical Institute of Maryland, Inc. to expand its urban bioscience workforce development program.
- State budget funding for a number of bioscience development initiatives including biopark development, nano-biotechnology research, and tax credits for investment in research and development in biotechnology.
- Enhancement of “Bridging the Gap,” the GBC’s minority business development initiative, through the hiring of a full-time director, improved supplier data, and strengthened outreach and communications.
- The passage of GBC-priority legislation in 2007 that eased caps on awards and broadened access to tax credits for commercial rehabilitation of historic properties – a highly effective urban revitalization tool.
- An increased state focus on BRAC activities, related opportunities, and impact. This included the General Assembly’s creation, at the GBC’s initiation, of a joint legislative committee on BRAC. An executive branch BRAC sub-cabinet was also created.

These are just a few examples of the broad range of business advocacy efforts conducted by GBC leaders, committee members, and staff professionals during the past year. Details on these and many more can be found inside this report.

Meanwhile, the GBC attracted 80 new members and delivered increasing value to all of its members through events that drew more than 5,000 participants in 2006-07, national award-winning communications and its Web site, www.gbc.org, which now draws more than 3 million hits annually.

We remain grateful for the board leadership, strong member support, and staff dedication that make the GBC not only vibrant and active in its 52nd year of existence, but a business leadership organization of high resourcefulness, relevance and impact on Baltimore and Maryland.

Barbara A. Gehrig  
GBC Chair

Donald C. Fry  
GBC President & CEO
The Greater Baltimore Committee lost a revered colleague and friend when its senior adviser, Walter Sondheim, Jr., died of pneumonia on February 15 after a lifetime of achievement, service to his city and state, and two decades of personal mentorship to business leaders.

Sondheim, 98, had served as the GBC's senior adviser since 1987. A department store executive for 41 years at Hochschild Kohn & Company, Sondheim was known for his more than 50 years of civic leadership through his involvement with the GBC and in a myriad of civic posts ranging from president of the Baltimore City school board to chairman of the management agency that revitalized Baltimore's downtown and Inner Harbor.

A tireless education reformer, Sondheim served as the president of the Maryland school board at the age of 93. He was widely respected for his insight and integrity and was a trusted adviser to more than a half-century of Baltimore mayors and Maryland governors.

He was known and loved for his unpretentious manner, his intellect, his self-deprecating humor, and his ability as a consensus builder. Throughout his career, Sondheim possessed exceptional skill in building teamwork among diverse business, civic and elected leaders to tackle a wide range of challenges relating to public education, urban vitality and quality of life.

"Walter was a driving force in Baltimore's downtown development and deeply involved in the work of the GBC during the last 50 years," said GBC President & CEO Donald C. Fry. "It's difficult to find the words to express what Walter meant to me, the GBC board and staff, the City of Baltimore, and the State of Maryland. He was a remarkable man whose passion, wisdom and wit impacted all of our lives. He will be greatly missed."

He was the catalyst for Baltimore's renaissance, the Godfather of Charles Center and the Inner Harbor and much that followed.

—Baltimore Sun, 1998

"Old age and treachery will overcome youth and skill."
—Sign on Walter Sondheim's office wall

"Walter Sondheim never gave much thought to retiring when age 65 came and went. That was a quarter-century ago."
—Wall Street Journal, 1998

"Integrity. Absolute, total integrity."
—Wall Street Journal, 1998

Tribute to Walter Sondheim, Jr.

\[1908-2007\]
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 city and 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 leads the Baltimore Transit Alliance, a diverse coalition of businesses, civic and environmental organizations, and foundations that advocates for, and monitors the development of a fast, easy and reliable regional transit system.

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

Top GBC Priorities in 2006-07

- Speaking up for business, nurturing business support on policy issues
- Advocating for fast, easy, and reliable mass transit for the region
- 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

**Speaking up for business; nurturing business support on policy issues**

- Heritage Structure Rehabilitation Tax Credit: GBC successfully advocated for legislation to broaden access to all available tax credits for commercial rehabilitation of historic buildings.
- Opposed efforts to limit government’s use of eminent domain to acquire property for economic development purposes.
- GBC issued a report to Maryland Gubernatorial candidates recommending 23 action items and 13 other priorities for improving the region’s business climate, October 2006.
- GBC hosted 2006 Mayor’s Business Recognition Awards, honoring 11 winners in December 2006.
- Proposed a health care package that would broaden Maryland’s Medicaid program without employer mandates, expand access to health plans for small businesses, and provide tax credits to employers offering wellness programs.

**Advocating for fast, easy, and reliable mass transit for the region**

- Voiced strong support for increased funding to strengthen the state’s transportation infrastructure.
- Ensured full funding to keep the planning, design and construction of the Red Line from Woodlawn to East Baltimore and the Green Line extension from Johns Hopkins Hospital to Morgan State University on schedule. The GBC also advocates for cost-effective connections between Baltimore and Washington D.C.
- GBC advocacy gained significant Maryland Department of Transportation strengthening of planned capital spending for Baltimore-area mass transit over the next six years.
- Participated in organizing city tour to identify realized and unrealized development opportunities around Metro Subway and Light Rail stations in Baltimore, September 2006.
- GBC/BTA hosted seminar to focus on transit-oriented development and to explore opportunities provided by existing and planned rapid transit stations as well as the regulatory and market environment that attracts or deters potential investors, June 2006.
- GBC/BTA published monthly electronic and online updates on progress and developments relating to key transit priorities.
Nurturing bioscience, life science and technology industry growth

- Baltimore City Board of Estimates awarded a $250,000 economic development grant to the BioTechnical Institute of Maryland, Inc. (BTI), culminating a year-long GBC effort to gain government support for the nonprofit that trains city residents who are high school graduates and places them in biotech industry jobs.

- GBC presented the second annual bioscience awards, honoring four firms and a research center in the region for outstanding achievement.

- GBC supported research and development tax credits and biotech tax credits retained by the General Assembly.

- GBC supported continued state investment in life sciences and research parks.

- Supported state funding and teamwork among the state’s universities for nano-biotechnology research.

- For the fourth consecutive year, GBC and the Daily Record published an annual Biosciences Report, a special section profiling accelerating bioscience business development in the region.

- Presented, for the third year, a highly substantive speaker series featuring six prominent leaders in the region's bioscience community in 2006. Six speakers have been scheduled for 2007.
Strengthening minority and women-owned businesses in the region

- Supported legislation fostering economic growth for minority and women-owned businesses.
- Hired full-time director to manage GBC’s “Bridging the Gap” initiative.
- Continued to assess the economic advantages of using minority suppliers, how they can contribute to the purchasing company’s short and long-term goals and help penetrate new markets.
- Developed and promoted the use of an up-to-date minority and women-owned business supplier list, highlighting suppliers in promotional publications and industry expos, and recommending them to others.
- Advocated that businesses adopt procurement from minority suppliers as a measurable buyer-performance objective, awarding bonuses for achieving targets and imposing sanctions for falling short.
- Developed a minority supplier outreach strategy and actively supported supplier organizations.
- Hosted third annual “Bridging the Gap” minority business achievement awards, honoring 8 winners, November 2006.
- Published 3rd annual “Bridging the Gap” special section in the Baltimore Times and The Daily Record.
Preparation for the growth from BRAC and other economic development

- Strongly advocated for Governor’s sub-cabinet on BRAC.
- Initiated legislation for the creation of a joint legislative committee on BRAC-related issues—legislation enacted—April 2007.
- Advocated for streamlined state budgeting and planning processes to address looming growth from BRAC in central Maryland.
- Proposed updating and funding the state’s Consolidated Transportation Plan to fully integrate the road and transit projects that are needed for BRAC.
- Nurtured public-private strategic teamwork on BRAC that makes room for growth, and enhances the region’s business climate and quality of life in the process.
- Worked with economic developers in Baltimore City and the region’s counties to develop a priority list of BRAC-related infrastructure needs in the region.
- Advocated for state “fast-tracking” of BRAC-related infrastructure improvements as well as systems and processes to address demand for housing in the region.

Developing teamwork between Baltimore and Washington, D.C. area business advocates

- The GBC continued to work with leaders of the Greater Washington Board of Trade on a number of key business climate issues, including strengthening regional transit and increasing higher education funding.
- Advocated for cost-effective connections between Baltimore and Washington D.C., including increased MARC commuter and Amtrak service, and continued study of and public support for a Maglev system.
Strengthening education resources in the region

- Teachers’ Incentive Tax Credit: GBC supported 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.

- Higher Education Funding: GBC supported significant financial enhancements to the public and private higher education system in Maryland as it represents an investment toward future workforce development and our region’s future economic growth.

- Advocated for non-traditional approaches to recruiting, employing and retaining teachers and principals.

- Supported legislation that offers greater opportunities for alternative teaching certification programs.

- Endorsed high academic performance standards and fully supported policies to set, measure, and enforce them through sanctions and well-planned, detailed intervention strategies.

- Supported the Maryland Workforce Investment Board’s work to establish standards and benchmarks for the state’s educational system in developing skills for jobs in bioscience and 10 other industry sectors.
Delivering value to GBC members

- The GBC was named national winner of PR News’ 2006 Platinum PR Award in the category of “best electronic communications” for the GBC’s e-newsletter, Leader.
- More than 80 new members joined the GBC in 2006.
- GBC events attracted a combined audience of more than 5,000, including more than 900 members and guests at the GBC’s Annual Meeting in May 2006.
- The Leadership, a program of the GBC, graduated 52 members of the Class of 2006. The Class of 2007, comprised of 53 participants, began its session in January 2007.
- Launched a New Member Mentor Program to provide new members with one-on-one communication with current GBC members, October 2006.
- GBC’s “Issues and Answers” on Comcast, entered its 7th year of broadcasting a year-long series of quality public affairs programming focusing on key issues affecting the region’s and business climate.
- GBC published its email members-only newsletter—the Leader—twice monthly in 2006-2007, regularly reaching more than 2,500 owners, CEOs, executives and employees of GBC member companies and nonprofit organizations.

Through the State House Update, the GBC’s members-only e-news report issued weekly during the General Assembly session and monthly during the interim, the GBC kept members informed of legislative action on key legislative issues impacting Maryland’s business climate.
Financial Summary 2006-2007

January 1 - December 31, 2006

Revenue 2006
Total Revenue: $2,086,000

- Events: 9.9%
- Other Income: 7.3%
- Membership Dues: 82.8%

Expenditures 2006
Total Expenditures: $2,035,000

- Salaries, project activities: 68.4%
- Rent: 13.0%
- Meetings, postage, various office expenses: 6.4%
- Public Relations: 3.5%
- Printing and stationary: 2.7%
- Travel (including local mileage expense): 2.4%
- Interest, taxes, depreciation: 2.2%
- Telecommunications: 1.4%
committees and work groups

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
Chaired by Kenneth Banks, President, Banks Contracting Company, Inc. 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
Chaired by Sandy Hillman, Chief Executive Officer of Trahan Burden and Charles. 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.

Health Care Committee
Discuss issues 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
Chaired by William R. Roberts, President, Verizon Maryland, Inc. Advises GBC president on matters pertaining to legislative policy in Annapolis and the Baltimore City Council.

Planning and Project Development Committee
Chaired by Gary N. Geisel, Chairman & CEO, Provident Bank. Serves as a forum to help the business community understand, participate in, and influence development projects in the city and region. The committee focuses on visionary and “big picture” development projects, which the GBC might seek to influence on behalf of its membership and the regional business climate. Economic development experts, policy makers, real estate developers, and other informed parties present to the committee on the status of various capital projects or economic development initiatives in the city and region. The creation, amendment, and proper utilization of economic development tools, such as tax credits or tax incremental financing, are also under the committee's purview.

Public Safety and Legal Affairs Committee
Chaired by Charles O. Monk II, Esq., Managing Partner, Saul Ewing LLP. 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
Chaired by Drew Krimski, President/CEO of The ACI Group, Inc., Vice Chair Dr. Kevin Manning, President, Villa Julie College. 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.
Sponsors of Programs and Activities

GBC 2007 Annual Meeting
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MedStar Health

Platinum Sponsor
Saul Ewing, LLP

Gold Sponsors
Baltimore Business Journal
Constellation Energy
The Daily Record
VPC, Inc.

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University of Maryland, Baltimore
Villa Julie College

GBC 2007 Lunch with the Orioles
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The Daily Record  
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Towson University  
Whiteford, Taylor & Preston, LLP  

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Global Design Interactive  
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PHH Arval  
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Venable, LLP  
Villa Julie College  
VPC, Inc.  
W. R. Grace  

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Event Sponsor  
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Reliant Energy  
Sinai Hospital of Baltimore  
University of Maryland, Baltimore  
Villa Julie College  

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Whiteford, Taylor & Preston, LLP  

GBC Bridging the Gap Achievement Awards  
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Communications/Web Site Coordinator

Kisha Lashley
Director, Bridging The Gap Initiative

Nancy Marks
Administrative Assistant

Anna Mister
Administrative Assistant

Jill Porter
Director of Special Projects
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
# GBC Board of Directors

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### Technology Policy Committee
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2006-2007
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