



GREATER
BALTIMORE
COMMITTEE

0 3 - 0 4

annual report



Clear Vision
Active Leadership
Vital Work

Regional business leaders creating a better tomorrow...today.

GBC Vision

Greater Baltimore — Baltimore City and the five surrounding counties — will be recognized as a leader in the global economy of the 21st century.

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 becoming 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 synergism between 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.



Strengthening Greater Baltimore's Business Climate

During the last 12 months, the Greater Baltimore Committee has vigorously engaged in the kind of focused, vision-driven work that has characterized this organization since its inception in 1955.

The GBC has assumed leadership roles on three key issues that will be critical factors in defining the Baltimore region's business climate during the next 20 years – nurturing bio-science industry growth and downtown revitalization, improving workforce mobility, and building our region's minority business resources.

Acting on our board's long-term commitment to strengthening the region's bioscience industry, the GBC has emerged as the lead organization supporting the development of bio-science research parks and accompanying neighborhood revitalization on Baltimore City's east and west sides.

Since May 2003, the GBC has undertaken efforts to raise \$1 million to help fund the operations of East Baltimore Development Inc., which is managing the bioscience park development and revitalization on the east side. The GBC has sought to raise another \$500,000 to fund a campaign to bring about citywide improvements to neighborhoods and conditions facing children, youth and their families. The GBC is also leading a regional communications initiative designed to educate audiences about potential bioscience growth in the region and engage support for the industry's development. Partners include EBDI, the University of Maryland, Baltimore; the University of Maryland, Baltimore County; and economic development leaders.

In February 2004, the GBC celebrated the opening of the Hippodrome Theatre at the France-Merrick Performing Arts Center, marking the successful completion of a signature west side project that the GBC played a central role in launching.

This year the GBC assumed the leadership of a new, diverse alliance of business and civic groups to push for the funding and development of the proposed Baltimore Regional Rail System. Strengthening transit has emerged as a key issue that will directly impact our region's ability to accommodate a growing workforce.

Meanwhile, the GBC created and is leading the "Bridging the Gap" initiative to promote the development of minority-owned firms and their inclusion in emerging business opportunities.

These priorities and much additional work by GBC members and professional staff on issues relating directly to building a stronger business climate are summarized in this report. Our organization's operational focus remains direct – create a positive business environment that will prompt rational business decisions by CEOs to locate and thrive in the Greater Baltimore region.

We are grateful for our strong board leadership and for the support and personal involvement of our growing GBC membership in this work. We look forward to a productive year in 2004-05.



Christian H. Poindexter
GBC Chairman



Donald C. Fry
GBC President

0 3 - 0 4

the GBC at a glance

GBC Priorities

The Greater Baltimore Committee, an organization of business, professional and civic leaders, works to improve the business climate and quality of life in the greater Baltimore region.

A credible and effective advocate for business with legislators and government officials, the GBC also offers member services, business education and networking opportunities for members of all sizes.

Promoting development of regional life sciences industry and commercial revitalization. The GBC is strongly committed to nurturing the growth of the Baltimore region's bioscience and technology industries. They could be a major source of new business investment and jobs, and will play a key role in the development of biotechnology and life sciences parks on Baltimore's east and west sides. The GBC leads a regional bioscience communications initiative, and works to develop a regional industry network of bioscience businesses and technology-related academic resources. Other economic development priorities include downtown and neighborhood revitalization as well as advocacy for improved management of Baltimore City's waterfront resources.

Developing comprehensive regional mass transit. The GBC is leading a regional coalition of advocates for strengthening mass transit in the Baltimore region. The principal objective of the coalition is to gain funding and accomplish development of the proposed Baltimore Regional Rail System, which would ultimately expand the region's existing rail transit into a 121-mile system, with 122 stations to enhance the mobility of a growing regional workforce. The GBC also works to ensure that Maryland remains a finalist for federal funding of a maglev transportation project between Baltimore and Washington, D.C.

Broadening minority business inclusion. The GBC created the "Bridging the Gap" initiative to promote the inclusion of minority-owned firms in emerging business opportunities. The program encompasses training for minority entrepreneurs, opportunity networking with industry leaders, updates on best practices for key business management issues, and nurturing partnerships with major corporations. Partners in this initiative include Baltimore Mayor Martin O'Malley, Rep. Elijah E. Cummings, the Presidents' Roundtable, and the Downtown Partnership of Baltimore.

Reforming education. The GBC's efforts to strengthen public schools in the city and region include working closely with local and state school systems on issues including adequate funding, financial manage-

ment, teacher recruitment, and technology resources. The GBC and the Presidents' Roundtable, in a July 2003 report to Baltimore Mayor Martin O'Malley, were the first to identify significant fiscal management deficiencies in the city's public school system and to outline strategic remedies for them. The GBC also works to ensure that the region's primary, secondary, and higher education systems address workforce issues and business needs.

Providing credible, effective business advocacy. The GBC is a visible and credible business advocate. It works with local, state and federal government leaders to address key business priorities and to develop more competitive tax, regulatory, and economic development policies that will strengthen the business climate of the Baltimore region and Maryland. The GBC maintains an informed and vigorous presence in Annapolis during the Maryland General Assembly session and is fully engaged with key elected officials on legislative issues impacting the business community.

Strengthening public safety and reducing crime. Reducing the homicide rate and crime in the region remains a high priority for the GBC. The GBC's public safety work stems from two sources – its initial "State of the Region" Report in 1998 and its "Smart on Crime" initiative begun in 1995. The GBC is working to reduce violent crime and to expand drug treatment resources as a crime reduction strategy.

Delivering value to GBC members. The GBC is dedicated to providing its members with quality information, insight, and involvement. The GBC offers a year-round program of professional development workshops, business networking events, and special presentations. GBC members also serve on committees and work groups focusing on key issues that affect the region's business owners, managers, and employees. The GBC maintains a substantive communications program that includes an award-winning web site, www.gbc.org, a weekly "State House Update" during the Maryland General Assembly session, and members-only electronic updates on events and key topics.

assessing progress the year in review, 2003-04

Following are highlights of key work by the GBC in 2003-04 on priority issues:

Promoting development of regional life sciences industry and commercial revitalization.

Nurturing bioscience and technology industry growth. The GBC plays a prominent role in the development of biotechnology and life sciences research parks adjacent to the University of Maryland, Baltimore on Baltimore City's west side and the Johns Hopkins Medical Institutions on the east side.

Support for East Baltimore Development Inc. The GBC seeks to provide financial and logistical support for East Baltimore Development Inc. GBC members are targeted to raise \$1 million to help fund the operating costs of EBDI, the nonprofit group that will develop a two million square-foot bioscience research park in East Baltimore and manage a comprehensive revitalization of surrounding neighbor-

hoods. GBC staff professionals also assist EBDI with operational issues, government affairs, and communications.

Leading a regional bioscience communications initiative. Collaborating with EBDI, the University of Maryland, Baltimore, and the University of Maryland Baltimore County, the GBC is leading a communications initiative to inform audiences in Greater Baltimore about the potential regional impact of bioscience industry growth and to promote the development of a favorable business climate for bioscience investment. In 2003-2004, the initiative included six special programs for key bioscience audiences, the publication of a special section on biosciences in The Daily Record, a monthly column on bioscience by GBC President Donald C. Fry, and groundwork for the development of a regional network of bioscience businesses and technology-related academic resources.



Research park project updates:

East Baltimore Life Sciences and Technology Park.

In October, EBDI opened its resource center and operational headquarters in the 1700 block of East Chase Street. In February, EBDI began the formal process of selecting a development team for Phase One of the East Baltimore Life Sciences and Technology Park. EBDI is currently relocating 268 businesses and families in the Phase One footprint, which will contain 1.2 million square-feet of research space and 300 new homes. Estimated jobs: 2,000 – 4,000 when park is completed.

UMB Biopark. Ground was broken January 8 for the first of seven buildings that will ultimately contain 800,000 square feet of research lab and office space. The first building, which will be 120,000 square feet, is scheduled to be ready for occupancy in December 2003. Estimated jobs: 2,000 when park is completed.

0 3 - 0 4 the year in review

Support for neighborhood and commercial revitalization.

Revitalization funding. The GBC is committed to raising \$500,000 to help fund the "Baltimore Reason to Believe" initiative for neighborhood revitalization programs on Baltimore's east and west sides.



Preserving historic tax credits. The GBC was a lead advocate in preserving the state's historic tax credit for commercial rehabilitation, a highly successful tool in Baltimore's downtown revitalization. The tax credit was supported by Governor Ehrlich, but was targeted by legislators for potential extinction in 2004. The program survived, but will make a smaller amount of credits available for Baltimore City projects.

Advocating for improved Inner Harbor management coordination. In October 2003, the GBC issued a report on the management of Baltimore's Inner Harbor urging Baltimore Mayor Martin O'Malley to create a not-for-profit, quasi-governmental entity to manage the harbor's day-to-day operations and future development. A not-for-profit harbor management organization with unquestioned authority on harbor operational matters would significantly strengthen current city management of its harbor assets, which is now carried out through a "disjointed, fragmented



and ineffective approach" among a half-dozen governmental agencies, the GBC report contends. In May, 2004, the Mayor announced the creation of the Mayor's Office on Inner Harbor Management and Operations as a precursor to the development of a 501 (c)(3) corporation.

Tracking the region's competitiveness. The Greater Baltimore region achieved top five rankings in 18 of 95 categories measured in the 2003 "State of the Region Report." The report was published by the Greater Baltimore Committee and the Economic Alliance of Greater Baltimore, with assistance from the Baltimore Metropolitan Council.

Developing comprehensive regional mass transit

Leading new regional transit coalition.

The GBC is leading a new private regional coalition to push for the funding and development of the proposed Baltimore Regional Rail System. Early priorities are development of the "Red Line" between Woodlawn and Fells Point and expansion of the existing Metro, known as the "Green Line," from Johns Hopkins Medical Institutions to Morgan State University and beyond.





Broadening minority business inclusion

Launching “Bridging the Gap.” The GBC launched its “Bridging the Gap” initiative with an October reception at the GBC offices. GBC President Donald C. Fry outlined the

Increasing state transportation funding. The GBC successfully lobbied for an annual revenue increase for the Maryland Transportation Fund and gained a commitment from the governor and legislative leaders to earmark portions of the increased revenue for planning and start-up construction of the Red and Green lines.

Fare box recovery. The GBC worked successfully with legislators to retain the current cost recovery goal for mass transit operations that requires the State to recoup forty percent of mass transit operating costs from fares charged to riders.

Championing the maglev option. The GBC successfully preserved approval for the state to use federal funding to complete planning work associated with proposed maglev transportation between Baltimore and Washington, D.C.



program, which features education, including a look at best minority business development practices elsewhere, power networking for minority owners and executives, and professional development resources for minority entrepreneurs. Partners in the program are Mayor Martin O’Malley, Congressman Elijah Cummings, The Presidents’ Roundtable and the Downtown Partnership of Baltimore.

Workshops for minority entrepreneurs.

The GBC’s first two “Bridging the Gap” workshops for minority entrepreneurs were presented in March and April, drawing more than 120 participants. Workshop topics were “Gaining

0 3 - 0 4

the year in review



Access to Business Capital,” and “Obtaining Surety Bonding.” The April workshop was followed by a networking reception for participants and industry leaders.

Reforming education

Issued report on city schools fiscal management. In July, the GBC and the Presidents’ Roundtable issued a report to Baltimore Mayor Martin O’Malley containing 38 recommendations for strengthening accountability and management of the Baltimore City Public School System’s more than \$900 million annual operating budget. The report was the first to quantify the school system’s building structural deficit and significant weaknesses in the system’s fiscal accountability process.

Providing credible, effective business advocacy

GBC finds success in tough session for business.

In a year when business as a whole was negatively impacted by the 2004 General Assembly, the GBC gained favorable consideration from legislators on transportation funding and many of its other priorities, including:

Retaining the Historic Tax Credit program. This program has allowed the rehabilitation of dozens of historic structures in Baltimore City and Baltimore, Harford, Carroll, Howard and Anne Arundel counties, returning millions of tax dollars to the state and local governments;

State funding for bioscience growth. Securing continued State funds for the East Baltimore Life Sciences and Technology Park;





Streamlining brownfields. Streamlining the process by which contaminated industrial sites, known as “brownfields” are redeveloped and placed back on the tax rolls;

Nurturing minority business development. Establishing new thresholds for State procurement that promote inclusion of minority businesses and creating a state directory of minority businesses;

Retaining job-creation tax credits. Assisting the state Department of Business and Economic Development’s legislative agenda by retaining tax credits for the creation of jobs and economic development;

Preserving non-compete clauses. Defeating legislation that would impair the contractual rights between an employer and an employee through elimination of non-compete clauses.

Strengthening public safety and reducing crime



Supporting drug treatment for non-violent offenders. A long-time proponent of increased drug treatment as a crime reduction strategy, the GBC supported successful legislation in the 2004 General Assembly that would avoid incarceration of nonviolent offenders with sub-

stance abuse problems by diverting these nonviolent offenders into drug treatment.

Delivering value to GBC members

GBC draws new members, programs draw sponsors, audiences. Since January, 2003, more than 95



new members have joined the Greater Baltimore Committee. Meanwhile, GBC events in 2003-2004 drew 124 sponsors and audiences totaling more than 3,000.

GBC web site passes million hits in 2003. The GBC web site, www.gbc.org, drew more than 1.6 million hits in 2003, a web use increase of 47 percent over 2002.

GBC’s electronic communications win five awards. The GBC’s web site and electronic newsletters garnered five awards in 2003 including two national Apex awards for excellence. The GBC also gained awards from the Maryland Chapter of the Public Relations Society of America and the Maryland Society of Association Executives.

Members give GBC a 92 percent favorable rating. On the GBC’s first “scorecard,” published in November, members gave the GBC an overall 92 percent rating for effectiveness in addressing its mission to strengthen the Baltimore region’s business climate. The scorecard was part of a joint plan by the GBC, the Economic Alliance of Greater Baltimore

0 3 - 0 4

the year in review

(formerly the Greater Baltimore Alliance), and the Downtown Partnership of Baltimore to better coordinate their work and gauge outcomes. All three organizations launched regular published "scorecards."

GBC's "Issues and Answers" begins 4th year. The GBC in 2004 began its fourth year of hosting "Issues and Answers" on Comcast, the daily news and information program featuring GBC President Donald C. Fry. The show is broadcast Monday through Friday to more than 500,000 Comcast subscribers.

The Leadership celebrates 20th anniversary. The Leadership, a program sponsored by the GBC to prepare executives for high-level volunteer service, celebrated its 20th anniversary in November 2003. Launched by the GBC in 1983, the program has graduated more than 900 executives from the business, nonprofit, academic, professional, and government sectors.





committees and work groups

Built Environment Committee

Co-chaired by Kenneth R. Banks, President, **Banks Contracting Company**, Inc. and Timothy S. Elliott, Vice President, **CSD Architects**. Discusses policy issues pertaining to the built environment. Meets six to eight times a year at 8 am in the GBC offices. **GBC staff contact:** Devon Dodson, 410-727-2820, x40.

Education Committee

Chaired by Sandy Hillman, Vice Chair and CEO 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 monthly at 8 am in the GBC offices. **GBC staff contact:** Liz Pettengill, 410-727-2820, x41.

Health Care Committee

Co-chaired by Pegeen Townsend, Senior Vice President of Legislative Policy, **The Maryland Hospital Association** and Dr. Robert Kritzler, Medical Director, **Kaiser Permanente**. Discusses issues pertaining to the health care and insurance industry. Meets every six weeks at 8 am in the GBC offices. **GBC staff contact:** Devon Dodson, 410-727-2820, x40.

Hospitality/Tourism Industry Group

Co-chaired by Gail Kaplan of **The Classic Catering People** and Robert L. Steele III, General Manager, **Hyatt Regency Baltimore**. Discusses issues pertaining to the hospitality/tourism industry such as the Maryland State tourism budget, workforce development, etc. Meets every six weeks at 8 am in the GBC offices. **GBC staff contact:** Liz Pettengill, 410-727-2820, x41.

Legislative Committee

Chaired by William R. Roberts, President, **Verizon Maryland, Inc.** Advises GBC president on matters pertaining to legislative policy in Annapolis and in Baltimore City Council. **GBC staff contact:** Devon Dodson, 410-727-2820, x40.



committees and work groups

Public Safety Committee

Chaired by Otis Warren, Jr., Owner & CEO, **Otis Warren & Company, Inc.** Studies and develops positions on policy issues pertaining to public safety in the region. Meets monthly at noon in the GBC offices.

GBC staff contact: Devon Dodson, 410-727-2820, x40.

Regional Transportation and Mobility Committee

Chair TBA. 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 policy. Meets quarterly.

GBC staff contact: Devon Dodson, 410-727-2820, x40.

Technology Policy Work Group

Chaired by Drew Krinski, 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 quarterly at 8 am in the GBC offices. **GBC staff contact:** Devon Dodson, 410-727-2820, x40.

Business Education Advisory Committee

Plans and organizes the Breakfast Briefings and Business Education Seminars.

GBC staff contact: Liz Pettengill, 410-727-2820, x41.



2

0

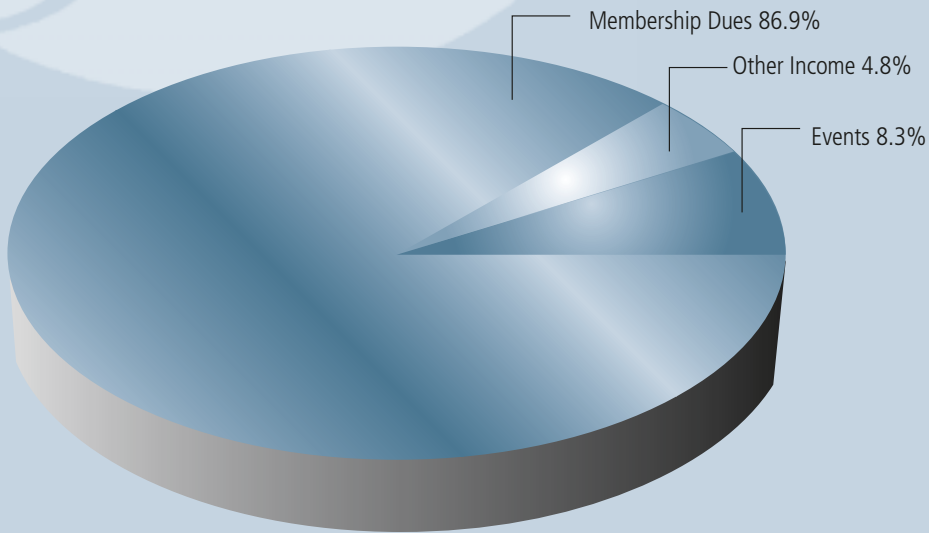
0

3

Financial Summary

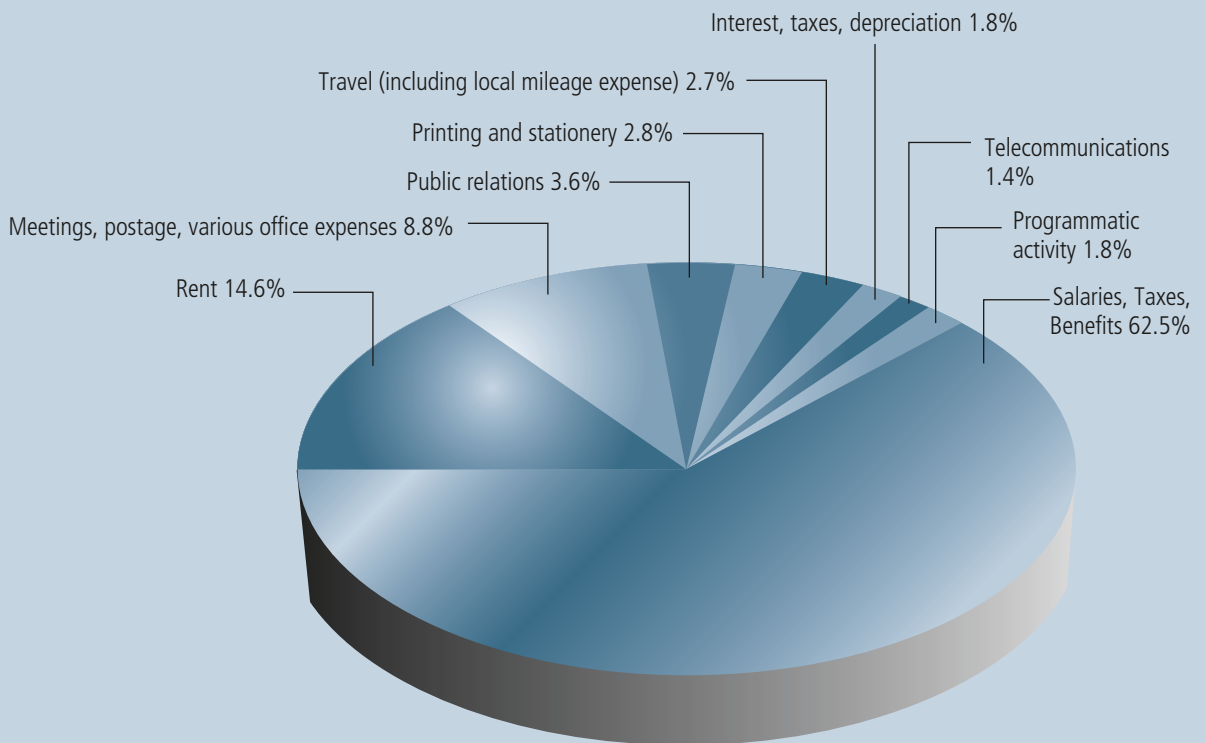
January 1–December 31, 2003

Revenue, 2003



Total Revenue: \$1.880 Million

Expenses, 2003



Total Expenses: \$1.783 Million

0 3 - 0 4

sponsors of programs and activities

2004 Annual Meeting

- Saul Ewing LLP - Platinum sponsor
- Bank of America - Gold sponsor
- Constellation Energy Group - Gold sponsor
- The Daily Record - Gold sponsor
- VPC Inc. - Gold sponsor
- Ballard Spahr Andrews & Ingersoll, LLP - Silver sponsor
- Hyatt Regency Baltimore - Silver sponsor
- Johns Hopkins Medicine - Silver sponsor
- MAMSI - Silver sponsor
- McDaniel College - Silver sponsor
- MedStar Health - Silver sponsor
- MMA Financial Services - Silver sponsor
- Northrop Grumman - Silver sponsor
- Nottingham Properties - Silver sponsor
- Provident Bank - Silver sponsor
- Whiteford, Taylor & Preston - Silver sponsor
- W.R Grace - Silver sponsor
- University of Maryland, Baltimore - Silver sponsor
- University of Maryland Medical System - Silver sponsor
- College Savings Plans of Maryland - Bronze sponsor
- DBM - Bronze sponsor
- Deutsche Bank - Bronze sponsor
- Empower Baltimore Management Corporation - Bronze sponsor
- Ernst & Young, LLP - Bronze sponsor
- Ferris Baker Watts, Inc. - Bronze sponsor
- Goldwell Cosmetics, Inc. - Bronze sponsor
- IBM - Bronze sponsor
- Legg Mason - Bronze sponsor
- MacKenzie Cushman & Wakefield - Bronze sponsor
- Mercantile Bankshares Corporation - Bronze sponsor
- Mercy Health Services - Bronze sponsor



- Metro Networks - Bronze sponsor
- PHH Arval - Bronze sponsor
- Piper Rudnick - Bronze sponsor
- Ryland Homes - Bronze sponsor
- DBM, Inc. - Bronze sponsor
- Verizon - Bronze sponsor
- Villa Julie College - Bronze sponsor

GBC Lunch with the Orioles 2004

- Bank of America - Home Run sponsor
- Ferris Baker Watts, Inc. - Double sponsor
- PHH Arval - Double sponsor
- The Rouse Company & Harborplace & The Gallery - Double sponsor
- T. Rowe Price - Double sponsor
- VPC Inc. - Double sponsor
- The Daily Record - Single sponsor
- Injured Workers' Insurance Fund - Single sponsor
- Lighthouse Risk Solutions - Single sponsor
- Metro Networks - Single sponsor
- Saul Ewing LLP - Single sponsor
- Villa Julie College - Single sponsor

Legislative Forum: A Look at the 2004 Maryland General Assembly Session

- Comcast - Title sponsor
- Saul Ewing LLP- Title sponsor
- Alexander & Cleaver P.A. - Patron sponsor
- American Skyline Insurance - Patron sponsor
- CareFirst BlueCross BlueShield - Patron sponsor
- The Daily Record - Patron Sponsor
- Johns Hopkins University - Patron sponsor
- McDaniel College - Patron sponsor
- Medstar Health - Patron sponsor
- Metro Networks - Patron sponsor

PHH Arval - Patron sponsor

University of Maryland, Baltimore -
Patron sponsor

Villa Julie College - Patron sponsor

VPC Inc. - Patron sponsor

Whiteford Taylor & Preston LLP -
Patron sponsor

Mayor's Business Recognition Awards 2003

Baltimore Development Corporation
VPC, Inc.



Greater Baltimore Business Outlook 2004

Ballard Spahr Andrews & Ingersoll, LLP -
Premier sponsor

Abrams, Foster, Nole & Williams, PA -
Program sponsor

College Savings Plans of Maryland -
Program sponsor

EMR - Program sponsor

Network 2000 - Program sponsor

Kaiser Permanente - Program sponsor

PricewaterhouseCoopers -
Program sponsor

Villa Julie College - Program sponsor

Whiteford, Taylor & Preston, LLP -
Program sponsor

Bank of America - Program Sponsor

The Daily Record - Program Sponsor

Comcast - Patron sponsor

Mayor's Office of Employment
Development - Patron sponsor

Johns Hopkins Medicine - Patron sponsor

Miles & Stockbridge - Patron sponsor

Piper Rudnick - Patron sponsor

Smart & Associates, LLP - Patron sponsor

Baltimore Development Corporation -
Patron Sponsor

Nottingham Properties, Inc. -
Patron Sponsor

American Red Cross Blood Services -
Patron Sponsor

Metro Networks - Patron Sponsor

GBC Golf Classic 2003

Towson University - Ace sponsor

The Baltimore Sun - Ace sponsor

The ACI Group - Ace sponsor

Legg Mason - Ace sponsor

GE Financial - Ace sponsor

BGE - Eagle sponsor

STUDIOS Architecture - Eagle sponsor

Verizon - Eagle sponsor

PHH Arval- Eagle sponsor

Concentra Medical Centers - Eagle sponsor

WBAL-TV - Breakfast sponsor

Classic Catering - Birdie sponsor

Hord Coplan Macht, Inc. - Birdie sponsor

Kramon & Graham, P.A. - Birdie sponsor

Injured Workers' Insurance Fund (IWIF) -
Birdie sponsor

Hyatt Regency Baltimore - Par sponsor

Holiday Inn Inner Harbor - Par sponsor

American Skyline Insurance Company -
Par sponsor

Nottingham Properties - Par sponsor

2004 Bridging the Gap Workshops

American Skyline Insurance Company

Baltimore Business Journal

M&T Bank

Struever Bros. Eccles & Rouse, Inc.

2004 Bioscience Series

Greater Baltimore Technology Council

2003-2004 GBC Breakfast Briefings

Venable LLP - Title Sponsor

Johns Hopkins Business

Johns Hopkins University Graduate
Division of Business and Management

2003-2004 GBC Business Education Seminars

Provident Bank - Title Sponsor

Johns Hopkins Business

Metro Networks

Thomson-DBM

2003-2004 Business After Hours

Chef's Expressions

The Daily Record

PricewaterhouseCoopers LLP

Red Tapas

RTKL Associates, Inc.

Whiteford, Taylor & Preston, LLP

Special GBC Event Sponsors

Concentra - Breakfast with the
Duchess: Sarah Ferguson,
Duchess of York

2 0 0 3

recipients of mayor's business

The Advertising Association of Baltimore - for the organization's work following the death of Baltimore humanitarian Bea Gaddy in 2001 that enabled the continuation in 2002 of Gaddy's trademark Thanksgiving dinner for Baltimoreans in need.

Aunt Hattie's Place - for its unique work to enrich the lives of troubled African-American boys aged 9 -19 who often bounce from one foster home to another.

Comcast - for its strong support of the "BELIEVE in Your Neighborhood" program and for helping community leaders plan and manage events that unify neighborhoods.

The Daily Record - for its continuing donations of printing presses, equipment, computers and supplies to Baltimore City public schools.



recognition awards



United Parcel Service - for its strong support of job development among Baltimore's youth through the Mayor's Youthworks Summer job campaign.

Verizon - for its support of programs to help disadvantaged young people gain job skills and education, for its employee-driven "Books and Breakfast" program at two city schools, and for book donations to school libraries.



Lexington Market - for teaming with University of Maryland Medicine and Maryland General Hospital to stage a "Community Health Day" at the market.

Marks Thomas & Associates - for working with community leaders and police supporters in Arcadia and designing, at no cost, a memorial honoring fallen police officers of the Northeast district.

M & T Bank - for significant financial support in sponsoring the "Believemobile," a 28-foot tractor trailer that provides a mobile stage, theatrical lighting and sound system for use in city neighborhoods.

NeighborCare Pharmacy - for providing pharmacy services to low-income residents of East Baltimore regardless of a patient's ability to pay the cost of prescriptions.

PepsiCo - for introducing students to career opportunities, providing a yearlong job-readiness program for high school juniors and seniors, and for encouraging its employees to be volunteer mentors to students.



staff & leadership

0 3 - 0 4

GBC Staff

Donald C. Fry, Esq.
President

Walter Sondheim
Senior Adviser

Devon Dodson
Vice President

Lisbeth Pettengill
Vice President

Christine P. Barnhart
Public Relations Associate

Gene Bracken
Director of Communications

Karen Braun
Administrative Assistant

Chris Fabula
Executive Assistant to the President

Rosa Edwards
Administrative Assistant

Mickie Gray
Administrative Assistant

Gregory Herbert
Financial Officer

Lolita Jackson
Administrative Assistant

Henry Kay
Regional Transit Project Director

Patricia Kirkner
Director of Business Services

Nancy Marks
Administrative Assistant

Anna Mister
Administrative Assistant

Jody Sprinkle
Public Policy Analyst

Jay Stewart
Director of Development

The Leadership Staff

Jan Houbolt
Executive Director

Tricia Ellis
Assistant Director

Dawnita Brown
Administrative Assistant

Officers

CHAIRMAN

Christian H. Poindexter

Retired Chairman
Constellation Energy Group

IMMEDIATE PAST CHAIRMAN

Francis B. Burch, Jr., Esq.

Co-Chairman
Piper Rudnick LLP

VICE CHAIR

Barbara A. Gehrig

Senior Vice President
Maryland/Delaware Region
Comcast

SECRETARY/TREASURER, FINANCE

COMMITTEE CHAIR

Robert C. Embry, Jr.

President
The Abell Foundation

BALTIMORE-WASHINGTON REGION

COMMITTEE CHAIR

John Morton III

President and National Premier
Bank Executive
Bank of America, N.A.
Mid-Atlantic Banking Group

PUBLIC SAFETY COMMITTEE CHAIR

Otis Warren, Jr.

Owner & CEO
Otis Warren & Company, Inc.

EDUCATION COMMITTEE CHAIR

Sandy Hillman

Vice Chair and CEO
Trahan Burden & Charles

COMMUNITY REVITALIZATION

COMMITTEE CHAIR

P. Douglas Dollenberg

President & CEO
Nottingham Properties, Inc.

LEGISLATIVE COMMITTEE CHAIR

William R. Roberts

President
Verizon Maryland, Inc.

MEMBER SERVICES COMMITTEE CHAIR

Morton I. Rapoport, M.D.

President & CEO
University of Maryland Medical Systems
(retired)

Board Members

Harold L. Adams

Chairman & CEO
RTKL Associates, Inc.

Sister Helen Amos RSM

Executive Chairperson of
the Board
Mercy Health Services, Inc.

Thomas P. Barbera

President & CEO
MAMSI

Mark S. Bartlett

Managing Partner
Ernst & Young LLP

Douglas L. Becker

Chairman & CEO
Sylvan Learning Systems, Inc.

Drew Berry

Vice President & General
Manager
WMAR-TV

James W. Brinkley

President & CEO
Legg Mason Wood Walker, Inc.

Eddie C. Brown

President
Brown Capital Management

Roger L. Calvert

President and CEO
Ferris Baker Watts, Inc.

Atwood "Woody"

Collins III
President and COO
M&T Bank

William M. Fine

President & General Manager
WBAL-TV

Gary N. Geisel

Chairman & CEO
Provident Bank

Edward W. Gold

President, Baltimore Division
The Ryland Group, Inc.

Willard Hackerman

President
The Whiting-Turner
Contracting Co.

Donald P. Hutchinson

President & CEO
SunTrust Bank of Maryland

Mark K. Joseph

Chairman & CEO
MMA Financial

Edward J. "Ned" Kelly III

Chairman, President & CEO
Mercantile Bankshares Corp.

George J. Kilroy

President & CEO
PHH Arval

William E. "Brit" Kirwan

Chancellor
University System of Maryland

Drew Krimski

President
The ACI Group

John A. MacColl

Vice President and
General Counsel
The St. Paul Companies

Edward D. Miller, M.D.

Dean of the Medical Faculty,
CEO
Johns Hopkins Medicine

Jenny Morgan

President & CEO
ViPs

Paul J. Norris

Chairman, President
& Chief Executive Officer
W. R. Grace & Co.

Denise E. Palmer

Publisher & CEO
The Baltimore Sun

L. John Pearson

Chairman, President & CEO
The Baltimore Life Companies

Kevin Plank

President & CEO
Under Armour

George A. Roche

Chairman of the Board &
President
T. Rowe Price Associates, Inc.

Theo C. Rodgers

President
A & R Development
Corporation

James B. Sellinger

Vice President,
Technical Sales Support
IBM Americas

James L. Shea, Esq.

Managing Partner
Venable LLP

Craig R. Smith, M.D.

Chairman, President & CEO
Guilford Pharmaceuticals, Inc.

Martha A. Smith

President
Anne Arundel Community
College

Robert L. Steele, III

General Manager
Hyatt Regency Baltimore

Carl William Struever

President
Struever Bros. Eccles &
Rouse, Inc.

Louis B. Thalheimer

Chairman of the Board
& CEO
Lord Baltimore Capital
Corporation

Robert N. Wildrick

President & CEO
Jos. A. Bank Clothiers

Arnold Williams

Managing Director
Abrams, Foster, Nole
& Williams, P.A.

Garland O. Williamson

President
Information Control
Systems Corp.



Greater Baltimore Committee

111 S. Calvert Street, Suite 1700, Baltimore, MD 21202

410-727-2820 www.gbc.org