2015 Greater Baltimore Committee MEMBER DIRECTORY

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Baltimore County
Carroll County
Harford County
Howard County
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The Win Baltimore Initiative is designed to spark positive change throughout Baltimore and its surrounding neighborhoods by fueling the social, educational, and physical advancement of the boys and girls who will serve as the future business and community leaders of the region.
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The GBC: A framework for private-sector leadership, collaboration

In these challenging economic times punctuated by government partisanship and gridlock, where can innovative thinking, leadership and collaboration for the future be found?

The answer: where they have always been found—in the private sector.

It’s that way today, and it was that way in 1955 when a group of 83 entrepreneurs and business executives met on January 5 and formed the Greater Baltimore Committee to “take prompt and aggressive action” to address pressing problems facing Baltimore City.

The members of the new organization, which included Clarence W. Miles, an owner of the newly-purchased Baltimore Orioles, and a young mortgage banker named Jim Rouse, were “not interested in glamour, platitudes or false promises,” they said. Instead they sought to create an organization that would apply private-sector vision and resources to getting things done.

Miles, whose law firm—Miles and Stockbridge—remains a leading GBC member today, was named the first chairman of the GBC. He and his colleagues envisioned a private-sector action committee to address the critical business climate issues of the day—Baltimore’s deteriorating downtown and its need for revitalization, critical transportation infrastructure and new business development.

From that beginning sprung major downtown development, a spectacular revival of Baltimore’s Inner Harbor and subsequent economic growth beyond to the city’s north and south shores. GBC-led accomplishments along the way also include downtown baseball and football stadiums, a convention center and restoration of the Hippodrome Theatre, just to name a few.

Meanwhile, GBC policy advocacy has been influential in shaping government initiatives on issues ranging from regional transportation to competitiveness for economic growth and job creation.

During the last six decades, the GBC has broadened its perspective to a regional focus, and strong private-sector vision and advocacy for progress is needed more than ever.

The GBC remains uniquely positioned for this role, leading the way today to strengthen transportation infrastructure, the Inner Harbor, workforce development and to support the growth of industry sectors vital to our economic future. Such sectors include cybersecurity, bioscience, information technology and health care, as well as industries related to the thriving Port of Baltimore.

The GBC also serves as a respected and credible voice of free enterprise in Annapolis, tackling policy issues related to our state’s competitiveness such as tax structure, government spending priorities and regulatory policies.

Along the way, the GBC serves as the premier venue in the region for building business relationships as we work together to strengthen our business climate.

The GBC provides the framework for a unified, connected, visionary and engaged business community. This directory lists the business and civic leaders who are part of the framework and who drive the work of the GBC.

Sixty years after a group of visionaries met in Baltimore to form a new vehicle for meaningful private-sector advocacy, the GBC remains the region’s “go to” organization for getting things done. We gratefully acknowledge the GBC’s strong board leadership, the personal involvement of our members, a resourceful staff and our many civic and government partners.

We look forward to continuing our work together to apply private-sector vision and advocacy to the vital mission of strengthening competitiveness for economic growth and job creation in the Baltimore region and in Maryland.

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GBC Chairman

Donald C. Fry
GBC President & CEO
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A Port Working For You

108,000 jobs are linked to activities from the Port of Baltimore including 14,600 direct jobs generated at the Port. These include well-paying jobs with trucking companies, cargo handlers, railroads, manufacturers, pilots, and ocean carriers. Other positions like teachers, retail, and mechanics are supported by a healthy and vibrant Port.

The Port annually generates about:

- $3 billion in personal wages and salary
- $300 million in state and local taxes.
Working in our community helps our community work better.

Smart energy. It’s the belief that when we work in our community, our community works better.

Through charitable contributions, outreach and volunteer projects focused on education, arts and culture, the environment and community development—BGE and its more than 3,400 employees work together with our customers to help make central Maryland a better place to live and work.

Now that’s smart energy. To learn more, visit BGE.COM/COMMUNITY.
Partnering with business to promote and preserve our culture, history, and natural resources for residents and visitors
UMB educates more than half of Maryland’s dentists, lawyers, physicians, and pharmacists and the majority of graduate nurses and graduate social workers. These professionals use their interdisciplinary education to impact economic development in the city, state, and nation and to further our mission to improve the human condition.
GBC’s Core Pillars for a Competitive Business Environment

◆ Government leadership that unites with business as a partner. Maryland leaders must consider the private sector as a partner, not an adversary, and develop a strategic plan for job creation and growth.

◆ Workforce that is highly educated and meets Maryland’s business needs. Maryland’s education institutions must cultivate a workforce suited to the specific needs of Maryland’s business sectors.

◆ Regulatory policies that are streamlined, stable and predictable. Maryland must project to businesses that its government regulatory policies are reasonable, relevant, free of surprises or redundancy and considerate of businesses’ sense of urgency.

◆ Tax structure that is fair and competitive. Maryland’s tax policy must be perceived by businesses as being competitive and devoid of elements that unreasonably target specific businesses or business sectors.

◆ Competitive costs of doing business. Public policies must reflect a government predisposition to nurture business growth and to avoid imposing additional overhead upon the business sector.

◆ Superior transportation infrastructure with reliable funding mechanisms. Well-funded and maintained transportation infrastructure is an essential prerequisite for business growth.

◆ Strategic and effective state investments in business growth. Investments should include competitive and effective tax credits, incentives and tactical initiatives to nurture private investment.

◆ Business marketing strategy that is aggressive, coordinated, long-term, and well-funded. Competitive states invest in comprehensive communication and promotion of business strengths to internal and national audiences.
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’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.

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

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.
GBC Priorities for 2015

- **Competitiveness.** Working with elected leaders on strengthening competitiveness for economic growth and job creation in Maryland and the Baltimore region. Issues include creating a fair, modern tax structure, investing in infrastructure and fostering entrepreneurship and innovation.

- **Transportation.** Developing and promoting a comprehensive and efficient regional transportation system that includes Baltimore’s Red Line, that ensures workforce mobility and efficiently moves goods and services.

- **Workforce.** Building and nurturing a highly-trained and educated workforce to meet the needs of the 21st century, knowledge-based economy.

- **The region.** Working with regional business councils, identifying and working to address issues within the Baltimore region that impact its capacity for business development.

- **Health care.** Advocating and supporting initiatives that promote a culture of wellness in the workforce.

- **Value to members.** Providing programs and services to GBC members that enhance their community involvement, open doors for new business opportunities and highlight the company’s assets to the Greater Baltimore community.

Delivering Value to GBC Members

Since its founding in 1955, the GBC has sought to apply private sector leadership and resources to improve the region by identifying issues that are crucial to the region’s business growth and by playing an influential role in developing strategies and implementing action to create change. Opportunities abound for GBC members to expand their perspectives, build relationships and influence the business climate.

Through the GBC, members work with officials at the highest levels of state and local government as well as business leaders who are shaping the future of Central Maryland. Members lead by serving on committees that address issues of bioscience, education, energy, government contracting, health care, planning, small business, technology and transportation.
Communications

The GBC provides members with a broad range of information through its electronic and print publications, including:

- **GBC Leader.** GBC’s twice-monthly, members-only e-newsletter provides GBC members with news about business climate issues, GBC events, committee information and member news.
- **GBC State House Update.** A members-only e-newsletter reporting on key issues and developments in the Maryland General Assembly. Published weekly during the legislative session from January–April and periodically during the interim.
- **E-mail Advisories.** The GBC issues e-mail advisories to members providing instant updates, breaking news and GBC event information.
- **Membership Directory.** This members-only print and electronic directory is the Who’s Who of the region’s business and civic leaders.
- **Greater Baltimore State of the Region Report.** An initiative of the Greater Baltimore Committee and Baltimore Metropolitan Council, this publication examines the relative health and economic performance of the Baltimore region as compared to competing economies throughout the United States. It is produced every three years.
- **GBC on the Web.** The GBC’s most comprehensive member communication medium, www.gbc.org, features timely GBC news, member news, a calendar of events, committee information, an online business guide and easily accessible information on GBC initiatives.
- **GBC on Social Media.** Follow the GBC on Facebook, Twitter (@GBCorg), LinkedIn, and YouTube.
- **GBC commentaries.** GBC President and CEO Donald C. Fry’s commentaries on public policy and business climate issues are featured Fridays on www.centermaryland.org and every third Friday in The Daily Record. WYPR 88.1 FM also broadcasts Don Fry’s commentaries monthly.

Events

The GBC offers a year-long schedule of events including:

- **GBC Annual Meeting.** The region’s premier business event of the year.
- **Bridging the Gap Achievement Awards.** Minority- and women-owned businesses are recognized for outstanding achievement.
- **Economic Outlook Conference.** Leading experts preview upcoming regional and national economic issues.
- **Maryland General Assembly Legislative Forum.** The business community kicks off the legislative session with an overview by leaders of the General Assembly.
- **Mayor’s Business Recognition Awards.** The GBC and the Baltimore Development Corporation honor businesses for outstanding community service.
- **Transportation Summit.** An annual review of issues relating to improving transportation infrastructure in the region and state.
- **Business Mixers.** Members have the opportunity to network with their colleagues at business mixers that take place at unique venues throughout the year.
Greater Baltimore Committee
Committees

Bioscience Committee
The GBC Bioscience Committee works directly with the industry to identify barriers to company formation and growth in Maryland. The committee then devises and implements strategies to overcome those barriers. These include expediting tech transfer and advocating for legislation that supports industry growth.
Chair: David Block, MD, MBA, CEO of Gliknik
Staff: Liz Pettengill • (410) 727-2820 x 41

Built Environment and Sustainability Committee
The Built Environment and Sustainability Committee reviews and analyzes significant real estate developments and urban design initiatives in our region. The committee makes recommendations and suggests policies that will serve as catalysts for better communities and examples of Smart Growth and sustainability.
Staff: Molly Moyer • (410) 727-2820 x 11

Education and Workforce Committee
This committee reviews and explores innovative approaches to further enhance the quality of academic enrichment available to the region’s youth and workforce training opportunities for citizens off all ages. The committee develops policy positions to advocate at the local and state levels for reform in the public school and higher education systems, and explores initiatives that enhance the quality of workforce for a more productive region.
Chair: Tina M. Bjarekull, President, MICUA
Staff: Liz Pettengill • (410) 727-2820 x 41

Health Care Committee
This committee reviews legislative matters that affect the health care and health care insurance industry. It identifies issues and develops positions on health care that impact the residents in the region and that have implications for the business community. In coordination with the GBC President & CEO, it communicates with legislators and key stakeholders the value of the health care industry to the region and the benefits of a healthy workforce and population.
Chair: Skip Counselman, chairman and CEO of RCM&D
Staff: Liz Pettengill • (410) 727-2820 x 41

Innovation and Technology Committee
The Innovation and Technology Committee serves as a public policy advocate on emerging technology issues to be addressed by government or by the private sector, and provides education and public awareness on technology-related policy issues.
Chair: Craig Bandes, CEO of Pixelligent
Staff: Liz Pettengill • (410) 727-2820 x 41

Transportation and Mobility Committee
The Transportation and Mobility Committee works on projects and public policy issues at the state and national levels that relate to the funding and development of superior roads, bridges, transit, port, airport and other transportation infrastructure in the Baltimore region and Maryland.
Staff: Robert Hellauer • (410) 727-2820 x 40
Regional Business Advisory Councils

Regions, not individual jurisdictions, are the primary economic competitors in the global economy. In Greater Baltimore, strengthening regional ties and collaboration benefits the entire region. With that in mind, the GBC developed three regional business advisory councils in Baltimore, Harford, and Howard counties.

The councils meet quarterly to discuss specific issues that may be hindering their business growth and quality of life. Each council monitors changes in legislation that affect their business or region and develops policy statements for the GBC to use to advocate on behalf of the business community to local and state legislators. In addition, the councils serve as a source of emerging ideas or projects for the GBC.

Some of the past or current issues the councils are focusing on include: working with defense contractors, APG and other Harford County associations on promoting the need for better public transportation, completion of a hospitality and tourism related study titled the Harford County Destination Market Study, workforce development, taxation and regulation, public safety, etc.

Through the councils, each of the specified counties is well represented and is able to keep the business community aware of issues in their jurisdiction. The councils also provide tremendous value with regards to gaining access to key decision makers and providing opportunities to meet other businesses in the counties.

Baltimore County Business Advisory Council

The Baltimore County Business Advisory Council is primarily comprised of Baltimore County businesses; however, it is open to all GBC members regardless of their location. It is currently comprised of a variety of industries including banking, communications/public relations, education, engineering, retail, real estate, etc. All members are at the senior level/executive management level in their company.

This committee is chaired by John B. Chessare, M.D., M.P.H., F.A.C.H.E., President and Chief Executive Officer of the Greater Baltimore Medical Center (GBMC) HealthCare system, which includes the GBMC, a 270-bed acute care not-for-profit hospital, as well as a group of multi-specialty physician practices across the region.

In the past year, key focus areas have included:

- Baltimore County transportation projects; including funding, process and timelines for upcoming projects.
- Monitoring status or steps towards revitalizing Sparrows Point.
- Monitoring mega economic development projects in the county.
- Workforce trends and regional demands.
- How to make Baltimore County and the State of Maryland more competitive.
Harford County Business Advisory Council

The Harford County Business Advisory Council is primarily comprised of Harford County businesses; however, it is open to all GBC members regardless of their location. It is currently comprised of a number of different industries; including defense, legal affairs, hospitality, real estate, education, etc. All members are at the senior level/executive management level in their company.

This committee is chaired by Craig A. Ward, President of Frederick Ward Associates in Bel Air. Frederick Ward Associates provides architecture, engineering, planning and surveying services in the mid-Atlantic region.

In the past year, key focus areas have included:

- Harford County transportation needs; including, entrance/exit of Aberdeen Proving Ground and other major thoroughfares.
- Higher education offerings in Harford County, future educational demands, and partnering with other in state institutions.
- Public safety efforts in Harford County.
- How to make Harford County and the State of Maryland more competitive.

Howard County Business Advisory Council

The Howard County Business Advisory Council is primarily comprised of Howard County businesses; however, it is open to all GBC members regardless of their location. It is currently comprised of a number of different industries; including technology, engineering, legal affairs, real estate, and education. All members are at the senior level/executive management level in their company.

This committee is chaired by Craig A. Ward, President of Frederick Ward Associates in Bel Air. Frederick Ward Associates provides architecture, engineering, planning and surveying services in the mid-Atlantic region.

In the past year, key focus areas have included:

- Monitoring the status of downtown Columbia revitalization.
- Researching and exploring the regulatory process in the State of Maryland; including how business can work collaboratively with government in developing regulations.
- Education on Howard County’s annual budget; including reviewing the various revenue sources and how each dollar is spent in the county.
- How to make Howard County and the State of Maryland more competitive.
Year In Review

PROJECTS & PARTNERSHIPS

Chesapeake Conference of CEOs

For the past two years, more than 75 CEOs selected by the Greater Baltimore Committee have participated in the GBC’s Chesapeake Conference of CEOs, a facilitated series of workshops to discuss issues related to strengthening Maryland’s business climate.

Private-sector leaders who participated in the GBC’s 2013 Chesapeake Conference of CEOs overwhelmingly agreed that reforming Maryland’s tax structure and spending process to achieve economic growth was their top priority to make the state more competitive. To address the priority, the GBC created a private-sector commission to study Maryland’s tax structure and fiscal appropriations, which has been working for a year examining options for tax reform and for improving the process by which Maryland government sets spending parameters and priorities.

More than 60 business leaders from the Baltimore region attended the GBC’s second Chesapeake Conference of CEOs in 2014 to review development projects planned in the region and to consider private-sector options for seizing development opportunities to strengthen future economic growth. Recommended priorities compiled by conference participants included addressing public infrastructure challenges in the region, streamlining the private development process to create a sense of urgency within the public sector, building public-private partnerships and strengthening connections between education and business sectors.

Competitive Tax Structure and Spending Accountability Commission

Acting on the top recommendation of the 2013 Chesapeake Conference of CEOs, in 2014 the Greater Baltimore Committee formed a private-sector commission of tax and fiscal experts, CEOs, former legislators and policy professionals to study Maryland’s tax system and fiscal management. The commission will recommend options for reforming the tax structure to position our state more competitively for business growth and job creation. The commission will also make recommendations to strengthen the state’s budgeting processes and spending affordability guidelines to foster more efficient and accountable fiscal management.

Red Line

The GBC continued its advocacy efforts as the leading champion for construction of the 14.1-mile light rail Red Line from Woodlawn through downtown Baltimore to the Johns Hopkins Bayview Medical Center. As the Maryland Transit Administration nears completion of the approval process for federal funding for the Red Line, the GBC
continues to aggressively promote the extraordinarily positive impact the project will have on the region. It will transform the region’s fragmented north-south rail transit lines that do not connect with each other into an integrated, connected system that will provide easy transit access to thousands of jobs in the region. The Red Line is one of only six projects across the nation included in President Obama’s FY 2015 budget for federal New Starts funding.

**Innovation Partners**

The GBC’s Innovation and Technology Committee worked as part of a team with the Tech Council of Maryland and the Howard County Tech Council to host the inaugural Innovation Partners meeting this summer. The meeting matched large purchasing companies with emerging innovative companies. Ten follow-up meetings were scheduled between the young innovative companies and the purchaser companies, producing 14 deals between the eight large companies and 13 emerging companies as a result of the 2014 meeting. The Maryland Innovation Partners Coalition announced in October that three new purchaser companies will participate in the 2015 meeting.

**Opportunity Collaborative**

The GBC is a partner in the Opportunity Collaborative, the consortium charged with developing a Regional Plan for Sustainable Development for Greater Baltimore. The Collaborative’s members include local governments, state agencies, universities and nonprofit organizations. The GBC’s Robert Hellauer, Director of Regional Transportation and Federal Government Affairs, is a member of the steering committee. The plan will help the Baltimore region coordinate investments in housing, transportation and workforce development to lower transportation costs for families, create cleaner and safer communities and increase educational and employment opportunities throughout the region. A financial implementation strategy is being developed to accomplish the recommendations of the planning process.

**Inner Harbor 2.0**

The Waterfront Partnership, GBC and Mayor Stephanie Rawlings-Blake are working together to implement the Inner Harbor 2.0 plan, unveiled in fall 2013, to enhance and improve Baltimore’s waterfront district. The plan, developed with Ayers Saint Gross, outlines opportunities to increase green landscape throughout the Harbor, identifies new and strategically located free attractions and amenities to extend the destination experience throughout the Harbor district, develops a framework that knits together the promenade with public open spaces along the waterfront, guides capital planning for future renovations and improvements and develops a model for adapting the promenade and public open spaces as a “green infrastructure” in support of the Waterfront Partnership’s Healthy Harbor initiative to make the Harbor “swimmable, fishable by 2020.”

**Hire One Youth**

For the third year, Mayor Stephanie Rawlings-Blake and GBC President and CEO Donald C. Fry partnered with city businesses to generate private-sector job opportunities for the city’s youth through the Hire One Youth program, part of the city’s larger YouthWorks summer jobs initiative. More than 100 private-sector employers signed up to participate in the program, which began at the end of June 2014.

**“Green Tracks” Project**

Baltimore Mayor Stephanie Rawlings-Blake launched the city’s “Green Tracks” project on November 5, 2014. The project was initiated by the GBC and Ayers/Saint/Gross several years ago to focus on the elimination of blight and creation of new green space along the East Baltimore Amtrak corridor. The initiative is focused on the blocks along the Amtrak rail corridor, from the tunnel at Bond Street to the overpass at Milton Street.
CEOs Fighting Diabetes

The GBC Health Care Committee has focused on reducing and preventing diabetes in the workplace through a partnership with the Maryland chapter of the American Diabetes Association that engages six regional CEOs: Christopher Brandt, CEO of Audacious Inquiry; Skip Counselman, CEO of RCM&D, and committee chairman; Charles Monk, managing partner, Saul Ewing, LLP; Brian Rogers, chairman of T. Rowe Price; Carmel Roque, CEO of Keswick Multi-Care; and Samuel Ross, CEO of Bon Secours Baltimore Health System. The CEOs are engaging their employees by promoting aspects of their company’s wellness. These efforts were showcased at a region-wide event in 2014.

LEGISLATIVE ADVOCACY

2014 Maryland General Assembly Session

After more than three years of advocacy by the GBC promoting its “Gaining a Competitive Edge” report and eight “core pillars” for economic growth and job creation, the issue of strengthening Maryland’s competitiveness for business growth gained significant traction in 2014.

The General Assembly passed a first-ever joint legislative agenda for economic growth and job creation, championed by Senate President Mike Miller and House Speaker Michael Busch. The legislative leaders also created a commission to identify ways to keep Maryland’s business climate competitive.

Throughout the session, the GBC urged lawmakers to make Maryland’s competitiveness a priority and to focus on legislation that would promote economic development and job growth. Successful legislation from the session included bills passed to recouple the state’s estate tax, to establish a cybersecurity investment fund, the creation of the Maryland E-Nnovation Program and an increase in credits for research and development investment, among others.

EVENTS

Mayor’s Business Recognition Awards 2013
January 14, 2014

Twelve Baltimore companies were honored by Mayor Stephanie Rawlings-Blake as winners of the 2013 Mayor’s Business Recognition Awards for community service: Brown Advisory, CareFirst BlueCross BlueShield, Centerplate, Christopher Schafer Clothier, Clear Channel Outdoor, Ellin & Tucker, Chartered, Ernst & Young LLP, Legg Mason, Inc., Maryland Institute College of Art (MICA), PNC Bank, Transamerica Baltimore Foundation, and WBAL-TV 11. The annual awards event is presented by the Mayor’s Office, the Greater Baltimore Committee and the Baltimore Development Corporation.
Lunch with the Orioles  
April 10, 2014

At the GBC’s annual Lunch with the Orioles, more than 500 attendees were able to have their pictures taken with and autographs signed by former Orioles players, including Al Bumbry, Ron Hansen, Chris Hoiles, Bill Hunter, Tippy Martinez, Tim Nordbrook and Joe Orsulak before enjoying lunch with the current roster of players and coaches. First begun in the 1980s, the GBC’s Lunch with the Orioles provides GBC members and guests an opportunity to closely interact with Baltimore’s “Boys of Summer.”

Annual Meeting  
May 22, 2014

Four new board members were elected at the GBC’s 2014 Annual Meeting: Calvin Butler, CEO of the Baltimore Gas and Electric Company (BGE); G. Mark Chaney, CFO, executive vice president and treasurer of CareFirst BlueCross BlueShield; August J. Chiasera, president of M&T Bank’s Greater Baltimore and Chesapeake regions; and Ronald J. Daniels, president of Johns Hopkins University.

Also at the Annual Meeting, retiring Maryland Institute College of Art President Fred Lazarus and retiring University of Baltimore President Robert Bogomolny received Sondheim Public Service Awards for extraordinary commitment to making a difference in Baltimore.

Speaker of the House of Delegates Michael Busch and Chancellor of the University System of Maryland William “Brit” Kirwan received Regional Visionary Awards, which recognize those who have made significant contributions to the betterment of the Greater Baltimore region.

As keynote speaker, Honeywell CEO and advocate of an “American Competitiveness Agenda” David Cote spoke about his recommendations for our nation on debt reduction, tax reform, education, infrastructure and other prerequisites for a strong business environment.
We are Transamerica, and we help transform the tomorrows of millions of customers across the United States, and of course, right here in Baltimore. With over a century of expertise in providing peace of mind through financial security, we work to understand the needs of those who depend on us, offering quality solutions for life’s expected – and unexpected – events. As neighbors, we care deeply about our community and our employees give generously of their time and talents in so many ways to create an even brighter future for our city and state. We are the Tomorrow Makers℠, and we’re proud that Baltimore is where we work, live and play.

Visit Transamerica.com
Transportation Summit
September 25, 2014
A U.S. congressman, former U.S. secretary of transportation and transportation experts agreed that fixing the country’s crumbling infrastructure is about more than roads and bolstering mass transit.
Congressman John Delaney, who serves Maryland’s 6th District, said investing in infrastructure creates jobs and makes the U.S. competitive. Presenters also included Raymond H. LaHood, senior policy adviser for the Baltimore-based DLA Piper, former U.S. secretary of transportation and co-chairman of Building America’s Future Educational Fund, Emily Goff, policy analyst, transportation and infrastructure for The Heritage Foundation; Beth Osborne, vice president of transportation and development for Transportation for America; Alan E. Pisarski, transportation consultant for Alan Pisarski Consulting; and Stephen Sigmund, executive director of Global Gateway Alliance.

Economic Outlook
October 23, 2014
At the GBC’s 2014 Economic Outlook Conference, an economist and five Baltimore-area economic development executives painted a picture of an economy in the Baltimore region that is finally beginning to rebound after the great recession.
Presenters at the event, which attracted more than 350 GBC members and guests, were: R. Andrew Bauer, regional economist for the Federal Reserve Bank of Richmond—Baltimore Office; William H. Cole IV, president and CEO of Baltimore Development Corporation; James C. Richardson, then-director of the Harford County Office of Economic Development; Edward C. Rothstein, then-president and CEO of the Anne Arundel Economic Development Corporation; Lawrence F. Twele, CEO of the Howard County Economic Development Authority; and Helga T. Weschke, deputy director of the Baltimore County Department of Economic and Workforce Development.

Bridging the Gap
December 8, 2014
The GBC’s Bridging the Gap Awards honored minority-owned and woman-owned businesses for outstanding achievement, as well as majority-owned businesses or individual executives who have shown leadership in the area of inclusive business practices.
The four award categories are: achievement by a minority- or woman-owned business; majority-owned business demonstrating inclusive business practices; partnerships and strategic alliances; and the President’s Award for exceptional advocacy.

Johns Hopkins Medicine
supporting our community
The quality of life in Baltimore is very important to us. As one of the largest private employers in Maryland, we provide nearly 30,000 local jobs.

But it’s not only about economic impact. Johns Hopkins Medicine also provides community-based clinical services, health screenings, mobile health care, education and training programs, and many other community benefit initiatives.

Together with local businesses and community organizations, we’re working to make Baltimore a healthier place to live.
Greater Baltimore Committee Awards

2014 Mayor’s Business Recognition Awards
The Mayor’s Business Recognition Awards honor corporate leadership and efforts to improve the quality of life in Baltimore City. In 2014, the outstanding community service of 13 businesses was recognized by Mayor Stephanie Rawlings-Blake, the GBC and the Baltimore Development Corporation:

- aMuse Toys
- BGE
- CareFirst BlueCross BlueShield
- EY
- M&T Bank
- MECU
- MedStar Union Memorial Hospital
- Morstein’s Jewelers, Inc.
- PNC Bank
- Saul Ewing LLP
- SC&H
- Team Triumphant, Inc.
- Wells Fargo

2014 Bridging the Gap Awards
The GBC Bridging the Gap Achievement Awards honor minority-owned and woman-owned firms for achievement and others for their efforts to strengthen minority business development. Sixteen Baltimore-area companies were honored in 2014:

Achievement by a minority- or woman-owned business
- Devaney and Associates
- Juxtopia LLC
- Mahan Rykiel Associates
- Richman Associates, LLC
- Sue Ann’s Office Supply
- Urban Policy Development
- Verve Partnership

Majority-owned business demonstrating inclusive business practices
- BGE
- Johns Hopkins Bayview Medical Center

Partnerships/strategic alliances
- Black Classic Press/BCP Digital Printing and Pearson
- SRB Communications and BGE
- Turner Construction Company, Cain Contracting Company and Essex Construction Company

President’s Award
- University of Maryland Medical System
Regional Visionary Awards
The Regional Visionary Award honors individuals who have significantly contributed to the betterment of the Greater Baltimore region. The award has been presented to political, education and business leaders for their vision and roles in improving the region.

At the 2014 GBC Annual Meeting, the Regional Visionary Award was presented to Michael Busch, speaker of the Maryland House of Delegates, and William E. “Brit” Kirwan, chancellor of the University System of Maryland.

Regional Visionary Award honorees since 1997 are:

<table>
<thead>
<tr>
<th>Year</th>
<th>Honorees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>Michael Busch, William “Brit” Kirwan</td>
</tr>
<tr>
<td>2013</td>
<td>Jan Houbolt</td>
</tr>
<tr>
<td>2012</td>
<td>Freeman A. Hrabowski</td>
</tr>
<tr>
<td>2011</td>
<td>Ken Ulman</td>
</tr>
<tr>
<td>2010</td>
<td>Willard Hackerman</td>
</tr>
<tr>
<td>2009</td>
<td>Baltimore Ravens</td>
</tr>
<tr>
<td>2008</td>
<td>Anthony Brown</td>
</tr>
<tr>
<td>2007</td>
<td>Martin O’Malley</td>
</tr>
<tr>
<td>2006</td>
<td>Raymond A. Mason, George A. Roche</td>
</tr>
<tr>
<td>2003</td>
<td>Calvin W. Burnett, James D. Tschechtelin</td>
</tr>
<tr>
<td>2002</td>
<td>H. Mebane Turner, William K. Hellmann</td>
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<tr>
<td>2001</td>
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</tr>
<tr>
<td>2000</td>
<td>Robert C. Embry Jr., Frank P. Bramble</td>
</tr>
<tr>
<td>1998</td>
<td>Clarence W. Blount, Charles Ecker</td>
</tr>
</tbody>
</table>

Walter Sondheim Public Service Awards
The Walter Sondheim Public Service Award is presented to individuals, other than elected officials, who make outstanding contributions to our community without seeking recognition or accolades. Since 2007, the GBC has bestowed awards occasionally but not annually to:

<table>
<thead>
<tr>
<th>Year</th>
<th>Honorees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>Fred Lazarus, Bob Bogomolny</td>
</tr>
<tr>
<td>2013</td>
<td>Joe Jones</td>
</tr>
<tr>
<td>2009</td>
<td>Robert C. Embry Jr.</td>
</tr>
<tr>
<td>2008</td>
<td>Eddie Brown, Sylvia Brown</td>
</tr>
<tr>
<td>2007</td>
<td>Sally J. Michel</td>
</tr>
</tbody>
</table>

Howard “Pete” Rawlings Courage in Public Service Awards
The Howard “Pete” Rawlings Award, presented occasionally but not annually, honors public officials who demonstrate exceptional courage while serving in elected or appointed public office.

<table>
<thead>
<tr>
<th>Year</th>
<th>Honorees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>Frederick Bealefeld</td>
</tr>
<tr>
<td>2009</td>
<td>Dr. Andres Alonso</td>
</tr>
<tr>
<td>2006</td>
<td>Paul S. Sarbanes</td>
</tr>
</tbody>
</table>
The Beginning

Eighty-three Baltimore business leaders met for dinner on January 5, 1955 and created the Greater Baltimore Committee.

The idea to create an action-oriented organization of business leaders to visualize ways to meet Greater Baltimore’s competitive challenges and apply private-sector influence and resources to accomplish key initiatives had been percolating for three years among a small group of business people, including a young mortgage banker named James Rouse.

Private-sector leaders were concerned about growing challenges Baltimore faced—a decaying central city, outmoded land use, declining property values and tax revenue.

The Greater Baltimore Committee was formed to take “prompt and aggressive action looking towards the solution of many of the city’s most pressing problems,” announced a press release GBC founders issued at their first 1955 meeting. The organization was “not interested in glamour, platitudes or false promises,” but instead was envisioned as an action committee dedicated to developing solutions to chronic problems that were impeding the city’s business growth."

Clarence W. Miles, a founding partner of Miles & Stockbridge and president of the Orioles, which he had brought to Baltimore the year before, was named the first GBC chairman. Thomas B. Butler, president of the Mercantile Safe Deposit and Trust Co., was vice-chairman; Daniel A. Lindley, president of the Canton Company, was secretary; and Jerold C. Hoffberger, president of the National Brewing Co., was the first GBC treasurer.

Rouse was named chairman of the GBC’s first executive committee. Rouse later served as the GBC’s chairman in 1964 and 1965.
Its founders envisioned the GBC as “a voluntary citizen-arm of government; non-sectional; non-political, and non-profit making,” the press release stated. “It comes into existence because the problems of civic improvement in Baltimore are so complex, urgent and diversified that as many citizens as possible should assume a share of the responsibility.”

Among the city’s needs cited by the GBC’s 1955 founders were: accelerated construction of the Jones Falls Expressway; building a civic center for conventions, cultural activities and sports events; development of the city’s port facilities; developing a plan for modernizing mass transportation; and developing a comprehensive urban renewal plan.

The GBC was born out of an awareness that many proposals that would contribute to the economic, cultural, or social vitality of Baltimore City failed not because the opposition was so strong, but because the support was so weak.

At the time, many development projects were being proposed. However, most failed due to the lack of broad community support. The GBC’s founders “realized that no amount of programming by the federal government, and no methods of attack undertaken by public and private service agencies, could be successful unless they were also supported and influenced by local business leaders who knew Baltimore’s strengths and weaknesses first hand.”

It was to be the GBC’s role to work for the ideas that might initially lack a strong voice but which had significant meaning for the development of a greater Baltimore.

The idea of a business-led civic group like the Greater Baltimore Committee was not original. Founders cited similar groups that existed in 1955 in other cities, including Pittsburgh, Milwaukee, St. Louis, and Philadelphia.

The first GBC press release cited the Greater Milwaukee Committee’s record of accomplishment as evidence that “doing business in a fine, efficient, geared-for-motion community is better than doing business in a run-down, traffic-clogged, wretched community.”

**Early Years—Planning Baltimore’s Transformation**

The many substantial issues tackled by the GBC during its early years, included construction of the Jones Falls Expressway, development of Friendship Airport (now BWI Marshall), construction of the Baltimore Civic Center (now Royal Farms Arena), and creation of the Maryland Transit Authority. But two hallmark projects were spawned by the GBC in its first 15 years that changed the face of Baltimore—Charles Center and the Inner Harbor redevelopment.

**Charles Center—the GBC’s first signature project.** The GBC started with Charles Center, a bold plan for massive redevelopment of Baltimore’s downtown core, a mid-town section between Saratoga Street on the north and Lombard Street on the south, and Liberty Street on the west and Charles Street on the east.

Highlights of the Charles Center project’s early development process included:

- 1956—The project was conceived by the GBC Planning Council, a nonprofit subsidiary formed and chaired by Hunter Moss, a commercial real estate consultant. After a national search, renowned architect David A. Wallace was hired as the council’s first director of planning.

- 1957—Mayor Thomas D’Alesandro, Jr. signed a contract with the GBC Planning Council and the Committee for Downtown to develop a plan for downtown revitalization. That same year, Walter Sondheim, Jr. was named chairman of the Baltimore Urban Renewal and Housing Agency (BURHA).

- 1958—The GBC conducted a campaign to promote the proposed Charles Center project to elected officials and the public, gaining the support of Mayor Thomas J. D’Alesandro, Jr. In November, city voters approved a $25 million bond issue for property acquisition and site work for the project.

- 1959—The City Council adopted the GBC Planning Council’s Charles Center project as an urban renewal plan. The Charles Center Management Office was created as a division of BURHA to manage the implementation of the GBC plan. J. Jefferson Miller, retired executive vice president of the Hecht Company, served as the office’s first general manager, insisting on a salary of one dollar per year. In 1965, the office would evolve into Charles Center-Inner Harbor Management, Inc., a nonprofit corporation.

Charles Center
**Inner Harbor—seizing an opportunity.** With work on Charles Center well underway, in 1963 newly elected Mayor Theodore McKeldin proposed a “new inner harbor area, where the imagination of man can take advantage of a rare gift of nature to produce an enthralling panorama of office buildings, parks, high-rise apartments, and marinas.”

- **1964**—Architect David Wallace produced a plan for a 30-year, $260 million effort to redevelop the harbor’s edge.
- **1965**—Charles Center-Inner Harbor Management, Inc. was created as a nonprofit successor to the Charles Center Management Office. J. Jefferson Miller continued as general manager of the Charles Center project. Martin Millspaugh, who had been a key staff member of the Charles Center Management Office, became president and general manager of the Inner Harbor project.
- **1966**—The Inner Harbor plan went before voters for bond funding. Walter Sondheim, Jr. chaired a committee to promote the plan to city voters. The GBC produced 300,000 flyers distributed to registered voters and civic organizations. In November, voters approved a $12 million bond for the project.
- **1968**—U.S. Department of Housing and Urban Development (HUD) released a $22.4 million federal grant for Phase 1 of the Inner Harbor project. In October, demolition began at Pratt and Cheapside Streets.

**Baltimore’s “Renaissance” Blossoms**

The signature revitalization projects that the GBC championed in the 1950s and 1960s—Charles Center and the Inner Harbor—bloomed in the 1970s and 1980s. Meanwhile, the GBC turned its attention to “quality of life” issues, including education, housing, minority business development, regionalism, and cultivating the next generation of leaders for Greater Baltimore.

**Charles Center**

The Charles Center project was fully completed in 1986. More than $235 million had been invested, of which $200 million had come from private sources. The project added two million square-feet of office space, 652 apartment units, the Morris A. Mechanic Theater, 3,000 parking spaces, and 430,000 square-feet of retail space.

**Inner Harbor attracts fast-pace of development**

Many view the July 2, 1980 opening of Harborplace as the single event that characterized the Inner Harbor’s dramatic transformation from docks to a world-class attraction. However, major development of offices in the harbor area occurred earlier in the 1970s, including the USF&G Building (1973), now the Transamerica Tower; the IBM Building, (1975), the Garmatz Courthouse (1976), C&P Telephone Company headquarters (1977), and the World Trade Center (1977).

The Maryland Science Center’s completion in 1976 preceded Harborplace’s opening by four years. Other attractions to blossom at harbor’s edge in the 1980s included the National Aquarium (1981), The Hyatt Regency Hotel (1981), and the Gallery (1988).

**GBC turns attention to “quality of life” issues**

In the 1970s and beyond, the GBC called on the resourcefulness of its business leaders to meet Baltimore’s social and economic challenges just as they had done in the 1950s and 1960s to meet Baltimore’s physical challenges. Wholly new systems were demanded in education, housing, employment, and transportation. Without them, achievements like Charles Center and the Inner Harbor would become islands in a sea of mediocrity—or worse. Even though the GBC agenda shifted toward what could be considered more “community development” issues, the rationale for involvement remained strengthening the region’s business climate and its economy.

- **Public education.** In public education, the GBC found a contributory role for the business community, recognizing that quality public education is a process fundamental to Baltimore’s progress in all other areas of community life. From its earlier educational programs—the Adopt-A-School Program, School/ Business Partnerships, to later helping the city’s school system strengthen its budget management, the GBC continues to seek reform in the City schools to ensure a quality and available workforce.
- **Housing.** Ardent work had began in the mid 1960s to rid vital city areas of blighting influences. The GBC, through its Urban Renewal Subcommittee work during the 1970s, studied issues affecting housing, such as zoning, housing code enforcement and planning.
- **A reinforced regional focus.** From the 1950s through the 1970s, the GBC was an organization comprised of a small group of business leaders, focusing most of its attention on individual downtown development projects. In 1978, the Chamber of Commerce of Metropolitan Baltimore merged with the GBC. This merger provided the area with a single, private-sector voice concerned with the problems and issues facing Baltimore City and its five surrounding jurisdictions—Anne Arundel, Baltimore, Carroll, Harford and Howard counties. It was understood among GBC members that, while much of its early work focused on projects
in Baltimore City, the GBC’s ultimate focus was regional in nature, as evidenced by the GBC’s earlier support for the 1963 creation of the Regional Planning Council, now the Baltimore Metropolitan Council.

- **Minority business development.** Recognizing the need among fledgling minority businesses for financing, the GBC in 1984 facilitated the creation of the Development Credit Fund (DCF) to serve minority businesses. The GBC gained commitments from the state’s six largest banks totaling $7.5 million, coupled with direct loan guarantees for minority businesses through the State of Maryland. The Development Credit Fund was the first joint public-private financing entity of its kind in Maryland.

**A new stadium for the Orioles**

Sports play a key role in the spirit of any city. Historically, the GBC has had a role in professional sports development since its opening days. The GBC’s first Chairman, Clarence W. Miles, teamed with Mayor Thomas J. D’Alesandro, Jr., and won the bid to bring the St. Louis Browns baseball franchise to Baltimore. Miles gained national attention for his persistence on what was regarded as a lost cause.

The GBC’s contributions to keeping the Orioles in Baltimore and winning legislative approval for construction of the Camden Yards site are well documented. The GBC led business efforts to win legislative approval for the stadium project in 1987, and successfully defeated legal challenges from stadium opponents.

The GBC, stepping in at a critical juncture, broke the stalled lease negotiations between the Orioles and the Maryland Stadium Authority. The GBC arranged a guarantee to back the sales of season tickets for the next 10 years. GBC leaders recruited 30 members to support a $10 million letter of credit to back the ticket sales guarantee that helped close the Orioles’ deal. This initiative broke the impasse that led to agreement on a long-term Orioles lease and the construction of the Oriole Park at Camden Yards.
Other GBC initiatives in the 1970s and 1980s

- **Support for construction of the Baltimore Convention Center.** The Baltimore Convention Center opened in August 1979. It underwent an expansion in 1996 that tripled its size. The center has been instrumental in building Baltimore into a major east coast destination. Today, Baltimore attracts more than 12 million overnight visitors.

- **Created The Leadership program.** In 1983 the GBC launched The Leadership, a year-long “leaders in training” orientation program of seminars, weekend retreats, experiential activities, and meetings with some of the region’s most influential individuals. More than 1,000 executives from business, non-profits, and government have graduated from The Leadership.

- **Created CollegeBound Foundation.** In 1988, the GBC teamed with Baltimoreans United in Leadership Development to create the CollegeBound Foundation, whose mission is to help inner-city students go to college. CollegeBound’s scholarship portfolio for 2014–15 includes 75 unique scholarships with a total value exceeding $1.5 million. Up to 128 students benefit annually from scholarships and grants awarded through the CollegeBound Foundation.

Facing Stubborn Challenges, Updating the Vision

With the keystone Charles Center and Inner Harbor projects maturing, GBC leaders worked to address stubborn challenges facing the city and region such as education reform and public safety. The GBC also recognized the need for an updated vision to guide the development of the city and region in the 21st century.

**Targeting the biotech potential.** In 1990 and 1991, the GBC began its work to redefine Baltimore’s economic future to include a major emphasis on technology industries—particularly biotech. In the early 2000s, strengthening the region’s biosciences sector would emerge as one of the GBC’s top strategic priorities.

**Education reform.** In the 1990s, the GBC issued a call for “dramatic restructuring of our educational systems that promotes creative, entrepreneurial approaches to education.” In the late 1990s and early 2000s, the GBC played a key role in shaping funding and management reforms for Baltimore City Public Schools.

**Smart on crime.** In Sept. 1995, the GBC issued its “Smart on Crime” Report which, among other things, advocated for increasing drug treatment on demand as a crime reduction strategy.

**NFL football returns.** The GBC played a decisive role in the 1996 effort to gain legislative approval of the stadium deal that brought the Ravens to Baltimore.

**Promoting a regional perspective.** In July 1997, the GBC issued “One Region, One Future,” a report detailing that regions, not individual political jurisdictions, are emerging as the primary competitors in the global economy. In 1998, the GBC partnered with the Greater Baltimore Alliance (now the Economic Alliance of Greater Baltimore) and subsequently with the Baltimore Metropolitan Council to produce a series of “State of the Region” reports, benchmarking the Baltimore region’s economic vital signs and those of 19 other key competing regions.
Reducing homicides and violent crime. In 1999, in its report “First Things First,” the GBC called on all Baltimore City mayoral candidates to adopt a goal of reducing homicides in the city by 50 percent. The GBC backed up its challenge by creating a $500,000 homicide reduction fund and applied it to funding strategic or tactical initiatives aimed at reducing violent crime and homicides.

City government efficiency. From 2000–2002, volunteer GBC-member executives conducted a series of management and efficiency studies for key Baltimore City government agencies and its human resources management. In 2003, the GBC studied management of the city’s Inner Harbor operations and the fiscal operations of the city’s public school system. The city used the reports as “game plans” for reforms that saved millions of dollars.

Restoring the Hippodrome Theatre. In 1998, the GBC launched the Hippodrome Theatre renovation project by persuading Gov. Parris Glendening and Maryland legislators to include $1.7 million in the state’s budget to begin project planning. During the next two years, the GBC led efforts that ultimately gained $27 million in state funding and $5 million in private funding, before handing the project over to the Baltimore Center for the Performing Arts (now the Hippodrome Foundation). The Hippodrome Theatre at the France-Merrick Performing Arts Center opened on February 10, 2004.

Building the region’s life sciences sector. In 2002, the GBC developed a strategic initiative to leverage the region’s key strengths—its world-class research centers—to drive the next phase of the city’s revitalization and the region’s life sciences industry growth. Toward that end, the GBC worked to support the development of life sciences parks near the University of Maryland, Baltimore on the city’s west side, and adjacent to the Johns Hopkins Medical Institutions on the east side. The GBC played a key role in the formation of East Baltimore Development Inc. (EBDI), with GBC members pledging $1 million in operational funding to launch the nonprofit entity charged with managing the development an 81-acre neighborhood revitalization and life sciences research park.

Transportation infrastructure, strengthening regional transit. Since 2000, the GBC has focused on the major issue of transportation infrastructure. In 2003 and 2004, the GBC identified dramatically improving transit as another key priority that requires immediate attention if the region is to remain competitive for workforce and business development. During the 2004 General Assembly session, the GBC successfully gained commitments from Gov. Robert Ehrlich and state legislators to earmark more than $243 million to begin planning the light-rail Red Line from Woodlawn to Bayview that would transform the region’s fragmented rail transit assets into a fully-integrated regional rails transit system. Later in 2004, the GBC and a coalition of civic and environmental organizations and foundations in the region formed the Baltimore Transit Alliance to push for continued funding and development of the Baltimore Regional Transit System. Today the $2.9 billion Red Line project is well into the engineering stage and is poised to receive a $900 million federal funding contribution.

Other transportation infrastructure issues have included advocacy for high-speed rail in the northeast corridor of the United States, improving rail freight transportation support for the Port of Baltimore, and the need to address deteriorating, often more than 100-year-old rail related infrastructure in Maryland and along the northeast rail corridor, including tunnels, bridges and Baltimore’s Penn Station.

Strengthening minority and woman-owned businesses. In 2003, the GBC developed the “Bridging the Gap” initiative to promote the inclusion of minority-owned and woman-owned firms in emerging business opportunities. The program provides recognition and support for minority entrepreneurs, networking opportunities with industry leaders, updates on best practices for key business management issues, and partnerships that nurture the development of minority-owned and
woman-owned businesses. Partners in this initiative include Baltimore Rep. Elijah E. Cummings, the Downtown Partnership of Baltimore, the Mayor’s Office of Minority Business Development, and the Governor’s Office of Minority Affairs.

Bridging the Gap accomplishments include an increased hospital procurement from minority-owned and woman-owned vendors by 114 percent. The initiative prompted the Greater Baltimore Urban League to honor the GBC with its 2008 Whitney M. Young Jr. award. The initiative also received a major international award for small business development.

**Focusing on business competitiveness.** Since 2010, a primary focus of the GBC has been to address the long-term “disconnect” between Maryland’s government leaders and the private sector over Maryland’s business climate policy and the nature of our state’s competitiveness for economic growth and job creation. That year, the GBC facilitated a series of workshops and focus groups with business and economic development leaders that generated the “Gaining a Competitive Edge” report articulating eight core pillars for business competitiveness. The GBC has since framed its legislative advocacy around the core pillars.

**A Compact for Competitiveness.** In 2013, building on the eight core pillars, the GBC’s inaugural Chesapeake Conference of CEOs developed a set of specific policy priorities proposed as the framework for a proposed mutual “Compact for Competitiveness” that government and private-sector leaders could jointly embrace to ensure that Maryland’s public and private-sector leaders are on the same page when it comes to the issue of strengthening Maryland’s competitiveness. The top priority, by overwhelming consensus, is reforming Maryland’s tax structure. Other priorities are: develop a 10-year transportation strategy, invest in Maryland’s port and airport resources, implement regulatory reform, deploy a STEM-related education strategy, invest in infrastructure, nurture innovation and entrepreneurship, strengthen the state’s economic development resources, implement outcome-driven accountability in K–12 education and leverage business resources and partnerships.
### Accounting
- Abrams, Foster, Nole & Williams, P.A.
- CohnReznick LLP
- Deloitte & Touche LLP
- Ellin & Tucker, Chartered
- Ernst & Young LLP
- Gorine, Schiller, & Gardyn, P.A.
- KPMG LLP
- McGladrey LLP
- PricewaterhouseCoopers LLP
- SB & Company, LLC
- Weyrich, Cronin, & Sorra, Chartered

### Associations
- Chesapeake Science and Security Corridor Consortium (CSSC)
- Health Facilities Association of Maryland
- Howard Tech Council
- Maryland Business Roundtable for Education
- Maryland Economic Development Association (MEDA)
- Maryland Hotel & Lodging Association
- Maryland Independent College and University Association
- Maryland Nonprofits
- Maryland Transportation Builders & Materials Association
- Maryland Works, Inc.
- Stringfellow Management Group, Inc.
- Tech Council of Maryland

### Banking
- Atlantic Financial Federal Credit Union
- Bank of America
- Bay Bank
- BB&T Corporation
- Federal Reserve Bank of Richmond
- The Harbor Bank of Maryland
- Howard Bank
- M&T Bank
- MECU of Baltimore, Inc.
- PNC
- SunTrust Bank, Maryland
- Susquehanna Bank
- Wells Fargo Bank, N.A.

### Biotechnology
- BioTechnical Institute of Maryland, Inc.
- Cerecor
- Gliknik Inc.
- IMET
- Key Technologies Inc.
- SoBran, Inc.
- Vasoptic Medical, Inc.

### Colleges & Universities
- Anne Arundel Community College
- Baltimore City Community College
- Capitol College
- The Community College of Baltimore County
- Coppin State University
- Harford Community College
- Howard Community College
- Johns Hopkins University
- Loyola University Maryland
- McDaniel College
- Morgan State University
- Notre Dame of Maryland University
- Stevenson University
- Towson University
- UMBC—An Honors University
- University of Baltimore
- University of Maryland Francis King Carey School of Law
- University of Maryland
- University of Maryland Francis King Carey School of Law
- University of Maryland University College
- University of Maryland, Baltimore
- University of Maryland, University College
- University System of Maryland Foundation

### Construction/Contracting/Engineering
- Alliance Engineering
- Banks Contracting Company, Inc.
- Cianbro Corporation
- CLG Construction Services, LLC
- CNA, Inc.
- Gibane Building Company
- Heery International, Inc.
- HMC, Inc.
- JMT, Inc.
- KCI Technologies, Inc.
- M. Luis Construction
- Mahogany, Inc.
- McKissack & McKissack
- Moffatt & Nichol
- P. Flanagan & Sons
- Parsons Brinkerhoff
- Pennoni Associates Inc.
- RJK & K Engineers
- RMF Engineering, Inc.
- Southway Builders, Inc.
- The Whiting-Turner Contracting Company

### Consultancy
- Bolton Partners, Inc.
- CH2M HILL, Inc.
- The Chapman Group
- Hickory Ridge Group
- Martin-Lauer Associates, LLC
- Sage Policy Group, Inc.
- Synthesis Incorporated
- Think Systems, Inc.

### Economic Development
- Baltimore Development Corporation
- Carroll County Economic Development
- Harford County Office of Economic Development
- Maryland Economic Development Corp. (MEDCO)
- Maryland Technology Development Corp. (TEDCO)
- Mayor’s Office of Employment Development (MOED)

### Educational Services & Programs
- Baltimore Curriculum Project
- CollegeBound Foundation
- Enoch Pratt Free Library
- ESF Camps at Gilman School
- Laureate Education, Inc.
- Maryland Science Center
- Network for Teaching Entrepreneurship
- Outward Bound Baltimore
- Chesapeake Bay
- Playworks Maryland
- Spelman Education Services LLC
- UNCF—United Negro College Fund
- Year Up

### Environmental Technology
- Envirotest

### Finance & Investment
- ABS Capital Partners
- Asset Strategy Consultants
- Benjamin F. Edwards & Co.
- Brotman Financial Group, Inc.
- Brown Advisory
- Bunting Management Group
- Camden Partners
- The Kelly Group
- Legg Mason, Inc.
- Morgan Stanley Smith Barney LLC
- PSA Insurance and Financial Services
- SC&H Group
- The Shelter Group
- Sifel
- T. Rowe Price Group, Inc.
- Tilton-Steele International

### Foundations
- The Annie E. Casey Foundation
- Associated Black Charities
- Baltimore Community Foundation
- Goldseker Foundation

### Health Care & Hospitals
- Bon Secours Baltimore Health System, Inc.
- Burs & Garrett Physical Therapy Associates
- FutureCare Health & Management Corporation
- Greater Baltimore Medical Center
- Johns Hopkins Health System
- Kaiser Permanente
- Maryland Hospital Association
- MedStar Health Inc.
- Mercy Health Services, Inc.
- Mt. Washington Pediatric Hospital
- Respira Medical
- Sinai Hospital of Baltimore
- St. Agnes Health Care
- St. Joseph Medical Center
- University of Maryland Medical System
- VA Maryland Health Care System

### Health Services & Programs
- Ameritox, Ltd
- Concentra, Inc.
- The Coordinating Center
- CSA Medical, Inc.
- DHC Supply
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Baltimore Development Corporation

Bill Cole, President & CEO

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Please contact: Larysa Salamacha,
Director of Business Development
36 S. Charles St., Suite 1600
Baltimore, MD 21201-3015
410-837-9305 (x) 410-837-6363 (f)
www.baltimoredevelopment.com

Business Guide

Nonprofit Organizations

The Abell Foundation
Alzheimer’s Association,
Greater Maryland Chapter
American Diabetes Association
American Heart Association
American Red Cross of the Chesapeake Region
The Arc Baltimore, Inc.
Archdiocese of Baltimore
Army Alliance
Associated Catholic Charities, Inc.
BWI Business Partnership, Inc.
Business Volunteers Maryland
Catholic Relief Services
Chimes International Ltd.
Citizens Planning and Housing Association
Downtown Partnership of Baltimore, Inc.
Economic Alliance of Greater Baltimore
Episcopal Community Services of Maryland
Family and Children’s Services of Central Maryland
Fund for Educational Excellence
Girl Scouts of Central Maryland
The Harry & Jeannette Weinberg Foundation
Humanim, Inc.
Job Opportunities Task Force
The League for People with Disabilities
The Living Legacy Foundation
Maryland Petroleum Council
National Federation of the Blind
Network 2000
The Presidents’ RoundTable, Inc.
Project PLASE, Inc.
Ronald McDonald House Charities of Baltimore, Inc.
Teach for America Baltimore
THE ASSOCIATED: Jewish Community Federation of Baltimore
Ulman Cancer Fund For Young Adults
United Way of Central Maryland
Vehicles For Change
Visit Baltimore
Waterfront Partnership of Baltimore, Inc.
Woodbourne Center, Inc.
Y of Central Maryland

Pharmaceuticals
Correct Rx Pharmacy Services, Inc.
Elsa Inc.
PhRma

Printing & Publications
Capitol Communications, LLC
H&N Printing & Graphics, a Division of Consolidated Graphics (CGX)
Today Media Custom Communications (TMCC)
SmartCEO

Products & Services
Alex Cooper Auctioneers, Inc.
Baltimore City Department of Social Services
Boyle Buick GMC
Canusa Corporation
EMR—The Electric Motor Repair Co.
Exelon
ezStorage Corporation
Jeanette’s Cleaning Service
Landmark Parking, Inc.
Medfast Inc.
PMS Parking, Inc.
Samuel Shapiro and Co., Inc.
Sue-Arn’s Office Supply Inc.
Trane
Under Armour, Inc.
VPC, Inc.
Wal-Mart

Professional Sports
Alex Cooper Auctioneers, Inc.
Baltimore Orioles L.P.
Baltimore Ravens

Real Estate
A&R Development Corp.
AHC Greater Baltimore
Alex. Brown Realty, Inc.
American Trading and Production Corporation
BCV Commercial Realty LLC
Beatty Development Group, LLC
The Bovzzuto Group
Broadview Apts. LLC
Cassidy Turley
The Cordish Companies
Corporate Office Properties Trust
Cross Street Partners
Cushman & Wakefield
Ekistics, LLC
Forest City—New East Baltimore Partnership
The Gallery
General Growth Properties, Inc.
heritage Properties, Inc.
Howard Hughes Corporation
J.J. Clarke Enterprises, Inc.
Jones Lang LaSalle
The Kemblatt Company
Lord Baltimore Capital Corporation
Mackenzie Commercial Real Estate Services, LLC
Merritt Properties, LLC
Millane Partners, LLC
Regional Management, Inc.
Wexford Science + Technology, LLC
William H. Cox, Jr. Real Estate Inc.

Restaurants
The Capital Grille
Phillips Seafood of Baltimore

Staffing/Outplacement/Personnel Services
Goodwill Industries of the Chesapeake, Inc.
Robert Half International

Telecommunications
AT&T
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Humanitarian organization that provides relief to disaster victims and helps people prevent, prepare for and respond to emergencies.

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Baltimore City Department of Social Services
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Baltimore, MD 21213
Social services agency providing public assistance programs, adult, child and family welfare services to Baltimore City residents.

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Baltimore, MD 21201
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Baltimore, MD 21205
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Fund for Educational Excellence
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Commercial bank.

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401 Thomas Run Road
Bel Air, MD 21015
Fully accredited, public, two-year college offering associates degrees, certificates and customized training for business.

Harford County Office of Economic Development
220 South Main Street
Bel Air, MD 21014
Offers programs and services to help foster business retention, growth and investment in order to stimulate job creation and enhance the county’s quality of life.

Harris Jones & Malone, LLC
2423 Maryland Avenue
Suite 100
Baltimore, MD 21218
Law office focusing in the areas of government relations, land use law, corporate/ business law and real estate law.

The Harry & Jeannette Weinberg Foundation
7 Park Center Court
Owings Mills, MD 21117
Dedicated to assisting the poor, primarily through operating and capital grants to direct service organizations located in Baltimore, Hawaii, Northeastern Pennsylvania, New York, Israel and the Former Soviet Union.
Health Care for the Homeless, Inc.
421 Fallsway
Baltimore, MD 21202
Working to end homelessness through comprehensive services, advocacy and access to housing and employment.

Health Facilities Association of Maryland
601 Global Way
Suite 100–103
Linthicum, MD 21090
A voluntary trade association comprised of 150 provider members and 70 associate business members that actively serves the long-term care community. HFAM represents its members and consumers collectively with more than 30 states, county and local governments.

Heery International, Inc.
100 East Pratt Street
Suite 2410
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Full range of design and construction services including construction management, program management, architecture, engineering and interior design.

Heritage Properties, Inc.
501 Fairmount Avenue
Suite 300
Towson, MD 21286
A full service real estate development company, offering architectural, development, properties and asset management.

Hickory Ridge Group
17810 Meeting House Road
Sandy Spring, MD 20860
Health care advisory, development and private equity investments.

Hilton Baltimore
401 West Pratt Street
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A true gem among Baltimore hotels, the Hilton Baltimore is located in downtown Baltimore’s Harbor district, connected to the Convention Center and 15 minutes from BWI Airport.

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Technology company servicing customers worldwide with aerospace products, control technologies, automotive products, turbochargers and specialty materials.

Howard Hughes Corporation
10221 Wincopin Circle
Suite 300
Columbia, MD 21044
Owns, manages and develops commercial, residential and mixed-use real estate throughout the country. Our company is comprised of master planned communities, operating properties, strategic developments and other unique assets spanning 16 states.

Humanim, Inc.
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Nonprofit organization, providing workforce development and behavioral services to individuals with disabilities throughout Maryland.

Horseshoe Casino Baltimore
1525 Russell Street
Baltimore, MD 21230
Provides great customer service in exciting and entertaining environments, with the goal of becoming the overwhelming first choice for casino entertainment.

Howard Bank
6011 University Boulevard
Suite 370
Ellicott City, MD 21043
A full service commercial bank focused on privately-held small–medium-sized businesses based in Greater Baltimore.

Howard Community College
10901 Little Patuxent Parkway
Columbia, MD 21044

Hogan Lovells US LLP
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Suite 2000
Baltimore, MD 21202
International law firm with offices in the world’s leading financial, commercial and political centers.

HMS Insurance Associates, Inc.
P.O. Box 1750
Cockeysville, MD 21030
Insurance agent/broker specializing in business insurance needs.

Hord Coplan Macht, Inc.
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Suite 1100
Baltimore, MD 21202
Provides architecture and landscape architecture services for institutions and business nationwide.

HMS Insurance Group
7190 Oakland Mills Road
Suite 10
Columbia, MD 21046
Turnkey firm offering food service consulting, space planning, equipment specifications, interior design, custom millwork, installation and construction services.

HMG Inc.
9250 Bendix Road
Columbia, MD 21045

Horseshoe Casino Baltimore
1525 Russell Street
Baltimore, MD 21230
Provides great customer service in exciting and entertaining environments, with the goal of becoming the overwhelming first choice for casino entertainment.

Horseshoe Casino Baltimore
1525 Russell Street
Baltimore, MD 21230
Hyatt Regency
Baltimore
300 Light Street
Baltimore, MD 21202
Deluxe hotel on the Inner Harbor: pool, Bistro 300 restaurant, catering and convention facilities.

IBM Corporation
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Baltimore, MD 21202
Lead in the creation, development and manufacture of the industry’s most advanced information technologies.

Image Engineering
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In the business of creating first class spectaculars including laser effects, video projection/mapping and pyrotechnics.

IMET
Columbus Center
701 East Pratt Street
Baltimore, MD 21202
Work includes the use of aquaculture and genomics to foster conservation and creation of marine resources, including marine bioenergy; environmental sensor development; environmental remediation; developmental biology; marine biomedicine; molecular and cellular systems and sustainable urban ports and ecosystems.

IMRE
909 Ridgebrook Road
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Baltimore, MD 21218
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J.J. Haines & Company, Inc.
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Jeanette’s Cleaning Service
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Baltimore, MD 21234

JMT, Inc.
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Sparks, MD 21152
A multi-disciplined architectural/engineering firm that provides planning, design and construction phase services for transportation, building facilities, environmental, energy and technology projects.

Job Opportunities
Task Force
217 East Redwood Street
Suite 1500
Baltimore, MD 21202
Develop and advocate policies and programs to increase skills and employment opportunities for low income people.

John S. Connor, Inc.
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Worldwide logistics services to importers/exporters. Freight forwarders (air/sea), customs brokers, NVOCC, logistics consultants and steamer agents.

Johns Hopkins Health System
733 North Broadway
BRB 104
Baltimore, MD 21205
This integrated system includes Johns Hopkins Hospital, five other adult and child acute care hospitals, long-term care, over 30 community-based primary and specialty care locations, home health and managed care.

Johns Hopkins University
3400 North Charles Street
242 Garland Hall
Baltimore, MD 21218
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Jones Lang LaSalle
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Commercial real estate service firm.

Kaiser Permanente
111 South Calvert Street
Suite 1850
Baltimore, MD 21202
Provides health care coverage and medical services to residents of Maryland, Virginia and Washington, D.C.

KCI Technologies, Inc.
936 Ridgebrook Road
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KCI is a 100 percent employee-owned multi-disciplined engineering, consulting and construction firm.

Keaney O’Doherty
Public Affairs, LLC
111 South Calvert Street
Suite 2820
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By tailoring political campaign tools to achieve business goals, KO helps clients succeed where commerce, government, politics and media meet.

Kelly & Associates
Insurance Group, Inc.
301 International Circle
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Group insurance administrators, brokers and consultants, specializing in health care and also providing integrated payroll services.

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54 East Gordon Street
Bel Air, MD 21014
Providing a variety of services in the areas of wealth management, asset management and accounting and tax to complement and strengthen a client’s overall plan and goals.

Kennedy Krieger Institute
707 North Broadway
Baltimore, MD 21205
Health care, special education and research for children with disabilities.

Keolis North America
51 Monroe Street
Suite 601
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Leading provider of passenger transportation services throughout U.S. and Canada.

Keswick MultiCare
700 West 40th Street
Baltimore, MD 21211
A nonprofit facility in Baltimore, providing skilled nursing home care, transitional care, long-term assisted living and adult day services.

Key Technologies Inc.
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Baltimore, MD 21230
Design and development of technology products including medical and industrial instruments and devices.

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Suite 2121
Baltimore, MD 21202
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KPMG LLP
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Baltimore, MD 21202
Audit, tax and advisory firm.

Kramon & Graham, P.A.
One South Street
Suite 2600
Baltimore, MD 21202
Law firm. Areas of practice include litigation, insurance coverage and regulation, employment, personal injury and administrative.

Landmark Parking, Inc.
33 South Gay Street
Baltimore, MD 21202
Parking development and management company serving Baltimore, Washington, D.C., and Northern Virginia.

Laureate Education, Inc.
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Baltimore, MD 21202
Provides a superior university experience to more than 49,000 students worldwide through its leading international network of accredited campus-based and online universities.

The League for People with Disabilities
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Baltimore, MD 21239
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Legg Mason is proud to support the Greater Baltimore Committee and its mission to improve the business climate of the Baltimore region.
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Baltimore, MD 21202
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Maryland Economic Development Corp. (MEDCO)
300 East Lombard Street
Suite 1000
Baltimore, MD 21202
MEDCO is a state economic development organization that assists in financing projects by issuing bonds.

Martin-Lauer Associates, LLC
1050 Hull Street
Suite 120
Baltimore, MD 21230
Political consulting firm.

Maryland Automobile Insurance Fund
1750 Forest Drive
Annapolis, MD 21401
Since 1972, MAIF has been protecting and helping Maryland drivers by providing the opportunity to be insured to those having trouble getting auto insurance.

Maryland Business Round Table for Education
5520 Research Park Drive
Suite 150
Baltimore, MD 21228
Dedicated to improving K–12 education, with special emphasis on science, technology, engineering and math (STEM).

Maryland Economic Development Association (MEDA)
P.O. Box 27093
Baltimore, MD 21230
Enhances the knowledge and skills of its members and encourages partnership among those committed to bringing jobs and investment to Maryland.

Maryland Hospital Association
6820 Deepdene Road
Elkridge, MD 21075
Advocate for Maryland’s hospitals, health systems, communities and patients before legislative and regulatory bodies.

Maryland Hotel & Lodging Association
839 Bestgate Road
Suite 400
Annapolis, MD 21401
MH&LA is the statewide trade association representing Maryland’s lodging industry, providing information, education and legislative representation to our members.

Maryland Independent College and University Association
60 West Street
Suite 201
Annapolis, MD 21401
Higher education organization.

Maryland Nonprofits
1500 Union Avenue
Suite 2500
Baltimore, MD 21211
Statewide association of more than 1,600 nonprofit organizations.

Maryland Petroleum Council
60 West Street
Suite 403
Annapolis, MD 21401
Represents oil and natural gas companies in Maryland.

Maryland Port Administration
World Trade Center
401 East Pratt Street
20th Floor
Baltimore, MD 21202
Stimulates the flow of waterborne commerce through the State of Maryland.

Maryland Transportation Builders & Materials Association
2408 Peppermill Drive
Suite F
Glen Burnie, MD 21061
The voice of the Maryland transportation industry for 80 years, MTBMA combines the resources, membership and expertise of the Maryland Highway Contractors Association and the Maryland Aggregates Association to better serve the transportation, construction and materials industries in Maryland.

Maryland, Works, Inc.
10270 Old Columbia Road
Suite 100
Columbia, MD 21046
Maryland Works is a statewide membership association comprised of nonprofit community-based organizations and workforce development professionals who specialize in advancing employment, economic strengthening and developing business ownership opportunities.

The Maryland Zoo in Baltimore
Druid Hill Park
Baltimore, MD 21217
Currently the Zoo’s animal collection encompasses more than 200 species, with more than 1,500 animals.

Mayor’s Office of Employment Development (MOED)
2310 Broening Highway
Suite 150
Baltimore, MD 21224
The MDTA develops, operates and provides law enforcement for and maintains the MDTA’s highways, bridges and tunnels through the use of tolls, other revenues and bonding capacities.

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Baltimore, MD 21202
A full service law firm of over 900 lawyers with 19 strategically located offices worldwide.

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Suite 500
Oxon Hill, MD 20745

MECU of Baltimore, Inc.
7 East Redwood Street
Baltimore, MD 21202
Credit Union for Baltimore City serving over 96,000 members with over $1.1 billion in assets.
Member Directory

5015 Greater Baltimore Committee Member Directory

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2066 Lord Baltimore Drive
Baltimore, MD 21244
Develops and owns nearly 16 million square feet of properties in the Baltimore/Washington area.

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100 Light Street
Baltimore, MD 21202
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IT strategy and application design firm, helping clients achieve results that matter.

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Hunt Valley, MD 21031
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Morgan Stanley Smith Barney LLC
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Baltimore, MD 21202
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1700 East Cold Spring Lane
Baltimore, MD 21251
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Mt. Washington Conference Center
5801 Smith Avenue
Suite 1100
Baltimore, MD 21209
Owned by Johns Hopkins, the center has 13 meeting rooms and 56 guest rooms.

Mt. Washington Pediatric Hospital
1701 West Rogers Avenue
Baltimore, MD 21209
For over 90 years, Mt. Washington Pediatric Hospital has provided inpatient and outpatient care for children with rehabilitation and other complex medical needs.

National Aquarium in Baltimore
Pier 3
501 East Pratt Street
Baltimore, MD 21202
We inspire conservation of the world’s aquatic treasures.

National Federation of the Blind
Jernigan Place
200 East Wells Street
Baltimore, MD 21230
National membership organization dedicated to the mission of changing what it means to be blind.

National Gardiner Education Center
1212 New York Avenue, NW
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Washington, D.C. 20005
A U.S.-owned company committed to bringing the Superconducting Maglev technology to the United States’ Northeast Corridor, the most congested transportation region in the country.

Network 2000
1228 North Calvert Street
Baltimore, MD 21202
Network 2000 is a 501(c)3 organization, founded to support the advancement of women in leadership and executive positions.

Network for Teaching Entrepreneurship
300 East Lombard Street
Suite 1111
Baltimore, MD 21202
Provides educational program for youth in low income communities focusing on entrepreneurship, business management and personal growth.

Neuberger, Quinn, Gielen, Rubin & Gibber, P.A.
1 South Street
27th Floor
Baltimore, MD 21202
Law firm with national practice in all aspects of business law and litigation.

Niles, Barton and Wilmer, LLP
111 South Calvert Street
Suite 1400
Baltimore, MD 21202
Full service law firm: corporate/commercial law, commercial real estate, construction, estates, trusts and litigation.

P-B Health Home Care Agency, Inc.
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Baltimore, MD 21218
A Medicare/Medicaid Certified Home Health Agency that delivers high quality, in-home skilled nursing and therapy services to the Baltimore metropolitan area.

P. Flanigan & Sons
2444 Loch Raven Road
Baltimore, MD 21218
We build, maintain and produce materials for transportation infrastructure.

Parsons Brinkerhoff
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Baltimore, MD 21202
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Pep Boys
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Baltimore, MD 21202
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Pennoni Associates Inc.  
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Suite 600  
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Multi-disciplinary civic engineering firm; site design, utilities, traffic and transportation environmental, water and wastewater.

Pixelligent Technologies, LLC  
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6411 Beckley Street  
Baltimore, MD 21224  
Manufactures and markets nanocrystal additives and polymer nanocomposites for electronics and semiconductor, industrial and military markets.

Port Discovery/Children’s Museum  
35 Market Place  
Baltimore, MD 21202  
One of the top 5 children’s museums in the United States with interactive educational exhibits for kids under 10.

Port Networks  
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Baltimore, MD 21202  
Port Networks builds and operates public and private wireless data networks.

Playworks Maryland  
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Baltimore, MD 21218  
Playworks provides safe, meaningful play and physical activity to low-income elementary schools.

PricewaterhouseCoopers LLP  
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PSE Insurance and Financial Services  
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11th Floor  
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R2integrated is a high growth, next generation digital, social marketing and technology agency specializing in creating meaningful customer engagement in the ever-changing world of peer-to-peer interactions.

RedOwl Analytics  
1111 Light Street  
Suite 250  
Baltimore, MD 21230

The Reginald F. Lewis Museum of Maryland African American History & Culture  
830 East Pratt Street  
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Baltimore, MD 21202
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Respiratory home medical equipment specialist. Portable oxygen, CPAP/BiPAP and supply replenishment program, nebulizers, apnea monitors, wheelchairs, walkers, hospital beds and commodes.

Riggs, Counselman, Michaels & Downes, Inc.
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Towson, MD 21286
Insurance, risk management, employee benefits, administration and consulting.

Riverside Health, Inc.
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Windsor Mill, MD 21244
Riverside Health is a managed care organization that focuses its business on public sector programs like Medicaid and Medicare.

RMF Engineering, Inc.
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Baltimore, MD 21228
Provides full-service engineering analysis, planning, design and commissioning of buildings and campus utility systems.

RK&K Engineers
81 Mosher Street
Baltimore, MD 21217
Professional planning, engineering and construction services for transportation, environmental and utility projects.

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Professional staffing and recruiting services in accounting, finance, administrative professionals, health care, IT and legal.

Rosenberg Martin Greenberg, LLP
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A regional law firm providing big firm expertise and personal service to local, national and global businesses.

Royspec Purchasing Services
7470 Candlewood Road
Hanover, MD 21076
Export medical supplies for King Faisal Specialist Hospital and Research Centre in Saudi Arabia.

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Inner Harbor Marina
Baltimore, MD 21230
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Sage Policy Group, Inc.
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Baltimore, MD 21201
SPG is an economic research and policy consulting firm offering insight to decision makers.

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Customs broker/freight forwarder with offices in Baltimore, Dulles Airport, Philadelphia, Charleston, Atlanta and JFK New York.

Sandy Hillman Communications
1122 Kenilworth Drive
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Towson, MD 21204
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Law firm concentrating on all aspects of business law and civil litigation, including banking, bankruptcy, biotech, corporate, real estate and securities.

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Management, labor relations and employment attorneys practicing before federal, state and local administrative agencies and courts.

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2700 Light House Point
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Baltimore, MD 21224
SmartCEO is a media company that directs its attention on local business owners and C-Level executives. We have multiple marketing avenues and products which will help you to brand, to sell to and connect with local CEOs.

SoBran, Inc.
4000 Blackburn Lane
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SoBran provides a wide variety of professional, technical and operational services. While our projects vary, we are consistently dedicated to uncompromising quality and unparalleled customer service.

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Consults on education, fundraising, and business development.

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Integrated health care system delivering care through an acute care hospital and several freestanding facilities.
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SunTrust Bank, Maryland
120 East Baltimore Street
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Suite 600
Hunt Valley, MD 21030
Full-service commercial bank.

Synthesis Incorporated
9175 Guilford Road
Suite 214
Columbia, MD 21046
Owner representative, project management, planning and development of buildings and other construction projects.

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131 East Main Street
Aberdeen, MD 21001
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T. Rowe Price Group, Inc.
100 East Pratt Street
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Founded in 1937 by Thomas Rowe Price Jr., we provide investment management for individual and institutional investors and offer a broad range of no-load mutual funds.

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900 South Wolfe Street
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Full service advertising and public relations agency.

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2601 North Howard Street
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Baltimore, MD 21218
Enlists promising future leaders in the movement to eliminate educational inequity.

Tech Council of Maryland
9210 Corporate Boulevard
Suite 470
Rockville, MD 20850
The Tech Council of Maryland is the largest trade association serving the life science and technology communities.

Technical.ly Baltimore
623 Gaul Street
Philadelphia, PA 19125
A news and events organization that focuses on technology issues in the Baltimore region. We organize the annual Baltimore Innovation Week.

TeleCommunication Systems, Inc.
275 West Street
Suite 400
Annapolis, MD 21401
A world leader in highly reliable and secure wireless communication technology.

The Associated: Jewish Community Federation of Baltimore
101 West Mount Royal Avenue
Baltimore, MD 21201
Strengthens and nurtures Jewish life by engaging and supporting community partners in Greater Baltimore, Israel and around the world.

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1st Floor West
Baltimore, MD 21211

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UJCF—United Jewish Community Foundation
8216 York Road
Suite 200
Baltimore, MD 21224
The mission of the UJCF is to enhance lives by supporting, educating and connecting young adults and their loved ones affected by cancer.

UMB—An Honors University in Maryland
1000 Hilltop Circle
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