Greater Baltimore Committee
Member Directory

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## Contents

Message to Members ................................................................. 3  
2019 Board of Directors ........................................................... 4 
GBC at a Glance ......................................................................... 11  
  Vision, Mission and Regional Perspective ................................ 11 
  Core Pillars for a Competitive Business Environment ............ 12 
  Delivering Value to GBC Members ........................................ 13 
  Events, Communications ....................................................... 13 
  Committees ................................................................................ 14 
  Regional Business Advisory Councils ..................................... 15 
In Focus ......................................................................................... 17 
  New Member Programs ........................................................... 17 
  State of the Region Report ...................................................... 19 
  Managing Opioid Abuse in the Workplace ............................... 21 
Awards ......................................................................................... 23 
Year in Photos ............................................................................. 26 
Year in Review ........................................................................... 32 
2019 Business Guide ................................................................. 36 
2019 Member Directory ............................................................ 40 
2018 Event Sponsors ................................................................. 72 
Advertisers’ Index ...................................................................... Inside Back Cover

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The end of the year provides a welcome window to look back at what has been accomplished and to take stock of the work, challenges and opportunities that lie ahead.

We are pleased to report that the Greater Baltimore Committee (GBC), thanks to the leadership of its committed Board of Directors, has made progress on a number of projects, programs and new initiatives to improve the regional business climate, enhance member engagement and ensure that the organization remains the most influential and respected voice of the business community in the state.

These ongoing efforts position the GBC very well for the year ahead. Many of these initiatives are described in the In Focus and Year in Review sections of this Member Directory. A sampling of some of these projects and initiatives are worth noting:

- The Democratic and Republican candidates for Governor appeared before the GBC Board of Directors leading up to the General Election in November to outline their platforms and respond to questions on a wide range of issues posed by Board members. (Note: The GBC does not endorse any candidate for public office.)
- The GBC, in partnership with the Baltimore Metropolitan Council, published and distributed the 2018 Greater Baltimore State of the Region Report. The report documented demographic, business, economic and other changes that have occurred in the region since the initial report in 1998. This vital data and analysis help inform important public policy decisions.
- The Public Safety Task Force and the Education and Workforce Task Force, both chaired by GBC Board members, concluded their work and issued recommendations. New committees have been created to follow up on the implementation of the recommendations and propose action steps.
- Roca, a successful youth crime-prevention program, began operating in Baltimore City thanks to $6 million in funding committed by four GBC members companies following a meeting at the GBC.
- The GBC had a productive 2018 legislative session of the Maryland General Assembly, playing a key role in numerous legislative victories.
- The launch of two new programs to heighten member engagement, #BWomen and Next Up, are enhancing female and young professional leadership in the region.
- A successful GBC-sponsored forum on opioids in the workplace, a growing problem for many employers, was held. In tandem, the GBC published and distributed a guide for employers, Best Practices for Managing Opioid Abuse in the Workplace.
- The GBC remained actively involved in supporting a proposal by the Maryland Stadium Authority for Pimlico Race Course to be transformed into a facility that can accommodate year-round activities, including horse racing and keeping the Preakness in Baltimore. The GBC also strongly advocates for expanding the Baltimore Convention Center.

As you can see, it’s been a very active year as the GBC works purposefully to bring private sector perspectives and solutions to a wide range of topics and issues affecting the region and the state.

Looking ahead, focus, purpose and urgency will be our guides. We encourage all members to get involved in our efforts.

There are big challenges that bring about big opportunities in the new year.

Among the challenges:
- The 2018 election brought about significant turnover among elected officials in the Maryland General Assembly. This will require the GBC to be proactive and build relationships among new members of the state legislature to ensure the private sector has influence on policy proposals.
- The GBC also will need to educate new regional elected leaders on the GBC’s mission, priorities and wealth of expertise on issues ranging from the business climate to transportation infrastructure.
- Ensuring Baltimore City, state and federal law enforcement agencies and elected officials work closely to make measurable and noticeable gains in the fight against violent crime in the city.

Among the opportunities:
- Building broad support for the funding needed to transform Pimlico Race Course into a year-round venue, thus ensuring the Preakness does not leave Baltimore.
- Building support for other key infrastructure improvements, including an expanded Baltimore Convention Center, and modernizing Penn Station and the Howard Street Tunnel.
- Educating elected leaders on the GBC’s mission and priorities and ensuring its influence on future policy decisions.
- Advocating for programs, policies and the necessary funding to ensure the Baltimore region, and indeed the state, have a modernized and interconnected transportation system to get people to and from job hubs reliably and efficiently.

There is much to do and we will need the involvement, support and ideas from all GBC members.

We thank each of you for your support. We ask you to join with us as we remain intently focused on taking on the tough challenges, providing innovative solutions and championing the entire Baltimore region as a world-class place to live and work. Your involvement will go a long way to create “a better tomorrow . . . today.”

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GBC at a Glance

Vision, Mission and Regional Perspective

GBC’s 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 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’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.
Core Pillars for a Competitive Business Environment

The top priority of the GBC is creating a competitive business environment. In consultation with Baltimore’s business and economic development leaders, the GBC identified these eight core pillars for a competitive business environment:

- **Government leadership that unites with business as a partner.** Maryland leaders must set a welcoming tone that communicates positive support for business, respect for the private sector as a partner, not an adversary, and reflects a strategic plan for business growth and job creation.

- **A workforce that is highly-educated and meets Maryland’s business needs.** Maryland’s secondary and higher education institutions must offer access to quality instruction at all levels and cultivate a workforce that is well-suited to a modern economy and to the specific needs of Maryland’s business sectors.

- **Regulatory policies that are streamlined, stable, and predictable.** Maryland must project to businesses within and outside the state 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 business 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 arbitrarily or disproportionately imposing additional overhead upon the business sector.

- **Superior transportation infrastructure with reliable funding mechanisms.** An essential prerequisite of a competitive business environment includes well-funded and maintained highway, transit, port and airport infrastructure that provides reliable and efficient options to move people, goods and services.

- **Strategic and effective state investments in business growth.** The state must commit to substantive strategic investments, leveraged with capital assets, to nurture business and job growth. Investments should include competitive and effective tax credits, business development incentives, and tactical initiatives to nurture private investment in industry growth.

- **Business marketing strategy that is aggressive, coordinated, long-term, and well-funded.** Success breeds success. Competitive states celebrate their businesses’ achievements by investing in comprehensive communication and promotion to internal and national audiences of business strengths and the state’s assets as a place to live and work.
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, economic development, health care, workforce development, innovation and technology, public safety, tourism and transportation.

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

- **GBC Annual Meeting.** The state’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, the Baltimore Development Corporation, and Mayor of Baltimore honor businesses for outstanding community service.
- **Transportation Summit.** An annual review of issues relating to improving transportation infrastructure and mobility in the region and state.
- **Breakfast Briefings.** Held quarterly, Breakfast Briefings give GBC members the opportunity to meet with and hear from subject matter experts on a wide variety of issues in the workplace and for professional development and education.
- **Newsmaker Breakfast Series.** Each program consists of an elected official, government or business leader discussing major issues impacting the business community and economic growth in the Baltimore region. Occasionally, a program may highlight three to four high profile CEO’s and business leaders to focus on a particular industry sector.

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

- **GBC Leader.** GBC’s twice-monthly e-newsletter provides GBC members with news about business climate issues, GBC events, committee information and member news.
- **GBC State House Update.** An 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.
- **City Hall Happenings.** The GBC’s monthly newsletter provides Baltimore City members with important information about activities in City Hall, including new bills that are introduced, the status of current bills, dates and times of hearings and work sessions, and more.
- **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.
- **President’s Report.** The President’s Report provides members with periodic updates about current GBC work and initiatives.
- **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) and LinkedIn.
- **GBC commentaries.** GBC President and CEO Donald C. Fry’s commentaries on public policy and business climate issues are featured in the *The Daily Record, Baltimore Business Journal*, on WBAL News Radio 1090 AM, and other media outlets.
Committees

**Bioscience Committee**
The Bioscience Committee studies and advocates for public policies that will make the Greater Baltimore region attractive to biopharma, medical device and medical technology entrepreneurs as well as established bioscience companies. The committee seeks to ensure that the bioscience industry maximizes its potential as a regional economic engine.

**Health Care Committee**
The Health Care Committee’s focus is to foster health-conscious workplaces within the Greater Baltimore region by educating members on emerging health concerns. The committee also monitors federal and state health care policy, and its impact on the cost of doing business and business operations.

**Tourism, Entertainment and Culture Committee**
The Tourism, Entertainment and Culture Committee works to identify and address key issues facing the hospitality, entertainment and tourism industries by supporting or implementing projects and policies that would be beneficial to the companies, organizations and institutions that present Baltimore’s image to the outside world. Note: Membership in the committee is by invitation only.

**Economic Development Committee**
The purpose of the Economic Development Committee is to create a vibrant and diverse regional economy that increases the quality of life for workers and provides the necessary support for sustainable regional growth. The committee seeks to ensure that programs and policies are in place that improve business competitiveness in the Greater Baltimore region.

**Innovation and Technology Committee**
The Innovation and Technology Committee serves as an advocate for programs and policies that support and encourage smart cities, entrepreneurship, innovation and growth in the region's technology sector. The committee develops and advocates for policies, programs and initiatives that promote and assist Baltimore’s burgeoning technology and start-up communities.

**Education and Workforce Committee**
The Education and Workforce Committee seeks to identify, support and promote programs, policies and new training and educational initiatives, including Science, Technology, Engineering and Math (STEM) and vocational programs, designed to ensure an educated, well-trained and highly-skilled workforce meets the needs of the Baltimore region’s diverse industries.

**Public Safety Committee**
The Public Safety Committee seeks to identify and examine emerging public safety issues, the impact on employers/employees and customers/clients, and works with appropriate stakeholders to affect positive change in Baltimore City and the surrounding counties. The committee also examines best practices from other cities in order to better inform public safety policy.

**Transportation and Mobility Committee**
The Transportation and Mobility Committee is dedicated to creating an interconnected, multi-modal, accessible transportation network that actively contributes to economic growth and moves people and goods efficiently. The committee studies and promotes regional transportation initiatives that connect workers to employment hubs and supports business growth by allowing the free flow of goods and services.

For more information about the work of the committees or to volunteer to serve on a committee, contact Tara Harris, Committee Coordinator, at (410) 727-2820 or tarah@gbc.org.
Regional Business Advisory Councils

Regions, not individual jurisdictions, are the primary competitors in the global economy. In Greater Baltimore, strengthening regional ties and collaboration benefits the entire region. With that in mind, the GBC established regional business advisory councils. These groups meet quarterly to engage in productive dialogue with private sector leaders, elected officials and others to learn about major projects, trends and issues in their communities. For example, advisory councils have been provided updates from project leaders for major developments, such as Tradepoint Atlantic in Baltimore County, local government budget priorities and requests for state funding. Councils also monitor legislative proposals that may affect the business community and serve as a source of emerging ideas or projects for the GBC. To learn more or participate in a Regional Business Advisory Council contact the GBC at (410) 727-280.

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Next Up: A Future Leaders Development Program

The Greater Baltimore Committee’s Next Up program was established in 2018 to provide leadership insights, professional education and networking opportunities to young professionals under the age of 40.

Next Up meets quarterly to hear from business leaders, including GBC Board members and industry experts on topics ranging from the intersection of business and government to corporate philanthropy and civic engagement.

Interest in the program in its inaugural year was high. The Next Up class of 2018 included 26 employees of GBC member companies and institutions, all of whom were nominated by their president or CEO as future leaders of their organization.

The 2018 program kicked off with a dinner for those selected to participate in the program. Attendees included GBC President & CEO Donald C. Fry and four members of the GBC’s Board of Directors. Next Up members have attended events, tours and a discussion on leadership with Brown Advisory President & CEO Michael Hankin. They also received a behind-the-scenes tour and teamwork training exercise from senior staff of the National Aquarium.

Learn more: gbc.org/meet-greater-baltimore-committees-inaugural-next-class

GBC members interested in learning how to apply for the program should contact the GBC at (410) 727-2820.

#bWomen: Positioning Baltimore As a Leader in Workplace Equality

In 2018, at the request of GBC President and CEO Donald C. Fry two members of the GBC Board of Directors, Christine Aspell, Managing Partner for the Baltimore Office of KPMG, and Sabina Kelly, Greater Maryland President for Bank of America, formed the Baltimore Women’s Advisory Board. The co-chairs subsequently kicked off the advisory board’s #bWomen initiative. Its mission is to support, advance and retain women in the Baltimore market.

Throughout the year, the advisory board’s #bWomen events provide opportunities for female leaders from a wide array of businesses and institutions in the Baltimore region to connect. In 2018, more than 200 female leaders attended the group’s events.

The objectives of the group include:

- Attract and retain female leaders in the market from diverse businesses and institutions.
- Provide mentorship to cultivate next generation leaders and sponsor their career development.
- Discuss emerging thought leadership topics.
- Network with and support each other in individual pursuits, both personally and professionally.

Participation on the Baltimore Women’s Advisory Board is by invitation and nomination only. Learn more at: gbc.org/wp-content/uploads/2018/08/bWomen-Mission-Statement.pdf

For more information contact the GBC at (410) 727-2820.
Stop The Bleed: Life-Saving Education

The Greater Baltimore Committee and the University of Maryland Medical Center’s R Adams Cowley Shock Trauma Center in Baltimore have partnered to make Stop the Bleed training available to employers in the Baltimore region.

The training provides basic instruction on how to recognize life-threatening bleeding and ways to stop it. Stop the Bleed training is similar to cardiopulmonary resuscitation (CPR) training as it provides a way for non-medical personnel to learn proper bleeding control techniques and potentially save lives.

Training includes the ABCs of how to properly control bleeding: (A — alert) call 911; (B — bleeding) locate the bleeding injury; and (C — compress) apply pressure to stop the bleeding by covering the wound with a clean cloth.

Greater Baltimore Committee staff and employees from a number of offices in downtown Baltimore have participated in Stop the Bleed training sessions provided by doctors and nurses from Shock Trauma.

The GBC encourages employers in the Baltimore region that have an interest in organizing a training for employees to contact Teresa Milio Birge, Senior Policy Analyst and Special Assistant at the Greater Baltimore Committee, at (410) 727-2820 or teresab@gbc.org.

Training requests can also be made on the GBC website: gbc.org/stop-the-bleed

Stop the Bleed is an initiative of the American College of Surgeons and the Hartford Consensus. Learn more at: www.bleedingcontrol.org

Navigator Program: A Members Only Service

The GBC’s Navigator Program, now in its second year, is a service available exclusively for members to get the necessary assistance navigating local and state government agencies and services.

Through the program, the GBC connects members seeking help to an appropriate government contact who can assist with regulatory and constituent issues. The Navigator Program has assisted GBC members on matters ranging from permitting to public safety.

GBC members are encouraged to submit requests via the GBC website: gbc.org/navigator-program

To learn more about the service contact the GBC at (410) 727-2820.
This introductory message to the 2018 Greater Baltimore State of the Region Report was co-published by Donald C. Fry, President and CEO, Greater Baltimore Committee, and Michael B. Kelly, Executive Director, Baltimore Metropolitan Council. The two organizations collaborated in 2018 to research, write and publish the report, which focused on documenting demographic, economic and other major changes in the Baltimore region since 1998.


Growth and Confidence in the Baltimore Region

When the State of the Region report was first issued in 1998, Baltimore City and the surrounding six county region was the second most affordable among its peers and the population was largely White. Large-scale manufacturing still played a key role in the economy, and only a quarter of residents were college-educated. But as this new report makes clear, in the 20 years since, much has changed. The cost of living has jumped, making the region the seventh most expensive among its peers. There’s been a huge shift in the demographic make-up of the population with significant growth in the number of Hispanic and African-American residents, diversification away from manufacturing to health care, higher education and high-tech jobs, and a sizeable increase in residents with college degrees. Major changes occurred, as well, in many of the other 19 peer metro areas that were selected by the Greater Baltimore Committee (GBC) and Baltimore Metropolitan Council (BMC), to which we compare the Baltimore region in this new report.

As these evolutions in Baltimore and elsewhere highlight, metropolitan areas are dynamic and sizable shifts in populations, economic drivers, intellectual capital and other key elements that make metro regions thrive or die often go unnoticed over a decade or more.

Taking stock of these factors periodically is vital. Why? Getting a clear view of the strengths and weaknesses that have emerged over time is critical for elected officials, business leaders, philanthropic organizations and others to make policy, budget, transportation and other decisions that have a significant effect on thousands of employers, institutions and residents.

Fully informed decisions are essential to ensure a region has a prosperous future that includes strong quality of life amenities, such as access to affordable housing and excellent medical care, modern transportation networks that support jobs and economic growth, and a business climate that is nurturing and stable.

The data compiled and analyzed in this report will inform decision makers of strengths that can be leveraged to ensure an attractive business climate and economic vitality, as well as weaknesses that need to be addressed to ensure the region doesn’t falter and become inconsequential compared to its peers.

The GBC and BMC share the view that elected and community leaders throughout a region must have strong ties, collaborative relationships, and a unified vision on major policy, budget and other decisions so that all residents, employers and visitors in the region benefit.

The GBC and BMC urge elected and regional leaders to use this report to chart a smart course for a strong future for the entire Baltimore region. Doing so will ensure growth and confidence in the Baltimore region locally and nationally.

Meanwhile the GBC and BMC will return to it often as the organizations develop policy recommendations, competitiveness strategies and programs that promote skills, diversity and inclusiveness in the workforce.

Our hope is that when the next State of the Region Report is issued, many will look back and note that the 2018 report helped frame the critical decisions that secured the Baltimore region’s reputation nationally as a dynamic, thriving and inclusive economic engine.
In Focus: State of the Region Report

Baltimore Area Top 5 Rankings

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Rank</th>
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<tbody>
<tr>
<td>Average Air Fares</td>
<td>1</td>
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<tr>
<td>Hispanic or Latino Population Change</td>
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<tr>
<td>Total Government Units per 100,000</td>
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<td>Per Capita Personal Income Change</td>
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<td>Black or African American Population</td>
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<tr>
<td>Median Household Income Change</td>
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<td>Total Government Units</td>
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<td>Black or African American Population Change</td>
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<td>Education and Health Services as Percentage of Total Non-Farm Employment</td>
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</tr>
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</tr>
<tr>
<td>Per Capita Personal Income Change</td>
<td>4</td>
</tr>
<tr>
<td>Public Transit Score</td>
<td>4</td>
</tr>
<tr>
<td>Total Air Passenger Change</td>
<td>4</td>
</tr>
<tr>
<td>Downtown Walkability</td>
<td>5</td>
</tr>
<tr>
<td>Government Employment as Percentage of Total Non-Farm Employment</td>
<td>5</td>
</tr>
<tr>
<td>Transit Ridership—Bus</td>
<td>5</td>
</tr>
</tbody>
</table>

Baltimore Area Bottom 5 Rankings

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Women-Owned Firms</td>
<td>16</td>
</tr>
<tr>
<td>Reduction in Unhealthy Air Days</td>
<td>16</td>
</tr>
<tr>
<td>Violent Crime</td>
<td>16</td>
</tr>
<tr>
<td>Average Travel Time to Work</td>
<td>17</td>
</tr>
<tr>
<td>Change in Establishments with Payroll</td>
<td>17</td>
</tr>
<tr>
<td>Leisure and Hospitality as Percentage of Total Non-Farm Employment</td>
<td>17</td>
</tr>
<tr>
<td>Office Vacancy Rate—Downtown</td>
<td>17</td>
</tr>
<tr>
<td>Population Change</td>
<td>17</td>
</tr>
<tr>
<td>Hispanic or Latino Population</td>
<td>18</td>
</tr>
<tr>
<td>Roadway Miles per 1,000 Persons</td>
<td>18</td>
</tr>
<tr>
<td>White Population</td>
<td>18</td>
</tr>
<tr>
<td>White Population Change</td>
<td>20</td>
</tr>
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</table>

Upward Change in Rank 2017 vs. 1998

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black or African American Population</td>
<td>9 to 3</td>
</tr>
<tr>
<td>Asian, Hawaiian, or Other Pacific Islander Population</td>
<td>12 to 11</td>
</tr>
<tr>
<td>Median Age</td>
<td>14 to 13</td>
</tr>
<tr>
<td>Population Age 20–64</td>
<td>12 to 9</td>
</tr>
<tr>
<td>Population Density</td>
<td>5 to 4</td>
</tr>
<tr>
<td>Median Household Income</td>
<td>7 to 4</td>
</tr>
<tr>
<td>Per Capita Personal Income</td>
<td>10 to 4</td>
</tr>
<tr>
<td>GDP</td>
<td>11 to 10</td>
</tr>
<tr>
<td>Office Vacancy—Mett Area</td>
<td>12 to 8</td>
</tr>
<tr>
<td>CBD Office Lease Rates Class A</td>
<td>11 to 7</td>
</tr>
<tr>
<td>Women-Owned Firms with Paid Employees</td>
<td>8 to 6</td>
</tr>
<tr>
<td>Startup Density (2015 vs. 2017)</td>
<td>16 to 15</td>
</tr>
<tr>
<td>Annual Unemployment Rate</td>
<td>20 to 10</td>
</tr>
<tr>
<td>Labor Force Participation</td>
<td>12 to 10</td>
</tr>
<tr>
<td>Professional and Business Services as Percentage of Total Non-Farm Employment</td>
<td>16 to 10</td>
</tr>
<tr>
<td>College Education 25+</td>
<td>13 to 7</td>
</tr>
<tr>
<td>High School Education 25+</td>
<td>10 to 8</td>
</tr>
<tr>
<td>Total College Enrollment per 100,000 Population</td>
<td>9 to 7</td>
</tr>
<tr>
<td>Total Air Passengers</td>
<td>12 to 9</td>
</tr>
<tr>
<td>Average Air Fares</td>
<td>5 to 1</td>
</tr>
<tr>
<td>Travel Congestion: Annual Delay per Auto Commuter</td>
<td>13 to 10</td>
</tr>
<tr>
<td>Transit Ridership—Bus</td>
<td>7 to 5</td>
</tr>
<tr>
<td>Violent Crime</td>
<td>20 to 16</td>
</tr>
<tr>
<td>Property Crime</td>
<td>16 to 12</td>
</tr>
<tr>
<td>Total Government Units</td>
<td>4 to 3</td>
</tr>
</tbody>
</table>

Downward Change in Rank 2017 vs. 1998

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metropolitan Population</td>
<td>9 to 12</td>
</tr>
<tr>
<td>White Population</td>
<td>9 to 18</td>
</tr>
<tr>
<td>Convention Center Size</td>
<td>11 to 12</td>
</tr>
<tr>
<td>Office Vacancy Rate—Downtown</td>
<td>7 to 17</td>
</tr>
<tr>
<td>Establishments with Payroll</td>
<td>11 to 13</td>
</tr>
<tr>
<td>Black or African American Owned Firms</td>
<td>5 to 6</td>
</tr>
<tr>
<td>Hispanic Owned Firms</td>
<td>12 to 14</td>
</tr>
<tr>
<td>Kauffman Index of Startup Activity (All Regions 2015 vs. 2017)</td>
<td>17 to 35</td>
</tr>
<tr>
<td>Total Non-Farm Employment</td>
<td>9 to 10</td>
</tr>
<tr>
<td>Financial Activities as Percentage of Total Non-Farm Employment</td>
<td>12 to 15</td>
</tr>
<tr>
<td>Wholesale and Retail Trade as Percentage of Total Non-Farm Employment</td>
<td>10 to 17</td>
</tr>
<tr>
<td>Trade, Transportation, and Utilities as Percentage of Total Non-Farm Employment</td>
<td>12 to 15</td>
</tr>
<tr>
<td>Government Employment as Percentage of Total Non-Farm Employment</td>
<td>4 to 5</td>
</tr>
<tr>
<td>Leisure and Hospitality as Percentage of Total Non-Farm Employment</td>
<td>11 to 17</td>
</tr>
<tr>
<td>Less than High School Education 25+</td>
<td>10 to 11</td>
</tr>
<tr>
<td>Workers 16 and Over Using Transit</td>
<td>4 to 6</td>
</tr>
<tr>
<td>Average Travel Time to Work</td>
<td>15 to 17</td>
</tr>
<tr>
<td>Roadway Miles per 1,000 Persons</td>
<td>14 to 18</td>
</tr>
<tr>
<td>Daily Vehicle Miles of Travel per Capita</td>
<td>8 to 11</td>
</tr>
<tr>
<td>Transit Ridership—Heavy and Light Rail</td>
<td>6 to 10</td>
</tr>
<tr>
<td>Cost of Living</td>
<td>2 to 14</td>
</tr>
<tr>
<td>Median Home Price</td>
<td>10 to 11</td>
</tr>
<tr>
<td>Home Ownership Rates</td>
<td>5 to 8</td>
</tr>
<tr>
<td>Cancer Hospitals in Top 40</td>
<td>3 to 6</td>
</tr>
<tr>
<td>Unhealthy Air Days</td>
<td>9 to 15</td>
</tr>
</tbody>
</table>

Rankings should not necessarily be interpreted as a strength or weakness, but merely where the region falls along a spectrum relative to its peers.
Best Practices for Employers Managing Opioid Abuse

Addiction and abuse of powerful painkillers, known as opioids, has reached alarming levels in the United States as a result of overprescribing and illegal street sales of these drugs. The American Medical Association has characterized the opioid crisis as an epidemic.

The addiction to and abuse of these painkillers, along with illicit synthetic opioids such as fentanyl, contributed to an estimated 72,000 drug-overdose deaths in 2017, according to the Centers for Disease Control and Prevention. Additionally, this epidemic has caused thousands of American families and individuals to confront disruptive financial and emotional hardships.

While much of the media coverage surrounding opioids has focused on factors that have led to the epidemic, personal tragedies and the effect the crisis is having on public resources, its impact in the workplace has not received much attention or resources.

Many employers, however, are affected by the epidemic. A 2017 National Safety Council survey found that 71 percent of employers reported the opioid crisis affects their workers, managers and resources. However, only 19 percent said they were prepared to deal with employees addicted to or abusing opioids.

To help remedy this important workforce issue in the Greater Baltimore region and Maryland, the Greater Baltimore Committee’s Health Care Committee has developed a set of guidelines for employers. The recommendations are meant to ensure that employers have policies and insurance coverage in place to help prevent and address drug addiction and that affected employees receive proper medical treatment for themselves or a family member.

The Health Care Committee, which studied the issue and related best practices, encourages employers to view opioid addiction as a medical condition, not a criminal act, and to help workers receive proper treatment so they can succeed as productive employees. This requires the employer to work proactively, but confidentially, to provide the needed assistance.

How Employers Can Combat the Opioid Epidemic

- Have a clear, written drug-free workplace policy and enforce it with approved testing performed by a certified lab.
- Educate supervisors on the signs of addiction and non-judgmental approaches to encourage available treatment in the context of state and federal law.
- Educate employees and empower them with information on the effects of opioids, when to use them, alternative pain relief options and how to talk to their health care provider before consuming the drugs for treatment.
- Require evidence-based, safe prescribing guidelines from your Pharmacy Benefits Manager (PBM) or limit initial prescriptions without prior approval.
- Require that the PBM supply data on high users and extreme prescribers of high-risk drugs, as allowed by state or federal law.
- Protect confidentiality in all interactions.
- Encourage employees to safely dispose of unused medications. Work with local law enforcement to host a disposal day.
- Ensure that your employee health care plan covers high quality mental health benefits and employee assistance programs.
- Evaluate the members of workers’ compensation physician panels and require that panel members have a certification of education on the use of alternative treatment options for the treatment of pain.
- Establish drug management programs to restrict high users or those suspected of doctor shopping to a single pharmacy or prescriber as allowed by state or federal law.
- Educate employees on the safe storage of opioids, the danger of mixing drugs and the risks of sharing drugs.
In Focus: Managing Opioid Abuse in the Workplace

Opioid-related Insurance Policies

Insurance policies can help prevent individuals from developing opioid use disorders and assist those with opioid use disorders to access evidence-based treatment.

Employers with self-insured employee health plans should incorporate the strongest benefits for prevention and treatment of opioid use disorders in health and workers’ compensation plans.

By providing plans that conform to the best practices listed below, employers can better protect the well-being of their employees and help establish these practices as an expectation for all insurers and pharmacy benefit managers.

Best Practices for Health and Workers’ Compensation Insurance Plans

Prevention

- Limit first-time opioid analgesic prescriptions for non-cancer, non-end-of-life pain to five days or as recommended by current Centers for Disease Control and Prevention guidelines.
- Require prior authorization for high-dose opioid analgesic prescriptions (e.g., >90 morphine milligram equivalents per day).
- Establish a utilization management program for patients that are prescribed opioids for chronic pain.
- Use a drug management program for high-risk patients as appropriate and allowed by state or federal law.
- Monitor prescribing data and intervene with extreme prescribers of high-risk drugs, as allowed by state or federal law.
- Provide coverage for non-opioid pain management, including non-pharmacological options (e.g., physical therapy, acupuncture, etc.) and pharmacological options (e.g., Lidocaine, NSAIDs, Lyrica, EXPAREL (liposomal bupivacaine)).

Treatment

- Provide coverage for all three FDA-approved medications (methadone, buprenorphine and naltrexone) for the treatment of opioid use disorder with no prior authorization requirements, duration limits or dosage limits.
- Waive prescription co-pays for at least one formulation of naloxone and provide coverage for opiate reversal medications.
- Provide and encourage medication assisted treatment in intensive outpatient programs while making residential treatment centers available as appropriate.


“The key to recovery is support and compassion. Patients in pain and patients with a substance use disorder need comprehensive treatment, not judgment.”

— Patrice A. Harris, M.D., M.A., Chair, American Medical Association Opioid Task Force
Fourteen businesses were presented with awards recognizing them for engaging in specific activities or projects that have significantly benefited the Baltimore community and are outside of the business’s regular mission or day-to-day activities at the 43rd Annual Mayor’s Business Recognition Awards on December 6, 2017.

- Bank of America
- BGE
- Breathe4Sure Pharmacy Solutions
- CareFirst BlueCross BlueShield
- Centerplate, Inc.
- Legg Mason
- M. Luis Construction
- Mahogany Inc.
- Miracles-N- More Salon
- National Aquarium
- Northwood Baseball League, Inc.
- PJ Foods, LLC
- Sagamore Development Company
- The Whiting-Turner Contracting Company
The GBC Bridging the Gap Achievement Awards were presented on November 14, 2018 during ceremonies honoring minority and women-owned firms for business achievement and others for their efforts to strengthen minority business development. More than 250 people attended the event, which was held at Horseshoe Casino Baltimore. The awards program is part of Bridging the Gap, a minority and women-owned business development initiative of the Greater Baltimore Committee.

Successful minority or women-owned business
- D&L Cleanup, LLC
- Global Air Media
- I95 BUSINESS
- Intreegue Design
- Mary Kraft Staffing and HR Solutions
- MD Strategic Consulting
- Optimal Health Care, Inc.
- Sarah Rose Public Relations
- Timber Industries, LLC
- Washington Software, Inc.

Partnership/strategic alliance that includes minority or women-owned businesses
- Year Up Baltimore and Baltimore City Community College

Majority-owned business demonstrating inclusive business practices
- BB&T
- BGE

President’s Award
- Joseph Haskins Jr., Chairman, President and CEO, The Harbor Bank of Maryland
Regional Visionary Award

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 2018 GBC Annual Meeting, the Regional Visionary Award was presented to Michael Hankin, President and CEO of Brown Advisory.

Regional Visionary Award honorees since 1997 are:

2017  Patricia and Mark Joseph, Founding Chairman of The Shelter Foundation and Brightview Senior Living
2016  Carla Hayden
2015  Doreen Bolger
2014  Michael Busch, William “Brit” Kirwan
2013  Jan Houbolt
2012  Freeman A. Hrabowski
2011  Ken Ulman
2010  Willard Hackerman
2009  Baltimore Ravens
2008  Anthony Brown
2007  Martin O’Malley
2006  Raymond A. Mason, George A. Roche
2004  Dr. David J. Ramsay
2002  Calvin W. Burnett, James D. Tschechtelin, H. Mebane Turner
2001  William K. Hellmann
1999  Frank P. Bramble

Walter Sondheim Public Service Award

The Walter Sondheim Public Service Award is presented to individuals, other than elected officials, who make outstanding contributions to the community without seeking recognition or accolades.

At the 2018 GBC Annual Meeting, the Walter Sondheim Public Service Award was presented to CollegeBound Foundation. Cassie Motz, Executive Director of CollegeBound Foundation, accepted the award.

Since 2007, the GBC has bestowed awards occasionally but not annually to:

2017  Calvin Butler, Timothy Regan
2016  Ronald Peterson
2014  Fred Lazarus, Bob Bogomolny
2013  Joe Jones
2009  Robert C. Embry Jr.
2008  Eddie Brown, Sylvia Brown
2007  Sally J. Michel

Howard “Pete” Rawlings Courage in Public Service Award

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

Previous award recipients are:

2017  United States Deputy Attorney General Rod J. Rosenstein
2016  U.S. Congressman Elijah E. Cummings
2015  U.S. Senator Barbara Mikulski
2010  Former Baltimore City Police Commissioner Frederick Bealefeld
2009  Former Baltimore City Public Schools CEO Dr. Andres Alonso
2006  U.S. Senator Paul S. Sarbanes
Year in Photos

2018 Annual Meeting
2018 Economic Outlook Conference

2018 Transportation Summit

New Member Luncheons
Luncheon with Southwest Airlines Chairman of the Board and CEO Gary Kelly

Next Up Panel Discussion

Stop the Bleed Training

#bWomen Kickoff Happy Hour

Best Practices for Employers Managing Opioid Abuse Forum
2018 GBC Golf Classic

Breakfast Briefings
Effective Networking and Business Development with Chris McDonell

Women in The Workplace, Women in Leadership

Counting our Losses — The Hidden Cost to Marylanders of an Inadequate Child Care System
Newsmaker Breakfast Series
Baltimore’s Housing Options
with Live Baltimore Executive Director Annie Milli

Baltimore City’s Plan to Reduce Crime
and Improve Public Safety with Drew Vetter

The Expanding Role and Importance
of Community Colleges
Baltimore County Executive Don Mohler

United States Attorney for the
District of Maryland Robert K. Hur

Celebrating the Life of Thurgood Marshall with Larry Gibson
Maryland Attorney General Brian Frosh

Impact of Federal Income Tax Reform on Maryland and Business/Personal Taxes
William E. (Brit) Kirwan

Baltimore Police Commissioner Darryl D. De Sousa

Baltimore Consent Decree Monitor Kenneth Thompson
2018 Programs, Partnerships and Highlights

State of the Region Report Issued
The GBC, in partnership with the Baltimore Metropolitan Council, researched, published and distributed the 2018 Greater Baltimore State of the Region Report. The report documents demographic, business, economic and other changes that have occurred in the region since 1998. The GBC plans to use the report to shape its positions on matters, including public policy and to inform elected leaders. Learn more in the In Focus section of this directory or read the report: gbc.org/wp-content/uploads/2018/05/2018-State-of-the-Region-Report-GBC-BMC-FINAL.pdf

Gubernatorial Candidates Present Platforms to GBC’s Board of Directors
The Democratic and Republican candidates for Governor, Benjamin Jealous and Larry Hogan respectively, appeared before the GBC Board of Directors leading up to the General Election in November to outline their platforms and respond to questions on a wide range of issues posed by Board members. While the GBC does not endorse any candidate for public office, the candidates were invited to address the Board and answer questions to ensure they are aware of the key issues, policies and concerns of the GBC Board and the overall business community.

Strong Focus on Public Safety Continues
The GBC’s Public Safety Committee was started this year to continue the work done last year by the GBC’s Task Force on Public Safety. Co-chaired by University of Baltimore President Kurt Schmoke and Southway Builders President William Moore, this standing committee will identify and examine emerging public safety issues and work with appropriate stakeholders to affect positive change in Baltimore City and the surrounding counties. The committee also will examine best practices from other cities in order to better inform public safety policy.

Workforce Initiative Keeps Moving
The Education and Workforce Task Force concluded its work early in the year. Chaired by Board member Dr. Sandra Kurtinitis, President of the Community College of Baltimore County, the group made several recommendations for further action to the GBC Board of Directors. These included convening a Baltimore Regional Workforce Initiative to look at regional workforce efforts and make recommendations to coordinate and align services that would be helpful but not duplicate existing services. As a result of these recommendations, the GBC Executive Committee tasked GBC Board of Directors Vice Chair Calvin Butler, CEO of Baltimore Gas and Electric Company, with spearheading the workforce initiative, including a steering group comprised of employees from GBC member companies. Planned work includes researching industry growth sectors, needed competencies for the sectors and determining the capacity of existing workforce providers to meet those needs. The GBC will share its findings with stakeholders, followed by recommending action steps to match employer needs for workforce capacity and capabilities.

Arena Work Group Makes Progress
A work group convened by the Greater Baltimore Committee’s Board of Directors in 2018 to review, examine, and evaluate potential sites, concepts and proposals for a new or renovated arena in Baltimore City have met with developers to discuss concepts for a new arena. The GBC Arena Work Group is chaired by GBC Board member William McCarthy, Executive Director of Associated Catholic Charities, Inc. It plans to also evaluate ideas to renovate the existing Royal Farms Arena. The group will report its findings to the Board of Directors when its work is complete.

GBC Supports Pimlico and Convention Center Project
The GBC was actively involved in supporting a proposal by the Maryland Stadium Authority (MSA) for Pimlico Race Course to be transformed into a facility that can accommodate year-round activities, including horse racing. Such a plan would keep the Preakness in Baltimore. The GBC also was active in supporting a proposal by the MSA to expand and modernize the Baltimore Convention Center, the state’s largest venue for trade shows, conventions and meetings. The GBC will continue to be involved in discussions on both projects.
Annual Meeting: Surprise Entertainment Delights Large Turnout

The GBC’s Annual Meeting in May saw a large turnout of approximately 1,000 members and non-members who were treated to surprise entertainment from noted artist Joe Everson singing the National Anthem while he painted the portrait *Raising of the Flag on Iwo Jima*. Attendees also were treated to speeches from U.S. Sen. Christopher Van Hollen and NBC Chief White House Correspondent Hallie Jackson. GBC Board Chair Paul A. Tiburzi encouraged the audience in his speech to help raise awareness that Baltimore City, despite urban challenges, has many great assets worth touting. He also urged attendees to keep in mind the importance of being more positive and optimistic about the city. GBC President and CEO Donald C. Fry reminded the audience that the GBC is the only private-sector regional business organization “focused on growing our economy and working to make our city, region and state a more competitive place to do business” and noted that the organization is vital to ensuring that the private sector’s voice is heard in the halls of government. Learn more about the event and watch video highlights: gbc.org/greater-baltimore-committee-focuses-now-new-next-63rd-annual-meeting/

GBC Ensures Roca Launch in Baltimore

Roca, a successful youth crime-prevention program based in Boston, launched operations in Baltimore City in 2018 thanks to $6 million in funding from four GBC members companies following a meeting convened at the GBC between Baltimore City Mayor Catherine Pugh and member of the GBC’s Executive Board to discuss the Mayor’s plan to fight crime. Learn more: gbc.org/read-theyre-saying-gbcs-financial-contributions-roca/

GBC Offers Best Practices for Opioids in the Workplace

A successful GBC-sponsored forum on opioids in the workplace, a growing problem for many employers, was held at the University of Maryland BioPark on October 2.

The forum was the result of the GBC’s Health Care Committee, which focuses on fostering health-conscious workplaces by educating members on emerging health concerns, studying the opioid epidemic for a number of months. The committee concluded that the opioid crisis is affecting every segment of society, including the workplace, and it was time for the GBC to take action. The GBC also published and distributed the guide, *Best Practices for Managing Opioid Abuse in the Workplace*. See the guide in the In Focus section of this directory or on the web: gbc.org/wp-content/uploads/2018/10/Opioid-Abuse-guide.pdf
New Member Engagement Programs Launched

Two new GBC programs meant to heighten member engagement and enhance leadership development in the region were successfully launched in 2018. The #bWomen program aims to support, advance and retain women in the Baltimore market. It is an initiative of the Baltimore Women’s Advisory Board, led by GBC Board members, Christine Aspell, Managing Partner of the Baltimore Office of KPMG, and Sabina Kelly, Greater Maryland Market President for Bank of America. The second program, Next Up, was established by the GBC to provide leadership insights, professional education, and networking opportunities to young professionals under the age of 40. The inaugural class of 2018 included 26 young professionals. Learn more about these programs in the In Focus section of this Member Directory.

GBC Offers Stop the Bleed Training

The Greater Baltimore Committee partnered with the University of Maryland Medical Center’s R Adams Cowley Shock Trauma Center in Baltimore to offer Stop the Bleed training to employers in the Baltimore region. The training provides basic instruction on how to recognize life-threatening bleeding and ways to stop it. Greater Baltimore Committee staff and employees from a number of offices in downtown Baltimore have participated in Stop the Bleed training sessions taught by doctors and nurses from Shock Trauma. Learn more in the In Focus section of this directory or request training: gbc.org/stop-the-bleed
Legislative Advocacy

Baltimore City
The summer and fall of 2018 saw significant legislative action in the Baltimore City Council that could affect businesses.

GBC Weighs in on Transfer and Recordation Tax
Legislation was introduced in 2018 to increase the transfer and recordation taxes on non-owner occupied properties in Baltimore City in order to provide funding for the Affordable Housing Trust Fund. While the GBC is supportive of providing funding for affordable housing, the legislation significantly increased the costs of real estate transactions in Baltimore City, already the highest in the state. The GBC organized meetings with stakeholders, legislators and advocates to try to develop alternatives to funding the Housing Trust that would not be onerous on businesses. Ultimately, city leadership reached an agreement with advocates that ensured passage of the legislation but did not allow the bill to go through the normal legislative process. Despite the setback, the GBC and its partners continued to advocate for amendments to ease the burden on businesses and was successful in getting one amendment added in the bill. The legislation was passed by the City Council and the Mayor is expected to sign it.

GBC Supports Lactation Accommodation Bill
In October, the GBC submitted testimony in support of legislation introduced by Councilwoman Shannon Sneed to provide better accommodations in the workplace for lactating mothers. Prior to and following the bill’s passage, the GBC worked closely with Councilwoman Sneed to ensure that the legislation would achieve the goal of making it easier for mothers to express breastmilk in the workplace without causing an undue burden on businesses. Following the bill hearing, the GBC worked closely with several member organizations and the councilwoman’s office to secure an amendment that would allow businesses to have only one lactation accommodation area in the event that the business has a working elevator on the premises. The amendment was passed by the City Council.

GBC Has Active Role in City Charter Review
The Greater Baltimore Committee was actively involved in the charter review process at the request of Baltimore Mayor Catherine Pugh after she formed a Charter Review Commission early in the year. GBC staff members supported the Charter Review Commission’s Audits, Budget and Finance and Pruning and Human Resources subcommittees. A bill to amend the charter with changes was submitted in June but later withdrawn.

State
Active Session for GBC in Maryland General Assembly
A substantial effort by the GBC was made on behalf of its members during the 2018 legislative session of the Maryland General Assembly. The GBC played a key role in numerous legislative victories during the 90-day session, including improving the business climate, innovation, transportation, public safety, education, workforce development and tax policy.

GBC Testifies on Short Term Rentals Bill
In July GBC’s Director of Local Government Affairs and Strategic Initiatives, Shaina Hernande, testified before the City Council’s Taxation, Finance and Economic Development Committee in favor of Council Bill 18-0189. The legislation provides a regulatory framework for online short-term rental platforms and ensures that owners pay appropriate taxes, thereby ensuring that the city’s hotel and lodging industry is not placed at a competitive disadvantage.
2019 Business Guide

Accounting
Abrams, Foster, Nole & Williams, P.A.
CohnReznick LLP
Deloitte & Touche LLP
Ellin & Tucker
EY
Gorfine, Schiller, & Gardyn, P.A.
KPMG LLP
PwC LLP
RSM
SB & Company, LLC

Advertising/Marketing/Public Relations
D3 Corp
GKV Communications
Image Engineering
KO Public Affairs, LLC
Sandy Hillman Communications
Weber Shandwick

Architecture & Design
AECOM
Ayers Saint Gross, Inc.
BCT Architects
GallisonRTKL Inc./Arcadis U.S., Inc.
Clockwork
Design Collective, Inc.
DLR Group
Gaudreau, Inc.
Gensler
GWWO, Inc./Architects
Hord Coplan Macht, Inc.
JP2 Architects, LLC
Living Design Lab
Morris & Ritchie Associates, Inc.
Moseley Architects
Quinn Evans Architects

Associations
BWI Business Partnership, Inc.
Citizens Planning and Housing Association, Inc.
Downtown Partnership of Baltimore Inc.
Executive Alliance
Health Facilities Association of Maryland
The Heritage Crossing Resident Association
Maryland Hotel Lodging Association
Maryland Independent College and University Association
Maryland Petroleum Council
Maryland Tech Council
Maryland Transportation Builders & Materials Association
Maryland Works, Inc.
Waterfront Partnership of Baltimore, Inc.

Banking & Finance
Alliance Bernstein
Atlantic Financial Federal Credit Union
Bank of America
BB&T Corporation
BBVA Compass
Benjamin F. Edwards & Co.
Brown Advisory
Camden Partners
Federal Reserve Bank of Richmond, Baltimore Branch
First National Bank (F.N.B.)
Grant Capital Management
The Harbor Bank of Maryland
Harbor Investment Advisory
Heritage Financial Consultants, LLC
Howard Bank
Jacob William Advisory
The J. K. Meek Group Graysone Consulting
Knollwood Investment Advisory
Legg Mason, Inc.
Lord Baltimore Capital Group
M&T Bank Corporation
MECU of Baltimore, Inc.
MidAtlantic Farm Credit
Miller Value Partners
PNC
Rosedale Federal Savings & Loan
Skye Asset Management LLC
State Employees Credit Union (SECU)
Stifel
SunTrust Bank, Maryland
T. Rowe Price Group, Inc.
Tilton-Steele International
Wells Fargo Bank, N.A.

Biotechnology
BioTechnical Institute of Maryland, Inc.
Cerecor
Gliknik Inc.
Harpoon Medical, Inc.
Key Technologies Inc.

Colleges & Universities
Anne Arundel Community College
Baltimore City Community College
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
Steinhove University
Towson University
UMBC—An Honors University in Maryland
University of Baltimore
University of Maryland Francis King Carey School of Law
University of Maryland University College
University of Maryland, Baltimore
University of Maryland, College Park
University System of Maryland

Construction/Contracting/Engineering
Banks Contracting Company, Inc.
Bohler Engineering
Clark Construction Group, LLC
Gilbane Building Company
Global Energy Solutions, Inc.
Green Job Works LLC
HMC, Inc.
Jacobs
Johnson, Mirmiran & Thompson, Inc.
M. Luis Construction
Mahogany, Inc.
Moffatt & Nichol
P. Flanigan & Sons
Penmoni Associates Inc.
RK&K
RMF Engineering, Inc.
Southway Builders, Inc.
The Whiting-Turner Contracting Company
Whitman, Requardt & Associates, LLP
Whitney Bailey Cox & Magnani, LLC (WBCM)

Consultancy
Accenture
Adeo Advocacy, LLC
Aon Risk Services, Inc. of Maryland
Bolton
Environmental Design International, Inc. (EDI)
Extend Coaching & Consulting
M. L. Whelley Consulting, LLC
McDonell Consulting Group
MD Strategic Consulting
Millane Partners, LLC
Observation Baltimore

Economic Development
Baltimore Development Corporation
Carroll County Economic Development
Chesapeake Science and Security Corridor Consortium (CSSC)
Economic Alliance of Greater Baltimore
Harford County Office of Community and Economic Development
Howard Tech Council
Maryland Economic Development Association (MEDA)
Maryland Economic Development Corp. (MEDCO)
Maryland Technology Development Corp. (TEDCO)

Educational Services & Programs
Baltimore Chesapeake Bay Outward Bound School
Baltimore Curriculum Project
CollegeBound Foundation
Fund for Educational Excellence
Maryland STEM Festival
South Baltimore Learning Center
Spilman Education Services LLC
Sylvan Learning, LLC
UNCF—United Negro College Fund
Year Up

2019 Greater Baltimore Committee Member Directory
36
Johns Hopkins Medicine

supporting our community

The quality of life in Baltimore is very important to us.

Johns Hopkins Medicine provides employment opportunities, community-based clinical services, health screenings, mobile health care, education and training programs, and many other community benefit initiatives.

Together, Johns Hopkins Medicine and Johns Hopkins University are working to leverage our strength as Baltimore’s largest employer to promote health and economic well-being.
Rendia, Inc.
Roland Park Place
Roispec Purchasing Services
Saint Agnes Healthcare
Sheppard Pratt Health System
Sinai Hospital of Baltimore
Total Health Care
University of Maryland Medical System
University of Maryland Medical System Health Plans, Inc.
VA Maryland Health Care System
Woodbourne Center, Inc.

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Baltimore Marriott Waterfront Hotel
The Capital Grille
The Center Club
Centerplate
The Classic Catering People
Courtyard by Marriott Baltimore Downtown/Inner Harbor
Embassy Suites by Hilton—Baltimore Inner Harbor & The Grand
Hilton Baltimore
Horseshoe Casino Baltimore
Hyatt Regency Baltimore Inner Harbor
Kimpton Hotel Monaco Baltimore Inner Harbor
Live! Casino & Hotel
Lord Baltimore Hotel
Marriott Baltimore Inner Harbor at Camden Yards
Mt. Washington Conference Center
Phillips Seafood of Baltimore
Radisson Hotel at Cross Keys
Radisson Hotel Baltimore Downtown—Inner Harbor
Renaissance Baltimore Harborplace Hotel
Rusty Scupper

Information Technology
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BITHGROUP Technologies, Inc. and BITHENERGY, LLC
Brown’s Communications Inc.
EventRebels, Inc.
EZShield Fraud Protection
Fearless Solutions, LLC
Forcepoint
Hartman Executive Advisors
IBM Corporation
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The Baltimore Life Companies
CareFirst BlueCross BlueShield
Chesapeake Employers Insurance Company
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FNL Insurance Group
HMS Insurance Associates, Inc.
KELLY
Marsh & McLennan Companies
Marsh & Mercer
Maryland Auto Insurance
Parallel Risk Advisors, LLC
PSA Insurance and Financial Services
RCM&D
Residential Title Services
Transamerica Corporation

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Gordon Feinblatt LLC
Gorman & Williams
Harris Jones & Malone, LLC
Hogan Lovells US LLP
Kramon & Graham, P.A.
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Law Offices of Mitchell M. Gordon
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Nemphos Braue
Neuberger, Quinn, Gielen, Rubin & Gibber, P.A.
Niles, Barton and Wilmer, LLP
Palatin Health
Rosenberg Martin Greenberg, LLP
Saul Ewing Arnstein & Lehr LLP
Schwartz, Metz & Wise, P.A.
Shapiro Sher Guinot & Sandler P.A.
Shawte Rosenthal LLP
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Whiteford, Taylor & Preston L.L.P.
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Correct Rx Pharmacy Services, Inc.
Eisai Inc.
ForwardGro
PhRMA

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H&N Printing & Graphics, a Division of R.R. Donnelley
Printing & Graphics Association MidAtlantic
Today Media Custom Communications (TMCC)

Products & Services
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Alex Cooper Auctioneers, Inc.
Baltimore Area Council, Boy Scouts of America
Boyle Buick GMC
Canton Car Wash
Dell EMC Federal
Edwards & Hill Furniture
EMR—The Electric Motor Repair Co.
GTI
Landmark Parking, Inc.

Museum, Performing Arts & Entertainment
The Baltimore Museum of Art
Baltimore Symphony Orchestra
Creative Alliance
France-Merrick Performing Arts Center—Broadway Across America
Maryland Science Center
The Maryland Zoo in Baltimore
National Aquarium
The Reginald F. Lewis Museum of Maryland African American History & Culture
Royal Farms Arena

Pharmaceuticals

I95 BUSINESS
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MASN
Technical.ly Baltimore
WBAL Radio/98 Rock
WBAL-TV 11
McCormick & Company, Inc.
Medifast Inc.
PANDORA
RGH Enterprises, Inc.
Samuel Shapiro and Co., Inc.
Sue-Ann's Office Supply Inc.
Trane
Under Armour, Inc.
Verra Mobility
VPC, Inc.

**Professional Sports**
Baltimore Orioles L.P.
Baltimore Ravens

**Real Estate**
Alex. Brown Realty, Inc.
American Trading and Production Corporation
BCV Commercial Realty LLC
Beatty Development Group, LLC
The Bozzuto Group, Inc.
Charm City Concierge, Inc.
Conscious Real Estate Investors Round Table
Continental Realty Corporation
The Cordish Companies
Corporate Office Properties Trust
Cross Street Partners
Cushman & Wakefield
The Gallery/Harborplace Tower
Heritage Properties, Inc.
The Howard Hughes Corporation
J. J. Clarke Enterprises, Inc.
Jones Lang LaSalle
The Kornblatt Company
MacKenzie Commercial Real Estate Services, LLC
Merritt Companies
Northern Real Estate Urban Ventures (NREUV)
Plank Industries
PMS Parking, Inc.
Regional Management, Inc.
SAA | EVI
Telesis Baltimore Corporation
Tradepoint Atlantic
Weller Development
Wexford Science + Technology, LLC

**Staffing/Outplacement/Personnel Services**
Robert Half
Symphony Placements

**Telecommunications**
AT&T Maryland
Comcast
Crown Castle International
Port Networks

**Tourism**
Baltimore Convention Center
Maryland Tourism Coalition (MTC)
Visit Baltimore

**Transportation & Distribution**
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Coca-Cola Bottling Co. Consolidated
CSX Transportation
Edison Properties
Freedom Car
John S. Connor, Inc.
Keolis Transit America
Lyft
MDOT MTA
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Ports America Chesapeake, LLC
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Brandywine Global • Clarion Partners • ClearBridge Investments • EnTrustPermal • Martin Currie • QS Investors • RARE Infrastructure • Royce & Associates • Western Asset

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4th Source provides powerful, cost-effective software and IT services through a hybrid nearshore model.

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8600 LaSalle Road, Suite 639
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AAA Mid-Atlantic advocates on behalf of its nearly four million members in Maryland, Virginia, Delaware, Pennsylvania, New Jersey and the District of Columbia, and provides automotive, travel, and insurance services.

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Identifies community problems and seeks solutions by investing in enterprises advancing philanthropic causes for the community's betterment.

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Baltimore, MD 21227
Humanitarian organization that provides relief to disaster victims and helps people prevent, prepare for and respond to emergencies.

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Baltimore, MD 21202
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Arnold, MD 21012

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A private charitable organization dedicated to helping build better futures for disadvantaged children in the United States.

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Baltimore, MD 21212
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Archdiocese of Baltimore
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Baltimore, MD 21201

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Baltimore Business Journal
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Baltimore, MD 21207
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Baltimore City Community College
Office of the President
Harper Hall
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Baltimore, MD 21215
Offers certificates and associate degrees plus customized training for business and industry.

Baltimore City Parking Authority
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Baltimore, MD 21201
Finding, creating and providing parking solutions for Baltimore City.

Baltimore Community Foundation
2 East Read Street
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Baltimore, MD 21202
A collection of private funds which support philanthropic and civic activities in the Baltimore region.

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Baltimore, MD 21201
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Baltimore, MD 21201
Baltimore Corps builds robust, equitable pipelines to enlist talent in advancing Baltimore’s promising social innovations.

Baltimore Curriculum Project
2707 East Fayette Street
Baltimore, MD 21224
Charter operator for City Springs E/M, Govans Elementary, Hampstead Hill Academy, Wolfe Street Academy, and Frederick Elementary.

Baltimore Development Corporation
36 South Charles Street
Suite 2100
Baltimore, MD 21201
BDC serves as the economic development agency for the City of Baltimore. Its mission is to retain and expand existing businesses, while attracting new business opportunities.

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Baltimore Metropolitan Council
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The Baltimore Metropolitan Council (BMC) is a nonprofit organization that works with the region’s elected executives to identify mutual interests and develop collaborative strategies, plans and programs that will help improve the quality of life and economic vitality.

Baltimore Orioles L.P.
Oriole Park at Camden Yards
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Baltimore, MD 21201

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Baltimore’s NFL football team.

The Baltimore Sun Media Group
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Maryland’s source for news including The Baltimore Sun, The Capital, Carroll County Times and a portfolio of targeted publications.

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Baltimore, MD 21230
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BioTechnical Institute of Maryland, Inc.
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Towson, MD 21286
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Chesapeake Science and Security Corridor Consortium (CSSC)
Harford County Office of Community & Economic Development
2021 Pulaski Highway
Suite D
Harde de Grace, MD 21078
A multi-jurisdictional effort to support mission growth, sustainability and economic vitality for Aberdeen Proving Ground, a growing defense community.

GOING FURTHER TO HELP OTHERS GO FAR
4815 SETON DRIVE, BALTIMORE, MD 21215 ︱ 410.358.6400 ︱ WWW.CHIMES.ORG

In 1947, The Chimes School was founded in Baltimore, Maryland to help five students with intellectual disabilities achieve their fullest potential. This was the cornerstone and guiding spirit of the present organization. Currently Chimes provides services, supports, and employment for over 26,000 individuals with disabilities. We are a leading not-for-profit organization known for innovative, responsive, and flexible solutions that are customer focused and results oriented.

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- Project Coordination
- Priority Permitting
- Business Advocacy
- Carroll Broadband
- Agriculture Development

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- Tax Credit Programs
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Chimes International Ltd.
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Baltimore, MD 21215
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The Classic Catering People
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Baltimore, MD 21202
Provides college access and scholarship opportunities to students enrolled in Baltimore City public high schools.

Comcast
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Suite 103
Baltimore, MD 21230
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Community College of Baltimore County
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Columbia, MD 21046
An office real estate investment trust (REIT) that focuses primarily on serving the specialized requirements of U.S. government agencies and defense contractors engaged in defense information technology and national security-related activities.

Conscious Real Estate Investors Round Table
7710 Maple Ave, Apt. 1001
Takoma Park, MD 20912
Our mission is rebuilding neighborhoods in Baltimore City without displacement and creating wealth for all stakeholders.

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Continental Realty Corporation is a privately owned real estate investor and operator.

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The Power Plant
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Baltimore, MD 21202
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1352 Charwood Road
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Hanover, MD 21076
Correct Rx’s commitment to clinical pharmacy ensures better medical results and lower healthcare costs at the same time.

Courtyard by Marriott Baltimore Downtown/Inner Harbor
1000 Aliceanna Street
Baltimore, MD 21202
It’s a new stay at the Courtyard by Marriott Downtown/Inner Harbor! Enjoy our refreshing service in the redesigned lobby and bistro.

Creative Alliance
3134 Eastern Avenue
Baltimore, MD 21224
We bring together artists and audiences from diverse backgrounds to experience spectacular arts and education programs.

Cross Street Partners, LLC
2400 Boston Street
Suite 404
Baltimore, MD 21224
Real estate development, construction, finance advisory and property management firm.

CSX Transportation
1910 Benhill Avenue
Baltimore, MD 21226
Headquartered in Jacksonville, FL, as well as locations in 23 states east of the Mississippi. The division office in Baltimore covers the area from Philadelphia to Richmond to Pittsburgh. CSX owns approximately 1,400 miles of track.

Cushman & Wakefield
1 East Pratt Street
Suite 700
Baltimore, MD 21202
Commercial real estate consultants delivering integrated solutions to landlords, tenants and investors not only across Maryland but worldwide.

CSX Transportation
1910 Benhill Avenue
Baltimore, MD 21226
Headquartered in Jacksonville, FL, as well as locations in 23 states east of the Mississippi. The division office in Baltimore covers the area from Philadelphia to Richmond to Pittsburgh. CSX owns approximately 1,400 miles of track.

D3Corp
12319 Ocean Gateway
Suite 202
Ocean City, MD 21842
A digital marketing agency; web development, ecommerce, mobile, print design, email marketing, and social marketing.

The Daily Record
200 Saint Paul Place
Suite 2480
Baltimore, MD 21202
The Daily Record is Maryland’s statewide trusted news resource featuring the latest business, law, government and real estate news.
Edwards & Hill Office Furniture specializes in the sale and installation of the following furniture:

- Office/Corporate
- Medical/Healthcare
- Hotel/Hospitality
- Government
- Education/Labs
- Command/Control Center

We also provide the following products and services:

- Interior Design
- Furniture Moving and Warehousing
- Project Management
- Healthcare Equipment and Supplies
- Hospitality Equipment and Supplies
- Audio/Visual Equipment Sales and Installation
- Signage/Wayfinding
- Sound Masking

Contact the Experts in Furniture Sales and Installation Today at 301-317-4250 or Online at www.EdwardsAndHill.com

Certifications: MD, VA, PA, DE & CT Certified MBE, SBA SDB, Howard County MBE, Prince George’s County MBE, Baltimore City MBE, and Capital Region Minority Supplier Development Council MBE

Contracts: GSA, Navy BPA, Prince George’s County Furniture BPA and MAPT Furniture Contract
Dell EMC Federal
4747 Sweet Air Road
Baldwin, MD 21013
Dell Inc. is an American privately-owned multinational computer technology company based in Round Rock, Texas that develops, sells, repairs, and supports computers and related products and services.

Deloitte & Touche LLP
500 East Pratt Street
Suite 500
Baltimore, MD 21202
Providing audit, tax, consulting and financial advisory services.

Design Collective, Inc.
601 East Pratt Street
Suite 300
Baltimore, MD 21202
Award winning multi-disciplinary design firm with a diverse portfolio of successful projects throughout the United States and abroad.

DHC Supply
4720 Boston Way
Suite D
Lanham, MD 20706
Integrated distributor and manufacturer of janitorial, safety, medical supplies and laboratory supplies (scientific). Specializes in can liners.

DLA Piper
The Marbury Building
6225 Smith Avenue
Baltimore, MD 21209
Law firm.

DLR Group
419 7th Street NW
2nd Floor
Washington, DC 20004
DLR Group is an integrated architecture/engineering firm with specialties in justice/civic, K–12 and cultural facilities.

Donate Life Maryland
1730 Twin Springs Road
Suite 200
Baltimore, MD 21227
Donate Life Maryland’s mission is to save lives through organ, eye and tissue donation.

Douglas Memorial Community Church and Affiliates
1325 Madison Avenue
Baltimore, MD 21217
Nondenominational church.

Downtown Partnership of Baltimore Inc.
20 South Charles Street
6th Floor
Baltimore, MD 21201
Works to improve the economic health and quality of life of Downtown Baltimore.

Duane Morris LLP
111 South Calvert Street
Suite 2000
Baltimore, MD 21202
Law firm.

Economic Alliance of Greater Baltimore
1200 Steuart Street
Unit #1B
Baltimore, MD 21230
A partnership of business, government and higher education leaders promoting Greater Baltimore as a world-class market for business, employment and investment opportunities.

Edison Properties
100 West Fayette Street
Baltimore, MD 21201
Edison ParkFast is part of the Edison Properties family of businesses, a real estate leader for more than 60 years. Starting in 1956 with one parking lot in Newark, NJ, the company is best known today for operating businesses in Maryland, New Jersey, and New York that include parking, mini storage, and office, commercial, retail, and residential space.

Edwards & Hill Furniture
3306 Royal Fern Way
Windsor Mill, MD 21244
Provide full-service sale, installation, interior design and moving of office, hospitality and health care furniture.

Eisai Inc.
6611 Tributary Street
Baltimore, MD 21224
The United States pharmaceutical subsidiary of Tokyo-based Eisai Co. Ltd.

Ellin & Tucker
400 East Pratt Street
Suite 200
Baltimore, MD 21202
A premier audit, accounting, tax and consulting firm serving the Mid-Atlantic region.

Embassy Suites by Hilton—Baltimore Inner Harbor & The Grand
222 Saint Paul Place
Baltimore, MD 21202
Complimentary breakfast, Evening Reception, 45,000 sq. ft. of beautiful meeting and event space.

EMR—The Electric Motor Repair Co.
9100 Yellow Brick Road
Suite H
Rosedale, MD 21237
Repairs/replacements for industrial electric motors. Repairs parts for cooking/refrigeration/bakery equipment.

Enoch Pratt Free Library
400 Cathedral Street
Baltimore, MD 21201
Public library.

Environmental Design International Inc. (EDI)
Legg Mason Tower
100 International Drive
Suite 2350
Baltimore, MD 21202
EDI offers environmental consulting, civil engineering, construction inspection, and accessibility consulting services to clients.

Envirotest
1740 Twin Springs Road
Suite K
Baltimore, MD 21227
Responsible for management and operation of the Vehicle Emissions Inspection Program (VEIP) for the Maryland Motor Vehicle Administration (MVA).

EventRebels, Inc.
309 Cathedral Street
2nd Floor
Baltimore, MD 21201
Web and mobile software for conferences and trade shows.
Executive Alliance
P.O. Box 16371
Baltimore, MD 21210
The mission of Executive Alliance is to accelerate the success and leadership of accomplished women by expanding their impact and influence through advocacy, education and mentorship.

Exelon
1310 Point Street
21st Floor
Baltimore, MD 21231
Fortune 500 company; nation’s leading competitive electricity supplier and wholesale power seller.

Extend Coaching & Consulting
631 Piccadilly Road
Towson, MD 21204
Extend helps leaders find the space to focus on strategy and grow their businesses.

EY
621 East Pratt Street, 5th Floor
Baltimore, MD 21202
Global firm specializing in professional services including financial reporting, tax and other advisory services to companies across the industries.

EZShield Fraud Protection
415 Williams Court, Suite 116
Baltimore, MD 21220
EZShield delivers fraud protection solutions through partnerships to secure, monitor and restore the identities of consumers and small businesses.

Family League of Baltimore
2305 North Charles Street, Suite 200
Baltimore, MD 21218
Since 1991, Family League has mobilized resources and empowered communities so that every child and family in Baltimore reaches their full potential. Family League of Baltimore is working toward a future where all of Baltimore’s children grow up healthy.

Fearless Solutions, LLC
8 Market Place, #304
Baltimore, MD 21202
Fearless creates “Software with a Soul” providing development and services for civic-minded project results.

Federal Reserve Bank of Richmond, Baltimore Branch
502 South Sharp Street
Baltimore, MD 21201
The Federal Reserve Bank of Richmond, Baltimore Branch, is part of the nation’s central bank.

First National Bank (F.N.B.)
300 East Lombard Street
7th Floor
Baltimore, MD 21202
FNB provides a full range of commercial banking, consumer banking and wealth management solutions.

FNL Insurance Group
2045 York Road
Suite 200
Timonium, MD 21093
Corporate employee benefits, financial planning, retirement planning.

Forcepoint
1111 Light Street, Suite 250
Baltimore, MD 21230
Protecting the human point.

ForwardGro
1521 Ritchie Highway, #719
Arnold, MD 21012
Cultivator of medical cannabis.

France-Merrick Performing Arts Center—Broadway Across America
12 North Eutaw Street
Baltimore, MD 21201
Operators of the The France-Merrick Performing Arts Center (Hippodrome).

Freedom Car
1406 Shoemaker Road
Baltimore, MD 21209
We offer chauffeured passenger transportation services for individuals and groups anywhere you wish to go.

Fund for Educational Excellence
800 North Charles Street
Suite 400
Baltimore, MD 21201
The Fund’s mission is to secure the financial, human and knowledge resources necessary to support increased achievement for city school students.

FutureCare Health and Management Corporation
8028 Ritchie Highway
Suite 118
Pasadena, MD 21122
Maryland’s premier provider of skilled nursing and post acute services.

Gallagher Evelius & Jones LLP
218 North Charles Street
Suite 400
Baltimore, MD 21201
General practice of law with emphasis on real estate, corporate, banking, health law and litigation.

Garrett Physical Therapy Services, LLC
2323 Melinda Drive
Owings Mills, MD 21117
Provides contract physical therapy services and rehab consultations.

Gaudreau, Inc.
810 Light Street
Baltimore, MD 21230

Goldseker Foundation
1040 Park Avenue
Suite 310
Baltimore, MD 21201
Supports nonprofit organizations, institutions and civic projects in the Baltimore region.

Goodwill Industries of the Chesapeake, Inc.
222 East Redwood Street
Baltimore, MD 21202
Prepares people to secure and retain employment and build successful independent lives.
Gordon Feinblatt LLC
The Garrett Building
233 East Redwood Street
Baltimore, MD 21202
Gordon Feinblatt LLC is a collection of legal boutiques working together to provide a legal advantage.

Gorfine, Schiller, & Gardyn, P.A.
10045 Red Run Boulevard
Suite 250
Owings Mills, MD 21117
A Maryland-based, full-service, certified public accounting firm offering a wide range of accounting and consulting services to clients of all sizes.

Gorman & Williams
36 South Charles Street
Suite 900
Baltimore, MD 21201
A law firm with an emphasis in corporate and commercial law, marine finance, insurance coverage and defense, and business litigation including infringement and licensing of patents, trade secrets, copyrights, and trademarks.

Grant Capital Management
8894 Stanford Boulevard
Suite 203
Columbia, MD 21045
Our mission is to provide innovative and joint-ventured lease-financing solutions that enable public administrators to purchase the essential equipment they need to provide efficient government services.

Greater Baltimore Medical Center
6701 North Charles Street
Towson, MD 21204
Acute general care hospital.

Greater Baltimore Urban League
512 Orchard Street
Baltimore, MD 21201
The Baltimore Urban League promotes equality through direct service, advocacy, research, community mobilization, and collaboration.

Green Job Works LLC
1501 South Edgewood Street
Suite E
Baltimore, MD 21227
Construction and manufacturing company providing temporary labor, post-construction cleaning, and construction subcontracting to the Maryland, Washington DC and Virginia area.

GTI
8218 Pumpkin Hill Court
Baltimore, MD 21208
Green Thumb Industries (GTI) is a national cannabis company.

GWWO, Inc./Architects
800 Wyman Park Drive
Suite 300
Baltimore, MD 21211
An award-winning design firm focused on client service and design excellence.

H & N Printing & Graphics, a Division of R.R. Donnelley
1913 Greenspring Drive
Timonium, MD 21093
H & N is a full service communications provider of print, fulfillment, data, promotional, and translation services.

The Harbor Bank of Maryland
25 West Fayette Street
Baltimore, MD 21201
Commercial bank.

Harbor Investment Advisory
2330 West Joppa Road
Suite 160
Lutherville, MD 21093
Harbor Advisory is a full-service wealth management and investment firm focused exclusively on serving wealthy individuals, families and institutions. We provide integrated portfolio management and wealth planning solutions for clients seeking superior service and expert advice.

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

H&N Printing & Graphics
1913 Greenspring Drive
Timonium, MD 21093
410-252-5300

Harpoon Medical, Inc.
351 West Camden Street
Suite 801
Baltimore, MD 21201
Harpoon Medical is a medical device company in the minimally invasive cardiac surgery space.

Harborplace Tower
The Gallery at Harborplace
200 East Pratt Street
Baltimore, MD 21202
Represents the more than 50 merchants and office tenants of The Gallery. Its mission is to promote their general business interests through joint marketing efforts.

Harford County Office of Community and Economic Development
2021 Pulaski Highway
Suite D
Havre de Grace, MD 21078
Offers services to help build strong communities and facilitate investment with a focus on jobs, housing, and transportation.

For more information, visit our website at http://www.rrd.com
Harris Jones & Malone, LLC
2423 Maryland Avenue, Suite 100
Baltimore, MD 21218
Law office focused on government relations, litigation, criminal defense, procurement, government contracting, and labor 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.

Hartman Executive Advisors
1954 Greenspring Drive, Suite 320
Timonium, MD 21093
Hartman Executive Advisors is an independent technology advisory firm that works with organizations to align IT solutions with business strategy.

Health Care for the Homeless, Inc.
421 Fallsway
Baltimore, MD 21202
Working to prevent and end homelessness for vulnerable individuals and families through quality, integrated health care, advocacy and community engagement.

Health Facilities Association of Maryland
601 Global Way, Suite 100-103
Linthicum, MD 21090
A voluntary trade association comprised of 160 provider members and 90 associate business members that actively serves the long-term care and post-acute care community.

The Heritage Crossing Resident Association
1001 Argyle Avenue
Baltimore, MD 21201
The Heritage Crossing Resident Association Incorporated is a mixed income HOPE VI community association. The Association works to maintain, improve and promote healthy development at Heritage Crossing and the surrounding communities.

Heritage Financial Consultants, LLC
307 International Circle, Suite 390
Hunt Valley, MD 21030
Heritage Financial Consultants is an independent financial services and wealth management firm.

Heritage Properties, Inc.
501 Fairmount Avenue
Suite 101
Towson, MD 21286
A full service real estate development company, offering development, properties and asset management.

Hilton Baltimore
401 West Pratt Street
Baltimore, MD 21201
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.

Hippodrome Foundation, Inc.
416 West Baltimore Street
Baltimore, MD 21201
The Hippodrome Foundation serves more than 4,000 students each season with free outreach programs related to theater.

HMC, Inc.
7190 Oakland Mills Road
Suite 10
Columbia, MD 21046
Turn key firm offering food service consulting, equipment specifications, interior design, custom millwork, installation and construction services.

HMS Insurance Associates, Inc.
P.O. Box 1750
Cockeysville, MD 21030
Independent insurance agency specializing in comprehensive products and services for individuals and businesses.

Hogan Lovells US LLP
100 International Drive
Suite 2000
Baltimore, MD 21202
International law firm with offices in the world’s leading financial, commercial and political centers.
Hord Coplan Macht, Inc.
Principal
700 East Pratt Street
Suite 1200
Baltimore, MD 21202
Hord Coplan Macht Provides architecture, landscape architecture planning and interior design services.

Howard Community College
10901 Little Patuxent Parkway
Columbia, MD 21044
Howard Community College provides associate degrees, certificates, corporate training and personal enrichment classes.

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
3301 Boston Street
Baltimore, MD 21224
A full service commercial bank focused on privately-held small to medium-sized businesses based in Greater Baltimore.

The Howard Hughes Corporation
10480 Little Patuxent Parkway
Suite 400
Columbia, MD 21044
The Howard Hughes Corporation owns, manages and develops commercial, residential and mixed-use real estate throughout the country.

Howard Tech Council
9250 Bendix Road
Columbia, MD 21045
Our mission is to engage, collaborate, learn and lead the county tech ecosystem.

Discover the Value of Learning at Howard Community College

Training and courses that can help your business and employees work smarter.

- Degree and certificate programs for in-demand careers
- Customized business training with Howard County’s Maryland WorkSmart Center
- Business, hospitality, and culinary courses
- Cyber and IT training and degrees
- Nursing and allied health programs
- English language training for professionals
- Project Management Professional certification and courses (PMP)
- Society for Human Resources Management training (SHRM)

www.howardcc.edu/business
Humanim, Inc.
1701 North Gay Street
Baltimore, MD 21213
Nonprofit providing workforce development and behavioral services to individuals with disabilities and barriers throughout Maryland.

Hyatt Regency
Baltimore Inner Harbor
300 Light Street
Baltimore, MD 21202
Urban luxury hotel on the Inner Harbor. Outdoor pool, meeting and event space, Bistro 300.

I95 BUSINESS
1242 Paper Mill Road
Cockeysville, MD 21030
I95 BUSINESS connects people and informs businesses across multiple channels and through an innovative MarTech digital platform.

IBM Corporation
600 14th Street NW, 2nd Floor
Washington, DC 20005
Leader in the creation, development and manufacture of the industry’s most advanced information technologies.

Image Engineering
8124 Norris Lane
Baltimore, MD 21222
In the business of creating first class spectaculars including laser effects, video projection/mapping, and pyrotechnics.

Iron Bow Technologies
2303 Dulles Station Boulevard
Suite 400
Herndon, VA 20171
Iron Bow, through the sale of IT Solutions, has earned the trust of government and commercial customers.

J

J. J. Clarke Enterprises, Inc.
2905 North Charles Street
Leasing Office
Baltimore, MD 21218
Formed in 1986 as a development and finance corporation engaged in Maryland real estate practices, the company has built garden apartments, single family homes and renovated classic rowhouses in Baltimore City.

The J. K. Meek Group
Graystone Consulting
650 South Exeter Street, Suite 1100
Baltimore, MD 21202
Delivering objective, knowledgeable investment advice to local institutions and affluent families.

Jacob William Advisory
9515 Deereco Road, Suite 201
Timonium, MD 21093
Jacob William Advisory is a registered investment advisory firm, a partner in the Carson Institutional Alliance, a member of the Barron’s Hall of Fame, with nearly $9 billion assets under advisement.

Jacobs
100 South Charles Street
Tower Two, Suite 1000
Baltimore, MD 21201
A global leader in consulting design, build-operations, and program management for government, civil, industrial and energy clients.

Job Opportunities Task Force (JOTF)
201 North Charles Street
Suite 2404
Baltimore, MD 21201
To develop and advocate policies and programs to increase the skills, job opportunities, and incomes of low wage workers and job seekers in Maryland.

John S. Connor, Inc.
799 Cromwell Park Drive
Suite A
Glen Burnie, MD 21061
Worldwide logistics services to importers/exporters. Freight forwarders (air/sea), customs brokers, NVOCC, logistics consultants and steamship agents.

Johns Hopkins Health System
733 North Broadway
Suite 104
Baltimore, MD 21205
This integrated system includes Johns Hopkins Hospital, five other adult and child acute care hospitals, long-term care, 40 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
Major research university with graduate and undergraduate programs in arts and science, engineering, continuing studies, medicine, nursing, music, public health and more.

Johnson, Mirmiran & Thompson, Inc.
40 Wight Avenue
Hunt Valley, MD 21030
A multi-disciplined architectural/engineering firm that provides, planning, design and construction phase services for transportation, building facilities environmental, energy and technology projects.

Jones Lang LaSalle
500 East Pratt Street
Suite 1250
Baltimore, MD 21202
Commercial real estate service firm.

JP2 Architects, LLC
2811 Dillon Street
Baltimore, MD 21224
Full service architectural firm committed to the creation of places of enduring quality.

K

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, DC.

Kelly
1 Kelly Way
Sparks, MD 21152
Group insurance administrators, brokers and consultants, specializing in health care and also providing integrated payroll services.
Anchored in Baltimore since 1852, Loyola University Maryland is an advocate for our city. We proudly partner with members of the Baltimore community, including the Greater Baltimore Committee, to work toward an ever brighter future for Baltimore.
LifeBridge Health
2401 West Belvedere Avenue
Baltimore, MD 21215
LifeBridge Health is a health care system serving the northwest Baltimore region. Consists of LifeBridge Health, Sinai Hospital and Northwest Hospital; Carroll Hospital, Levindale Hebrew Geriatric Center & Hospital and related subsidiaries and affiliates.

Lord Baltimore Hotel
20 West Baltimore Street
Baltimore, MD 21201
This iconic grand dame of Baltimore, has been brought back to its full grandeur and glory. Rubell Hotels has reimagined this classic landmark for a new generation of travelers.

Loyola University Maryland
4501 North Charles Street
Baltimore, MD 21210
A Jesuit comprehensive university committed to education in the traditional arts and sciences and tomorrow’s business and technology.

Lyft
1501 Saint Paul Street
Suite 116
Baltimore, MD 21202
Ridesharing company (TNC). A mobile-phone application facilitates peer-to-peer ride sharing by connecting passengers who need a ride with drivers who have a car.

Maryland Food Bank
2200 Halethorpe Farms Rd
Halethorpe, MD 21227
The Maryland Food Bank is a nonprofit hunger-relief organization, leading the movement to end hunger throughout Maryland.

Maryland Family Network
1001 Eastern Avenue
2nd Floor
Baltimore, MD 21202
MFN ensures that young children have strong families, quality early learning environments, and champions for their interests.

Maryland Auto Insurance
1215 East Fort Avenue
Suite 300
Baltimore, MD 21230
Life’s harder without insurance. Maryland Auto is dedicated to reducing the number of uninsured drivers on our roads by making insurance available to all Marylanders.

Maryland Business Roundtable 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 27039
Baltimore, MD 21230
The Maryland Economic Development Association (MEDA) enhances the knowledge and skills of its members, encourages partnerships and networking among people committed to bringing jobs and capital to Maryland, and promotes economic development as an investment.

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.

Maryland Family
1730 Twin Springs Road
Suite 200
Baltimore, MD 21227
Nonprofit health service organization that provides organ procurement and tissue services to citizens of Maryland.

M&T Bank Corporation
1 Light Street
17th Floor
Baltimore, MD 21202
Provides financial services including banking, trust, investment and insurance to retail, business and commercial customers.

MacKenzie Commercial Real Estate Services, LLC
2328 West Joppa Road
Suite 200
Lutherville, MD 21093
Full service commercial real estate company focusing on businesses in the Mid-Atlantic Region.

Mahogany, Inc.
910 West Pratt Street
Baltimore, MD 21223
Mahogany, Inc. specializes in general contracting, millwork, lab casework, rough carpentry, doors, frames and hardware.

Manis Canning & Associates
12 Francis Street
Annapolis, MD 21401
Government relations, public relations and trade association management.

Marriott Baltimore Inner Harbor at Camden Yards
110 South Eutaw Street
Baltimore, MD 21201
Full service Marriott hotel in downtown Baltimore across from the Baltimore Convention Center.

Marsh & McLennan Companies
1 South Street
Suite 1001
Baltimore, MD 21202
Marsh & McLennan Companies is a global leader in insurance brokering, risk management consulting and employee benefits. We help clients better quantify and manage corporate risk as well as human capital solutions.

Maryland Convention Center
910 West Pratt Street
Baltimore, MD 21223
Rubell Hotels has reimagined this classic landmark for a new generation of travelers.

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Halethorpe, MD 21227
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Baltimore, MD 21202
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Maryland Family
1001 Eastern Avenue
2nd Floor
Baltimore, MD 21202
MFN ensures that young children have strong families, quality early learning environments, and champions for their interests.

Maryland Food Bank
2200 Halethorpe Farms Rd
Halethorpe, MD 21227
The Maryland Food Bank is a nonprofit hunger-relief organization, leading the movement to end hunger throughout Maryland.
Maryland Hotel Lodging Association
20 Ridgely Avenue
Suite 309
Annapolis, MD 21401
MHLA 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
140 South Street
Annapolis, MD 21401
Higher education organization.

Maryland Nonprofits
1500 Union Avenue
Suite 2500
Baltimore, MD 21211
Statewide association of more than 1,200 nonprofit organizations and businesses.

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

Maryland Public Television
11767 Owings Mills Boulevard
Owings Mills, MD 21117
Public television.

Maryland Science Center
601 Light Street
Baltimore, MD 21230
Three floors of interactive exhibits, live demonstrations, a five-story IMAX theater and the Davis Planetarium. Educational programs for all ages.

Maryland STEM Festival
6110 Timothy Court
Columbia, MD 21044
We coordinate STEM activities open to all in Maryland during the Fall.

Maryland Tech Council
9841 Washingtonian Boulevard
Suite 200
Gaithersburg, MD 20878
The Maryland Tech Council (MTC) is a collaborative community, actively engaged in building stronger technology and life science companies by supporting the efforts of our individual members.

Maryland Technology Development Corp. (TEDCO)
7021 Columbia Gateway Drive
Suite 200
Columbia, MD 21046
The Maryland Technology Development Corporation (TEDCO) is the go-to source for entrepreneurial support and guidance for start-ups and early-stage companies engaged in bringing innovative ideas to market.

Maryland Tourism Coalition (MTC)
P.O. Box 298
Crownsville, MD 21032
Maryland Tourism Coalition represents every aspect of the tourism industry and advocates on behalf of Maryland tourism.

Maryland Transportation Builders & Materials Association
2408 Peppermill Drive
Suite F
Glen Burnie, MD 21061
The voice of the Maryland transportation industry for more than 85 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
A statewide membership association that advocates for the expansion of employment, economic strengthening and developing business ownership opportunities for people with disabilities and other barriers to employment.

The Maryland Zoo in Baltimore
1876 Mansion House Road
Druid Hill Park
Baltimore, MD 21217
Currently the Zoo’s animal collection encompasses more than 200 species, with more than 1,500 animals.

MASN
333 West Camden Street
Baltimore, MD 21202
Regional sports network.

MATClinics
503 Albemarle Street
Baltimore, MD 21202
MATClinics is a fast growing provider of outpatient opioid addiction treatment. Our providers specialize in addiction using evidence-based medication assisted treatment. The company is growing quickly and currently has three offices: Dundalk, Towson and Laurel.

McCormick & Company, Inc.
24 Schilling Road
Hunt Valley, MD 21031
A global leader in flavor that manufactures, markets and distributes spices, seasoning mixes, condiments and other flavorful products to the entire food industry.

McDaniel College
2 College Hill
Westminster, MD 21157
McDaniel is one of 40 liberal arts colleges recognized nationally for its distinctive academic program and internationally for its branch campus in Hungary.

MedChi The Maryland State Medical Society
1211 Cathedral Street
Baltimore, MD 21201

Medifast, Inc.
100 International Drive
18th Floor
Baltimore, MD 21202
Medifast, Inc. (NYSE: MFE) develops, manufactures and markets medically-formulated portion-controlled meal replacements for weight loss.

MedStar Health Inc.
10980 Grantchester Way
Columbia, MD 21044
MedStar Health is a nonprofit community-based healthcare organization that owns and operates ten major hospitals and other health care services across Maryland and in the Washington, DC region.

MedStar Health Inc.
10980 Grantchester Way
Columbia, MD 21044
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McGuireWoods LLP
500 East Pratt Street
Suite 1000
Baltimore, MD 21202
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The PRT Reach Foundation works in close collaboration with The Presidents’ RoundTable to promote social welfare and improve the economic conditions of small and minority businesses, and the community at large. PRT Reach supports education and encourages college students to become entrepreneurs. In three years PRT Reach has awarded more than $80,000 in scholarships to minority students in entrepreneurial programs attending historically Black colleges and universities in the region.

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Exhibit
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Southwest Airlines Co.
2018 Newsmaker Breakfast Series
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Benjamin F. Edwards & Co.
Program
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McCormick & Company, Inc.
Advertisers’ Index

AECOM ................................................................................................. 41
The Arc Baltimore, Inc. ................................................................. 42
Baltimore Chesapeake Bay Outward Bound School ............. 43
Baltimore Development Corporation ........................................ 42
Baltimore Orioles .............................................................................. 2
Baltimore Ravens ................................................................................ 2
The Baltimore Station ................................................................. 44
The Bozzuto Group, Inc. ................................................................. 15
Carroll County Economic Development ......................... 46
Chimes International Ltd. ............................................................. 45
Clark Construction Group, LLC ..................................................... 47
The Classic Catering People ......................................................... 38
Community College of Baltimore County ......................... 48
The Daily Record ................................................................................ 49
Edwards & Hill Furniture ............................................................... 50
Environmental Design International Inc. ......................... 51
H&N Printing & Graphics .............................................................. 53
Harford Community College ..................................................... 54
Howard Bank ................................................................................... 55
Howard Community College ....................................................... 55
Idfive—Baltimore County Golf .................................................... 9
Johns Hopkins Medicine ............................................................... 37
Kaiser Permanente ........................................................................... 56
Legg Mason ....................................................................................... 39
Loyola University Maryland ....................................................... 57
MECU ................................................................................ Back Cover
MedStar Health Inc. ................................................................. 60
Mt. Washington Conference Center ....................................... 16
PNC ........................................................................................................ 62
The Presidents’ RoundTable ......................................................... 62
RCM&D ................................................................................................. 63
Renaissance Baltimore Harborplace Hotel ................................ 63
Roland Park Place ............................................................................ 64
Saint Agnes Healthcare ................................................................. 64
Saul Ewing Arnstein & Lehr LLP ............................................... 65
The Shelter Foundation ................................................................. 66
T. Rowe Price Group, Inc. ............................................................... 10
Trane ..................................................................................................... 67
Transamerica Corporation ............................................................ 67
University of Maryland, Baltimore ......................................... 68
University of Maryland Medical System ......................... 69
VPC, Inc. ............................................................................................... 70
Weller Development ................................................................. 9

Greater Baltimore Committee
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