energy
for a stronger Maryland.

As Maryland’s largest utility, BGE plays a vital role as an employer, energy efficiency partner, and corporate citizen—contributing $5.4 billion annually to the central Maryland economy.” To see what BGE can bring to your business or hometown, visit BGE.COM/EconomicDevelopment.

* Economic Alliance of Greater Baltimore (EAGB) 2019 economic impact study
Our commitment to positive change is supported through sponsorships, youth programming, volunteerism, and pro bono service. We are an organization focused on transforming communities.

troweprice.com/responsibility
It is an understatement to say that 2020 has been a unique, difficult and challenging year. However, despite the disruptions to normal business operations brought about by the coronavirus pandemic and other societal challenges, the work of the GBC in its 65th year has remained strong and we expect an even stronger 2021.

Like many of you, the GBC has adapted to meet the challenges and has executed on program development, improving services and adding value for our member organizations.

Among the programs initiated in 2020, the GBC launched the COVID-19 Business Recovery Advisory Council to assist small and minority businesses—the backbone of the regional economy. The pandemic has hit large and small businesses in ways no one could have predicted. But it has especially placed greater stress on small and minority businesses, which often lack the resources to adjust rapidly. In addition to the work of the Business Recovery Advisory Council, the GBC compiled information on COVID-19-related legislation and resources that would be helpful for businesses.

The GBC and its COVID-19 Business Recovery Advisory Council will continue to support local, state and federal proposals to bolster business activity, provide assistance and offer informative programs/webinars to assist businesses until the pandemic has passed and the economy has recovered.

The issue of racial equity and social justice has been front and center throughout the year. The murder of George Floyd in Minneapolis shocked our collective conscience and made us inwardly reflect on systemic inequities in our government, institutions, businesses and on our streets.

Like many, the GBC issued a statement that it stands for racial equity and social justice and remains committed to working towards solutions to address systemic societal inequities. The statement read in part:

The GBC [and its leaders] are committed to devote our time and energy to build bridges for racial unity, work towards solutions to address systemic societal inequities, demand just and responsible policing in Baltimore and beyond and build more equitable and inclusive workplaces. Most importantly, we commit to listen . . . [and] pledge to work tirelessly to strengthen the GBC’s programs and efforts on these fronts.

Since that statement was issued, the GBC has held a number of programs to explore structural racism, equity in the workplace, and how individuals, employers and organizations can become involved in supporting and promoting racial equity and social justice. We are committed to providing more opportunities for our members to address systemic societal inequities and to build more equitable and inclusive workplaces.

In the year ahead, the GBC, as an organization, will become more intentional and lead by example in addressing racial inequity and injustice by:

- Conducting a review of bylaws, policies and procedures of the GBC to ensure they are inclusive.
- Providing formal racial equity training for all GBC staff and a majority of the Board members.
- The Board of Directors adopting a set of principles and code of conduct committing to practices of racial equity and social justice, both personally and in their businesses.
- Commit to creating a more representative Board of Directors.
- Evaluating and deciding each GBC public policy position through an equity lens.
- Conducting a series of programs to educate and provide needed resources so GBC member and non-member companies can create inclusive business environments.

This is an exciting agenda to drive positive action and we urge all of our members to embrace this effort.

A significant economic growth project the GBC advanced in 2020 was the release of Preparing for the Future: A Regional Workforce Development Initiative. The report identifies the top 20 family-supporting occupations in business sectors that are expected to see the greatest job growth in the next decade—healthcare, information technology, business services and construction. It provides a roadmap to ensure the region has an educated and skilled workforce to meet the needs of these high growth industry sectors. The GBC’s Education and Workforce Committee will oversee the implementation of the report’s recommendations in collaboration with stakeholders from industry, education, and workforce development.

The GBC will be active and the voice of business in policy matters and discussions when the Maryland General Assembly convenes in January. Our advocacy focuses on supporting policies and programs that advance economic competitiveness of the region and to oppose those that hinder inclusive growth and prosperity. As stated, we will do so through an equity lens.

The 2020 election, at the national and local stage, is in the books. The GBC actively helped educate and inform voters of the candidates for Mayor and City Council President. As an independent, non-partisan organization, the GBC does not endorse candidates but we did outline a list of qualities the next Mayor of Baltimore must have to help the city turn the corner with bold leadership.

The GBC is committed to engaging with Mayor Brandon Scott, City Council President Nick Mosby, Comptroller Bill Henry and the newly elected City Council members to ensure that the business community plays an integral role in advocating for solutions that will positively drive inclusive economic growth, job creation, and stability for the City of Baltimore. A stronger city will benefit the entire Greater Baltimore region.

This vital work cannot be accomplished without the involvement of our members. It’s our active members who provide the ideas, solutions and influence that the GBC enjoys. The more our members become engaged, the better our product and the more that can be achieved for the good of our communities.

While times, elected officials, and challenges change, the GBC’s overall purpose remains constant. In keeping with our founders’ vision, the GBC brings private-sector vision, resources and influence to solving the pressing public problems of the day.

Join with us as we address the expected—and unexpected—challenges in the year ahead.

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Congratulations to The Greater Baltimore Committee for 65 years of service!

“Since 1978, the Center has been creating pathways to meaningful and sustainable jobs for Greater Baltimore’s older workers. We are proud to support the GBC and its efforts to ensure equitable economic opportunity for all of Baltimore’s job seekers.”

- Gary A. Officer
  President and CEO

For nearly 60 years, The Center for Workforce Inclusion has worked in low-income communities to help job seekers overcome barriers to employment, secure and retain a meaningful job, and break the cycle of poverty for their family.

Center for Workforce Inclusion
powering opportunity for older adults

For more information visit: www.centerforworkforceinclusion.org

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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

A top priority of the GBC is creating a competitive business environment. In consultation with business and economic development leaders, the GBC identified 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.
Events and Communications for Member Engagement

Throughout the year, the GBC offers a wide range of events featuring leading experts, high-level executives and top government officials to provide GBC members and guests with in-depth insight and perspective on timely topics and issues of importance to the growth and competitiveness of the Greater Baltimore region and the state. At three signature events during the year the GBC announces recipients of awards it presents for significant achievement and contributions that have benefited the Greater Baltimore community. In addition, the GBC provides members with a wide-range of communications to stay fully-informed about the GBC’s work and activities, as well as airing and publishing in local news outlets commentaries by President and CEO Donald C. Fry, which educate and inform readers and listeners about the GBC perspective on issues and topics of public interest.

**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.
- **Diversity, Equity and Inclusion Summit.** Majority, minority and women-owned businesses and civic organizations discuss strategies for transforming the culture within businesses and the broader community to be more diverse, equitable and inclusive.
- **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 the 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.
- **Newsmaker Speaker 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 CEOs and business leaders to focus on a particular industry sector.
- **Baltimore Women’s Advisory Board.** The Baltimore Women’s Advisory Board hosts events to educate and inform audiences on topics related to the mission of positioning Baltimore as a leader in gender equality. Past events have featured leading experts on diversity and inclusion in the workplace, financial wellness for women, and how to recognize and grow from emotional stress.

**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.
- **E-mail Advisories.** The GBC issues e-mail advisories to members providing instant updates, breaking news and GBC event information.
- **Member Directory.** This members-only print and electronic directory is the Who’s Who of the region’s business and civic leaders.
- **President and CEO Report.** The President & CEO Report provides members with periodic updates about current GBC work and initiatives.
- **GBC on Social Media.** Follow the GBC on Facebook, Twitter (@GBCorg), Instagram (@GreaterBaltimoreCommittee) and LinkedIn (@greater-baltimore-committee).
- **GBC on the Web.** The GBC’s most comprehensive member communication medium, gbc.org, features timely GBC news, member news, a calendar of events, committee information and easily accessible information on GBC initiatives.
- **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 NewsRadio 1090 AM/101.5 FM, and other media outlets.
Committees

Greater Baltimore Committee policy committees offer members the chance to learn, network and lead efforts to create and advocate for programs and policies that will impact the Greater Baltimore region. Led by volunteer leaders from the GBC’s membership, the committees are actively involved in helping to solve the region’s most pressing and important issues. These committees are the perfect opportunity for members to make a difference. Participation by members ensures that the GBC is effective, relevant and reflects the voice of the private sector on a range of important issues.

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.

Bridging the Gap Committee

The Bridging the Gap Committee is dedicated to evolving the business culture of Greater Baltimore by developing and fostering relationships between majority, minority, and women-owned businesses. The Bridging the Gap initiative provides targeted support and programming to help women and minority-owned businesses in Greater Baltimore succeed and grow.

Coalition for a Second Chance

The Coalition for a Second Chance is a group of experts from the public and private sectors charged with examining barriers to employment for those returning to society from a period of incarceration, as well as other policy issues tied to reentry. The Coalition has published a report with recommendations for improving job prospects for returning citizens and ensuring their success after leaving incarceration, as well as a Quick Guide to help employers understand the business case for hiring returning citizens.

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.

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 career and technology programs, designed to ensure an educated, well-trained and highly-skilled workforce that meets the needs of the Baltimore region’s diverse industries. The committee is also actively engaged in addressing workforce development in the health care, IT, business services, and construction/building industries that are expected to see significant growth over the next decade.

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.

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.

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.

Sports and Events Marketing Advisory Council

The GBC Sports and Events Marketing Advisory Council seeks to actively support and promote the economic benefit of Baltimore’s major sports teams—the Orioles and Ravens—and to assist in efforts to attract and market major sporting and entertainment events to be held in the Greater Baltimore region.

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 often present Baltimore’s image to the outside world.

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 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 request to serve on a committee, please visit gbc.org/committees or contact Tara Harris, Committee Coordinator, at (410) 727-2820 or tarah@gbc.org.
Preparing for the Future: A Regional Workforce Development Initiative Report

Nearly two years ago, the Greater Baltimore Committee Board of Directors proposed the creation of an initiative to examine workforce readiness in the Greater Baltimore region. The multi-phase GBC Regional Workforce Development Initiative spent 18 months during 2019 and 2020 examining the issue, focusing on family-supporting jobs forecast to grow in our region over the next decade. The GBC’s Regional Workforce Development Initiative Steering Committee, along with partner organizations throughout the region, guided work on the report.

In October, the GBC unveiled the result of the Initiative: A comprehensive report which identifies the top 20 occupations likely to produce the most family-supporting jobs in the Baltimore region over the next decade. The report also outlines recommendations to enhance education and training systems and address structural racism, gender inequities and systemic barriers to workforce participation and advancement.

The report, Preparing for the Future: A Regional Workforce Development Initiative, includes more than 50 recommendations to ensure the region has a pipeline of skilled workers to fill high growth family-supporting jobs.

GBC President and CEO Donald C. Fry said, “Focusing on business sectors that are projected to see the greatest growth in the next decade—health care, information technology, business services and the construction industries—the report will provide a roadmap to ensure that our region has the educated and skilled workforce to meet the needs of those industry sectors.”

The GBC is guiding the effort to implement the report’s recommendations. GBC members interested in getting involved with this phase of the Initiative are encouraged to contact the GBC and ask to join the Education and Workforce Committee, which is responsible for implementing the report. Call (410) 727-2820.

The report and an appendices that lists workforce training and other opportunities in the Baltimore region is available on the GBC website: https://gbc.org/programs-and-project-initiatives/publications-reports/
GBC’s Next Up Program

Each year, the Next Up program accepts a limited number of individuals aged 40 and under who are employees of GBC member organizations and have been identified and nominated by senior leadership as a “rising star” with the potential to ascend to an executive or upper management-level position in the not too distant future.

The Next Up program is limited to Greater Baltimore Committee member companies and their employees. The program seeks to aid in the personal and professional development of these young leaders by exposing them to opportunities to learn about civic leadership and policy issues affecting business, expanding their network connections with comparable business professionals, and engaging them in the meaningful work of the GBC to ensure that they take advantage of the myriad of membership benefits and opportunities offered to GBC members.

The required portions of the program occur quarterly, take no more than two hours, and are held during either breakfast, lunch or early evening timeframes. Additionally, optional events and opportunities are offered throughout the year. Programming is centered around relevant topics and offer meaningful takeaways to ensure that members of the cohort will truly appreciate the benefits of the program and will be active participants.

Next Up programming involves seminar-style talks from business, civic and government leaders in the region; in-depth discussions of local and regional business and civic issues; and networking opportunities. The knowledge gained from the top-level speakers that the participants are exposed to, as well as the connections they make during the year, are of a high quality and provide a great professional value to them in both the short and long term. In return, the employer benefits from the new wisdom and relationships gained from these young professionals.

For more information on the Next Up program or to discuss program participation or programming, please call the GBC at (410) 727-2820 or visit gbc.org/category/next-up.
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UMB believes in education. We confer most of the professional doctoral degrees awarded in the state, training a local workforce that takes care of Marylanders.

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UMB believes in community. We are providing important services to those in need, expanding our telemedicine, setting the path for COVID-19 safety protocol put forth by leading medical researchers and virologists from our university.

UMB believes in innovation. We move our ideas out of the lab and into the marketplace — our medical experts lead research and discovery across the country for COVID-19 vaccines and treatments and advance patient care through breakthroughs like the world’s first portable artificial lung. Our quest to transform human health and well-being extends to our new Center for Addiction Research and Service (CARES), which is fighting the opioid crisis that has claimed thousands of Marylanders each year by providing comprehensive services and state-of-the-art medically assisted treatments reaching the state’s most in need.

UMB believes in Maryland. UMB is an economic engine for Maryland, generating 18,000 jobs here each year and fueling a $2.8 billion impact on the state we’re proud to call home.

Changing the Future Today

[umaryland.edu](http://umaryland.edu)
Mayor’s Business Recognition Awards

For more than four decades, the Mayor’s Business Recognition Awards has honored deserving companies that have engaged 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 work or activities. The annual awards event, which is presented by the GBC, the Baltimore Development Corporation and the Mayor’s Office, honors businesses for their outstanding corporate leadership, commitment to community and dedication to improving the quality of life for Baltimore City residents.

2020

The Greater Baltimore Committee celebrated 14 businesses at a virtual event on December 11, 2020 as the winners of the 46th Annual Mayor’s Business Recognition Awards.

- Accenture
- Breaking Bread LLC
- Dent Education
- Ekiben Baltimore
- Heritage Financial Consultants LLC
- Hotel Revival
- Hyatt Regency Baltimore Inner Harbor
- Ice Queens
- imre
- Italian Cultural Center of Maryland
- Lord Baltimore Hotel
- MileOne Autogroup
- Plano-Coudon Construction
- Su Casa Furniture

2019

The Greater Baltimore Committee celebrated 12 businesses on December 12, 2019 as winners of the 45th Annual Mayor’s Business Recognition Awards.

- AECOM
- B&O Railroad Museum
- Cannon Design
- CareFirst BlueCross BlueShield
- Centerplate
- Every Kid Can Cook
- Hilton Baltimore Inner Harbor
- Howard Bank
- Kaiser Permanente
- Morgan Stanley
- University of Maryland Medical Center
- WBAL NewsRadio 1090/FM 101.5
2020 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 2020 GBC Annual Meeting, the Regional Visionary Award was presented to Diane Bell-McKoy, President and Chief Executive Officer of Associated Black Charities.

Regional Visionary Award honorees since 1997 are:

2019 Thomas M. Scalea, MD  
2018 Michael Hankin  
2017 Patricia and Mark Joseph  
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.

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

2019 Former Baltimore County Executive  
Donald Mohler  
2018 CollegeBound Foundation  
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
2020 Bridging the Gap Achievement Awards

The 2020 Bridging the Gap Achievement Awards were presented at a virtual event on November 23, 2020. The awards honored minority and women-owned companies for business achievement and majority companies that support these businesses.

The awards program is part of Bridging the Gap, a minority and women-owned business development initiative of the Greater Baltimore Committee.

Community Impact
- Division Street Landscaping, LLC
- Safe Alternative Foundation for Education, Inc.

Diversity in Leadership
- East Baltimore Development, Inc.
- Vehicles for Change

Innovative Partnership/Strategic Alliance
- HOPE Inside—M&T Bank and Operation HOPE, Inc.
- Turner’s Three-Pronged Alliance—Turner Construction Company and Morgan State University
- Under Armour, Inc. and NPower Maryland

Mentorship Category
- Andrew Parlock, Northrup Grumman

Successful Minority or Women-Owned Company
- BTST Services
- Fearless
- Maryland Center for Hospitality Training
- Mayson-Dixon Companies

Elijah E. Cummings Leadership in Diversity Award
- Maryland Minority Contractors Association, Inc.
- Md. Washington Minority Companies Association Inc.

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 U.S. 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
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THIS WINTER AND SPRING, TUITION-FREE.

Enroll in college courses or select workforce training certification programs and you could qualify for free tuition.

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Year in Photos

65th Anniversary Annual Meeting

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Grover Baltimore Committee, Board Chair
CALVIN G. BUTLER JR.

DIANE BELL-MCKOY
2020 Regional Visionary Award Recipient
Associated Black Chambers (ABC) President and CEO

MARTY RODGERS
Managing Partner, Accenture
CEO, Accenture Marketing

OMAR JIMENEZ
National Correspondent
GBN Network

REVEREND DR. ALVIN C. HATHAWAY SR.
Union Baptist Church, Senior Pastor

DON FRY
President & CEO

We Stand for Racial Equity, Justice and Peace
Year in Photos

GBC Economic Outlook Conference
From Pandemic Economy to Presidential Election: Effects, Forecast & Future

Top row: Don Fry, Amanda E. Agati; Bottom row: Bernard Yaros, Maryland Comptroller Peter Franchot

2020 Transportation Summit: Advancing Equity Through Transportation Policy

Top row: Don Fry, Nathaniel P. Ford, Sr., Jess Zimbabwe; Bottom row: Monica Tibbits-Nutt, David Bragdon

2020 Maryland General Assembly Legislative Forum

Moderator Jeff Salkin with panelists Senator J.B. Jennings, Delegate Stephanie Smith, Senate President Bill Ferguson, Delegate Eric Loedtke, Secretary of Commerce Kelly Schulz and GBC President and CEO Don Fry (left to right)

Senate President Bill Ferguson
BWAB: Financial Wellness—Mobilizing the Financial Power of Women

[Images of a group of women discussing finances]

Top row: Sarah Kahl, Kathy Bays Armstrong, Christine Aspell; Bottom row: Sandy Liotta, Sabina Kelly

Bridging the Gap Committee presents:
Racial Equity in the Workplace—Moving from Statements to Action

[Images of a group of people discussing racial equity]

Top row: Jessica Rice, Robert Wells; Bottom row: Phil Croskey, Eleise Richards

College Bound Foundation Internship Fair

[Images of students and college representatives at an internship fair]

Top row: Students and college representatives; Bottom row: College students and counselors
Year in Photos

2020 GBC Golf Classic

Opening Day, 2020 Maryland General Assembly Legislative Session

Secretary of Commerce Kelly Schulz and GBC President and CEO Don Fry

GBC President and CEO Don Fry with Howard County Executive Calvin Ball

Baltimore City Election 2020—Mayoral Debate

City Council President Brandon Scott (candidate)

Mayor Bernard C. “Jack” Young (candidate)

Mary Miller (candidate)

Thiru Vignarajah (candidate)

T. J. Smith (candidate)

Sheila Dixon (candidate)
Baltimore City Election 2020—City Council President Debate

Top Row: Delegate Nick Mosby, Councilmember Shannon Sneed, Carl Stokes
Bottom row: Dan Sparaco, Councilmember Leon Pinkett

Newsmaker Speaker Series: Structural Racism in America

Diane Bell-McKoy, Associated Black Charities
Dr. S. Todd Yeary, J.D., Ph.D., Senior Pastor, Douglas Memorial Community Church

Newsmaker Speaker Series: Reflections of a Mayor

Top to bottom, left to right: Sheila Dixon, Don Fry, Kurt Schmoke, Martin O’Malley, Stephanie Rawlings-Blake

Newsmaker Speaker Series: Re-inventing a Baltimore Landmark—Lexington Market 2.0
Newsmaker Speaker Series: Tradepoint Atlantic—From Bethlehem Steel to a Modern Day Economic Engine

Newsmaker Speaker Series: A Win for Baltimore: The Renovation of Pimlico and Preserving the Preakness

Newsmaker Speaker Series: The State of Hospitality and Tourism

Newsmaker Speaker Series: Higher Education in the COVID-19 Era

Top row: Dr. Jay Perman, Dr. Kim Schatzel, Don Fry; Bottom row: Dr. David Wilson, Rev. Brian F. Linnane, Javier Miyares
Newsmaker Speaker Series:
Meet University of Maryland President Darryll Pines and Coppin State University President Anthony Jenkins

Newsmaker Speaker Series: State of The Novel Coronavirus (COVID-19) Outbreak

Newsmaker Speaker Series: Dr. David Wilson, President, Morgan State University
Newsmaker Speaker Series: Police Commissioner Michael Harrison

Police Commissioner Michael Harrison with Don Fry (left to right)

Don Fry with Police Commissioner Michael Harrison (left to right)

2020 Regional Transportation Press Conference

Howard County Executive Calvin Ball

GBC President and CEO Don Fry

Anne Arundel County Executive Steuart Pittman
Year in Review

2020 Programs, Projects and Highlights

GBC Committed to Racial Equity and Social Justice
The GBC launched a new multi-faceted program to help eradicate racial injustice and inequities. This new initiative came in response to the brutal and senseless murder of George Floyd while in Minneapolis police custody. Following the death of Floyd, GBC President and CEO Donald C. Fry issued a statement outlining the GBC’s commitment to eliminating racial inequities and injustice. The GBC also held a number of programs to explore structural racism, equity in the workplace and how individuals, employers and organizations can become involved in supporting and promoting racial equity and justice. In October, the GBC announced that in the year ahead it will become more intentional and lead by example in addressing racial inequity and injustice.

GBC Remains Engaged on Transportation and Mobility
With support from the GBC’s Transportation and Mobility Committee, the GBC engaged in multiple efforts to enhance transportation and mobility in the Greater Baltimore region and to protect needed investment in our region’s transportation operations and infrastructure. The GBC was actively engaged as a stakeholder in the development of the Central Maryland Regional Transit Plan, the 25-year vision for the transit network in Greater Baltimore, and is participating on the Implementation Team tasked with overseeing efforts to move the plan into action. The 2020 Transportation Summit: Advancing Equity through Transportation Policy tackled the relevant and timely topic of leveraging policy, planning, and community engagement in transportation and mobility to advance equity.

Regional Workforce Development Initiative Report Released
The GBC released in October, Preparing for the Future: A Regional Workforce Development Initiative, which identifies the top family-supporting occupations that are forecast to grow in the Greater Baltimore region over the next decade and analyzes the programs that are currently available to prepare residents for those jobs. The report, which was developed by the GBC Regional Workforce Development Initiative Steering Committee, includes observations and recommendations that encourage strong business support and engagement in the region’s education and workforce systems to strengthen their efforts and to provide clear pathways for individuals to access these in-demand jobs. In the fall of 2020, the Initiative transitioned to the implementation phase which is led by the GBC’s Education & Workforce Committee.

COVID-19: GBC Coverage and Response
As the COVID-19 pandemic took hold in Maryland and around the world, the GBC was quick to advocate for the interests of business and civic communities, share relevant and timely information and work to harness the collective power of the business community to assist with an economic recovery from the pandemic. Among the efforts was a new section on the GBC website that provides members and the public with updates on COVID-19-related state and federal legislation, philanthropic efforts by GBC member organizations and COVID-19 resources.
COVID-19 Business Recovery Advisory Council Formed

The GBC convened the COVID-19 Business Recovery Advisory Council to help ensure the successful economic recovery of the Baltimore region and the state. Mary Ann Scully, Chair and CEO of Howard Bank and Vice Chair of the GBC Board of Directors, oversees the work of the council, which includes GBC members and leading executives from the private sector in the Baltimore region. The Council is focused on advocacy priorities and identifying and recommending programs, policies and initiatives that can assist small and minority business recovery.

GBC: Leadership Qualities of Next Baltimore Mayor

The GBC released a statement before the Primary Election that presented a set of qualities that the next Mayor of Baltimore must possess to effectively lead the City in the midst of these uncertain times and unprecedented challenges. While the GBC does not support candidates or provide funding for election races, it does have a role to educate voters. The leadership qualities the GBC issued were even more relevant in the General Election.

Baltimore City Election 2020 and “In Their Words . . .” Series

The GBC launched an election education program to educate voters about the Primary Election that took place on June 2. Earlier in the year, the GBC sent out questionnaires to candidates running for Mayor and City Council President. The GBC shared all questionnaires and responses on a special Baltimore Election 2020 section of the GBC website.

The GBC also hosted two virtual election debates via Zoom in partnership with WBAL NewsRadio. Each debate attracted more than 250 attendees. On May 14, the GBC hosted a debate with the leading candidates for Baltimore City Council President, moderated by Donald C. Fry, GBC President & CEO, and Robert Lang, WBAL NewsRadio Newscaster. On May 27, the GBC held a virtual debate with the leading candidates for Baltimore City Mayor, moderated by Fry and Bryan Nehman, WBAL News Now host.

Another initiative of the election education program was a series entitled “In Their Words . . .” The series, which shared questionnaire responses from leading candidates in the races for Baltimore City Council President and Mayor, highlighted policy priorities set forth by the GBC. The series was shared with more than 10,000 individuals and provided Baltimore residents and businesses with vital information about where candidates stood on a variety of issues.

GBC Publishes School/Business Partnership Guide

The Greater Baltimore Committee released a guide in October to assist schools and businesses develop successful partnerships that expose students to career and other opportunities, while also helping businesses cultivate the future workforce. Creating a Successful School/Business Partnership: A Guide for Schools and Businesses was developed as part of the GBC’s work with Baltimore City Public Schools CEO Dr. Sonja Santelises to find ways the GBC and Baltimore’s business community can support city schools and students. Santelises said the GBC guide is timely as the city school system is eager to expand partnerships so students can get exposure to working professionals and expand their view of possible career choices. The guide was developed by the GBC’s Education and Workforce Committee and includes a checklist that schools and businesses can use to ensure partnerships are established correctly and are sustained over time. The digital publication also includes practical guidance for school and business leaders to follow when establishing and maintaining a partnership.

Member Engagement

GBC’s Bridging the Gap Committee Convenes Roundtables and Webinars to Advance Work

During the uncertainty of 2020, the GBC’s Bridging the Gap Committee shifted to virtual meetings and events to continue its work to support minority and women-owned businesses. The Committee hosted a roundtable discussion with leadership from area banks to discuss the disproportionate impacts of the COVID-19 pandemic on minority-owned businesses and strategies for mitigating those impacts in the long-term. The Committee also convened a roundtable discussion on talking about race in the workplace following the social unrest and held a webinar to highlight what regional companies are doing to move beyond statements to take action on racial equity and social justice.

Baltimore Women’s Advisory Board Continues Work

The Baltimore Women’s Advisory Board (BWAB), through its #bWomen initiative, continued to work on positioning Baltimore as a national leader in gender equality. In 2020, BWAB hosted two well-attended virtual events. The first in September featured an expert panel on financial literacy. A second event in November featured Dr. Humaira Siddiqi of Kaiser Permanente’s Mid-Atlantic Permanente Medical Group and highlighted the physiological elements of emotional stress, how to recognize it, own it and grow from it in order to maintain stability.
Next Up Cohort Welcomes 32 Young Leaders
In 2020, the Greater Baltimore Committee’s third Next Up cohort opened its year of leadership training, professional and personal development and networking opportunities with a dinner at The Capital Grille featuring GBC President & CEO Donald C. Fry and members of the GBC Board of Directors. The 2020 cohort was the largest one yet with 32 members. Even through the challenges and limitations due to the COVID-19 pandemic, the 2020 cohort came together virtually, engaging with each other and the GBC to help expand both their professional and personal networks and knowledge. The Next Up program events included Lunch on Leadership: Thought Leadership, featuring new GBC Board Member Jacob Hsu, CEO of Catalyze. There was also a discussion on Civic Leadership: Business & Government Collaboration featuring Delegate Nick Mosby (elected Baltimore City Council President on November 3), Aaron Tomarchio, Senior Vice President of Corporate Affairs, Tradepoint Atlantic, and Jayson Williams, CEO, Mayson-Dixon Companies. Closing out the year, the cohort came together virtually for Cocktails & Conversations: Challenging Leadership in the Uncertain Times of COVID-19 featuring GBC Board Members Dr. David Maine, President & CEO of Mercy Health Services, and Christine Aspell, Office Managing Partner—Baltimore, KPMG LLP. In addition to participating in official Next Up events, members of the 2020 cohort were active participants in many GBC policy committees and events throughout the year.

Coalition for a Second Chance Identifies Priorities
The GBC’s Coalition for a Second Chance held virtual meetings throughout 2020 and welcomed many new members. While planned efforts to accelerate employer education and engagement on the benefits to second chance hiring were delayed due to COVID-19, the Coalition held several virtual meetings in which efforts to address the digital divide, resources for supporting coordinated re-entry efforts, and policy priorities for 2021 were discussed. In the final meeting of the year, Secretary Robert Green and senior staff from the Department of Public Safety and Correctional Services joined the Coalition to discuss key priorities for strengthening re-entry across the state, but in Greater Baltimore region specifically. The Coalition has identified a number of State-level priorities related to public safety and re-entry that it intends to advocate for in the 2021 Session of the Maryland General Assembly.

Advocacy

Baltimore City
GBC Weighs in on Proposals to Restructure City Government
The GBC took an active role in the debate surrounding major structural changes to Baltimore City Government in 2020 with the creation of the Baltimore City Government and Ethics Reform Task Force. Chaired by Charles O. Monk II, Baltimore Office Managing Partner, Saul Ewing Arnstein & Lehr LLP, the task force evaluated a multitude of charter amendments considered by members of the Baltimore City Council that would restructure the operations of city government as well as bills to improve ethics and transparency in city government. Ultimately, more than 15 proposals to change the existing government structure were considered by the Baltimore City Council. With the guidance provided by Task Force, the GBC shared its positions on most of these proposals, highlighting the need for a Charter Review Commission to thoroughly examine major structural changes, particularly those that would result in a shift of power. An amendment to require a Charter Review Commission did pass, and was approved by the voters in November.

State and Region
GBC Active in Maryland General Assembly on Key Issues
The 2020 legislative session of the Maryland General Assembly started in a historic fashion with two new presiding officers, Senate President Bill Ferguson and House Speaker Adrienne Jones. It ended historically with a shortened session due to COVID-19, adjourning Sine Die on March 18 rather than April 6, the scheduled end of the 90-day session. In response to the COVID-19 pandemic, the legislature took numerous actions, including passing emergency legislation and creating the Joint COVID-19 Response Legislative Workgroup.
While abbreviated, the 2020 session had no shortage of significant policy changes that affect the Greater Baltimore region’s business climate and competitiveness. They included:

**Blueprint for Maryland’s Future**
House Bill 1300, the Blueprint for Maryland’s Future—Implementation, passed the legislature at the close of session and was vetoed by Governor Larry Hogan. If the legislature overrides the veto, the bill would establish in law the policies and accountability recommendations of the Commission on Innovation and Excellence in Education (the Kirwan Commission), which made numerous recommendations to overhaul funding formulas and requirements for education. With an eye on accountability, achievability and economic development, the GBC supported the legislation with recommendations that sought to address a number of concerns including funding and accountability.

**Public Safety**
Increasing public safety garnered more attention from policymakers than in previous sessions. The GBC supported numerous public safety proposals and played a central role in showing the business community’s commitment to reducing crime. Key legislation passed, including strengthened witness intimidation laws and increased penalties for failure to report the loss or theft of a gun. Legislation to establish the Law Enforcement Coordinating Council to ensure interagency communications and intelligence sharing and a bill to create 10 micro-zones to target high-crime areas were vetoed by the Governor. The legislature is expected to consider overturning these vetoes when it returns for session on January 13, 2021.

**Pimlico/Preakness**
The GBC supported Senate Bill 987, the Racing and Community Development Act of 2020, which passed on Sine Die. The legislation represents a comprehensive agreement that preserves the historic tradition of the running of the Preakness Stakes at Pimlico Race Course, enhances the horse racing industry in Maryland and spurs economic development in adjacent communities of the race course. The GBC commended the commitment and dedication of the negotiating parties to reach the agreement reflected in the legislation and the General Assembly for passing the important bill. Actions set forth in this legislation will be closely monitored for progress by the GBC.

**Transportation Initiatives**
The GBC supported House Bill 368/Senate Bill 424, the Transit Safety and Investment Act, which would have guaranteed minimal capital funding for the Maryland Transit Administration. The proposed requirements for increased capital funding were designed to ensure safe and continual operations of the Greater Baltimore Region’s transit system by dedicating funds to maintain the system in a state of good repair. The legislation failed to pass.

**Revenue Increases**
The Senate and House each advanced separate “revenue packages” to generate funds to pay for a portion of the costs related to the implementation of Kirwan Commission recommendations. At the close of session, the agreed upon package called for increasing the tobacco tax, applying the tobacco tax to vaping and e-cigarette products, imposing a tax on digital products and services, and imposing a digital advertising gross revenues tax. The GBC submitted a position statement raising concerns about the digital advertising tax. The measures were vetoed by the Governor. The legislature may override some of these vetoes when it returns for session on January 13, 2021.

**Sports Betting**
The General Assembly adopted legislation in the 2020 session that would let voters decide whether or not to authorize sports betting, with the revenue generated primarily benefiting education. On November 3, 2020, Maryland voters approved ballot Question 2, which authorizes sports betting in Maryland, by a two-to-one vote margin. Details and implementation plans will be left for the legislature to adopt during the 2021 session. The legislation also requires a study to determine how to assist minorities and women in the sports and event wagering industry.
Accounting
Abrams, Foster, Nole & Williams, P.A.
CohnReznick LLP
Deloitte & Touche LLP
Ellin & Tucker
EY
Glass Jacobson Financial Group
Gorfine, Schiller, & Gardyn, P.A.
KPMG LLP
PwC LLP
RSM US LLP
SB & Company, LLC

Advertising/ Marketing/ Public Relations
Abel Communications
D3Corp
Fells Cobble
Flywheel Digital
GKV Communications
Image Engineering
KO Public Affairs, LLC
Mayson-Dixon Companies
Sandy Hillman Communications
TBC, Inc.
The Tucker Group LLC
WeinMason Marketing
Weber Shandwick

Architecture & Design
AECOM
Ayers Saint Gross, Inc.
BCT Design Group
Design Collective, Inc.
EwingCole
Hord Coplan Macht, Inc.
Mahan Rykiel
Morris & Ritchie Associates, Inc.
Moseley Architects
Penza Bailey Architects
Quinn Evans Architects
Ziger|Snead Architects

Associations
American Institute of Architecture
(Baltimore Chapter)
Baltimore Area Council, Boy Scouts of America
BWI Business Partnership, Inc.

Citizens Planning and Housing Association, Inc.
Downtown Partnership of Baltimore 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 Works, Inc.
MedChi—The Maryland State Medical Society
The Presidents’ Round Table
Waterfront Partnership of Baltimore, Inc.

Banking & Finance
&Wealth
Atlantic Financial Federal Credit Union
Bank of America
Brown Advisory
Camden Partners
CFG Bank
Federal Reserve Bank of Richmond, Baltimore
First National Bank (F.N.B.)
Franklin Templeton
Fulton Bank
The Harbor Bank of Maryland
Harbor Investment Advisory
Heritage Financial Consultants, LLC
Howard Bank
The J. K. Meek Group Graystone Consulting
Kinetic Capital LLC
Kingdcar Holdings, LLC
Knollwood Investment Advisory
Lord Baltimore Capital Corporation
M&T Bank Corporation
MFEI of Baltimore
MidAtlantic Farm Credit
Miller Value Partners
Morgan Stanley Wealth Management
Pomfret & Grim Private Wealth Management Group
PNC

Skye Asset Management LLC
Squadra Ventures
State Employees Credit Union (SECU)
Stifel
T. Rowe Price Group, Inc.
Tilton-Steele International Trust

Biotechnology
BD Life Sciences
BioTechnical Institute of Maryland, Inc.
Gliknik Inc.
Key Technologies Inc.
Longevity Neuro Solutions

Colleges & Universities
Anne Arundel Community College
Baltimore City Community College
Community College of Baltimore County
Coppin State University
Goucher College
Harford Community College
Howard Community College
Johns Hopkins University
Loyola University Maryland
McDaniel College
Morgan State University
Notre Dame of Maryland University
Stevenson University
Towson University
UMBC—An Honors University in Maryland
University of Baltimore
University of Maryland Global Campus
University of Maryland Francis King Carey School of Law
University of Maryland, Baltimore
University of Maryland, College Park
University System of Maryland

Consultancy
Accenture
Bolton
Creative Training Solutions
Dr. Helen Holton & Associates
G.M.M. Consulting
G.S. Proctor & Associates, Inc.
Minority Business Development Agency (MBDA)
McDonell Consulting Group, LLC/
Sandler Training
The Nelson Ideation Group
Observation Baltimore
Tidemore

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)
2021 Membership by Industry Guide

Educational Services & Programs
Baltimore Chesapeake Bay Outward Bound School
Baltimore Curriculum Project
Boys & Girls Clubs of Metro Baltimore
CollegeBound Foundation
Fund for Educational Excellence
Maryland Science Center
NorthBay Education, Inc.
South Baltimore Learning Center
UNCF—United Negro College Fund

Energy/Utilities
Baltimore Gas & Electric Company
Exelon
MD Energy Advisors LLC
Wheelabrator Technologies

Foundations & Nonprofit Organizations
2-1-1 Maryland
Abell Foundation
Alzheimer's Association, Greater Maryland Chapter
American Diabetes Association
American Heart Association
American Red Cross of the Greater Chesapeake Region
The Annie E. Casey Foundation
The Arc Baltimore, Inc.
Archdiocese of Baltimore
Army Alliance
Associated Black Charities
Associated Catholic Charities, Inc.
Baltimore City Parking Authority
Baltimore Community Foundation
Baltimore Corps
Baltimore Metropolitan Council
Baltimore Office of Promotion & The Arts
B.E.A.M.—Baltimore Economic Advancement Movement
Catholic Relief Services
Center for Workforce Inclusion
Chimes International Ltd.
Douglas Memorial Community Church and Affiliates
Enoch Pratt Free Library
Family League of Baltimore
Girl Scouts of Central Maryland
Goldseker Foundation
Goodwill Industries of the Chesapeake, Inc.
The Harry & Jeannette Weinberg Foundation
Health Care Access Maryland
Helping Up Mission
Hippodrome Foundation, Inc.
Hoffberger Family Philanthropies
Humanim, Inc.
Italian Cultural Center of Maryland
Job Opportunities Task Force
The League for People with Disabilities
Live Baltimore
The Living Legacy Foundation
Maryland Business Roundtable for Education
Maryland Environmental Service
Maryland Family Network
Maryland Nonprofits
National Federation of the Blind
NPower
Penn-Mar Foundation
Philanthropy Tank, Inc.
Pride of Baltimore, Inc.
Project PLASE, Inc.
Return Home Baltimore
ROCA Inc.
Ronald McDonald House Charities
Maryland
The Shelter Foundation
Thread, Inc.
Transportation for America
Ulman Foundation
Union Baptist Church
United Way of Central Maryland
Vehicles for Change
The Y in Central Maryland

Health Care for the Homeless, Inc.
Johns Hopkins Health System
Kaiser Permanente
Kennedy Krieger Institute
LifeBridge Health
Maryland Addiction Recovery Center
MATClinics
MedStar Health Inc.
Mercy Health Services
Mt. Washington Pediatric Hospital
Nexus-Woodbourne Family Healing
Owens & Minor
Rendia, Inc.
Roland Park Place
Royspec Purchasing Services
Sheppard Pratt
 Sinai Hospital of Baltimore
United Medical Care
University of Maryland Medical System
University of Maryland Medical System Health Plans, Inc.
VA Maryland Health Care System
Wellness Healthcare, Inc.

Hospitality & Dining
Atlas Restaurant Group
Azumi Restaurant
B&O American Brasserie
Baltimore Marriott Waterfront Hotel
Bygone Restaurant
The Capital Grille
The Center Club
The Choptank
The Classic Catering People
Courtyard by Marriott Baltimore Downtown/Inner Harbor
David & Dad's Café
Delta by Marriott Baltimore North
The Elk Room
Harbor East Delicatessen & Pizzeria
Hilton Baltimore
Hornblower Cruises & Events
Horseshoe Casino Baltimore
Hyatt Regency Baltimore Inner Harbor
Italian Disco
Kimpton Hotel Monaco Baltimore Inner Harbor
Loch Bar
Lord Baltimore Hotel
Marriott Baltimore Inner Harbor at Camden Yards
Maryland Center for Hospitality Training
Maximon
McDonalds
Monarque
Ouzo Bay
Phillips Seafood of Baltimore
Renaisance Baltimore Harborplace Hotel
Rusty Scupper
Starbucks Corporation
Tagliata

Information Technology
All Network Systems, LLC
Applied Technology Services
Archon Interactive LLC
Audacious Inquiry, LLC
BITHGROUP Technologies and BITHENERGY
BoMark Technology Group
Brown’s Communications Inc.
C3 Data
Dell EMC Federal
Fearless Solutions, LLC
Hartman Executive Advisors
IBM Corporation
Mind Over Machines, Inc.
Sontiq

Insurance
AAA Mid-Atlantic
CareFirst BlueCross BlueShield
Chesapeake Employers Insurance Company
Cornerstone Financial, LLP
FNL Insurance Group
HMS Insurance Associates, Inc.
Kelly & Associates Insurance Group, Inc./Kelly Payroll
Marsh & McLennan Companies
Maryland Auto Insurance
PSA Insurance and Financial Services
RCM&D
Residential Title & Escrow Company
Transamerica Corporation
UnitedHealthcare of the Mid-Atlantic
Legal Services
Baker, Donelson, Bearman, Caldwell & Berkowitz, PC
Ballard Spahr LLP
Bellamy Genn Group
Brown Goldstein Levy Capitol Strategies LLC
DLA Piper
Duane Morris LLP
Gallagher Evelius & Jones LLP
Gordon Feinblatt LLC
Gorman & Williams
Harris Jones & Malone LLC
Kramon & Graham, PA
Law Office of Vasiliou Peros, P.C.
Lewis Brisbois Bisgaard & Smith LLP
Manis Canning & Associates
McGuireWoods LLP
Miles & Stockbridge, P.C.
Nelson Mullins Riley & Scarborough LLP
Neuberger, Quinn, Gielen, Rubin & Gibber, P.A.
Niles, Barton and Wilmer LLP
Rosenberg Martin Greenberg LLP
Saul Ewing Arnstein & Lehr LLP
Shapiro Sher Guinot & Sandler, P.A.
Shaw Rosenthal LLP
Venable LLP
Zuckerman Spaeder LLP

Manufacturing & Wholesale
W. R. Grace & Co.
Wm. T. Burnett & Co.

Media
Baltimore Business Journal
The Baltimore Sun Media Group
The Daily Record
Maryland Public Television
MASN
Technical.ly Baltimore
The AFRO-American Company of Baltimore City
WBAL News Radio & 98 Rock
WBAL-TV 11

Museums & Performing Arts
American Visionary Art Museum
B&O Railroad Museum
Baltimore Symphony Orchestra
Jewish Museum of Maryland
The Maryland Zoo in Baltimore
National Aquarium
The Reginald F. Lewis Museum of Maryland African American History & Culture
Royal Farms Arena

Pharmaceuticals
Correct Rx Pharmacy Services, Inc.
Eisai Inc.
PhRMA

Printing & Publishing
Alpha Graphics
Capitol Communications, LLC
H & N Printing & Graphics, a Division of R.R. Donnelley

Products & Services
Advance
Alex Cooper Auctioneers, Inc.
Amazon
Bay Associates Environmental, Inc.
Canton Car Wash
Coca-Cola Bottling Co. Consolidated
Edwards & Hill Furniture
EMR — The Electric Motor Repair Co.
Flowers by Chris
Landmark Parking, Inc.
McCormick & Company, Inc.
PMS Parking, Inc.
Samuel Shapiro and Co., Inc.
Shea Radiance
Studio 7 the Salon & Spa
Sue-Ann’s Office Supply Inc.
Trane
Under Armour, Inc.
Verra Mobility
VPC, Inc.

Professional Sports
Baltimore Orioles
Baltimore Ravens

Real Estate
Alex. Brown Realty, Inc.
American Trading and Production Corporation
Bay City Management Company
Beatty Development Group, LLC
Brookfield Properties
The Centerpoint Apartments
Continental Realty Corporation
The Cordish Companies
Corporate Office Properties Trust
Cross Street Partners, LLC

The Gallery/Harborplace Tower
Grander Capital Partners LLC
Heritage Properties, Inc.
The Howard Hughes Corporation
J. J. Clarke Enterprises, Inc.
MacKenzie Commercial Real Estate Services, LLC
Merritt Companies
Paradise Management LLC
Parity
Regional Management, Inc.
Southern Management Corp.
Telesis Baltimore Corporation
Towson Town Center
TradePoint Atlantic
Weller Development Company
Wexford Science + Technology, LLC
White Marsh Mall

Staffing/Outplacement/Personnel Services
Catalyte
M4 Security LLC
Robert Half

Telecommunications
AT&T Maryland
Comcast
Crown Castle International
Port Networks

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

Transportation & Distribution
Association of Maryland Pilots
CSX Transportation
Edison Properties
John S. Connor, Inc.
Lyft
Ports America Chesapeake, LLC
Southwest Airlines Co.
The Northeast MAGLEV
The Terminal Corporation
WSP

Navigator Program: A Service for Members Only
The GBC’s Navigator Program 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.
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