



## GREATER BALTIMORE COMMITTEE

### **Request for Information (RFI): Long-Term Funding Model**

#### **About Greater Baltimore Committee (GBC):**

The Greater Baltimore Committee (GBC), a leading business advocacy organization in the Greater Baltimore area representing over 300 member organizations spanning businesses, nonprofits, foundations and educational and civic institutions focused on promoting economic growth in the region. In May 2023, GBC was federally designated as a Tech Hub and formed a tech consortium consisting of 49 leading organizations in biotech, cybersecurity, life sciences, advanced manufacturing, and dual-use technologies. GBC's Regional Innovation Office (RIO) serves as the Hub's central organizing platform, providing shared processes, collaboration mechanisms, and formal escalation and conflict resolution pathways that enable the region to act—and win—as one integrated market.

**Project Overview:** GBC is issuing this Request for Information (RFI) to identify an individual expert, a team of partners, or a firm to recommend a structure to establish a long-term, self-sustaining funding model for its Regional Innovation Office (RIO). As the Baltimore region aggressively positions itself to convene the region in capturing multi-billion-dollar federal funding opportunities, the RIO requires a resilient financial, systemic and human capital infrastructure. This model must move beyond its existing short-term grants, ensuring the office remains a permanent, well-resourced asset for regional economic competitiveness.

#### **The selected respondent will focus on the following:**

Information Synthesis: Identify and analyze viable blended funding models and sources including public, philanthropic, industry-led and fee for services, anchor institution annual commitments, among others.

Functional Benchmarking: Identification of comparable models to the Regional Innovation Office including specific federal pursuit functions across different industries and geographies to discover innovative practices and comparative sustainability models from other highly successful domestic or international innovation hubs and economic development agencies.

Recommendation of sustainability model: Recommend an approach to sustainably maintain a high-caliber team and execute multi-year regional strategies. The RIO seeks a blended funding model that can generate \$3 million to \$5 million annually over the next 5 to 10 years. A high-level,

phased timeline illustrating how the GBC can transition the RIO from its current funding state to the proposed long-term model over a 1-to-3-year period.

### Scope of Services

The Respondent shall perform the following tasks:

1. Identify and aggregate information, insights and strategic frameworks and analyze viable blended funding models and mechanisms including public, philanthropic, industry-led and fee for services, anchor institution annual commitments, among others.
2. Benchmark comparative sustainability models from other highly successful domestic or international innovation hubs and economic development agencies. Respondents should specifically identify which structural attributes from these or other national models are most highly compatible with the Greater Baltimore Committee’s partnership ecosystem and represent best practice.
3. Respondents should utilize data, case studies, and conceptual frameworks to produce and disseminate a final report with recommendations addressing the following core pillars of a sustainable regional funding mechanisms including public, philanthropic, industry-led and fee for services, anchor institution annual commitments, among others.

### Estimated Timeline & Associated Milestones

August	Information Synthesis
August-September	Functional Benchmarking
October	Presentation and Dissemination of Final Report with Recommendations

### Submission Process

Interested individuals, teams, or firms should submit the following by July 1, 2026 to Emily Varga [[rio@gbc.org](mailto:rio@gbc.org)] with the subject line: “Long-Term Funding RFI.”

- A statement of interest and approach (max 10 pages).
- Overview of relevant experience in funding strategy development and establishing sustainable regional innovation and convening models.
- Examples of similar initiatives (up to 3 projects).
- Bios of key team members (if a firm or team).
- Initial thoughts on budget range, cost structure, and potential partnership models.

### Evaluation Criteria

Submissions will be evaluated based on:

- Demonstrated expertise in sustainability models for federal, state, or blended funding offices.

- Experience working with economic development organizations, industry partners, universities, startups, and nonprofit organizations across the Baltimore region.
- Alignment with GBC's mission, GBC's Regional Innovation Office priorities and community partner equities.
- Feasibility of approach and ability to mobilize quickly.