



GREATER BALTIMORE COMMITTEE

Request for Information (RFI): Investment-Ready Initiatives

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 develop and design a regional business plan development initiative to attract major state and federal investments aligned with GBC's broader economic agenda, and specifically identify and package 10 investment-ready initiatives for State or Federal funding

The selected respondent will focus on the following:

Information Synthesis: Identification and synthesis of existing documentation of research, programs and ideas developed across universities, health systems, startups, industry, philanthropy, workforce groups and government partners that have defined partners, operating models, capital requirements and federal/state alignment for long-term sustainability.

Package Business Plans: Utilizing a regional ecosystem-wide aggregation of ideas, facilitated by GBC, aggregate and package potential funding opportunities into comprehensive and compelling business plans aligned with state and federal funding priorities.

Scope of Services

The Consultant shall perform the following tasks:

1. Information Synthesis: Aggregate and analyze historical data of ideas, investments and key partnerships across Maryland Lighthouse Sectors, specifically AI, cybersecurity, biotechnology, life sciences, manufacturing and workforce development.
2. Synthesize Stakeholder Engagement: Synthesize findings from an aggregated dataset of interests, ideas from approximately 50 partner interviews and 10 focus groups from across the

Baltimore region. Mine investment-ready initiatives, expansion opportunities and package into 10 business plans that are aligned with state or federal funding opportunities.

3. **Final Report:** Develop and present a portfolio of current and potential projects including expansion opportunities, aligned with Maryland Lighthouse Sectors, and recent findings from a McKinsey study, specifically AI, cybersecurity, biotechnology, manufacturing and workforce development.

Estimated Timeline & Associated Milestones

July	Information Synthesis
July-August	Discussion Facilitation and Business Plan Development
September	Presentation of Final Report with 10 Packaged Ideas

Submission Process

Interested individuals, teams, or firms should submit the following by July 1, 2026 to Emily Varga [rio@gbc.org] with the subject line: “Investment-Ready Initiatives RFI.”

- A statement of interest and approach (max 10 pages).
- Overview of relevant experience in business plan development and synthesizing complex economic development strategies and initiatives for federal and state funding.
- 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 federal and state funding priorities and business plan development.
- Experience working with economic development organizations, industry partners, universities, startups, and nonprofit organizations across the Baltimore region.
- Alignment with GBC’s mission, McKinsey recommendations, and community partner priorities.
- Feasibility of approach and ability to mobilize quickly.