

Define power. In our book, it's the people who influence Greater Baltimore in many ways — whether they use their money, pull or talent to make the region a better place to live and work. Meet these power players and find out why they're shaping our destiny.

THE DECISION-MAKERS



DONALD C. FRY

President, Greater Baltimore Committee

Age: 53

Power is ... "Being able to identify a problem, recognize solutions and access the resources to address the problem."

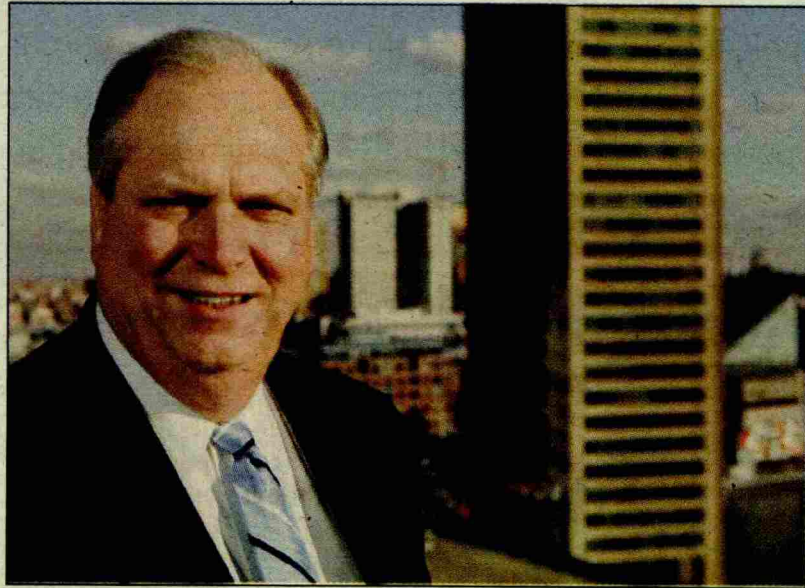
After about five years of debate among state lawmakers, Maryland voters finally approved slot-machine gambling in Maryland on Nov. 4.

Now the hard part begins. The state must decide who will be awarded permission to build slots parlors in five locations throughout Maryland, including one in Baltimore City and another in Anne Arundel County. Everything from the cost of the project to personal background checks will be considered before tapping developers for facilities that could bring in as much as \$1.4 billion a year by 2013.

At the center of it is Donald C. Fry, the president of the Greater Baltimore Committee and the man Gov. Martin O'Malley picked a few weeks after slots passed to lead the group of business and civic leaders that will weigh all slots parlor proposals.

Fry's colleagues say he is the right man for what will be a difficult job and a test of any man's mettle.

"When the gambling industry is involved, and when an industry like horse racing could be on the line, that is something that could test even the best of us," said Donald Hutchinson, president of the Maryland Zoo in Baltimore and Fry's predecessor at the GBC. "But Don's integrity is unimpeachable and his judgment is fair



and reasoned. And people just trust him."

Those closest to Fry know he's not a flashy or boastful person who seeks a spotlight like the one shining on the seven-member slots review panel. Those who have done business with him know he is measured and fair in his approach.

His ability to listen and work with politicians on both sides of the party line are said to be among his greatest strengths, and Fry knows he will need to use both skills if Maryland is to succeed in its slots plan.

"We [the slots panel] certainly feel a strong desire to do what is best for the state of Maryland," said Fry, a former state legislator and attorney. "We know the attention this issue has brought about. That isn't lost on me or any other member of the panel."

Meanwhile, Fry continues to spearhead the GBC's key initiatives that include: further development of the region's biotechnology industry; encouraging development of new mass transit systems; and promot-

ing the minority-business community.

Along with additional debate that could surround Maryland's slots plan, each of these issues will require Fry to visit lawmakers in Annapolis a few days each week of the ongoing legislative session.

"I've been down there so much, my car probably knows how to make the drive by itself," he said.

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