



THE DAILY RECORD

2018

INFLUENTIAL

M A R Y L A N D E R S



Communities **thrive** when
smart companies lead.



BGE salutes the corporate and civic leadership of our CEO, Calvin G. Butler Jr., and his recognition by The Daily Record as one of the 2018 Most Influential Marylanders.

BGE's commitment to creating and sustaining a vibrant and thriving central Maryland region is powered every day by our more than 3,200 employees and leaders. We applaud the efforts of our team, led by CEO Calvin Butler, to increase and enhance the diversity, opportunity and innovation that together energize the community we serve.

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ENERGY]

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AWARDS CEREMONY

March 22, 2018

The Grand Lodge of Maryland
304 International Cir
Cockeysville, MD 21030

5:30 p.m.

Networking

6:45 p.m.

Awards Reception/Stationed Dinner

7:30 p.m.

Continued Networking

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Letter from the Editor



The Daily Record is delighted to present the 57 honorees who make up our 12th annual list of Influential Marylanders.

Since its launch in 2007, the Influential Marylanders awards has recognized those who not only display professional excellence in their fields but who shape and enrich their communities for the better. They are leaders whose commitment is unshakeable and extends beyond the whims of the moment.

Here's how we choose our honorees:

We take a look at 10 critical segments of our state's economy as well as an 11th category – Freestyle, for those whose contributions are difficult to categorize.

Beginning in November, we review a lengthy list of nominees. Some are individuals who have been recommended to us; others are in the news and are well-known to our staff and readers. Many have been household names for years or have recently become prominent; others have

quietly excelled away from the spotlight.

Those who hold public office are not eligible. No one can win in consecutive years, and anyone who wins three times is honored with membership in the Circle of Influence, no longer eligible to be chosen annually.

This year, we have two new entries into the Circle of Influence: Dr. David Wilson, president of Morgan State University, and Edward St. John, founder and chairman of St. John Properties.

Since becoming Morgan's 10th president in 2010, Wilson has brought further rigor and renown to one of the nation's most prominent historically black colleges and universities. He has presided over a \$271 million construction boom to upgrade the campus; brought in the largest research grant in the university's history; improved both retention and graduation rates; and launched a number of important collaborations with other institutions.

Recognizing Wilson's accomplishments, Morgan's board recently extended his contract, ensuring he'll be leading the Baltimore university through 2023.

Edward St. John has built St. John

Properties into one of the largest privately owned commercial real estate development firms in the Mid-Atlantic region and one whose impact on Maryland has been profound. St. John Properties has developed or owned scores of commercial properties across every region of the state, and the company has been a leader in building environmentally-sensitive buildings

In the realm of philanthropy, more than \$60 million has been contributed, pledged and gifted to not-for-profit groups by entities affiliated with St. John.

Profiles of Wilson and St. John, as well as biographies of all our honorees, are in this section. We salute them for their contributions to our state.

We hope our choices inspire a greater awareness of the value of service and stimulate a discussion about the accomplishments of others who deserve recognition. If you would like to nominate someone for next year's awards, please go to the Events section of our website, www.TheDailyRecord.com, or email me at tbaden@thedailyrecord.com.

THOMAS BADEN JR.

JUDGING PROCESS

The judging process for Influential Marylanders is a gratifying but imposing task because of the impressive qualifications of so many Marylanders.

This is how The Daily Record made its selections.

First, the categories were chosen by The Daily Record's editors to reflect significant segments of the state's civic, commercial and professional activities. Those categories are civic leadership, communications, finance, education, general business, health care, law, philanthropy, real estate and technology.

We received a number of names of possible honorees in each category from the editorial staff of The Daily Record and from the community.

Final selections were made by a panel of The Daily Record editors and the publisher. The panel chose 57 honorees overall.

In making their selections, the editors added an 11th category, Freestyle, to include some very influential Marylanders who did not fit neatly into one of the other categories.

Because they are influential by definition, no elected officials were included among the winners.

In each category, special consideration was given to the following attributes:

- INFLUENCE;
- PROMINENCE;
- CONTRIBUTIONS TO INDUSTRY;
- STATURE WITHIN INDUSTRY; AND
- COMMUNITY INVOLVEMENT.

Congratulations

EDWARD ST. JOHN

For being recognized as
an Influential Marylander,
and being inducted into
the Circle Of Influence



Congratulations to all of the 2018 honorees



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EDWARD ST. JOHN

Founder & Chairman | St. John Properties

Edward St. John believes he is just a businessman and employer who has worked hard for nearly 50 years to grow his company and give back to the community.

The Baltimore developer founded MIE Properties — the forerunner of today's St. John Properties — in 1971 and has grown his business into one of the largest privately owned commercial real estate development firms in the Mid-Atlantic region.

"Through that success, we have been able to make an economic and philanthropic impact across Maryland," St. John says.

The Baltimore-based company serves more than 2,000 clients in Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Utah, Virginia and Wisconsin. But its presence in Maryland has profoundly shaped communities across the state. St. John Properties has developed or owns almost 70 properties — including more LEED-certified buildings than any other Maryland developer — and even a partial list of those properties is a virtual tour of the state:

Annapolis Junction Town Center. Baltimore Gateway. Arcadia Business Park. BWI Commerce Park. Columbia Center. International Trade Center. Reisterstown Crossing. Riverside Technology Park. Troy Hill Corporate Center.

And the company is so confident in Maryland's commercial real estate prospects that it is investing more than \$50 million across several types of property in central Maryland.

The company has started construction on eight buildings totaling 500,000 square feet of office, retail, flex/research and development spaces in projects in Anne Arundel County and Baltimore County.

In recognition of his impact, the University of Maryland dedicated the Edward St. John Learning and Teaching Center — home to 12 technology-enhanced classrooms and nine teaching labs — in honor of St. John, who received his bachelor's degree from the university in electrical engineering.

He said its opening in May 2017 serves as his greatest accomplishment that has benefited Maryland.

"The center is a national model of collaborative learning and teaching," he says.

In 2017, he won the Economic Impact Award from the Chesapeake Gateway Chamber of Commerce.

More than \$60 million has been contributed, pledged and gifted by the Edward St. John Foundation, St. John Properties and St. John personally to a variety of not-for-profit organizations.

He currently serves on the board of directors for University of Maryland Medical Center and B&O Railroad Museum, on the board of visitors for the University of Maryland Medical Center R. Adams Cowley Shock Trauma Center and on the advisory board for the Johns Hopkins Lyme Disease Research Center.



DR. DAVID WILSON

President | Morgan State University

David Wilson is looking forward to leading Morgan State University through at least 2023 after the university Board of Regents voted unanimously during its February meeting to award him a new five-year contract. Wilson became the 10th president of the university in July 2010.

"It is a true honor to be in a position to continue serving as Morgan's president with the backing and support of the Board of Regents," Wilson says. "Morgan is a great university, and I welcome this opportunity to extend my time working alongside such an exceptional faculty and staff in service to our brilliant and phenomenal students."

During his tenure, Wilson has improved the university's retention and graduation rates, expanded its study-abroad programs, presided over the construction of \$271 million of campus facilities and aggressively marketed the school as a research university.

While Wilson has been president, Morgan procured the university's largest-ever research contract, a \$28.5 million contract from NASA; founded a new school, the School of Global Journalism and Communication; and established the university's first online degree program;

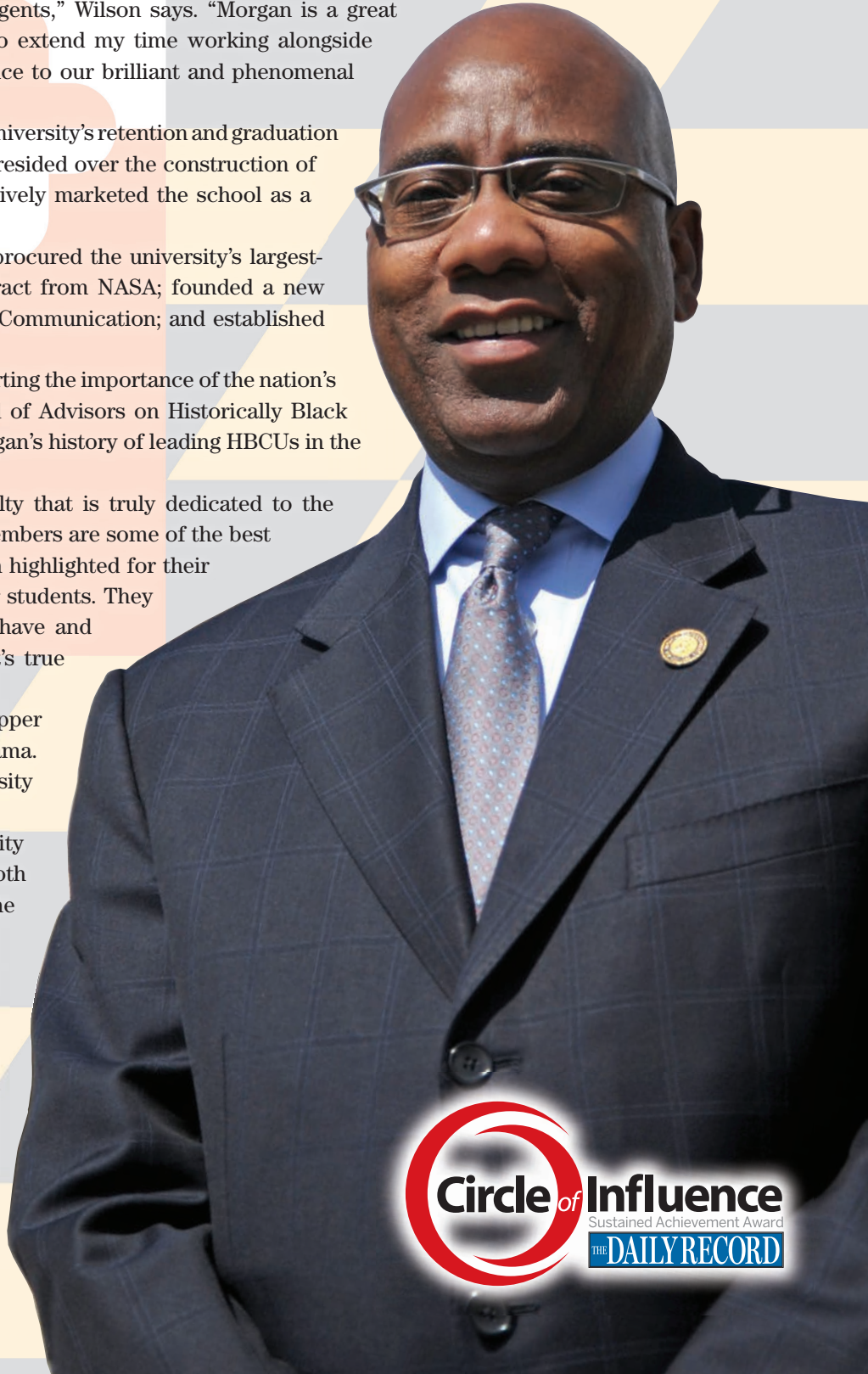
He also has taken a leadership role in reasserting the importance of the nation's HBCUs, serving on President Obama's Board of Advisors on Historically Black Colleges and Universities and continuing Morgan's history of leading HBCUs in the number of Fulbright scholars and grantees.

"We have a very resilient staff and a faculty that is truly dedicated to the university's mission," he says. "Our faculty members are some of the best and brightest minds in higher education often highlighted for their innovation, creativity and commitment to our students. They have an innate knack for taking what they have and making what they have needed. To me, that's true innovation."

Wilson grew up with 10 siblings on a sharecropper farm outside the small town of McKinley, Alabama. He holds four degrees from Tuskegee University and Harvard University.

Wilson came to Morgan from the University of Wisconsin, where he was chancellor of both University of Wisconsin Colleges and the University of Wisconsin-Extension.

He is a member of the National Institute of Standards and Technology's Visiting Committee on Advanced Technology; president of the HBCU/China Network; a member of the Maryland Cybersecurity Council; and serves on the boards of the Greater Baltimore Committee, the Association of Public and Land Grant Universities and the Association of American Colleges and Universities.





CIVIC LEADERSHIP

CALVIN BUTLER

CEO | BGE



Calvin Butler likes a challenge. The CEO of Baltimore Gas and Electric (BGE) started his career after law school at the Washington University School of Law in St. Louis as an in-house counsel with the Central Illinois Light Co., where he worked on government affairs and legal and strategic issues.

He then shifted to run operations, external affairs and manufacturing with the print, digital and supply chain solutions company RR Donnelley for four years. In 2008, he joined Exelon, playing a critical role in company and stakeholder relations during the merger with ComEd, and serving as Exelon's senior vice president of corporate affairs and in other leadership positions before moving into his role as CEO in March 2014.

"Challenging myself to vary the types of experiences in my career has proven critical in

providing a broader perspective," he says.

He also serves on the boards of several Baltimore-based civic organizations, including the Baltimore Community Foundation, the University of Maryland Medical Center, the Greater Baltimore Committee and the Cal Ripken, Sr. Foundation. He has led BGE to expand its community involvement in the greater Baltimore region.

Butler says he seeks to inspire young people to think and dream beyond their current circumstances. Butler serves on the board of the Institute of International Education, a nonprofit focused on advancing scholarships, promoting access to education and building economies.

"The people who make Maryland home and our collective efforts to keep Maryland moving forward are what really matter to me," he says.

JORGE CASTILLO

Founder/CEO | iOnward! Estrategias
Chairman | Maryland Hispanic Chamber of Commerce



Jorge Castillo is an analytic, results-oriented marketer and entrepreneur who tackles strategy and organizational issues from a global perspective.

Founder and CEO of iOnward! Estrategias, Castillo works with companies wishing to penetrate or stand out in the Hispanic market to improve their entire business cycle, from employee development and innovation, internal processes and communications to marketing and sales. The firm also helps Hispanic companies grow into the non-Hispanic market.

A few years ago, he helped found and was managing partner and chief strategy officer with Rowdy Orbit Impact in Baltimore. The firm collaborates and partners with private, public and nonprofit organizations to enhance workforce development.

A poignant moment in his career came when, after six years at a particular job, he resigned because of the disrespect the CEO paid toward employees and other colleagues. “One should never be afraid of standing up for what is right, standing up against disrespect, standing up against unethical or illegal behaviors,” he says.

Since 2016, Castillo has also been the chairman of the Maryland Hispanic Chamber of Commerce. That year, the chamber grew its membership by 75 percent and significantly increased its total and net income, he says. Castillo has been a board member of the organization since 2011.

Last year, the Baltimore Ravens selected him as the recipient of the 2017 NFL Hispanic Heritage Leadership Award for his work as a local leader in the community.

DEBORAH S. PHELPS

Executive Director | Education Foundation of Baltimore County Public Schools, Inc.



As executive director of the Education Foundation of Baltimore County Public Schools, Inc., Deborah Phelps is widely recognized as a master teacher with more than four decades of experience, including as an administrator.

Phelps began her career in education as a teacher at Havre de Grace Middle School in 1974. Her teaching role eventually evolved to team leader and department chair, from which she gained the experience she utilizes at the Education Foundation.

A proud mother of three and many grandchildren, Phelps considers the thousands of children she’s instructed or led over the years her “fourth child” with whom she finds great satisfaction in meeting as they grow into successful adults.

“To be able to touch the lives of the next

generation...to listen to their journey and capture the essence of their growth and development brings pride to me as a mother, grandmother, educator and now as an executive director,” she says.

Phelps also believes in maintaining an active commitment to her community and has received many honors and accolades. These include the Boys and Girls Club’s Champion of Youth Award and a Brava Award from SmartCEO. She’s also a two-time Maryland Family & Consumer Science Teacher of the Year.

“Knowing that through my time, talent and treasure I can make an impact ... that warms my heart,” she says.

Phelps earned her M.A. in Education Management & Supervision from Loyola College, and her B.A. in education from Fairmont State College.

DR. LEANA WEN

Commissioner | Baltimore City Health Department



Dr. Leana Wen oversees an agency with a \$130 million budget and 1,000 employees, working tirelessly to advocate for and improve the well-being of Baltimore's residents.

Among the health department's top priorities are addressing the opioid epidemic, maternal and children's health, senior services, HIV treatment and acute and chronic disease prevention. And no matter the issue, Wen says, she's privileged to have a job that allows her to make a difference every day. In this way, her day job also provides the means to give back to her community.

A recent highlight includes helping set up a local nonprofit — Vision for Baltimore — to assess and bring glasses for free to the 10,000 children in the city that weren't getting them.

"This is one example of the power of public

health: a simple, upstream intervention can make a big difference in people's lives," she says.

Another success is the department's creation of B'More for Healthy Babies, a program that's helped lead to a 38 percent reduction of infant mortality in seven years.

Wen also has emerged as a national figure in the effort to combat opioid abuse, pushing for more resources to help communities, physicians and health care institutions address the epidemic.

"This is a very challenging time in our country's history, when our core services are threatened, such as the right to health care," Wen says. "I'm inspired to come to work every day to protect the safety net for our most vulnerable residents."

Your Love Lifts Us Higher

Congratulations to our President and CEO, **Sandy Pagnotti**, and all Influential Marylanders!



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FROM CAMPUS TO COMMUNITY

TU proudly congratulates **MARY ELLEN BARBERA '78** and **MIKE GILL '79**, Most Influential Marylanders.

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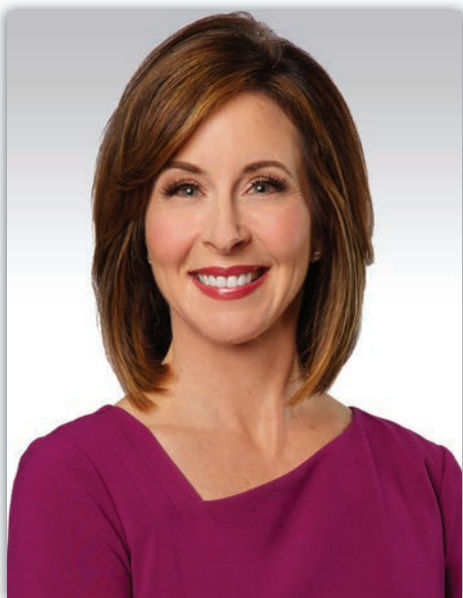
TOWSON
UNIVERSITY



COMMUNICATIONS

MARY BUBALA

Anchor | WJZ-TV



Mary Bubala has been a familiar face for the Baltimore region for nearly 15 years with CBS Baltimore.

The Baltimore resident and native Chicagoan anchors the 11 p.m. newscast with Vic Carter and the 5 p.m. newscast with Jessica Kartalija.

She first came to Maryland in the summer of 1997 as a general assignment reporter for WMAR-TV, which soon moved her to that station's weekend news in an anchor position.

Previously, the 1991 Ithaca College graduate spent the early part of her career in upstate New York at WENY-TV, before moving to larger markets as weekend anchor at WBNG, the CBS affiliate in Binghamton, and at WOKR-TV in Rochester.

Most recently at WJZ, she was nominated in 2016 for a regional Emmy for her coverage

of the Freddie Gray riots and was awarded a regional Emmy for outstanding anchor.

Her "Coffee With: Mary Bubala" segments feature Bubala going behind the scenes to talk about such stories as her investigation into illegal guns or her interview with a pilot who kept his jet from crashing into a residential part of Prince George's County.

Bubala won a number of awards while she was in Rochester, winning best series from the New York State Broadcasters Association for her reports featuring the struggle of residents in Port-au-Prince, Haiti, and doctors there who revolutionized the impoverished city's health care.

The Associated Press honored Bubala for her reporting and anchoring in other cities including Harrisburg, Pennsylvania, where she anchored for ABC affiliate WHTM-TV.

JUSTIN FENTON

Reporter | The Baltimore Sun



Justin Fenton has spent 10 years covering crime and casting a spotlight on alleged misconduct in the Baltimore Police Department, recently leading the newspaper's Pulitzer Prize-finalist stories surrounding the death of Freddie Gray in police custody.

"I'm proud to be recognized for this (Influential Marylander) award as an individual accomplishment but also because it speaks to the continued importance and influence of the press in Baltimore, particularly The Baltimore Sun," Fenton says. "We work incredibly hard every day to tell stories our readers need to know and to hold officials accountable and seek the truth."

Fenton joined the Sun in 2005. He began covering the Baltimore Police Department in 2008 and anchored the newspaper's coverage of the unrest, riots and trials in Baltimore

surrounding Gray's death.

"Over the past year I've been mostly focused on covering the Baltimore Police Gun Trace Task Force case and a corruption scandal a decade in the making that blew wide open many preconceived notions about the scope of police misconduct," he says. "In many ways my work on that story is just beginning."

He is a two-time finalist for the national Livingston Award for Young Journalists and won an award from the governor's office in 2011 for his coverage of rape claims discarded by police.

Fenton is a 2001 graduate of the University of Maryland, College Park's Philip Merrill College of Journalism, where he served as a reporter and editor for the student newspaper, The Diamondback.

ROGER GRAY

Founder, CEO/Chairman | GKV



Roger Gray has spent 37 years growing his full-service advertising business in Baltimore and continuing his and his company's philanthropic reach in the city.

"One of the principles that I've always lived by since I've been running this organization for over 36 years is to always give back to the community that you live and work in, and play in for that matter," Gray says. "I've always done a fair amount of philanthropic work with some pretty prestigious nonprofit organizations in the Baltimore region."

The Daily Record honored Gray with one of its Most Admired CEOs awards in 2012. That year, he was named to The Living Classrooms Foundation's board of trustees. Since his departure, Gray says, he has developed and updated promotional videos for the group.

The Maryland native has served as a board member for Good Samaritan Foundation,

the Mid-Atlantic American Association of Advertising Agencies and Loyola University Maryland, where he received his undergraduate and graduate degrees and where his two sons attend. He also served as board chairperson for the Pride of Baltimore.

GKV (Gray, Kirk and VanSant Advertising, Inc.) employs 75 people; its clients include Bridgestone Golf, McCormick, B&G Foods, Sprint, Constellation, Maryland Lottery and Shentel.

Gray said GKV's advertising work for the Maryland Lottery helped set record sales for its scratch-off tickets.

"We were able to do that at a time when casinos came into play, and typically when casinos come into play, lottery sales drop," he says. "But that has not been the case in Maryland."

DAVID IMRE

CEO | IMRE, LLC



David Imre not only has led his Sparks-based marketing and communications agency to international success, he's also lent his voice to advocate for the LGBT community and for improved animal welfare.

In 2016, Imre pulled his business from North Carolina, joining a list of about 60 executives protesting the state after it enacted legislation that banned protections for the LGBT community.

"It's essential to CEOs and others to point out inequities or injustice," Imre says. "Our democracy requires it, and our workforce of millennials and GenXers demand it."

Imre, an active member of the national LGBT Chamber of Commerce, a nonprofit dedicated to advancing opportunities for the LGBT community, co-founded the Maryland LGBT Chamber of Commerce in June 2017. The organization now has nearly 70 members.

He also serves as board president for the MDSPCA, where he's working through a strategic plan to build more advocacy into the nonprofit's animal welfare efforts.

Imre said of his philanthropic work, "I'm doing it because: labors of love and giving back, but also because they are passion points of mine."

Imre launched IMRE in 1993 after working for seven years as vice president of public relations for Image Dynamics and for two years as director of promotions for Lexington Market.

His agency earned more than \$16 million in revenue in 2017 and employs 96 people, staffing offices in Baltimore, New York City and Los Angeles and working for such clients as AstraZeneca, California Pizza Kitchen, Dickies, John Deere, Patagonia, Pepsico, STIHL and T. Rowe Price.

SCOTT LIVINGSTON

Senior Vice President of News | Sinclair Broadcast Group



Scott Livingston has played a key role in the Hunt Valley-based broadcast giant's growth, overseeing the company's 41 stations that air local news.

Sinclair, which owns 173 outlets — making it the largest station owner in the country — is seeking to buy Tribune Media, which owns 42 stations, a \$3.9 billion deal under review by federal regulators.

Livingston's career in broadcast news spans more than 25 years in Maryland, where he started as a studio camera operator at WBOC-TV in Salisbury, his hometown. He joined Sinclair in 1991, working as chief photographer for its flagship station, WBFF-TV (Fox 45), for six years before becoming assistant news director and later news director, a position he held for 10 years.

During his time in the field, Livingston won

a National Edward R. Murrow Award, an Alfred DuPont Columbia University Excellence in Journalism Award, 23 Capitol Region Emmy awards. He is a three-time winner of the National Press Photographer Association's Regional Photographer of the Year.

Livingston was appointed to his current role at Sinclair in February 2012.

"Yes, my role has gone from telling a story to setting strategy and direction," he said in an interview with MediaVillage in January, "and from 28 people at our first news operation in Baltimore to thousands across the country today, but the principles remain the same. Local news is at the heart of Sinclair. We're committed to excellence; to telling stories with a strong emotional impact and telling stories that matter, and to alert, protect and empower our audiences."



EDUCATION

DR. JOSÉ ANTONIO BOWEN

President | Goucher College



José Antonio Bowen has had a successful career in education and music since he began his teaching career in 1982 as the director of jazz ensembles at Stanford University. He's also taught at Georgetown University, was a dean at Miami University and Southern Methodist University and has performed with some of the top jazz performers in the world in the past 35 years.

The Goucher College president is an outspoken advocate for active learning environments and using technology to enhance the classroom experience for students. He is the author of the widely praised "Teaching Naked: How Moving Technology Out Of Your College Classroom Will Improve Student Learning." At Goucher, he's a champion for liberal arts education.

"No one really knows what the jobs of the future are going to be. Thirty million Americans took new jobs in 2017 that did not

exist in the previous quarter," he says. "The predictions are that 60 percent of the best jobs in five years do not currently exist and that finance and accounting are the two majors most likely to be useless because they will be done by artificial intelligence robots soon.

"Those are predictions, but what we know is that we are now in a 'learning economy,' where the value of graduates will be less what they know and more what they can learn – on their own."

Smart is the ability to change your mind and reconsider old information in new ways, Bowen says.

"The jobs of the future will go to people who are complimentary to computers and can ask better questions, bring a variety of perspectives, and mostly, who know how to change their minds when they get new information."

CHARLES BRITTON

Headmaster | McDonogh School



Charles Britton is looking forward to retiring at the end of the school year, completing 11 happy years as headmaster at the McDonogh School. David J. Farace, a 1987 graduate, will take over as headmaster July 1 at the 144-year-old co-ed private school in Owings Mills.

"It's been a wonderful 11 years and an honor to be part of the McDonogh community," Britton says.

One of the key accomplishments during his tenure was the completion of the McDonogh Forever Campaign, which topped its goal and raised more than \$80 million. As a result, the campus has added many facilities, including a science, technology, engineering and math building and a student center with art and dance studios, an art gallery, an updated infirmary and a lecture hall. The school is also building the Fader Innovation Center for

robotics and engineering.

In 2009, the school started Roots Farm, a 5 1/2-acre farm that serves as an outdoor educational laboratory. It also provides fruit and vegetables for the dining hall as well as the Maryland Food Bank and local food pantries.

McDonogh offers life-changing opportunities for students, Britton says. "We have a devoted and talented faculty and staff and a history of serving students thoughtfully," he says.

Britton said McDonogh continues to be a joyful and dynamic place to learn.

"I have never worked at a place where relationships are so important and where students, faculty, and staff truly relish coming to campus each day. We continue to focus on our students, making sure they grow to be adults of great character," he says.

Dr. José A. Bowen
President,
Goucher College



Congratulations,

DR. JOSÉ A. BOWEN

on being named an Influential Marylander.

Thank you for leading our community towards innovative excellence and inspiring us all to be UNDAUNTED.

GOUCHER | college
UNDAUNTED.GOUCHER.EDU



Congratulations, **Dr. Kathleen Hetherington**, for being recognized as a **2018 Influential Marylander** by **The Daily Record**!

Your leadership as Howard Community College president inspires us to discover greatness in ourselves and others.



You Can Get There From Here.

DR. KATHLEEN HETHERINGTON, ED.D

President | Howard Community College



Kathleen Hetherington is the fourth president of Howard Community College and the first to be a community college graduate. Her career, spanning more than 35 years, has been dedicated to work in community colleges.

"I am a proud community college graduate," she says. "The work that happens at a community college is transformative to our students' lives. They receive a quality education at an affordable price that prepares them for the workforce."

Hetherington has been president of the college since 2007. Prior to that, she was executive vice president, capital campaign manager and vice president of student services at HCC. Hetherington says she is honored to lead such an outstanding college, whose mission is "providing pathways to success."

Evidence of student success abounds throughout the college, she says. "With a

focus on continuous improvement, the college rewards innovation, creativity, and forward-thinking ways of ensuring that Howard County residents receive the best educational experience."

HCC is the only community college in the state to be recognized as a "Great College To Work For" for nine consecutive years by The Chronicle of Higher Education. It is also a recipient of the Malcolm Baldrige National Quality Award for best practices, Hetherington says.

As Howard County's only college, HCC fills an important need in the region, she says. "We respond to the workforce needs of our community. We serve as a center of learning for students, right out of high school as well as older students and we are a cultural center for the county through our offerings in visual and performing arts."

DR. WALLACE D. LOH

President | University of Maryland, College Park



University of Maryland, College Park President Wallace D. Loh is excited to see his university and the University of Maryland, Baltimore driving research and business growth in Maryland.

"I am proud of what we have been able to achieve with our colleagues at the University of Maryland, Baltimore as part of the University of Maryland Strategic Partnership," says Loh, who has been president of the College Park campus since 2010. "Before the alliance, joint research proposals were rare, but we now have nearly \$120 million in new, joint research funding between our two campuses."

"From the S.A.F.E. Center for Human Trafficking Survivors, which provides support to victims of sex and labor trafficking, to Cole Field House, which will be at the forefront of research studying traumatic brain injuries, we are together creating greater impact."

The strategic partnership has opened the door to new initiatives that have brought more funding to the campuses and attracted more services and businesses to their communities. The partnership strengthens the state's innovation economy, advances research, focuses on important problems facing Maryland residents and creates opportunities for students, Loh says.

Loh is proud to be president of an elite university. "The innovative and entrepreneurial spirit of our students, faculty, and staff continues to amaze me every day; it is ingrained into everything we do, in the classroom and beyond. From starting the first all-women's hackathon to developing a tool for the early detection of Alzheimer's disease to being on the front lines of quantum computing research, Terps have an unwavering passion to improve the world we live in."

KURT SCHMOKE

President | University of Baltimore



Kurt L. Schmoke, mayor of Baltimore from 1987 to 1999, sees a strong connection between the city and the University of Baltimore, where he became the university's eighth president in July 2014.

"The University of Baltimore is one of the important anchor institutions in the city," he says. "It has a great legacy of offering a fine education in law, business and applied liberal arts. I viewed the presidency as an opportunity to build on that legacy and to nurture the next generation of leaders for our community."

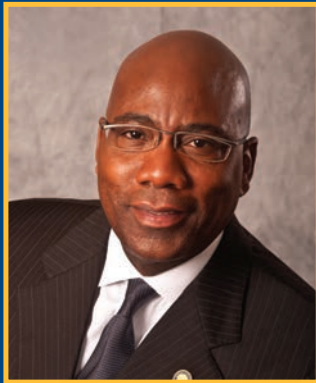
Before coming to UB, Schmoke was dean of the Howard University School of Law in Washington from 2003 to 2012, then general counsel for Howard and its interim provost. But he was drawn back to Baltimore because he

saw UB as a unique university.

"UB is the only institution in the University System of Maryland to have a law school and an excellent offering of undergraduate programs on the same campus," he says. "We excel in having a positive impact on the social mobility of our students."

Schmoke is proud his faculty and staff have made positive changes during his tenure.

"The most important change that I have seen has been the adaptability of the university community to the dramatic changes in higher education," he says. "Course offerings have been enhanced and a number of programs, including clinical education in law and our master of public administration degree, are climbing high in the national rankings."



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FINANCE

AUGIE CHIASERA

Senior Vice President/President | Baltimore and Chesapeake regions M&T Bank



Augie Chiasera was fortunate to be hired into M&T Bank's Executive Associate Program 25 years ago and has held leadership positions in the organization since.

"Fortunately, being successful at M&T Bank generally mirrors being successful in life: work hard and keep your ego in check, stay focused on the task at hand and don't worry about the next role and support your team every chance you get," says Chiasera, senior vice president of M&T Bank and the president of its Baltimore and Chesapeake regions.

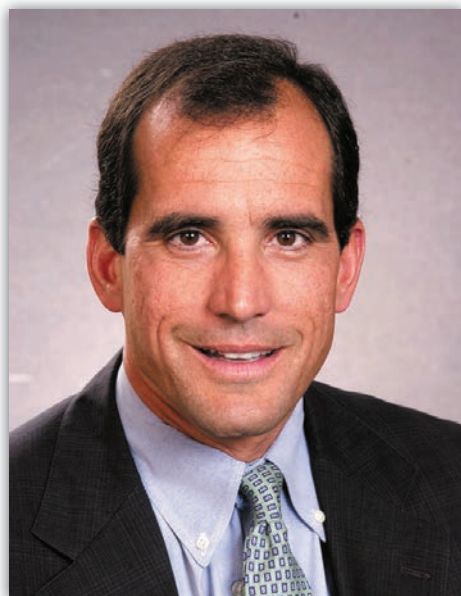
Bob Wilmers, the late M&T Bank chairman and CEO, was among the most influential leaders Chiasera has worked with. "Bob was a great, modest leader who taught by example. He cared deeply about our communities, customers and employees. His legacy will live on in our continuing commitment to his values."

M&T Bank announces promotions at this time each year and it's a special time for Chiasera. "I am always so proud when I see the names of colleagues and friends I have worked with on the annual list of promotions," he says. "It is a formal, somewhat old-fashioned way to recognize and say thanks to our coworkers who routinely reflect the best parts of M&T Bank's culture and values."

M&T Bank recently announced it would move its regional headquarters to the 28-story 1 Light St. building currently under construction in Baltimore. The bank hopes to relocate more than 500 employees from offices at 25 S. Charles and 111 Calvert streets by late this year. "I am proud of our recent recommitment to Baltimore City through our new mid-Atlantic headquarters," he says.

MICHAEL HANKIN

President and CEO | Brown Advisory



Michael Hankin has been president and CEO of Brown Advisory since 1998, when it became independent from Bankers Trust/Alex, Brown & Sons. Hankin says the company's success is a testament to his employees.

"The most important key to my success has been building a team of dedicated and talented professionals who are all owners of Brown Advisory equity."

He credits four people as being the most influential in his life.

"Truman Semans recruited me to join what became Brown Advisory. His moral compass and engagement of diverse groups set a clear course to follow.

"Martha Head, the widow of inventor Howard Head, helped me understand a woman's perspective to financial matters.

"Jack and Donna Dunlap, my in-laws, were

outstanding Americans and built a significant business from the ground up. They taught me that it was up to me to achieve what I wanted to achieve."

Hankin is on the board of directors of the Waterfront Partnership of Baltimore, which hopes to make the Baltimore Harbor swimmable and fishable by 2020 through its Healthy Harbor Project.

Hankin is also president of the board of directors with the Land Preservation Trust, a member of the board of directors with the Chesapeake Conservancy, on the board of trustees at Johns Hopkins University and a member of the board with the Center for Large Landscape Conservation in Montana.

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"No one should underestimate the impact that a business leader can make speaking up [and] taking charge."

Mike Hankin, President & CEO, Brown Advisory
TEDx Wilmington Salon Talk, December 5, 2017

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Congratulations to Augie Chiasera for being named as a 2018 Influential Marylander.

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SABINA KELLY

Baltimore Market President | Bank of America



Sabina Kelly traces the roots of her professional success to her childhood.

"I am wired to never give up; to constantly learn, adapt and evolve and to seek meaningful ways to serve my community," says Kelly, the Baltimore Market president for Bank of America. "Each of those traits is a product of my upbringing as a native Baltimorean who is a daughter of Baltimoreans."

Kelly says her parents, the late Ed and Dolores Haywood, and her Catholic elementary school, St. Anthony of Padua in northeast Baltimore, provided a strong foundation. "It was a tightly organized, highly disciplined environment, and I was the beneficiary of a truly classical education that taught me how to think."

Kelly says she has been fortunate to have had a long career with Bank of America. She

has been in her current position since 2016. "I have been blessed to work with gifted, tireless, and selfless colleagues whom I count as friends and for the most innovative and interesting customers and clients."

She remembers she was the only woman in the training class in her first job with a financial institution.

Times are much different now.

"Today, it is not unusual for one of my teams to be composed entirely of women when working on a project or meeting with clients or other groups outside the bank," she says. "To have been a small part of, and witness to, that evolution has been fulfilling beyond description. I derive tremendous joy from this stage of my career, when I can attempt to repay those who helped me along the way by doing the same for others."

ROD STAATZ

President and CEO | State Employees Credit Union of Maryland



Rod Staatz has no regrets as he prepares to retire at the end of 2018 after 15 years as president and CEO of SECU, the state's largest credit union. He's staying on this year to help SECU make a smooth transition to new leadership.

"It's time to be able to spend more time with the family and that sort of thing," he says recently. "That's really the real reason. It's something we've planned for and that we're going to follow through on."

Last fall, Gov. Larry Hogan appointed Staatz to serve on the Maryland Financial Consumer Protection Commission, an 11-member panel that reviews changes to financial laws, regulations, budgets and policies. He is also a former chairman of the Credit Union National Association.

SECU manages nearly \$3.4 billion in assets

for 250,000 members under Staatz's leadership.

Staatz has also been a big supporter of SECU's community involvement in organizations such as the United Way of Central Maryland, the Maryland Food Bank and the University of Maryland Children's Hospital, among many other organizations. He's also been a driving force behind efforts to help young adults improve their financial literacy.

Technology has had a big impact on the industry and will continue to do so, Staatz says recently.

"It's hard to predict which change will be the most important, but what's the next iteration of technology? What's the next iteration of services or loans? The most important thing is trying to be on the leading edge of understanding what our members want or need."

PATTY TUTTLE

Maryland Regional President | Wells Fargo Bank



Patty Tuttle, who has been with Wells Fargo for more than 25 years, was named Maryland Regional President in September, replacing Andrew Bertamini, who retired after 43 years with Wells Fargo.

Tuttle held leadership roles with Wells Fargo in Georgia, South Carolina, Virginia, the District of Columbia and Maryland before accepting her current role. When she moved from Virginia to Maryland last year, she acknowledged she was facing a transition period. She was a senior vice president and retail credit manager before the move.

"I still have a lot of learning to do," she says. "What's not different is there's always opportunity when we're talking about workforce development, we're talking about education. ... How do we help those kids that are in school today understand how to manage

finances, understand how to set themselves up for success, whether it's going to college or going straight into the workforce? I was going to teach high school English and education has always been a big one for me."

Tuttle says nurturing her professional connections has been a key to her success. "I focus on healthy and productive relationships with customers and team members, and help them achieve success," she says.

She's excited to be working with the Wells Fargo workforce in Maryland. "We have a talented team and terrific opportunities," she says.

Tuttle says she sees great business opportunities for Wells Fargo in Maryland. "We are looking at making investments to help our branches and managers put things in customer language and make things easier for them."

Congratulations

Congratulations to the 2018 Influential Marylander honorees. The significant contributions you have made in your fields and your leadership help Maryland remain a great place to live, work and grow. Bank of America is proud to work alongside you to continue making financial lives better for Marylanders. Best wishes for your continued success.

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FREESTYLE

DEVIN ALLEN

Photographer



They say that photographers need to be in the right place at the right time to capture a moment, but Devin Allen has been studying Baltimore for years.

Growing up, he lived just a few miles from where Freddie Gray was arrested by police and suffered a fatal spinal injury. Allen first began taking photos in 2013 with a desire to become a professional photographer. In the years that followed, he mainly focused on model shoots and street photography.

When people began gathering after Gray's funeral, Allen grabbed his camera to shoot the protests, which later turned into a violent uprising. The images he captured went viral and were chosen for the cover of a May 2015 Time magazine -- only the third amateur photographer ever to be featured in such a fashion in the publication's history.

Last year, the self-taught photographer published "A Beautiful Ghetto," showcasing 100 black-and-white photos of Baltimore. Some are from the unrest while others feature ordinary life in the city, such as a resident getting her hair braided, a child playing on a swing and a building with plywood over its windows.

His work has been shown at the Reginald F. Lewis Museum.

Allen in 2017 also was named as one of two inaugural recipients of the Gordon Parks Foundation fellowship, which honors artists who are working for social change. With the project "Through Their Eyes," he aims to equip children in areas where school arts funding has been cut with cameras and lessons so they may express themselves creatively.

BLESSIN GIRALDO, TAYLA SOLOMON AND CORI GRAINGER

Lethal Ladies of Baltimore Leadership School for Young Women



The sound of hands clapping and slapping parts of the body. The rhythmic pounding of feet stomping the floor. The shouts from participants as they perform choreography in time to the beats they are creating.

Stepping is a powerful percussive dance to watch as usually three or more dancers use multiple military formations throughout their performance to convey the sounds.

In 2016, documentary filmmaker Amanda Lipitz began following the lives of Blessin Giraldo, Tayla Solomon and Cori Grainger, step team members of the Lethal Ladies of Baltimore Leadership School for Young Women, as they navigated school, their team's desire to win a championship and getting accepted into college. BLSYW, a college preparatory facility,

aims to embolden girls in leadership, academic excellence and enrichment.

The film premiered last year to critical acclaim, winning the U.S. Documentary Special Jury Award for Inspirational Filmmaking.

If you haven't seen the movie, you might want to stop reading now. Each went on to complete their freshman year of college and are continuing to focus on their education.

Giraldo attends Coppin State University, where she is majoring in business marketing with minors in graphic design and communications; Solomon is at Alabama A&M, focusing on urban planning and a minor in political science; and Grainger attends Johns Hopkins University, where she is studying computer science and a Spanish minor.

YUMI HOGAN

First Lady of Maryland



Around the age of 6, Yumi Hogan recalls, a teacher told her she was great at art. "That moment," she says, "I'll never forget." It was one of the moments that blossomed into a lifelong love of art.

Inspired by the contrasts of the natural world, including the perfect and the flawed, the simple and the complex, the tranquil and hostile, Hogan became an accomplished artist, her work featured in solo and group exhibitions at regional shows and museums. Her pieces are created using traditional Hanji paper with Sumi ink and mixed media.

Understanding the importance of the craft, Hogan has made arts education a priority during her time as First Lady. Since 2015, she has served as honorary chair of the Council for the Arts and Culture at the University of

Maryland, Baltimore. She also works as an adjunct professor at the Maryland Institute College of Art.

In 2015, she became an advocate for cancer patients and their families after her husband, Gov. Larry Hogan, was diagnosed with Stage 3 non-Hodgkin lymphoma.

Born in South Korea as the youngest of eight children, Hogan grew up on a chicken farm in the countryside. Immigrating to the United States when she was in her 20s, she later came to Maryland so her three daughters could benefit from the schools.

"I am really constantly amazed and every morning I am very thankful to find myself in this position," she said. "As First Lady, I am very honored and grateful to serve all Marylanders."

CLAY STAMP

Executive Director | Maryland's Opioid Operational Command Center



Clay Stamp considers his life's work to be saving lives. He started as a paramedic in Ocean City and later became the vacation destination's first head of emergency management, serving for nearly 30 years. In 2015, Gov. Larry Hogan appointed him to be executive director of the Maryland Emergency Management Agency, a position in which he oversaw much of the state response to that year's Baltimore riots.

In early 2017, Hogan tapped Stamp to become the state's Opioid Operational Command Center executive director charged with leading the efforts to address the increasing number of overdose deaths.

"I've been involved in a lot of different emergencies and coordinating emergencies, but there has been no greater crisis that I see facing our nation as this crisis right

now," he says.

Stamp has taken a balanced approach toward combating the opioid crisis, including stemming the tide from drug trafficking, holding physicians accountable for writing prescriptions properly, reinstituting strong prevention curriculum in schools and making sure resources and services are available for those who are seeking help to battle their addiction.

"It is critically important that we have that balanced approach," he says. "It is a holistic approach, and we won't be successful unless we attack all areas ... We have to be resolute and persevere and if we are -- we will get ahead of this eventually."

Stamp also is a FEMA reservist on the federal agency's hurricane liaison team.



"Pirates support one another and support their leader in the accomplishment of a goal." Steve Jobs

Mike Gill, leading Team Commerce in its mission to make Maryland open for business.

Congratulations, Debbie Phelps!

Thank you for your tireless work in support of our children and our community over the past four decades.

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GENERAL BUSINESS

RANDY DAY

CEO | Perdue Farms Inc.



Growing up on the Eastern Shore, Randy Day worked as a farmhand on farms that grew fruits and vegetables and raised chickens. He knew he wanted an agricultural career.

In 1980, he joined Perdue Farms Inc. and worked his way up through various positions of increased responsibility. Last year, he was named CEO, the fourth in the company's 100-year history.

"It is a great honor to be in this role with such a wonderful, family-owned Maryland-based company," he says. "...We have been in growth mode the entire time I have been here. More importantly, we have been and will always be a company that evolves to address the needs and wants of our customers and consumers."

Headquartered in Salisbury, Perdue is one of the industry's leaders. It's also, with 1,500 workers,

among the Eastern Shore's largest employers.

Perdue has undergone changes in the past few years, including moving away from antibiotics and giving its chickens more room and light to roam.

"Our vision is to be the most trusted name in food and agriculture products," Day says. "Perdue has always been a company that listens to and responded to the needs and wants of our customers and consumers. As interest and concern over antibiotic usage and animal welfare have heightened, we have responded to those concerns."

The company also launched an annual Animal Care Summit that brings together animal rights activists, academia, customers and farmers, an event that shows how the company strives to learn and embrace change, Day says.

DR. MICHAEL GALIAZZO

President | Regional Manufacturing Institute of Maryland



Growing up in Dundalk, Dr. Michael Galiazzo saw what manufacturing can do to raise the standard of living for a community. He understands that high levels of traditional, old-style manufacturing may not be seen again, but he has a vision for what it can be. He has dedicated nearly 30 years of his professional career to the manufacturing sector because he knows the importance of providing avenues and opportunities for residents.

While working at Dundalk Community College in 1990, he helped to create, through an onsite incubator, the Regional Manufacturing Institute of Maryland dedicated to representing the interests of state manufacturers and to providing programs, services and advocacy.

"Every day is very rewarding because we are doing something meaningful to help

manufacturing and the people who work in manufacturing," Galiazzo says. "We want to try to help Maryland manufacturers to be globally competitive and we are an advocacy group, but we also focus on workforce issues and essentially solving problems manufactures are having."

Gailiazzo is driven to aid manufacturing because the industry provides job opportunities and economic development. The nonprofit aims to help manufacturers by having them learn about advanced technologies so they may grow and become more competitive.

Many communities have been hurt through the loss of manufacturing. "They still need a voice out there to try to help (recruit) the next generation of Maryland manufacturing," he says. "... Business is really the vehicle to helping people and communities."

MIKE GILL

Secretary | Maryland Department of Commerce



Mike Gill is usually awake by 5 a.m. every day. He rarely lies in bed thinking about getting up. He just jumps out of bed. Gill says he's inspired every day by his job -- its variety and the realization that what the department does matters for businesses in the state.

"People really are interested and care a lot about our efforts to create a really, really positive business environment in Maryland because business is hard enough to be successful," he says. "... I feel like we really make a difference for businesses, and that all stems from the top."

Gill credits Gov. Larry Hogan, who tapped him to become secretary in 2015, for backing the department and its efforts. "I wouldn't have taken (the job) if I didn't believe that (Hogan) was serious about 'Open For Business'

(the department's motto) and having a great environment for companies to be successful," he says.

Since he became secretary, the state has added over 100,000 new jobs.

Before becoming secretary, Gill spent four decades as an entrepreneur, a technology executive and an investment banker. He led the investment bank, Evergreen Advisors, as chairman and principal and also founded several businesses, including investment firm Hoyt Capital and First Page which was later acquired by MetroCall.

Active in the community, he has held past and present board positions on the Towson University Board of Visitors, Calvert Hall Board of Trustees and St. Joseph's Medical Center, among others.

SHERYL DAVIS KOHL

Founder | Beacon Staffing Alternatives Inc.



For more than 30 years, job seekers and employers have turned to Sheryl Davis Kohl. Whether temporary and contractual work or direct hires, she has helped residents find employment in a number of different fields, including light industrial, manufacturing, information technology, human resources and administrative staffing.

As the founder of the privately-held Beacon Staffing Alternatives Inc. in Aberdeen, Davis Kohl built her business with her mother, Patricia, on the philosophy of quality, integrity and reliability.

Born in Baltimore, Davis Kohl grew up in the Fallston area. She earned a bachelor's degree in political science from Albright College in Reading, Pennsylvania, and a master's degree in public administration from the University of Baltimore.

In 2005, Gov. Robert Ehrlich appointed

her to fill a House of Delegates spot vacated by Charles R. Boutin, who had become a member of the Maryland Public Service Commission. Holding the position for a year and a half, Davis Kohl served on the Health and Government Operations Committee, the Maryland Veterans Caucus and the Women Legislators of Maryland.

Davis Kohl continues to remain active in the community, including serving as vice chair of the Harford County Liquor Control Board and as first vice president for the Boys and Girls Clubs of Harford County.

Her business has helped her have an impact in the community, Davis says. "It's given me the ability to volunteer and serve on boards in the local community, to pay it forward and assist with the success of community members," she says.

LAWRENCE KURZIUS

Chairman/President/CEO | McCormick & Company



When looking inside your kitchen pantry or cabinet, many of the products inside have been made better, thanks to Lawrence Kurzius.

A magna cum laude graduate of Princeton University with a bachelor's degree in economics, Kurzius worked as a marketing executive for the Quaker Oats Company and Mars Inc.'s Uncle Ben's Company. He served as president and CEO of Zatarain's for 12 years before the company was acquired by McCormick in 2003.

Since coming on board to the Sparks-based company headquarters, Kurzius has held a number of executive management roles including president for U.S. consumer and international businesses, chief operating officer and chief administrative officer. In 2016, he was promoted to CEO and last year was elected chairman of the board.

Founded in the late 1800s, the Fortune 1000 company has more than 2,000 employees

locally and 10,000 at locations across the world.

Kurzius serves on the board of directors for the Grocery Manufacturers Association, National Association for Manufacturers, the Greater Baltimore Committee and the National Sporting Library and Museum in Middleburg, Virginia. He is also a trustee of Jacksonville University.

Since becoming the company's leader, Kurzius has accelerated its strategy to acquire international companies to diversify McCormick's product line.

He also has introduced a series of core values, including "purpose-led performance," designed to instill a commitment to quality and to responsible global citizenship.

"We are working to embed sustainability throughout our operations, maintain a clear sense of transparency and actively participate in our communities across the globe," he told shareholders last year.

ROBERT WALLACE

CEO | BithEnergy, The Presidents' Roundtable



Robert Wallace says he learned three lessons from two people: his grandfather and tech pioneer Steve Jobs.

1. Life is short.
2. You need build a sense of urgency in your life if you are going to accomplish great things.
3. We must learn to work together and stay focused on what is important.

The Baltimore native founded and leads three companies: BithEnergy, an energy services company; BITHGROUP Technologies Inc., an IT service provider; and EntreTeach Learning Systems LLC, providing web-based training for women and minorities.

He has written several books, serves as an in-demand speaker on the business circuit and helped establish Global Vessels, a faith-based

nonprofit aiding humanitarian projects all over the world. He also serves on the board of the Greater Baltimore Committee.

As he looks over his tech career, family life and community leadership positions, Wallace says he has taken the three lessons to heart and applied them in his personal and professional life.

Wallace has found three areas where people should focus on every single day -- intensity of purpose, intensity of persevering and intensity of perspective.

"Because I have learned in business and in life that if you and I can master the art of perspective then it will drive and give you perseverance and it will keep you focused on your purpose," he says.



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Steven A. Robins



HEALTH CARE

TINA CHENG, M.D, M.P.H

Director – Department of Pediatrics | Johns Hopkins Hospital



As “Pediatrician-in-Chief” of Johns Hopkins Hospital, Tina Cheng, M.D., M.P.H believes pediatricians do more than just care for children – they have the power to change their lives.

Cheng made big changes immediately after she was chosen to lead the pediatric department at Johns Hopkins Hospital, including the consolidation of all pediatric specialties under one roof.

She worked closely with Johns Hopkins leadership and architects to lead the effort for the construction of the \$20 million David M. Rubenstein Child Health Building, which opened in 2006. The new clinic offers robust services not typically found in a pediatric primary clinic, including nutrition and lactation services, screening for family social needs and risks, and a community help desk. In 2014, she co-founded the Ruth and Norman Rales Center for the Integration of Health and Education to address student access to school-

based health services.

Her goal in her leadership and care is simple: implement a whole child, whole family, community approach to pediatric care.

She is the author of more than 150 publications, holds a leadership position in the American Academy of Pediatrics and was elected to the National Academy of Medicine in 2017.

“I advocate for the health and well-being of Maryland’s greatest asset: our children. As the Given Foundation Professor of Pediatrics, Director of the Department of Pediatrics for the Johns Hopkins School of Medicine and Pediatrician-in-Chief of The Johns Hopkins Hospital, my clinical work, teaching and research focuses on child, adolescent and family perspectives on improving health and community-integrated models to interrupt the intergenerational cycle of disadvantage,” Cheng says.

DR. JOHN CHESSARE

President/CEO | Greater Baltimore Medical Center



Greater Baltimore Medical Center President and CEO Dr. John Chessare is hailed within the organization as an active and visionary leader in the health care field.

With more than three decades of experience, Chessare, a pediatrician by training, became president and CEO in 2010. He oversees the 270-bed hospital, more than 40 multi-specialty physician practices, a coalition comprised of GBMC employees and private practicing physician partners and the GBMC Foundation.

Chessare served as interim president of the Caritas Christi Healthcare System in Boston and was the president of Caritas Norwood Hospital, as well as senior vice president for quality and patient safety of the entire Caritas System prior to joining GBMC. He also held executive leadership positions at Boston Medical College/Boston University School of Medicine and Albany (N.Y.) Medical Center/

Albany Medical College. Chessare earned his medical degree from the University of Rome in 1979 and completed his pediatric residency at the University of Massachusetts Medical Center.

Chessare's greatest accomplishment at GBMC has been transforming the organization from hospital-centric to patient-centric. He moved the organization from "volume-based" to "value-based" care. As a physician, he saw firsthand how quality of care was overshadowed by poor leadership and management within health care systems. He has spent much of his career trying to redesign the systems for better outcomes, particularly for the patients.

"At GBMC HealthCare, we have built a system to deliver better health and better care at lower cost to deliver better value to our community," Chessare says.



Congratulations, John B. Chessare, MD, MPH, FACHE
President and CEO - GBMC HealthCare System

on being named one of
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GBMC

We surround conditions of the brain and spinal
cord with expert care from the heart and soul.

Congratulations, Dr. Gary W. Goldstein, a 2018 Influential Marylander.



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GARY GOLDSTEIN

President/CEO | Kennedy Krieger Institute



Dr. Gary Goldstein has overseen Kennedy Krieger Institute's internationally recognized organization for more than 30 years as president and CEO.

The institute conducts research and education to help children and young adults with developmental disabilities, as well as disorders of the brain, spinal cord and musculoskeletal system, and autism.

Goldstein, a trained child neurologist, serves as chair of the Scientific Advisory Committee for the Autism Speaks organization. His work and expertise is often cited in media and medical journals as research continues on the developmental disorder. Goldstein is also a professor of neurology and pediatrics at Johns Hopkins University and has joined forces with other researchers and professors to help find more answers for the mysterious brain disorder

that affects one in every 88 children.

Getting to the cause, or causes, of autism, he says, is difficult because there are no clear pathology or diagnostic tests. But finding new ways to observe and test for autism will continue to be a focus.

"I'm grateful that in honoring me as one of Maryland's Most Influential People, The Daily Record is also shining a light on Kennedy Krieger Institute. The institute influences the lives of more than 24,000 children, students and families each year. I've been honored to lead this innovative organization for 30 years and am humbled to receive recognition for what has truly been a team effort to help children from across Maryland and around the world, who face complex neurological disorders and injuries," Goldstein says.

TOM KLEINHANZL

President/CEO | Frederick Memorial Hospital



Tom Kleinhanzl's goal was simple when he was named president and CEO of Frederick Memorial Hospital in 2004: improve medical services so patients can be treated close to home.

Many Frederick residents for too long had to seek specialized care in nearby cities such as Baltimore or Washington, but Kleinhanzl knew a change was needed. He developed a road map to increase the hospital's programs and capabilities to better serve the community.

Under Kleinhanzl's leadership, Frederick Memorial Hospital has enhanced its medical services, including state-of-the-art critical care, cardiac care and a neonatal intensive care unit. Looking at the specific needs of the community, the hospital has also grown into an integrated health care system, which now includes an employed physician group with more than 90 providers of primary and

specialty care, a freestanding cancer institute with the latest treatments, technology and a healing environment and a dental clinic to treat low income adults. The hospital has expanded its locations to serve more residents where they live and work. Each location provides primary and specialty medical care, rehab, lab and imaging services.

Kleinhanzl credits the success to strategic partnerships. Neonatologists from Johns Hopkins Hospital staff the neonatal intensive care unit and the dental clinic is staffed by the University of Maryland School of Dentistry.

"As a leader, I strive to cultivate a talented executive team who can bring innovative thinking and inspiration to our strategic growth plan. The ground beneath us is always shifting and we can never be complacent," Kleinhanzl says.

CARMEL ROQUES

CEO | Keswick



Carmel Roques envisioned broadening Keswick's services not just for the seniors it serves on campus, but for the community-at-large as well when she was named president and CEO of Keswick six years ago.

The senior center developed a new model under Roques' leadership that enhanced the quality of life for older adults in Baltimore, one that focused on wellness and holistic support. The new model includes social activities, such as gardening and art, and disease prevention and health maintenance. Later this year, the center plans to open the Wise & Well Center for Healthy Living, which will serve as a hub for Keswick's community health programming and a place for older adults to pursue their health and well-being goals.

"Keswick is unique in the way we partner with older adults along their health journey,"

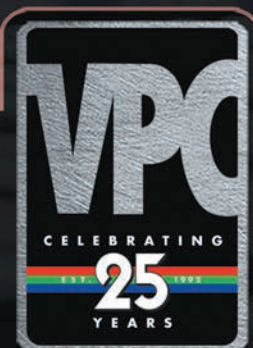
Roques says. "The goal is to help them stay home and healthy for as long as possible. We take a holistic approach to aging and that's unique in this sector."

Keswick, which has served Maryland's older adult community for more than 130 years, has on-campus services such as rehabilitation, long-term care and adult day services. The organization now also offers community health services such as art engagement programs, brain health classes, yoga, tai chi and cooking and nutrition demonstrations.

Roques is leading Keswick's efforts to expand, replicate and scale up the organization's integrated population health approach. These efforts include policy work on the Maryland State Commission on Aging and coordinating programs and services with the Baltimore City Health Department.

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LAW

SARA H. ARTHUR

Founding partner | Arthur Law Group LLC

President | Maryland State Bar Association



Becoming president of the Anne Arundel County Bar Association in 1995 and taking the reins as president of the Maryland State Bar Association in 2017 were two of the most important moments in Sara H. Arthur's legal career.

Arthur, a Baltimore native who graduated from the University of Maryland's Francis King Carey School of Law, did not know anyone when she began her law career in the Annapolis area. Joining the bar associations provided her the opportunity to acquaint herself with other attorneys, not as competitors or adversaries but as eventual friends and colleagues.

"Involvement in both associations also gave me the opportunity to give back to the profession that has given me so much," she says.

Arthur has worked for decades representing

condominium and homeowner associations, developers, individual property owners and businesses. She works on issues related to contract disputes, including construction defects and collections.

The latter specialty was useful when she established the Arthur Law Group LLC in Annapolis in 2007 in light of the impending recession and problems collecting on late bills. Arthur also handles complaints to the Maryland Office of the Attorney General and the Maryland Commission on Civil Rights.

Arthur has vowed as MSBA president to enhance professional networking opportunities for its members through nurturing relationships with the state's local and specialty bar associations as well as other organizations related to the legal profession.

MARY ELLEN BARBERA

Chief Judge | Maryland Court of Appeals



Mary Ellen Barbera was appointed chief judge of the Maryland Court of Appeals in 2013, making her the first woman to lead the state's highest appeals court. It also marked a highlight of her career.

"The responsibility of the position was immediate and awesome, for with it has come the opportunity to move the Judiciary forward in keeping the promise of equal justice for all in Maryland," she says.

Barbera was born in Baltimore and later attended Towson State College, now Towson University, where she earned a bachelor's degree in early childhood education. She worked as a teacher in the Baltimore Public School System for nine years, attended law school at the University of Maryland at night and earned her law degree in 1984. The next

year, she became an assistant attorney general, working her way up to the role of deputy chief of the Criminal Appeals Division of the Office of the Attorney General from 1989 to 1998, according to the Court of Appeals website.

She's served on the Maryland Court of Special Appeals, as a member and chair of the Criminal Law and Procedure Committee and as a Judicial Ethics Committee member of the Maryland Judicial Conference. She was legal counsel to the Office of Governor from 1999 to 2002 and a member of the Task Force to Examine Crime Victims' Rights Laws in Maryland.

"The people of Maryland inspire me and I am proud to be able to serve them to the utmost of my abilities," Barbera says.

LYDIA LAWLESS

Bar Counsel | Maryland Attorney Grievance Commission



Lydia E. Lawless has worked as an attorney in both the public and private sectors. And throughout her career, she's returned to a common theme.

"There have been multiple moments throughout my career that stand out and they all share the common threads of giving back to my profession and fostering a greater understanding of the law," she says.

Lawless was named bar counsel for the Attorney Grievance Commission of Maryland in July 2017. The commission oversees the conduct of both Maryland attorneys and nonmembers of the Maryland Bar who practice law in the state. That year, the commission issued its annual report that found 93 attorneys had been sanctioned in the prior fiscal year, a figure that surpassed the 10-year average for all such sanctions.

Lawless joined the commission as an assistant bar counsel in 2011 and was promoted to senior assistant bar counsel in July 2016. She worked as an attorney at Vesper & Lawless in Bethesda prior to her stint with the state agency.

A 2007 graduate of American University's Washington College of Law, Lawless served as staff editor of the school's Administrative Law Review and was active with its civil practice clinic.

She has also served on the executive board of the Montgomery County Inns of Court and as a member of the Serjeants' Inn Law Club, among other organizations.

"Having the opportunity to pass what I have learned on to others in the legal community is one of the most fulfilling things that I am able to do," she says.

A. DWIGHT PETTIT

Attorney | The Law Office of A. Dwight Pettit



A. Dwight Pettit has had a distinguished career as an attorney, radio host and political actor. He's worked as a trial attorney for the Small Business Administration under President Richard Nixon, a lecturer at Federal City College and as a private attorney since 1973. He helped the presidential campaigns of Jimmy Carter and Jesse Jackson and worked as a radio host in Harford County.

The standout moment of Pettit's career was his first private case, *George D. Pettit v. The United States*, when he was 27. Before a panel of federal judges, he argued his father's employment discrimination case that helped set the standard for back pay awards in discrimination cases.

"That was such an emotional moment in my life, for me to present on a national stage what

my mother and father had been through and sacrificed as black Americans, all because they had sought an equal education for their son — me," he says.

Pettit has donated and contributed to the NAACP, The Legal Defense Fund, the American Civil Liberties Union, his alma mater of Howard University and others to keep up the battle for justice and human rights.

"What I enjoy most about the state is the diversity of its people and its historical significance. Maryland, in my opinion, is the birthplace and heart of the civil rights movement, from Alex Haley's "Roots" to Frederick Douglass, Harriet Tubman, Thurgood Marshall, the Mitchell Family and many others playing a major part in the struggle for freedom of African Americans."

STEVEN A. ROBINS

Managing Attorney | Lerch, Early & Brewer



The types of professional projects that Steven Robins gets involved in can take years -- even decades -- to realize.

A land use and zoning attorney as well as board chair and managing partner with Lerch, Early & Brewer in Bethesda, Robins has helped secure approvals for many smart growth mixed-use projects near transportation hubs, including North Bethesda Market in White Flint, Grosvenor Village, The Exchange in Wheaton and Glenmont MetroCenter in Silver Spring.

"The defining moment is when you see a project you've worked on for a long time that actually comes to fruition," he says.

One such project that stands out is Wisconsin Place in Friendship Heights. When he started on the mixed-use project, his

son was in kindergarten. When he finished, his son was almost through college and the parties that had been in opposition to it at the beginning had begun to enjoy its flourishing.

"As a land use attorney, it was very satisfying, standing in the middle of the project and taking it all in," Robins says.

Giving back to the community he grew up in is also an important part of his firm's working philosophy and his own life, he says.

"It doesn't matter what you're into, just have passion," he said. "That keeps you going. That's what makes a difference," he says.

For Robins, part of that passion has been directed toward his role as chair of the Montgomery County Chamber of Commerce's Public Safety Awards since 2001.

KENNETH L. THOMPSON

Partner | Venable LLP



Kenneth L. Thompson is a trial attorney recognized on a national level.

The partner at Venable LLP is a member of the American College of Trial Lawyers and the American Board of Trial Advocates, both of which represent the nation's leading trial lawyers.

Thompson is best known in his home state of Maryland, where he represents everyone from county officials involved in civil suits to developers challenged by stalled projects because of other parties' claims. He's also called upon by his clients to perform risk assessments for companies, including those completed in connection with due diligence investigations.

Perhaps the most salient event in his decades-long career, however, has been when his first firm, Russell and Thompson, merged with what was at the time the firm

known as Piper and Marbury (now DLA Piper).

"In addition to the historical significance of the event, the transaction gave me the opportunity to represent national clients in connection with complex litigation matters," he says.

Thompson is a lifelong Marylander, having attended Baltimore public schools and the University of Maryland, College Park for undergraduate and law school.

"I love its geographic diversity — from the waterways on the Eastern Shore to the mountains in the western part of the state," he says.

It has inspired him to focus his philanthropic efforts to improve the quality of education for young people in Baltimore, particularly the disenfranchised, through his positions on the board of trustees for the Baltimore Community Foundation and Center Stage.

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PHILANTHROPY

CELESTE AMATO

President | Association of Baltimore Area Grantmakers



As president of the Association of Baltimore Area Grantmakers, Celeste Amato's mission is to make giving a core part of Maryland's culture. ABAG serves as a network for corporations, foundations, nonprofits and organizations and their philanthropic efforts.

Since its founding in 1983, ABAG is dedicated to educating its members to promote and facilitate effective grant-making.

"Our mission is to increase the impact of philanthropic giving across Maryland communities through effective grant making practice and partnerships," Amato says. "We work with a broad network of policymakers, nonprofits, businesses and community leaders tackling some of our state's most pressing issues including education reform, health care and environmental protection. We champion a civic culture of giving and collaboration as a critical element in building

and sustaining stronger communities."

Amato joined ABAG after 18 years in public service where she served as the public spokesperson and manager of communications for the City of Baltimore's Department of Public Works. Amato also served as the director of the Initiative for a Cleaner Greener Baltimore and implemented a public outreach program to make Baltimore a cleaner city. Her strategic efforts and leadership successfully raised private funds and in-kind services totaling \$1.9 million, and the Cleaner Greener campaign achieved a 72 percent brand recognition rate.

In addition to her role with ABAG, Amato is an active volunteer and has served on the board of directors for Cleaner Greener Baltimore, Waterfront Partnership of Baltimore, Baltimore International College and others.

FRANKLYN BAKER

CEO & President | United Way of Central Maryland



When Franklyn Baker was tapped to lead the United Way of Central Maryland in 2016, he had big plans for the human services delivery nonprofit. Under his leadership, the nonprofit met its new strategic goals, including the expansion of programs, the celebration of the 10th anniversary of the 2-1-1 Maryland United Way Helpline, and the launch of a pilot early warning and response education program for struggling students.

But he says his ultimate objective for the nonprofit is to spur change in the Baltimore and central Maryland community – by empowering families, fostering partnerships with organizations that have the same goals, and inspiring collaboration within the community.

Baker is no stranger to leading multimillion-dollar nonprofits. Prior to joining the United Way, he worked as

principal deputy and chief operating officer for Greenpeace USA – a \$45 million nonprofit with more than 600 employees. He also served as the chief operating officer and chief of staff and external affairs officer with Volunteers of America Chesapeake.

“I am focused on leveraging key relationships, best practices, relevant data and trends along with the expertise of multiple stakeholders to bolster community impact in central Maryland. This is my constant aim – how can we work together to fight for the education, financial stability and health of every person in every community,” Baker says.

He earned his bachelor’s degree in business administration from Howard University and a master’s degree in nonprofit administration from the Mendoza College of Business at the University of Notre Dame.

SHAWN KROS

CEO | The Arc Northern Chesapeake Region



Collaboration, teamwork and transparency are what Shawn Kros, CEO of The Arc Northern Chesapeake Region, says makes the organization successful. After being tapped as CEO in 2010 amid a financial crisis, Kros successfully turned the agency around, ensuring it could continue to serve the community.

Kros and her staff of over 300 at The Arc provide supported living arrangements in the community for people with intellectual and developmental disabilities. Kros was instrumental in developing best practices in housing and accessible home designs, which resulted in the creation of a roommate model to improve the pairing of compatible people.

Kros knows the organization inside and out having worked her way up the ladder, first starting as director of family services, to director of human resources, then executive

director and, ultimately, CEO.

The agency, which serves Harford and Cecil counties, celebrated its 65th anniversary this year. Through her leadership, Kros aims to redefine what it means to live with disabilities. She hopes that society eliminates the “disabilities” label altogether.

“The hard work of team members is the reason The Arc Northern Chesapeake Region has been so successful in positively impacting the lives of individuals with intellectual and developmental disabilities in Harford and Cecil County, Maryland,” says Kros. “It is the day-to-day effort and support that helps influence individuals we support, employers, volunteers and fellow community members to see that everyone, with or without disability, has the chance at an independent, meaningful life.”

SANDY PAGNOTTI

President/CEO | Ronald McDonald House and Charities of Baltimore



Since 1982, the Ronald McDonald House and Charities of Baltimore – the only Ronald McDonald House in Maryland – has served over 35,000 families seeking medical care at Baltimore’s world-renowned hospitals. These families come from all over Maryland, 45 U.S. states and 22 countries. The Ronald McDonald House provides a “home-away-from-home” for critically ill children and their families.

Sandy Pagnotti, who has served as CEO since 2010, has big plans to make Ronald McDonald House even better.

Pagnotti is leading a \$32 million effort to build a new Ronald McDonald House for the state. The nonprofit broke ground on the new house last year. The 60,000-square-foot facility will double its capacity, which Pagnotti hopes will eliminate its waiting list –

which can be as high as 35 families a night.

“This new house will enable thousands of families every year with critically ill and injured children to access world-class pediatric medical care,” Pagnotti says. “Additionally, the location of the new house has allowed Ronald McDonald House to be an anchor and major contributor to the revitalization of a long-underserved community. The new house will leave a legacy of care, compassion and hope for children and families who live in and travel to city and state for generations to come.”

In addition to breaking ground on a new facility, the nonprofit also celebrated its 35th anniversary last year. Those are two milestones, Pagnotti observes – “one that celebrates the past and one that shapes our future.”

CARRIE RICH

Founder | The Global Good Fund



Carrie Rich wants to see young social entrepreneurs reach their fullest potential and to be empowered to solve complex global social problems. As CEO and co-founder of The Global Good Fund, Rich launched the nonprofit in 2012 with a \$100 check she received from her former boss as a birthday gift.

She turned that \$100 into \$6,000 after fundraising for each of the six organizations in which she regularly volunteered – and the fundraising kept going. Rich ultimately secured \$2 million in fundraising, and the nonprofit was born. Because multiple people took a chance on her, she knew this was her opportunity to take a chance on other people.

The organization now receives hundreds of applications from entrepreneurs from all over the world seeking selection into the program. The nonprofit seeks participants, or

“fellows,” who have a proven track record of success and potential for greatness. The fellows are then paired with mentors and investors.

“My social enterprise work with The Global Good Fund is focused on investing in young leaders with original ideas to create significant domestic and global impact. The Maryland community has gained exposure to an array of pressing social issues that both for-profit and nonprofit social businesses are tackling,” says Rich.

The nonprofit has also begun investing in social entrepreneur companies. Last year, it developed a \$500,000 pilot fund – the Global Impact Fund – to invest in up to four companies. Rich hopes to build this trend of social impact investing so that money is invested directly into – and ultimately improves – the communities that are served.



REAL ESTATE

CINDY ARIOSA

Senior Vice President & Regional Manager | Long & Foster Real Estate



Cindy Ariosa extends her company's reach across the state, overseeing more than 40 Long & Foster offices in the Baltimore, western Maryland and Eastern Shore region.

Long & Foster, the No. 1 privately owned residential real estate company in the country, added the Eastern Shore to Ariosa's already sweeping purview in 2016. She was named in 2015 and again in 2018 to the Swanepoel Power 200, a ranking of the most powerful and influential real estate professionals.

Ariosa's specialties are substantial: business development, coaching, technology, company growth and retention. She also supports branch management, more than 3,000 sales associates, and \$5 billion in annual sales.

She began her real estate career in 1988 with longtime Baltimore real estate institution

Grempler Realty and steadily climbed its ranks. She became a branch manager for Coldwell Banker Grempler Realty in 1993 and became its regional vice president six years later — a year before Long & Foster bought the company.

Ariosa, who received her bachelor's degree in political science from Towson University in 1983, has received many honors over her career, including being named Realtor of the Year in 2004.

Ariosa has served on the board of directors for the Greater Baltimore Association of Realtors and represents Long & Foster on the National Association of Realtors board of directors. She is the past chairman of the board of directors for MRIS, the largest multiple listing service in the country.

HOWARD S. BROWN

Chairman | David S. Brown Enterprises, Ltd.



Howard S. Brown has led his family's real estate business to rank as one of the top three real estate development firms in the Mid-Atlantic region.

Stevenson University's Howard S. Brown School of Business and Leadership was named after the Baltimore builder and is housed in a 60,000 square-foot, state-of-the-art building that houses the departments of accounting, business administration and information technology.

Howard Brown started working for the family business as a teenager, running construction crews on local projects for his father, David S. Brown. He officially joined the company after graduating from the University of Maryland.

Brown, as the Owings Mills, Md., company's visionary and leader, has steered the business that employs about 150 people to develop "signature real estate projects that address the

specific needs of various audiences and end-users, consistently raises the bar and stands the test of time," according to the company website.

David S. Brown Enterprises, which is a full-service real estate development company, specializes in apartment communities, commercial office buildings, retail shopping centers and mixed-use communities.

The company is developing Metro Centre at Owings Mills, a mixed-use, transit-oriented development that will support more than 1.2 million square feet of commercial office space. "I think that the connection to the Metro, or any form of public transportation, is really where the future (of housing) is going to be," he says.

Brown is a behind-the-scenes contributor to numerous organizations, not-for-profit associations, hospitals, educational institutions and religious groups.

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2018 Influential Marylander

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The Maryland State Bar Association congratulates our friend, colleague, and accomplished President **Sara H. Arthur** on her recognition by *The Daily Record* as a 2018 Influential Marylander.

STEPHEN BUDORICK

President/CEO | Corporate Office Properties Trust



Stephen Budorick leads one of the metropolitan area's most dominant landlords of government space.

Budorick, who has been a Maryland resident since 2011, says, "I take tremendous pride in the value proposition we provide to thousands of Maryland workers, many of whom are U.S. government employees or contractors supporting government work. We provide efficient, creative, and oftentimes secure work environments, coupled with a level of customer service that exceeds tenants' expectations."

The 35-year veteran of the commercial real estate and asset management industry has served as president and CEO at Corporate Office Properties Trust, an office REIT with headquarters in Columbia, since May 2016.

Budorick oversees all its operations, including its property and asset management, leasing and government services.

He was chief operating officer of the

company for nearly five years before being named president and CEO. He spent five years as executive vice president at Callahan Capital Partners, LLC, prior to joining the company.

COPT, which employs nearly 400 people, claims nearly 90 percent of its properties as Department of Defense-related information technology locations. Nearly 60 percent of its operational square feet are in Maryland buildings, Budorick says.

The company has received multiple recognitions as a top workplace, as environmentally conscientious and for supporting the arts.

Budorick serves on the Nareit Advisory Board of Governors and The Greater Baltimore Committee. He earned a bachelor's in industrial engineering from the University of Illinois and an MBA in finance from the University of Chicago.

SCOTT DORSEY

Chairman/CEO | Merritt Properties, LLC



Scott Dorsey has guided his company to lay claim to the largest privately held real estate portfolio in Maryland, one it is poised to expand by 30 percent.

Merritt Properties, which owns and manages nearly 16 million square feet of space, received \$400 million in new capital in January to expand its real estate portfolio from the same New York investment fund that partnered with Dorsey when he took the reins of the company from his uncle in 1997.

Dorsey, who worked his way through nearly every job in his family's Baltimore-based commercial real estate company before taking over as its leader, guides the company's day-to-day operations and strategic planning. He also serves as the company's interface with various groups, including government and financial institutions.

He won the 2014 NAIOP Maryland Lifetime

Achievement award from the trade association for real estate development companies and associated firms.

"I always kept in mind Leroy Merritt's philosophy regarding the critical importance of forming strong relationships with vendors, tenants and people we interact with on a day-to-day basis," Dorsey says in acknowledging the award.

Merritt last year observed its 50th anniversary, which it celebrated by rebranding its three core companies.

Dorsey has served as chairman of the board for the Maryland Economic Development Corporation and Maryland Business for Responsive Government, and he sits on the board and executive committee for the Economic Alliance of Greater Baltimore and the Young Life-Urban Baltimore Board of Directors, among others.

CHICKIE GRAYSON

President/CEO | Enterprise Homes, Inc.



Chickie Grayson has spent 30 years developing housing for people of all socioeconomic backgrounds.

"I don't think of myself as an influencer, but I do feel a commitment and passion for continuing the work of Enterprise's founders – Jim and Patty Rouse -- by connecting people to opportunity," Grayson says. "This means building more affordable homes in high-opportunity areas, while also bringing opportunity to distressed communities – where there's often a lot of infrastructure as well as knowledge and resourcefulness."

Grayson, who earned her undergraduate and graduate degrees in urban affairs from the University of Maryland, began her career with Enterprise in 1987.

The Baltimore District Council of The Urban Land Institute has honored Grayson

with a Lifetime Achievement Award. In 2017, she was inducted into the Affordable Housing Finance Hall of Fame. She has received the HOPE Leadership award for her achievements and dedication to providing homeownership opportunities for minorities.

Grayson is the immediate past president of the Maryland Affordable Housing Coalition, and she serves on the board of directors for Parks and People Foundation and the board of trustees of the Maryland Science Center.

Among the company's recent projects is Metro Heights at Mondawmin, which will provide 70 affordable units in a Baltimore community scarred by the 2015 rioting.

"We all may have similar goals in life. But we don't all have the same opportunities," Grayson says. "And where you live – the place you call home -- affects the life you can have."

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Merritt Companies is proud to salute our CEO, Scott Dorsey, on being named among the 2018 Influential Marylanders. Thank you for your leadership of the company, dedication to your employees and service to the community.

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HERE'S TO THE WINNERS.

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TECHNOLOGY

GINA ABATE

President/CEO | Edwards Performance Solutions



Gina Abate, president and CEO of Edwards Performance Solutions, has a mantra: “Be an energy giver, not an energy taker.”

Of that saying, Abate says: “I’m not sure of its origin but I say this to my team frequently. I believe it is critical to bring positive energy and ideas to each situation, even if you are unsure of the final direction.”

Abate was named president of Edwards, a woman-owned small business, soon after joining as senior vice president in 2013, and she was named CEO in 2016. In her role, Abate “actively runs day-to-day capture and delivery of products and services across the company’s Strategic Business Units, contracts, finance, human resources, business development, proposals, and technology solutions,” according to the Edwards website.

She provides performance solutions, including enterprise management, learning

and development, knowledge management, and cybersecurity, to commercial businesses, government agencies, and nonprofit organizations.

Abate has been a key figure in refocusing the company’s products and finding partnerships with other Maryland companies to help Edwards’ customers improve their cybersecurity profile.

“We’re really focusing on those midsize companies that aren’t addressing their cyber needs,” she says.

Abate has a bachelor’s degree in history and political science from Texas Lutheran University and a paralegal master’s certificate from Southwest Texas State University. She is chairman of the board of directors for The Cybersecurity Association of Maryland, of which she has been a member for three years, and serves on the HARP Board of Advisors.

MARGOT CONNOR

CEO | RoosterBio Inc.



In 2015, Margot Connor took on the role of CEO of RoosterBio Inc., a regenerative medicine company focused on manufacturing adult stem cell products and offering them in formats that enable 3D bioprinting, manufacturing, and rapid clinical use.

“Our products are designed to remove several years and millions of dollars from the product development and clinical testing cycle,” Connor says.

RoosterBio was founded in 2013 and until 2018 operated out of the Frederick Innovative Technology Center Inc. Its new building at 5295 Westview Drive has accommodated the organization’s current and future growth, housing its offices, research and development laboratories, stem cell manufacturing, and warehouse space.

“As our business continues to thrive, we’re excited to continue on our aggressive growth trajectory and significantly expand

our stem cell bio-manufacturing operations in Frederick,” Connor says.

RoosterBio currently employs 25 people but expects to double that number in the next few years.

Before joining RoosterBio, Connor spent four years as a private consultant specializing in corporate development and mergers and acquisitions. She oversaw about 20 mergers and acquisitions worth \$1.5 billion.

Prior to that, she held several positions with Lonza Group based in Basel, Switzerland, first as the head of corporate communications and investor relations, then as vice president and head of business development at Lonza Walkersville. She also has held senior corporate positions with Unilever and FMC.

Connor holds a bachelor’s degree in textile chemistry and marketing from the University of Maryland.

ANN DARRIN

Managing Executive | Space Exploration Center at the Johns Hopkins University Applied Physics Lab



Ann Darrin holds a key leadership role at the Space Exploration Center at the Johns Hopkins University Applied Physics Lab, which has led some of NASA’s most innovative and challenging missions. All told, APL has designed and built 69 spacecraft and more than 150 specialized instruments that have visited every planet in our solar system and furthered our understanding of the universe.

Darin, an aerospace and systems engineering expert, has overseen several technological firsts – such as an ultra-miniaturized spacecraft for sustained, long-term operations. She also has authored dozens of papers and edited several books, and she helped establish a flourishing internship program with NASA that hosts more than 40 students annually.

“Aerospace is one of Maryland’s many strengths and I am thrilled to be a member

of this vibrant environment that plays such important roles in the global community,” she says. “Maryland is a leader in aerospace, being fourth in the nation of most employed aerospace engineers and home to 16 of the 25 largest aerospace companies and not-for-profits such as Johns Hopkins University Applied Physics Laboratory and University of Maryland, along with hosting NOAA and NASA facilities.”

Before joining the Johns Hopkins APL, Darrin was an aerospace engineer at NASA Goddard Space Center and a division chief for Assurance Technologies. She is a member of the Maryland Space Business Roundtable Board of Directors. She has a bachelor’s degree from Pennsylvania State University and a master’s degree from University of Maryland, University College.

JAMES FOSTER

CEO | ZeroFOX



James C. Foster, founder and CEO of ZeroFOX, is a cybersecurity expert, having published many books and given countless speeches on the topic. He has spoken on Capitol Hill many times about international cyber threats.

ZeroFOX provides social media and digital security solutions to protect modern organizations from targeted phishing attacks, credential compromise, data exfiltration, brand hijacking and more.

ZeroFOX, which has about 130 employees and is based in south Baltimore, has secured almost \$100 million in funding to allow it to expand globally.

"We already have a great platform and product, we already have a great team, now we're just going to continue to scale the product," Foster says.

ZeroFOX protects millions of posts, messages and accounts daily across the social and digital landscape, spanning LinkedIn,

Facebook, Slack, Twitter, HipChat, Instagram, Pastebin and YouTube.

"Currently, there are nearly 1 million social media accounts compromised every day, and that number will continue to rise thanks to the plethora of easily identifiable targets," Foster says.

The company has been recognized with numerous awards, including, Red Herring North America Top 100, the SINET16 Champion, Dark Reading's Top Security Startups to Watch, Tech Council of Maryland's Technology Company of the Year and the Security Tech Trailblazer of the Year.

Before starting ZeroFOX, Foster founded Ciphent, a cybersecurity firm that was later acquired by Accuvent in 2010.

Foster was a fellow at the Wharton School of Business at the University of Pennsylvania and holds a bachelor's degree in software engineering from Capitol College.

RENE LAVIGNE

CEO | Iron Bow Technologies



Rene LaVigne has been at the helm of Iron Bow Technologies since its inception in 2010, when it was formed as a privately held organization after being spun out of Apptis Technology Solutions.

Under LaVigne's leadership, Iron Bow has launched a mobile telehealth education unit that will visit 175 Veterans Affairs medical centers, military health facilities, and other health care systems. The unit allows Iron Bow trainers to deliver health care technology information and training to medical providers across the country.

Iron Bow has offices in Laurel and in Virginia, Washington, Florida and Hawaii. The privately held company, which has about 500 employees, was named a "2017 Top Workplace" by The Washington Post.

"What we do with the Iron Bow platform matters," LaVigne says. "I am committed to

doing the best job possible every day, investing in those around me, and having a positive impact on society."

Iron Bow has forged partnerships with some of the most recognizable companies in the technology space, including, among others, Dell, Microsoft, Hewlett Packard, Cisco and Tenable.

LaVigne has a bachelor's degree in accounting from Loyola Marymount University. He is a certified public accountant and serves as chairman of the board of directors for the Maryland Tech Council, of which he has been a member since 2002.

He is also co-chairman of the board of directors for GovEvolve, an advocacy organization that promotes public policies that encourage innovation, competitiveness and government information-technology modernization.

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In many ways, Maryland is like advertising. It's complicated and ever-changing. It's led by dedicated, passionate people. And it recognizes its best and brightest. Especially tonight.

Congratulations, Roger.

See you bright and early, as usual.



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CYBERSECURITY
ASSOCIATION OF MARYLAND, INC.

Congratulations, Cybersecurity Association of Maryland, Inc. Chairman Gina Abate and all other Influential Marylanders winners. A well-deserved honor!

PRESENTING SPONSOR



McCormick & Company, Inc., is a global leader in flavor and one of the most respected and familiar names in the industry. In business for 129 years, McCormick manufactures, markets and distributes spices, seasoning mixes, condiments and other flavorful products to the entire food industry—retail outlets, food manufacturers and food service businesses.

McCormick was founded in 1889 by Willoughby M. McCormick. He and three young workers started the company in a cellar and sold their flavors and extracts such as root beer, fruit syrups and juices door-to-door around Baltimore. Seven years later, McCormick bought the F.G. Emmett Spice Company and entered the spice industry. When Willoughby passed away, his nephew, Charles P., who had worked at the company for several years already, was elected President and Chairman of the Board at age 36. That same year, C.P. called the first meeting of his new Junior Board, which later became the Multiple Management Board. The Multiple Management Board, or MMB, continues to this day at McCormick and is recognized throughout the business community as a preeminent professional development program for employees.

The McCormick name represents a trusted source of flavor in millions of kitchens around the globe—in homes and in restaurants. Some of our most recognized brands in the United States include: Zatarain's; Lawry's; OLD BAY Seasoning; French's Mustard; Cattleman's BBQ Sauce; Frank's RedHot Sauce; Stubb's BBQ Sauce; Mojave Foods; Thai Kitchen and Simply Asia. In Europe, our brands include: Ducros; Drogheria & Alimentari; Kamis; Galeo; Margao; Silvo and Vahine. McCormick Canada is home to Club House spices and Billy Bee Honey. McCormick owns Schwartz in the UK; Aeroplane Jelly and Keen's Mustard in Australia; Kamis in Poland and Margão in Portugal.

McCormick is a team of over 11,700 employees located around the world. We believe in respect, recognition, inclusion and collaboration, based on the highest ethical values for our employees.

We deliver industry leading financial performance while doing the right thing for people, communities and planet. Every day we are driven to do what's right. It's an unwavering responsibility to the long-term vitality and prosperity of our business and the world around us.

We are also proud of our charitable contributions and numerous acts of goodwill around the globe. Programs such as Unsung Heroes, Charity Day, and Flavor For Life, all showcase our commitment to improving the lives of people and communities. At McCormick, we challenge each other to be involved citizens and community members who understand the importance of living and working in a larger world.

With our rich history, award-winning products, and people-first, high performance culture, McCormick is a proud leader in the food industry. Every day, no matter where or what you eat, you can enjoy food flavored by McCormick. McCormick Brings the Joy of Flavor to Life™.



An Exelon Company

BGE, founded in 1816 as the nation's first gas utility and headquartered in Baltimore, is Maryland's largest natural gas and electric utility. The company's approximately 3,200 employees are committed to safe and reliable power delivery to more than 1.25 million electric customers and more than 650,000 natural gas customers in central Maryland, as well as enhanced energy management, conservation, environmental stewardship and community assistance. J.D. Power's 2017 Electric Utility Business Customer Satisfaction Study SM ranked BGE highest in customer satisfaction with business electric service in the east among large utilities. The company also has an estimated annual economic impact of \$5 billion of output in its service area, supporting more than 9,500 local jobs and producing \$923 million in labor income. BGE is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's leading competitive energy provider. Like us on Facebook and follow us on Twitter, YouTube and Flickr.



St. John Properties, Inc. is one of the Mid-Atlantic region's largest and most successful privately held commercial real estate firms. Founded in 1971 by Edward St. John, and headquartered in Baltimore, Maryland, St. John Properties owns and has developed more than 18.5 million square feet of flex/R&D, office, retail and warehouse space in Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Virginia, Utah and Wisconsin. The company proudly serves more than 2,000 tenants across 150 projects.

The small business mentality is deeply ingrained within the St. John DNA. The company is widely credited with inventing the flex/office formula in the Maryland commercial real estate industry, which allows complete "flexibility" among end-users when determining the percentage of office, manufacturing, warehouse and showroom space that is utilized within every building bay. This concept addresses the need of virtually any small business, as the space can be completely customized to suit a particular need.

St. John Properties works overtime to remain an industry innovator and leader. While flex/office buildings stand as its foundation, the company diversified into the development of mid-rise and low-rise office buildings, and then into large-scale mixed-use and planned communities complete with hotel and recreational amenities. Several -- such as Maple Lawn (developed by Greenebaum Enterprises) and Greenleigh at Crossroads -- include extensive residential components and reflect "new urbanism" ideals to create pedestrian-friendly environments with walking and biking trails, recreational amenities and water features.

The company is also committed to sustainable building solutions. Since initiating its corporate sustainability program in 2009, St. John Properties has earned LEED certification for 43 buildings, representing more than 2.3 million square feet of space, which is considered the most certified space among developers in the central Maryland. St. John Properties and its clients recognize the extreme importance of conserving natural resources, saving energy and reducing operating costs. The company remains a cutting-edge leader in this movement and continues to invest resources to uncover new green strategies that support this philosophy.

A founding principle of the company is to invest long-term in the communities they serve. Through the Edward St. Foundation, more than \$60 million has been contributed, pledged and gifted to non-profit organizations, educational institutions and other entities with an emphasis on supporting formal education programs. The mission of the Foundation states that "education has the power to transform lives and strengthen communities." Notable among recent gifts is the support of the new 187,000 square foot Edward St. John Learning and Teaching Center on the campus of the University of Maryland, College Park that will eventually serve 12,000 students daily.

Among many of the memorable and thought-provoking sayings of Edward St. John is the one that is embedded on every employee paycheck. It reads: Our tenants pay this check. Please remember this and treat them accordingly. This reflects the "customer comes first philosophy" that permeates the company and is the foundation for the work ethic that keeps the corporate-wide portfolio at more than 90% leased.

RECEPTION SPONSOR



Founded in 1872, BB&T is one of the nation's largest financial holding companies. Our mission is to help clients achieve economic success and financial security. BB&T operates as a group of community banks and through our consultative approach; you'll receive innovative advice and ideas, leadership talent development, and industry analysis relative to peers. Our Maryland community bank is headquartered right here in downtown Baltimore.

At BB&T, we've always tried to utilize good sense. We rely on a strong values system to help us determine what is right and reasonable. We think things through, debate them and ultimately follow what our heads and instincts tell us. We believe if something sounds right, you should think about doing it. We believe if something feels wrong, you should walk away. It's simple logic, but it works well in a complicated financial world.

A closed mind never helped anyone OPEN a business. BB&T has worked side by side with clients to reach their goals and potential. Whether it's helping clients open a business, expand a business or acquire a company, we're proud to be a partner in growth.

There will be many milestones on your journey to financial security. It's important to have good direction and insight along the way. BB&T understands how to achieve sustainable success. We have been profitable for more than 140 years.

BB&T clients rely on our leadership qualities to help them move forward with confidence. Self-motivated and independent thinkers will always have a place at BB&T. We look for people who understand our collective goals and have the initiative to accomplish them.

People's hopes and dreams shouldn't go up and down with the market. We all work within certain realities of short-term ups and downs. BB&T's goal is to stay focused on the long-term opportunity we can provide to our clients. We strive to help them better understand the financial landscape and share valuable knowledge needed to navigate it wisely and effectively.

We like to have real conversations with our clients. Not just share our opinions. We listen, learn and then respond with suggestions. One-sided conversations are not only arrogant, they are unproductive.

Honesty isn't a luxury or an option at BB&T. It's a necessity for doing business the right way. Our clients deserve honesty and we provide it with each interaction. Being genuine isn't something you can turn on and off. It's part of who we are and the people we hire.

We realize that money and trust are both hard earned. For 140 years, we have tried never to take a relationship for granted. We set out to earn your business each and every day.

If you share our values, and approach to business, we'd love to learn more about you. Please contact David Garbarino (Baltimore Market President) at (410) 230-1050.



THE DAILY RECORD

INFLUENTIAL MARYLANDERS

FULL LISTING OF PAST HONOREES

* 2018 Honoree

** Circle of Influence Inductee

The following is a complete listing of Influential Marylanders named since 2007.

CIVIC LEADERSHIP

Peter Angelos2007
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 **William C. Baker 2007, 2010, 2013
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 **Diane Bell-McKoy 2014, 2016
 Jennifer Bevan-Dangel2014
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 *Calvin Butler.....2018
 Ron Daniels2016
 *Jorge Castillo.....2018
 Kevin Davis.....2017
 Gita Deane2013
 David Edgerley.....2007
 Robert Embry.....2017
 J. Kirby Fowler.....2008
 Andrew B. Frank.....2010
 **Donald C. Fry.....2008, 2010, 2012
 Georgette "Gigi" Godwin2013
 Seth Goldman.....2009
 Frank Gunther.....2012
 Anwer Hasan.....2016
 Terry Hasseltine2010
 Mary Hastler2017
 Carla Hayden.....2017
 Raymond Haysbert Sr.....2008
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 Jan Houbolt 2009, 2013
 Laura Howell2015
 Luwanda Walker Jenkins2010
 Steven Larsen.....2008
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 Kweisi Mfume2007
 Kirkland J. Murray.....2012
 Jerrod Mustaf2014
 Douglas R. M. Nazarian.....2010
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 Ronald R. Peterson.....2016
 *Deborah S. Phelps2018
 Lisa Polyak.....2013
 Otis Rolley III.....2008
 J. Thomas Sadowski.....2011
 Patti Saylor2016
 Brig. Gen. Linda L. Singh.....2015
 Anna Sowers.....2009
 Michael Steele2009
 Gustavo Torres.....2012
 Laura Neuman Volkman.....2009

Sue F. Ward.....2011
 Donn Weinberg2011
 *Dr. Leana Wen2018
 Michele L. Whelley2011
 James J. White.....2013

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Trif Alatzas2016
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 *Mary Bubala.....2018
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 **Nancy Grasmick.. 2007, 2009, 2011
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 **Dr. Freeman A. Hrabowski III
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 **Kevin Manning.....2008, 2011, 2015

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 David Ramsay2008
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 *Kurt Schmoke.....2018
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 **Dr. David Wilson
2011, 2016, 2018

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 *Augie Chiasera 2016, 2018
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 **Laura Gamble 2008, 2015, 2017
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Saluting your outstanding achievement

Congratulations to all of the recipients on your well-deserved recognition as Influential Marylanders. We salute your success and the commitment to excellence it reflects. Thank you for your contributions that strengthen our community and enrich its future. Your example inspires us all.



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Baltimore Market President
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Congratulations to our
Chairman, President & CEO
Lawrence Kurzius
and all of 2018's
Influential Marylanders

