Hickory Ridge Joins Village Center Redevelopment Queue

By George Berkheimer, Senior Writer

Hickory Ridge Village Center (HRVC) owner Kimco Realty is proposing a $70 million redevelopment project to reconfigure the property and add a residential component.

While few would argue that the 25-year-old center is due for a makeover, the scale of Kimco’s proposed 230-unit apartment building has elicited concern from many residents, and even a few Howard County Planning Board members.

Even so, the Planning Board unanimously recommended approval of the project at its Jan. 18 meeting. According to Howard County Department of Planning and Zoning (DPZ) Planner Bob Lalush, that action does not green light the proposal; rather, it confirms its compliance with the criteria for a major village center redevelopment.

“If the Zoning Board approves this case, then an actual site development plan will be coming back to the planning board later,” he said, during the board’s Jan. 4 public hearing. “More detailed site development plan issues could be dealt with at that stage.”

Market Forces

The 14-acre HRVC consists of a 29,912-square-foot, multi-unit commercial building, a drive-through SunTrust Bank with limited services, an assisted living facility, a daycare center, a gas station, and a 66,655-square-foot Giant supermarket, a 25,000-square-foot Safeway supermarket, and 143,000 square feet of other retail.

According to Howard County Department of Planning and Zoning’s (DPZ) Planner Bob Lalush, that action does not green light the proposal; rather, it confirms its compliance with the criteria for a major village center redevelopment.

Aerial view of Kimco Realty’s proposed redevelopment of Hickory Ridge Village Center, which calls for a transition to a mixed-use retail and residential configuration. Credit: Kimco Realty

Legislative Issues

Anne Arundel Officials Target Economic Development

By George Berkheimer, Senior Writer

Approximately 340 business leaders attended the Annapolis and Anne Arundel County Chamber of Commerce’s (AAACC) 19th Annual Legislative Breakfast in January, eager to hear some analysis of how recent federal government decisions may affect them. State and local government leaders were also on hand to discuss the priorities they are pursuing this year.

Repercussions from the recently enacted federal tax reform constitute one of the biggest unknowns for the business community.

“What is compounding [the concerns in the business community] is that the states most adversely affected by the changes made in Washington are, in most cases, the states that produce the most jobs,” said AAACC President and CEO Bob Burdon.

According to Maryland Speaker of the House of Delegates Mike Busch (D), Maryland could emerge as the most negatively affected state in the nation, because of its state and local income and property tax structures.

“We’re going to lose about $680 million collectively … in exemptions, so we have to act to make sure you [Marylanders] continue to have the exemptions you take,” he said. “We believe we can mitigate about $1 billion of the tax impact coming from federal tax reform.”

With Raise Blown, New Roof in Works at Merriweather

By Mark R. Smith, Editor-in-Chief

The two-week roof raising project during the fourth winter of off-season renovations at Columbia’s Merriweather Post Pavilion was close to completion.

And while close may count in horse-shoes and with grenades, it sure didn’t count in this case. The original roof of the 52-year-old venue was only a couple of feet beneath where it was at the end of last year’s concert season — and was nearly set to be secured for, it was hoped, another half-century.

However, a cold front with showers burst through in the early morning hours of Jan. 13, accompanied by winds that were measured at approximately 45 miles per hour at BWI Thurgood Marshall Airport. Blustery might not be a strong enough word to describe the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed to the gusts that may have been “of greater or lesser power elsewhere in the region,” said Brian LaSorsa, a meteorologist with the National Weather Service, as they look to have contributed.
Blossoms of Hope’s
CHERRYBRATION DAYS
Inspire hope, happiness & health

Springtime is cherry blossom time in Howard County, Maryland and Blossoms of Hope’s Spring CHERRYBRATION DAYS bring seasonal activities for every age, every budget, and almost every interest. These activities honor the beauty of the trees and help raise cancer awareness by benefiting the Claudia Mayer/Tina Broccolino Cancer Resource Center and other local charities, with more than 2,300 cherry trees blossoming in parks, along roadways, and at county-wide attractions.

Want to visit the trees this spring?
Visit our website and see the map tour where they have been planted.

Blossoms of Hope offers you an easy and fun way to beautify Howard County while making a contribution to the local Claudia Mayer/Tina Broccolino Cancer Resource Center and other causes. And what better way to say “thank you,” “I love you,” or “we will never forget you” than planting a living tree in honor of a loved one? We also offer Legacy trees – Only 3 available and they are saplings from the original Japanese cherry trees in DC. Plus, we have Maggie Brown Grove trees (20 available) and trees to plant or give as a gift. All can be purchased on our website.

For more information on events and purchasing of trees, call 443-538-0858 or visit www.blossomsofhope.org

CHERRYBRATION DAYS
Spring Events 2018

★ Enchanted Forest Cherrybration Days at Clark’s Elioak Farm. April 6 & 7
★ 9th Annual Theme Exhibition at Columbia Art Center, Volunteer Center Serving Howard County, and Howard County Poetry and Literature Society. Proceeds Benefit Claudia Mayer/Tina Broccolino Cancer Resource Center. Show runs: April 13–May 6, Reception & Awards: Friday, April 13, 6:00–8:00pm
★ 11th Annual Pretty in Pink – A champagne ladies luncheon and fashion show at Turf Valley Resort. Friday, April 13, 10:00am–3:00pm
★ 10th Annual Pink Greens Golf Classic at Turf Valley Resort. Friday, April 27, 9:00am–3:00pm
★ The Hills of Milltown 5K May 13, 8:00am
★ 7th Annual Power of the Purse at Sub-Zero and Wolf Showroom by Fretz. Gently used and vintage purses will be available for cash and carry. New and designer handbags, some of which will be filled with goodies, will be included in the Silent Auction. There will be light fare, networking, and much more! Monday, June 11, 4:30–7:30pm.
Patapsco Valley State Park (PVSP) is a popular destination for hikers, mountain bikers and picnickers. It’s so attractive, in fact, that park rangers frequently have to close the park entrances on summer weekends due to overcrowding.

Park managers predict the problem may worsen when the nearby Guinness Open Gate Brewery and Barrel House opens later this year and begins attracting 300,000 visitors annually. Upcoming milestone anniversaries down the line for the B&O Railroad and Thomas Viaduct are also expected to generate visitor increases.

With so many people already taking advantage of the history, nature and outdoor recreation opportunities PVSP has to offer, the Patapsco Heritage Greenway (PHG) has begun conducting annual summits with community stakeholders to discuss ways to leverage Howard and Baltimore counties' resources and enhance the Patapsco Valley Heritage Area (PVHA) shared by both jurisdictions.

“A few points that came out of our first summit were that we have to build upon cross-county and cross-community collaboration,” said PHG Vice President Victoria Goodman. “We’re interested in visualizing Route 1 as a unification Corridor for Elkridge, St. Denis, Halethorpe and Relay, building a more robust Catonsville/Ellicott City tourism corridor and establishing trail connections that strengthen these corridors.”

At the organization’s second annual summit, held last month at Grace Episcopal Church, in Elkridge, local residents and community stakeholders brainstormed on possible solutions for challenges related to the Thomas Viaduct, trails and trail connections, the visitor experience and park infrastructure.

Howard County Councilman Jon Weinstein and Baltimore County Councilman Tom Quirk were also on hand to co-host and share some of their own ideas.

Tapping Guinness

During the summit, Guinness Open Gate Brewery Marketing Manager Oliver Gray presented an overview of what his visitors center’s summer opening might mean for the park, not only in terms of an anticipated 300,000 annual visitors, but also in terms of partnership and collaboration.

“We’re dedicated to getting involved [with local communities and organizations],” Gray said. “We really don’t want to show up and just be ‘Guinness the monolith.’ We have big plans for tourism and community outreach. Diageo, Guinness’s parent company, chose Maryland for a reason, partly because our site’s heritage is so great.”

In terms of trails, as well as economies and activities, summit participants recommended finding opportunities to connect Elkridge and Relay to the Guinness facility.

“One idea is to convert River Road on the Baltimore County side to a one-way street with a trail using the other lane, and creating an entity to create information and partnerships to advance the trail network,” said participant Don Halligan, senior transportation planner for the Baltimore Metropolitan Council. “The biggest challenge is money.”

Participant Anthony Cordo, executive director of Howard County Tourism, noted that parking is an opportunity.

“We want to increase the visitor experience without decreasing the residents’ experience,” he said. “How do we handle all these people coming in and give them a great experience without destroying the park or all the things we love about the area?”

Participants also suggested finding ways for the park to tie in to the arts ex-

See State Parks, page 4
As Population Ages, Field for Hospitalists Growing

By Susan Kim, Staff Writer

If you’ve ever been in the hospital for very long, chances are you’ve been tempted to be by a hospitalist.

Hospitalists — or doctors who work exclusively in hospitals, taking care of admitted patients — are more integrated into today’s medical landscape than ever, as the local population simultaneously increases and ages. Illnesses become more complex, and hospitals put an unprecedented weight on safety.

“Hospitalists are providers who specialize in the practice of hospital medicine, or internal medicine, with the goal of providing comprehensive medical care to diagnose and manage patients’ acute illnesses while they are hospitalized,” said Susan Brickley Case, senior director of marketing and communications for Howard County General Hospital (HCGH).

“If you are admitted to HCGH, a hospitalist will manage your care, in concert with your primary care physician,” she said. “They also provide hospital care information to patients’ primary care physicians when patients are discharged.”

During the past decade, HCGH has experienced an increase in the number of patients and the complexity of their illnesses.

“In recent years, the hospital industry has increased its focus on best practices for patient safety, quality, and service,” said Brickley Case. “Hospitalists are critical to providing the best care and experience to patients in the hospital. They manage a patient’s care via an electronic medical record and collaborate with nurses, pharmacists and other specialty physicians to diagnose and treat illness.”

State Parks, from page 3

Viaduct Bicentennial

The Thomas Viaduct won’t celebrate its bicentennial until 2035, but a lot of work needs to be done until then to make it presentable, not to mention viewable. Structural improvements and the education of schoolchildren, locals and visitors should be priorities, said PHG Board Member Lisa Wingate. “We want to celebrate this bridge in an effort to enhance public awareness.”

Built between 1833 and 1835, it was the longest railroad bridge in America at its completion, as well as the first multi-span masonry railroad bridge to be built on a curve. Doubts as to its engineering soundness have long been laid to rest, and it continues to withstand the demands of frequent, continued use and ever-increasing freight tonnage.

Participants believed that a ground level viewing platform should be pursued with the Maryland Department of Natural Resources (DNR), which owns the land the bridge occupies.

“Four possible sites have been identified,” Wingate said, adding that an upper-level viewing area also should be considered.

Another challenge, she said, is to es tablish a leadership entity for the multiple stakeholders, including PHG, PVHA, Preservation Maryland and local school systems.

Sustainability Issue

According to Karen Gaffel, park sustainability is already an issue in the park’s Avalon area in terms of parking, bathrooms and other facilities, and the removal of Bloede Dam will create more opportunities for recreation in that area.

“You can’t build [amenities] in flood plain areas like the Simkins [Mill] property, and all day use and trash creation is a significant amount of damage to vegetation, yet the public wants that to be an area that’s accessible and useable,” Gaffel said.

“There’s a conflict between what can be provided and what the public wants out of it,” he went on.

Aside from facilities, invasive species control and overgrowth remain ongoing, recurring problems for the park.

“The idea is to find other areas to develop into areas people want to go picnic in and spend time in outside of Patapsco when it gets full,” Gaffel said, suggesting that a reservation mechanism for parking could help.

“We’ve been working to get some synergy around renewing the historic area of Elkridge and highlight the fact that it was a huge part of Maryland and United States history,” said Weinstein.

Roads, parking and other challenges are important factors to consider early, he said, before the park begins to experience an increase in spillover traffic from Guin ness visitors and more attention being paid to the park’s historic significance.

Weinstein and Quirk said they are working with legislators during the current General Assembly in hopes of securing funding for a pedestrian bridge to connect the Ellicott City and Gella sides of the Patapsco River.

“It’s a sustainability issue, how we leverage limited funding and priorities that don’t make it all the way down to things like parks,” Weinstein said. “Community renewal, economic development, Guin ness and the historical things happening with the bicentennial are all individually great, but collectively they’re a more compelling story to make an investment.”

“Our efforts illustrate that the river is an asset, a significant piece of Ellicott City and our region,” he went on. “It’s something we can leverage for a variety of economic reasons and preservation reasons.”

Hospitalists are more vital than ever as part of a patient care team. Shown is the team from Howard County General Hospital: A Member of Johns Hopkins Medicine.

Career Possibilities

Dr. Mindy Kantsiper, medical director with the CIMS Hospitalist’s Practice at HCGH, was a primary care doctor in the community for two decades. When she first became a primary care physician, she expected to be working in inpatient and outpatient environments.

“But it became increasingly impossible to be in two places at once,” said Kantsiper. “I had a yearning to be in the hospital, to be taking care of hospital patients.”

Kantsiper is also what she terms “an academic hospitalist,” meaning in addition to taking care of her own patients and serving shifts in the hospital, she also helps develop high-quality hospitalist programs.

“We develop programs that teach people how to communicate with patient providers and primary care providers.”

Hospitalists are, generally speaking, workers who are also interested in public health and safety, particularly in the growing sector of geriatrics. “We are providing high-quality acute emergency care, in addition to being an extension of primary care,” said Kantsiper.

When she first became a hospitalist, it was rare to have someone say, “My dream is to become a hospitalist.” Not so anymore. Now, we definitely have physicians who come out of residency knowing they want to be hospitalists, the same way they would know they want to do primary care or cardiology.”

Your Hospital Team

“You can think of a hospitalist as the ‘quarterback’ of your care team while you’re in the hospital, said Jim Reiter, senior vice president of communications for the Elkridge-based Maryland Hospital Association.

“A hospitalist is a qualified physician who has dedicated their career to hospital medicine and, as such, they coordinate care or cardiology.”

Reiter said, “Hospitalists work with patients while they’re hospitalized. After discharge, patients return to their primary care doctor.”

Among other duties, hospitalists take thorough medical histories, order tests to monitor and diagnose conditions, prescribe medications and other therapies, and manage a patient’s transition to other care settings or home.

Education has changed to reflect the new field; medical students can now take hospitalist-related electives. “Some medical schools have tracks that emphasize more inpatient than outpatient work after residency,” said Kantsiper. “Those are for folks who might be doing hospitalist-related research.”

Hospitalists, like primary care physicians, also frequently work with nurse practitioners and physician assistants. Though the environment in the hospital can be stressful, Kantsiper said a career as a hospitalist offers a good fit for work-life balance.

“It’s not the only reason to be a hospitalist,” she said, “but one of the things we find is it often provides work-life balance in a way that some other specialties do not.”

Enthusiastic Community

Locally and nationally, the community of hospitalists is growing, and as a body of people they are enthusiastic cheerleaders for their chosen field. New websites, blogs, educational tracks and other outlets indicate that field is strengthening as health care changes across the country.

So strong is this tide for the sector of the health care industry that hospitalist and poet Sima Pendharkar wrote the following on a website encouraging workers to join the ranks.

“Starting off the day
In a systematic way
Sifting through the rounding list
Vital signs, data, auscultations and voice
Filtered with care and thought
Stories, smiles, tears and laughter
The colors and sounds
Overwhelm my senses and now back to the chart
Next I move, with my careful dart
The need for hospitalists will continue to grow, and many people already have been treated by hospitalists without realizing it.

“With how complex and ill our population has become, a lot of people end up coming to the ER,” said Kantsiper. Fortunately, there are many effective models for hospitalists out there.”

Business
410-740-7300

After Sessions’ Proclamation, What’s Next for Medical Cannabis?

By Mark R. Smith, EDITOR-IN-CHIEF

Imagine that you’ve recently made a six- or seven-figure investment in a new business in a new industry; an industry that only recently was made legal in Maryland, with pent-up market demand and fairly limited competition. That almost ensures that you’ll get a marvelous return on investment.

But you also know that, while the new industry is legal in Maryland and 28 other states, plus the District of Columbia, it’s not legal under federal law. That had new business license holders a bit nervous from the get-go.

Then imagine that the new presidential administration comes in and the attorney general announces that the feds can prosecute state license holders at their will even though the Department of Justice (DOJ) is understaffed and has announced that it will not actively enforce federal laws against medical marijuana growing and selling in states that are operating under state laws legally.

Similar statements have come from the U.S. Attorney’s office in Maryland.

Got all that?

That semi-flux is part of what the pioneers of these early days of Maryland’s medical marijuana industry are dealing with. For their part, they’re proceeding with business as usual, but they also wonder what might, perhaps suddenly, lie ahead.

A Strange Space

The political environment, along with the various other moving parts in the new industry, such as establishing distribution channels and product procurement, make for “an interesting space to find ourselves in,” said Jason Klein, principal, Cannabis Practice Group, in the D.C. office of Ofc8 Kurman. “Many states have set up cannabis programs, but under federal law, nothing has changed. Cannabis is still on the Schedule 1 (the most dangerous) controlled substances list, so it’s illegal (while cocaine is on Schedule 2).”

“What the [U.S. Attorney General Jeff] Sessions’ announcement did,” said Klein, “was overturn the Cole Memorandum regarding enforcement priorities [as well four other memorandums].”

We’ll make a mark how well the new industry progresses, he said, the feds “will never tell the license holders that they’re in the free and clear. They’ll tell them that they have limited resources, but say, ‘When you’re within state law, you’re probably all right,’ although the feds can enforce whatever they want to, when they want to.”

Still, Klein said what those involved can also see: Little has happened since Sessions’ announcement.

That’s especially true in Maryland, he said. “The setup here is one of the most interesting to find ourselves in,” he said. “The setup here is one of the most tightly-regulated in the country,” he said, “and remember, the acting enforcement U.S. Attorney in Maryland was going to be.”

This entire scenario could have been avoided, he said, if the previous administration had taken steps to prevent it. “The knock on [President Barack] Obama was the he didn’t further the case, in any way, so that couldn’t be undone by the stroke of pen,” he said. “We needed legislation, not an executive order.”

Klein also noted that the Rohrabacher-Blumenauer amendment states that the U.S. Attorney’s General’s office of the DOJ can’t file charges against state dispensaries and growers since they’re not allowed to spend money on it. “So, the DOJ will have a hard time cracking down on anyone,” he said. “Plus, medical marijuana is popular with the public.”

Opioid Option

That’s also the feeling of Gina Dubbe, managing director of Greenhouse Wellness, in Columbia.

“We’ve seen far sicker patients than we ever anticipated, and I mean terminally ill, sicker than I could have imagined,” Dubbe said. “It would be difficult to see an arcane government regulation result in patients not getting the relief they need.”

And those patients in need aren’t necessarily coming from the sectors of society that Dubbe suspected they would.

“We’re seeing 70–80 patients a day. It’s overwhelming and many more than we expected,” she said. “Our largest demographic is older than 30. We have 85-year-olds on walkers come in because they don’t want to take opioids; they want to be cognizant and functioning. They’re in such a stupor that they’re doing something that they had never considered.”

Speaking of opioids, Dubbe said a “considerable chunk” of Greenhouse’s business has resulted from the opioid crisis, “and we’ve also seen a number of opioid patients drop their dosage from six opioid pain pills a day to just two.”

Dubbe also feels that the sector of the public that won’t accept medical marijuana hasn’t seen how it improves lives.

“When I see how sick people are, I see Medical Cannabis,” she said.
Arundel Sues Opioid Manufacturers, Distributors, ‘Over-Prescribing’ Doctors
Anne Arundel County has filed legal action against opioid manufacturers, distributors and “local over-prescribing doctors,” making it the first jurisdiction in Maryland to file such an action.

Defendants in the action include manufacturers Purdue Pharma, Teva Pharmaceuticals, Johnson & Johnson, Insys Therapeutics and JanssenPharma, Janssen.

Local physicians William Thum, M.D., Koli Shaw-Taylor, M.D., Jackie Syms, M.D., and Lawrence Vidaver, M.D., and their practices, also are named defendants in the action. Legal claims against the parties include the following:

• Public nuisance
• False Claims Act claims
• Maryland Consumer Protection Act claims
• Fraudulent and negligent misrepresentation claims
• Unjust enrichment claims
• Gross negligence and negligence claims

The lawsuit will be litigated by the Motley Rice law firm. The firm works on a contingency for basis and there are no immediate costs to taxpayers. Motley Rice will get paid only if the suit recovers funds. Motley Rice will work in conjunction with the Anne Arundel County Office of Law.

Despite record investments in education, prevention and public safety, the opioid crisis in Anne Arundel County has steadily gotten worse in recent years. Within the first quarter of 2016, drug and alcohol overdose deaths increased more than the county than in any other Maryland.

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Love is an open door.
Q&A With U.S. Chamber of Commerce Chief Economist J.D. Foster

J.D. Foster is senior vice president, Economic Policy Division, and chief economist at the U.S. Chamber of Commerce, in Washington, D.C. In addition to interpreting developments in the U.S. and global economies, he participates in discussions around the country regarding the economy and economic policy. As of February 2018, he was a recent address at the Central Maryland Chamber’s Economic Forecast Luncheon.

Prior to joining the chamber in June 2013, Foster was the North America Senior Fellow at Heritage. From 1993 to 1999, Foster was executive director and chief economist of the Tax Foundation. Prior to serving in that capacity, he served as chief of staff at the White House Council of Economic Advisors under Michael Boskin; earlier he served, consecutively, under Sens. Bill Armstrong (R-Colo.), Steve Symms (R-Idaho) and Don Nickles (R-Okla.), representing them on the Senate Finance, Budget and Policy committees.

Foster writes extensively on tax policy and entitlement reform, as well as on matters of monetary policy and international economics. He received a B.A. in economics and a B.S. in mathematics from the University of Colorado, an M.A. in economics from Brown University and a Ph.D. in economics from Georgetown University.

You were obviously quite busy at the end of 2017 interpreting the new tax reform legislation. What’s your take on its immediate impact?

In terms of economic effects, the first thing you’ll hear about is how companies are increasing pay and offering bonuses. But the most important effects will be longer-term, as businesses invest more in new productive facilities, raising productivity, and making them not only more competitive at home, but globally as well. And rather than driving U.S. companies away, the tax system now beckons foreign companies to invest more in the U.S.

What’s your take on Walmart increasing its pay and benefits to its employees in the wake of tax reform?

Walmart, and other businesses, are seeing two things. First, they see an opportunity to share some of the immediate benefits of tax reform with their workforce. More importantly, they know they have to invest in their workers. Labor markets are tightening. This is not an act of charity. These companies understand they have to treat their employees well to retain them.

How does the high cost of health care weigh into the nation’s overall economic mix?

When you spend more money on health care, you can’t spend it on something else. So the first issue is how rising health care costs are restructuring our economy from the demand side; but also, when health care costs are rising rapidly, health insurance costs tend to rise in tandem, which tends to substitute for wage growth.

Although the economy is doing well, some observers from various sectors seem to think the U.S. could be due for another recession. Are you surprised that hasn’t happened?

No, because recessions just don’t happen because you hit the wrong button on the economy roulette wheel. They happen because of bad policy decisions. President Obama’s policies largely restrained the economy, but didn’t trigger recession. President Trump’s policies, especially undoing much of Obama’s regulatory policies, have to date been profoundly pro-growth. Still, I am deeply concerned about the possibility of withdrawing from the North American Free Trade Agreement (NAFTA), as Trump has suggested doing. That would undo much, if not all, of all of the gains from the changes in regulatory policy. A second concern is the debt limit. No doubt, the federal budget deficit is much too large and growing, but if Congress fails to raise the debt limit in fact, we won’t have a big financial crisis on our hands.

But absent major policy mistakes, the economy is poised to grow for years to come. Even so, we will have another recession at some point.

What’s your take on the $15 minimum wage, which is slated to begin in Montgomery County in the coming years?

It’ll hurt a lot of small businesses and hurt a lot of people it was intended to help. That happened in Seattle a few years ago. Some employers moved out; others found ways to replace workers with technology. Other employers who stayed in the city reduced the hours of their workers — so, on net, those workers had less income than they did before.

On that note, what’s your take on human beings losing jobs to automation and struggling to find suitable future employment?

Technology replacing jobs is nothing new. You don’t see many horse and buggy teams going up the street anymore in New York City. Cars replaced the buggy. The personal computer replaced the typewriter. Larger companies once had substantial secretarial pools; now they have large IT information technology departments. It pays better.

The continuing march of technology isn’t about destroying jobs, but reshaping the economy and the workforce, while raising the quality of life and productivity. Workers have to be constantly aware of these changes and be prepared to learn new skills for new jobs. It’s a different world than when people went to work at age 18 and pretty much did the same job for decades, then retired.

I know that it’s easy to be worried when there is so much change, but trying to stop this train in its tracks would be counterproductive. We have to adapt to the times, because the times surely won’t adapt to us.

What’s your take on the Maryland economy being overly reliant on being

See Foster, page 8

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Biz Roundup, from page 6
February 2018

Reduced tax costs create an opportunity for BGE customers to benefit from further decreases in their total energy bills," said Calvin Butler, Jr., CEO of BGE. “Even prior to the tax reductions, the long-term trends of customers using significantly less energy and the declining costs of natural gas and electricity commodities have resulted in the average BGE residential customer’s total monthly bill remaining lower than 2008 levels.”

While customer bills have decreased, BGE has continued to invest in the systems serving customers, delivering record lows in the frequency and duration of power outages, accelerated modernization of the natural gas system and more useful information through the smart grid that allows customers to use energy more efficiently.

Paragon Bioservices Announces Expansion to BWI Business District
Paragon Bioservices, a private, equity-backed biologics contract development and manufacturing organization (CDMO) with expertise in gene therapy and next-generation vaccines, has announced plans for a new, 150,000-square-foot process development manufacturing facility near BWI Thurgood Marshall Airport. The company expects the new facility to be up and running in 18 to 24 months.

Paragon currently provides full process and analytical development and clinical manufacturing services for a large and diverse global customer base from its 80,000-square-foot facility in the University of Maryland's BioPark, located off of Martin Luther King Jr. Boulevard, in Baltimore City. The facilities, which include mammalian, microbial and virus suites, as well as automated asptic fill-finish capabilities, also will be expanded to encompass an additional 10,000 square feet of space within the BioPark.

“The expansion of our biopharmaceutical manufacturing capabilities via our new site, including the ability for commercial manufacturing, is a key strategic initiative for Paragon,” said Pete Buzy, president and CEO. “Paragon is one of the few gene therapy manufacturers that has the expertise to develop and successfully manufacture complex biopharmaceuticals using commercially-scalable processes.”

Within three years, Paragon’s work force has grown from 100 to 225 employees, becoming greater Baltimore’s fifth-largest biotechnology company. Recently, Paragon was named one of the fastest growing companies in the region, by the Baltimore Business Journal. The company estimates that it will hire more than 200 employees for the new facility during the next three years.

Season Eight of ‘Chesapeake Collectibles’ Premieres on MPT
Maryland Public Television’s (MPT) original series, “Chesapeake Collectibles,” returns for its eighth season starting in January. The new season, hosted by Rhea Feikin, features 13 half-hour episodes airing on a new day and time, Mondays at 7:30 p.m. on MPT-HD. Season eight premiered on Jan. 8, with episodes scheduled to air each Monday through early April.

One of MPT’s most successful flag-ship series, “Chesapeake Collectibles” showcases antiques from all over the world brought to MPT’s appraisal team by collectors from across Maryland and the region. Season eight episodes were shot on location at Turf Valley Resort, in Ellicott City. Special highlights of the season include the following:

- An authentic Shakespeare folio bought from a specialty bookstore in London
- A set of Tibetan wine cups saved from a specialty bookstore in London
- An authentic Shakespeare folio bought from a specialty bookstore in London
- A cache of diamond, ruby and gold jewelry inherited by a granddaughter who was caught in tears upon discovering how much her treasure is worth
- A Chinese wine vessel dating as far back as the ninth century
- Supreme Court items signed by justices including Chief Justice Thurgood Marshall

Each episode is rebroadcast on Saturdays at 7:30 p.m. on MPT2. For more information, visit chesapeakecollectibles.com.

VEIP Inspections Become More Convenient, Less Expensive
Changes to the Vehicle Emissions Inspection Program (VEIP) have extend the amount of time before owners of new vehicles are required to get an inspection, and eliminate the requirement altogether for pre-1996, light-duty vehicles (less than 4,500 pounds gross vehicle weight).

Each year, about 1.6 million vehicles go through Maryland’s VEIP program. Since 2015, the process has been made more convenient via the following changes:

1. Adding 10 247 self-service VEIP kiosks across the state;
2. Reducing the price at the kiosk from $14 to $10 and allowing customers who have been assessed late fees to pay them at a kiosk and still receive a reduced VEIP fee; and
3. Eliminating the VEIP test altogether for new vehicles and extending the initial VEIP test to three years. This third step to the VEIP test is expected to ensure Marylanders more than $2 million annually.

For more information about the VEIP program or to locate a full-service VEIP station or self-service kiosk, visit www.mva.maryland.gov/vehicles/veip.

Foster, from page 7

next door to Washington, D.C.

If you have an investment portfolio, do you hold Treasury bills? You should as part of a diversified portfolio, because they’re low-risk. Likewise, a state’s economy should have a portfolio of industries, and having one that’s slow-growing, but relatively stable, is an advantage.

Do you think the steady, but slow, post-2008 recession growth that began during the Obama administration is part of the reason that the economy hasn’t heated up like it did during the 1980s and the 1990s — when it eventually, on both occasions, crashed and burned? Yes. We had an administration that had other priorities. Growth was important, but other issues were more important to President Obama and he manifested those priorities in a regulatory deluge that stunted the economy’s growth. Obama acknowledged as much, and even Secretary Clinton and Sen. Sanders talked about the disappointing economy at length during the 2016 campaign.

The biggest economic policy shift under President Trump was to relax Obama’s regulatory state. The result? Even at this late stage of the expansion, the economy is accelerating, and with tax reform’s passage this higher growth rate should persist for a few years.

Do you think some of Obama’s actions, like establishing the American Road & Recovery Act, prevented “The Great Road & Recovery Act of 2012.”

My view is that the Obama fiscal stimulus had an imperceptibly small effect on the economy. Obama alluded to that burden when he acknowledged, some years later, there were not that many shovel-ready projects. Massive fiscal stimulus was basic to his economic philosophy; but, to be fair, most Republicans believed in it, as well.

How much of an economy’s performance is tied to who the president happens to be? The president has an influence. We saw that with Obama: he regulated heavily but the economy outperformed, and it slowed the economy, just as we at the chamber said it would. For the most part, President Trump and Congress move the dial a little bit in terms of pace growth, but these small changes matter because they really add up over time.

The recent tax reform is of an entirely different character. It is a game changer far beyond anything else Congress is likely to consider. Federal tax policy, which was previously a real handicap for American businesses and workers, is now a big advantage in competing with the rest of the world.

Do you buy the old adage about how the market always “corrects itself” after an economic downturn? Absolutely, yes. An old saying runs that the stock market has predicted three of the last 10 recessions. This saying reminds us the stock market isn’t always right at every point in time.

However, the market does generally reflect the long-term health of the economy. As long as America’s economic future is not under congressional control, the stock market will recover from corrections, recessions and the like.

What about the economy do you think the business community and the general public fail to understand? That’s the nature of the economy to grow, driven by technology and labor force growth — unless bad policy holds it back. Growth is natural, but policy matters.

Where do you think the economy will be a year from now? Not to be flip, but it’ll be bigger. We will grow, significantly faster than in recent years, and hold that growth going into 2019. Why? The ongoing benefits from regulatory relief and the new benefits from tax reform. This assumes, of course, Congress and the President avoid any big mistakes as with NAFTA and the debt limit.
Hickory Ridge, from page 1

station and parking lots.

Kimco’s vision for the center calls for demolition of the commercial building and bank, reconfiguration of the existing pedestrian promenade into a community green, and new construction that would include 32,516 square feet of retail and commercial space, as well as a 3,229-square-foot full-service bank with a drive-through.

The proposal also includes architectural changes for the Giant store, which would also receive two additions, one of 540 square feet and one of 3,844 square feet, respectively.

Market forces and customer expectations are driving the need for redevelopment, said Kimco Vice President Gregory Reed.

“When [HRVC] opened in 1992, there were nine grocery stores within the five-mile trade area,” which has expanded to more than 22 grocery stores, he said. “We’ve seen it in the past; when the grocery anchor doesn’t do well, the village center doesn’t do well.”

The remedy that Kimco has embraced to sustain grocery anchors in village centers under duress is a transition to the mixed-use configuration, he said.

What’s foreseen for HRVC is a new, four-story apartment building located at the intersection of Cedar Lane and Freetown Road, consisting of a parking garage wrapped with residential units, 393 parking spaces for residents, 10,365 square feet of retail space and an internal courtyard.

Two new, 4,400-square-foot and one new, 11,590-square-foot retail/restaurant buildings would be added south of the apartment building, as well as a village green with seating areas, landscaping, lighting and other features.

“The Design Advisory Panel reviewed the proposal in December and expressed concern about the future of Hickory Ridge,” he said. “Columbia has always prided itself on being a welcoming place to live. A new apartment building will bring many more customers to our local businesses, the business will thrive and we will all benefit,” she said.

Improving the Odds

Eric Stein, who owns the Decanter Fine Wines store in HRVC, approves of the changes.

“I don’t think the people waiting to get into the Wegmans parking lot are thinking about the future of Hickory Ridge,” he said. “Columbia has changed dramatically, and it will take a commitment by Giant to serve the demographics of our community properly.”

Four storefronts are currently vacant in one of the HRVC buildings, “but they will not be replaced until a decision is made about our future, and we’re suffering,” Stein said. “Once this plan is approved, we’re still going to have several years of an underperforming center. Do we remain an outdated design, or accept one that gives us a chance to compete with contemporary concepts?”

Apartments are not an option, but a necessity, he said. “[Customers] that have left the center are not coming back, unless we give them an array of businesses that appeal to a newer audience as Columbia’s growth continues.”

Although the Planning Board unanimously recommended the project for approval, Board Member Trudy Adler said she still had concerns.

“Primarily, the parking does fall short by a fairly significant number of spaces,” she said. “It looks to me like there’s just a full bet on [apartment residents] having fewer cars, and it doesn’t seem that there’s going to be any room to correct that if that bet doesn’t pan out. That should be looked at very carefully.”

The Howard County Zoning Board, made up of the five current Howard County Council members, is scheduled to review the project at its regularly scheduled monthly meeting on Feb. 28.
Merriweather, from page 1
to roof plummeting around 2 a.m. That made the topic of building a new roof, which had been broached years ago, a sudden necessity — and a necessity with a tighter time frame.

While the engineers, architects, inspectors and insurers are working to identify the root cause of the mishap, I.M.P.'s Seth Hurwitz, Merriweather’s promoter, immediately vowed the season will go on.

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While the construction team has not set a completion date for the new roof, it got on the job after “a very brief period of mourning,” said Jan Kennedy, executive director with the Downtown Columbia Arts & Culture Commission.

There had never been any replacement of the roof, just ongoing maintenance,” said Kennedy. “We had to start this phase of the project by clearing the old seats out of the pavilion so we could get the 20 hydraulic lifts in place, then other checks out of the way, before the crew lifted the detached roof the first inch.”

That part of the project started, in earnest, in early January, and the obviously loosened roof stayed in place for a little more than a week. But, even with all of the careful planning and engineering, the plans fell apart; or in this case, dropped about 50 feet.

“The human process is still imperfect and accidents happen,” said Kennedy, “but until we know more from the investigation, we can’t say for sure why. The crew has been climbing through the wreckage, will make their report, and we’ll go from there.”

Today, the focus is on getting ready for the season. “The first night of M3,” he said, “is less about three months away.”

‘Pretty Simple’

Early in the damage assessment, the crew was out and moving the roofing materials and steel supports so construction of the new roof can begin as soon as possible.

Costello Construction, of Columbia, has picked out the wood from the old roof that it believes can be incorporated into the new roof.

And what they can’t use, we’ll use elsewhere the pavilion,” Kennedy said.

The timing of the collapse, “in a strange way,” said Audrey Schaefer, spokesperson for I.M.P., “was ideal. We have plenty of time to replace the roofing wood, which will look just like the old one. Using the wood that was on the façade is a sentient thing.”

Since the venue was designed by [famed architect] Frank Gehry. It also says a great deal that people are so passionate about the roof, which had been broached years ago, that it believes can be incorporated into the new roof.

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“Pretty Simple” takes on a big meaning: “And what they can’t use, we’ll use elsewhere the pavilion,” Kennedy said.

The modeling of the roof is a pretty simple exercise by comparison,” she said. “We’re as lucky as we can be.”

Said Hurwitz, Others

Gary Bongiovanni, president of Pollstar, an organization that covers the concert industry, expressed confidence that I.M.P. and the construction crew will make a figurative molehill out of the mountain of debris.

While there have been rare occasions of stages collapsing, etc., in the concert industry, the destruction at Merriweather was a new one. “The circumstances behind the collapse of the roof may not be unprecedented, but I haven’t heard of an incident by which the roof is going to be much easier [to build] than we thought, so opening on time is not even close to an issue,” he said, adding, “there are no shows earlier than M3 being considered at this time.”

After that’s done, the crew at Merriweather will know more. For now they know that, although “they don’t have an exact schedule,” he said, “we have a deadline.”

A dozen Anne Arundel County-based small businesses can take advantage of out-of-state sales opportunities and employee training events due to a program, an initiative of the Anne Arundel Economic Development Corp. (AAEDC) and Southwest Airlines, that provides a roundtrip e-pass to qualified companies wishing to have employees travel outside of Maryland to enhance their marketing and sales or provide for workforce training.

The awards include the following:

- BAON Enterprises, Annapolis
- Cheaper Than a Geek, Crofton
- Diverse Concepts Inc., Millersville
- Elevate Life, Annapolis
- Glacier Security, Odenton
- Herrington on the Bay, Rose Haven
- Paradise Docks, Linthicum
- Partners in Care, Pasadena
- ServPro of Annapolis/Severna Park, Arnold
- Spatial GIS, Odenton
- SpinSheet Publishing, Annapolis
- TargetGov, Linthicum
- Whisper, Annapolis

The program was launched last October. Through a first-come, first-served application process, companies were required to detail their marketing goals, travel plans and staff assignments.

As an added value, companies also could use Runway to Success with SWABIZ, Southwest Airlines’ business travel booking tool. The application allows businesses to manage and track its travel program. Runway to Success also may be used in conjunction with the AAEDC’s Workforce Training Grant program. Qualified businesses located in the county can be reimbursed up to 50% of the cost per employee to cover-on-the-job training, classroom/office training, purchasing training software, and train-the-trainer scenarios to benefit new and incumbent workers.

12 Arundel Businesses Awarded Southwest’s Runway to Success

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Howard Releases Comprehensive Assessment of Land Development Regs

Howard County has released a comprehensive evaluation of its development regulations. The assessment represents the culmination of a year of public input, sessions and technical analysis to evaluate the county’s zoning code, regulations, policies and manuals related to land development.

The effort, led by Clarion Associates, represents Phase 1 of an effort to rewrite and modernize Howard County’s development regulations.

This review represents the most comprehensive evaluation of our development code in years and is the result of significant participation by many stakeholders — including county government, residents, businesses and property owners,” said County Executive Allan Kittleman. “This review will help guide us to a new code that is consistent, simplified, easier to navigate and where professionals and residents alike can find all the information they need in one place.”

The final public meetings are scheduled for Monday, Feb. 12:

- 2:30 to 4 p.m., George Howard Build-
ging, Columbia/Ellicott Room, 3430 Court House Drive, Ellicott City
- 7 to 9:30 p.m., Oakland Mills High School, AHU-7 Auditorium, 9410 Kili-
manjo Road, Columbia

At these meetings, Clarion will present its findings. "Right now, we don't know the final outcome of the development and Annotated Outline and solicit feedback from residents and other stakeholders. Both meetings will cover the development regulations and Annotated Outline is available on the Department of Planning and Zoning’s website at www.
howardcountymd.gov/regulationassess-
ment."
They also can monitor the websites information on your computer. To your laptop, phone or tablet and access can, unbeknownst to you, remotely connect become very vulnerable to others on that public Wi-Fi, your computer and data usage. However, when you log on since there’s no cost to the user, in money libraries, airports or hotels is very appealing, Avoid Public Wi-Fi be more proactive.

Avoid Public Wi-Fi
Free public Wi-Fi in coffee shops, libraries, airports or hotels is very appealing, since there’s no cost to the user, in money and data usage. However, when you log on to public Wi-Fi, your computer and data become very vulnerable to others on that public Wi-Fi. This means cybercriminals can, unbeknownst to you, remotely connect to your laptop, phone or tablet and access information on your computer. They also can monitor the websites you visit, including your email, financial accounts, social media sites, etc. If they are clever enough (which they usually are), they can even put “keylogger” software onto your machine to gather your login credentials.

They may not use them right away. In fact, they may just study your incoming and outgoing emails for days, weeks or even months. Criminals do this to study your communication — who you talk to, your language, common greetings, nicknames, patterns. Eventually, they use this to either imitate you to your contacts or learn how and what you respond to. It is common for users to fall victim to this type of phishing attack. It’s careful, meticulous, and leaves you very vulnerable.

Change Passwords Often
Keeping the same password for an extended amount of time makes it very easy for criminals to gain access to your information and identity. While it is not convenient to change your passwords regularly, it is one of the safest precautions you can take. You should at least consider changing the passwords of your most valuable accounts. These include the following.
- Email accounts (yes, all of them)
- Bank accounts
- Credit card accounts
- Other financial institutions
- Social media accounts are especially important if you are very active, share identifying information like your location, etc.
- Any accounts that store financial information, such as online payments.

If you’re worried you won’t remember them, there are secure password management tools where you can store your passwords, such as LastPass or PassPortal.

Block IP Addresses
Microsoft does offer basic firewall functionality to block certain IP addresses. It is recommended to have an IT professional set up these policies. However, there are solutions available for home users, including blocking visitors with IP addresses from specific countries, with advanced routers. An advanced feature in NetGear offers the ability to do this.

Avoid Pop-Up Ads
Those pesky pop up ads are not only annoying, but could potentially have malware embedded in them. Sometimes criminals are even smart enough to have the malware download without you even clicking on them. That’s why it is highly recommended to use a pop-up ad blocker, such as uBlock Origin. Essentially, pop-up ad blocker software can detect when a site has pop-ups and what you respond to. It is common for users to fall victim to this type of phishing attack. It’s careful, meticulous, and leaves you very vulnerable.

Slow Down
If these tools and tips are too intimidating, start with these. Read your emails a little more slowly and carefully. Do you know the sender? Have you verified the entire email address? Is the email in the right context? Is the sender spelling or grammatical error? Is the sender asking for an immediate response? If so, call the sender first before replying, and do the following.
- Avoid clicking any link in any email from anyone, ever. So many phishing attacks begin with a simple click and quickly turn into a complex problem.
- Don’t use a single password for all of your accounts.
- Find your balance of security and convenience.
- Determine what layers of security you are most comfortable with implementing.
- There are full-time cybercriminals that are paying for their mortgage, children’s college tuition and their parents to live in a nice, comfortable nursing home with your money. Their life, children’s life and parents’ life depends on this.
- That means they’re relentless. Slow down, be mindful, and be intentional with your actions online.

Ananta Hejeebu is founder and a partner of Howard Tech Advisors. He can be reached at 410-997-2500 or Ananta@howardtechadvisors.com.
Annapolis from page 1

County Focus

The opioid crisis continues to impact the workforce and businesses “in ways we are just beginning to understand,” Burdon said.

to date, Anne Arundel County has implemented upwards of 40 new initiatives aimed at increasing financial and human resources to combat the addiction problem, to include designating police barracks and fire stations as safe stations where opioid addicts can request addiction services without fear of legal consequences.

Despite more than 500 individuals having done just that since last April, the county still saw an 18% increase in the number of overdoses and a 13% increase in opioid fatalities last year.

“The only good news is we’re starting to see a significant slowdown in the rate of growth of overdoses and fatalities,” said Anne Arundel County Executive Steve Schuh.

The county is just beginning its decadal development planning process, which will be followed by a comprehensive rezoning effort. Department of Planning and Zoning officials are currently conducting listening sessions around the county to help shape a growth strategy for the next 20 years.

According to Schuh, the county has made progress in a number of areas, having broken ground in Crofton on the first new county high school in 35 years and seeing the long-promised Odenton Town Center finally begin to take shape.

“In South County, our dredging project will be followed by the beginning of revitalization of what used to be a working port area,” said Steve Schuh.

According to the report, the county has begun to plan for the development of the city’s untapped potential. Civic investment in his larger vision for the city, he said, would incorporate fountains and a spray park that would encourage more families to visit the city.

Annapolis Rising

Annapolis Mayor Gavin Buckley faces some significant challenges as he settles into his second month on the job. One of them — the potential loss of the National Sailing Hall of Fame to Newport, R.I. — is emblematic of a more fundamental problem, said Burdon.

“Annapolis has not figured out what it wants to be yet,” he said. “For the past couple of decades we have debated what Annapolis is or should be, while Newport has figured it out and implemented their vision, with enviable precision. Our internal competing interests have compromised our ability to find consensus and unify around a common vision for our city.”

Buckley said he supports the development of a boutique Maritime Hotel with underground parking on the Phillips site and a transformation of the City Dock that would incorporate fountains and a spray park that would encourage more families to visit the city.

He also would like to revive the Annapolis Triathlon, and has pledged to emphasize private-public partnerships and civic investment in his larger vision for developing the city’s untapped potential.

Plans are already underway to establish Annapolis Rising, tentatively scheduled for the weekend of Sept. 21, as a defining music festival.

“We’re going to have the Annapolis Symphony play the hit catalogs of Ahmet Ertegun and Jack Holzman, two men who went to St. John’s College and started Atlantic Records and Elektra Records respectively,” he said.

A Saturday main event and Sunday gospel music picnic will round out the festival.

“Annapolis is due for a renaissance like we saw 50 years ago,” Burdon said.

Priorities

At the state level, “We are looking at some way to partner with the private sector to come up with some areas that will increase the number of beds for [opioid addiction] treatment,” Busch said. “We’ll balance the budget by the end of the year and continue to fund our schools, our hospitals and our health care delivery system.”

On a more contentious note, Burdon said businesses “are hand pressed to understand” how paid sick leave mandates, minimum wage increases, restrictive scheduling and other legislative initiatives under discussion can be reconciled with the guiding principles of the Maryland Economic & Business Climate Commission.

“Report that state legislators bought into only two short years ago,” District 33 Del. Michael Malone said he takes issue with efforts to increase the minimum wage to $15 and hour, arguing that it will result in wage inflation.

For high school and college students, “the purpose of an initial job is to be an apprentice, learn how to get to work on time and do the basic points of the job,” he said. “It’s not to support a family.”

Burdon also reminded elected officials of the perennial problems that plague the county.

“Annapolis needs to call attention to Anne Arundel County’s transportation infrastructure and transit challenges, which we believe need serious attention and are key to the county’s future economic success,” he said, and called on the business community to get involved in the county’s General Development Planning process.

“We need to work diligently … to ensure the correctness and consistency of code interpretation with regard to land use, permitting, inspections and historic preservation requirements,” he said, “as well as maintaining and properly fund- ing a functional and effective economic development effort and gaining a better understanding of how to engage emerging industries wanting to locate to Annapolis.”

Startup Maryland Unveils 2017 Video Pitches

Startup Maryland has unveiled its video pitches from the participants in the 2017 STRT1UP Roadshow, and entrants are now in the running for the Pitch Across Maryland competition. Categories this year for the Pitch Across Maryland include the following:

• Fan Favorite
• Champion’s Choice
• Industries (Cyber, Manufacturing, LifeScience, Social Innovation)
• Overall Winner

The roadshow, which is the year-long tour around Maryland, celebrates the ecosystem around innovation and entrepreneurship. During the event, entrepreneurs potentially have the chance to meet the Startup Maryland team, pitch their concept to a two-to-four minute video pitch summary, and visit Maryland YouTube channel as part of the Startup Maryland competition. Categories this year for the Pitch Across Maryland competition. Priorities

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The roadshow, which is the year-long roadshow throughout the year,” said Mike Binko, founder and CEO of Startup Maryland. ““Experiencing the tour beyond the two months of September and October gave our team more time to engage with each community that chose to host a tour stop for celebrating their innovators and entrepreneurs.”

New Live! Hotel Open Recruitment Center at Arundel Mills

The new Live! Hotel is ramping up its recruitment efforts to fill 500 new positions at the 310-room luxury hotel, event center and spa, with the new Live! Hotel Recruitment Center. Located in the Arundel Mills Mall near the Burlington Coat Factory, the recruitment center will be open to the public daily as follows:

• Sunday: Noon–4 p.m.
• Monday, Tuesday, Wednesday, Thursday: 9 a.m.–4 p.m.
• Friday: 9 a.m.–8 p.m.
• Saturday: 8 a.m.–4 p.m.

Walk-ins are welcome. Recruiters will be available to assist with online applications and answer questions about the hiring process. A bank of computers also will be available at the center for use free of charge by job seekers.

In addition, job fairs are being held at the center; to find the date of the next fair and to explore current job positions, descriptions and requirements, visit www.jobsatmarylandlivecasino.com. For more information, call 443-569-3082.
Bipartisan Talk
Overwhelmed by Election-Year Partisan Politics

Gov. Larry Hogan talked a lot about bipartisanship in his State of the State address to the General Assembly last month. Democratic legislators say it was mostly talk.

There is little evidence of real give-and-take between the second floor of the State House where the governor and his staff have their offices, they say, and the first floor chambers where the legislators meet.

Democrats do not bother to talk about bipartisanship in a legislature where they hold two-thirds of the seats. But in practice, in most of 13 standing committees, there is real cooperation and respect between Democratic legislators and the minority Republicans.

Hogan and the Democratic leaders do agree, in general, that the extreme partisanship in Washington is bad, and Annapolis is much better.

Hogan mentioned Washington in negative terms six times in his address. “One need only look to Washington to see the destruction that is caused when hyper-partisanship and inflammatory rhetoric permeate the debate, and erode our faith in the institutions of government,” he said.

“We don’t want Annapolis to become like Washington, where bad policy is passed with a promise that a fix will come later,” Hogan said later in the speech. He was referring to the paid sick leave bill that Democrats overwhelmingly passed last month, overriding his veto. Hardly a bipartisan gesture.

Sen. Nancy King, a Montgomery County Democrat, gave the Democrats’ response to Hogan’s relatively short, 23-minute, 2,400-word speech — in sharp contrast to President Trump’s 80-minute message the night before.

Her analysis calculated that 71% of the state’s taxpayers will pay less in federal taxes. 13% will pay more and 16% will pay the same.

The increase is mainly due to a new $10,000 limitation on state and local tax for federal itemized deductions. This will prompt the majority of taxpayers to opt for a new, larger standard deduction, said the comptroller’s report.

Under current law, Marylanders who choose a standard deduction on their federal income taxes are required to do the same for their state income taxes.

Hogan, who continually tells fairly meager tax cuts he’s been able to achieve, is loath to see any tax hikes for a state with among the highest income taxes in the nation. He favors a bill that would allow Marylanders to take standard deductions at the federal level, while still being able to itemize state deductions.

A few liberal Democrats would like to keep the revenue windfall and spend it, but all legislators know that you don’t raise taxes in an election year, especially when a GOP governor could use it as a political bludgeon.

Democratic leaders favor a slightly different approach, increasing Maryland’s income exemptions and, like the governor, allowing people to itemize even if they take the standard deduction on the federal form.

With the goal of no inadvertent tax hikes, a compromise should be easy to achieve, but Democrats want to claim their plan is better than the governor’s.

The problem will get resolved in favor of most taxpayers in some fashion, because neither side wants to get blamed for higher taxes. If it were a Democratic governor up for reelection, a mutually agreeable solution would be a piece of cake.

$44.4B Budget
Hogan’s $44.4 billion budget plan was put together before the federal tax changes were passed and their consequences for Marylanders figured out. The budget incurs by just 2%, with no new taxes.

You’ll sometimes hear lower figures bandied about for the size of the state budget. Some stories will refer to the state “operating budget” of $17.7 billion, but that’s just the “general fund” budget. That doesn’t include transportation spending or the federal funds, the largest single source of state revenues ($29 billion, 13%).

The biggest next source of revenue is the personal income tax ($22 billion, 9.8%), followed by the sales tax (11%, $14.8 billion). Where does the money go? Health care in one form or another, but mostly Medicaid, eats up a third of the budget, $14.5 billion, followed by education, with an almost equal amount; then, it’s $8.1 billion (18%) for K-12 and $6.6 billion for higher education (15%).

Filing Deadline
Feb. 27
By the end of the month, we’ll know how all the state and local races shape up. The filing deadline is Tuesday, Feb. 27.

You may have heard that there are eight or nine Democrats running for governor. But only one perennial Democrat candidate, Ralph Jaffe, has actually filed, along with his wife Freda, for lieutenant governor.

A major reason is that, like the Jaffes, a candidate for governor must file together with his or her running mate for lieutenant governor (LG). Only Ben Jealous, the former NAACP president, has announced an LG running mate, Suja Jeyarajah.

The deadline is Tuesday, Feb. 27. All papers must be filed with the State Board of Elections no later than 5 p.m.

You can find out about the candidates and their running mates at mdbusiness.com. See State Political, page 14

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Some of the Organizations
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Re: Sierra Leone Education Fund and the Ebola Aftermath

Dear Rotary Club of Columbia,

We cannot thank you enough for your continued support of the Sierra Leone Education Fund and that were orphaned during the recent Ebola crisis. Your support kept nine young girls that were orphaned during the crisis. They were living with the school’s head teacher as they have nowhere else to go. Your generosity has taken a tremendous weight off of the students.

Jennifer Carey Pilchuck
President, Sierra Leone Education Fund

The Business Monthly February 2018 Page 13
Howard County Council Tees Up APFO Mulligan

Having missed the legislative deadline for a vote on updating the county’s Adequate Public Facilities Ordinance (APFO) in November, the Howard County Council reintroduced legislation in January to complete the process.

Rather than being a simple exercise in formality, however, the new legislation provoked yet another all-nighter for the council, as passionate voiced on both sides of the issue debated changes intended to manage the pace of growth in the county, which include tests for schools, housing allocations and roads.

On a related note, the council also introduced legislation calling for a referendum on extending the initial life of a bill to July 0 days with two extensions of 35 days each, in order to avoid such a situation in the future.

Howard County Board of Education Chair Cynthia Vaillancourt said the board recommends amendments to make all open school tests for regions equal to below 100% of school capacity utilization, and said the board supports adding a high school test.

Growth vs. Limits
Howard Bank Senior Vice President John DeZinno argued that limiting housing stock would cause the price of existing stock to rise, pricing more low-to-modest incomes out of the county’s housing market.

“This bill still takes zero children out of overcrowded schools, crowding is still occurring largely from resales, there’s still no plan to compel redistricting, and overall APFO is actually working pretty well,” said Maryland Building Industry Association Vice President of Government Affairs Josh Greenfield. “The school board conducted very limited redistricting, even after sitting here and saying they got the message and they were going to [redistrict].”

He cited the Howard County Economic Development Authority’s recently approved Economic Development Plan for the county, which included a 25-year plan regarding APFO legislation, which estimates losses of 8,000 jobs in the county, $156 million in government revenues and $1.9 billion in construction activity as a potential result of a development moratorium.

At the same time, the Howard County Board of Education approved adding a high school test.

Annapolis Offers Parking Tips for Legislative Session

Members of the Maryland General Assembly, their staff and visitors who will beAnnapolis Parking, a mobile-friendly website featuring maps, rates, contact information and additional details about the garages, parking options, on-street parking and Circulator services.

Reserving garage spaces online: This is the first legislative session in which visitors to Annapolis can reserve garage parking online in Noah Hillman Garage, which is the first legislative session in which visitors to Annapolis can reserve garage parking online in Noah Hillman Garage.

State Political from page 15

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Opioid Epidemic Produces Bipartisan Cooperation

Uncompromising partisanship dominates Washington these days, but at the Maryland State House, there is plenty of bipartisan cooperation on tough issues. Let us turn to the Opioid Epidemic, which includes Ellicott City leader, Republican Anne Arundel County Executive Steve Schuh and Democratic minority leader, Nic Kipke, of Pasadena. Schuh, who had declared a heroin crisis in his county, is one of many state leaders who have been awakened to the opioid crisis. Instead of partisan bickering, we’re seeing bipartisan cooperation. The most shocking figure about Anne Arundel County is the number of people who have died of opioid-related overdoses. Schuh noted that 80% of the use of opioids is related to opioids, which include heroin, fentanyl and prescription pain killers. That includes people who are treated for painkillers prescribed last year, following a 13% reduction the year before. But as doctors decline to prescribe painkillers, the number of pain pills they prescribe is increasing. A map of the county’s opioid deaths shows them clustered in the north, where the county borders Baltimore, and the supply may be greater from a city that had a heroin epidemic decades before it hit the suburbs.

Police, Fire, Lawsuit
The county’s police chief, fire chief, deput health officer and the head of the crisis response system testified to show that Anne Arundel’s efforts at increased cooperation and coordination to provide prevention and treatment. They’ve included Safe Stations, where someone using opioids can go into an EMT station and get immediate help and treatment. The EMTs have now been trained to provide naloxone to someone using opioids. Anyone who has overdosed gets a letter from Schuh and Police Chief Tim Altomare “begging them to get into treatment,” Altomare said. The chief has also set up a fatal overdose detective unit to investigate who sold the drugs that led to the death.

Finally, in January, like a growing number of states and counties across the country, Anne Arundel County filed a lawsuit naming 25 defendants including manufacturers, distributors and overprescribing doctors. While they’ve had some sharp policy differences, Busch and Schuh are no strangers to cooperation. Republican Anne Arundel County filed a lawsuit naming 25 defendants including manufacturers, distributors and overprescribing doctors. Since Schuh became executive, "I voted with him 92.6% of the time," said Walker. "I looked at every bill" over the last three years. The majority of administration bills from Schuh pass out unanimously. Schuh’s figures are based on those few bills where the council is split, but the majority of those bills was joined by another Republican.

Walker, who represents the South County, has repeatedly clashed with Schuh over development and fiscal issues. "What he wants is 100% loyalty," Walker said.

“He’s increased the debt 64%, raising the county’s debt ceiling from $125 million to $205 million. Most recently, Walker opposed Schuh on tax breaks for the Live! Casino at Arundel Mills, which passed with Democratic and Republican councilmembers on both sides of the issue. Walker is currently president of the Maryland Association of Counties, a position which alternates between Republican and Democratic local office holders. "I’m involved in everything," said Schuh. “I have to be.”

"The Republican Party cannot afford to have of its members acting like a Democrat. It would be disastrous for Anne Arundel County, it would be disastrous for the Republican Party," said the 8-7 split in the county’s House delegation. But other Republicans, including in-cumbent delegates, were unhappy to see a fellow Republican attacked so harshly, even if he was trying to unseat a fellow Republican.

Walker said he has had a rocky rela-tionship with Schuh since Walker was a member of the Republican Central CommitTEEee, even serving as the county’s GOP chair for two years. Since Schuh became executive, I voted with him 92.6% of the time,” said Walker. "I looked at every bill" over the last three years.

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Cain becomes the fifth Democrat in the race. Besides Busch, Democrat Mary Re-ese, a 2006 U.S. Naval Academy (USNA) graduate running on an environmental platform, filed last month, as did Brooks Schandelmeier, 27, vice president of the District 30 Council; and Aron Axel, a retired Marine officer and also a USNA graduate, with progressive policy stands. Republicans Chelsea Gill, 25, the youngest candidate in the race, and Dr. Mark Plaster, a physician who ran for Congress againstRep. John Sarbanes in 2016, have also filed. McMillan has yet to announce his plans. Republican leaders have been urg-ing the maverick delegate to run for his seat again, and not challenge former Del. Ron George for Senate. The GOP hopes to claim the seat long represented by Demo-crat John Astle, who has yet to decide whether he will seek a seventh four-year term.

Third in Opioid Deaths
The most shocking figure about Anne Arundel County is the number of opioid-related deaths, after Baltimore City (628) and Baltimore County (305). In 2016 (the last year full figures for every county are available), Anne Arundel had 169 deaths related to opioids, which include heroin and fentanyl and prescription pain kill-ers. That was nearly double the number from 2015, and is far more deaths than in each of the state’s two largest jurisdictions; Mont-gomery County had 84 deaths, and yet has twice the population of Anne Arundel’s 564,000 people; Prince George’s County had 106 deaths and 341,000 more people. (Howard County had 40 deaths.)

Last year, Anne Arundel County had 154 fatal overdoses and 299 nonfatal overdoses. If that many people were dying in Anne Arundel County from car crashes or the flu, we would be horrified, shocked,” said Schuh, who had declared a heroin cri-sis in the first month of his administration, "yet many of us don’t even notice." Schuh noted that 80% of the use of heroin and the other, even more lethal drugs mixed with it “started with a legiti-mate prescription from a doctor.”

Doctors are now getting trained to reduce the number of pain pills they pre-scribe, and there is a new database they can check to see if patients are getting prescriptions from other doctors. Kipke said this has led to a 14% reduction in the amount of painkillers prescribed last year, following a 13% reduction the year before. But as doctors decline to prescribe painkillers, the number of pain pills they prescribe is increasing. A map of the county’s opioid deaths shows them clustered in the north, where the county borders Baltimore, and the supply may be greater from a city that had a heroin epidemic decades before it hit the suburbs.
GSA Reopens Awards Schedule for Office Supplies Providers

The General Services Administration (GSA) recently announced the release of a new, updated contract to allow new vendors to submit contracts to sell office supplies to federal government agencies through its Schedule 75. In 2010, the GSA had closed the contract so that only the 300 plus current contract holders could bid and sell office products using that contract vehicle.

The new contract was released on Jan. 16, and includes all legacy office services, such as on-site stores, customizing and imprinting; and traditional office products, such as pens, paper, shredders, CDs, office appliances and restroom products; as well as a new slate of products and services. The Schedule 75 will include new enhanced Special Item Numbers (SINs) and the full contract offer requirements can be a challenge, she said. “Be sure to read and digest the entire solicitation prior to putting your offer together.”

Fairchild continued with a timing recommendation. “The folks at GSA are not sure how many companies or how quickly the companies will submit new offers, so there is no timeline they can point to right now,” she said. “GSA Schedule submissions negotiations and approval can range from office to office anywhere from four to 12 months, depending on the workload.”

Since October 2010, GSA’s Schedule 75 for Office Products and Supplies had been closed to new contract offers. However, sales on the schedule remain comparatively high. GSA reports that, in fiscal 2016, Schedule 75 sales were $367.3 million — significantly higher than the $213.8 million sold under GSA’s Federal Strategic Sourcing Initiative for Office Supplies Third Generation (FSSI OS3).

Now that the GSA is reopening Schedule 75 to new contract offers, it is, in the process, making a number of changes.

GSA has included new technical requirements for vendors including a demonstrated ability to meet all environmental reporting and green product requirements, a demonstrated system to remain compliant with the Trade Agreements Act, providing an updated Letter of Supply and special transactional reporting. Vendors must maintain a satisfactory record of past performance and be Ability-One certified.

Companies considering submitting an Office Supplies Schedule 75 contract offer may choose to add either the legacy SINs, the new OS4 SINs or both. GSA is requesting several resources to help companies understand the process to research, compare and validate the contract offer process. More information is available via https://interact.gsa.gov.

One may subscribe to Schedule 75 updates and gain access to recordings of recent GSA webinars at https://interact.gsa.gov/document/important-change-notice-schedule-75-re-opening-multiple-award-schedule-maps-75-legacy-sins.

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Awarded Contracts

The following information is regarding awarded contracts and can be used to develop prime contractor, subcontractor and teaming partner relationships on these and other opportunities. For more information, contact TargetGov at 410-579-1346.

- ASRC Communications, Beltsville, won a $395 million contract from the 45th Contracting Squadron for cape launch operations and infrastructure support, including maintenance and engineering support for facilities and systems. http:// arsfcfederal.com/companies
- Bravura Information Technology Systems, Aberdeen, won a $233,334,787 contract from the U.S. Army Contracting Command for engineering, logistics, operations and program management support for the Persistent Surveillance Systems-Tethered. www.bravurainc.com/contact.html
- CRW & Associates, Bowie, won a $56,845,960 contract from the U.S. Army Health Contracting Activity for remote medical record coding services for outpatient medical records. www.crwassociates.com/contact-us
- KBR Wyle Technology Solutions, Columbia, won a $69,301,409 contract from the Naval Air Warfare Center Aircraft Division for the procurement of installation, systems integration, test and evaluation, in-service engineering, logistics, repair and validation, training, lab maintenance, quality assurance and technical management services for the Multi-Mission DataLink System. http://ww2.wyle. com/about-us.html
- LRS EOTI JV, Pasadena; and VETS - Tidewater JV, Elkridge, along with eight other companies, won a $60 million contract from the U.S. Army Corp of Engineers for environmental remediation services. http://tesfedwlrd.com/wp/contact, www. eoti.net/contact-us and www.tidhe20.net/contact-us
- Melwood Inc., Upper Marlboro, won an $18,552,775 contract from the U.S. Army Mission and Installation Contracting Command for base operations at Fort Meade. www.melwood.org/contact-us
- Thales Defense & Security, Clarksville, won a $7,723,840 contract from the NAVSUP Weapon Systems Support for repair of one weapon repairable assembly on the airborne low frequency sonar system Sonar Dome, which is required to support the H-60 helicopter. www.thalescomm.com/contact/contac.aspx
- Truston Technologies, Annapolis, along with four other companies, won a $13.5 million contract from the Naval Facilities and Engineering Expeditionary Warfare Center for lake water and ocean engineering services, including ocean engineering services in support of projects involving ocean cable systems and ocean work systems. www.truston.us/contact
- URS Federal Services, Germantown, won an $114,541,892 contract from the U.S. Army Contracting Command for maintenance, supply and transportation logistics support services. www.earcm.com/small-business-supplier-diversity
Visions of More Sports Fields Dance in Their Heads

By Susan Kim, Staff Writer

Matthew Libber considers Covenant Park, located in Ellicott City with nine soccer fields, walking paths, concessions and restrooms, to be the top venue for local sports in Howard County — for the moment. “It’s the largest multipurpose facility in the county,” said Libber, vice president for business operations with Elite Tournaments.

He also names Terrapin Adventures — featuring activities such as zip lining, ropes courses and kayaking — as another great location.

Among the tournaments Elite organizes, nothing in local sports draws out-of-towners like the Columbia Invitational, a soccer tournament conducted in partnership with the Soccer Association of Columbia/HC (SAC), held over Memorial Day Weekend. “It has just under 700 teams coming from 20 states,” Libber said.

With Covenant Park and the new Blandair Park in Columbia — which currently has three lighted, synthetic turf, multipurpose fields — Howard County appears to be sitting pretty in high-end sports venues.

But in the eyes of those organizing sports events, Howard County, along with Anne Arundel and the rest of Maryland, are pretty “field-deprived.” Libber is among a growing group of executives from sports-related companies envisioning more fields for more players, along with all of the economic benefits they bring.

“We are currently looking to develop a new multi-purpose facility in the county with 10 to 15 fields,” said Libber. “We are exploring different locations within the county now and are working with a few investment groups interested in the project.”

But, Oh, Those Land Costs …

Like Libber, Terry Hasseltine, executive director of Maryland Sports, a company developing sports tourism in the state, can immediately name some top venues in Howard County: Blandair Park, Troy Park, Covenant Park, Centennial Park for outdoor and Meadowbrook for indoor.

But it’s not enough, he said. “We are still lacking the linear fields in Maryland needed to be highly competitive in the sports tourism space and be able to provide for necessary access for our residents, too,” he said. “It’s a delicate balance, the land costs and location of available land.”

And the “if you build it they will come” model simply doesn’t work, he said. “You need the right asset amenities within close proximity.”

Some people have been pinning for better sports facilities for years. For indoor track runners, for example — who range in age from under 6 years to senior citizens — the Prince George’s County Sports and Learning Complex is the closest large indoor track they have for meets, some of which draw more than 1,000 runners from across the nation.

Unless they go to the Prince George’s complex, runners in Howard and Anne Arundel counties take to the slippery wooden track at the Baltimore Armory. When, they are asking, will Howard County be home to an indoor track that can host real meets?

“At this time there are no plans for such a facility; however I wouldn’t think it is out of the question for the future,” said Hasseltine. “It would require some research and exploration to determine its potential usage and economic vitality for the region.”

The Unsung Venues

While Blandair Park, Covenant Park and soccer get most of the attention in Howard County, there are other unsung venues and sports that are growing. “In addition to soccer, lacrosse and field hockey are huge here in Howard County,” said Sally Slater, director of sales for Visit Howard County. “We are thrilled with the expansion project Blandair is currently undergoing, and Troy Park is also undergoing an expansion.”

The 101-acre Troy Park in Elkridge has two lighted, synthetic, multipurpose fields with press box structures, bleachers and a playground. Also in Elkridge, for mountain bikers, hikers and trail runners, as well as

Hittin’ the Notes: Music Businesses Remain Vital in Digital Age

By Mark R. Smith, Editor-in-Chief

Bill’s Music, probably the best-known business on Frederick Road in Catonsville, has been in business for an impressive 53 years.

That stretch of street, which was officially named by former Gov. Parris Glendenning as “Music City, Maryland,” is still retailing instruments, selling equipment and renting lessons and remains the hub of the duly noted area that features seven music businesses.

The various challenges of digital technology, far from causing it to make today’s sounds to the sale of equipment needed to do so, have threatened the creation of music as previous generations have known it. However, the Music Row businesses — which also include Ann & Steve’s Music, the Baltimore Brass Co., Appalachian Bluegrass, Guitar Exchange, Trax on Wax and The Piano Man — seem to range from healthy to thriving in an overall market that has expanded.

Brian Higgins, son of founder Bill Higgins and general manager at Bill’s, and others in the business, keep holding their own. “We’re a full-line store,” he said. “We carry everything, for everyone. “We’re a full-line store,” he said. “We carry everything, for everyone. Including guitar Center,” said Higgins, “is competing with the online market,” and sites like eBay and Sweetwater.

“We have to give people a reason to get off the couch and into the car and come to our store. Most people are sitting pretty in high-end sports venues.”

See Music Businesses, page 20

See Sports Fields, page 18
Directed by Joseph W. Ritsch, the story centers around Miss Etta Cone, who, with her sister Dr. Claribel Cone, voraciously collected art and curios from around the world. The production is a highly theatrical celebration of Etta’s life, in which works of art come alive and her one-time lover, Gertrude Stein, sings her praises while the audience watches her journey from society laughstocking to doyen of modernity.

“All She Must Possess” is Rep Stage’s production in participation with the 2018 DC Women’s Voices Theater Festival.

The show will be performed in the Studio Theatre of the Horowitz Visual and Performing Arts Center (HVPA), on the campus of HCC, 10901 Little Patuxent Parkway, Columbia. There will be post-show discussions on Feb. 11 and 23, and a pre-show lecture prior to the 2 p.m. performance on Feb. 24.

Tickets are $40 for general admission, $35 for seniors and the military and $15 for students with a current ID. Thursdays are $10 performances. For tickets and additional information, visit www.repsstage.org or call the box office at 443-518-1500.

New Exhibit Explores Historical Clothing from Era of Baltimore’s Famed Cone Sisters

A new exhibit of historical women’s clothing from the era of Baltimore’s famed Cone sisters is on display at Howard Community College’s Rouse Company Foundation Gallery. Dr. Claribel and Miss Etta Cone, daughters of German immigant, chose not to live unassuming lives in Baltimore at the turn of the century, but instead they traveled the world, amassing one of the world’s greatest modern art collections. The exhibit was developed in connection with the Rep Stage world premiere of “All She Must Possess,” a theatrical celebration of Etta Cone’s extraordinary life.

The exhibit provides an opportunity to view historical garments from the era in which the Cone sisters lived and to learn more about the fashion tastes shared by two of Baltimore’s most famous doyens of modernity. The exhibit showcases clothing and accessories used for everyday wear, traveling, evenings out and formal occasions. The exhibit also includes the historical clothing and photographs that inspired Julie Potter, costume designer for “All She Must Possess,” as she designed the costumes worn by the play’s actors.

Accompanying the clothing are Potter’s original renderings of the costumes.

“The Cone sisters’ style was simple, conservative, and somewhat austere. They did not follow the current trends, but instead favored practicality and comfort. Their choice in clothing was interesting, juxtaposed with their passion for collecting artifacts and art, which was anything but conservative and plain. As a result, their art collections were modern, eclectic and colorful.

“All She Must Possess” clothing runs through March 11 in the Rouse Company Foundation Gallery, which is located in the lobby of the Horowitz Visual and Performing Arts Center. Free and open to the public, the gallery hours are Monday–Sunday, 10 a.m.–9:30 p.m. For more information on the gallery and the exhibit, visit www.howardcc.edu/galleries.

Howard County Seeks Nominees for ‘Community Sports Hall of Fame’

Nomination forms are now available for Howard County Department of Recreation & Parks’ 2018 “Community Sports Hall of Fame.” The award recognizes outstanding individuals who have gained prominence in or made substantial contributions to community recreational sports in Howard County.

Artists’ Gallery Features All-Member Show: ‘Love in the Winter’

Running through Feb. 25, Artists’ Gallery in Ellicott City is providing “Love in the Winter,” a show featuring work by all of the gallery’s member artists, aimed at inspiring romance and gifts for Valentine’s Day.

An opening reception will be held on Saturday, Feb. 10, from 3–5 p.m. All artwork will be sold at a 10% discount on Feb. 10–11.

Artists’ Gallery, located at 8197 Main Street, Ellicott City, is a member-owned gallery showcasing many different types of media. Visit artistsgallery.com for gallery hours.

“Love Locks,” photography by Terry Pellman, is one of the art items featured at Artists’ Gallery this month.

‘All She Must Possess’ Premieres at Rep Stage This Month

“All She Must Possess,” playwright Susan McCully’s original production about Baltimore’s famed Cone sisters, will premiere at Rep Stage, the professional regional theater in residence at Howard Community College (HCC), Feb. 8–25.

Directed by Joseph W. Ritchey, the story centers around Miss Etta Cone, who, with
Coaches, managers, league officials, commissioners or behind-the-scenes contributors closely identified with community recreational sports can be nominated. In addition, nominees must either be residents of Howard County or have made their community sports contributions primarily in Howard County.

Nomination forms are available at www.hocoarts.org or by calling the Department of Recreation & Parks at 410-313-4711. All nominations must be delivered or postmarked by Sunday, April 15, to: Howard County Community Sports Hall of Fame, 7120 Oakland Mills Road, Columbia, MD 21046. Individuals chosen for this year’s class will be inducted into the Community Sports Hall of Fame at the 16th annual Celebration of Sports in October.

Dragonfly Arts Magazine Is Currently Accepting Submissions

Dragonfly Arts Magazine, a publication of HopeWorks made possible by the Howard County Arts Council, is currently accepting submissions from the public-at-large in the following formats: poetry, photography, sketch, short story, mixed-media, sculpture, painting or prose. Themes for submitted work (both visual and literary) should focus on reflections about love, advocacy, social justice, trauma, intersectionality, hope, self-care and healing.

The submission deadline is Feb. 28. Early submission is encouraged. Acceptance notifications will be e-mailed by May 2018.

Email or call Vita Leatherwood, director of community engagement, at 410-997-0304 with questions.

NinjaBe Obstacle Course Comes to Howard County

Inspired by the challenges of the “American Ninja Warrior” TV show, new indoor-challenge center NinjaBe brings the latest fitness craze to Howard County.

The 25,000-square-foot center, located at 9301 Snowden River Parkway, Columbia, is packed with obstacles, an ultimate dodge ball court, climbing walls and even mechanical bulls.

Work-long camp sessions for children ages 7 and up will be offered beginning in June.

NACPS to Present 'Icons of the Harlem Renaissance'

The Northern Arundel Cultural Preservation Society (NACPS) will present “The Salon: Icons of the Harlem Renaissance,” on Saturday, Feb. 10, at 1 p.m. The show focuses on the Harlem Renaissance, featuring notable African-American philosophers, writers, musicians, singers, dancers, comedians and actors of the period.

To be held at the Chesapeake Arts Center, 194 Hammonds Lane, Brooklyn Park, the show is free to the public. For more information, visit www.nacpsbh.com.

HCAC Celebrating 21st Annual Celebration of the Arts

The Howard County Arts Council (HCAC) will mark 21 years of recognizing the local arts community’s stars at its signature event, the Celebration of the Arts in Howard County gala, to be held Saturday, March 24, from 6–10 p.m. at the Peter and Elizabeth Horowitz Visual and Performing Arts Center at Howard Community College.

The evening will begin with a reception featuring artwork and musical performances in the Studio Theatre. At 8 p.m., guests will move to the Smith Theatre for the live presentation of the Rising Star Performing Artists Competition and the 2017 Howie Awards, seats also will be available in the Studio Theatre for a simulcast of the show.

The HCAC’s 2018 Arts Scholarship recipients will be announced.

Buddy and Sue Emerson will act as honorary chairs for the evening. Myron “Mo” Dutterer, recipient of the 2003 Howie Award for Outstanding Arts Educator and a member of the Howard County theater community, will serve as event emcee.

The Rising Star Performing Arts Competition showcases 10 young performing solo artists and/or small ensembles (ages 18–35). These artists will be vying for a strings-attached, $5,000 professional development award; the winner will be selected by the audience.

The ten finalists performing at the Celebration are: Kecy Bosworth Borland, classical voice; Tyler Fitzpatrick, jazz guitar; Lindsey Landry, musical theater; Benjamin Lurye, musical theater; Elizabeth Milligan, flute; Brian Nabor, musical theater; Arielle Oberlander, classical voice; Pacing Bodies (Ryan Bailey & Maia Schechter), dance; Junghoon Park, piano; and Alexandra Rodrick, classical voice.

For more information, visit www.hocoarts.org/explore/learn-participate/celebration-of-the-arts.

ARTsites: Integrating Art Into the Community In Public Spaces With Innovative Sculptures

The Howard County Arts Council (HCAC) is seeking up to 12 artists to participate in its Seventh Annual Juried Public Art Competition for a temporary outdoor exhibit from August 2018 – July 2019. HCAC’s goal is to make art more accessible to the entire community by placing sculpture at sites throughout Howard County. The sculpture will serve as visual anchor points that will enhance and activate community spaces and generate interest in public art.

HCAC will administer the selection process and provide an identification plaque for each work and promotional support for the exhibit. HCAC staff will serve as liaison with site administrators. Sale of artwork will be encouraged but work must remain on view for the duration of the entire exhibit.

Up to 12 artists will be provided a $2,500 grant to cover the temporary loan, insurance, installation, de-installation and repairs to the sculpture. If multiple pieces are selected from one artist, a separate grant will be awarded for each piece.

The competition is open to all professional visual artists, aged 18 and older, with public art experience commensurate with this project’s scope. HCAC council, board and their immediate family members, and selection panelists and their immediate family members are not eligible to participate. In addition to finished pieces, proposed work will also be considered. For full details, visit www.hocountys.org.

Paint It! Ellicott City to Be Held July 6–8

Paint It! Ellicott City, an annual event bringing artists and spectators interested in the plein air tradition to Historic Ellicott City. Both juried and Open Paint artists set up easels around the historic district as they capture the mill town.

A popular feature of the event is the Quick Draw competition – open to both juried and Open Paint artists – in which artists take a plein air painting from start to finish in just two hours. A pop-up exhibit and sale of work completed during the Quick Draw will take place during the competition.

Paint It! culminates in an exhibit of juried artists’ work in the Howard County Arts Council gallery, that features an opening reception and juror’s award presentation. A one-night exhibit of work created by Open Paint artists is also on view, then moved to a temporary exhibit at the Howard County Tourism Welcome Center in Ellicott City. Artists and visitors may view and purchase the finished pieces during the reception.

The deadline to apply for the juried portion of the event is April 27. Applications for the non-juried Open Paint portion of the event will be available in May. For more information, visit www.hocountys.org.

COLUMBIA PRO CANTARE presents “SING INTO SPRING” SUNDAY, MARCH 18, 2018 4 PM

As the winter yields to the awakening of spring, celebrate to the sounds of the harp, organ, strings, and the flowing voices of Columbia Pro Cantare. Handel, Mozart, Brahms and Stephen Paulus will give you the gift of renewed life through music.

Columbia Pro Cantare; Donald Fries, organ; Jacqueline Pollauf, harp Howard County Concert Orchestra String Quartet

First Evangelical Lutheran Church, 3604 Chatham Road Ellicott City, MD 21042

Tickets $100, $50 • Black Tie Optional

HONORARY CHAIRS Sue & Buddy Emerson

EVENT EMCEE Myron “Mo” Dutterer

Columbia Pro Cantare presents “SING INTO SPRING”

First Evangelical Lutheran Church, 3604 Chatham Road Ellicott City, MD 21042

Tickets & Information: www.procantare.org/410-799-9321

HOWIE AWARDS HONOREES

Michael J. Clark

First Evangelical Lutheran Church, 3604 Chatham Road Ellicott City, MD 21042

410-313-ARTS (2787)  |  hocoarts.org  |  info@hocoarts.org
Music Businesses
from page 17
see what we have.”

Those Six Strings
A store like Bill’s, which encompasses 35,000 square feet, needs differentiators. “For instance,” said Tony Treude of Treude Guitar Shop at their store in Frederick, Maryland, “we’re a lesson-based store.”

In Tune With His First Love
Despite the popularity of digital sounds and hip-hop, as well as murmers about the “death” of rock music, industries such as Bill’s can make some nice money, said new guitar players do not tend to focus on classic rock, but “our main market might “even get into regular guitar players are rather new and have enjoyed such a run, Higgins said. “We’re a lesson-based store” for a variety of instruments, said Haley Gordon, who noted, “We’re a part of the online party, too, with our eBay store,” which listed around 358 guitars at press time.

It’s another busy Saturday at Bill’s Music, on Music Row in Catonsville. The shop has been selling instruments (new and used) and accessories, as well as offering lessons and repairs, since 1965.

Along the Row
Other stakeholders along Music Row (which also used to include Record & Tape Traders) describe a somewhat diverse and competitive, yet vibrant and cortical, scene — though there isn’t much of a unified effort to promote it.

“We’re a destination,” said Ocone, “and most of our business is from word-of-mouth. There can be some competition between our Music Row shops, but we refer business to each other, too.”

For the marketing of Music Row, aside from a large building mural that streets drivers as they enter Frederick Road from the Beltway heading west, there are some bike racks built in the form of musical notes, “but we don’t really work together to promote it.”

What they do, as Higgins also noted, is present concerts. “In the summer, we have concerts in the parking lot on Music Row, in the Lurman Woodward Tavern by Catonsville High School and at the [Catonsville] Presbyterian Church. But,” Ocone said, “we don’t place joint ads. I just do specific placements in key places, like with the Columbia Orchestra. And we still have enough business to go around.”

Ocone said most of Ann & Steve’s business comes from Howard County, where Bill’s Music once briefly operated a second location on Route 495. “Plenty of Howard residents drive through Frederick Road. We get work from around the area, too.”

While Ocone doesn’t play much, Quin performs in the Columbia Orches- tra. “We stay ingratuated in the Columbia and Catonsville music scenes. We like to support music in the local high schools too,” Ocone said, “even if it doesn’t necessarily attract new customers.”

Likewise, another Music Row destination is the Baltimore Brass Co., owned by Howard County resident David Fedderly, who teaches at the University of Maryland College Park. He echoed Ocone’s observations on the local market.

“There’s some competition,” said Fed- derly, “but we all have our own niches and we often refer customers to each other. For instance, we don’t rent instruments very often, but are happy to tell customers that Bill’s does.”

What’s important to understand, he said, is that music is “a service business, and you have to know your products. We’re considered a professional shop, and that means employing classically-trained musicians who can make suggestions and make repairs. Also, our employees don’t do work on commission. They’re here to advise people.”

Like Ann & Steve’s, Baltimore Brass, Fedderly said, serves a market that’s only so big. “There aren’t that many tube retailers or repair shops, and we have so much inventory that we’ve had people fly in from Europe to do business here.”

Getting Schooled
While Music Row is a big draw, there’s plenty going on elsewhere in the area, too. For instance, Mike’s Music has been in business in Ellicott City’s Montgomery Station during a decade that has included two expansions.

“We’re a lesson-based store” for a variety of instruments, said Haley Gordon, co-owner. “That’s how we pay our rent,” with the help of 42 instructors that have access to 24 soundproof lesson rooms, plus a group room for combos, ensembles and rock bands.

Unlike Bill’s, Mike’s added instruments and equipment as a secondary offering “so students,” many of whom are marketed from the time they enter Howard County’s public schools, “don’t need to shop around.”

Every fall I give the students in all Howard County schools, with which we partner, about 12,000 folders with our logo and information,” said Gordon. “Some of the kids come in for the rentals from the Music Market, our affiliate. Then they can buy through Menchey, which has a repair shop, or through us.”

As for Menchey, the eight-store, Hanover, Pa.-based company opened at The Village of Waugh Chapel about a year ago.

Our core business is school music,” said Joel Menchey, president. “Every decision we make is based on opportunities in that market. It’s very strong in Maryland, and particularly in Anne Arundel County, where we’ve doubled for years. We opened at Waugh Chapel because there is no representation there.”

Menchey has been operating in Baltimore County for 60 years and has had a store in Timonium for 11 years, “but our main business is renting in- struments in markets like Ellicott City and Frederick, where we don’t have stores and work with businesses like Mike’s.”

Menchey also commented on the listening habits of to- day’s younger demo-graphic.

“Clearly, elec- tronic music has found its place, and it’s growing,” he said. “Interest in playing classic rock is decreasing, but country music is trending up. So, I don’t think the number of players of any instrument are dropping, since our revenues have gone up every year for the last five years.”

Such facts are undoubtedly why Guitar Center, which operates more than 200 stores (including a location in Glen Burnie), recently opened its fifth Maryland store at the Town Centre Laurel. Like Bill’s and others, the store sells guitars from around $100 to a few thousand dollars, as well as equipment and vintage gear.

Adam Hunter, general manager of the Laurel store, acknowledged that the popularity of digital music has led to the chain selling “everything needed to contribute to making music electronically,” he said, while adding that aficionados of that market might “even get into regular guitar music, because the electronic mode was a gateway.”

“Bear in mind that the electronic musi- cians need synthesizers, beat machines and ProTools [a popular mixing] boards, so they need at least some equipment,” he said. “It’s all about finding your sound.”

As for customers who prefer traditional instruments, Guitar Center gives “lots of lessons, too,” Hunter said. “We just opened in September, but we already have seven instructors and more than 100 students.”

Reaching the Kids
As for Guitar Center opening in an area that has been served mostly by small retailers, Hunter thinks everyone can coexis- t. “I don’t think we’re hurting any of the smaller stores. Most times, they’re selling something we don’t focus on, anyway,” he said, adding, “and new guitar players are born every day.”

And most of those small retailers seem to keep moving right along. At the National Association of Music Merchants convention three years ago, Bill’s Music was saluted for having been in business for a half-century.

“Only about 20 stores in the U.S.,” Higgins said, “enjoyed such a run. Higgins said. “At one time, Washington Music Center (of Silver Spring, which turns 60 this year) was our main competition.”

These days, Higgins is concentrating on keeping the old-schoolers happy, as well as giving kids who may have first experienced music online reasons to visit Bill’s.

“We plan on being here at least another 50 years, but we have to keep offering better service and more options,” he said.

“You’ve got to be on your game.”

On the East Coast. There are few places like Bill’s Music anywhere.”

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“You’ve got to be on your game.”
Industry Perspective

Crossfit Fitness Method Is Showing Some Muscle in the Region

By Luke Espe

More and more CrossFit locations are putting their stakes in the ground. There are currently more than 10 CrossFit options in Howard County alone and, worldwide, there are more than 14,000, compared to only 13 in 2005. This fitness boom doesn’t seem to be slowing.

It’s not just the six-pack abs set that have become loyal CrossFit followers, but a more diverse group from all walks of life who are finding CrossFit to be a better workout method for them. Not only are they trying it; they are sticking with it.

What Is CrossFit?

CrossFit is a core strength and conditioning program. Workouts are based on functional movements that reflect the best aspects of gymnastics, weightlifting, running, rowing and more. There is evidence-based science behind its methodology.

CrossFit is an open source fitness method with a focus on gathering, analyzing and interpreting data from athletes all over the world. What that means is that, first, it openly publishes its philosophies and prescriptions based on research that its designers have either done or gathered and prescriptions based on research that defines fitness, and gives a prescription on how to make a human as fit as that person can be, and relates that to health. It’s not just the six-pack-abs set that have become loyal CrossFit followers, but a more diverse group from all walks of life who are finding CrossFit to be a better workout method for them. Not only are they trying it; they are sticking with it.

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Second, the 14,000 affiliates world-wide — the hundreds of thousands of members at those affiliates — are tabulating the scores of their workouts (everything is scored, either by the amount of work the person did in a specific time domain or by the time it took that person to complete specific work). They submit scores to CrossFit, which are published. So everything is a competition — every day at the gym is a contest to do better. And there are certain workouts that are repeated over and over so that clients can see how they are progressing over time.

Tailored, Defined Methodology

From the data collected, CrossFit headquarters analyzes and publishes results, and the methodology pivots as needed based on these results. This data-driven methodology has shown that CrossFit is one of the best — and safest — ways to condition humans to face life’s challenges. From high-performing athletes to grandparents, from those who will face life-threatening situations to those simply faced with everyday tasks, the methodology is universally valuable due to the functional and scalable aspect of the movements. This means using real-world, everyday movements that can be tailored to suit any fitness level, impairment or injury.

Another benefit is the programming. Clients don’t need to wonder what to do when they arrive, or if what they’re doing will actually provide results. There are 10 recognized fitness domains that include: endurance, strength, stamina, flexibility, coordination, agility, accuracy, balance, power and speed. It is important to work on all the different domains, because to be truly fit, one can’t focus on just one or two. Such specialization lacks balance, and creates deficiencies that actually can be detrimental.

Focusing on all 10 offers a bulletproof approach, where clients work in a variety of ways to become truly fit. According to fitness enthusiast Erin Wallace: “I came in [to do CrossFit] with what I thought was a fair level of fitness. This experience proved me wrong — I have a high endurance level, but my strength and balance in particular needed major work. I can see and feel the results in just a few months.”

Fitness Across the Ages

One of the booms in the CrossFit world has been for the age 40-plus population, particularly women. At most CrossFit locations, women have a program specifically designed for them — as a result, their intimidation level and fear is greatly reduced and they excel quickly. They are finding that CrossFit is as much about looking and feeling fit as it is quality of life and hedging against the aging process.

Squatting down properly, lifting groceries, shoveling snow without injury, remaining flexible — all are priorities. And as clients age further, male or female, those needs accelerate, and preventing injury from daily activities is of utmost importance.

Children involved in other sports see improved performance and fewer injuries. Adolescents and teens that need speed and agility training or pre-season conditioning for their sport of choice also are finding CrossFit training helpful.

The glue that makes it stick for all athletes, however, is the community. Shared adversity truly does bring people together. Pushing hard is what creates the results, and most athlete and fitness enthusiasts wouldn’t push nearly as hard working out alone.

Luke Espe is co-founder and coach at 12 Labours CrossFit Columbia, BWI and Annapolis. He can be reached at luke@the12labours.com.
Museums & Galleries

In this region chock-full of history and culture, it would be nigh impossible to create a comprehensive listing of all the museums, galleries and historical sites that abound. Below is a sampling of local galleries and museums for those who would like to add a little culture to their lives.

The African Art Museum of Maryland
11711 East Market Place
Fulton, MD 20759
301-490-6070
africanartmuseum.org

Annapolis Maritime Museum
723 2nd Street
Annapolis, MD 21403
410-295-0104
www.amaritime.org

Artists’ Gallery
8197 Main Street
Ellicott City, MD 21043
443-325-9396
artsgalleryec.com

The B&O Railroad Museum Ellicott City Station
2711 Maryland Avenue
Ellicott City, MD 21043
410-461-1945
visitoldellicottcity.com/explore/museums-historical-sites/bo-railroad-museum

Baltimore Washington International Thurgood Marshall Airport Galleries
7062 Elm Road
BWI Airport, MD 21240
410-859-7111
bwairport.com

Banneker-Douglass Museum
84 Franklin Street
Annapolis, MD 21401
410-216-6180
bdmuseum.maryland.gov

The Bernice Kish Gallery at Clayton House
10400 Cross Fox Lane
Columbia, MD 21044
410-730-3987
wildelake.org

Chesapeake Arts Center Hal Gomer Gallery
194 Hammonds Lane
Brooklyn Park, MD 21225
410-636-6597
chesapeakearts.org/gallery

The Ellicott City Firehouse Museum
3828 Main Street
Ellicott City, MD 21043
410-313-1900
www.howardcountymd.gov/HistorySites

Fort George G. Meade Museum
4674 Griffin Avenue
Fort Meade, MD 20755
301-677-6966
meame.army.mil/Museum/index.html

Galesville Heritage Museum
988 Main Street
Galesville, MD 20765
410-867-0373
galesvilleheritagesociety.org

HorseSpirit Arts Gallery
8090 Main Street
Ellicott City, MD 21043
410-461-3595
horsespiritgallery.com

Howard County Center for the Arts
Galleries 1 & II
8510 High Ridge Road
Ellicott City, MD 21043
410-313-2787
hcoarts.org

Howard County Historical Society
8328 Court Avenue
Ellicott City, MD 21043
410-480-3250
hcshmd.org/museum

The Meeting House Gallery
Oakland Mills Interfaith Center
5855 Robert Oliver Place
Columbia, MD 21045
410-730-4090
themeetinghouse.com

Mitchell Art Gallery
St. John’s College
Mellon Hall
60 College Avenue
Annapolis, MD 21401
410-626-2556
www.sjc.edu/annapolis/mitchell-gallery

National Cryptologic Museum
8280 Colony Seven Road
Annapolis Junction, MD 20701
301-688-5849
www.nsa.gov/about/cryptologic-heritage/museum

National Electronics Museum
1745 West Nursery Road
Linthicum, MD 21209
410-765-0290
nationalelectronicsmuseum.org

Richard B. Talkin Family Gallery
Howard Community College
McClan Hall
10901 Little Patuxent Parkway
Annapolis, MD 21014
410-518-4055
www.howardcc.edu/discover/arts-culture/horowitz-center/art-galleries

Rouse Company Foundation Art Gallery
Howard Community College
Horowitz Performing Arts Center
10901 Little Patuxent Parkway
Columbia, MD 21044
410-518-4055
www.howardcc.edu/discover/arts-culture/horowitz-center/art-galleries

U.S. Naval Academy Museum
121 Blake Road
Annapolis, MD 21402
410-293-2108
www.usna.edu/Museum/index.php

Five Key Facts About the New Tax Bill

By John E. Day

The recent enactment of the Tax Cuts and Jobs Act (TCJA) represents “the most sweeping overhaul of the U.S. tax code in more than 30 years.”

For millions of Americans and businesses, it means an altered financial and investment landscape, with new opportunities and challenges in the years ahead. Keep in mind, however, that the information is not intended as tax advice and may not be used for the purpose of avoiding any federal tax penalties.

For example, the transition from 15% to 20% tax brackets, near doubling of term capital gains and qualified dividends, and a $10,000 cap on state and local tax deduction. The Tax Policy Center projects that taxes will fall for all income groups and result in an increase of 2.2% in after-tax income. The Tax Policy Center also cautions, however, that some individuals and households may see a higher tax bill.

Here’s a brief look at five key changes.

Personal Taxes

Some of the TCJA’s key provisions include a reduction in most marginal income tax brackets, near doubling of the standard deduction, and a $10,000 cap on state and local tax deduction. The Tax Policy Center projects that taxes will fall for all income groups and result in an increase of 2.2% in after-tax income. The Tax Policy Center also cautions, however, that some individuals and households may see a higher tax bill.

Investments

The TCJA did not adjust the preferential rates of 0%, 15% and 20% for long-term capital gains and qualified dividends. For example, the transition from 15% to 20% capital gains rate will continue to use the top tax-bracket thresholds of $425,800 for individuals and $479,000 for married couples.

Retirement

The tax bill introduces several key changes for business owners, including the introduction of a 20% deduction for pass-through businesses. Business owners may want to review their current business structure (C-Corp, S-Corp and LLC) and determine what entity is best structured to help them accumulate retirement assets.

College Savings

529 plans may now be used to fund private elementary and secondary education (for up to $10,000 in distributions per student per year). Prior, they were limited to eligible post-secondary institutions.

Estate Strategies

The estate tax exemption was raised to $11.2 million, a doubling of the $5.6 million that previously existed. As such, individuals benefiting from this change may want to re-evaluate the strategies they have in place to address the tax and liquidity issues that may no longer exist.

John E. Day is a financial consultant with LPL Financial Services, in Columbia. He can be reached at 410-290-1000, john.day@lpl.com or via www.daywm.com.
Buying or Leasing Your Wheels: Three Questions to Ask

By Gary S. Williams and Nicholas Ibello

The decision to get a new vehicle is sometimes made for you, such as when your old car breaks down and the repairs are too costly to justify. On the other hand, sometimes, purchasing a new car is an impulsive decision after seeing a multi-million-dollar advertising campaign on television and getting that “must have” urge. And sometimes, it’s in between; you have had your car for 10 years and you desire a new car with the latest technology and safety features.

In either case, while the new vehicle buying process is typically exciting and fun, it may also be stressful, as you figure out how to pay for your new and shiny ride.

Likely, after countless hours researching your new wheels on the Internet and visiting a dealership or two to test-drive the vehicle, you have selected the make, model, options, color and the rest of the “bells-and-whistles.”

Then comes the not-so-fun part: Can you afford the car? Do you have the cash to pay for the vehicle, or will you have monthly payments? When you buy a car, you typically need a down payment, which can be in the form of cash and/or a trade-in. You may have to come up with 5% or more of the new car’s value, depending upon factors such as your lender and credit rating.

When you buy a lease, there is typically no down payment. Instead, you’re usually required to make the first lease payment and provide a security deposit equal to one or two monthly payments. If you don’t have the cash or trade-in for a down payment, but need a car now, leasing might be the best choice for you.

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When you buy a car, your monthly payments are based on the total purchase price, down payment, term of loan and interest rate. Alternatively, when leasing your payments are based on the car’s expected depreciation over the term of the lease, state sales tax, your credit score and a lease fee.

All things equal, the monthly lease payment is usually lower than the monthly loan payment for a comparable car. As an added benefit, you get “more car” for your dollar in the short-term or if your monthly cash flow is tight, you probably will do better with a lease, since the combination of a low initial down payment (i.e., security deposit and first monthly payment) and the lower monthly payments may be appealing.

Could Be a Keeper

Leases typically run two-to-four years, and at the end of the lease you can switch to a new car. If you like the idea of driving a new car every few years, leasing may be a good choice for you. At the end of the lease term, you drop the car off at the lease company, pick out a new car, sign a new lease and drive away.

There’s no haggling over trade-in allowance and no worries about loan payoffs or down payments. That is a big advantage of leasing.

While there are many considerations, there are three big questions you should ask yourself.

While there are many considerations, there are three big questions you should ask yourself.

When you buy a new car, you typically need a down payment, which can be in the form of cash and/or a trade-in. You may have to come up with 5% or more of the new car’s value, depending upon factors such as your lender and credit rating.

When you lease a car, there is typically no down payment. Instead, you’re usually required to make the first lease payment and provide a security deposit equal to one or two monthly payments. If you don’t have the cash or trade-in for a down payment, but need a car now, leasing might be the best choice for you.

The Priorities

The first step is making sure you can afford the car. Do you have the cash to pay for the vehicle, or will you have monthly payments? If you have been diligently saving and can write the check for the vehicle, that solves this question.

Is paying cash for a vehicle the best option? That is a topic for another day. The point to be made is, yes, sure, while considering cash flow and long-term savings goals, you can afford the new vehicle; and, assuming so, what the best way to pay for it would be.

More specifically, should you buy or lease? Neither leasing nor buying has a clear advantage over the other. Many of the advantages and disadvantages depend upon your personal preferences and needs.

Few years even if you buy, you typically will need to sell your old vehicle. This generally involves negotiating the value of your trade-in or advertising in the local paper or on a website, such as Auto Trader. Be prepared to deal with inquiries and showing the vehicle to prospective buyers if you decide to advertise on your own.

If you plan to keep your cars for more than four years, then it may be better to buy. When you buy a car, whether you purchase it outright with cash or use a loan, you own it free-and-clear (once the loan is paid off, if you borrowed). Since you own the car, you can drive it as long as you want, sell it or trade it in for a new car.

Drive Much?

Contemplate your driving habits. A typical lease will include 12,000 to 15,000 miles per year. If you exceed this limit, at the end of the lease term you could be charged a per-mile fee for each mile over the contract limit. As mentioned above, when you buy a car, you’re free to drive it as much (and as far) as you like. So, if you drive a lot, buying may be a good option.

Most leases only allow “normal” wear and tear. If you are tough on your car, live in a crowded city or typically park on the street, a lease may not be the best choice since you will have to pay for any damages beyond normal wear and tear. Remember, neither option is inherently better than the other. It all depends on where you are in your life, what you’re looking to get out of your vehicle and your financial situation.

As with any major purchase, it’s always best to have a discussion with your financial adviser to educate yourself, and weigh the pros and cons of each option before making a decision.

Gary S. Williams is the president and founder; and Nicholas Ibello is wealth manager and associate vice president; of Williams Asset Management, in Columbia. They can be reached at 410-740-0220 and Gary@WilliamsAsset.com or Nick@WilliamsAsset.com.
Preserve Ethics, Integrity of Your Business With Each Hire

Starting a business isn’t easy. Growing a business can be even more difficult. As your team grows, it’s important to maintain the core values and culture upon which your organization was founded.

Employee theft is expensive. Losses can result from theft of supplies, product or by cheating hours on a timesheet. Dishonesty doesn’t just wreak havoc on the bottom line, it can also tarnish your brand’s reputation, drive away your customers, corrupt your company’s culture and weaken the integrity of other employees.

An honest business needs honest employees. Once you know what to look for, you’ll know who you can and can’t trust. Here are five best practices to help you hire for honesty.

Prioritize Honesty

Many employers make the mistake of jumping the gun and hiring people who have fancy educations or winning personalities — without checking to see if they’re trustworthy. You may get lucky, but why risk it when a bad hire can cause serious damage to your business? You can always teach people the skills to do the job, but you can’t teach integrity. People have it or they don’t.

To avoid making this mistake, make assessing for honesty an essential part of your hiring process. You may not come away with the most experienced or skilled employees, but at least you’ll be able to sleep at night, knowing you’ve got people on your team you trust.

Berkshire Hathaway CEO Warren Buffet said it best: “In looking for people to hire, you look for three qualities: integrity, intelligence and energy. And if they don’t have the first, the other two will kill you.”

Talent Your Job Post

Set the standard from the start. In your job postings, clearly communicate your core values and the type of employee you’re looking for. Don’t be afraid to state specific attributes and attitudes that align with your values.

When you’re clear about who you are and your expectations up front, you’ll have a better chance of attracting people who lead with integrity in everything they do.

Spotting Lies

Résumés are a breeding ground for deceit. Because few employers check them for accuracy, there is nothing stopping some people from stretching the truth or making false claims. If you really want to know who is legit, pay attention to these résumé red flags:

• Résumé Red Flags:
  • Job hopping or long unemployment gaps
  • Skills listed are inconsistent with past positions or education levels
  • Disparities between one’s résumé and other forms of communication
  • Stagnant career progress or regression
  • Inconsistent employment dates
  • Vague descriptions of responsibilities in past positions

According to a survey of more than 2,000 hiring managers by CareerBuilder, 36% of those in charge of hiring have caught job candidates lying on their résumés.

Interview Questions

There are endless questions you could ask in a face-to-face interview. But none are as valuable as those that target a person’s level of integrity. You can ask the prospect to describe a past ethical dilemma or about a mistake s/he made previously on the job that only s/he knew about and how s/he handled it. An easy question is, “Would you lie for me?”

Don’t Skip References

It’s important to always check references, and it’s surprising how often this step is skipped. At a minimum, you should be able to confirm dates of employment and if the person is eligible for rehire. If you have managers who hire directly, require them to make notes with names and dates references were reached.

Angie Barnett is president and CEO of the Better Business Bureau of Greater Maryland. She can be reached at 410-347-1900 and abarnett@greatermd.bbb.org.

Intel Flaws – Now What?

It’s not enough that there are viruses — Trojans, backdoors and “zero-day exploits” — out there, is it? It’s not, because there are flaws in the architecture of the processor chips that can be used to steal data from your computer or phone. A fair amount has been broadcasted on Spectre and Meltdown exploits. What are they?

First off, variations of these exploits can affect most every processor chip on the market. The 800-pound gorilla is, of course, Intel. But other competitors, such as AMD and ARM, are affected, though not as much; that means your Apple is vulnerable, as well as most PCs.

These flaws were first discovered last June by several independent research teams, including one from Google, called the Ensemble Project Zero, the function of which is to protect Google software and systems (including the Android software on your phone, as well as its search engine) from this stuff. It was shared with the processor manufacturers and some other software developers (think Microsoft and Amazon) in an effort to find fixes before it was executed by hackers.

This has been partially successful. Many patches have been issued to shield users, but not everyone installs every patch or update, especially if they have had un-happy consequences of updates crashing things in the past.

And that they can do. A few weeks ago, I had three clients whose computers did killer updates in Windows that required wholesale rebuilding. Not good.

Where To?

Anyway, how can a processor that’s supposed to be happily executing instructions leak data? It comes from our never-ending quest for speed.

Processors work tremendously faster than the memory chips that supply them the data. Rather than just wait around for the memory to deliver the instruction path, the processor will take a guess where it’s going next. This is called speculative execution. The processor executes some code while waiting, then when the data path arrives, it checks if the guess was correct.

If it wasn’t, it discards the results and runs with the new data. While nothing is lost (it was just using what would have been idle time), if it was right, time has been saved.

And time is the name of the game. Modern processors have three levels of processor cache that can be used for this speculation.

The specific techniques involved have names like “flush and reload” and “evict and reload,” which make the data still in cache memory long enough to be diverted to a side channel. Chaining together a series of these reads will allow the attacker to direct where the data comes from and where it goes — which is off to them.

This causes a breakdown in all the techniques, such as “sandboxing,” that manufacturers have created to try to shield data from leaking. Of the two, Spectre is the most damaging, since it works on all processor brands: Meltdown has a slightly different technique, called “branch target order execution,” which is specific to Intel.

JavaScript, Too

It is possible to write JavaScript code that will use these exploits while in a browser, such as Chrome, so there’s that way of introduction to your system. Research papers funded by the European Research Council, as well as the National Science Foundation and the Defense Advanced Research Project Agency, have documented this information.

Unfortunately, although they did give the manufacturers a heads-up in order to circumvent hacking, their papers offer a clear method (for those who can understand) for using the exploit. We can only hope that the head start provided enough time to create patches that work.

As for speed, unfortunately, closing off the speculative execution functions will slow the processing; so for most users, it will be uneconomical. For massive users, such as Google and Amazon Web Services, however, it will be a different story. They will have to come up with new work-arounds to build speed back again. This may take some time, and will be complicated by the always intense battle between hackers and protectors.

Something Lighter

The Consumer Electronics Show, referred to as CES, has taken place in Las Vegas. This was little this year in the way of groundbreaking technology between the new versions of Amazon TVs, though there was a flexible model that rolled up into a tube, and connected devices that work with Amazon Alexa and Google Assistant.

And there was hope for your bathroom.

Kohler was big with smart fixtures. It showed off its Verdera Voice mirror, which uses Alexa to control lighting and two built-in speakers, so you can check the news and the weather as you shave; there’s also a shower system with 12 water streams that is thermostatically controlled; then there’s the Numi intelligent toilet, which offers a heated seat, ambient lighting and two flush settings — in addition to playing music, Marvelous.

Unfortunately, the U.S. is far behind Japan in our mastery of toilet control technology. The Japanese have toilets that gently wash your butt and dry it with a stream of heated air, as well as play music, etc.

How dare we lose this race for consumer dominance? Write your congressmen. They have nothing to do but...
First State of Health Care in Howard Huge Success

One of the Howard County Chamber of Commerce’s (HCCC) first events of 2018 was its State of Health Care in Howard County member luncheon, which was a great opportunity for everyone in the packed ballroom to learn about the health care challenges the county faces, as well as future plans. The HCCC’s panel of health care industry leaders, including Steve Stangel, president of Howard County General Hospital (HCHG); Dr. Maura Rossman, health officer for the Howard County Health Department; Dr. William Sawyer, internist with Columbia Medical Practice; and Elizabeth Kromm, vice president of population health at HCHG, all of whom answered a variety of questions from moderator Paul Skalny, managing partner of Davis, Agnor, Rapaport & Skalny and chair of the HCHG Board of Trustees.

Skalny began the discussion by asking each panelist to describe his or her vision for the future of Howard County’s health care system. Each of the panelists spoke about the need for more collaboration between health care providers at all levels, including primary care physicians, urgent care facilities, the hospital, and the Howard County Health Department. All agreed that the only way to achieve the goals of better care at reduced costs is if all parties work together.

Rossman said the good news is that the number of uninsured citizens has gone down recently, which allows them to concentrate on quality of care, rather than focusing on access to care. She also noted that, although the opioid crisis is a problem in Howard County as it is in the rest of the country, the number of overdose deaths from opioids started to trend downward in the second half of 2017.

Rossman also revealed some big news for the community: With special funding from Gov. Larry Hogan, Grassroots Crisis Center soon will begin offering screening and referral to treatment around the clock.

Skalny closed the discussion with a question for panelists about what the business community should know about health care in Howard County. Kromm remarked that business owners are in a unique position to build a culture of health in their workplaces, and also mentioned the Healthiest Maryland Businesses program through the county’s health department that offers Workplace Wellness Specialists who can offer training, screenings and stress relief plans for a business.

Celebrating MLK, Jr., Day

The HCCC staff volunteered for the Howard County Food Bank on Dr. Martin Luther King, Jr., Day as part of the Howard County Day of Service. Chamber staff toured the Community Action Council of Howard County (CAC) and the new, larger Howard County Food Bank, now on Gerwig Lane. They learned all about the services offered and a lot about the food and other household items that are in highest demand for their clients, including diapers, pet food and peanut butter.

HCCC staff volunteered sorting and bagging the food, and taking donations collected at area grocery stores. All told, the HCCC collected and sorted more than 5,200 pounds of food and household items.

Thank you to the Community CAC and the food bank, and to Vaughn Greene Funeral Homes for sponsoring the HCCC team T-shirts for the event.

State of Howard

Join the HCCC for the State of the County Address with County Executive Kittleman on Thursday, Feb. 22, from 11 a.m. to 1:30 p.m., at Turf Valley, Ellicott City. For information, call 410-730-4111.

Columbia’s elections are just around the corner. This April, residents will cast votes for their village boards and for Columbia Association (CA) Board of Directors. Six villages will elect representatives to CA’s board — Harper’s Choice, Hickory Ridge, Oakland Mills, Owen Brown, Town Center and Wilde Lake.

This column is not another reminder about the importance of voting. It is a call for you to serve.

CA is a sizable organization, with an annual budget approaching $90 million, and more than 1,700 employees across various employment categories. We play an integral role, along with our many community partners, in providing Columbia with the high quality of life that has become its standard, and a major factor in the community’s designation as the No. 1 small city in the United States (by Money Magazine).

The individuals who serve on CA’s board represent the entire community, and to serve on the board on behalf of the community. While CA board members are elected from their respective villages, they represent and serve the entire community, and they are responsible for the well-being of the organization.

We want anyone who is considering running for a seat on CA’s board of directors to know more about the community and CA. That is why we are, again, offering two information sessions for prospective candidates.

The sessions will be held on Tuesday, Feb. 20, at 7 p.m.; and Saturday, Feb. 24, at 10 a.m., both at CA Headquarters, at 6310 Hillside Court, which is located off Stevens Forest Road and Broken Land Parkway.

Individuals from various backgrounds and all sectors can help CA as we move forward. CA’s board sets policies, oversees our budget and works closely with the county’s health department. So decisions and directions are being implemented and followed, and that the organization continues best practices in support of the community.

This is a volunteer role. We are very mindful of board members’ time and other commitments. On that note, CA’s board meets twice a month — a work session typically on the second Thursday evening of the month and a board meeting on the fourth Thursday evening. There are no meetings in August, and board members meet just once per month in November and December.

Join us at an information session. The setting and conversation are informal, with a focus on addressing questions you may have about the opportunity, about CA, about the community, and about the role of board members and how your service will benefit you and Columbia.

E-mail milton.matthews@columbiaassociation.org with questions/comments.
**Madeira**

I always encourage wine drinkers to look beyond what they regularly drink and try new ones. With such a wide variety of wines available, sticking to a couple of favorite brands or types of wine means you’re depriving yourself the pleasure of discovering and enjoying a whole world of unique and delicious bottles. This is Madeira, a wine that is unlike any other in the world.

**About Madeira**

You may be surprised to learn that Madeira was a favorite of American colonists. In fact, it was used during Thomas Jefferson’s toast at the signing of the Declaration of Independence. It was also served at the inauguration of George Washington.

Madeira is a fortified wine from the Portuguese island of Madeira, in the north Atlantic. It is produced in dry, medium dry, medium sweet and sweet styles, using mainly five different grape varieties. The dry styles can be enjoyed on their own as an apertif, whereas the sweet styles are perfect as an aperitif or with dessert.

What we know now as Madeira wine came to be during the primitive shipping conditions of the 17th century. The island of Madeira was a natural stop for ships traveling to India, China and Japan; ships anchored in the harbor of Funchal, the regional capital of Madeira, where they loaded up with wine for the voyage. On the way, the ships sailed around the Cape of Good Hope, where the wines were bottled in the hot sun and were damaged by heat and oxygen. The wine traders discovered that by adding alcohol to above 15% waterfronts, they were capable of aging for decades.

Single-Varietal Madeira is the highest quality Madeira and is made as both non-vintage blends and as a single vintage wine. These wines are very age-worthy and capable of aging for decades.

Friday, February 6

- **YPN Celerate Series.** 7:30–9:30 a.m. $15/$30. UMBC Training Centers, www.howardchamber.com.
- **Thursday, February 8**
  - **Multi-Chamber Power Networking Breakfast.** 7:30–9:30 a.m. $30/$35/$45. La Fontaine Bleue. www.naaacq.com or www.centralmarylandchamber.org.

Wednesday, February 14

- **Valentine’s Day Mystery at Historic Oakland.** 7–9 p.m. $45. www.valentinesmysteryeventbrite.com.
- **Tuesday, February 13**
  - **GCIA: Introduction to Fort George G. Meade with Col. Thomas Rickard, Garrison Commander.** 8 a.m.–10:30 a.m. $25. www.hclibrary.org.

**Making Madeira**

During fermentation of the pressed juice, it is fortified with grape spirits. Since the addition of grape spirits stops fermentation, the timing of fortification depends on the variety being produced. The timing dictates whether the wine will be sweet or dry. Malmsey, the sweetest style, is fortified when fermentation begins. Verdelho and Bual are fortified on the fourth day of fermentation. The Sercial gets fortified about 30 days after fermentation begins.

Next, the wine is heated using one of two methods — estufagem or canteiro.

- **Verdelho (Dry)** is a fresh and crisp style of Madeira. Mainly served as an aperitif, it also pairs well with light fish and vegetable dishes. It displays lemony citrus notes with a subtle floral note and a stony mineralicity on the finish. The slight sweetness is balanced by the bright acidity.
- **Bual (Medium Dry)** is a richer, more concentrated wine than the Verdelho. Bual is one of the most flexible Madeira styles for pairing with foods of varying richness. It has notes of spice, smoke and caramel.
- **Malmsey (Sweet)** is the richest and sweetest style of Madeira. It pairs well with rich desserts, like cake and ice cream, and is a dessert by itself. It is complex and loaded with aromas and flavors of cooked fruit, roasted nut and chocolate. Malmsey is capable of aging for decades.

**Types of Madeira**

There are two main types of Madeira — single and blended. Single is the highest quality Madeira wines produced primarily from four different grape varieties. Blended Madeira is usually lower in quality and less expensive; and there are some higher-end blended Madeira that carry a designation of age. Blended styles include the following.

- **Finest Madeira** is a 3-year-old blended style, made with the Tinta Negra grape.
- **Rainwater Madeira** is a blend that must be aged for at least three years before it can be released. Good on its own, this inexpensive style also can be used for cooking and for mixing in cocktails.
- **Reserve** has different meanings for Madeira wines. Reserve wines are 5-10 years old. Special Reserve is 10-15 years old and Extra Reserve is 15-20 years old.
- **20-Year-Old** is a blend of multiple vintages using wines from different years. A panel decides that the wine is at least 20 years old. Thirty-Year-Old and 40-Year-Old Madeira follow this same procedure.
- **Single-Varietal Madeira** is the highest quality Madeira and is made as both non-vintage blends and as a single vintage wine. These wines are very age-worthy and capable of aging for decades.

The island of Madeira was a natural stop for ships traveling to India, China and Japan; ships anchored in the harbor of Funchal, the regional capital of Madeira, where they loaded up with wine for the voyage. On the way, the ships sailed around the Cape of Good Hope, where the wines were bottled in the hot sun and were damaged by heat and oxygen. The wine traders discovered that by adding alcohol to above 15% waterfronts, they were capable of aging for decades.

Single-Varietal Madeira styles include the following.

- **Sercial (Dry)** is a fresh and crisp style of Madeira. Mainly served as an aperitif, it also pairs well with light fish and vegetable dishes. It displays lemony citrus notes with a subtle floral note and a stony mineralicity on the finish. The slight sweetness is balanced by the bright acidity.
- **Verdelho (Medium Dry)** is a richer, more concentrated wine than the Sercial. Verdelho is one of the most flexible Madeira styles for pairing with foods of varying richness. It has notes of spice, smoke and caramel.
- **Bual (Medium Sweet)** is incredibly aromatic and complex. It is great with any estate made with this wine. Bual is loaded with aromas and flavors of roasted coffee, salted caramel, dark chocolate, dates and raisins.
- **Malmsey (Sweet)** is the richest and sweetest style of Madeira. It pairs well with rich desserts, like cake and ice cream, and is a dessert by itself. It is complex and loaded with aromas and flavors of cooked fruit, roasted nut and chocolate. Malmsey is capable of aging for decades.

Friday, February 16

- **MCE: The Fundamentals of Rela**
- **Sunday, February 18**
- **HBC, holds a Certification Diploma from the Sommelier Society of America, and Intermediate and Advanced Certificates from LHC Wine and Spirits Education Trust. He can be reached at sippingwithsam@verizon.net.

**Try Some**

Some of the aged, single-varietal Madeiras can be pricey. If you are trying Madeira for the first time, a good place to start might be a single-varietal Reserve; you choose if you want dry or sweet. Just remember that even the dry Sercial Madeira has a touch of sweetness. Blandy’s and Broadbent are two producers that you might find easily. Expect to pay in the mid-$20s for the reserve.

Madeira is very food-friendly and, with the different types, you can pair one with each course of an entire meal. Cheers.

Sam Audia is a former advertising and marketing professional with 20 years of experience in the wine and spirits industry, he is a wine specialist at Bay Ridge Wine & Spirits, in Annapolis, holds a Certification Diploma from the Sommelier Society of America, and Intermediate and Advanced Certificates from LHC Wine and Spirits Education Trust. He can be reached at sippingwithsam@verizon.net.
Kittleman Sends Letter to Martirano, School Board Concerning Mission Road School Site

Below is a letter sent by Howard County Executive Allan Kittleman on Jan. 12 to the Howard County Board of Education and Interim Howard County Public School System Superintendent Michael Martirano to discuss the possibility of building a new high school at Troy Park at Elkridge.

"If it would be helpful, I am more than willing to meet with you and the other members of the Board of Education and representatives from our Recreation & Parks and Public Works departments to address any questions or concerns you may have regarding either of these two locations."

"Once again, thank you for your continued cooperation as we work together to provide our Maryland’s children with the best possible educational experience and to relieve overcrowding in our schools."

City of Laurel Looking for Residents' Input on MAGLEV Project

Laurel Mayor Cyntoya Johnson and Presi- dent Michael Lesczcz and the Laurel City Council, have been following news about a proposed high-speed MAGLEV project that could be built through Prince George’s County. The city is asking for input from residents.

In addition, Moe recently wrote a letter to Gov. Larry Hogan opposing this project, one reason being it “will cut through Prince George’s County, taking people and property away from the county, damaging our environment, but providing no benefit to the greater Laurel area or Prince George’s County” (more reasons that can be read at https://tinyurl.com/OpposingMAGLEV).

A meeting was held on Jan. 10 to introduce the first public hearing on Resolu- tion No. 2-18, a resolution of the Mayor and City Council of Laurel opposing the high-speed Superconducting Magnetic Levitation (SMAGLEV) system between Washington, D.C., and Baltimore. The public is encouraged to call Moe’s office at 301-725-5300, ext. 2125, or to contact him at laurelM@laurel.md.us.

Terrasa to Enter District 13 Race

Howard County Councilwoman Jen Terrasa has announced her intention to run for Maryland State De- legate in District 13 to replace Del. Frank Turner, who is retiring at the completion of his current term in 2018.

In a post on her Facebook page on Jan. 6 – one day after Turner made his retirement plans public – Terrasa said her decision was not an easy one and that what to do next after her third council term ends (due to term limits) in 2018. “I knew that I wanted to continue working with the council and that it was important to do what I could to serve our community and help those individuals and concerns, solve problems and improve life for everyone in Howard County,” she said.

Teresa ran five re-election bids since she was first elected to the House of Delegates in 1974. “I do believe, after some soul-searching, that this is the right

time to bring a replacement to voice the interests, concerns and issues of District 13,” he said.

ICEDA Releases Economic, Fiscal Assessment Regarding County’s Path to Retirement

With the recent unveiling of the How- er County Adequate Public Facilities Or- der (APFO) legislation (CB1-2018), the Howard County Department of Economic Development Authority (ICEDA) has released an independent high-level assessment of the bill’s possible impact.


Arundel Announces $48M Public Safety Radio System Upgrade

Anne Arundel County has announced a $48.4 million capital construction con- tract to replace and improve the public safety radio system in the county. The project will replace all first responder me- dia, portable and network radio equipment and comply with P25 public safety radio industry standards, providing improved interoperability between the county and its neighboring jurisdictions.

The contract with Motorola Solutions requires guaranteed in-building portable radio coverage inside of 196 critical build- ings throughout Anne Arundel County. These buildings include schools, hospitals, police stations, fire stations and govern- ment buildings. The system will address many current system coverage issues and will provide improved radio coverage inside of structures throughout the county.

During the past four years, the local company was a 20% winner from the previous year and included 19 building sales. During the past four years, the local office has had more than 96 - 12 sales, including 14 brokerage agents, as well as five professionals working for Lee Chessapeake Property Management.

Lee & Associates Maryland’s Transactional Volume Rises 33% to $350M in 2017

Lee & Associates Maryland achieved transactional volume of $350 million in 2017 on the strength of 182 separate commercial office, industrial and retail transactions, a figure that represents a 33% increase from the previous year. The number of transactions completed by the company was a 20% rise from the previous year and included 19 building sales.

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Turner has won five re-election bids since he was first elected to the House of Delegates in 1974. “I do believe, after some soul-searching, that this is the right
Security's team onboard, EY can increase its focused and comprehensive coverage on application and product security.

EY recently opened an advanced cybersecurity center in Dallas, Texas, as part of EY wavespace. The cybersecurity center will bring together multi-disciplinary, distinct capabilities and collaborative working environments focusing on disruptive growth, optimization strategies and technologies. It will also serve as a resource to help train clients and EY's next generation of cybersecurity professionals.

Arundel Anneal to Open Library at Westfield Annapolis Mall

Discoveries: The Library at the Mall, the Arundel County Public Library (AACPL), is slated to open a new location at Westfield Annapolis (Annapolis Mall) on April 30. It will be located in a 1,900-square-foot space in the west wing of the mall, across from Under Armour and near Crate & Barrel.

The first mall library in Central Maryland, this partnership will provide services to area residents and mall customers during the rebuilding of the Annapolis branch of the AACPL, which is located at 1410 West Street, in 2018 and 2019.

The branch is made possible through the support of the AACPL Foundation and Westfield Annapolis.

Attendees will be able to read the new classic books for kids, teens and adults; comfortable seating; a Discovery Dock children’s area; WiFi; self-checkout capabilities; public computers; DVDs; a 3-D printer; and an area to pick up materials placed on hold. Staff also will offer weekly early literacy programs and educational events for kids and teens.

ACell Kicks Off Construction of State-of-the-Art Learning Center

ACell Inc. has hosted a wall-breaking ceremony to kick off construction for a new learning center at its Columbia headquarters. ACell is partnering with Axis Research & Technologies, of Irvine, Calif.; Howard County; and the state of Maryland to provide the new resource, which will facilitate advanced training and education opportunities in the life sciences industry.

The learning center will include facilities to host on-site, hands-on programs, as well as a novel technology platform to conduct virtual training events including live broadcasts and advanced video conferencing. The facility will be designed to meet the needs of medical device manufacturers, health care systems and health care practitioners.

ACell plans to utilize the center to train its team of more than 300 employees, as well as to help train clients at the center to assist with training health care practitioners in the areas of wound management and general surgery. It is scheduled to open in July.

The Squires Group Launches New Website, Brand Identity

The Squires Group, headquartered in Annapolis, has launched a new website featuring its new build great brand identity. Company President Eric Galasso and Director of Marketing and Operations Apurva Shah led the effort, and worked with Haley Marketing, from Buffalo, N.Y., to help create the concept, design, content and user experience.

Flying Brick, also of Annapolis, assisted with the creation of TS吉’s brand identity.

“In addition to our new design, the site is also rich in expanded features and content. In the Search jobs section, candidates will be able to connect directly with and see a photo of our resource manager that will assist them with their career search,” said Nancy Squires, CEO of TS吉．

“I strongly believe in providing personal interaction and service to all of our candidates and clients, whether they’re calling us or virtually interacting with us on our website,” Squires said. “With the updated design and content, our new website will be a fingerprint that will quickly view our relevant industry experience and past performance case studies.”

BWI Marshall Announces Record-Breaking Passenger Traffic

Passenger traffic at BWI Thurgood Marshall Airport surpassed 26 million passengers in 2017, marking the third consecutive year of record passenger traffic. In addition, an updated economic impact study revealed that the airport produces more than $9.3 billion in total economic activity for the state and region, and has added 8,751 jobs since 2015.

Regional Economic Impact of BWI Marshall Airport report shows that the airport and visitors generate support 106,488 jobs. The growth of 8,751 jobs represents an 89.5% increase from the last airport economic study, which was based on 2014 data. BWI Marshall’s economic activity creates and supports $4.1 billion in total employment earnings, along with $591.9 million in state and local taxes, the report shows. The 2017 statistics on cargo and number of flights are being finalized.

British American Auto Care Renamed BA Auto Care

After four decades of operating under the name British American Auto Care, the company has officially shortened its name to BA Auto Care. The company and its leadership team will now maintain the same management staff, team, phone number and location. The auto shop has been servicing most of Anne Arundel County for over 40 years, however the new name heightens its appeal to owners of a wider range of vehicles.

Often, I get questions from neighbors even people who aren’t our customers asking whether we service their [non-British] European or Asian car. Although we have a rich heritage as British American Auto Care, our new name is one that is more relevant,” said Brian England, president of BA Auto Care. The website will change to www.baautocare.com.

Loyola’s Accounting Program Earns Industry Endorsement

The accounting program at Loyola University Maryland’s Sellinger School of Business and Management earned endorsement from the Institute of Management Accountants (IMA), a professional association dedicated to advancing the management accounting profession.

Endorsement means educational programs that meet educational standards enabling students to pursue and earn designation as a certified management accountant. The program has received a significant endorsement, which is accredited by the Association to Advance Collegiate Schools of Business, which has only accredited 169 of the thousands of programs around the world.

SBA Baltimore District Office

The U.S. Small Business Administration’s (SBA) Baltimore District Office has relocated to 100 South Charles Street, Suite 1201, Baltimore, MD 21201. All phone numbers and email addresses remain the same. The office serves the state of Maryland, with the exception of Prince George’s and Montgomery counties, which are served by the SBA’s Washington Metro Area District Office.

The SBA was created in 1953 and, since 2012, has served as a CABI-level agency of the federal government to aid, counsel, assist and protect the interests of small businesses, concerns, to preserve and protect the free enterprise system, and to maintain and strengthen the overall economy of our nation.

BWI Marshall to Welcome Icelandair in May

Icelandair will start nonstop service from BWI Thurgood Marshall Airport to Reykjavík, Iceland, with four weekly round-trip flights starting on May 28. Icelandair’s hub in Reykjavik connects 44 cities in 18 countries in Europe. Icelandair will offer the service between BWI Marshall and Iceland with its Boeing 757-200 aircraft.

Icelandair is the fourth international air service for BWI Marshall to be announced in recent months. Air Canada will add service to Montreal in May, TUI Airlines will begin service to Dusseldorf in June and JetBlue will add service to Montego Bay in March and tour operator Vacation Express announced seasonal flights to Cornwall starting in June.

MacKenzie Selected to Represent Anne Arundel County

MacKenzie Commercial Real Estate Services has been awarded the contract to represent Anne Arundel County for its See Business Briefs, page 29
NEAP Names Hammond ‘School of Opportunity’

Hammond High School is one of only eight schools in the country to be designated a School of Opportunity by the Boulder, Colo.-based National Education Action Policy Center (NEAP). Hammond was recognized for demonstrating extraordinary commitment to equity and excellence by engaging in proven practices that close opportunity gaps and give all students the opportunity to succeed.

“Hammond exemplifies our strategic call to action by providing equitable learning experiences so every student can be successful,” said HCPS Interim Superintendent Michael Martinaro. “This award illustrates that great things happen when we open access to enrichments, challenge students appropriately and back them up with the supports that help them succeed.”

Hammond’s curriculum is grounded in project-based learning. The school has encouraged students to take at least one AP or honors level each school year and has significantly increased African-American enrollment in its Advanced Placement courses. It also has seen increases in graduation rates from 2010 to 2016. African-American students increased their graduation rate from 80% to 92%, Hispanic students from 81% to 95% and students with special needs from 56% to 80%.

To be designated a School of Opportunity, high schools must demonstrate outstanding achievement in at least four of 10 criteria areas that include: broad and enriching learning opportunities; a healthy school culture; use of a variety of assessments; support for teachers as professionals; meeting the needs of students with disabilities; English language minority students; services and supports including mental and physical health; challenging, culturally relevant curriculum; and parent/community engagement.

Candidates for CA Board Invited to Information Sessions

Columbia Association (CA) will host two information sessions in February for those who are considering a run to become a member of CA’s board of directors. The sessions will be held on Tuesday, Feb. 20, at 7 p.m., and Saturday, Feb. 24, at 10 a.m., on both occasions at CA Headquarters, 6310 Hillside Court, located off Stevens Forest Road and Broken Land Parkway.

CA’s board of directors has 11 members — one representative from each of Columbia’s 10 villages plus CA’s president/CEO. Representatives from the villages serve a two-year term, depending upon each village’s bylaws. In late April 2018, six villages will hold elections for their representative to the CA Board of Directors: Harper’s Choice, Hickory Ridge, Oakland Mills, Owen Brown, Town Center and Wilde Lake.

Potential candidates are encouraged to attend and learn more about Columbia Association, the role of its board members and how service on the board impacts the community. The goal of the sessions is to have a conversation with residents, including addressing their questions about this opportunity so they can make an informed decision about seeking a seat on CA’s board.

Howard Seeks Nominations for Excellence in Programs for Children

The Howard County Office of Children and Families is seeking nominations for people, programs and organizations that have made a positive impact on the lives of Howard County children for the 19th annual Celebrating Successes for Children awards program.

The program honors people, programs or services that make a difference and serve children in one of the following categories:

• Infants and Toddlers (0–3 years)
• Preschool-Age Children (3–5 years)
• Elementary-Age Children (Kindergarten–5th)
• Middle-School and High-School Age Children (6th–12th)
• Mixed-Aged Group (person or program that works with children of different ages)
• Making a Difference Youth Award (youth under the age of 18 who have initiated positive change in the community either as individuals or as part of a group)

Nominations will be accepted online at www.howardcountymd.gov/CelebratingSuccesses through Friday, March 2. For more information, contact the Office of Children and Families at 410-313-1940 (voice/relay) or email children@howardcountymd.gov.

Nominations will be recognized during the Month of the Young Child at the county’s 19th annual Celebrating Successes for Children ceremony on Thursday, April 6, at Ten Oaks Ballroom, Clarksville.

Leadership Program Registration Open for Howard Middle School Girls

Maryland Leadership Workshops, a division of Leadership Maryland, announced that registration is open for its 2018 Journey program for Howard County middle school girls. The organization also announces UMBC is the new host for the program, to be held July 15–21. Female students residing in Howard County and entering grades 8 or 9 in fall 2018 are eligible to apply.

This program is tailored to meet the needs and experiences of girls in middle and high school, and includes workshops focusing on topics such as empowerment and motivation, communication, decision-making skills, self-awareness and building healthy relationships. It also includes small and large group projects for girls to apply and get feedback on their leadership and interpersonal skills; one-on-one interactions between staff and girls to address specific areas of individual growth and identity an action plan for post-site implementation; and recreational activities and team building games.

Registration is available at www.mlww.org and closes on May 15. Scholarships are available. For more information, see Nonprofit, page 30.

Business Briefs, from page 28

real estate requirements. MacKenzie will utilize its full spectrum of commercial real estate offerings including brokerage services, consulting, and mapping and data analytics to effectively position the county’s real estate holdings.

The assignment will be led by industry veterans Trish Farrell and David McClatchy and serviced from the firm’s Annapolis office.

HCEDA Concludes Operations at Millworks in Historic Ellicott City

As part of the recovery effort after the July 2016 flood, the Howard County Economic Development Authority (HCEDA) rented and rehabilitated the space at 8096 Main Street as a business resource center. The former warehouse building, called Millworks to represent the town’s historical milling economy, was converted into its original use as a place for businesses to rent in Ellicott City, which is back to almost full occupancy in the historic district.

Howard DPW to Host Public Meeting on Ellicott City Building Flooding Study

Howard County’s Department of Public Works (DPW) will hold a public meeting on Wednesday, Feb. 21, from 7 to 8:30 p.m. in the Howard County Department of Building’s Columbia/Ellicott City Room, at 3430 Court House Drive, Ellicott City, to discuss the results of an Ellicott City building flooding study.

The study, which evaluated building types and flooding options, was conducted by the U.S. Army Corps of Engineers (USACE). While the study’s target area consisted of Historic Ellicott City, primarily Main Street from Route 29 at the Patapsco River to the Patapsco Parkway, its results and recommendations can be applied countywide. Possible options for property own-
Get a Closer Look at CA in ‘Excite Columbia’

Get a closer look at Columbia Association (CA) in March in the “Excite Columbia” citizens academy. The free three-week program begins Tuesday, March 6, and concludes on Tuesday, March 20. Classes are held once each week from 6:30 to 8:45 p.m., at CA headquarters, 6310 Hillside Court, off Stevens Forest Road and Broken Land Parkway.

Excite Columbia educates and informs residents with an in-depth view of how CA operates and serves the community through its many departments and programs. The citizens academy also provides a forum for CA and community members to interact and engage with one another—an informal setting to talk about your vision for the future of Columbia.

For more information, email info@hocourts.org or call 410-313-2787 or email info@hocourts.org.

Registration Opens for Glen Mar Golf Classic to Benefit Grassroots

Registration is open for the 7th Annual Glen Mar Golf Classic, which is set for Monday, May 14, 2018, from 7:30 a.m. to 1 p.m. at Elkridge Golf Course in Elkridge. The event, hosted by Glen Mar United Methodist Church, will benefit Grassroots, Howard County’s 24-hour crisis intervention center, which shelters homeless individuals and families.

The tournament includes a continental breakfast, silent auction and luncheon. In addition to trophies for the three four-somes having the lowest scores, prizes will be awarded to the Winning Senior Team and Winning Women’s Team for longest drive and closest to the pin, for men and women. There will also be the opportunity to win prizes for a hole-in-one, a putting contest and a “ impulse buy” contest.

Sponsorships are available from $2,000 for Presenting Sponsor level to $250 for hole sponsorship. All proceeds are available for CA’s open space management and facility services; energy management program; watershed management program; and a discussion about your vision for the future of CA and Columbia Association.

For more information, email Communications@ColumbiaAssociation.org.

Kittelman Announces Director for Howard County Executive Environment Department

Executive Allan Kittelman has announced the appointment of Judi Irwin to lead the Howard County Executive Environment Department. Since 2013, Irwin has served as chief financial officer for the Maryland Environmental Service (MES), in Millersville.

MES Names Wojton

The Maryland Environmental Service (MES) has named Cathy Wojton deputy director. Wojton will serve as chief operating officer for the organization and as a member of its board of directors. Wojton was promoted from her recent position as MES chief of staff.

CA Hires Sewell-Williams to Head Columbia Archives

Columbia Association (CA) has hired Lela Sewell-Williams as the new manager of the Columbia Archives. She has worked for two decades as an archivist. She was the first archivist at South Carolina State University, a manuscripts librarian at The Schomburg Center for Research in Black Culture of the New York Public Library and the initiator and project archivist for The Schomburg Center’s Hip-Hop Archive Project.

HCCEF Announces New Board Members

The Howard Community College Educational Foundation (HCCEF) appointed two new members to the board of directors. Charlie Camp and Nanci Cald. Camp is a vice president for M&T Bank and oversees the Howard County Business Banking group; Caldar serves as the program director and chair for Howard Community College’s fully accredited Medical Laboratory Technician Program.

MUIH Adds Two Therapists

The Natural Care Center at Maryland University of Integrative Health (MUIH) has added two new therapists to its staff. They are Myron Kimble-Marvel, who is working on an M.S. in clinical herbalism at MUHI, and Jessica Smith, a Dr. Vodder School International Certified Lymphatic Decongestion therapist.

The Columbia Bank Names Local Branch Manager

Kevin Jordan was named branch manager at The Columbia Bank’s Gateway Plaza office. He comes to the bank from SunTrust Bank, where he held the same title.

Ellison Joins IMPACTHR as Senior Consultant

For the fourth time since 2014, Anthony Ellison has been named the Swanepoel Power 200 list of the most influential people in residential real estate. This year, he checked in at number 165; more than 3,000 executives were considered for inclusion on the 2018 list.
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YPN Mixes It Up at Two Merriweather

The Young Professionals Network (YPN) of Howard County Mixer was held on Jan. 10 at the new Two Merriweather building in Columbia.

Photo: baltimoresnap.com

Pictured, from left, are YPN Board Member Mary Beth Dulin, YPN Chair Eric Pfoutz and Elyssa Auerbach. Photo: baltimoresnap.com

HCCC Honors Martin Luther King, Jr.

The Howard County Chamber (HCCC) staff took part in the countywide Day of Service to honor Dr. Martin Luther King, Jr., by volunteering at the Howard County Food Bank. Pictured, from left, are the chamber crew: Kristi Simon, Brie Yearwood, Jon Nitz, Leonardo McClarty, Karen O’Connor, Kristin Mentz and Sylvie Porter.

Hogan Addresses the MTC

Gov. Larry Hogan has been making the rounds these days, and one of his many stops in mid-January was at the Maryland Tech Council’s (MTC) Leadership Dinner. The event was held at Loews Annapolis Hotel.

MBRG Salutes Legislative Boosters in Annapolis

Duane Carey, left, of Impact Marketing and Maryland Business for Responsive Government (MBRG), and Frank Avena, right, Avena Contracting and MBRG, addressed the gathering at the organization’s Legislator’s Reception. It was held in the Duke of Gloucester Ballroom at the Maryland Inn, Annapolis.

Smoothie King Supports Clemens Crossing

From left, Smoothie King Wilde Lake Owner Chris Avalos and Clemens Crossing Elementary School Principal Ed Cosentino signed a partnership. It supports the Positive Behavior Interventions and Supports (PBIS) program, as well as providing incentives for students exhibiting positive academic and social behaviors.

A Winter’s Hideaway

Members and guests of the Central Maryland Chamber ate well at the Networking Mixer at The Hideaway, in Odenton. Pictured are Rob Brigham, A Better Way Computer Recycling; Matt Stovick, AFLAC; Andrew Shaffer, Shaffer Ingenuity; Michael David Rinker, Event Butterly; and Sharon Zhang, a guest.

HCC DrugFree Addresses Columbia Patuxent Rotary

HC DrugFree Executive Director Joan Webb Scornaienchi, center, and HC DrugFree Board Member and Deputy State’s Attorney Kim Oldham, right, provided an update at the Columbia Patuxent Rotary club meeting. Rotary’s Cliff Feldwick is on the left.

HTC Office Party at Phoenix TS

The Howard Tech Council (HTC) held its monthly office party on January 16 at Phoenix TS. Photo: Howard County Economic Development Authority

FBLA Regional Conference

At the Future Business Leaders of America (FBLA) Regional Leadership Conference, which was held at Long Reach High School, John and Joan Webb Scornaienchi presented the Gaining a Competitive Edge workshop to Howard County students. Shown, from left, are John Scornaienchi, Grant Thornton; Megha Sharma, Long Reach High School FBLA and Region 5 vice president; and Joan Webb Scornaienchi, HC DrugFree.

LHS Honors Those Who Give Back

The Laurel Historical Society (LHS) honored volunteers on Jan. 21. Back, from left, are LHS President Steve Hubbard, Maggie Hubbard, Michelle Freeman, Lisa Everett, Volunteer of the Year Karen Sullivan, Monica Sturdivant and Eileen Collins. At the front is LHS Board Chair Jhanna Levin.

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LHS President Steve Hubbard presents the 2017 Volunteer of the Year Award to Karen Sullivan.

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