Maryland Korean Way
Opening Cultural Doors

By Susan Kim, Staff Writer

Andrew Yang has a ready way of describing the level of awareness people have for Korean culture and contributions in his neighborhood. “You always see the movie ‘The Karate Kid’, but never ‘The Tae Kwon Do Kid,’” he said. “People tend to group the Asian martial arts into one big category.”

So a year ago, Yang set out to change that issue by opening JS Taekwondo, a studio in Ellicott City where he teaches an art of self-defense that originated in Korea more than 2,000 years ago. The name is self-descriptive: “tae,” meaning “foot,” “kwon” meaning “hand,” and, perhaps the most important syllable, “do,” meaning “the way.”

To Yang, “do,” means a way of life. “As a Korean, it’s an honor for me to introduce my home country’s martial art to people in this area. It’s part of Korean culture and history.”

Yang’s is one among many businesses included on a new website, Maryland-KoreanWay.com, which is designed to introduce people to the culture and history.

The website is part of the Maryland’s Korean Way Culture Trail, which was officially launched on May 1 by Visit Howard County, in partnership with the Howard County, in partnership with the Baltimore National Pike, from Normandy Plaza to Turf Valley. The roadway was designated the “Korean Way” in 2016 by the Maryland’s Department of Transportation. The website is designed to promote cultural, dining and recreation experiences along a five-mile stretch of Baltimore National Pike, from Normandy Plaza to Turf Valley. The roadway was designated the “Korean Way” in 2016 by the Maryland’s Department of Transportation.

The website is part of the Maryland’s Korean Way Culture Trail, which was officially launched on May 1 by Visit Howard County, in partnership with the Howard County Chamber of Commerce. The website is designed to promote cultural, dining and recreation experiences along a five-mile stretch of Baltimore National Pike, from Normandy Plaza to Turf Valley.

Yang’s is one among many businesses included on a new website, Maryland-KoreanWay.com, which is designed to introduce people to the culture and history.

The website is part of the Maryland’s Korean Way Culture Trail, which was officially launched on May 1 by Visit Howard County, in partnership with the Howard County, in partnership with the Baltimore National Pike, from Normandy Plaza to Turf Valley. The roadway was designated the “Korean Way” in 2016 by the Maryland’s Department of Transportation. The website is designed to promote cultural, dining and recreation experiences along a five-mile stretch of Baltimore National Pike, from Normandy Plaza to Turf Valley. The roadway was designated the “Korean Way” in 2016 by the Maryland’s Department of Transportation.

The website is part of the Maryland’s Korean Way Culture Trail, which was officially launched on May 1 by Visit Howard County, in partnership with the Howard County, in partnership with the Baltimore National Pike, from Normandy Plaza to Turf Valley. The roadway was designated the “Korean Way” in 2016 by the Maryland’s Department of Transportation.
Two Junior Hockey Clubs to Begin Facing Off in Piney Orchard

By Mark R. Smith, Editor-in-Chief

In 2006, the Washington Capitals vacated the National Hockey League (NHL) team’s long-time practice facility, Odenton’s Piney Orchard Ice Arena, to move to a new, modern, dual-rink facility in Northern Virginia, the Kettler Capitals Iceplex. What followed during the next decade at the old barn back in Maryland was a mixed bag. While the rink was still used by area teams, organizations and the local community, it was also in a period marked by a lack of investment, which it lacked to the point where the planned addition for a second sheet of ice was abandoned.

That was the situation until two years ago, when the facility was purchased by Black Bear Sports Group (BBSG) and Piney Orchard Equity LLC, a partnership that invested $750,000 in upgrades to the structure while it looked to acquire a junior hockey (which is similar to Major League Baseball’s minor league system) team to play at the arena.

Today at the rink, there is much reason for optimism. Not only are plans going forward to build the addition with the second sheet of ice in a market that badly needs more capacity, but BBSG has purchased not one, but two junior franchises: one in the Tier 2 North American Hockey League (NAHL) and another in the Tier 3 Eastern Hockey League (EHL).

They are scheduled to begin play at the Piney Orchard Ice Arena this fall for the 2018-19 season.

The Setup

There may not be NHL players hanging around the rink much, but there will be increased vibrancy with NCAA and NHL scouts in the stands, assessing players in the 16-21 age range as they vie for spots with NCAA division 1, 2 and 3 programs — as 1,300 NAHL players have made NCAA commitments, with 17 more drafted directly out of the league into the NHL during the past five years.

BBSG’s acquisition of the franchise was made possible three years ago when the NAHL, which was founded in Michigan in 1976 and operates out of four regions of the U.S., decided to create an East Division, in which Maryland will become the sixth team.

“Our roots are in Michigan, and the league was once more of a regional operation,” said Alex Kyrias, director of communication for the Frisco, Texas-based NAHL. “We eventually merged with the American West Hockey League, adding teams from the Dakotas and Alaska, plus some expansion franchises. Then we started to grow in the south, into Texas,” which has evolved into a hotbed for the sport.

There were only six to 12 teams in the NAHL until 2003, but that number has fluctuated between 20–28 teams since. The addition of Maryland puts six teams in all four divisions,” Kyrias said. The teams play 60 games per season, starting with four games for each at a showcase event that starts the season in Minnesota, then 28 games at home, 28 away, all against division rivals.

Working Model

The local market is attractive to the NAHL “for various reasons,” Kyrias said. “There is a good talent pool, not just locally, but in the mid-Atlantic. Hopefully, many of the players (who will try out in May, before the June draft) will be local,” he said, “but we know that more players will come from all over the region and country, and maybe even from Europe.”

Kyrias went on to say that the Tier 1 United States Hockey League (USHL) and the NAHL are “away above any other league in terms of players getting NCAA opportunities and occasionally players drafted directly into the NHL.”

Players who hone their skills on youth teams, like Burton Hockey’s Metro Maple Leafs, will soon be able to see a new level of the sport of which to aspire when two junior teams begin play at Piney Orchard Ice Arena.

See Hockey page 4
Anne Arundel Chamber Celebrates Centennial

By George Berkmeyer, Senior Writer

Founded in 1918 as the Annapolis Chamber, today's Anne Arundel County Chamber of Commerce (AAACC) celebrates a significant 100th anniversary in 2018. The chamber has changed during the organization's existence, particularly in terms of the community it serves and the service it provides.

"The original chamber was established by members of the Annapolis Club, which was a businessmen's social club," said AAACC President and CEO Bob Burdon. "They located the chamber in the downtown Annapolis area, which is where all the businesses were at that time. The rest of the county was farm fields."

Today, AAACC membership exceeds 1,200 and includes businesses, nonprofits and government agencies from all corners of the county and throughout central Maryland, in addition to a few from out of state.

Celebration activities are scheduled throughout the year, said AAACC Business Development Director Karen Cline, and include a special Party of the Year that will take place on May 16 at the U.S. Naval Academy (USNA)'s Navy-Marine Corps Memorial Stadium.

History of Growth

Over the years, the AAACC changed its identity as it adapted to changes in Anne Arundel County, with one of the first business influences coming from a realignment of Route 2 into the four-lane Ritchie Highway between Annapolis and Baltimore in the 1930s.

As commercial development took root along the highway after World War II, the Annapolis Chamber remained itself, the Annapolis & Anne Arundel County Chamber of Commerce and created a committee focused on county business concerns.

"We were a nimble group," Burdon said. "When the new Route 2 came the AAACC changed its name back to the Annapolis Chamber of Commerce and focused exclusively on city business concerns.

The two organizations reunited in 1999 to avoid membership and program duplications, emerging once again as the AAACC.

Two years ago, the chamber officially dropped the Annapolis designation in its name. (Although Annapolis was dropped from its name, the chamber still uses a triple-A in its abbreviation.)

Burdon, who has announced his retirement from the chamber effective June 1, served as executive director of the Trade Council from 1997, and transitioned to chamber president and CEO after the merger.

"One of the critical things we’ve done under my administration is work to position the chamber as a consensus builder in the communities we serve," Burdon said. "We’re in a polar environment. We’ve found a niche to be in that role, and in an advocacy role for a strong economy [that is] conducive for an excellent quality of life in the county."

Programs, Advocacy

Throughout the year, the AAACC hosts four large events, which include the Business Hall of Fame (scheduled Nov. 1 at Live! Casino) and the annualHoliday Mixer at Woodlands Garden. The chamber’s Legislative Breakfast, held each January, provides a lively discussion of local legislative and political issues. While the annual Excellence in Education Awards, held last month, honor the county’s best teachers.

"Aside from these events, we also hold an education forum, an economic development forum, a monthly Business Builders Breakfast, after-work networking mixers and multi-chamber events that facilitate interaction with other smaller chambers in the county," Cline said.

"This year, we added new member orientation events that take place in January and July."

From an advocacy standpoint, "we’ve been urging [elected officials] to pay closer attention to transportation infrastructure in Anne Arundel County," Burdon said. "It’s critical from the standpoint of economic development."

The chamber is also an advocate for the concept of a shared environmental responsibility, he said. "We’re all in the same boat, businesses as well as residents."

And when it comes to education, "we’ve been very concerned for a number of years that we’re losing the top 10% of our high school graduates to out-of-state colleges and universities, and very few of them return," Burdon said. "We don’t feel the University of Maryland is doing enough to encourage them to stay in the state."

The trend dates back at least to the Gov. Parris Glendenning administration, Burdon said. "They can’t get regular admittance to the state university, so they wind up in the northeast or down south."

In other words, local jurisdictions make a significant contribution to these students' education, but don’t reap the benefit when they leave the state for higher education and decide to work or create businesses elsewhere.

"Rather than trying to attract top-flight students from around the nation or the world, we’d like to see the university system get back to its roots and pay more attention to students from the state that was set up to serve," Burdon said.

Party, Party, Party

AAACC’s centennial celebration will last throughout the year, said Cline, with the largest event taking place May 16 at Navy-Marine Corps Stadium.

"It's not a formal sit-down event, but a party celebration organized as a walk through the decades, with great food, an open bar, and the Dan Haas Band providing live music," she said. "We’re planning to highlight our history through technology rather than speeches. It’s a celebration of 100 years, not an anniversary."

As part of the festivities, chamber members are invited to purchase one of 100 footballs that will be dropped into the stadium by helicopter, with three footballs chosen at random for prizes that include $2,500, two round-trip tickets from Southwest Airlines, and a U.S. Naval Academy tailgate-game package.

In a lead-up to the main event, chamber officials scheduled visits to nine of the organization’s oldest member companies to deliver champagne and balloons to thank them and recognize their longevity.

Those companies consist of Tichman Co., which joined in the early 1960s; BG&E, which joined in 1968; and the list of companies that trace their membership back to 1972: Kaelch Brothers; Millen Building Wimbly Stone; the Annapolis Sailing School; Anne Arundel Medical Center; the USNA Alumni Association; Annapolis Waterfront Hotel; and Watermark.

AAACC’s year of celebrations continues with its involvement in the week-long Congressional Medal of Honor Convention taking place in Annapolis in September, as well as the commissioning of the U.S.S. Sioux City, the U.S. Navy’s 11th vessel in the new Littoral Combat Ship class, at the U.S. Naval Academy later this fall.

While Burdon is gearing toward his retirement, he’s also enjoying the remiscing that comes with that milestone.

"We’re proud to look back on a rich history and recognize a lot of the great accomplishments that grew out of this chamber, like the Anne Arundel Economic Development Corp., the Anne Arundel County Conference & Visitors Bureau, Leadership Anne Arundel and the Annapolis Regional Transportation Management Association, among many others," Burdon said.

"We’ve given birth to a lot of very vibrant organizations just over the past 20 years," he said, "and we’re looking forward to staying involved in our efforts to make an impact on the business community and in the quality of life in Anne Arundel County."

Maryland House Speaker Michael Busch is one of many prominent Anne Arundel County politicians who regularly speak with the business community at AAACC’s annual Legislative Breakfast in January.
**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Right on Time**

BBBS bought the Piney Orchard Ice Arena in 2016 due to its location and what it means,800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.

**Run the Numbers**

Bob Middleton echoed Dorsey’s observation that the arrival of the Maryland franchise is here for the long haul, and we’re committed to film production, the jobs and the business it generates for the city. “We’re glad the state’s production community is here,” he said. “You can’t forget that Maryland is the home of the annual Maryland Film Festival, which is a great destination for the state’s production community.”

**Commitment**

Maryland has just had enough incentive money in its program in recent years to keep the cameras rolling for “House of Cards,” and until three years ago, “VEEP.”

That meant there was no money for any new production, even for an indie community that operates on relatively smaller budgets.

But the new law will increase the Department of Commerce’s film incentive budget by $3 million every year until 2023, when it would be capped at $20 million; it would also end Commerce’s current film reserve fund. That’s a huge improvement, because producers bringing multi-million-dollar productions to any state don’t want to have to move because of better legislation elsewhere.

And that’s the key, said Debbie Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC). “It provides certainty,” she said. “We now have a program which provides industry decision-makers the ability to plan ahead, knowing that Maryland has an ongoing film incentive program in place.”

Furthermore, the indie film market will be allotted 10% of the total incentive package each year. That means $800,000 in fiscal 2019, with that figure reaching $2.5 million by 2023.
Costs of Depression: Forum Explores Strategies to Improve Lives, Productivity

By George Bertheimer, Senior Writer

According to the Anxiety and Depression Association of America, Major Depressive Disorder affects more than 16.1 million American adults each year — or roughly 6.7% of the United States population. Depression is also the leading cause of disability for Americans aged 15 to 44.

The disorder plays a disturbing role in the growing incidence of teen and adult suicide, food and workplace shootings, and other tragic events.

“ Everywhere we turn in the media, we learn about depression in ways that are quite dramatic,” said Jane Snider, chair of the Anne Arundel County Chamber of Commerce’s (AAACCC) Education Committee.

Speaking as moderator of AAACCC’s forum on Depression in the Workplace and Schools last month, Snider said the program was put together during the course of a year to help inform and educate the business community about a problem that has an impact that extends far beyond the people who suffer from it.

“Part of our objective is to let people know what resources are available, and help businesses gain the insight they need to create a supportive environment for employees suffering from depression,” she said.

Insurance Obstacle

Dr. Vincent Cullotta, a Columbia-based pediatric psychiatrist, said children are particularly vulnerable to the consequences of depression.

“One in 10 adolescents will meet the clinical criteria for depression, and many times it’s undiagnosed,” Cullotta said. “Suicide is the third leading cause of death for adolescents,” with the suicide rate for adolescent males six times as great as the rate among adolescent females.

Aside from genetic predisposition, problems of self-identity, gender identity, sexual identity and the influence of social media place a tremendous amount of pressure on teens, he said, while medical treatment protocols and insurance limitations can hardly be described as adequate, especially when it comes to underprivileged children.

“It’s almost impossible to provide what we think is cognitive care that’s going to yield an outcome and do it within the context of insurance. It’s a pretty brutal industry,” Cullotta said, acknowledging that it was still a struggle to provide some pro bono work.

“It creates this terrible system for people who don’t have the option of going outside insurance networks,” said Dr. Doug Heinrichs, an Ellicott City-based psychiatrist. “I honestly don’t have an answer for that. [It’s a] true systemic problem.”

Moreover, Cullotta said, the delivery system has changed drastically since the 1980s, when suicidal adolescents could be hospitalized for extended durations, sometimes up to 21 days.

“We could set up an IEP (Individualized Education Plan) in the school and solve some of the problems and stressors that were driving it,” he said. “I haven’t seen a 21-day admission in a lot of years. We now see 24 to 72 hours.”

Cost/Risk Factor

Theresa Borchard, senior writer for Variety Marketing, of Annapolis, and founder of Project Hope & Beyond, knows depression from firsthand experience.

“For me, when all the treatments didn’t work, turning my pain into service was the only thing that did work,” she said.

An easy accommodation employers can make is to provide more frequent work reviews when necessary, Borchard said, because people who suffer depression constantly question themselves, wondering if they’re performing their job correctly.

“Employers need to know how to empower and build confidence through good communications, supervisors and feedback,” she said.

The total economic burden of Major Depressive Disorder currently amounts to an estimated $210.5 billion a year.

See Depression, page 6
Depression from page 5

Borchard said, with at least half that figure attributed to workplace costs, absenteeism, and productivity losses, the total economic burden of depression is $289 billion per year. It is estimated that the productivity loss itself costs $88.2 billion, the equivalent of 32.6 million lost workdays. Employees cost $23 billion, up 8.5 percent from 2005.

Depression ranks among the top three workplace problems for Employee Assistance Program professionals, she said, affecting 7.6% of American workers.

Factors such as being overworked, time pressure, lack of support and role clarity, poor feedback, job insecurity and a lack of social support add to the weight of the condition.

“Another interesting element is that certain industries are more prone to depression than others,” said Borchard. “Particularly stressful is the ability to solve difficult interactions, such as food preparation and service occupations, local and inter-urban passenger transit, real estate, social services legal, and manufacturing industries.

CEOs are also predisposed to depression, she said. Many experience a high degree of risk taking, long hours and obsession.

Work Considerations

Depression can benefit from even small adjustments in the type of lighting in their workplace environment and the addition of plants or personalized touches, Borchard said, but employers also should provide training for supervisors and human resources on recognition and management of depression. The intervention itself costs $86 to 940 square feet, average 45 years old and new to day care co-op programs staffed by neighborhood organizations.

Depression has three main forms, and current research still has a long way to go in refining the technology behind Cyves’s sensors. A fundamental issue is the difficulty of identifying incoming traffic or cyberattacks by analyzing characteristics of the attacks.

The majority of the buildings were built during the 1970s and 1980s, with swimming pools, parks and playgrounds. The majority of the buildings were built during the 1970s and 1980s, with swimming pools, parks and playgrounds. The majority of the buildings were built during the 1970s and 1980s, with swimming pools, parks and playgrounds.

The majority of the buildings were built during the 1970s and 1980s, with swimming pools, parks and playgrounds. The majority of the buildings were built during the 1970s and 1980s, with swimming pools, parks and playgrounds.
Q&A With Annapolis Mayor Gavin Buckley

By Mark R. Smith, Editor-in-Chief

South African born Gavin Buckley, the recently-elected Mayor of Annapolis, was raised in Perth, Australia, by his single mother and attended Belmont City College along Australia’s southwest coast — before beginning the journey that led him to the top spot in Maryland’s capital city. Buckley departed Perth by boat in 1984, visited a few continents and eventually stepped ashore in Annapolis’ Spa Creek in 1992. He fell in love with the city, then with Julie Williams; they married in 1997 and are raising sons Dash and Miles. From his first local job waiting tables at the Middleton Tavern, he quickly displayed an entrepreneurial spirit, learning the business, raising capital and navigating bureaucracy to open Annapolis’ first coffee shop, The Moon, in 1993. He eventually saw potential in Inner West Street, an area where drug deals and prostitution were common, and opened a bag-pan-Asian restaurant, Tsunami, in 2000. Accepted by a diverse crowd, Tsunami’s success encouraged Buckley to establish more restaurants, including Lemongrass and Metropolitan, in 2005; and Sailor Oyster Bar, in 2016. All of his ventures are located on West Street in Annapolis, and his dedication to the town’s key avenue inspired him to help create the Sunday Arts Festivals, followed by the Annapolis Fringe Festival, the Chocolate Bingo Festival, the Annapolis Color Run, West Street Holiday Light Canopy and Dining Under the Stars.

Buckley, a Democrat, ran on a platform of preserving Annapolis’s history, but with an eye toward the future. He has served on various boards, is a member of the local NAACP chapter and champions public art and local musicians.

Do you think your global travels help when making business decisions?

Yes, and I think everyone should do that. I’ve spent time in Asia, Europe and Bermuda. I’d use Miami as a base for my trips to Bermuda, and then one day I decided to sail up to the Chesapeake Bay, because I knew of its reputation. I got here with a $200 in my pocket, ended up selling the boat and staying.

That’s what you’re doing traveling; you can bring what you see and learn back to home. That helps with innovation.

What were your biggest challenges in dealing with planning and zoning when you were expanding your restaurants?

We were made to feel like we were sitting in the principal’s office. It’s been better lately, but we have to take responsibility for our community. We were doing something wrong for our city when everyone feels like a victim, whether it concerns building a restaurant, a home or a new deck in the backyard. The city is in the service business, but it often hasn’t felt that way.

I’m not suggesting that we give away the farm, but we need to work as a team to move projects forward. That’s how we can create jobs and increase our tax base.

What’s next for the inner and outer sections of West Street?

I was one of the first people to see opportunities along West Street when I opened Tsunami, against all of the experts’ advice. It’s been a success, as were the next two.

There is a renaissance happening on West Street. We have seen additional restaurants and galleries opening, as well as investment in additional office, retail and residential space. The Light House Bistro that helps with job training for the residents of Light House Shelter has been a great success. Hilton will be opening a renovated hotel soon and there will be additional townhomes built soon, as well.

What spurred you to run for mayor?

I think Annapolis has a great deal of untapped potential, but it seems that whenever someone has a new idea, people shy away from it. We need to look at what’s happening in other tourist towns — like Charleston, S.C.; Asheville, N.C.; and Marquette, Michigan.

We're a little stuck in the Williamsburg — where they actually have characters and close at night — model. However, I think we can embrace both modes of marketing our town.

What are your thoughts of transforming the parking area in front of the Harbor Grill at the City Dock?

I think we should make it a landscape park, name it Lafayatte Square, build a boutique hotel adjacent to it and call it The Maritime. We’ve had to keep that (mostly) a hardship area to accommodate the tent setup for the Annapolis Boat Shows, as well as create underground parking and storage. We’re aiming to have the project done for the boat shows in 2020.

How do you plan to further boost the arts community to attract more people downtown?

We’re working on a plan for the failing mall by the Harbor Master’s office called The Cannery, which would be similar to the Toro Factory on the Alexandria [Va.] waterfront. I’m meeting now with [First Lady] Yumi Hogan to see what we can come up with. [County Executive] Steve Schuh’s wife loves art, as well.

If we can re-energize that building and the Market House, that will re-energize the City Dock area. Then we can work on that 140-room (or so) boutique hotel.

What’s the latest on the Market House?

Renovations by the vendor team are coming along and they expect to open in late spring. For the first time in a very long time, operations at Market House will be cash positive and an asset to the city’s budget. Just as important, the heart of our history downtown will once again be open for business and attracting people to our city. It will be a communal gathering place for locals, as well as tourists.

Do you think local tourism officials are doing enough to attract visitors to the city?

Last year, if I’m correct, was a great year — maybe even a record year — for hotel reservations in the city and surrounding areas. I think the tourism office is doing a great job promoting our beautiful places. Our administration will build upon the great festivals and events that have drawn hundreds of thousands of tourists here.

In addition to recent events like the Military Bowl and Parade and the amazing Capital's-Toronto hockey game at U.S. Navy-Navy-Marines Corps Memorial Stadium, we’re planning a music festival for September, and the U.S. Naval Academy and Department of Defense will be christening a new ship this fall. These two events will bring thousands of tourists to town.

What’s the state of the city’s budget?

We have proposed a .1 increase in the property tax rate to increase revenues to help address several items. We have been borrowing money for projects for too many years, and not paying the obligatory contributions to public safety pensions and to retiree benefit programs. We cannot borrow our way out of debt. The fiscal 2019 budget eliminates the structural deficit, fully funds required public safety pension contributions for the first time in 10 years, funds 12 firefighters currently protecting our citizens through a grant that is expiring, and increases funding to reduce the $50 million liability for retiree health insurance.

Raising the tax rate is the only revenue source the city has direct control over. We will do a line-by-line review of the budget during the Finance Committee hearings and City Council meetings. Our process.

See Buckley, page 9
cyberattacks, but also 90% of unknown attacks that previously likely would have gone unnoticed. Identifying such attacks can play a significant role in protecting sensitive information like Social Security numbers, credit card numbers and birth dates, stored in vulnerable databases.

WeWork to Open First Maryland Location at UMD

WeWork, a coworking operation with more than 200 locations in 21 countries around the world, has selected College Park for its first location in Maryland. As part of a new partnership model, it will be the first WeWork on a college campus, located in the University of Maryland (UMD) Discovery District. WeWork will be located adjacent to The Hotel at the University of Maryland, in a repurposed building and across the street from Diamondback Garage, which will house university entrepreneurship resources and private sector companies, including Capital One’s Innovation Lab, and cybersecurity firms BlueVoyant and Immunity. It is expected to open in fall 2018.

WeWork UMD will offer co-working and office space, including more than 300 desks, conference rooms and communal areas. The space will include standard WeWork offerings, such as private offices, dedicated desks and hot desks. Hot desks give the user unlimited access to any available workspace in the location of his/her choice, while dedicated desks provide unlimited access to a personal workstation.

Baltimore-area based Chesapeake Realty Partners, a leader in adaptive reuse and land development, will be leading the affection and construction. The Discovery District is part of UMD’s Greater College Park initiative, a $2 billion public-private investment to rapidly redevelop the Baltimore Avenue corridor and academic campus, which includes dynamic academic spaces, a public-private research hub and vibrant downtown community.

MDOT MVA Launches IT Modernization Project, Offers Recall Safety Notice Program

The Maryland Department of Trans- portation Motor Vehicle Administration (MDOT MVA) has announced a new initiative called Keep Maryland Safe, which modernizes all information technology (IT) systems it uses to deliver services to customers. Toward this end, MDOT MVA awarded a contract to AutoSentry, a national and international organization focused on IT system modernization. MDOT MVA is working with AutoSentry to implement a comprehensive IT modernization plan, which will be rolled out in phases, allowing customers to experience the benefits as soon as they are available.

In addition, MDOT MVA customers will see notices on their mailed registration notices or on open recalls on their vehicle approximately 60 days before the registration period ends. An open recall will not affect the ability of customers to renew their vehicle registration.

Maryland was also the only state in the nation to receive a grant from National Highway Traffic Safety Administration (NHTSA), which totaled $222,300, for the pilot program. This program alerts Marylanders to recalls on their vehicles and encourages recipients to take appropriate action to remedy open safety recalls.

To obtain vehicle recall information, MDOT MVA has partnered with Cox Automotive, a provider of digital marketing, financial, retail and wholesale solutions across the automotive industry. In addition, customers may also check a Vehicle Identification Number (VIN) for open recalls at any time by contacting their local dealer or by using the VIN look-up tool found at www.nhtsa.gov.

Kittelman Creates Opioid Crisis Community Council

Howard County Executive Allan Kittleman signed an executive order creating the Howard County Opioid Crisis Opioid Community Council to assist in reviewing efforts and identifying new opportunities to address opioid misuse. The council will be charged with identifying gaps and resources, assess communication efforts and recommend effective prevention and treatment strategies in a comprehensive manner.

The council is chaired by Barbara Allen, a long-time advocate in the fight against addiction and substance misuse. Barbara lost her son Jonathan, her brother and her niece to the disease of addiction. In their memory, she and her husband, Tom founded Jonathan’s 4-Hour Foundation, an organization that helps those battling addiction.

Under Kittleman’s leadership, the county has taken several steps to address the opioid crisis. Most recently, the county added walk-in screening and referral services seven-days-a-week for substance misuse at Grassroots Crisis Intervention Center. It also launched HoCoOpioidHelp.com, a website that includes information about prevention, treatment and recovery from all agencies in Howard County and across the state.

In addition, the county has hired a heroin coordinator for the police department and an opioid project administrator at the health department, as part of the county partnered with the Aetna Founda- tion to have naloxone — the lifesaving drug that can save a victim’s life — available in all county buildings.

The Opioid Crisis Community Council held its first meeting on Wednesday, April 4.

Schuh Announces Expanding Transportation Options

Anne Arundel County Executive Steve Schuh announced two new programs that may transport citizens to jobs. The $659,000 Arundel Mills Jobs Shuttle, and the Arundel Mills Jobs Connector, was funded by a grant from the Anne Arundel County Local Development Council, which includes dynamic academic spaces, a public-private research hub and vibrant downtown community.

Are Your Computers Working for You? Or Are You Always Working On Your Computers?

Losing Everything In An Instant! You Need To Know To Avoid 10 Disaster Planning Essentials For Any Small Business: What You Need To Know To Avoid Losing Everything In An Instant! Download this FREE report today! www.dbbackup.net/10essential... Phone:(888) 716-5816

Are You Computers Working for You? Or Are You Always Working On Your Computers?

Get Help from a Professional! Call cliff Feldwick 410-880-0171

Wine in the Garden

BEER IN THE BARN

Phases join us for our twelfth annual celebration of spring and an opportunity to support the environmental education and preservation programs of the Howard County Conservancy. Stroll through the garden tasting fine wine and craft beer, sample food from local restaurants/caterers, listen to bluegrass music & browse our silent auction.

Thursday May 24, 2018
5-8 pm. Rain or Shine
The Howard County Conservancy
30520 Old Frederick Road
Woodstock, MD 21163
$45 per person / $55 after May 13
More information 410-465-8877 or www.hcconservancy.org/wine
Buy tickets online

Kittleman Creates Opioid Crisis Community Council

Howard County Executive Allan Kittleman signed an executive order creating the Howard County Opioid Crisis Opioid Community Council to assist in reviewing efforts and identifying new opportunities to address opioid misuse. The council will be charged with identifying gaps and resources, assess communication efforts and recommend effective prevention and treatment strategies in a comprehensive manner.

The council is chaired by Barbara Allen, a long-time advocate in the fight against addiction and substance misuse. Barbara lost her son Jonathan, her brother and her niece to the disease of addiction. In their memory, she and her husband, Tom founded Jonathan’s 4-Hour Foundation, an organization that helps those battling addiction.

Under Kittleman’s leadership, the county has taken several steps to address the opioid crisis. Most recently, the county added walk-in screening and referral services seven-days-a-week for substance misuse at Grassroots Crisis Intervention Center. It also launched HoCoOpioidHelp.com, a website that includes information about prevention, treatment and recovery from all agencies in Howard County and across the state.

In addition, the county has hired a heroin coordinator for the police department and an opioid project administrator at the health department, as part of the county partnered with the Aetna Founda- tion to have naloxone — the lifesaving drug that can save a victim’s life — available in all county buildings.

The Opioid Crisis Community Council held its first meeting on Wednesday, April 4.

Schuh Announces Expanding Transportation Options

Anne Arundel County Executive Steve Schuh announced two new programs that may transport citizens to jobs. The $659,000 Arundel Mills Jobs Shuttle, and the Arundel Mills Jobs Connector, was funded by a grant from the Anne Arundel County Local Development Council, which includes dynamic academic spaces, a public-private research hub and vibrant downtown community.

Are Your Computers Working for You? Or Are You Always Working On Your Computers?

Losing Everything In An Instant! You Need To Know To Avoid 10 Disaster Planning Essentials For Any Small Business: What You Need To Know To Avoid Losing Everything In An Instant! Download this FREE report today! www.dbbackup.net/10essential... Phone:(888) 716-5816

Are You Computers Working for You? Or Are You Always Working On Your Computers?

Get Help from a Professional! Call cliff Feldwick 410-880-0171

Wine in the Garden

BEER IN THE BARN

Phases join us for our twelfth annual celebration of spring and an opportunity to support the environmental education and preservation programs of the Howard County Conservancy. Stroll through the garden tasting fine wine and craft beer, sample food from local restaurants/caterers, listen to bluegrass music & browse our silent auction.

Thursday May 24, 2018
5-8 pm. Rain or Shine
The Howard County Conservancy
30520 Old Frederick Road
Woodstock, MD 21163
$45 per person / $55 after May 13
More information 410-465-8877 or www.hcconservancy.org/wine
Buy tickets online
Kittleman Presents Capital Improvement, Operating Budgets for Fiscal 2019

Howard County Executive Allan Kittleman recently presented to the County Council his $164.7 million Capital Budget and $1.6 billion Operating Budget, for fiscal 2019.

**Capital Budget**

Kittleman’s capital budget continues to support priorities in public safety, transportation, infrastructure and community services. The budget includes $97.4 million from General Obligation (GO) bonds.

The proposed budget includes a one-time boost in county contributions for Howard County Public School System (HCPS) capital projects to fill the gap created by a $12.3 million decline in state aid.

The proposed HCPS capital budget totals $63.7 million, including $54.9 million in county and $8.7 million in state funding. County funding consists of $47.9 million in general obligation bonds, an increase of 36.3% from the previous year and the highest level in nearly a decade, along with $7 million in transfer taxes. Highlights of the fiscal 2019 capital budget include the following.

**Education & Opportunity**

- $1.1 million for the enhancement of security at school buildings
- $4 million for the completion of Waverly Elementary School renovation/addition
- $8.1 million for the completion of the new Hanover Hills Elementary School
- $4 million for Hammond High School renovation/addition
- $6.7 million for planning and design of the 13th high school
- $2.6 million for Tabbotts Springs Elementary School renovation/addition
- $9.2 million for completion of the Howard Community College Nursing Building renovation

**Transportation & Revitalization**

- $1.1 million in county and grant funds for Bikeway Express network
- $6 million to resurface approximately 36 miles of roads
- $17.1 million for storm drain and stormwater management
- $1 million in county and state funding for Harriott Tubman School building remediation/restoration

**Human Services & Public Safety**

- $1.4 million for design and renovation of Florence Bain 50+ Center
- $1.5 million for complete replacement and upgrade of public safety radio system
- $3.4 million for various fire station projects

**Recreation & Parks**

- $5 million for design and construction of swimming pool at North Laurel Community Center
- $3.2 million in county and program open space funds for construction of Phase III and design of Phase IV at Bluftain Park
- $1.5 million for complete construction of synthetic turf stadium field at Troy Park and complete design of the maintenance building

**Business & Economic Development**

- $3 million for design and building renovations at Gateway Innovation Center

The county council held its most recent Capital Budget work session on April 20. The fiscal 2019 capital budget can be reviewed at www.howardcountymd.gov/departments/County-Administration/Budget.

**Operating Budget**

Kittleman’s Operating Budget for fiscal 2019 continues his focus on education, securing schools, public safety, measures to reduce taxes and fees, as well as support for Howard County’s nonprofits.

The Operating Budget represents a 1.9% increase from last year’s budget. The Howard County General Fund budget represents an increase of $28.5 million (or 2.6%) from fiscal 2018. In the budget, Kittleman fully funded Howard County Public School System (HCPS) Interim School Superintendent Michael Martirano’s $594.5 million budget request, which is $21.6 million (3.8%) more than fiscal 2018 and $11.4 million above the required Maintenance of Effort (MOE) level. This includes an $11 million, one-time payment to address the system’s shortage in its Health Fund, which provides health benefits.

Kittleman also added funding in the Police Department budget to double the number of School Resource Officers (SROs) at the county’s middle schools, and included funds in the Office of Emergency Management budget to assist HCPS with school security, as well as Health and human services initiatives are another emphasis. For the first time, the county is providing operating assistance to Howard County General Hospital (HCHG) to help hire behavioral health navigators and a licensed clinical social worker, and provide incentives for primary care physicians.

In addition, the budget increases the county’s support to HCHG’s capital project by agreeing to provide $1 million during the next five years, starting with $500,000 this year. The money will be used to build a two-story addition that will accommodate the county’s employee health center and the county’s behavioral health diagnostic and treatment initiatives.

Highlights of the fiscal 2019 operating budget include the following.

**Education**

- Direct appropriation of $394.5 million to the HCPS
- More than $67.7 million for debt service payments for school system capital projects and the county’s OPEB contri.
- $35 million for Howard Community College, an increase of $1 million (or 3%) to $20.9 million for the Howard County Library System, an increase of $582,000 (or 3.1%) to $18.3 million in operating assistance to HCHG
- $250,000 to Sheppard Pratt Health System for third year of a four-year, $1 million total commitment
- Continued financial support for opioid treatment and recovery efforts
- Funding to hire a behavioral health care provider to assist consumers to gain access to affordable behavioral health initiatives
- $7.5 million for Howard County Fire & Rescue Services for firefighters at Lisbon and Downtown Columbia stations, to increase the number of firefighters assigned to each fire engine throughout the county
- Extended hours at four 50-plus centers; Elkridge, East Columbia, Bain, Elliott City
- Significant increase to several non-profits providing services to vulnerable residents — HopeWorks, Bridges to Housing Stability, Community Action Council, Grassroots and FIRN. Also increased funding to the Howard County Arts Council
- $6 million in PAYGO to continue addressing the backlog of road resurfacing projects
- $1 million for Merriweather Post Pavilion to support the ongoing renovation project
- $400,000 for Howard County Innovation Center for design and marketing
- $150,000 for the pilot Flood Mitigation Assistance Services for homeowners — Hopeworks, Bridges to Housing Stability, Community Action Council, Grassroots and FIRN.
- Inclusion of funding to hire a behavioral health care provider to assist consumers to gain access to affordable behavioral health initiatives
- Continued financial support for opioid treatment and recovery efforts
- $95,000 to the University of Maryland Extension staff to hire a full-time 4-H outreach assistant to expand programming and outreach, and a program coordinator position for the Watershed Academy

The county council held its first public hearing on the operating budget on April 25. The fiscal 2019 Operating Budget can be reviewed at www.howardcountymd.gov/departments/County-Administration/Budget.

**Buckley from page 7**

will be public, of the utmost transparency, and we will encourage public feedback.

What are your key environmental concerns?

My ultimate goal is to make all of Annapolis waters swimmable and fishable again. We can do this through innovative partnerships with county, state and federal partners, as well as with our outstanding environmental nonprofit organizations. And our administration will have a renewed focus on integrating not just environmental protection, but restoration and enhancement to every project we do.

Transportation is also a key element of our overarching goal. Our administration will be increasing options for transit, as well as building a network of bike paths connected the jewels throughout the city. We will also increase efforts to get people out of their cars before they get downtown and expanding bike paths and trolley paths. And most importantly, we will transform the parking lot at City Dock into a vibrant community space that could maybe even include a few blanked-out garages near a future water park. This will help reduce the stormwater runoff that currently rushes off of the parking lot and into Spa Creek.

How can the city improve parking options?

The Business Monthly May 2018 Page 9
Economic policy, as an example, is one area where businesses and government have a symbiosis. Businesses need government to create a stable environment for them to operate in, while government needs businesses to generate tax revenue. The symbiosis can be strengthened through effective communication and collaboration between the two entities.

### Federal Factor

With approximately 30% to 35% of Anne Arundel County’s economy either directly or indirectly tied to the federal government, Schuh said the transportation network around Fort Meade remains the biggest challenge in the county’s efforts to support that partner. The county is also focused on making its business climate attractive for federal contractors through favorable tax and regulatory policies.

In light of the threat of a more decen-tralized and shrinking federal government under the current Trump administration, “We’re fortunate that the aspects of the federal government that we see in Anne Arundel, Montgomery and Howard counties are ones we don’t see being diminished as much,” Kittleman said. “The military and cyber areas are actually growing.”

Still, he said, Howard County is making a conscious effort to diversify its reliance on federal partnerships by working to build up the commercial cybersecurity industry in the complex.

### Transportation

According to Kelly, 80% of Baltimore’s jobs, and over half of the city’s population, are projected to reside outside the Capital District. For the County, the goal is to see growing of suburban job centers all over the state, he said. “It puts strains on our transportation system, and transit-dependent workers have problems getting to these job sites.”

“It’s a growing problem that Howard County is trying to address in partnership with Anne Arundel County through the creation of a joint effort to connect with Montgomery County through Bus Rapid Transit,” said Kelly. “Headways are too long. I think we can also work with our employers to figure out how we can do shuttles better. We need to look externally, not internally, within our counties.”

From Leggett’s perspective, “it’s going to get worse before it gets better. The first thing we need to do is in our region, especially as it relates to Metro, is make sure what we already have is working.”

Bus Rapid Transit and the Purple Line will help, he said, “but we have to get people out of cars to solve this problem. We need help and support at both the federal and state level.”

While Anne Arundel County is working with the Maryland Transit Administration to reconfigure the state-owned bus lines, “Baltimore County [there is] a very different, because we are the land of peninsulas, with eight major peninsulas,” Schuh said. “Headways issues and the expense of a fully built-out system is almost unachievable, which means Anne Arundel County will always be reliant on roads.”

### Budgets

As the chief administrators, county executives are responsible for budgetary planning, yet they really only control a small amount of their budgets in terms of flexible spending. That makes for some difficult decision-making. Schuh said his country turns a business approach, with five broad priorities: reducing costs and fees, improving public education, improving public safety, re-forming government operations and improving quality of life.

Kittleman faced a similar situation at the start of his term, turning around a $15 million mid-year deficit by making structural and programmatic proposals that fit with our business plan get priority,” he said.

In Montgomery County, Leggett was able to increase county reserves from only $79 million to approximately $500 million during his tenure by making some tough decisions.

Kittleman faced a similar situation at the start of his term, turning around a $15 million mid-year deficit by making structural and programmatic proposals that fit with the business plan get priority,” he said.

As a result, we were able to pay for recovery [from the Ellicott City flood] without getting into our rainy day fund and without doing anything that would hurt services,” he said. “You can’t just fix it for one time. You have to fix it for the future.”
Jazz, The Jedi, Acrobatics and More at the Columbia Festival of the Arts

Tickets soon will go on sale for the 31st annual Columbia Festival of the Arts. The event will feature artists of every genre, featuring performances by School of Rock Columbia, Chopin Teeth Afro Funk Big Band, Mr. Gabe & the Circle Time All-Stars, Nelly's Echo, The Sidney's, Gators De Sangaunrichtin, All Our Exes Live in Texas, Bullbuckers, Maryland Winds, the Wilde Lake Steel Drum Band, Centennial Jazz Band, Columbia Jazz Band and the Glenelg Jazz Ensemble.

LakeStage Music

The LakeStage will be rocking all weekend with music from every genre, featuring performances by Sanguashinton, All Our Exes Live in Texas, Bullbuckers, Maryland Winds, the Wilde Lake Steel Drum Band, Centennial Jazz Band, Columbia Jazz Band and the Glenelg Jazz Ensemble.

Other Performances

The “Other Mozart” comes to the Smith Theater stage on Friday, June 22, at 8 p.m. This award-winning play tells the true, forgotten story of Nannerl Mozart, the sister of Amadeus — a prodigy, keyboard virtuoso and composer, who performed throughout Europe with her brother to equal acclaim, but her work and her story faded away, lost to history.

NEA Jazz Master Dee Dee Bridgewater will perform music from her album, Memphis, a collection of blues and soul songs that originated from the southern city that she calls home.

At Cafe EZ, owner Katie Han echoed comments that not just Koreans or Italians. Especially in Howard County, which is double the percentage of Asian-owned businesses in the rest of Maryland.

By Koreans, for All

Many Korean business owners want to be sure consumers know that their food, activities and products are available to all cultures and people, not just fellow Koreans.

“I moved here, near St. John’s Lane, eight years ago,” said Yang, “and it definitely wasn’t the Korean community that brought me here. It’s just a great neighborhood. And most of my students are not actually Korean.”

Eventually, he said, maybe people will consider Korean food the same way they do Italian food. “It’s for everyone, not just Koreans or Italians. Especially in recent generations, we are becoming more mixed.”

“A great location, right next to the highway, assorted business complexes and a big Walmart,” she said. “Ninety-nine percent of my customers are American.”

A Taste of Korea

The Tous Les Jours Bakery offers an milk bread with edible vanilla bean; “pink milk bread”; cream-filled Korean-style baked pancake bread, with maple and whipped cream; and many more treats, arranged carefully in display cases that bring happy exclamations from visitors.

Korean Way

area with a burgeoning Korean population.

“Spread That Love”

That growth may be reflected in the popularity of the restaurant Honey Pig, which offers traditional Korean barbecue with tabletop grilling — or it just may be that good food that attracts all cultures. Honey Pig has been in Ellicott City for almost a decade, said spokesperson Hanna Kuark.

“We are very proud to say that we are known as the Korean-American owned business in Howard County,” said Kuark. “What started as a small family business has turned into a female-owned corporation that employs more than 200 people around the Maryland.”

Over 30 Wineries

Wine in the Woods

NEA Jazz Master Dee Dee Bridgewater will perform at the Jim Rouse Theatre on Friday, June 29.

LakeStage Music

The LakeStage will be rocking all weekend with music from every genre, featuring performances by School of Rock Columbia, Chopin Teeth Afro Funk Big Band, Mr. Gabe & the Circle Time All-Stars, Nelly’s Echo, The Sidney’s, Gators De Sangaunrichtin, All Our Exes Live in Texas, Bullbuckers, Maryland Winds, the Wilde Lake Steel Drum Band, Centennial Jazz Band, Columbia Jazz Band and the Glenelg Jazz Ensemble.

Other Performances

The “Other Mozart” comes to the Smith Theater stage on Friday, June 22, at 8 p.m. This award-winning play tells the true, forgotten story of Nannerl Mozart, the sister of Amadeus — a prodigy, keyboard virtuoso and composer, who performed throughout Europe with her brother to equal acclaim, but her work and her story faded away, lost to history.

NEA Jazz Master Dee Dee Bridgewater will perform music from her album, Memphis, a collection of blues and soul songs that originated from the southern city that she calls home.

At Cafe EZ, owner Katie Han echoed comments that not just Koreans or Italians. Especially in Howard County, which is double the percentage of Asian-owned businesses in the rest of Maryland.

By Koreans, for All

Many Korean business owners want to be sure consumers know that their food, activities and products are available to all cultures and people, not just fellow Koreans.

“I moved here, near St. John’s Lane, eight years ago,” said Yang, “and it definitely wasn’t the Korean community that brought me here. It’s just a great neighborhood. And most of my students are not actually Korean.”

Eventually, he said, maybe people will consider Korean food the same way they do Italian food. “It’s for everyone, not just Koreans or Italians. Especially in recent generations, we are becoming more mixed.”

“At Cafe EZ, owner Katie Han echoed Yang’s observations about the thriving area. “It’s just a great location, right next to the highway, assorted business complexes and a big Walmart,” she said. “Ninety-nine percent of my customers are American.”

A Taste of Korea

The Tous Les Jours Bakery offers an milk bread with edible vanilla bean; “pink milk bread”; cream-filled Korean-style baked pancake bread, with maple and whipped cream; and many more treats, arranged carefully in display cases that bring happy exclamations from visitors.

Korean Way

area with a burgeoning Korean population.

“Spread That Love”

That growth may be reflected in the popularity of the restaurant Honey Pig, which offers traditional Korean barbecue with tabletop grilling — or it just may be that good food that attracts all cultures. Honey Pig has been in Ellicott City for almost a decade, said spokesperson Hanna Kuark.

“We are very proud to say that we are known as the Korean-American owned business in Howard County,” said Kuark. “What started as a small family business has turned into a female-owned corporation that employs more than 200 people around the Maryland.”

Over 30 Wineries

Wine in the Woods

NEA Jazz Master Dee Dee Bridgewater will perform at the Jim Rouse Theatre on Friday, June 29.
Amazon from page 1

package appears to be larger than any previous holiday gift offers. Film by the other 19 finalists named by Amazon.

Long-Term View
So vast is the incentive package that the Maryland General Assembly’s budget analysts estimated it would cost the state almost $5.5 billion during the next 35 years; it would also cost local governments another $924 million in property taxes. But the above isn’t all HQ2 could do. It could also cause traffic nightmares in Rockville and the northern section of the Capital Beltway, as well as make a tight and expensive housing market even more so.

Officials from Amazon have stated that the corporation will make a decision in the second half of this year. Until then, observers are contemplating the ripple effect HQ2 would have in the region, most notably in adjacent Howard County.

What would the impact be if the game show-worthy woo-fest turns into a win? “I’ll be like having another Fort Meade about 30 miles from Fort Meade,” said Raj Kudchadkar, CEO and president of the Central Maryland Chamber. “Even if it ends up in D.C. [and/or] Northern Virginia, it’ll impact us.”

To make the point, Kudchadkar noted the roughly 60,000 jobs that came to Fort Meade after the Base Realignment and Closure, which included workers “who live all over the region, even in Pennsyl

Columbia Festival from page 11

Columbia, MD 21044

Columbia Rotary Club for 30 years

PROSTHODONTIST

University of Maryland Dental School

www.desaidental.com

Conscious sedation, IV sedation, & nitrous oxide

SMILE DESIGN

Cosmetic Veneers

Aesthetic Dentistry

Porcelain Crowns & Bridges

Cerec Crown

Lasers for Gum Treatment

Including:

• State-of-the-art technology

Personality is in the Sparkle of Your Smile

Living your smile in a world of shadows.

New Patients welcome

410-997-7412

www.desaidental.com

Columbia Medical Center

11015 Little Patuxent Pike, #207

Columbia, MD 21044

RAJENDRA DESAI, D.D.S., P.A.

Former Professor of Restorative Dentistry

University of Maryland Dental School

SPECIALTY TRAINED IN COSMETIC AND ADVANCED RECONSTRUCTIVE DENTISTRY

We take time to listen to your concerns and explain all your treatment options. We look forward to serving you and your family.

INNOVATION

• State-of-the-art technology

— Including:

• Digital dentals

• Veneers

• Crowns & Bridges

• Dentures

• Partial & Full Dentures

• 1 HR teeth whitening

• Cosmetic bonding

EXPERIENCE

• 36 years in private practice

DEDICATION

• Treatment for TMD, bad breath, light sleep apnea

• Accepting all insurance plans

• Payment plan available

New Patients Welcome

410-997-7412

www.desaidental.com

Remember the color of your Patient ID Card with a smile!
Hogan Wins by Cooperating More

At the traditional end-of-session big buffet breakfast for guests of the Historic Inns of Annapolis across from the State House in Annapolis, Governor Larry Hogan was about to leave the table, just hours after the last legislative session of a four-year term adjourned at midnight. As he was fairly typical this session, Hogan said, “But who’s counting?” was the response, knowing he was talking about the June 26 primary election. There are still hundreds of bills to be signed or vetoed, but most legislators have switched to full campaign mode; some of them would argue that Gov. Larry Hogan has never gotten out of campaign mode.

This most recent session was decidedly different from Hogan’s first three. The Republican governor and staff took a more cooperative approach with the Democratic lawmakers. Hogan won this legislative session by major role. Hogan Environment Secretary Michael燕 assumed high health insurance rates for partisan cooperation on a bill to stabilize Maryland’s offshore oil drilling. The Democratic congressional delegation, of course, played a key role. Hogan’s advance of a necessary hike in school funding — all but one of Montgomery’s 24 Democratic legislators present the point was made repeatedly. Hogan chose to clean up the Chesapeake Bay and ban road and transit improvements, to attract construction dollars, he pounded away at the Board of Public Works (which Hogan agreed — they would issue a memo on the bipartisanship for a bill) for a commission on which two of his cabinet secretaries and the state school superintendent will serve, but no matter; the point was made repeatedly.

Democratic legislators presented the bill that the bills did not pass, but Hogan knew he was going to lose this argument and have his veto overridden, but he insisted the bill — most of which he supported doesn’t like the bill, but chooses not to fight about it. He has used this on scores of measures this four-year term. It will be curious to see what he does now that the legislature has no chance of overriding any veto in this election year except in the unlikely event of a special session, which Hogan definitely will not call.

School Spending, Corruption: Hogan had several bills to achieve greater accountability for school spending, including the idea of a statewide inspector general. The bills didn’t pass, but Hogan used them as reminders of corruption and mismanagement, particularly in the school systems of Baltimore and Prince George’s counties, which happen to be the home counties of Hogan’s most prominent Democratic challengers.

It was hard not to be reminded of Democratic corruption as State Sen. Nathanial Oaks of Baltimore hung around under indictment and ultimately pled guilty to federal charges of corrupt use of his legislative power.

School Construction: When the legislature sought to strip the power of the Board of Public Works (which Hogan chairs) from its oversight of school construction dollars, he pounded away at the idea of potential corruption in the new process. That seemed a bit exaggerated for a commission on which two of his cabinet secretaries and the state school superintendent will serve, but no matter; the point was made repeatedly.

Democratic legislators presented the bill that the bills did not pass, but Hogan knew he was going to lose this argument and have his veto overridden, but he insisted the bill — most of which he supported doesn’t like the bill, but chooses not to fight about it. He has used this on scores of measures this four-year term. It will be curious to see what he does now that the legislature has no chance of overriding any veto in this election year except in the unlikely event of a special session, which Hogan definitely will not call.

School Spending, Corruption: Hogan had several bills to achieve greater accountability for school spending, including the idea of a statewide inspector general. The bills didn’t pass, but Hogan used them as reminders of corruption and mismanagement, particularly in the school systems of Baltimore and Prince George’s counties, which happen to be the home counties of Hogan’s most prominent Democratic challengers.

It was hard not to be reminded of Democratic corruption as State Sen. Nathanial Oaks of Baltimore hung around under indictment and ultimately pled guilty to federal charges of corrupt use of his legislative power.

School Construction: When the legislature sought to strip the power of the Board of Public Works (which Hogan chairs) from its oversight of school construction dollars, he pounded away at the idea of potential corruption in the new process. That seemed a bit exaggerated for a commission on which two of his cabinet secretaries and the state school superintendent will serve, but no matter; the point was made repeatedly.

Democratic legislators presented the bill that the bills did not pass, but Hogan knew he was going to lose this argument and have his veto overridden, but he insisted the bill — most of which he supported doesn’t like the bill, but chooses not to fight about it. He has used this on scores of measures this four-year term. It will be curious to see what he does now that the legislature has no chance of overriding any veto in this election year except in the unlikely event of a special session, which Hogan definitely will not call.

School Spending, Corruption: Hogan had several bills to achieve greater accountability for school spending, including the idea of a statewide inspector general. The bills didn’t pass, but Hogan used them as reminders of corruption and mismanagement, particularly in the school systems of Baltimore and Prince George’s counties, which happen to be the home counties of Hogan’s most prominent Democratic challengers.

It was hard not to be reminded of Democratic corruption as State Sen. Nathanial Oaks of Baltimore hung around under indictment and ultimately pled guilty to federal charges of corrupt use of his legislative power.

School Construction: When the legislature sought to strip the power of the Board of Public Works (which Hogan chairs) from its oversight of school construction dollars, he pounded away at the idea of potential corruption in the new process. That seemed a bit exaggerated for a commission on which two of his cabinet secretaries and the state school superintendent will serve, but no matter; the point was made repeatedly.

Democratic legislators presented the bill that the bills did not pass, but Hogan knew he was going to lose this argument and have his veto overridden, but he insisted the bill — most of which he supported doesn’t like the bill, but chooses not to fight about it. He has used this on scores of measures this four-year term. It will be curious to see what he does now that the legislature has no chance of overriding any veto in this election year except in the unlikely event of a special session, which Hogan definitely will not call.

School Spending, Corruption: Hogan had several bills to achieve greater accountability for school spending, including the idea of a statewide inspector general. The bills didn’t pass, but Hogan used them as reminders of corruption and mismanagement, particularly in the school systems of Baltimore and Prince George’s counties, which happen to be the home counties of Hogan’s most prominent Democratic challengers.

It was hard not to be reminded of Democratic corruption as State Sen. Nathanial Oaks of Baltimore hung around under indictment and ultimately pled guilty to federal charges of corrupt use of his legislative power.

School Construction: When the legislature sought to strip the power of the Board of Public Works (which Hogan chairs) from its oversight of school construction dollars, he pounded away at the idea of potential corruption in the new process. That seemed a bit exaggerated for a commission on which two of his cabinet secretaries and the state school superintendent will serve, but no matter; the point was made repeatedly.

Democratic legislators presented the bill that the bills did not pass, but Hogan knew he was going to lose this argument and have his veto overridden, but he insisted the bill — most of which he supported doesn’t like the bill, but chooses not to fight about it. He has used this on scores of measures this four-year term. It will be curious to see what he does now that the legislature has no chance of overriding any veto in this election year except in the unlikely event of a special session, which Hogan definitely will not call.
Kittleman Propose Amendments for CB 21-188

The following statement was issued on April 23 by Howard County Executive Allan Kittleman.

Since the county council will be discussing CB 21-188 at the work session [in late April], I want to let you know about amendments that I will be proposing to be considered by the council when they vote on the legislation on May 7.

From the beginning, my goal has always been to a) ensure the health and safety of all our residents, b) prohibit industrial mulching on agricultural preservation properties and c) enable farmers to continue to perform activities necessary for their farming operation. I believe that CB 21 does not accomplish those goals in its current form.

It is my hope that these amendments will provide greater confidence to the community that mulching and composting activities will be conducted in a safe manner. While the current legislation requires a 500-foot setback from any school property, my amendments will also prohibit mulch/compost facilities from being located closer than 1,000 feet to a school building. In addition, my amendments address a community concern by specifically requiring that any mulching operation control dust.

CB 21 requires an owner of an agricultural preservation property to be provided with a conditional use for mulch facility. However, unless the property abuts an interstate, the operation cannot be larger than one acre, must be approved by a horticultural nursery, and sales are restricted to five percent of the total yearly production, as reported to the Maryland Department of the Environment (MDE). To further ensure that no industrial mulching occurs on agricultural preservation properties, my amendments specify that any off-site sales must only be shipped with trees, shrubs or plants.

As many of you know, there are two current mulching and composting operations that have not caused concern among the community. Both operations abut Interstate 70. CB 21 will allow these two facilities to continue to operate. However, any similar facilities in the future must also abut an interstate, thus prohibiting such facilities from being located in other areas of the RC and RR zones.

Other than composting facilities that abut an interstate, my amendments restrict the total sales (onsite and offsite) to five percent of the total yearly production as reported to MDE. Understanding the requirement to remove excess compost from their property in accordance with a nutrient management plan, this limitation allows farmers to sell excess compost, but not to a level that will require industrial activity.

Many farmers, who need to compost on their properties, do not own large scale equipment, which prevents them from putting compost in high piles. Therefore, one acre may not be sufficient for their needs. Currently, CB 21 allows a composting facility under a Permit for Special Farm Uses to be up to three acres. My amendment will allow such farm activities to operate on up to three acres, but only if the pile heights are no higher than five feet. This limitation will still allow farmers to compost for their farm activities; however, when you combine this limitation with the five percent restriction on sales, it ensures that the activities will not result in heavy scale industrial activity.

There has also been a concern that mulching and composting facilities would be allowed to operate on dedicated easements created through the cluster development approach. The intent was not to allow this activity on those easements, my amendments specifically prohibit mulching and composting facilities on such easements.

Howard County has a long tradition of farming. It is important that we find ways to allow farmers to continue to operate on their properties, and a nutrient management plan, this limitation allows farmers to sell excess compost, but not to a level that will require industrial activity.

The council was also asked to endorse an economic development project involving a relocation and expansion project by Pimera LLC, which is looking to Howard County for the relocation of a regional dough production facility.

"This will be a project for the purchase of real property, and the installation of machinery and equipment," said Howard County Economic Development Authority Vice President Beth Woodring. "It is a 55,000 square foot site, and they will be employing 120.

On another note, the National Association of Music Merchants (NAMM) recently selected Howard County Public School System as one of the 2018 Best Communities for Music Education Districts.

The council is being asked to amend references in the Howard County Code for urban consumers, for the Howard County Retirement Plan and for the Howard County Police and Fire Employees’ Retirement Plan.

The council will vote on the amendments on May 7.
Record Number of Women on County Ballot

There are a record number of women from both parties — close to 60 — running for state and local offices on the Anne Arundel County ballot this year. The Democrats have been particularly active in recruiting women candidates through two organizations: the Anne Arundel County Democratic Women and Emerge Maryland, an organization dedicated to training progressive Democratic women, particularly women of color, to run for office.

“Tired of being the only Demo- cratic woman who’s been elected in this county,” said Del. Pam Beidle, who’s running for the 32nd District Senate seat held by retiring ticket mate Ed DeGrange. “We need more women making those decisions” about issues such as pay equality, reproductive rights and gender discrimination.

Beidle served two terms on the County Council before being elected to House of Delegates in 2006. She attributes the election of Donald Trump and the #MeToo movement for driving the interest of Democratic women in elected office.

Intense Training

Emerge Maryland provides some of the most intense training, 75 hours over five or six months. “The women learn all the nuts and bolts of running for office,” said executive director Diane Fink, who’s run the Maryland organization since it started six years ago.

Emerge has all-day seminars on campaign mailers and fundraising, and it teaches “proven methods of reaching their voters and winning their races,” Fink said, as well as targeting voters and going door to door.

“Nobody else does this,” in such depth, Fink said. Political parties frequently do candidate training, but they tend to be one- or two-day affairs that do not include the deep dive and one-on-one training “so they have a real understanding of what it takes to win.”

“I think women will pick up some seats,” said Korbelak.

Some of those may be Republicans as well, since women are running in four of the council districts and four of the legislative districts.

The Emerge alumna in Anne Arundel include Packard and Ritchie, Lisa Rodvien in Council District 6, Anne Colte Leitess for state’s attorney, Pamela Lubly for delegate in District 33, and in one of the most interesting contests, Sarah Elfreth for Senate in District 30.

District 30 Senate Seat

Sarah Elfreth is only 29, but she already has a considerable amount of political experience. She has conducted advance projects for National Aquarium, worked with The Johns Hopkins University, Towson University and the University System of Maryland, and she was also president of the District 30 Democratic Club.

She favors strengthening public schools, expanding health care for working families, as well as two-term limits and raising the minimum wage to $15 an hour, among other issues.

This is pretty standard fare for a liberal Democrat who helped a progressive candidate for mayor of Annapolis, Gavin Buckley, defeat Sen. John Astle in the Democratic primary last year. Astle, a 75-year-old ex-Marine and helicopter pilot, is a moderate to conservative Democrat, particularly on fiscal issues. Elfreth is more to the left.

Surprisingly, with Astle retiring after six terms, Elfreth faces another woman even further to the left than she is, Chrisry Holt.

Holt describes herself as an “experienced business leader” who worked business development for a number of startup tech companies. However, based on her experience with a son born with hemophilia, she favors Medicare for All, the single-payer health-insurance system advocated by Sen. Bernie Sanders, among others.

Holt has four children from two marriages, and emphasizes she is a native Marylander, unlike Elfreth, who is single and grew up in New Jersey.

Holt’s April 5 campaign event in Annapolis was emceed by civil rights activist Cornel West and attracted an array of progressive candidates and supporters, including Mary Reese, who is running for State Senate.

Kate Brody and Anne Arundel County executive Janet Owens were also on hand.

“I am not interested in maintaining the status quo,” Holt wrote in The Capital newspaper. “I’m not the choice of the Democratic establishment, and neither am I seeking political office for a paycheck or a lifetime career. I am a change-agent Democrat with a background of success in business and advocacy.”

Facing George

On the November ballot, one of those progressive Democratic women will face Ron George, the Main Street jeweler and former Republican delegate. George is a fiscal and social conservative who ran for governor in 2014, losing to the more moderate Larry Hogan.

George was just endorsed by R. Clayton Mitchell Jr., the former Democratic speaker of the Maryland House of Deleg- ates. “As a state delegate, Ron George demonstrated leadership by successfully breaking through the partisan divide and building coalitions to pass legislation on important issues,” Mitchell said, in a statement.

Like Astle, Mitchell, who is from Kent County on the Upper Eastern Shore, was a moderate-to-conservative Democrat and served as speaker from 1987 to 1992, back in the day when Democrats like him held the balance of power as they governed from the center.

The Libertarian Party has nominated Christopher Wallace for Senate in District 30 as well.

Across the state, all these moderate to conservative Democrats have been replaced by Republicans, except in five Senate districts like District 30 and District 32, where Beidle will try to hold on to the Senate seat.

Natala Poll

Professor Dan Natala’s semi-annual poll of public opinion in Anne Arundel County had some mixed news for County Executive Steve Schuh and a job approval dropped from 49% last fall to 41% in the survey, which was taken in late March. The percentage of respondents who could not offer an assessment of the executive stayed high at 38%. Gov. Larry Hogan stayed stable at 76% as did Presi- dent Trump at 34%.

The percentage of those saying that the county was moving in the right direction was down from 60% last fall to 47% this spring. The issue of major concern to county residents are drugs, 28%; and development, 10%; followed by crime and education, both at 9%.

Schuh held a 15-point lead over his challenger, Democrat Steuart Pittman (38% to 23%), “but many voters were hard pressed to make a choice with 37% percent unsure,” Natala said. “The percentage of unsure voters was 40% for Democrats and 47% for unaffiliated voters, suggesting that there is still a lot of room for campaign- ing to affect the outcome.”

In his home county of Anne Arundel, known as a swing county, Gov. Hogan continues to maintain a steady level of approval at 56%, saying that he will vote for him in November. But voters also had a lower opinion on the direction of the state. There was a drop from 60% who thought Maryland was headed in the right direction last fall to 52% this spring.

The poll by the Center for the Study of Local Government and Anne Arundel Community College interviewed 663 county residents, mostly by landline telephones. It has a margin of error of plus or minus 3.7%.

State Political

from page 13

increases on their state returns triggered by the changing, federal laws that cut income taxes for most people and corre- spondents. In the end, the legislators chose to keep most of the money — though not spend it this year. They found Hogan’s plan would have actually cut state income taxes for some people, and cut state reve- nues.

Sen. Ed Kazemeyer, retiring chair of the Budget and Taxation Committee, and the Senate wanted to provide more relief, but House leaders refused to go along.

So yet again, Hogan, who campaigned in 2014 on rolling back taxes, had a tax cut, but was rebuffed by Democratic lawmakers. Some retirees and low-income people will see net tax credits, but Hogan’s loss on this issue is yet another political talking point for his reelection campaign.

Paid Sick Leave: How could anyone forget paid sick leave? At the start of the session, the legislature easily override Hogan’s veto of a lawforcing most small businesses to offer paid sick leave, even for part-time employees. Hogan had offered his own plan of tax subsidies for sick leave that would have covered fewer workers. That plan went nowhere, as did an attempt to delay implementation of the new law. But legislators did pass Hogan’s bill of subsidies businesses with fewer than 15 employees who had not offered sick leave before.

All in all, six months away from the general election. looking like how Hog- gan remains popular with voters and the session did nothing that change. None of his nine Democratic opponents have caught fire.

However, know this: Six months is a very long time in an election campaign.
High Growth Study Released

Hinge Research Institute, of Reston, Va., recently published "2018 High Growth Study: All Professional Services Edition," an exhausti ve study of the professional services marketplace in the public and private sectors. More than 1,000 firms, representing more than $176 billion in combined revenues and exceeding 1 million employees, participated in the study.

For the study’s purposes, high-growth firms are those that experienced 20% or greater compound annual growth in rev enue during a three-year period. These firms grew at a rate nearly four times more rapidly than the average firms.

The range of professional services included health care, legal, consulting, accounting, technology, and marketing/communications. Study results indicated that technology firms grew faster, at 11.4%, than professional services firms as a whole, followed by consulting at 9.3% and architecture/engineering/construction services at 9.1%.

Legal service firms grew at 8.3% and accounting/financial services firms grew at 6.1%, more slowly than the 9.1% professional services median rate.

Threat Assessment

For those companies involved in 2017 in government contracting, a significant finding is growth at firms selling primarily to the government outpaced those selling to non-government buyers, with a median annual growth jump of 87% from the previous year. By contrast, firms that did not sell to government buyers experienced less rapid growth.

The study states that respondents were asked to look forward three to five years and identify what factors were expected to impact or threaten their industry or individual firm. The top four answers included increased competition, price pressure, shortages of talent and marketplace unpredictability. Other perceived threats include automation or artificial intelligence, as well as generational changes in the workforce.

However, according to Hinge Research, high-growth firms see future threats very differently than the no-growth firms. No-growth firms focused on competition, downward price pressure, the commoditization of services and a short-age of top talent. Conversely, high-growth firms were concerned with marketplace unpredictability, threats from automation and managing a remote workforce.

In addressing these threats, high-growth study respondents stated that doing more research on target clients, better business development, communication and skills training, as well as focus on core competencies, were high on their list.

Low-growth companies tended to focus on hiring new talent, entering new markets and changing their pricing.

The study explained that high-growth firms are more specialized in key areas — offering specialized services, solving specific problems, serving a specific function and specializing in the use of technology — while low-growth firms embraced industry specialization.

Marketing Methods

A key finding was how growth relates to marketing budgets. “Respondents were asked to identify the proportion of annual firm revenue devoted to marketing budgets, excluding marketing department compensation or salaries,” the Hinge Research study said. “High-growth firms are investing more in marketing — in some cases, dramatically more. One in five high-growth firms is directing a whopping 20% of revenue to the marketing budget. Less than 5% of no-growth firms are making that kind of commitment.”

Dramatic differences were also apparent in marketing strategies and tactics. High-growth firms tended to use personal phone contact, public relations and marketing partnerships with other organizations, as well as consistent digital and content marketing initiatives.

The impact of digital and content marketing was measurable for high-growth firms, which were 50% more likely to acknowledge positive impact from thought leadership on social media, video blogging, publishing to external sites and purchasing online advertising.

The Hinge study also identified seven critical business development skills areas. Both high- and low-growth firms rated speaking in front of a live audience highly, with high-growth firms also preferring networking face-to-face with industry peers and prospects, writing in-depth technical content and blog posts, as well as speaking on video and networking on social media.

For Now

Looking forward for the rest of 2018, respondents identified their top marketing priorities as increasing visibility, attracting new business or generating more leads and differentiating themselves from competitors. Digital strategies such as creating content and upgrading websites were also top priorities.

Professional services companies looking to increase revenues in both the public and private sectors are exploring a number of strategies and tactics to jumpstart growth in 2018. The results of this unique study may be used by well-established and newer companies in the government and private sectors.


Gloria Larkin is president and CEO of TargetGov, in Linthicum, and is a national expert in business development in the government markets. Email glorialarkinTG@targetgov.com, or call 410-769-1340, ext. 325; toll-free for more information.

Awarded Contracts

The following information regarding awarded contracts can be used to develop prime contractor, subcontractor and teaming partner relationships on these and other opportunities. For more information, contact TargetGov at 410-579-1340.

• August Schell Enterprises, Rockville, won a $41,210,000 contract from the U.S. Navy for the establishment of a strategic sourcing vehicle for the procurement of software under https://asg.gsa.gov.


• Aviation Systems Engineering; Asley Associates; and Precise Systems, all of Lexington Park; and Teklia Research, Dumfries, Va., won a $20,710,000 contract from the Naval Air Warfare Center Aircraft, Patuxent River, Md., to provide program management services in support of the Program Executive Office for Weapons Systems; www.asec-incorporated.com; https://aslyan.com; www.goprecise.com; and www.teklaresearch.com.


• The Johns Hopkins Univ. as Applied Physics Laboratory, Laurel, won a $32,635,803 contract from U.S. Army Contracting Command, Aberdeen Proving Ground, for engineering and sustainment support for the tactical operational light detection and range sensing capability; www.jhuapl.edu.

• Chesapeake Sciences Corp., Millersville, won a $9,591,435 contract from the Naval Sea Systems Command, Washington, D.C., to exercise options to produce TB-34X towed arrays and cable assemblies; www.j3t.com/suppliers.

• Lockheed Martin Corp., Baltimore, won a $481,169,145 contract from the U.S. Navy for the design and construction of a Surface Combatant (MMSC) ships; www.lockheedmartin.com/us/suppliers.html.


• Peraton Inc., Annapolis, won an $8,191,013 contract from the Naval Surface Warfare Center Indian Head Explosive Ordnance Disposal Technology Division, Indian Head, Md., for the Engineering Set 13 Countermeasures AN/PLT-4 to support explosive ordnance disposal personnel; www.peraton.com.

• Rohde & Schwarz USA, Columbia, won a $15,992,056 contract from the Space and Naval Warfare Systems Centers Atlantic, Charleston, S.C., for acquisition of new Rohde & Schwarz high frequency transceiver systems. This requirement also includes the procurement of training, technical and repair services for existing HF systems in support of Foreign Military Sales and Department. www.rohde-schwarz. com.

• Trilac LLC, Bethesda, won a $7,676,567 contract from the U.S. Army Corps of Engineers, Huntsville, Ala., for support and services to manage the complete life-cycle of the U.S. Army Corps of Engineers radio communications mission; www.trilacinc.com.

• URS Federal Services, Germantown, won a $9,055,821 contract from Air Force Life Cycle Management Center, Tinker Air Force Base, Okla., for contractor logistics support of the Air National Guard’s C-26 fleet. This modification exercises an option for an additional nine months to provide sustainment and engineering support for the current fleet of 11 aircraft. www.urs.com/markets/federal.


• Viking Aircraft Corp., Lexington Park, won a $2,173,648 contract from the Naval Air Systems Command Headquarters to perform analyses on maintenance tasks to support decisions regarding optimal maintenance task completion relative to cost, enhanced quality and repair times; and provide apportionment of tools, repairables and consumables as they apply to each step of all maintenance tasks; www.lockheedmartin.com/us/what-we-do/aerospace-defense/sikorsky.com.

2018
Salute to the
HOWARD COUNTY
CHAMBER

A diverse community looking toward the future …

www.HowardChamber.com
Howard County Chamber Changing Things Up for 2018 Trip

The Howard County Chamber (HCCC) is shaking things up for its 2018 Chamber Travel Program. For the first time ever, it’s heading to Iceland this fall.

Join the HCCC on a seven-day, five-night tour of Iceland, a land of geysers, glaciers, volcanoes and rich history. Iceland is an otherworldly place where the forces of nature have created a landscape that allows you to swim in geothermal heated pools, trek across a mossy lava field and drive over an icy glacier, all in one day. Become enchanted by the striking and raw beauty of this extraordinary and geologically young island.

The trip, which runs from Oct. 11–17, with an optional tour extension of two nights, will begin in Reykjavik and includes a tour of the city, a visit to the Viking World Museum and a trip to the Golden Circle. Travelers then will visit Thingvellir National Park and then stop in Fontana, Great Geyser and Gulfoss. The trip will continue to the southern coast, home to a beautiful agricultural region. After a full night and day in Vik, travelers will take a morning walk along the black sand beach at Reynisfjara lined with basalt-filled caves. The tour also will visit Seljalandsfoss and Skogafoss, Iceland’s most famous waterfalls. It continues with visits to Hekla and Eyjafjallajökull volcanoes and then a trip to the Blue Lagoon, a geothermal spa.

The Iceland trip is open to all, but for the first time, member pricing is being offered to everyone. The purchase price of $2,899 includes: round trip airfare, quality hotels, superb cuisine including nine meals, day trips, a professional tour director, deluxe motor coaches and baggage handling for one piece of checked luggage outside of the airport.

For more information about the Howard County Chamber trip to Iceland this October, visit www.howardchamber.com or contact Karen O’Connor by email at koconnor@howardchamber.com or by phone at 410-730-4111, ext. 105.

“It takes a big goal, a big image to energize people. The rational image of what can be is the biggest power generator there is, and the least used. We tend to settle for some small objective, small goals, because they seem doable, instead of the big goals which are actually more doable because of the great support they generate. The best way to attack any problem is to ask what things would be like if they worked. It can be done. And it must be done.”

JAMES ROUSE
November 18, 1988
At the Iron Bridge Wine Company, first there’s the look of your plate: Crisp Brussels sprouts arrive nestled in garlic-ginger tamari glaze, carrot scallion kimchi, radish and toasted sesame seeds, all presented in a boat-shaped dish that could sail off to food-presentation heaven, even if you don’t actually like Brussels sprouts.

Then there’s the cleverness of the marketing. On Tuesdays, the day of the “Great Crème Brûlée Giveaway,” order a crème brûlée for dessert after dinner. If you get the one without chocolate in the bottom, you win a prize — and not some boring cut-out coupon but a real prize, like a six-pack of wine.

Finally, Iron Bridge has a track record. Now starting its 16th year in business, it has been named a Top 50 Restaurant in Baltimore Magazine eight times, has been featured in The Wine Enthusiast and USA Today, and has maintained its unspoiled culture in a rustic setting where you can watch sheep grazing out the window while you dine.

Science? Magic? Both? How does Steve Wecker, who co-founded the restaurant with his brother Rob, do it? “Running a restaurant is not rocket science,” he insisted. But when he starts naming, out loud and on-the-fly, the items he keeps track of every day on the job, it appears that he has restaurant operation down to a science, and a complex one at that.

“Every week we get together on Tuesdays and we look at sales from last week, sales from the same week last year, sales from the current week last year, and what we want sales to be for this week next year,” said Wecker.

He’s running through the rest of his list rapid-fire: “We look at labor costs, what we’re spending overall, what we’re spending next week. We pay attention to our customers, and we do crazy things to thank them.”

His Wordsworth-style poetic cataloguing of job tasks finally ends with his summary: “Really, it’s a series of checks and balances that says: ‘Okay, all these things are going well, but what can we do to fix it?’”

At the heart of Wecker’s restaurant — and his involvement with the Howard County Chamber and the wider community — is a humble philosophy: Treat people like they’re family.

“We have built a restaurant that is more family than it is business,” he said. “Our employees have been here 12 years, 15 years. We value them as individuals and employees.”

Learning to Care Last year, the Community Foundation of Howard County named Iron Bridge as its corporate Philanthropist of the Year. The restaurant has donated meals and helped raise funds for Howard County nonprofits and charitable organizations, including the Howard County Autism Society and the Claudia Mayer/Tina Broccoli Cancer Resource Center.

Wecker said he and his brother were taught from a young age to give to others and have made philanthropy a regular part of their business.

“I never think we do enough, but going to help people as an organization personally, whether I agree with their political stance or not. We’re here to support the community and make a difference. That’s what Dad would want us to do.”

He brushes off praise for his philanthropy. “People always say, ‘That’s amazing, that’s incredible.’ Well, I say it shouldn’t be. If we were all taking a little bit better care of each other, we’d all be a little bit better off.”

The Big Event …

For Wecker, supporting the Chamber is part of supporting the larger community. “When they changed the annual meeting from a lunch to the Big Event, I was on that committee,” he said. “We don’t write big checks, but we do a lot of little things.”

Wecker believes that, sometimes, people can contribute to the Chamber or to their community by simply showing up, and that means taking action instead of just voicing an opinion.

“For example, I think all this plastic floating in the Pacific Ocean is bad,” he said, “but don’t sign an online petition. Instead I ask: What’re you going to do about it right here? My dad was a guy who used to say, ‘If somebody needs help, the best thing to do is show up. Sometimes it’s picking up a shovel; sometimes it’s picking up a bag of groceries.’”

Wecker said he will keep looking for ways to do more for people. “Look at everybody on an individual basis,” he said. “I get a little intolerant of the intolerance. Everybody has value. Everybody has worth.”
Letter From the Incoming Chair David Anderson

Dear Fellow Chamber Members and Friends,

First and foremost, thank you for your continued involvement and contributions to the positive environment and progress we’ve experienced within our Howard County Chamber community. Over the past several years, it has been exhilarating to experience and be a part of the growth within our Howard County business community, as well as the Howard County community overall. As our county continues to evolve and earn acclaim as a regionally-preferred location for technology, health care, service, government contractors and other growth-minded organizations, it is exciting to feel the positive energy and observe the growth and development that surrounds us.

This is a particularly active time of year for the Chamber as we focus on reinvigorating an array of initiatives that support the execution of our Strategic Plan. These include the critical role the Chamber plays related to keeping our business community connected and informed and acting as the voice of business, advocating for a positive and productive local business climate. During this time of year, we take some time to reflect upon and reiterate our appreciation for those who have dutifully served on our board and committees, particularly those who are at the completion of their respective terms — our Chamber and community have remarkably positive momentum, and we are eternally grateful for their contributions. We also will have the distinct honor of announcing the appointments of our newest Chamber board members and committee participants — those whom we will count on to continue to contribute new energy and the incredible value that results from diverse perspectives.

There has never been a more exciting time to be involved in our Chamber community. I invite you to share my enthusiasm in anticipation of the continual refreshment of our programmatic offerings and the value our members will experience as a result of the collaborative efforts of our Chamber staff, members, committees, sponsors and board. Thank you for your support and camaraderie. We look forward to continued prosperity together as a community.

David Anderson
Expense Reduction Analysts

What Members Say About HCCC

“Thank you to the Chamber staff for all you have done to highlight the NCCSAFE’s mission and services we can offer to the Howard County Community! Many thanks for fostering such a great partnership!”

— Lois Blevins President and Founder The National Center for Citizen Safety

“I attended a ‘Coffee with the President’ earlier this summer, and shortly after this meeting, and after exchanging business cards, the host stopped by one of my hotels at the Courtyard Columbia and I was able to secure meeting space for his trainings. It was such a great example of how the Chamber brings our neighboring companies together to support one another in the market.”

— Tori Haro Sales Executive, Marriott

“This was a great investment of a day. Topics … presentations … networking.”

— Daniel Benjamin, American Public University System on Cyber 8.0 Conference

ISO 9001:2015 Certified | Employee-owned Since 1988

Proud member of the Howard County Chamber

How GREEN is your business?

Be rewarded for your eco-friendly efforts!

WorkGreenHoward.org
Letter From President & CEO
Leonardo McClarty

Dear Howard County Chamber Members and Community Supporters,

It is hard to believe another year has gone by. Time flies when you are having fun! Nearly two years ago, we embarked upon a new strategic plan that focused on four distinct areas: Membership Recruitment & Engagement, Advocacy, Marketing & Communications and Organization Effectiveness. The past 12 months have been full of progress as we strive to fully implement our plan and attain our goal of making this chamber the best in the state.

Some of the past year’s highlights include adding new team members as we brought on Karen O’Connor as our new office administrator and Ronny Nadiv as director of membership. This coincides with moving our office from Sterrett Place to Old Dobbie Lane late last summer, not to mention that we unveiled a new look that visually brings us into a new millennium.

We also continued to serve as the voice of business by testifying orally and in writing on numerous legislative matters in both Annapolis and Ellicott City. Equally important is the fact that we strengthened our board of directors by bringing on men and women that represent the best and brightest this county has to offer.

The year ahead will see us launch a new website that we believe will enable us to more effectively communicate our events and community resources. We also will continue to serve as the Howard County business communities’ most trusted and reliable ally as we advocate for business-friendly policies locally and statewide. In the coming year we will continue to challenge ourselves to raise the bar of excellence.

The Howard County Chamber remains committed to providing relevant and beneficial programming. This means that some of the programs as you know them may change or be enhanced. We are focused on not allowing past successes to lead to complacency. We know that your time and monetary resources are limited, and we are committed to giving you the greatest return on your investment.

— Tracy Turner
Executive Director
Howard Tech Council

“Absolutely amazing. This is one of the best meetings that I have attended... and I have attended a lot.”
— Terrance MacGregor
Bytelion
on GovConnects BizBreakfast

What Members Say About HCCC

“Beginning the day with a great event is a great way to start. I was so impressed with how you improved the Women’s Leadership Conference every year! I’m sorry I couldn’t stay the whole day but I still made some excellent connections. You all are onto something.”

— Ian Riddle
The Columbia Bank, on Signature Event

“ABSOLUTELY amazing. This is one of the best meetings that I have attended... and I have attended a lot.”
— Terrance MacGregor
Bytelion
on GovConnects BizBreakfast

Websites
Print Media
Advertising
Branding
Social Media
Email Marketing
Video & Audio
Publishing

Dan Medinger and the AMPs staff are proud members of the Howard County Chamber

410-740-5009
ampsinc.net
There’s More to Hysteria Than Just the Beer

By George Berkheimer, SENIOR WRITER

 Barely seven months after opening, Hysteria Brewing Co. of Columbia is already contemplating an expansion.

“We’re brewing 225 barrels a month, and we’re pushing the limit as far as being able to keep up with demand,” said Hysteria brewer and Sales Director Tyler Kreis. But even though the Maryland brewing scene itself has been growing by leaps and bounds lately, the owners are taking a cautious approach.

Hysteria’s American Beer Equipment system currently consists of five 20-barrel fermentation and two brite tanks for clarification and carbonation.

Now that Hysteria has modified its fermenters to pull double duty as brite tanks, preliminary plans call for selling one of the dedicated brite tanks and adding a 40-barrel fermenter to help boost volume.

“We experienced a few hiccups with our opening, which set us back a few months,” Kreis said. “The lesson there is that it’s important to plan and grow smart.”

Hysteria distributes draft product throughout the state, with the largest accounts located in Baltimore City.

The limited product that the brewery cans is available only in the taproom for the moment.

“We’re actively looking at a canning line, but won’t put [any] package out until we know it wouldn’t affect draft sales,” Kreis added. “Once we expand and can make more beer, we’ll can and sell to liquor [and beer] stores.”

Avant-Garde Approach

Hysteria is the second business founded by Jordan Baney, Geoff Lopes and Richard Gue. The trio launched Columbia-based The Vaper’s Knoll, an e-cigarette flavor company, in 2011, growing it from an online retailer to a 10,000-square-foot office and laboratory with 47 employees and a retail store.

Similarly, Hysteria got off to a solid foundation that now employs six full-time employees on the brewing side and a handful of bartenders.

Both Kreis and head brewer Jordan McGraw got their start at DuClaw Brewing Co., of Baltimore.

“Richard was a homebrewer, but none of the partners were familiar with the beer industry, so they reached out to us to help,” said Kreis, whose career includes a turn as the beer buyer for Frisco Taphouse, in Columbia.

Hysteria takes an avant-garde approach to brewing, with the emphasis on bold, flavorful beers that don’t necessarily fit neatly into a style category.

“We’re lucky to have the ability to experiment,” Kreis said. “We brew three core beers that we know are going to sell, and use the money we make from that to have fun with innovation and exploring different ingredients.”

The Hysteria name and brand, in fact, is a nod to the spirit of past inventors who were considered slightly mad for their unconventional ideas as well as their passion to create something new.

A pilot system is used to turn out small batches of experimental beers that customers can rate to help guide future production.

“We like doing things other people aren’t doing,” Kreis explained. “We’ve done things like a peated malt scotch ale, and most recently a barleywine, which is only done by a handful of breweries. It’s not really a fit for smaller bars, but we like producing the styles that got us into craft beer in the first place, and being able to offer them on occasion to the people who appreciate them.”

Chamber Alignment

Hysteria Brewing Co. joined the Howard County Chamber not long after opening last year.

“One of our marketing staff saw it as another way to be more active in the community, and it’s a good fit,” Kreis observed. “We have the capacity to [host events], and we wanted to showcase our business and get people out to see it.”

Hysteria is particularly interested in the alignment it has with the Chamber’s Young Professionals Network (YPN).

“We’re all pretty young at Hysteria, and trying to establish ourselves as well,” Kreis said. “Hosting YPN events gives us all an opportunity to talk and network, to look for and even create jobs.”

Hysteria is still getting to know the Chamber and its programs and committees.

“We just hired a new marketing person, and she’s looking forward to becoming more proactive in our Chamber involvement,” he said.

Not a Bar

The atmosphere at Hysteria is both industrial and comfortable, with clean lines of sight to the brewing activity and equipment set off from the main serving room by nothing more than a chain link fence.

Aside from beer, visitors can’t help but notice a comfortable living room seating area, an assortment of e-cigarette flavor company, in 2011, growing it from an online retailer to a 10,000-square-foot office and laboratory with 47 employees and a retail store.

Similarly, Hysteria got off to a solid foundation that now employs six full-time employees on the brewing side and a handful of bartenders.

Both Kreis and head brewer Jordan McGraw got their start at DuClaw Brewing Co., of Baltimore.

“Richard was a homebrewer, but none of the partners were familiar with the beer industry, so they reached out to us to help,” said Kreis, whose career includes a turn as the beer buyer for Frisco Taphouse, in Columbia.

Hysteria takes an avant-garde approach to brewing, with the emphasis on bold, flavorful beers that don’t necessarily fit neatly into a style category.

“We’re lucky to have the ability to experiment,” Kreis said. “We brew three core beers that we know are going to sell, and use the money we make from that to have fun with innovation and exploring different ingredients.”

The Hysteria name and brand, in fact, is a nod to the spirit of past inventors who were considered slightly mad for their unconventional ideas as well as their passion to create something new.

A pilot system is used to turn out small batches of experimental beers that customers can rate to help guide future production.

“We like doing things other people aren’t doing,” Kreis explained. “We’ve done things like a peated malt scotch ale, and most recently a barleywine, which is only done by a handful of breweries. It’s not really a fit for smaller bars, but we like producing the styles that got us into craft beer in the first place, and being able to offer them on occasion to the people who appreciate them.”

Chamber Alignment

Hysteria Brewing Co. joined the Howard County Chamber not long after opening last year.

“One of our marketing staff saw it as another way to be more active in the community, and it’s a good fit,” Kreis observed. “We have the capacity to [host events], and we wanted to showcase our business and get people out to see it.”

Hysteria is particularly interested in the alignment it has with the Chamber’s Young Professionals Network (YPN).

“We’re all pretty young at Hysteria, and trying to establish ourselves as well,” Kreis said. “Hosting YPN events gives us all an opportunity to talk and network, to look for and even create jobs.”

Hysteria is still getting to know the Chamber and its programs and committees.

“We just hired a new marketing person, and she’s looking forward to becoming more proactive in our Chamber involvement,” he said.

Not a Bar

The atmosphere at Hysteria is both industrial and comfortable, with clean lines of sight to the brewing activity and equipment set off from the main serving room by nothing more than a chain link fence. 

Aside from beer, visitors can’t help but notice a comfortable living room seating area, an assortment of
board and table games, and an extensive bring-one-take-one lending library covering nearly an entire side wall.

That certainly hasn’t escaped the notice of the Howard County Library’s Savage Branch, whose Books On Tap book discussion group meets monthly at Hysteria.

Once a month, Third Eye Games of Annapolis also sets up a pop-up whop inside Hysteria, where it demos products and teaches the basics of new games to anybody willing to learn.

“We don’t want to be classified strictly as a bar,” Kreis explained. “It’s our deliberate intention to be a family-friendly, family-oriented establishment that you’d be comfortable taking your children or your dogs to. We just happen to make and sell beer, too. We’re all about bringing people together for an enjoyable time.”

They showed me to my desk — a phone, a computer and a copy of the Yellow Pages. It was the first day at my new job, and my job was to sell. I knew the product I was selling, but I had no idea who to sell to or where to begin.

“My grandfather, a gifted salesman and silver-tongue in his day, offered some sage guidance: ‘See the people.’ Heeding his advice, I joined the Howard County Chamber. After all, that’s where the people are, right?

Anyone starting a new job, new to an area or new to networking quickly realizes how daunting it can be walking into a room full of strangers hoping to make new contacts — especially when you’re 26 but look like you’re 17. Where do I start? Whom do I talk to? What questions do I ask?

After attending a few Chamber events, I started recognizing familiar faces and developing a rapport with a few of my fellow attendees. Looking to become more active within the Chamber and further develop these relationships, I was quickly drawn to the Young Professionals Network (YPN).

There was a contagious energy with this group, and they quickly welcomed me with open arms.

More than just cocktail parties and exchanging business cards, it was actively engaging with likeminded business professionals looking to expand their spheres of influence in the community. My network, and my business, quickly began to grow.

Established more than 10 years ago, the Young Professionals Network was formed to provide younger Howard County Chamber members with opportunities to get in front of, as well as build relationships with, the county’s local community and business leaders. Its record-setting networking events, the “Celerate” professional development series and philanthropic activities continue to encapsulate YPN’s mission of empowering success through leadership, service, participation, innovation and enthusiasm.

See YPN, page B-8
David Tohn: Part-Time Zombie, Full-Time Business Thinker

By Susan Kim, Staff Writer

David Tohn has been through more life transitions than many people, and readily cites what was, for him, a life-changing book: “Transitions,” by William Bridges.

Now CEO of BTS Software Solutions, Tohn’s path to business leadership has traversed his childhood in a single-parent household, military service, a vow never to become a government contractor, a brief but impactful stint as a zombie, and ultimately becoming a “proud” defense contractor, continuing to serve his nation despite any previous vows.

Tohn, 52, is not afraid to talk about the challenges of life’s transitions, knowing that he’s not alone and that, as Bridges writes, “many Americans are caught in a semi-permanent condition of transitionality.”

For Tohn, dealing with change in his life has kept him from ending up in the limbo — the zombie state, if you will — of being “in-between,” whether it relates to jobs, communities, his family or his outlook on life.

Both Tohn and his favorite author acknowledge that transition can take you places you never thought you’d go. Bridges writes: “It is as if we are launched out from a riverside dock to cross to a landing on the opposite shore — only to discover in midstream that the landing was no longer there.”

Swimming in Many Currents

Growing up, Tohn said, “we had the opportunity to live in many places, up and down the East Coast as well as in St. Croix and Florida. I joined the military because the Army offered me an ROTC scholarship to go to college. At Gettysburg College, I fell in love with Baltimore over many weekend trips to visit friends at Hopkins.”

Upon his retirement, he left the military world, traversed his childhood in a single-parent household, military service, a vow never to become a government contractor, a brief but impactful stint as a zombie, and ultimately becoming a “proud” defense contractor, continuing to serve his nation despite any previous vows.

Tohn’s path to business leadership has included a program, but as a community. “I moved around so much that I never had a hometown,” he said. “Over the years, I’ve realized that business leadership cares about the community. It’s not just about making money but about actually being involved and giving back.”

Another life-changing book for Tohn, entitled “Never Eat Alone,” by Keith Ferrazzi, is about the power of relationships, a power he often talks about when he’s speaking to young people.

“I tell them to network with everyone,” he said. “But I think my biggest takeaway for young people is that you’re only 21 once — don’t forget to have fun, and don’t forget to be who you are.”

He also tells young people to find out what they’re passionate about. “Then go after that, at least until your parents will no longer feed you.”

YPN from page B-7

its founding, many of YPN’s members have developed into those community and business leaders themselves.

I’m proud to serve as the incoming chair for the Young Professionals Network. I’m proud of what this group has achieved in the past, and I’m proud of what we’ll continue to accomplish in and around Howard County for many years to come.

If you’re a young professional looking to get involved, we invite you to experience what YPN has to offer. Heck, even if you’re not young any more (and I find myself quickly falling into this category, with two kids and a mortgage in the suburbs), come see what YPN is all about.

It’s almost become cliché now, but its events are always open to the young and the young at heart. Get involved, share your ideas, build your network and “See the people.”

Matt Anderson is a partner with McFarlin Insurance Agency LLP. He can be reached at 410-312-7800.
Chamber Recognizes Outstanding Leaders at Annual Signature Event

The Howard County Chamber’s 2017 Signature Event, “A Night of Illusion,” was one county business and community leaders will never forget. Illusionist Jason Bishop mesmerized guests with his sleights of hand, double levitation and grand illusions. But the illusions were just part of the action-packed evening, which also included the presentation of the HCC’s annual Awards for Chamber Excellence.

2017 Business Person of the Year: Bita Dayhoff, Community Action Council of Howard County

When you hear Bita Dayhoff mentioned, you may automatically think of the Community Action Council of Howard County (CAC). For the past eight years, Dayhoff has served as the organization’s president, spearheading the council’s vision and expansion in its Head Start, Food, Weatherization and Energy Assistance programs, all while making the Baltimore Sun’s “Top 100 Employers” list.

Dayhoff is passionate about helping people, particularly children. She believes that, when a parent succeeds, a child succeeds, and so, under her leadership, CAC has taken a “two-generation approach” to serving low-income families in Howard County. Dayhoff explained that the two-generation approach “means that no family member is left out: Parents get connected rather than profit-driven, Dayhoff said that nonprofits should be run just like other businesses.”

2017 Large Business of the Year: BGE

Baltimore Gas and Electric Company (BGE) is the largest electric and natural gas utility in central Maryland, which helps to explain why it is committed to the growth of the economy both in Howard County and at the state level. BGE’s history in this area goes back more than 200 years to 1816, when Rembrandt Peale lit the first gas lamp in Baltimore. BGE joined the Chamber back in 1970 to help bridge the gap between the company and Howard County’s small businesses. BGE representatives see Chamber events as a way to connect with their business customers. They want Chamber members to consider them partners, rather than simply bill collectors.

The company employs more than 3,200 people, but it is still keenly aware of the financial obstacles facing nearly every small business. In 2015, BGE launched its Smart Energy Economic Development (SEED) Program, offering incentives for new and expanding businesses and creating new, full-time employment through discounts on natural gas and electric connection and usage costs. In its first year, the SEED Program provided those incentives to 19 businesses, which BGE estimated would contribute to the addition of nearly 2,400 new jobs in Maryland.

Within Howard County, BGE is also active in several community service projects, including the Columbia Festival of the Arts, and environmental stewardship through its Green Grants program and Bright Ideas Teachers’ Grants. Bright Ideas Grants were born out of a desire to encourage innovation in local schools. Teachers are eligible for grants up to $500 to buy supplies to support science, technology, engineering and mathematics (STEM) or innovative technology projects in their classrooms.

BGE’s Megan Eaves currently serves on the Chamber’s board of directors as well as the Legislative Affairs Committee. The company also supports the Chamber through event sponsorship. Most recently, it was the presenting sponsor of the 2017 Legislative Wrap-Up Breakfast.

2017 Small Business of the Year: Commercial Insurance Managers

For nearly 30 years, Commercial Insurance Managers Inc. (CIM) and President Gordon M. Mumpower, Jr., have been active in the Howard County community. Mumpower started CIM in 1989 to create a business-to-business insurance agency that could work with clients in any industry. When asked what advice he would give to new entrepreneurs, he said it’s simple: “You have to spend at least 60 hours a week working.”

Mumpower did just that, and CIM has flourished. Mumpower, the father of three daughters, with three grandchildren, told his daughters to find jobs that would make them happy. For his daughter Candice, that meant going to work for CIM. In August, Candice became CIM’s new president and CEO.

One thing that definitely won’t be changing with its leadership is CIM’s commitment to charitable work. Mumpower and the CIM staff have spent thousands of hours working on community service projects, sponsoring fundraising events and working on the homes of community members who are differently abled and in and around Howard County. CIM is committed to putting community first, even cofounding many of the charitable organizations and events county residents have valued for years. It is one of the original investors of the Howard County Economic Development Authority and is a founding contributor to the Jim Rouse Entrepreneurial Fund, which helped fund and establish the Jim Rouse Theatre for the Performing Arts.

Regarding the future of CIM, Mumpower said its No. 1 goal is to improve

From Auto Mechanics to Zookeepers, Chesapeake Employers has your workers’ comp covered.

Ask your local agent for a quote or visit CEIWC.com

Every day, all across Maryland, Chesapeake Employers’ Insurance helps employers keep workers safe from accidents and injuries. We specialize in helping to contain your workers’ comp costs.
service continually for its clients. Recently, CIM launched an HR Hotline so that clients can call in and get free advice on insurance-related questions.

As far as a secret to success goes, CIM’s website has a quote from Mumpow that sums things up nicely. “So many of my clients have also become my best friends.”

2017 Entrepreneur of the Year: Justin Bonner and Kasey Turner, Jailbreak Brewing Company

On the company website, Justin Bonner and Kasey Turner write that: “Jailbreak is freedom expression.” The name has dual meanings: Bonner explained that its craft beer is meant to be an escape for its customers, but the company itself was also an escape for its founders.

Bonner and Turner were both working in the government contracting and high tech fields in Howard County when they decided to take a big risk and take their lives in a completely different direction. Although both live in Anne Arundel County, Bonner said Howard County was the obvious choice when it came to starting Jailbreak. He said Howard County’s government was willing to work with the partners on legislation that ultimately allowed Jailbreak to start as the first commercial brewery in Howard County. Their brewing operation started in 2013, but even though the company has been in business only a few years, Jailbreak is already talking expansion. In order to meet the demand the taproom now sees, the partners decided to change their liquor license to allow the taproom to stay open and produce their beers at the current rate.

While beer certainly has been flowing at Jailbreak’s taproom, the company’s founders also are always looking for ways to give back to the community. After the devastating flood of 2016 in Old Elddorf City, Jailbreak joined forces with Flying Dog Brewing to produce a special beer they called Wadeship Moment Belgian IPA, with 100% of the profits going to flood relief.

Bonner and Turner are only a few years into the journey of Jailbreak Brewing, but that’s long enough to have some advice for anyone thinking about starting a business: “Find an opportunity, and take a risk.”

2017 GovConnects Business of the Year: Unanet

Although it isn’t based in Howard County, Unanet’s leadership realized how important this community is to the government contracting industry and knew that, to continue to serve their customers at the highest level, they would have to become an active part of Howard County’s business community. Unanet joined the Chamber and is heavily involved with its GovConnects program. Currently, Unanet’s Jackie McGuigan is on the Gov-Connects Advisory Council, and Unanet is a sponsor of several programs.

Unanet’s business philosophy includes an emphasis on charitable work. The company is a proud supporter of more than 30 non-profits in the area, and it also encourages a culture of volunteerism among its own staff. The company offers two days each year for employees to spend working with the service organization of their choice.

In addition to a focus on connecting to the community around them, Unanet’s President & COO Christopher Craig has this advice for fellow businesses: “Get involved in the Chamber and get out to events, because you never know who you will meet.”

2017 Exemplar of the Year: Pete Mangione, General Manager, Turf Valley Resort

When you think of Turf Valley Resort, you think of Pete Mangione. When you think of Pete Mangione, you think family. Mangione is one of 10 children born to Nicholas and Mary Mangione. They are about as tight-knit as it gets. More than 30 years ago, Pete’s father bought the land that would become Turf Valley Resort. As the company has grown, Pete has taken on the role of Turf Valley Resort, and it’s a smiling face.

As hard as he works, Mangione clearly enjoys what he does. That applies to his role as general manager of the resort, but also to his role in dozens of Howard County’s charitable organizations. The list of volunteer work and fundraising that Mangione is a part of is extensive. From the Columbus Festival of the Arts, to Blossoms of Hope, to blood drives for the American Red Cross, and to serving on the Morgan State University Foundation Golf Committee, the Good Scout Committee (2013 recipient), and the Taste of Howard County Committee benefitting Gilchrist Hospice Care. He also assists with the Arc of Howard County’s Chocolate Ball.

Mangione is also one of the most active board members that the Chamber has ever had. He has rarely missed a board meeting in nine years, he attends every luncheon and most ribbon-cutting ceremonies and is always willing to help in any way the Chamber needs. Mangione is quick to point out though, that what he’s given to the Chamber, he’s gotten back tenfold.

He is humble in the core, and credits his work ethic to his parents. Mangione said he and his siblings saw what his parents did, and followed their lead.

As for the future, Mangione said that his family will work to pass their values on to the next generation and continue to be a strong corporate partner in the community.

Meeting: Those honorees were recognized at the Signature Event as well.

2017 Business Advocate of the Year: Michael Fowler, BGE

The Chamber has long taken great pride in being an advocate for small business and industry. Its 2017 Business Advocate of the Year Award was presented to Michael Fowler, who has served as the Legislative Committee’s co-chair and a member of the board of directors since 2014.

Fowler has been a long-time member, advocate and sponsor of the Chamber and its legislative efforts, and provided strategic insight regarding the electorates that are of immeasurable value. His support was available whenever requested, and many times he helped with drafting testimony and making contact with elected officials prior to events that involved the Howard County delegation. He recently retired as the external affairs manager in BGE’s Governmental & External Affairs Department, where he was employed for more than 40 years.

Because of his continued commitment to making sure the business community’s voice is heard, Michael Fowler was an obvious choice for 2017’s Business Advocate of the Year.

2017 GovConnects Advocate of the Year: Ronald Sroka, Jr., Esq., Evolve Consulting Group Inc.

As a founding member of the GovConnects Advisory Council, Ron Sroka, Jr., has dedicated five years of support to growing GovConnects in a highly significant area and recognized for its contribution to the growth of the federal contracting community in Howard County. His company has supported the GovConnects program through both volunteerism and sponsorship over the past five years.

Sroka served as a member of the Education Subcommittee, has led sessions for the CFO Roundtable program and participated in GovConnects focus groups to help with future goals and the direction of the program. He has shown leadership within the program and has been a continuous support for the Chamber and GovConnects within the government contracting community.

2017 Ambassador of the Year: Kartik Shah, PNC Bank

The Chamber frequently counts on its ambassadors to assist in member services and support. In 2017, Kartik Shah, a PNC Bank representative, has been an ambassador for three years and has shown a commitment to helping members reach their Chamber objectives.

Shah has dedicated himself to more than a dozen new members, reaching out to them throughout the year to discuss their needs, meeting with them and providing them with additional support as needed. He has made himself readily available to participate at the ambassador meetings, ribbon-cutting ceremonies, Business After Hours events, and at the luncheons where he can be found greeting attendees upon their arrival.

2017 Young Professional of the Year: Elysia Auerbach, Lowe Wealth Advisors

The Howard County Chamber has recognized an honoree who has been one of the best programs for young professionals in the greater Baltimore region. This is largely because of its dedicated board and committees.

The Chamber presented the 2017 Young Professional of the Year award to Elysia Auerbach, of Lowe Wealth Advisors, who has been on the Young Professionals Network Board of Directors since 2014.

Auerbach has been a driving force behind the new YPN education series, “Celebrate,” designed to provide young professionals the mentorship and experience to meet and learn alongside their peers. Auerbach put together a committee of volunteers who came up with a name, found venues and marketed the program. Almost 70% of the attendees were young professionals from firms that had not yet attended a Chamber mixer, and the engagement the Chamber has received from these members has been great. Auerbach has reinvigorated the YPN Events and Membership Committees and increased volunteer involvement.
Around the Chamber

Robin Kittleman and Vivian Bailey at the 2017 Signature Event.

Photos: Pam Long Photography

Chamber President Leonardo McClarty, left, posed with Dr. Michael Martirano before the 2017 State of the School System Address member lunch.

Chamber President Leonardo McClarty and Chamber Ambassadors celebrated the Law Offices of Kirk Halpin & Associates ribbon-cutting ceremony.

Fort George G. Meade Garrison Commander Col. Thomas S. Rickard addressed Chamber members at the annual Salute to Veterans Luncheon.

Bita Dayhoff, president of the Community Action Council of Howard County, received the 2017 Business Person of the Year ACE at the Signature Event.

Above: Chamber President Leonardo McClarty, third from right, and Chamber Ambassadors attended the Texas Roadhouse ribbon-cutting.

Right: Economist Anirban Basu spoke to members at the Chamber’s annual Economic Forecast Breakfast.
Howard County Chamber
2017–2018 Board of Directors

Chair
Jeffrey T. Agnor, Esq.
Davis, Agnor, Rapaport & Skalny LLC

President & CEO
Leonardo McClarty
Howard County Chamber

Chair Elect
David R. Anderson
Expense Reduction Analysts

Secretary
Charles A. Phillips, Jr.
KCI Technologies Inc.

Treasurer
Stephen F. Wolf, CPA
bgr CPAs

Mary E. Cannon, CPA
Mary Cannon & Associates LLC

Milton Matthews
Columbia Association

Thomas M. Meachum, Esq.
Carney, Kelehan, Bresler, Bennett & Scherr LLP

Gulnaz Anwar, The Columbia Bank
Ryan Brown, Howard County General Hospital: A Member of Johns Hopkins Medicine
Andra Cain, Cain Contracting
Charlie Camp, M&T Bank
Luke Chow, Prime Manufacturing Technologies
Thomas Cormier, Ahold USA
Megan Eaves, Baltimore Gas and Electric Company
William E. Erskine, Esq., Counsel, Offit Kurman Attorneys at Law
Michael Finkel, SparkSoft Corporation
Gregory A. Fitchett, The Howard Hughes Corporation
Susan Hasler, Loyola University Maryland
Kate Hetherington, Ed.D., Howard Community College
Lola Kayler, PNC Bank
Pete Mangione, Turf Valley Resort
Daniel Medinger, Advertising Media Plus
Kelly Mitchell, M.S., SPHR, SHRM-SCP, impactHR
Mike Muscatello, CPA, Aronson LLC
Barbara Nicklas, The Mall in Columbia
Linda Ostovitz, Esq., Offit Kurman Attorneys at Law
Jean Parker, Merriweather Post Pavilion
Eric Pfoutz, Edward Jones Investments (Young Professionals Network Chair)
Baxter (Mitch) Phillips, Jr., Howard Bank
Cole Schnorf, Manekin LLC
Ryan D. Sturm, CPA, KatzAbosch
Lawrence F. Twele, Howard County Economic Development Authority
Cathy Yost, The Business Monthly
David Yungmann, The Yungmann Group of Keller Williams Integrity

Executive Committee

Howard County Chamber Staff

Leonardo McClarty
President & CEO

Kristi Simon
Vice President, Programs & Strategic Initiatives

Ronny Nadiv
Director of Membership

Sylvie Porter
Communications Manager

Jon Nitz
Program Assistant

Karen O’Connor
Office Administrator

Kristin Mentz
Member Engagement Liaison

Building the future together.
The Howard County Chamber is the preeminent voice for the business community in Howard County, advocating for pro-business policy and free enterprise. Each year, as part of its effort to ensure members are informed about the issues the Chamber will advocate for or against, the Legislative Affairs Committee puts together a detailed “Issues for Legislative Action Brief.”

**Issues Brief**

The 2017 “Brief” was distributed to members at the Chamber’s annual Legislative Preview Breakfast in November 2016. The legislative category that the Chamber devoted the most time and energy to in 2017 was Labor, Employment and Health Care. Business owners have been inundated with workplace regulations that have costly penalties coupled with proposed legislation that potentially could lead to a decrease in jobs. The Chamber was concerned that implementing new legislation related to paid sick leave and mandated scheduling would cause labor costs to rise and lead to a decrease in jobs.

The Chamber was very active in 2017 fighting against HB-1. The Maryland Health Working Families Act, more commonly known as the Mandatory Paid Sick Leave Act. The Chamber was disappointed that, despite its efforts and the efforts of many other pro-business organizations, HB-1 was passed during the 2017 Legislative Session. However, the fight was not over, and the Chamber worked to make sure Gov. Hogan was aware that the Chamber opposed HB-1; ultimately, the governor vetoed the legislation.

### Legislative Events

In 2017 the Chamber hosted four successful events providing members the opportunity to hear about the legislative agenda, and equally importantly, offering the chance to speak directly with elected officials, at the annual Business Day in Annapolis and Elected Officials Meet & Greet.

### Face Time With Elected Officials

Congressman John Sarbanes discussed the Chamber offices in May of 2017 to meet with Chamber President Leonardo McClarty and Board Chair Jeff Agnor, Esq. Sarbanes gave an update on all the latest policy discussions on Capitol Hill and detailed some of the recent changes that would directly impact the Chamber’s members. Sarbanes also asked to hear what the Chamber had been hearing from its members.

McClarty and Agnor expressed concerns from the Chamber’s small business members about access to financing and uncertainty about what health care benefits they would be required to offer employees in the future. In addition, they shared the Chamber’s concerns regarding Mandatory Paid Sick Leave and the Chamber’s active advocacy against it.

Sarbanes also discussed his passion for apprenticeships and the ways he is pushing for their return to help fill vacancies for qualified potential employees in the information technology, cybersecurity and engineering fields.

### Small Business Listening Session with Sen. Chris Van Hollen

Also in May of 2017, seven Chamber members representing local small businesses were invited to sit down for a listening session with Sen. Chris Van Hollen to share some of the concerns and issues facing small businesses.

Representatives from Howard Bank, Hamilton Bank, BTS Software, Placement Ready, Bay Bank, Cain Contracting and the Howard County Economic Development Authority were invited by McClarty, and each got a chance to address Van Hollen.

The senator heard concerns regarding the Dodd-Frank Wall Street and Consumer Protection Act and how the act has made it more difficult for small businesses to get access to capital.

The group also gave several examples of other areas where Van Hollen could aid small businesses by easing the regulatory burdens they face, including by raising the appraisal threshold for commercial real estate loans and simplifying the regulatory capital rules.

---

### 2018 Cyber Conference:

**Navigating the Security Pitfalls of a Connected World**

The GovConnects program has been organizing and hosting a Cyber Conference for eight years now, and it has become a can’t-miss event for anyone working in cybersecurity or related fields in the region.

For 2018, the conference will focus on “Navigating the Security Pitfalls of a Connected World.” Cyber touches all aspects of our life, from the myriad devices we have brought into our homes to those we employ on the job to improve and improve our productivity. At the ninth annual Cyber Conference, participants can expect cutting-edge discussions from some of the leading experts in the community, surrounding topics ranging from health care to trust to employment of open source technologies.

There will be two separate tracks, ensuring relevant, engaging discussions for both technologists designing and implementing cyberproducts and management staff making financial and risk decisions regarding cybertechnology. The conference sessions also will address the challenging topic of hiring, training and retaining a cyber workforce in this 0% unemployment environment.

Lt. Gov. Boyd Rutherford and Congressman Dutch Ruppersberger will open the conference, but there will be more than a dozen other panelists and speakers including the following:

- Matthew Johnson, Chief Technology Officer, Guardtime
- Daniel Yim, Principal, Noblis
- Shawn Wells, Chief Security Strategist, Red Hat
- Josh Lospinoso, Ph.D., Capt. U.S. Cyber Command
- Dr. Kate Hetherington, President, Howard Community College
- Diana Burley, Ph.D., Executive Director and Chair, Institute for Information Infrastructure Protection
- Col. Matthew Dunlop, U.S. Cyber Command
- Kelly Shultz, Secretary, Maryland Department of Labor, Licensing & Regulation
- Jason Taule, FEI Systems
- Terry J. Dunlap Jr., Co-Founder & CEO, ReFirm Labs Inc.
- Dr. Merlynn Carson, Myriddian Strategic Advisor
- Bryson Bort, Founder of Grimm, Scythe and ICS_Village
- Henry Chao, Solutions Architect and Strategic Advisor
- Dr. Merlynn Carson, Myriddian Strategic Advisor
- Terry J. Dunlap Jr., Co-Founder & CEO, ReFirm Labs Inc.
- Dr. Merlynn Carson, Myriddian Strategic Advisor
- Bryson Bort, Founder of Grimm, Scythe and ICS_Village

More than a dozen companies spread the word about their services in the Exhibit Hall at Cyber 8.0 Conference. Photo: Pam Long Photography

---

Chamber President Leonardo McClarty, right, talks with Del. Frank Turner before the Chamber’s annual Legislative Wrap-Up Breakfast. Photo: Pam Long Photography

Sen. Chris Van Hollen, right, talks with Chamber member David Tohn from BTS Software at a Small Business Listening Session.

Howard County Executive Allan Kittleman, left, speaks with members at the Chamber’s annual Elected Officials Meet & Greet. Photo: Pam Long Photography

Morning Keynote Speaker Curtis W. Dukes addresses attendees at Cyber 8.0 Conference. Photo: Pam Long Photography

The Business Monthly • May 2018 • Page B-13
2017 Howard County Chamber Ambassadors

Angela Balsamo
Coffee News
Maryland

Bran Berlin
Howard Bank

Flora Betro
Target Marketing Group

Cathy Bowen
Adventure Web Interactive

Shannon Conrad
Victory North

Allen Fournier
PC Solutions

Craig Gagowski
PNC Bank

Violet Houston
First National Bank

Janet F. Loughran
Columbia Association

Jon Naussbaum
ProActive Medical Consultants

Gail Sanders
Tower Federal Credit Union

Karilie H. Shah
PNC Bank

Blaine Shigley
Howard Bank

Pablo Troncoso
Troncoso Leadership Agency

Keyanna Turner
The Acct of Howard County

Natalie Whylie
Allegra Annapolis

Stephen F. Wolf, CPA
Berman Goldman

Chamber Ambassadors greet Chamber members at events, ribbon-cuttings and mixers.

The Howard County Chamber appreciates and recognizes the annual investors that support the high quality of events and programs we offer.

Foundation Partners
M&T Bank
The Columbia Bank

Legacy Partners
Apple Ford Lincoln
Columbia Association
Davis, Agnor, Rapaport & Skalny
Howard County Economic Development Authority
Howard County General Hospital
Howard Hughes
Howard Tech Advisors
PNC Bank
Turf Valley Resort

Benefactor Partners
Aronson
KCI Technologies
Noblis
The RMR Group
Tower Federal Credit Union
Unanet

Leader Partners
Advertising Media Plus
Hertzbach
Howard Community College
Katz/Abosch

Gold Partners
Sandy Spring Bank
The Business Monthly

Thank You to Our 2017 Annual Sponsors
2017–2018 Committees and Volunteers

Legislative Affairs Committee
Public Policy Team
Andrew Robinson, Esq., Offit Kurman, Co-Chair
Cole Schnorf, Manekin LLC, Co-Chair
Leonardo McClarty, CCE, Howard County Chamber
Cheryl U. Brown, Esq., Davis, Agnor, Rapaport & Skalny LLC, Employment/Labor Law & Health Subcommittee Chair

April Doss, Senate Select
Michael J. Cameron, Noblis, Peggy M. White, PE, KCI
Michael Thompson, Kaiser
Mike Snyder, Dewberry
Joe Rutter, Land Design &
Michael Riemer, The Riemer
Caryn Lasser, Howard County Library System, Topping & Education Development Subcommittee Chair
Richard Ohnmacht, Bay Bank, Budget, Finance & Taxation Subcommittee Chair

Pete Maheridis, Esq., COGENT Commercial of Keller Williams Realty Centre, Environmental & Transportation Subcommittee Chair

Legislative Affairs Committee
Jeff Agnor, Davis, Agnor, Rapaport & Skalny LLC Nellie Arrington, Long & Foster Columbia Dr. Elise Benczkowski, The Bodhi Clinic
James Benjamin, Pessin Katz Law PA
Ellen Coren, Chesapeake Public Strategies
Tom Cormier, Giant – Ahold USA
Lin Eagan, The Eagan Team
Shura Eddy, Oxford Planning Group
Greg Fitchett, Howard Hughes Corporation
Caryn Lasser, Howard County Government
Peter Morgan, Howard County Association of Realtors
Michael Riemer, The Riemer Group Inc.
Joe Rutter, Land Design & Development Inc.
Mike Snyder, Dewberry
Michael Thompson, Kaiser Permanente
Peggy M. White, PE, KCI

Cyber Conference Committee
Michael J. Cameron, Noblis, Chair
Greg Boucher, The Bragg Group
Jeff Cochran, ADG Creative
April Doss, Senate Select Committee on Intelligence

Col. Matthew Dunlop, U.S. Cyber Command
Michael Finkel, Sparksoft Corporation
Richard George, Johns Hopkins University Applied Physics Laboratory
Thomas Glaser, Howard Community College
Roy Horton, Leidos
Kiasha Jennings, Chaise Management Group LLC
Leonardo McClarty, Howard County Chamber
Ian Riddle, The Columbia Bank
Edward Rothstein, ERA Advisory Group
Kristi Simon, Howard County Chamber
Angela Singleton, TEDCO

Women in Government Contracting Conference Committee
Anna Fleeman Elhini, Creatrix, Co-Chair
Nicole Mitchell, Aronson LLC, Co-Chair
Lisa Anderson, Anavo
Dolly Davidson, GCubed Technologies Inc.
Laura Drummer, Novetta
Leonardo McClarty, Howard County Chamber
Kelly Mitchell, impactHR LLC
Kristi Simon, Howard County Chamber
Kim Watters, GovrAlm

YPN Board of Directors
Eric Ploutz, Edward Jones, Chair
Dave Sciamarelli, MacKenzie Commercial Real Estate, Immediate Past Chair
Nicholas Barrick, KCI
Technologies, Treasurer
Matt Anderson, McFarlin Insurance, Vice Chair
Elyssa Auerbach, Maryland Association for Justice, Secretary
Jody Lenes, Eos Commercial Landscape Services LLC, Adviser
Courtney Banks, Level One Personnel
Mark Cruz, Tower Federal Credit Union
Mary Beth Dulin, Mary Kay
Jordan Guzman, Davis, Agnor, Rapaport & Skalny LLC
Anton Justin, The Howard Hughes Corporation
Kate McNichol
Andrew Robinson, Offit Kurman

JT Rohr, AXA Advisors Kristi Simon, Howard County Chamber YPN Liaison

Business Recognition Committee
Tom Burtzlaff, CMIT Solutions
Kate Hetherington, Ed.D., Howard Community College
Becky Mangus, The Business Monthly
Leonardo McClarty, Howard County Chamber
Jean Moon, Jean Moon & Associates
Bradley Myers, M&T Bank
Jean Parker, Merriweather Post Pavilion
Richard Story, Howard Bank
David Yungmann, The Yungmann Group, Keller Williams Integrity

Signature Event Committee
Angela Balsamo, Coffee News Maryland
Nacketa Boddie, Seasons 52
Ellen Budd, The Meeting House
Patty Flott
Regina Ford, Turf Valley Resort
JoAnn Hawkins
Bill Jones, Image 360

Kyle Robson, Lindsay Ford
Marty Rockenstire, Image 360
Sally Slater, Howard County Tourism
Cathy Yost, The Business Monthly

Jingle Mingle Committee
Justin Moffit, The Columbia Bank, Chair
Elizabeth Furr, Howard County Library System
Tracy Gokce, Lord & Taylor
Jessica Kellner, The Hotel at Arundel Preserve
Peggy Lessard-Menikeim, Joseph’s Refinishing & Upholstery
Debra May, Millennium Marketing Solutions
Sarah McMahon, Bay Bank
Greg Morgan, Sunnyfields Cabinetry/Delbert Adams Construction Group
Jon Nussbaum, ProActive Medical Consultants LLC
Linda Ostovitz, Offit Kurman
Shelley Romano, bgc CPAs
Sally Slater, Howard County Tourism & Promotion
Lisa Swan, The Columbia Bank
Women’s Leadership Conference Finds Success With New Focus

“If you want something done, give it to a busy woman.” A group of more than 200 busy women joined the Chamber March 8 for its annual Women’s Conference, and boy, did the speakers, panelists and moderators get the job done. This was the first year that the focus of the conference was changed to Women’s Leadership rather than Women in Government Contracting as it had been called in the past.

Chamber President Leonardo McClarty kicked things off by introducing the morning keynote speaker, Laura Gamble, regional vice president, PNC Bank. Gamble focused on tips, rather than challenges. She said some of the most important advice she could offer was to know yourself, and then work from your strengths.

Panel Discussions

The first panel of the day, moderated by Lisa Anderson, CPA and strategic business adviser & virtual CFO of Anavo Transformation Solutions, was focused on mentoring and championing. Anderson set the tone early by referring to her panel’s discussion as black coffee conversation.

The straight talk that followed, with all of the panelists talking about learning to work from your strengths, could offer was to know yourself, and then work from your strengths.

The second panel, led by moderator Nicole Mitchell, partner, Aronson, included Lisa Cines, director of business development at Radius; Howard Community College President Kate Hetherington, Ed.D.; and Vice President of Population Health and Advancement for Howard County General Hospital Elizabeth Edsall Kromm, Ph.D., M.Sc. All of the panelists agreed you have to know the importance of emotional intelligence and “picking your battles.” But above all else, the panelists agreed you have to know your audience, know your stuff and hold your own.

Distinguished Speakers

After a brief break, conference attendees received a visit from Maryland’s First Lady Yumi Hogan. The First Lady met with guests and exhibitors in the Exhibit Hall and then addressed the entire conference, saying she was very pleased to be able to attend because of her connection to Howard County as a former resident and because the day was all about celebrating women.

The First Lady shared some sage advice, offering that women should “continue helping each other and supporting each other.”

The last session was also one of the most inspiring, which is fitting considering the title was “Rising to and Inspiring From the Top.” Moderator Anna Fleeman Elhini, the Chamber’s Office for Advocacy, National Development, and former mayor of Cleveland, who Singh spoke about her hard-fought journey to success. She also said that, “when you get up here, you gotta start pulling.”

McClarty closed out the conference by thanking everyone who attended, all of the speakers and panelists, the Chamber’s hard-working team of conference committee volunteers and the sponsors who make the Chamber’s events possible.
Our Better Business Bureau (BBB), serving Greater Maryland, celebrated its 100th anniversary last year. Now, it’s announcing the formation of the BBB Maryland Foundation (previously the BBB Educational Foundation), a 501(c)(3) organization. The mission of the retooled foundation is to help entrepreneurs build and sustain ethical businesses, and empower consumers and donors to buy and give with confidence.

A key foundation initiative is the organization’s Building Better Business Behavior (B4) program, which focuses on BBB’s eight Standards for Trust. The B4 curriculum is an unparalleled approach to outfit entrepreneurs with recipes for conduct. The flexible modules help fledgling businesses instill buyers’ trust and customer loyalty for long-term success.

The startup community is a vital part of Maryland’s economy, and BBB is working to support them in their efforts to grow their businesses. BBB’s mission has been to create an ethical marketplace where buyers and sellers trust each other, and this new addition of entrepreneurial business education will affect such positive change in our region.

Late last year, the foundation began utilizing BBB Standards for Trust, and real-life examples from its playbook of customer relations experience, to help Maryland’s entrepreneurs prepare their businesses for growth. The time-tested practices are backed by the latest market research and are offered at no cost to co-working groups, incubators and accelerators in the Baltimore metropolitan area.

“The B4 program gave me unique perspectives that I had not yet considered,” said Vera Moore of Apex Advantage, which has an office in Clarksville. “As I am relatively new to business, the information provided will definitely help me when making decisions that involve money. BBB’s method of presentation was amazing too.”

To date, modules of the curriculum have been delivered in partnership with a number of organizations including The Cube Cowork, Impact Hub, the Small Business Association, the Baltimore Urban League and the Maryland Center for Entrepreneurship, which is located in Columbia. The foundation also has a new board of directors to complement its new mission and programs. The board is chaired by Bill Thrash, of Owings Mills-based Friedman Franchise & Thrush.

For more information, visit bbb.org.

Angie Barnett is president and CEO of the Better Business Bureau of Greater Maryland. She can be reached at 410-347-3990 and abarnett@greater.bbb.org.

Central Maryland Chamber

The Center of Intelligent Business

You are invited to attend
Membership 101

Want to boost sales and increase your business connections in 2018?

Membership 101 helps you learn how your business can benefit from being connected to hundreds of business professionals throughout Central Maryland. Get tips to help make networking and sales easier.

The chamber provides a strong network of contacts throughout the Central Maryland region, educational training, referrals, networking opportunities, pro-business advocacy support and money-saving discounts. If your business could benefit from any of this, join us at Membership 101 to learn more!

Choose one of these dates
May 17, 2018 • June 21, 2018
9:00 to 10:30 a.m.
312 Marshall Ave, Laurel MD, 20707 • 1st floor conference room
Free parking, free admission, space is limited
Free to attend. Register online at: www.CentralMarylandChamber.org or call 410-672-3422 x4

BizWeekly

The FREE Way to Stay Informed

The Business Monthly now offers our readers a weekly e-newsletter to keep you in the loop of late-breaking local business news.

To sign up to receive BizWeekly, go to bizmonthly.com and click on BizWeekly.

Perhaps one of the funniest images to come out of his appearance, by the way, was where his photo was edited to put him in the Star Trek uniform of Data, the android. The resemblance is somewhat uncanny, physically and especially in the manner.

So did anyone here learn anything today? Don’t step away from the keyboard. Until Congress enacts something like the European privacy laws, you need to do it yourself.

And the Honest Ads Act, requiring notice of exactly who paid for that interesting social media, would be a great step as well. Some of this is coming, but you’re still your personal defense.

What If?

John Dvorak, PC Magazine’s resident curmudgeon, asked an interesting question in his recent posting: “What if Amazon closed up shop tomorrow?”

Besides being one of the world’s largest retailers, Amazon has the world’s largest cloud services business, with services powering every part of modern commerce and services, such as streaming movies. How did our life/business so tie up in Amazon that you would be harmed? If you sell on Amazon, and many people are discovering that as a way to expand their business, what happens to your inventory that it has and uses for quick shipping and, more importantly, your accounts receivable? Do you use it as a supplier, with two-day shipping and good prices, so you don’t have to keep as much inventory on hand?

And what if you, as an individual, lose your history of things routinely ordered? Would you be able to recreate sources for much of what you use? And Alexa would just be a shiny paperweight. When you’re stuck, however, as a tech-savvy, the number of people who depend on Amazon for their backups and other, “Oh my god, it’s gone” files, such as family photos. Being dependent on any online service is such a bad idea. Companies have gone of business before, even giants like Amazon. Is it too big to fail? Do you think the feds would step in to help it if it did? Not likely, especially if you listen to President Trump.

So how do you protect yourself? The retail angle may be hard to cover, but backups and photos? External hard drive prices are dropping to party-favor levels. Two terabyte drives are routinely under $70 and four terabytes under $100. They come with automatic backup software.

Buy one. Use it. Sleep better.

Cliff Feldwick is owner of Riverside Computing and does PC troubleshooting, network setups and data retrieval for small businesses, when not being overly amused by Photoshopped pictures of Mark Zuckerberg. He can be reached at 410-880-0171 or at cliff@feldwick.com. Older columns are available online at http://feldwick.com.

History Lesson

We were a herd of around 40 teenage boys at Baltimore’s Poly High School, back in the day when it was guys only (the neighborhood girls went to Easterns). On a typical day, as the bell rang at the end of our history class and our small stampede headed for the door, the teacher always asked, “Did anyone here learn anything today?”

We were, of course, too busy stampeding to answer. But looking back, I don’t think he was seeking validation for his work, as much as really wanting to know if we had, in fact, learned something.

I’ve often reflected on the question since then. Our Better Business Bureau (BBB), its 100th anniversary last year, Now, it’s announcing the formation of the BBB Maryland Foundation (previously the BBB Educational Foundation), a 501(c)(3) organization. The mission of the retooled foundation is to help entrepreneurs build and sustain ethical businesses, and empower consumers and donors to buy and give with confidence.

A key foundation initiative is the organization’s Building Better Business Behavior (B4) program, which focuses on BBB’s eight Standards for Trust. The B4 curriculum is an unparalleled approach to outfit entrepreneurs with recipes for conduct. The flexible modules help fledgling businesses instill buyers’ trust and customer loyalty for long-term success.

The startup community is a vital part of Maryland’s economy, and BBB is working to support them in their efforts to grow their businesses. BBB’s mission has been to create an ethical marketplace where buyers and sellers trust each other, and this new addition of entrepreneurial business education will affect such positive change in our region.

Late last year, the foundation began utilizing BBB Standards for Trust, and real-life examples from its playbook of customer relations experience, to help Maryland’s entrepreneurs prepare their businesses for growth. The time-tested practices are backed by the latest market research and are offered at no cost to co-working groups, incubators and accelerators in the Baltimore metropolitan area.

“The B4 program gave me unique perspectives that I had not yet considered,” said Vera Moore of Apex Advantage, which has an office in Clarksville. “As I am relatively new to business, the information provided will definitely help me when making decisions that involve money. BBB’s method of presentation was amazing too.”

To date, modules of the curriculum have been delivered in partnership with a number of organizations including The Cube Cowork, Impact Hub, the Small Business Association, the Baltimore Urban League and the Maryland Center for Entrepreneurship, which is located in Columbia. The foundation also has a new board of directors to complement its new mission and programs. The board is chaired by Bill Thrash, of Owings Mills-based Friedman Franchise & Thrush.

For more information, visit bbb.org.

Angie Barnett is president and CEO of the Better Business Bureau of Greater Maryland. She can be reached at 410-347-3990 and abarnett@greater.bbb.org.

Central Maryland Chamber

The Center of Intelligent Business

You are invited to attend Membership 101

Want to boost sales and increase your business connections in 2018?

Membership 101 helps you learn how your business can benefit from being connected to hundreds of business professionals throughout Central Maryland. Get tips to help make networking and sales easier.

The chamber provides a strong network of contacts throughout the Central Maryland region, educational training, referrals, networking opportunities, pro-business advocacy support and money-saving discounts. If your business could benefit from any of this, join us at Membership 101 to learn more!

Choose one of these dates
May 17, 2018 • June 21, 2018
9:00 to 10:30 a.m.
312 Marshall Ave, Laurel MD, 20707 • 1st floor conference room
Free parking, free admission, space is limited
Free to attend. Register online at: www.CentralMarylandChamber.org or call 410-672-3422 x4

BizWeekly

The FREE Way to Stay Informed

The Business Monthly now offers our readers a weekly e-newsletter to keep you in the loop of late-breaking local business news.

To sign up to receive BizWeekly, go to bizmonthly.com and click on BizWeekly.

Perhaps one of the funniest images to come out of his appearance, by the way, was where his photo was edited to put him in the Star Trek uniform of Data, the android. The resemblance is somewhat uncanny, physically and especially in the manner.

So did anyone here learn anything today? Don’t step away from the keyboard. Until Congress enacts something like the European privacy laws, you need to do it yourself.

And the Honest Ads Act, requiring notice of exactly who paid for that interesting social media, would be a great step as well. Some of this is coming, but you’re still your personal defense.

What If?

John Dvorak, PC Magazine’s resident curmudgeon, asked an interesting question in his recent posting: “What if Amazon closed up shop tomorrow?”

Besides being one of the world’s largest retailers, Amazon has the world’s largest cloud services business, with services powering every part of modern commerce and services, such as streaming movies. How did our life/business so tie up in Amazon that you would be harmed? If you sell on Amazon, and many people are discovering that as a way to expand their business, what happens to your inventory that it has and uses for quick shipping and, more importantly, your accounts receivable? Do you use it as a supplier, with two-day shipping and good prices, so you don’t have to keep as much inventory on hand?

And what if you, as an individual, lose your history of things routinely ordered? Would you be able to recreate sources for much of what you use? And Alexa would just be a shiny paperweight.

When you’re stuck, however, as a tech-savvy, the number of people who depend on Amazon for their backups and other, “Oh my god, it’s gone” files, such as family photos. Being dependent on any online service is such a bad idea.

Companies have gone of business before, even giants like Amazon. Is it too big to fail? Do you think the feds would step in to help it if it did? Not likely, especially if you listen to President Trump.

So how do you protect yourself? The retail angle may be hard to cover, but backups and photos? External hard drive prices are dropping to party-favor levels. Two terabyte drives are routinely under $70 and four terabytes under $100. They come with automatic backup software.

Buy one. Use it. Sleep better.
Every year, I ask Columbia Association’s (CA) board of directors to identify three or four strategic topics for the board members and CA staff to focus on during the next 12 months — big-picture topics that are beyond the work we do every day to make Columbia an even better place to live, work, and play. In compiling these goals, we examine what will happen in Columbia in the near future and discuss how CA’s involvement will add value to the community. In March, the board approved the following four topics:

1. CA’s role in the continued redevelopment of Columbia. The decline in resident membership and the Snowden River Parkway corridor, the Columbia Gateway area and Downtown Columbia.

2. The decline in resident membership and how to address this situation.

3. Participation in the redrafting of land development regulations.

4. Better understanding of how to serve and connect with young adults.

Some of these topics are very broad, and we soon will be developing priorities for the board and a brief overview of what we’ll be working on.

1. CA’s role in the continued redevelopment of Columbia.

There are three particular areas of the community that CA’s board of directors is focused on regarding redevelopment:

- the Snowden River Parkway corridor, the Columbia Gateway area and Downtown Columbia.

The discussions related to this topic will be ongoing and will involve a process lasting well beyond 12 months. We will identify our priorities and work to ensure that CA has a “seat at the table” as plans for redevelopment evolve through the various review steps and phases of implementation. CA should be proactive rather than reactive.

2. The decline in resident membership.

There was a time when CA was the sole provider, or one of very few, when it came to its fitness clubs and other related services. Now there is more competition in Columbia and in the general area, as well as in the industry overall. We are closely examining the impact on our resident participation, and the framework of how we can use our internal and external drivers, taking steps to bring in new members (residents and nonresidents), as well as to retain our existing members (residents and nonresidents). However, it is not just about the number of members; the quality of the experience is a priority for all of us at CA. We want to be certain that our members enjoy using our facilities to achieve their health and fitness goals. If we provide a quality experience every time members visit our facilities, then existing members are more likely to remain and encourage their neighbors to join. As the old adage states: “The race for quality has no finish line.”

We already have taken a number of steps, including simplifying our membership structure and terms. We are implementing the steps of a multi-year, comprehensive plan to renovate and improve our facilities and encourage our programming. Also, we have moved our sales staff into Columbia Athletic Club, Columbia Gym, Haven on the Lake and Supreme Sports Club, recognizing that potential customers will most likely visit these facilities first, rather than CA headquarters.

Beyond that, we realize that our relationship with our members is an essential component of a quality member experience. CA’s JumpStart initiative includes complimentary coaching and fitness sessions when members join, helping them learn more about how to build strength, lose weight or simply get the most out of their membership. CA also hosts new-member events at our facilities, as we have heard from individuals who were not fully aware of all the benefits their membership entails.

3. Participation in the redrafting of land development regulations.

Howard County’s Department of Planning and Zoning is working with a consultant to assist in revising zoning regulations in the county. CA wants to be very engaged in this process, particularly as New Town Zoning is such an integral part of the character — and characteristics — of Columbia.

4. Better understanding of how to serve and connect with young adults.

This topic will continue from the previous year. As CA recognizes a need to learn how we may better serve Columbia’s younger residents, employees and students. CA now has a Millennials Work Group, whose volunteer members held their first meeting in February. I am expecting a report with recommendations by the end of the calendar year.

E-mail milton.mathews@columbiaassoc.org with questions/comments.
**CALENDAR of EVENTS**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tuesday, May 1</strong></td>
<td>“CMC 2018 Annual Meeting.” 11:30 a.m.–1:30 p.m. Center Stage at Live! Co!</td>
<td><a href="http://www.centralsmallbusiness.com">www.centralsmallbusiness.com</a></td>
</tr>
<tr>
<td><strong>Thursday, May 24</strong></td>
<td>“GoVconnect BizBreakfast.” 7:30 a.m.–9:30 a.m. DoubleTree by Hilton Laurel.</td>
<td><a href="http://www.columbioharga.com">www.columbioharga.com</a>.</td>
</tr>
<tr>
<td><strong>Sunday, May 27</strong></td>
<td>“Eggspectation. Howard County Heart Ball.” 6 p.m.</td>
<td><a href="http://www.howardcountyepc.org">www.howardcountyepc.org</a>.</td>
</tr>
<tr>
<td><strong>Friday, June 15</strong></td>
<td>“Howard County Chamber Cyber Meeting.” 6–9 p.m. BWI Thurgood Marshall Airport.</td>
<td><a href="http://www.bwipartner.org">www.bwipartner.org</a>.</td>
</tr>
<tr>
<td><strong>Thursday, June 21</strong></td>
<td>“Columbia Festival of the Arts Exhibit Reception &amp; Improv.” 6–8 p.m. Howard County Arts Council.</td>
<td><a href="http://www.columbiofestival.org">www.columbiofestival.org</a>.</td>
</tr>
<tr>
<td><strong>Friday, June 22</strong></td>
<td>“The Other Mozart.” 8 p.m. $15–$53. Smith Theatre, Howard Community College.</td>
<td><a href="http://www.columbiofestival.org">www.columbiofestival.org</a>.</td>
</tr>
<tr>
<td><strong>Friday, October 19</strong></td>
<td>“50+EXPO Howard County.” 9 a.m.–4 p.m. Wild Lake High School. <a href="http://www.howardcounty.org/50pln5EXPO">www.howardcounty.org/50pln5EXPO</a>.</td>
<td></td>
</tr>
</tbody>
</table>

**Upcoming Events**

- **June 7**: “Howard County Chamber Cyber 2018.” 7:30 a.m.–5 p.m. $125/$150. Howard Community College, www.howardchamber.com.

**Contact Information**

- **Public Relations**
  - 410.730.0316
- **ASSOCIATES**
  - jean@jeanmoonassociates.com

Contact us for more information on how our marketing solutions can grow your business.

301.725.8000
www.nm4solutions.com

---

**Brand & Market Your Business With Top Howard County Marketing Professionals**

- **Online Promotional Product Showroom**
- **Trade Show Graphics & Hardware**
- **Digital Marketing & Print Management Services**
- **Award-Winning Creative Team**
- **Online Company Stores**
- **Voted Top 25 Website Firm in Baltimore by BJY**

---

**We Have Howard County’s Largest Promotional Product Showroom.**

We are conveniently located off Route 32 between I-295 and I-95. Find out more about how our marketing solutions can grow your business.

301.725.8000
www.nm4solutions.com
Their valuable support helped us to celebrate an elegant evening of fine wines, the HCC Culinary Department, and live entertainment raised vital scholarship funds to help deserving students achieve their educational goals.

PRESENTING SPONSOR
M&T Bank

SPIRITS SPONSORS
Abbot & Paine family
Advanta Medical Solutions
Cabling Systems, Inc.
Canon Solutions America
CareFirst BlueCross BlueShield
Dembo Jones, P.C.
EMJAY Engineering & Construction Co.
Howard Bank

STEIN SPONSORS
Carney, Kelehan, Bresler, Bennett & Schier, LLP
Columbia Benefits Consultants
Design Collective
EMH Environmental, Inc.
JMT
Lighting Environments
Matt Horowitz, CPA

TASTING SPONSORS
Absolutely Perfect Catering
Allspice Hospitality
The Breakfast Shoppe
Clyde’s & The Soundsy
Glory Days
Grotto Pizza
Houlahan’s
Jailbreak Brewing Company
Lib’s Grill
Putting on the Ritz
Ramaiz
Seasons 52
Tino’s Italian Bistro
Wegmans
Whole Foods
HCC Culinary

The Howard Community College Educational Foundation extends its deepest gratitude and appreciation to all the generous sponsors* of the 2018 Vino Scholastico event held on April 27 at Howard Community College. Their valuable support helped us to celebrate an elegant evening of fine wines, craft beers and spirits. Delicious food from area restaurants, and desserts from the HCC Culinary Department, and live entertainment raised vital scholarship funds to help deserving students achieve their educational goals.

Lisbon Farmers Feed the Hungry Parade Raises More Than $15K

The Great Lisbon Farmers Feed the Hungry Christmas Parade, presented by the Howard County Farm Bureau and held on Dec. 9, 2017, raised more than $15,000. Snow added more meritment to the annual event, which attracted more than 1,500 people to historic Lisbon, in western Howard County.

Led by local farmers driving their festively-decorated tractors and hauling wagons full of spirited locals, plus the seasonally-armed horse-drawn carriages and saddle horses trotting up Lisbon’s Main Street, the holiday parade with a mission went off without a hitch.

Sittin’ Down to Eat
More than 2,000 pounds (one ton) of nonperishable food was donated along the 2017 parade route and was evenly distributed to two food banks: the Howard County Food Bank and Carroll County Food Sunday. It marked an increase of more than 1,200 pounds from the 800 pounds of food that was donated in 2016.

The more than $15,000 total was raised at the event through the support of parade participants, sponsors and spectators. Since its beginning, the parade has raised more than $65,000 to feed the hungry.

A check was presented to the beneficiaries on April 12 during the Howard County Farm Bureau’s Annual Legislative Dinner. Both food banks received $5,000, while $2,000 was presented to the fire department and the charity.

Come December
The next Great Lisbon Farmers Feed the Hungry Christmas Parade will kick off at noon on Saturday, Dec. 8, 2018. Learn more by visiting www.LisbonChristmasParade.com.

Lisbon Volunteer Fire Company Chief, Carey A. McIntosh, was presented a check for $2,000 from funds raised by The Great Lisbon Farmers Feed the Hungry Christmas Parade at the April 12 Howard County Farm Bureau Legislative Dinner. The funds will go toward building the new LVFC facility slated to be completed by Fall of 2019. Pictured, from left, are Howie Feaga, President, Howard County Fair Bureau, Carroll Roles, Parade Chair, Carey McIntosh, and Alice Sittin’ Down to Eat.

On behalf of the Howard County Food Bank, the president of the Community Action Council of Howard County received a donation check for $5,000. Pictured, from left, are Howie Feaga, Howard County Farm Bureau; Bita Dayhoff, Community Action Council; Carroll Roles, parade chair; Carey McIntosh, and Alice Sittin’. Photo: Kelley Green

**confirmed sponsors as of April 24, 2018**
Ellicott City Retailer Named SBA Small Business Person of the Year

The U.S. Small Business Administration (SBA) 2018 Maryland Small Business Person of the Year is Tamara Beideman, owner of Sweet Elizabeth Jane in Ellicott City. Founded in 2011, Sweet Elizabeth Jane offers home décor, apparel, accessories and gifts.

Like many others, Beideman was faced with the aftermath of 2016’s “thousand-year storm” that dropped six inches of rain in Historic Ellicott City in 90 minutes, whisking away merchandise, fixtures and even her cash register. That beating would have put most entrepreneurs on the ropes, but not Beideman; with the help of SBA disaster recovery loans and other services, she rallied, rebuilt and came back better than ever.

“Tammy’s perseverance and resourcefulness following the disaster are inspir-ing,” Baltimore District Director Steve Umberger said. “She’s survived the worst and come back with record-breaking sales and is putting more Marylanders back to work.”

Beideman and the area’s other local winners include the following.

Small Business Person
Tammy Beideman
Sweet Elizabeth Jane
8289 Main Street
Ellicott City, MD 21043

Minority-Owned Small Business
Louben Repke
Repke Fitness
8208 Veterans Highway, Suite 3
Millersville, MD 21108

Family-Owned Small Business
Whitney & Scott Kerridge
Admiral Cleaners
10 Taylor Avenue
Annapolis, MD 21401

Attorney Advocate
Paul Skalny
Davis, Agnor, Rapaport & Skalny
10211 Wincopin Circle, Suite 600
Columbia, MD 21044

Financial Services Champion
Andrew Hines
The Bank of Glen Burnie
101 Crain Highway, S.E.
Glen Burnie, MD 21061

Insurance Advocate
Mike Thomas
Lighthouse Insurance Services
1119 MD Rte. 3 North
Gambrills, MD 21054

Rising Star Student Entrepreneur
McKenzie & Gigi Crafton
Bracket Ears
10380 Old Columbia Road, Suite 102
Columbia, MD 21046

Radiator Hair Studio
8835 Columbia 100 Parkway
Suite 17 • Columbia MD 21045

www.bizmonthly.com

The Columbia Rotary Club Foundation Inc.
Celebrating Our 50th Year
Join Us!

Captain’s Choice Scramble, 18 holes
Mon., September 10, 2018
HOBIT’S GLEN GOLF CLUB
11130 Willow Bottom Drive
Columbia, Maryland 21044

Golf Package Includes
• Lunch
• Deluxe Supper (Turn House buffet) after golf
• Cold drinks and snacks throughout the course
• Give aways at sign-up • Drawing for prizes

Contest Package Includes
• two mulligans (use anywhere except on prize shots)
• three putts to qualify for $5,000 cash
• Hole-in-one contest for a new Ford from Apple Ford

Schedule
11 a.m. – Lunch
12 p.m. – Shotgun Start
5 p.m. – Drinks and Buffet Dinner and Awards Ceremony

A ll funds raised through the Columbia Rotary club’s Annual William Jefferson Memorial Golf Benefit are used to support charitable projects within Howard County. Over the past 50 years, Columbia Rotary Club has donated more than $2 million to local nonprofits.

Each year, the club contributes to: Howard County Community College Rebuilding Together The Loan Closet Freestate Challenge Academy In addition, this past year, the club has provided funds to: Camp Attaway Festival of the Arts First Tee of Howard County Head Start Summer Enrichment Program Making Change Over the years, the Columbia Rotary Club has donated more than $2 million to local, Howard County nonprofits, including:
• Adaptive Living Inc. • Boy Scouts of America • Bright Minds Foundation • Columbia Festival of the Arts • Community Action Council of Howard County Food Bank • Disability Awareness Program • Domestic Violence Center • FIDOS for Freedom • FIRN • Grassroots Crisis Center • HC DrugFree • Healthy Families • Help End Homelessness of Howard County • Hope Works • Howard County Headstart Program • Howard County General Hospital • Department of Psychiatry • Howard County Police Unity Tour • Howard County Special Olympics • Leadership Howard County • Life My Learning Center • Lindwood Children’s Center • Recovery Works LLC • Nouse Scholarship Program, HCC • Success in Style • The Serenity Center • Voices for Children • YMCA Howard County •
Helping to Make a Statement

Let The Business Monthly Help You Reach Your Target Audience With 3 Great Advertising Opportunities

1 The Business Monthly with more than 75,000 readers and a 25-year proven record

2 BizWeekly with local news that arrives right to your computer each Tuesday morning (e-mail to sign-up)

3 Our extremely popular web site with major activity daily including an interactive copy of The Business Monthly — and an app!

And a full-service Marketing Division to help make it happen!

www.bizmonthly.com
410-740-7300
news@bizmonthly.com

We mean business …
By John E. Day

If you care about what happens to your money, home and other property after you die, you need to do some estate planning. There are many ways you can use to achieve your estate planning goals, but a will is probably the most vital. Even if you’re young or your estate is modest, you should always have a legally valid and up-to-date will. This is especially important if you have minor children because many states, your will is the only legal way you can name a guardian for them.

Although a will doesn’t have to be drafted by an attorney, it is advisable, seeking the greatest advantage of a will is that it allows you to avoid intestacy. This is, with a will you get to choose who will get your property, rather than leaving it up to state law. State intestate succession laws, in effect, provide for a will if you die without one. This “intestate will” distributes your property, in general terms, to your closest blood relatives in proportions dictated by law.

However, the state’s distribution may not be what you would have wanted. Intes- tacy can have a number of consequences, which include the possibility that your estate will owe more taxes than it would if you had created a valid will.

• Wills allow you to distribute property according to your wishes.
• Wills allow you to leave bequests (gifts) to anyone you want. You can leave your property to a surviving spouse, a child, other relatives, friends, a trust, a charity or anyone you choose. There are some limits, however, on how you can dis- tribute property using a will. For instance, your spouse may have certain rights with respect to your property, regardless of the provisions of your will. Gifts through a will will take the form of specific bequests (e.g., an heirloom, jewelry, furniture or cash), general bequests (e.g., a percentage of your property) or a residuary bequest of what’s left after your other gifts.
• Wills allow you to nominate a guardian.

In many states, a will is your only means of stating who you want to act as legal guardian for your minor children if you die. You need not name a personal guar- dian, who takes personal custody of the children, and a property guardian, who manages the children’s assets. This can be the same person for different people. The probate court has final approval, but courts usually will approve your choice of guardian unless there are compelling reasons not to.
• Wills allow you to nominate an exec- utor.

A will allows you to designate a person as your executor, who is responsible as your representaive after your death. An executor carries out many estate settlement tasks, including locating your will, collecting your assets, paying your creditors, claims, paying any taxes owed by your estate and distributing any remaining assets to your beneficiaries. Like naming a guardian, the probate court has final ap- proval but will usually approve whomever you nominate.
• Wills specify how to pay estate taxes and other expenses.

The way in which estate taxes and other expenses are divided among your heirs is generally determined by state law, unless you direct otherwise in your will. To ensure that the specific bequests you make to your beneficiaries are not reduced by taxes and other expenses, you can provide in your will that these costs be paid from your residuary estate. Or, you can specify which assets should be used or sold to pay these costs.
• Wills can create a testamentary trust.

You can create a trust in your will, known as a testamentary trust, that comes into being when your will is probated. Your will sets out the terms of the trust, such as who the trustee is, who the bene- ficiaries are, how the trust is funded, how the distributions should be made and when the trust terminates. This can be especially important if you have a spouse or minor children who are unable to manage assets or property themselves.
• Wills can fund a living trust.

A living trust is a trust that you create during your lifetime. If you have a living trust, your will can transfer any assets that were not transferred to the trust while you were alive. This is known as a pour-over will, because the assets “pour over” your estate to your living trust.
• Wills can help minimize taxes.

Your will gives you the chance to min- imize taxes and other costs. For instance, if you draft a will that leaves your entire estate to your U.S. citizen spouse, none of your property will be taxable when you die (if your spouse survives you) because it is fully deductible under the unlimited marital deduction. However, if your estate is distributed according to intestacy rules, a portion of the property may be subject to estate taxes if it is distributed to heirs other than your U.S. citizen spouse.

• Assets disposed of through a will are subject to probate.

Probate is the court-supervised process of administering and proving a will. Pro- bate can be expensive and time-consum- ing, and probate records are available to the public. Several factors can affect the length of probate, including the size and complexity of the estate, challenges to the will or its provisions, creditor claims against the estate, state probate laws, the personal property is probated in the state in which it is located, and personal property is probated in the state in which you are domiciled (i.e., reside) at the time of your death.

• Will provisions can be challenged in court.

Although it doesn’t happen often, the validity of your will can be challenged, usually by an unhappy beneficiary or a disinherited heir. Some common claims include the following.
• You were of unsound mind at the time you signed the will.
• You were unduly influenced by another individual when you drew up the will.
• The will was forged or was otherwise improperly executed.

The will was revoked.

CFAAC Announces Leadership Transition

Melissa Curtin, president and CEO of the Community Foundation of Anne Arundel County (CFAAC), is transitioning from her executive role with the CFAAC after nearly three years of service. She will continue to provide professional support as a consultant; her last day on the job will be June 30.

Berkshire Hathaway Cites Local Award Winners

Berkshire Hathaway HomeServices Peninsula Properties has opened a new office in the Northern Neck, the country’s fast-est-growing real estate brokerages, has announced its top sales executives in its Columbia and Ellicott City offices.

Byproduct of the rising consumer prices is a need for lower maintenance and more energy-efficient products. This is where the focus of this column lies. In a recent article, Smith described the rise in solar energy usage as an indication of a new era in renewable energy. The growth of solar energy is not only driven by environmental concerns, but also by economic incentives. As the cost of solar energy continues to decrease, it becomes a more attractive option for consumers.

Bass Joins Gable

Michele Bass has joined Gable, of Pasadena, to assist in expanding traditional signage and digital technology business opportunities within the gaming and hospitality industry. She will focus on identifying and securing digital technology find- ing, operational and gaming floor signage opportunities in the gaming, restaurant, and retail industries.

Hamilton Bank Adds Morgan

Hamilton Bank has hired Matthew Morgan as a commercial loan officer. Morgan will develop and manage business lending and deposit relationships. He has more than 12 years of commercial banking experience and is a former U.S. Marine.

MES Names Harris Board Treasurer

The Maryland Environmental Service (MES) named Michael Harris as treasurer of the MES Board of Directors. He currently serves as MES managing director and treasurer.

Hamilton Bank Joins impactHR

Hamilton Bank has hired Matthew Morgan as a commercial loan officer. Morgan will develop and manage business lending and deposit relationships. He has more than 12 years of commercial banking experience and is a former U.S. Marine.

MES Names Harris Board Treasurer

The Maryland Environmental Service (MES) named Michael Harris as treasurer of the MES Board of Directors. He currently serves as MES managing director and previously served as director of human resources for a Maryland-based federal contractor.

Wills: The Cornerstone of Your Estate Plan

TEDCO Announces Executive Promotions, One Retirement

Columbia-based TEDCO has an- nounced leadership promotions. They in- clude the promotion of Melissa Curtin, president and CEO of TEDCO’s new Pre-Seed Fund; and Anne Balduzzi, who will begin an expanded role as director of advisory services.

TEDCO also announced the retirement of Maryland Entrepreneurs Resource List Manager Linda Saffer.

EXIT Right Realty Garners Award

EXIT Realty Bob and Ronna Group, which recently won PGCAR’s Bronze Award for Prince George’s County Association of Realtors (PGCAR), has sold more than $3 million of product in 2017 from its newly opened doors.

Hamilton Bank heroine

Hamilton Bank has hired Matthew Morgan as a commercial loan officer. Morgan will develop and manage business lending and deposit relationships. He has more than 12 years of commercial banking experience and is a former U.S. Marine.

MES Names Harris Board Treasurer

The Maryland Environmental Service (MES) named Michael Harris as treasurer of the MES Board of Directors. He currently serves as MES managing director and previously served as director of human resources for a Maryland-based federal contractor.

TEDCO Announces Executive Promotions, One Retirement

Columbia-based TEDCO has an- nounced leadership promotions. They in- clude the promotion of Melissa Curtin, president and CEO of TEDCO’s new Pre-Seed Fund; and Anne Balduzzi, who will begin an expanded role as director of advisory services.

TEDCO also announced the retirement of Maryland Entrepreneurs Resource List Manager Linda Saffer.

EXIT Right Realty garners award

EXIT Realty Bob and Ronna Group, which recently won PGCAR’s Bronze Award for Prince George’s County Association of Realtors (PGCAR), has sold more than $3 million of product in 2017 from its newly opened doors.

Hamilton Bank heroine

Hamilton Bank has hired Matthew Morgan as a commercial loan officer. Morgan will develop and manage business lending and deposit relationships. He has more than 12 years of commercial banking experience and is a former U.S. Marine.

MES Names Harris Board Treasurer

The Maryland Environmental Service (MES) named Michael Harris as treasurer of the MES Board of Directors. He currently serves as MES managing director and previously served as director of human resources for a Maryland-based federal contractor.
**HCC 5K Challenge Jumpstarts Healthy Lifestyles**

Cathleen Smith enjoyed her son’s engagement party last summer, but did not like the photos of herself at the event. “I knew I had to do something,” she said. “I needed something to push me toward a healthier lifestyle.”

Around the same time, Smith learned that her employer, COPT, a real estate investment trust company, was putting together teams for Howard Community College’s (HCC) 5K Challenge Race, a wellness and team-building event that raises funds for student scholarships.

Smith, who had never run a race before, eagerly joined in.

On Oct. 14, she and her co-workers will return for the fifth annual race, where they’ll be joined by more than 500 employees from 50 area businesses. They’ll not only run, but complete a number of challenges on their way to the finish line and celebration village.

The HCC 5K Challenge Race differs from other races as it specifically targets businesses, with sponsorships ranging from $750 to $5,000. All employees of sponsoring companies have an opportunity to partake in bi-weekly group training runs and educate themselves on topics that improve participants’ health and wellness. Race participants also receive a 90-day Columbia Association (CA) family membership as an added benefit.

The Howard Community College Educational Foundation (HCCEF), which organizes the race and works in partnership with CA, announced that, for the first time Havtech will be the presenting sponsor.

**Lifestyle Changes**

Smith will participate in one of three teams at COPT and is excited for training to begin in August. She lost 30 pounds since training for last year’s event and has remained committed to her fitness rituals since. She continues to walk and run, and competes in no less than five Fitbit challenge weeks. She cut out sugar drinks and changed her eating habits — “At least Monday through Friday,” she said with a laugh.

COPT has three teams participating in the 2018 5K Challenge Race.

**Credit Monitoring**

By Gary S. Williams

When it comes to filing our tax returns, we all have to put in the time and effort to complete every form accurately and according to the instructions. But even if we do every thing by the book, a tax identity thief still may file a fraudulent return in your name.

Unfortunately, this happens all too often, in fact, despite having prevented more than 787,000 fraudulent tax returns in 2016, the Internal Revenue Service (IRS) paid out $239 million in “suspect” refunds.

So, what steps should you take if you find yourself a victim of tax identity theft? To help answer this question, consider how cyber criminals obtain your personal information.

**How It Happens**

Cyber criminals can obtain your personal information in a number of ways, including the following:

- **Posing as an IRS representative and securing information via phone or e-mail**
- **Sending phishing e-mails**
- **Stealing your W-2 from your mailbox**
- **Accessing personal information over non-secure Wi-Fi networks**
- **Fraudulently file taxes, a thief needs your name, Social Security number (SSN), and date of birth. From there, s/he easily procuring information via phone or e-mail**

How cyber criminals obtain your personal information.

**Now What?**

Once your SSN has been compromised, it cannot be canceled or changed. But what can you do? Take the following steps to protect yourself from the fraudulent use of your SSN going forward.

- **Notify Authorities**
  - The faster you take action, the better.
- **Avoid Identity Theft**
  - In addition to filing a complaint with the Federal Trade Commission and notifying the Social Security Administration, be sure to file a claim with the IRS Identity Protection Specialized Unit at 800-908-4490 to report the theft.

**The Future**

As mentioned earlier, credit monitoring will alert you when a new line of credit is attempted, but they will also monitor existing accounts and notify you of any changes. Many also offer recovery assistance services, monetary and legal assistance, and insurance that covers expert consulting regarding identity theft.

- **Look Around**
  - Your situation may run its course and go away for a couple of years. Unfortunately, you are likely to have another issue because your SSN is in the hands of at least one identity thief. As such, you must stay aware.

**The Future**

As mentioned earlier, credit monitoring will alert you when a new line of credit is attempted, but they will also monitor existing accounts and notify you of any changes. Many also offer recovery assistance services, monetary and legal assistance, and insurance that covers expert consulting regarding identity theft.

- **Look Around**
  - Your situation may run its course and go away for a couple of years. Unfortunately, you are likely to have another issue considering that your SSN is in the hands of at least one identity thief. As such, you must stay aware.

Now What?

Once your SSN has been compromised, it cannot be canceled or changed. But what can you do? Take the following steps to protect yourself from the fraudulent use of your SSN going forward.

- **Notify Authorities**
  - The faster you take action, the better.
- **Avoid Identity Theft**
  - In addition to filing a complaint with the Federal Trade Commission and notifying the Social Security Administration, be sure to file a claim with the IRS Identity Protection Specialized Unit at 800-908-4490 to report the theft.

**Form 14039**

Submit IRS Form 14039 (i.e., the Identity Theft Affidavit), so that the IRS is aware that your future returns may be at risk.

**Use a PIN**

Once you’ve been identified by the IRS that you have been an identity theft victim, you can apply for an Identity Protection PIN. This six-digit PIN, provided by the IRS, must be used for your future tax returns in order for them to be accepted.

**Credit Bureau**

Report the fraud to one of the three major credit bureaus (Experian, TransUnion or Equifax), and place an alert on your credit report. When you file a report with one bureau, it is legally required to alert the other two. A fraud alert on your credit report will require potential creditors or lenders to contact you directly and obtain permission before opening a new line of credit.

**Credit Monitoring**

With credit monitoring, you’ll be able to keep tabs on your credit report. Credit monitoring services will alert you when a new line of credit is attempted, but they will also monitor existing accounts and notify you of any changes. Many also offer recovery assistance services, monetary and legal assistance, and insurance that covers expert consulting regarding identity theft.

**Look Around**

Your situation may run its course and go away for a couple of years. Unfortunately, you are likely to have another issue considering that your SSN is in the hands of at least one identity thief. As such, you must stay aware.

**Now What?**

Once your SSN has been compromised, it cannot be canceled or changed. But what can you do? Take the following steps to protect yourself from the fraudulent use of your SSN going forward.

- **Notify Authorities**
  - The faster you take action, the better.
- **Avoid Identity Theft**
  - In addition to filing a complaint with the Federal Trade Commission and notifying the Social Security Administration, be sure to file a claim with the IRS Identity Protection Specialized Unit at 800-908-4490 to report the theft.

**The Future**

As mentioned earlier, credit monitoring will help you keep tabs on your credit. You may also want to file your taxes as soon as possible each year to avoid another fraudulent filing.

Finally, remember that the IRS will never contact you electronically and almost never over the phone. It always communicates via letters sent through the U.S. Postal Service. If you do receive a phone call from someone saying that he is from the IRS, hang up and call your local IRS office directly.

**Looking to Start Training Again?**

Suzanne Parrish, leasing and billing admin-istrator at COPT, ran her first HCC 5K last year. She said many of her co-workers kept up their healthy lifestyle, but admits she has slipped.

“I lost 12 pounds,” she said, “I felt more energized.” But she lost her motiva-tion during the winter holidays and is excited to start training again, and this time, keep it up.

“I just felt really good while training for this race,” Parrish said. “I don’t like to sweat, but I got used to it. The Colum-bia Association Trainers are excellent. They’re really into it.”

Aside from the camaraderie and health benefits, Wolf says COPT likes its employ-ees to support HCC.

“It’s important to support what’s in your backyard [and] develop a higher educated workforce for Howard County,” she said.

In its first four years, the race has raised just more than $300,000. The HCC Educational Foundation, a 501(c)(3) non-profit that supports HCC and its students, expects to raise an additional $100,000 for student scholarships through this year’s Challenge Race. The scholarships, made possible by sponsoring businesses, greatly impact the lives of HCC students.

See HCC 5K Challenge, page 25

**Healthy Lifestyles**

College’s (HCC) 5K Challenge Race, a Healthy Lifestyles

Cathleen Smith, a member of one of the COPT teams is training for the Challenge.
The Howard Hughes Corp. (HHC) has announced that Crown Castle, the nation’s largest developer and provider of shared communications infrastructure, will expand its Maryland presence to Downtown Columbia’s Merriweather District. Its corporate office will relocate to One Merriweather, a new office building in the 391-acre core of Columbia that is being developed and built by HHC.

Crown Castle is scheduled to move in as early as June and will occupy approximately 31,000 square feet on all of the fourth floor, and a portion of the third floor, of the eight-story, 200,000-square-foot office building.

The Merriweather District’s One Merriweather is located on the corner of Little Patuxent and Broken Land parkways, and features almost 10,000 square feet of retail space on the ground floor. The building’s lead tenant is MedStar Health, with Wecker Hospitality Group’s restaurant, Cured, and modern speakeasy, 18th & 21st, slated to open on the ground floor in May.

MDOT SHA to Improve Route 1 at Kit Kat Road

The Maryland Department of Transportation State Highway Administration (MDOT SHA) is starting a project to improve the intersection of U.S. Route 1 (Washington Boulevard) and Kit Kat Road, in Elkridge. This $1.3 million project is expected to be completed by spring 2019.

Crews will widen the roadway, extending the right turn lane on northbound Route 1 to Kit Kat Road, and replace the existing flashing light with a full traffic signal at the intersection, which will offer pedestrian crossings. Additionally, to manage on-premises and cloud data in the flea market on Route 1 and add ADA compliant sidewalks within the project limits.

Although most work will take place behind a concrete barrier, motorists can expect single lane closures Mondays through Fridays between 9 a.m. and p.m. MDOT SHA’s contractor, Congres sional Contracting, of Potomac, will use temporary barrier wall, cones, barrels and traffic signs to guide the nearly 28,500 vehicles per day safely through the work zone.

RockTap Systems, Ethos Announce a New Partnership

Fulton-based RockTap Systems, a provider of Software-Defined Storage embedded with advanced security, encryption and compliance; and Ethos, one of the largest independent providers of unified communications and voice, document and data solutions worldwide, have announced a new partnership.

Under the agreement, Ethos will serve as RockTap’s primary distributor in the United Kingdom, making RockTap’s data management and orchestration solution available to the U.K. market for the first time. RockTap’s BrickStor product offers an all-in-one data storage and management platform for enterprises and organizations looking to protect, manage and share data from cyberattacks while meeting regulatory compliance requirements. The platform enables companies to create shared, distributed storage resources, reducing cost and complexity, optimizing access and improving security.

In addition, RockTap’s myRack or myCheatsheet framework is an easy-to-use platform for enterprises and organizations to create and share data, and to guide the development of new features. RockTap also offers stand-alone applications for storage and content management.

TEDCO’s mPace Program Announces Consulting Engagement With BondTrue

TEDCO, Columbia’s start-up, announced a strategic partnership through its mPACE program with innovative medical device company BondTrue. Designed and patented by plastic surgeon Dr. David Zachary Martin, BondTrue automates the processes of surgical incisions and closures. The result is a fast, precise surgical incision and repair that is 70% less expensive and 70% faster than traditional incisions and repairs. This significantly reduces surgical times and costs, while ensuring the most efficient wound repair. BondTrue repurposes the type of IP and technology that, combined with our expertise, has qualities to become a FDA cleared device and have broad applications,” said George Davis, CEO of TEDCO. “Our goal with this program is to guide medical device developers like BondTrue to commercialization and ultimately make a sustained economic impact here in Maryland.”

Merkle Enhances Its Innovation Cloud, Powered by Adobe Experience Cloud

Columbia-based Merkle, a technology-enabled, data-driven performance marketing agency, has announced the launch of the Merkle Innovation Cloud (MIC) 2.0, which demonstrates the integration of marketing technologies with traditional media and personalization. MIC 2.0, which demonstrates the integration of marketing technologies with traditional media and personalization.

The new option will save money in printing and courier costs. Commercial and residential developers that plan on building projects adjacent to MDOT SHA’s controlled access roads (state numbered routes and interstates) are required to submit plans and, in some cases, traffic impact studies to obtain permission to access the roads. In the past, this involved many pages of documents that were produced and subsequently reviewed by the MDOT SHA’s Access Management review teams.

To begin the process, commercial and residential developers, and their contractors, can go to www.roads.maryland.gov and click “Business.” Once on the page, click “Permits”; the first option is “Access Management Permits.”

The Business Monthly May 2018 Page 25
Howard Honors Businesses, Communities Going Green

At Howard County’s 11th annual GreenFest in late April, the county’s Department of Public Works’ Bureau of Environmental Services announced the winners of its 2018 Employee Recycling and Waste Reduction and Green Community Leadership awards program.

In the Business Recycling and Waste Reduction category, as follows, recognizes Howard County businesses for their recycling and waste reduction efforts, the winners are as follows:

- **IA Auto Care:** The company developed a technique to capture the motor oil that typically clings to the sides of oil bottles, significantly reducing the amount of oil discarded as trash.
- **DSM Nutritional Products:** Employees started an office food scrap collection program. Employees collect roughly 25 pounds of food scraps a week, which is then turned into compost.
- **Howard County Conservancy:** The Conservancy expanded on a initiative that reduces the amount of single-use plastics in its waste stream. At its events, the Conservancy eliminated the use of single-use plastics and new bag charges outside of the organization using the facility to use of reusable items.
- **Taylor Service Co.:** The company has adopted a process to reduce its recycling and reuse opportunities for its employees and building tenants. It donates reusable building materials to local non-profits and allows Howard County’s Fire and Police departments use of its buildings for training purposes.
- **The Green Community Leadership Award recognizes organizations and groups that demonstrate efforts, projects and programs that advance Howard County’s natural environment and preserve its resources. This year’s winner of the Green Community Leadership Award is Emmanuel United Methodist Church.**
  - **With the help of its “Green Team,” the church has eliminated its use of disposable food service ware and has conducted energy audits of its building, as well as facilitates audits for its members. The church is also entirely powered by wind sourced energy.**
- **Howard Ecworks:** In 2017, it launched its “Ellicott City: Soak It Up” campaign. Geared toward encouraging each individual action for stormwater reduction on private property in the Tiber River watershed, the goal of the campaign is to convert 700 acres of turf grass to native plants to help reduce stormwater pollution.
- **Rogers Center Community Center:** The center approaches its LEED Silver certification goal with more than $1 million in environmentally conscious programs. It regularly hosts community clean-ups, provides a variety of recycling opportunities to its residents, and has participated in the county’s recycling program and has conducted internal waste audits.

For more information on this year’s award winners and other recognized Work Green Howard businesses, visit WorkGreenHoward.org.

Howard County Executive Allan Kittelman created a task force to advise him on potential locations to build a future high school campus. Elkridge, charging the group with finding potential sites and determining the costs and unique requirements for each site. Kittelman said those potential sites will include the area adjacent to Howard County’s Troy Park property; however, Rockburn Branch Park will not be considered.

Kittelman has named Elkridge resident Sandy Breckenridge and Troy Park property; however, Rockburn Branch Park will not be considered. Other members are Jose De La Mar, Ananta Hejeeba, Robert Judge, Leslie Kornreich, Julie Merson, Kristy Mumma, Dawn Popp, David Sciamarelli and Rebecca Vivette. Renee Kamen, manager of the Howard County Public School System’s Office of School Planning, and Andrew Kornreich, Julie Merson, Kristy Mumma, Dawn Popp, David Sciamarelli and Becki have eliminated its use of disposables. Howard County’s Fire and Police departments use of its buildings for training purposes.

The Green Community Leadership Award recognizes organizations and groups that demonstrate efforts, projects and programs that advance Howard County’s natural environment and preserve its resources. This year’s winner of the Green Community Leadership Award is Emmanuel United Methodist Church. With the help of its “Green Team,” the church has eliminated its use of disposable food service ware and has conducted energy audits of its building, as well as facilitates audits for its members. The church is also entirely powered by wind sourced energy.

Howard Ecworks: In 2017, it launched its “Ellicott City: Soak It Up” campaign. Geared toward encouraging each individual action for stormwater reduction on private property in the Tiber River watershed, the goal of the campaign is to convert 700 acres of turf grass to native plants to help reduce stormwater pollution.

Rogers Center Community Center: The center approaches its LEED Silver certification goal with more than $1 million in environmentally conscious programs. It regularly hosts community clean-ups, provides a variety of recycling opportunities to its residents, and has participated in the county’s recycling program and has conducted internal waste audits.

For more information on this year’s award winners and other recognized Work Green Howard businesses, visit WorkGreenHoward.org.

Howard County has requested a full report on or before March 31, 2019.

**Wor Warners Among Maryland Companies to Garner DOC Training Grant**

Eight Maryland companies have been selected to participate in grant training grants from the Maryland Department of Commerce (DOC) that will help them increase production and boost profits and allow Howard County’s Fire and Police departments use of its buildings for training purposes.

The DOC’s Partnership for Workforce Quality (PWQ) program, the companies collectable materials, convert 700 acres of turf grass to native plants to help reduce stormwater pollution.

Rogers Center Community Center: The center approaches its LEED Silver certification goal with more than $1 million in environmentally conscious programs. It regularly hosts community clean-ups, provides a variety of recycling opportunities to its residents, and has participated in the county’s recycling program and has conducted internal waste audits.

For more information on this year’s award winners and other recognized Work Green Howard businesses, visit WorkGreenHoward.org.

Howard County has requested a full report on or before March 31, 2019.

**Modern Among Maryland Companies to Garner DOC Training Grant**

Eight Maryland companies have been selected to participate in grant training grants from the Maryland Department of Commerce (DOC) that will help them increase production and boost profits and allow Howard County’s Fire and Police departments use of its buildings for training purposes.

The PWQ program was established in 1989 to invest in workforce training, particularly in the manufacturing and technology fields. After not receiving funding in a number of years, the program was recapitalized with $1 million from Maryland Commerce’s fiscal 2018 budget and was overseen by Gov. Larry Hogan’s 2017 Maryland Jobs Initiative. Companies with qualified training projects will be reimbursed up to 50% of the cost.

**Long Reach Tennis Club Opens**

The state-of-the-art Long Reach Tennis Club has opened in Columbia. A Columbia Association (CA) facility, it is located at 6180 Old Dobbins Lane, near Long Reach High School, and features six indoor, climate-controlled courts, with energy-efficient lighting.

The facility also features PlaySight Smart Court technology, which includes cameras that can make fine calls for the players, as well as cameras that allow the Howard County Office of the Executive, will serve as advisers. Kittelman
The Business Monthly
May 2018
Page 27

Business Briefs, from page 26

Komen Maryland Moving Race for the Cure to Columbia Gateway
Susan G. Komen Maryland has announced that the organization will host its 26th Annual Race for the Cure in Columbia, on Saturday, Oct. 13. The new location of the event in central Maryland offers an opportunity to the Cure to Columbia Gateway area by the Baltimore Business Journal. It is expected to attract 5,000 participants from a broader region.

“The work Komen Maryland has done across the state has been nothing short of life-changing for many people,” said Executive Director for Komen Maryland Michael Jessup. “Through events like the Race for the Cure and our generous donors, we have been able to invest $28 million over the past decade in cancer care that provide critical support as well as contribute more than $1 million to national research.”

The Komen Maryland Race for the Cure is one of the largest single-day fundraisers in the state and is consistently ranked as a top charitable event in the metro area by the Baltimore Business Journal. It is expected to attract 5,000 participants this year, and the fundraising goal for the event is $850,000. Registration is open online at www.komenmd.org/columbusraceforcure.

Extreme weather, power outages and other disasters happen every day around the world. Residents in the Baltimore region are encouraged to prepare at home before an emergency occurs. “Ready? Set? Good!” is a call-to-action emergency preparedness campaign through the Baltimore Urban Area Security Initiative (UASI).

The campaign encourages people to “be prepared” by ensuring they have a battery-powered radio, flash light and one gallon of water per person, per day, to help get through them if those first critical hours when basic services are down. The campaign targets homeowners, heads of households, moms, dads, caregivers and families to prepare for an emergency before one happens. “Ready? Set? Good!” also encourages residents to use a checklist to prepare other items: blankets, non-perishable foods, first-aid kits, pet supplies, etc. For more information, including tips and a checklist of recommended items, visit www.readysetgood.org.

Free KidsDay Event on Saturday, June 9, at Columbia SportsPark
Columbia Association (CA) — returns on Saturday, June 9, from 10 a.m. to 2 p.m. at Columbia SportsPark, 5453 Harpers Farm Road, toward the back of the Harper’s Choice Village Center.

Mini-golf and all-you-can-batting cage inclusion will be available for free in an event that provide critical support as well as contribute more than $1 million to national research.

The Komen Maryland Race for the Cure is one of the largest single-day fundraisers in the state and is consistently ranked as a top charitable event in the metro area by the Baltimore Business Journal. It is expected to attract 5,000 participants this year, and the fundraising goal for the event is $850,000. Registration is open online at www.komenmd.org/columbusraceforcure.

Journey Leadership Program for Howard Middle Girls Now Includes Seventh-Graders
Maryland Leadership Workshops, a division of Leadership Maryland, is expanding its 2018 summer program for Howard County middle school girls to include who are being placed into grades seven, in addition to grades eight to eleven. Registration for Journey is available online at www.mlw.org and closes May 15.

Journey will take place July 15–21 at UMBC. During this unique residential program, each student identifies her own leadership skills, strengths and weaknesses in a safe and supportive environment that fosters increased self-esteem and confidence. Journey graduates are equipped with leadership skills, tools and motivation to enhance their schools and communities.

This program includes workshops focusing on topics such as empowerment, motivation, communication, decision-making skills, self-awareness and building healthy relationships; group projects for girls to apply and get feedback on their leadership and interpersonal skills; small group interactions between staff and girls to address specific areas of individual growth and identify an action plan for post-site implementation; and recreational activities and team-building games.

Scholarships are available. For more information, call Anita Durall Anderson at 301-444-8623.

Asad Brings Mysteries of the Taj to Artists’ Gallery
Asad Sarfraz is exhibiting a group of works in the NPR’s creative interpretation of the exotic artistic period. She works mostly in charcoal, pastel and ink.

Kittleman Seeks Members for Board of Health
Howard County Executive Allan Kittleman is seeking one health professional, one mental health professional and one substance use disorders professional in interested in serving on the county’s Board of Health.

Composed of 11 members, the board must include one environmental health professional, three health professionals, one of which may be a veterinarian; and seven members from the general public. Those representing the general public must meet one of the following qualifications:

At least two may not have profession al or administrative training in the health occupations;
• At least two may have had professional or administrative training in the health occupations, but have not worked as a health professional in the past five years;
• At least one shall have professional experience in mental health;
• At least one shall have professional experience in substance use disorders.

Board members serve five-year terms and are responsible for the health and sanitary interests of the people of Howard

Hogan Invites Chefs to Submit Recipes for ‘Buy Local’ Cookbook
Gov. Larry Hogan is inviting chefs who use local Maryland ingredients to submit original recipes for the governor’s Buy Local Cookbook, which will be held at Government House, in Annapolis, on July 19. Recipes must be submitted by May 18 and include products from at least one Maryland farmer, waterman or other producer.

The cookbook promotes the statewide Buy Local Challenge Week (July 21–29), during which all Marylanders are encouraged to eat at least one local product each day of the week. Original recipes will be selected based on simplicity, creativity, availability of ingredients, geographic representation and maximum use of local ingredients. Recipes and bios of team members will be published in the Mary land Department of Agriculture’s “4-H Maryland Buy Local Cookbook Recipes” cookbook. For more information, contact Karen Fedor at karen.fedor@maryland.gov or 410-841-5773.

Asad brings Mysteries of the Taj to Artists’ Gallery
Asad Sarfraz is exhibiting a group of works in the NPR’s creative interpretation of the exotic artistic period. She works mostly in charcoal, pastel and ink.

Kittleman Seeks Members for Board of Health
Howard County Executive Allan Kittleman is seeking one health professional, one mental health professional and one substance use disorders professional in interested in serving on the county’s Board of Health.

Composed of 11 members, the board must include one environmental health professional, three health professionals, one of which may be a veterinarian; and seven members from the general public. Those representing the general public must meet one of the following qualifications:

At least two may not have profession al or administrative training in the health occupations;
• At least two may have had professional or administrative training in the health occupations, but have not worked as a health professional in the past five years;
• At least one shall have professional experience in mental health;
• At least one shall have professional experience in substance use disorders.

Board members serve five-year terms and are responsible for the health and sanitary interests of the people of Howard

See Nonprofit, page 28
Kittelman Seeks Student Member for Howard County’s Commission for Women

Howard County Executive Allan Kittelman is seeking a student applicant who is interested in serving on the Commission for Women. The commission is composed of 12 members, including one student, and helps promote the economic, social, and political equality of women in Howard County. The student commission member will serve a one-year term from July 1, 2018, to June 30, 2019.

To be eligible for consideration, candidates must be a rising 11th or 12th-grade student in a public or private Howard County school, have an interest in women’s equality and be able to attend the commission’s meetings. The meetings are held the second Tuesday of each month from 7 to 9 p.m. at the Gateway Building, 6751 Columbia Gateway Drive, Columbia.

Applications should send a résumé and a letter expressing interest in and eagerness to serve on the commission to: Howard County Government, Office of the County Executive, Attn: David Lee, 3430 Court Drive, Ellicott City, MD 21043. For more information, visit www.howardcountymd.gov/CFW.

Howard County Volunteer of the Year Awards Announced

Howard County honored outstanding volunteers recently at an event that recognized the generosity and achievements of two individuals, one nonprofit organization or group, and one for-profit or community group. The annual event also included the announcement of Howard County’s Volunteer of the Year for other special awards.

Award winners will have an engraved brick installed in the “Pathway to Excellence” at the county’s Troy Park in Ellicott City. The pathway is to be part of the park’s development. This year’s award winners are as follows.

• Volunteer of the Year: Mary Lasky
• Nonprofit Organization of the Year: Crucible, Baltimore County
• For-Profit or Community Group of the Year: CSIOS Corp., Charles County

In late spring, the nonprofit Cybersecurity Organizations for Maryland (CAMI), in partnership with PNC Bank and Point3 Security, hosted the second Annual Maryland Cybersecurity Awards Celebration.

Before a sell-out of 300 attendees at the American Visionary Art Museum, in Baltimore, 13 awards were presented to companies, organizations and individuals judged to have outstanding cybersecurity products, services and/or programs or to have made a substantial contribution to the state’s cybersecurity industry.

Following opening remarks from CAMI’s Executive Director Stacey Smith, and CAMI Chairperson and Edward’s Performance Solutions President and CEO Gina Abate, the program began with congratulatory videos from Congressman C.A. Dutch Ruppersberger and from Gov. Larry Hogan, who expressed their support of Maryland’s cybersecurity ecosystem.

Next, Abate unveiled CAMI’s new “Connect to Protect” program, a brief multimedia presentation designed to educate business leaders at industry trade organization events, chamber of commerce meetings, Rotary member luncheons and other business gatherings. The video, with simple cybersecurity tips presented in as few as 20 minutes by an experienced cybersecurity professional, offers businesses the knowledge and resources needed to begin, expand or accelerate their efforts to make their businesses cybersecurity.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Mark Douglas, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security, and Jay Tura, CEO of Point3 Security.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Jay Tura, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Jay Tura, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Jay Tura, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Jay Tura, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security.

The evening’s program was co-emceed by Evan Dornbush, co-founder and president of the cybersecurity company, and Jay Tura, CEO of Point3 Security; and Jay Tura, CEO of Point3 Security.
Nonprofit News
from page 28

Maryland Is a Land of Untapped Transportation Opportunities

We all benefit from the work our state’s transportation leaders have done to maintain, recondition and widen (and fill pesky potholes on) our ever-compressed road networks. However, as huge investments and visionary projects are discussed, there are a variety of other strategies that can be immediately employed, at minimal cost, that diminish the need for time-consuming environmental impact studies or right-of-way clearances.

There are great opportunities to more fully engage this region’s rideshare agencies to connect with private sector employers. This type of focus is not being honored well locally. Federal Congestion Mitigation Air Quality (CMAQ) grants fund Rideshare efforts nationally; however, an inordinate amount of focus is put on the planning of two annual springtime events: Earth Day and Bike to Work Day.

Knowing that the past 363 days of the present ample untapped opportunity. Part of the problem is that CMAQ has been on a funding flatline in Maryland since the mid 1990s, while the cost of doing business for the agencies that are tasked with carrying out the work never ceases to rise. Rideshare seems to be viewed as merely a federal requirement and of little intrinsic value within the state’s modal transportation silos. Central Maryland can easily do better by incorporating broader Transportation Demand Management (TDM) strategies into Maryland’s rideshare playbook.

Each year, the University of South Florida’s Center for Urban Transportation Research publishes a list of employers cited as Best Workplaces for Commuters. In its latest listing, two of 233 employers cited nationwide were in Maryland, and both were from the only state jurisdiction that legislatively mandates medium and large employers to have a TDM plan and internal facilities for commuters.

We can do better — and our hard-to-retain young workforce will insist on it. In December 2015, The Wall Street Journal published an article with the headline, “Pri- vate Car Ownership Is on the Road to Becoming a Rarity.” The subhead read, “In 25 years, the only people owning cars will be hobbyists, hotrod- ders and flat-earthers.”

The Baltimore region’s transit infrastructure lacks the density and depth that’s clearly evident on the other side of the Patuxent River, and the state’s investment disparity between the two regions is also clearly evident, even as the Baltimore region matches Washington metro jurisdictions in economic impact.

Thankfully, the region does have several transit hubs, including the Dorsey, Odenton and Savage MARC stations, BWI Thurgood Marshall Airport and Arundel Mills, which can be more effectively utilized to attract “choice transit riders,” which are those who can drive if they so choose, but prefer to take transit if the situation is workable for them. Attracting and retaining young skilled workforce is the leverage point for employer engagement.

And while there’s no way to make shared-ride commuting sexy or glitzy, Maryland offers tax credits to employers for each employee who chooses shared-ride commuting options on a consistent basis. For federal employees, there are much steeper commuter benefits available, and home agencies are required to process those benefits via payroll on a consistent basis. For more information, text Aleta Gravelle at 410-274-7795 or email a gravelle@verizon.net.

HCPF’s Risk for a Best Community for Music Education

The Howard County Public School System has been recognized as one of the 2018 Best Communities for Music Education Districts by the National Association of Music Merchants (NAMM) Foundation. The award program recognizes outstanding efforts by teachers, administrators, parents, students and community leaders who have made music education part of a well-rounded education.

Designations are made to districts and schools that demonstrate an exceptionally high commitment and access to music education. HCPF is one of four Maryland districts, and one of 583 school districts across the United States, being recognized by the NAMM Foundation as among the Best Communities for Music Education. This is the third consecutive year HCPS has received the award.

Hogan, Franchot Talk Maryland at La Fontaine Bleu

Gov. Larry Hogan, center, and Comptroller Peter Franchot, right, took questions from the crowd at the multi-chamber luncheon that was held in late April at La Fontaine Bleu, Glen Burnie. North Anne Arundel Chamber of Commerce CEO Youssef Abman served as moderator.

Letter to the Editor

To the Editor:

COPT’s Taste of Columbia Gateway Draws Nearly 300

Nearly 300 of Corporate Office Properties Trust’s (COPT) Columbia Gateway tenants recently turned the business and innovation center’s HubSpot into a “hotspot” when they met for a Taste of Columbia Gateway. Vendors included Coffee Counselor, Corner Bakery Cafe, Fiero, Foodsby.com, Greek on the Street, HomeSlyce Pizza Bar, Mission BBQ and Pub Dog Pizza & Drafthouse.

Time for a Little Gardening

BGE employees recently celebrated the seasonal opening of the Community Garden, operated by the Community Action Council of Howard County.

The garden, which is located on BGE property, provides more than 2,000 pounds of organic produce annually that is distribut ed to low-income individuals at the Howard County Food Bank.
Robbins Humanitarian Award Winners Celebrated
The Association of Community Services’ (ACS) 44th Audrey Robbins Humanitarian Awards luncheon was held on April 20, at The Great Room at Historic Savage Mill.

Left: This year’s winner was Jackie Eng, left, Volunteer of the Year; pictured with ACS Board President Grace Morris.
Right: Joan Webb Scomaianich, left, accepted the HC Drug Free award for Employee of the Year.

Employee Team of the Year award was presented to Humanin’s Healthy Transitions Program.

Alpha Kappa Alpha Sorority’s Iota Lambda Omega Chapter received the Volunteer Team of the Year award.

Anne Arundel Breaks Ground on New Booking Facility
From left, Anne Arundel County Executive Steve Schuh, Department of Detention Facilities Superintendent Terry Kokolis, Sheriff Ron Bateman, Police Chief Tim Altomare, Council Chair Michael Peroutka and Public Works Director Chris Phipps recently broke ground on the county’s new Central Booking Facility, which will rise on Jennifer Road in Annapolis.

Uniting the Region’s Soccer Fans
In just its second “home” match this season, D.C. United squared off last month against the Columbus Crew at Navy-Marine Corps Memorial Stadium, in Annapolis. United’s new home, Audi Field, opens in Southwest Washington in mid-July.

A m e r i c a n Choppers’ Teutul, Jr., Rolls Into One Call Center
Paul Teutul, Jr., left, of American Choppers fame, rolled into One Call Center headquarters, in Hanover, to show off his latest three-wheeled creation for the firm. That’s the firm’s President/CEO, Tom Hoff, looking on.

Pretty in Pink Hits the Runway
The 11th Annual Pretty in Pink Champagne Luncheon & Fashion Show was held in April at Turf Valley. The event, sponsored by the resort, benefits Blossoms of Hope (BOH) and The Claudia Mayer/Tina Broccolino Cancer Resource Center. Joe Barbera, BOH chair, welcomed attendees in pink style.

Regina Ford, of Turf Valley and a BOH board member, has served as chair and emcee for the 11 years the event has been held.

Left: The models, all cancer survivors, walk the runway in an array of spring attire.
Right: This year, the Pied Piper (Christa Giangrandi) helped with the children’s part of the show. Pictured are 3-year-olds Scottie Dammers, in red, and Benjamin Hartog.
Hogan Honored by AMVETS
Gov. Larry Hogan joined the American Veterans (AMVETS) Department of Maryland for a luncheon event on April 21, at Turf Valley, where he received the Past National Commander A. Leo Anderson Memorial Freestate Award of Excellence. The governor was joined by First Lady Yumi Hogan, Maryland Secretary of Veterans Affairs George Owings, AMVETS Maryland Department Commander Ed McKinnon, Auxiliary President Donna Tolland, Sons of AMVETS Commander Joe Forrest and other veterans.

SOHO Honors Kittleman
Howard County Executive Allan Kittleman was recognized by Special Olympics Howard County (SOHO) for his support. Pictured are Jim Schmutz, Special Olympics Maryland; Marilyn Miceli, SOHO; Kittleman; and Bob Baker, SOHO.

HCPSS Hosts First Program Innovation Advisory Board
Howard County Public School System (HCPSS) Interim Superintendent Michael Martirano met with the new Superintendent’s Program Innovation Advisory Board. It includes Chip Doetsch, Apple Ford; Clarissa Evans, Bright Minds Foundation; Jeffrey Agnor, Davis, Agnor, Rapaport & Skalny; Tim O’Ferrall, Fort Meade Alliance; Kathleen Hertherington, Howard Community College; Leonardo McClarty, Howard County Chamber; Larry Twile, Howard County Economic Development Authority; Elizabeth Edsall Kromm, Howard County General Hospital; Caroline Walker, Howard County Public School System; Angie Lienert, Intelligensia; Jack Terry, Leidos; Angela Voly, National Security Agency; Luke Chow, Prime Manufacturing Technologies; Anuja Sonalker, STEER Tech; Matthew Dunlop, U.S. Cyber Command; and Vince DeFrancisci, Universities Space Research Association.

SOHO Honors Kittleman
Howard County Executive Allan Kittleman was recognized by Special Olympics Howard County (SOHO) for his support. Pictured are Jim Schmutz, Special Olympics Maryland; Marilyn Miceli, SOHO; Kittleman; and Bob Baker, SOHO.

HCPSS Hosts First Program Innovation Advisory Board
Howard County Public School System (HCPSS) Interim Superintendent Michael Martirano met with the new Superintendent’s Program Innovation Advisory Board. It includes Chip Doetsch, Apple Ford; Clarissa Evans, Bright Minds Foundation; Jeffrey Agnor, Davis, Agnor, Rapaport & Skalny; Tim O’Ferrall, Fort Meade Alliance; Kathleen Hertherington, Howard Community College; Leonardo McClarty, Howard County Chamber; Larry Twile, Howard County Economic Development Authority; Elizabeth Edsall Kromm, Howard County General Hospital; Caroline Walker, Howard County Public School System; Angie Lienert, Intelligensia; Jack Terry, Leidos; Angela Voly, National Security Agency; Luke Chow, Prime Manufacturing Technologies; Anuja Sonalker, STEER Tech; Matthew Dunlop, U.S. Cyber Command; and Vince DeFrancisci, Universities Space Research Association.

CA Upgrades Unveiled at Long Reach
County Councilman Calvin Ball, with scissors, and Milton Matthews, of Columbia Association (CA), lead the ribbon-cutting at the newly-built Long Reach Tennis Center.

African Art Museum of Maryland Receives Award
The Howard County Board of Education recently presented the African Art Museum of Maryland, in Fulton, with the Friends of Education Award. Making the presentation is Howard County Board of Education Chairman Cindy Vaillancourt, left, to African Art Museum of Maryland Director/Founder Doris Ligon. Also attending were Howard County Public School System Interim Superintendent Michael Martirano, far right, and African Art Museum of Maryland representatives.

Vectorworks Employees Get Down, Dirty on Earth Day
Vectorworks volunteers cleaned up waste near their office neighborhood, in Columbia, to support Live Green Howard’s effort for environmental health. Volunteers collected approximately four 55-gallon bags of trash.

Program Prepares Students for the “Real World”
More than 150 high school students participated in practice job interviews on March 21 as part of the Howard County School System’s Workforce Development Program, Passport to the Future. The program was born of a partnership with Howard Community College and the business community.
We Handle Your IT Needs
while you run your business

Meet your IT department
CMIT Solutions is your local resource for IT Support, IT Solutions, IT Services, Proactive Computer Care, Backup & Business Continuity, and Cloud Computing. Our experts can also help you specify, purchase and install all the hardware that you need.

Our mission is to worry about information technology (IT), so you don’t have to. We provide managed IT services that keep your business running while you run your business.

Your Solution for ...
Cloud Computing
Virtualization
Disaster Recovery
Mac Support
Business Continuity
Email Archiving
Network Administration
Anti-Spam Software
Remote Backup
Outsourced IT Support
Proactive Monitoring
VOIP Solutions

Contact your IT department
443-542-5553
cmitsolutions.com/columbia

Our Promise to You
We make sure your technology is working for you, not holding you back.
We are competent, reliable and affordable providing you with practical solutions and proven results. We ensure your information is secure and available when and where you need it and we can help you plan your business’s future technology.

— Tom Burtzlaff, president