Medical Cannabis Industry Grows Despite Challenges

By Mark R. Smith
Senior Writer

Sales have been brisk. Unanticipated challenges are still unresolved. But Maryland’s medical cannabis business is moving forward.

It’s been an “uneven” roll-out for the first medical cannabis dispensaries licensed to operate in the state.

It’s great for the dispensaries when sales are brisk and one customer after another walks through their doors. However, software glitches — that don’t provide customer verification that is necessary — are putting a crooked dent in a still healthy bottom line.

While it’s frustrating, most dispensary owners feel that it’s an issue that will improve as the industry grows.

Software Saga

According to Phil Goldberg, president of the Maryland Cannabis Industry Association and owner of GreenLeaf Medical, a dispensary in Frederick, performance of the software setup provided by the Linthicum-based Maryland Medical Cannabis Commission, known as METRC, is the major concern.

METRC is the seed-to-sale tracking software.

“The business owners can be checking limits, then the software will flag something, and then it will take several days to get it fixed,” said Goldberg.

It’s the season for cooler weather, earlier sunsets and, of course, pumpkins and Halloween. There are several pumpkin patches and hayrack rides in Anne Arundel and Howard counties including at Clark’s Elioak Farm, Larriland Farm, Sharp’s at Waterford Farm, Triadelphia Lake View Farm, Knightongale Farm and Greenstreet Gardens to name a few.

Energy Manager Ready to Cut Costs

By Susan Kim
Staff Writer

Cutting the cost of heat, power and light for county services by at least 20 percent, saving millions of taxpayer dollars, is the goal of Howard County’s new Energy Manager.

Leah Miller, most recently Montgomery County’s Sustainability Program Manager since 2016, is ready to start gathering utility billing information from county departments and agencies and then develop plans for improving energy efficiency.

“Howard County budgets approximately $10 million each year for electricity, natural gas, and propane,” said Miller. “From my experience in this field, I would expect that the county can reduce energy use by 20 percent or more over the next five years. Once we have completed the full analysis of the county’s energy usage and identified the top priorities to reduce energy use, I’ll have a better sense of exactly how much we can reduce energy use.”

Howard County has nearly 200 government buildings with 2.5 million square feet of space — and Miller is looking at ways to save energy in them all.

The energy manager position is part of a policy office that works closely with the county
Much is new in this issue of The Business Monthly.

I started my career in the newspaper business and I am delighted to be the new owner and publisher. Since leaving graduate school with a degree in community newspapering, I have held virtually every job in this industry. I have been away for nearly a decade and I am happy to be back where I started — putting ink on newsprint.

While many things have changed, the core reason why newspapers exist is the same: to provide readers access to accurate, unbiased information and to provide advertisers the opportunity to deliver their messages. We have a fuller statement of our mission on Page 35.

Regular readers will notice several changes to The Business Monthly. We have a new flag and logo. We have a new design to make reading easier and more inviting. We have new features, too, that will inform, enlighten and entertain.

Some things are not new. I am grateful that Cathy Yost and Becky Mangus, the previous owners who made this paper an important and relevant publication for 17 years, will be staying on to help us continue to grow. Our dedicated and experienced staff of writers, designers and sales team continue to fulfill their duties.

Soon, we will be updating the website, expanding our e-community and extending our social media and other digital activities. We will be offering many ways that you can participate with us, too. Don’t miss the chance to win Ravens tickets with this month’s contest.

The Business Monthly readership area is one of the most diverse and dynamic business communities in the world. We look forward to telling the story of what we are doing now and in the future.

We are especially pleased that businesses are continuing to use this publication to deliver message about their services.

So, if you are a new reader or a long-time reader, we are delighted that you are here.

When I was growing up my mom would say to me around bed time, “I can’t wait until tomorrow because you can get better every day.” That was a nice way to end one day and to get ready to begin another. Here at The Business Monthly, we are closing one chapter in our history and beginning another. With much to be proud of in our past, we look forward with optimism to the future and having you be part of it all as we move onward and upward.
Odenton Town Center Boulevard Gets Ready

By Mark R. Smith
Senior Writer

Figuratively speaking, it’s been a long road to progress at Odenton Town Center. The rise of various residential projects in recent years has been encouraging, but due to shifting markets, not all has gone as planned at the 1,600-acre mixed-use development that was first imagined in the 1970s.

But a key piece, the tree-lined Town Center Boulevard, will soon link the community of Seven Oaks to the western extension of Odenton Road.

While the initial intention was for the artery to connect Seven Oaks to a transit-oriented development (TOD) at that southern end point, the larger project hasn’t fully materialized.

Parking Places

When Town Center Boulevard is complete, not only will residential and retail projects rise along the route, a parking garage across from Ruth’s Chris Steak House may also be built, said County Councilman Andrew Pruski, of District 4.

More parking has long been needed in Town Center, especially considering that Odenton is the busiest MARC station between Washington, D.C., and Baltimore. The nearby Annapolis Junction Town Center station is almost as busy, so the demand has Pruski advocating for bus service to the train stations.

“One day, you’ll be able to take MARC to New Carrollton, hop on the new Purple (light rail) Line and go to work in Bethesda,” he said. “I think it’s time [for the parties involved] to look into how these various projects fit together.”

As for the largely forested section of Town Center Boulevard, it “will eventually be developed,” said Raj Kudchadkar, CEO and president of the Central Maryland Chamber, who discussed the need for capital projects. “We’re discussing open spaces with the county Department of Recreation and Parks around the Odenton Library and as far east as the U.S. Naval Academy Dairy Farm site.”

And that points to another concern, about walkability.

“The state recently conducted a feasibility study that has not been released,” Kudchadkar said. “We want to use it [to promote the] extension of the sidewalks adjacent to Fort Meade eastward, to the traffic circle at Sappington Road Station.”

More Possibilities

While the rise of mixed-use Odenton Station near the MARC station has been a positive, the completion of Town Center Boulevard conjures up memories of the plan for a TOD at the site “that has stalled and possibly died,” said Stuart Title, executive vice president of Odenton-based A.J. Properties.

The basis for that observation comes down to market factors. “Costs and densities that can be achieved on that site are probably a little thin from a coverage standpoint,” Title said. “The rents would have to be higher than this market bears to build up eight stories, for instance.”

He said that building office space atop the Odenton Station parking garage might have been a way of achieving additional returns, “but the office market is thin, too.”

“We, as a community, have tried to push local politicians to advance the TOD concept. Some were very engaged, but their efforts didn’t seem to help. We can make that a priority again,” said Title, “but the politicians and the economic development community need to see this through.”

Mark Wildonger, senior planner for the Anne Arundel County Office of Planning & Zoning, said that the county’s general development plan is slated to be released by January 2020, and that will set the stage for the latest Odenton Town Center Master Plan.

Wildonger said Town Center Boulevard will facilitate the planned connectivity, as it helps alleviate some of the congestion.

New Director Takes Lead at Innovation Center

By Susan Kim
Staff Writer

Loyola University Maryland named Wendy Bolger the inaugural director of its new Center for Innovation and Entrepreneurship.

In addition to 20 years of experience in management and social innovation, Bolger brings a love for entrepreneurs that has been in her blood for a long time. “My dad was an entrepreneur. My stepdad is a lawyer who worked a lot with mergers and acquisitions. My husband is an entrepreneur.”

Her new position offers a bigger mission. “I’ve always wanted to make the world a better place. And I think innovation and entrepreneurship is a really good tool for that.”

Prior to joining Loyola, Bolger directed innovation strategy for Share Our Strength’s “No Kid Hungry” campaign, where she launched the organization’s first innovation team, developing a vision, attracting advisors and partners and leading successful pilot programs. Previously, she founded a nonprofit management consulting firm.

She was also director of corporate and individual relations for Mercy Corps, as well as director of global and community partnerships and managing editor of Global Envision, a web-based education project she established.

Over the past decade, Bolger said she has seen changes in the entrepreneurial landscape. “There are more women entrepreneurs now,” she said. “Entrepreneurship is more accessible. You have more young people as entrepreneurs as well.”

When people with good ideas have unprecedented access to information, it’s much easier to start a business from a garage, Bolger pointed out.

“Shark Tank” is, ”Bolger, referring to the popular reality television program. “Everybody has their own startup idea. It’s much more in the culture.”

“Everybody knows what ‘Shark Tank’ is,” said Bolger, referring to the popular reality television program. “Everybody has their own startup idea. It’s much more in the culture.”

On the other hand, access to capital has gotten even tighter. “That’s not helping. But there are more platforms for self-funding.”

Ultimately, entrepreneurship can make the world a better place, particularly at Loyola, where many students choose to learn because of their commitment to social justice, she said.

“And I’m excited to show them it can be done,” said Bolger. “I’m excited to connect them to their passions with ventures or startups. They are ready to do it and they have plenty of ideas. I just see myself here to facilitate that engagement.”
BWI Marshall Rail Station Gets Makeover

By Mark R. Smith
Senior Writer

The BWI Marshall Airport Rail Station has been called a few things over the years. Too small, drab and obsolete are among them.

However, a $4.7 million renovation and expansion is underway that will turn the facility, which is about a mile from the airport, into a more aesthetically-pleasing stop that transportation executives, the business community and commuters have long envisioned for the BWI Business District.

Construction is slated for completion in late fall 2019.

Cleaner Look

The refresh will include an expanded waiting area with seating for 66 travelers, new ticketing facilities, a concession area and restrooms. The station, which sits on a small footprint in an environmentally sensitive spot, will remain open for MARC, Amtrak and bus service via the double-trailer situated at the north end of the site.

Signage for pedestrian and vehicular traffic will be updated and a new handicap-accessible ramp will be added.

There will be no changes to the parking setup, where the two garages accommodate 3,000 automobiles.

‘The upgrade will decrease traffic and should get cars off the road’

The project “is all good,” said Ed Rothstein, executive director of the BWI Business Partnership. “As BWI Thurgood Marshall Airport, which accounts for 24,000 jobs, continues to grow, we’re focusing on better transportation opportunities. These upgrades will benefit employers and commuters, as well as increase tourism, in our region.”

Maryland Department of Transportation figures indicate the station serves 2,400 travelers on weekdays and is one of the busiest stops in the northeast.

“This is a major multi-modal hub,” said Rothstein of the station. “It’s MARC, Amtrak, the airport and roads, working together.”

Speaking of roads, he also feels the upgrade will decrease traffic. “It should get more cars off the road,” he said.

Rothstein noted that the County Connector Shuttle, which initially was point-to-point between the Cromwell Light Rail station, in Glen Burnie, and Maryland Live!, today, has five points of connection – including the BWI rail station.

Regional View

Ramond Robinson, director of the Anne Arundel County Transportation Commission, said the BWI Rail Station upgrades are key to a greater plan.

“Some of the things we’ve been able to do with the community, such as work with the partnership and the Local Development Council, are enabling us establish services to connect [nearby] Arundel Preserve, Arundel Mills and Live! Casino with the BWI Business District,” Robinson said. “This mechanism helps the county further establish itself as a place where people can start a business, live and play.”

Gerald Cichy, a Rockville-based consultant with deep roots in transportation circles, called the upgrade “Great. The station is valuable to the state,” due to its location, he said. “For instance, you can take a commuter bus from Route 270 and the ICC (the Inter-County Connector), in Montgomery County that takes you to the station, as well as the airport, for about $5.”

That said, this project points to bigger things. “Today, there is a shuttle service between BWI Marshall and its rail station,” said Cichy, “but one day, there could be a people mover between the airport and the station. That’s been discussed.”
Howard County added over 11,000 jobs
Unemployment decreased to 3.6% (tied for lowest in State)
6% increase in number of businesses

"When you bring people together, awesome things happen."
-Allan Kittleman

For more information, please visit:
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VOTE FOR ALLAN KITTLEMAN IN 2018
EARLY VOTING IS OCT 25 - NOV 1 | ELECTION DAY IS NOV 6TH
Kittleman, Ball Square Off in First Debate

By George Berkheimer
Staff Writer

Howard County Executive incumbent Allan Kittleman highlighted a growing business climate, while County Councilman Calvin Ball (D-2) questioned how the county’s economy is doing compared to other counties in the state.

At the Howard County Chamber of Commerce’s Candidate Forum Sept. 13, both Kittleman, a Republican, and Ball, a Democrat, laid out their respective visions for leading the county for the next four years.

Among the more important topics were flooding in Ellicott City, education and public safety funding, transportation deficiencies and development.

Business growth

Ball, an educator and certified mediator who was re-elected in 2014 to his third term on the County Council, said he moved to Howard County with his wife to experience what he considered the best place to live in the world.

“We see that Columbia and the rest of Howard County has all the promise that we hoped,” he said. “However, we recognize that there are some things that we still have to do.”

Ball took issue with Kittleman’s claims of having added 6 percent more businesses to the county’s roster during his term, presiding over the creation of more than 11,000 additional jobs and achieving an unemployment rate of 3.6 percent, tied for the lowest in the state of Maryland.

“Right now, our commercial assessable base is the third lowest in the state,” Ball said. “The state average for job growth in 2017 was 1.4 percent, and for Howard County it was 2 percent. The state average for wage growth was 3 percent, while Howard County was 2 percent. In the last year we added about 600,000 in commercial square footage, which was one of the lowest [additions] Howard County has seen in years.”

Taking place at the Turf Valley Resort and moderated by WJZ News Anchor Vic Carter, the debate remained remarkably civil in tone, but underscored some philosophical differences in the political outlook of each candidate.

Kittleman, a former teacher and lawyer who also served on the Council and as State Senator for District 9 from 2004 to 2014, played up his willingness to tackle tough issues that other administrations have taken a pass on such as leadership of the school system and its shortfalls in the operating and capital budgets.

“We’ve created a climate that makes businesses want to be in Howard County,” Kittleman said, “and we have one of the highest wage rates in the state.”

Transportation woes

One thing both candidates could agree on was the inadequacy of the county’s public transportation system.

“We have recently had budgets where [the county executive] has sent to the County Council zero dollars for road resurfacing,” Ball said. “We cannot function that way.”

Ball also suggested that Amazon did not consider Howard County a serious contender for its HQ2 expansion headquarters in part because of an inadequate transportation system.

While other jurisdictions are investing tens of millions of dollars in transit, transportation, pathways and bikeways, we are investing less than a million,” Ball said. “That is not how we stay competitive. I think I can pull together our state, federal and private sector partners to ensure we have a viable transportation system that looks at the issues and concerns of not only today, but tomorrow.”

Kittleman acknowledged the challenges have been great, “but we have done significant work to make it better.”

By next spring, he said, more than half the bus fleet will be new, including three electric vehicles. “We’ve improved bus stops, we have many more bus stops that have covers and are much more user friendly,” Kittleman said, adding that the Office of Transportation has reduced headway times on some routes from one hour to 30 minutes. “We’ll see if that will improve. It’s getting better now.”

Better business policies

In terms of vision, Kittleman foresees adding the county’s 13th and 14th high schools, a stronger zoning code, and more transparency.

“I strongly believe the best way for us to foster a pro-business environment ... is to invest in our communities and schools,” Kittleman said.

For his part, Ball said he would act to ensure that complaints he’s heard from business owners, ranging from a lengthy and frustrating process to open a new business to feelings that the government is picking winners and losers, are addressed.

“That kind of perspective from an experienced business owner is not going to spur job creation or private investment,” he said. “In my vision, we don’t have business people who feel that way, we have a place where everyone feels like they’re getting a fair shake, where everyone feels that their county and government is accessible and wants to support business.”

Flooding concerns

The conversation came around to flooding in Ellicott City.

“I think we need to take a different approach to not only how we build and develop, but how we redevelop, and how we invest in those issues,” Ball said. “There are projects on the books that we’re still waiting on.”

Pushing some of the mitigation decisions onto the next council as Ball has proposed, to include the removal of 10 historic buildings and widening the stream channel, is not something the county can afford to do, Kittleman said.

“We’ve lost four lives, nobody else should die,” he argued. “Now is the time.”

Kittleman stood by his administration’s accomplishments, and advised voters to visit both his and Ball’s websites to compare their records before making their decision in the general election.

“I’m excited about our future, and our campaign has tremendous momentum,” Kittleman said.

Ball, however, sees the county at a crossroads.

“This election is critical,” Ball said. “We have a school system ... that is facing some serious structural challenges. We have greater need and greater challenges ... and insufficient education about things when it comes to the opioid crisis and mental health. Now is the time for real leadership, now is the time for real vision.”
Howard Tourism Presents New Award

The Howard County Tourism held its annual meeting and awards on Sept. 14 at Turf Valley Resort. The highlights of the lunch included the release of Tourism’s new video and awards including a new award in honor of Sgt. Edison Alexander Hermond who lost his life in the 2018 flood in Ellicott City.

The 2018 awardees were Mutiny Pirate Bar and Island Grille in Elkridge and CURED Tap & Table and 18th & 21st in Downtown Columbia receiving the Tourism Partner of the Year. Tourism Ambassador of the Year went to Pete Mangione, Turf Valley Resort. And the Sgt. Edison Alexander Hermond Hospitality Industry Employee of the Year Award was presented to Dimitri Korablove, executive housekeeper for the Homewood Suites Columbia.

Sgt. Edison Alexander Hermond Hospitality Industry Employee of the Year Award was presented to Dimitri Korablove by (l-r) Barbara Nicklas, Chuck Chandler, Jon Weinstein, Dimitri Korablove, Mary Kay Sigaty, Randy Marriner, Tori Buscher and Yolande Lacan.

Receiving the Tourism Partner of the Year was Mutiny Pirate Bar and Island Grille in Elkridge and CURED Tap & Table and 18th & 21st in Downtown Columbia. Pictured (l-r) are Barbara Nicklas, Chuck Chandler, John Weinstein, Amanda Hof, Rob Wecker, Mary Kay Sigaty and Steve Wecker.

Presenting Pete Mangione, right, the Tourism Ambassador of the Year award were Chuck Chandler and Barbara Nicklas.

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SWEET, STICKY and (maybe) ILLEGAL

When life gives you lemons…make a profit

By Susan Kim
Staff Writer

Lemonade stands are ubiquitous, especially in summer months. Probably every kid has run a stand or at least worked at one. The popular mix of cold water, sweet sugar and zesty lemons pulls together ingredients from millennia ago and could lead to a diversified investment portfolio. How’s it work?

Where do lemons come from?
A lemonade stand starts with lemons or, at the very least, a powdered mix spruced up with lemon slices and cute striped bendy straws.

And since life is not likely to actually give you lemons for free, they’re the first investment. Don’t think you’ll happen across a random lemon grove, either. Lemons, which may have originated in China 3,000 years ago, are solely a cultivated fruit: there are no wild lemon trees, not anywhere.

Organically grown lemons are currently 89 cents each at Harris Teeter, but they’re cheaper at Food Lion, where the average store sells between 700–800 lemons monthly, according to Matt Musgrave, assistant category manager for fruit at Food Lion. “We source our lemons predominantly from California,” he added, “however each year we will also import from Chile and Mexico to cover California fruit gaps.”

Want to go higher end? Capitalize on the current farm-to-table trend and grow your own lemons.
Heather Wheatley, senior horticulturist at Homestead Gardens, with locations in both Davidsonville and Severna Park, can sell you a lemon tree, ranging in price from $50 to $350. “This is an investment you’d make once you knew your lemonade stand business was thriving,” she acknowledged.

In Maryland, lemon trees are grown in containers then pulled inside when temperatures get down to 50 degrees. The best kind of lemon to cultivate for a lemonade stand is the Eureka (also called Lisbon) variety, because these are so naturally sweet, Wheatley said, “You can bite right through the rind and it’s divine.”

Cute kids, cuter money
Marketing a lemonade stand means finding a way to pull the heartstrings of the local community in a way that makes them reach for their wallets.

The most popular national fundraiser is “Alex’s Lemonade Stand,” an idea that started 18 years ago when a 4-year-old girl — Alexandra “Alex” Scott — battling cancer decided to start a lemonade stand in Connecticut to help raise money for her friends in the hospital. To date, the Alex’s Lemonade Stand Foundation has raised more than $150 million toward fulfilling Alex’s dream of finding a cure and funding more than 800 pediatric cancer research projects nationally.

To increase sales, tell your customers what you’re going to do with the money, advised Duane Carey, owner of IMPACT Marketing and Public Relations in Columbia. Even if it’s purely personal, “it could be raising money for college, or for hurricane relief, but a stated purpose, always yields more sales.”

He added, “Focus on the kids. Most people don’t want the lemonade but they are willing to stop just to make the kids feel good about it.”

Carey suggests that parents, deliver fliers or go door-to-door with the kids who are going to operate the lemonade stand.

Breaking the law
In most of the U.S., including Maryland, lemonade stands technically are illegal but inspectors don’t usually go after them.

In June 2011, during the U.S. Open golf tournament, officials in Montgomery County fined some kids operating a lemonade stand $500 each. The fine was later rescinded, but this and other fines faced by lemonade stand operators across the nation prompted Country Time Lemonade to create Legal-Ade, an initiative to help lemonade stand owners deal with permit issues. The initiative, which ended in August, reimbursed the cost of the fine or permit up to $300, or up to a total limit of $60,000.

Laws regarding lemonade stands can vary greatly, both in terms of what’s on the books and what’s enforced. “In some states or counties, lemonade stands can violate laws with regard to operation without a business license, lack of adherence to health codes, or even be seen as a violation of child labor laws,” said Dan Lempres, senior marketing analyst of Beverage Mixes at The Kraft Heinz Company. “If you have questions about the legality of a lemonade stand, it is best to contact the authorities in your community.”

But who are those “authorities?” In Anne Arundel County, lemonade stands appear to fall under “roadside stands” which, according to the county Department of Inspections and Permits, do require a license, for a fee of $250, good for one year. How often is this enforced for a lemonade stand in Anne Arundel County? Nobody wants to answer that question.

In Howard County, the Department of Inspections, Licenses and Permits does not require a permit for a stand less than 200 square feet. And Planning and Zoning doesn’t either, as long as the enterprise is not considered commercial. The Health Department has its own set of permits potentially related to lemonade stands (an answer from that party was pending at press time).

When does the IRS get a pour?
In 2017, if you were a dependent child operating a lemonade stand, and you made less than $6,350, you don’t have to file a return, said Shaun Eddy, financial planner and owner of Oxford Planning Group in Woodstock.

But, he cautioned, you might want to file to recover any withheld income taxes, and he recommends that families check with their tax accountants for any final verification and unique circumstances.

Eddy also had a recommendation for the young lemonade stand operator. “I don’t normally recommend individual stocks for people, but sometimes it can be a good learning tool for kids to buy a few shares of different stocks and watch them and learn from their experience,” he said.

When life gives you lemons, may your fruit variety be sweet, your neighbors be thirsty, and the county inspectors be quiet. Pour on!
New library leader plans for the future

By Mark R. Smith
Senior Writer

Nearly six months ago Tonya (pronounced TONE-yah) Kennon took leadership of the Howard County Library System (HCLS). Kennon joined HCLS following a long career working in her native California, most recently serving as director of the Riverside Public Library. Now she is leading, what she regards by many, as the best library system in the country. She recently spoke with The Business Monthly.

Are libraries as relevant as they used to be?

Absolutely. Libraries are vital institutions in the community that strengthen them educationally, socially and economically. Libraries are so much more than books. Libraries offer classes, for instance, that are often full. Remember, in the same way that people come into contact with diverse community members in our spaces, they also “bump” into materials, resources and events that may not have been at the forefront of their minds prior.

What new programs would you like to offer at HCLS?

We want to increase community engagement with our offerings to all sectors, and in doing so we will often be working outside of our walls. We want to increase the community’s options in regard to classes, materials and mobile outreach with books and technology, including maker-spaces and art exhibits.

If you had an additional million dollars in your $20 million budget, what would you do with it?

Thank the donors, mightily (laughing). We want to be as inclusive as possible and would look to integrate sectors that may experience barriers due to access, age, language, and so on. Around 27 percent of HOCO residents speak a non-English language. We would also offer enhanced early learning spaces, and more interactive and immersive learning experiences for all ages, especially around technology and the arts.

Does the HCLS need more branches?

We’re reviewing the west end, and there’s a definite need for a new and expanded Central Library, in Downtown Columbia. Despite the recent renovation, we could use additional space for meetings, classes, interactive learning and exhibit space for public art.

What technological advances do you anticipate?

We’re looking to enhance passive access to technology and work more in the area of gamification and apps as learning tools. We’re also working to ensure the community is aware of the current robust assortment of online offerings, such as Mango Languages, a language learning tool that is similar to Rosetta Stone, but free. Also, someone who likes Netflix or Hulu should try Hoopla, which allows streaming of movies and TV shows, also for free.

How does the library generate additional money?

The library is a component of the county’s education system. The library received $20.9 million from Howard County and $980,000 from the Maryland Department of Education. In addition to donations and grants, which vary, the Friends and Foundation of HCLS also fundraise on our behalf through events like Evening in the Stacks.

Members of the public are encouraged to donate old books and DVDs.

What’s your vision of the HCLS for the next five years?

HCLS will continue to be at the forefront of changes in the field. We’ll strengthen partnerships and collaboration with the arts and with existing partners, like the Howard County Public School System, as well as promote new ideas and innovations in the community.

I’m inspired by our local community and I also look outside of the community, and even outside of my profession, for inspiration. Collaborating with leaders in other industries is crucial to the success of the library.

What else is on your mind?

I’m surveying everything right now, through our lens at HCLS and also wondering how members of the community view the same topics. We’re discussing methods to collect community input in various areas.

I was recently at a conference where one of the topics centered on seizing opportunities. The example used at one point was, of all things, a ketchup packet. Our group contemplated the issues: they can be hard to open, not have enough ketchup inside, etc. The point was to seize opportunities for innovative ideas and solutions, rather than to create work-arounds. And that’s where my focus is, innovating and creating for even better service for our community.

For more of the interview with Tonya Kennon, visit www.businessmonthly.com
CLOSED INDEFINITELY

Inaccessible Patapsco Valley State Park Needs $4.5 M

By George Berkheimer
Senior Writer

While Main Street Ellicott City, a major economic driver, received emergency funding, government attention, armies of enthusiastic volunteers and widespread fundraising support from businesses throughout the region after the devastating flood of May 27, Patapsco Valley State Park didn’t.

In fact, less than a mile downstream from Ellicott City, large portions of Patapsco Valley State Park (PVSP) remain inaccessible to visitors four months after the flood. Department of Natural Resources (DNR) spokesperson Gregg Bortz said there is no timeline for reopening the trails that are still closed, but acknowledged that park officials will reopen them piece by piece as these damaged sections are restored.

In the meantime, some recreational opportunities tied to hiking, mountain biking and climbing will be curtailed in the Glen Arney and Hilltop areas until visitor safety can be assured.

PVSP generates considerably fewer direct revenue dollars than Ellicott City but Maryland’s most densely used park nevertheless plays an important role in drawing outdoor enthusiasts — and potential shoppers, restaurant goers and overnight visitors — to the area.

Repairs On Hold

“The Grist Mill Trail is going to be the lynchpin that will hold up things being reopened,” said State Del. Eric Ebersole (D), whose district encompasses portions of the park.

The trail that connects PVSP’s Lost Lake recreation area to the Ilchester Road pedestrian bridge is more than a recreational amenity. It also provides a safe bicycle route for daily commuters traveling between Ellicott City and the towns of Relay and Elkridge and points beyond. That’s no longer an option for them.

While the Grist Mill Trail had already been closed for months as a staging area for work crews replacing a sewage pipeline and for demolition crews preparing to remove Bloede Dam from the river, DNR officials had expected it would reopen soon after that work was completed.

“That’s not going to be possible now, because some sections of the trail have been totally washed away and others are still covered with rocks and silt,” Ebersole said.

Additionally, two bridges on the trail were damaged beyond repair and will have to be redesigned and rebuilt to withstand future flooding.

“Right now we’re waiting for the Federal Emergency Management Agency to come through with some funding, but it’s not going to be enough,” Ebersole said.

The General Assembly does not reconvene until January 2019, “so finding more money to deal with this situation will be tricky,” he said.

Perhaps one consolation is the fact that portions of the park also lie within Legislative District 44B, which is represented by Del. Pat Young (D), a member of the Maryland House Appropriations Committee.

“He is already exploring ways of helping the park get what it needs to reopen completely,” Ebersole said.

Cleaning Up

Since the flood, park officials have reopened sections sporadically as visitor safety issues are resolved.

“They’re making every effort to get the trails opened up, but everything that leads directly to the Grist Mill Trail from the network above the Glen Arney and Hilltop Areas on the Baltimore County side will remain closed,” Ebersole said, at least until missing portions of Pigs Run Trail can be rebuilt.

It may sound as though PVSP has been largely sidelined in the flood response, but volunteers like the members of the Patapsco Heritage Greenway (PHG) have been hard at work trying to make some damaged sections accessible again.

“We quickly mobilized our members after the flood, and they’ve been helping to clean out the damaged areas so that visitors could start coming back,” said PHG President Grace Kubofcik.

By July, she said, the Greenway had orchestrated six different cleanup efforts, martia ling 175 people who removed more than three tons of trash that had washed into the park.

Past conservation efforts were helpful in mitigating some of the damage said Kubofcik. “The areas where we planted trees were dramatically protected during the flood, particularly in the Lost Lake area, which withstood the flood better than any of us thought it would.”

The Greenway’s flood response efforts will continue through the fall. “Volunteers are welcome, and can check the calendar of events on our website (www.patapsco.org) to learn more and register,” Kubofcik said.

Road to the future

Even if the park receives funding to repair the Grist Mill Trail, severe damage to the roadways outside the park near Ilchester presents a different obstacle for park access and for some bike commuters.

The Baltimore County Department of Public Works (DPW) scheduled a public meeting for Oct. 18 to discuss the future of River Road, Thistle Road and Hilltop Road.

“Repairs to River Road and Thistle Road have been made for the purpose of maintaining access to existing residences,” said DPW Chief of Highway Design Rahee Famili. “Roads are closed beyond the last residence.”

“A lot more resources need to go into maintenance and improving the existing infrastructure,” Kubofcik said. “Something has to be done because of all the state parks, Patapsco is the most heavily used and most frequently closed due to capacity issues.”
HCGH to Host State of Healthcare Event

By George Berkheimer
Senior Writer

Howard County General Hospital (HCGH) will host its first annual State of Healthcare in Howard County presentation at the Johns Hopkins University Applied Physics Laboratory (APL) on Oct. 5.

According to HCGH, the free event is designed for business, community and technology leaders interested in learning about advances in healthcare that are on the horizon, and the role that HCGH, a member of Johns Hopkins Medicine, will play in delivering and coordinating those advances.

The program will feature a keynote address by Dr. Robert Califf, who served as the U.S. Food and Drug Administration commissioner from 2016–2017 and as Deputy Commissioner for Medical Products and Tobacco from February 2015 until his appointment as commissioner in February 2016.

Califf is currently a Duke University cardiologist and advisor to Verily Life Sciences, part of the Google family of companies working on health technology advances.

Right Care, Right Cost

HCGH President Steven Snelgrove said that quality healthcare is a vital component to a strong community, just like education, public safety, recreation and economic development.

Snelgrove will address current hospital initiatives such as its construction project, as well as partnerships the hospital is building with Howard County on behavioral health and on physical recruitment, and on making sure there are seamless transitions for patients between the hospital and community providers.

The hospital will also award its first-ever Promise of Health in Howard County Award at the event, recognizing an individual who has made a lasting contribution to the community’s health.

Complex Topic

“Healthcare is a complex topic, and there is a deep need for greater understanding of current issues,” Snelgrove said. “While business and community leaders often have a strong understanding of issues such as education, taxation and public safety, their knowledge of healthcare and its challenges and opportunities can be limited.”

“Howard County is growing, and it is growing older - faster than the rest of the state,” Snelgrove said. “Howard County General Hospital is the only hospital in the county, and under a new regulatory plan approved by the state, must coordinate with physician practices, nursing homes and skilled nursing facilities to manage the total cost of care attributable to each resident.”

Hospital officials estimate that there is a shortage of up to 90 primary care physicians in Howard County, in the face of a growing need for geriatric, cancer, orthopedic and women’s health services.

“Howard County is considered the second healthiest county in the state,” Snelgrove said, “but still has serious challenges with obesity, behavioral health and access to care.”

Paul Skalny, managing director of the Davis, Agnor, Rappaport & Skalny LLC law firm in Columbia, serves as chair of Howard County General Hospital’s board of trustees.

“We’re actually retooling what we’ve done in the past as an annual event,” said Skalny.

“Downtown Columbia is developing, and our population is growing and graying,” Skalny said. “The hospital needs to grow alongside the population to serve its needs.”

Skalny said, “The digital role is going to expand, and we’re fortunate that APL has been and will continue to be involved with the hospital. There is so much to come out of the combination of technology and healthcare, and our close work with APL. This event will explore that, and much more.”

Energy Manager Cutting Business Costs

Continued from page 1

executive, Allan Kittleman. While energy conservation work is currently decentralized throughout several departments, Miller will work with a dozen or more staff across the county to centralize information, analyze data, develop new policies and programs as needed, and pull in grant funding, private partnerships, new technologies, and other resources to help make the county’s energy management as effective and efficient as possible.

One of Miller’s first tasks has been to collect utility billing information from several county departments and agencies. Once all of the information is in hand, she plans to look at the county’s energy use in specific buildings over several years and compare it to that of similar buildings nationwide to identify the best opportunities for improving energy efficiency.

Some examples of the county’s successful energy initiatives include solar on county-owned facilities, hybrid vehicles in the county’s fleet, electric vehicle charging stations at county facilities, and an Energy Performance Contract that financed energy efficiency upgrades in more than a third of the county’s buildings with no up-front costs.

Growing up in a community north of New York City, Miller has been concerned about the environment. She also worked in the non-profit community for the Izaak Walton League of America, Inc., one of the earliest national conservation organizations in the country.

While Miller’s job is to analyze the county’s energy efficiency programs and policies, and develop internal and public energy savings initiatives, she’s full of applicable and encouraging tips for businesses.

One of the most straightforward ways to save energy — aka money — is to invest in a lighting upgrade, she recommended, and if possible, to invest in LED lights that turn themselves out via motion sensors.

Next on her list is to have HVAC systems regularly inspected and maintained. Most lighting upgrades and building tune ups pay for themselves in energy savings within one or two years, she said.

She’s also a fan of the Property Assessed Clean Energy, or PACE, program because it provides a means of financing energy-efficiency upgrades or renewable energy installations for residential, commercial and industrial property owners, and the loan is attached to the property rather than an individual.

There are also plenty of incentives offered by, among others, BGE and PEPCO. “If any business is not involved in an incentive program yet, they really should be,” Miller said. “The Maryland Energy Administration also has grants for businesses.”

In fact, there is a sea of energy-related opportunities, including solar, and part of Miller’s job is to help people navigate those waters.

Managing energy well also helps businesses become good stewards to the community. “Customers like to know their businesses are green,” Miller pointed out.

Miller encourages businesses to contact her at lemiller@howardcounty.md.gov or 410-313-6172. Visit livegreenhoward.com for more information.
The Maryland Renaissance Festival

By the Numbers

Pageantry and peasants, mead and turkey legs

The Maryland Renaissance Festival in Crownsville brings thousands of people to Anne Arundel County to celebrate all things of 18th century England. It’s romance and intrigue, food and spirits, and even a chance encounter with a king, princess or scoundrel. But what does it all add up to? The Business Monthly has the numbers.

323,000
Visitors per season.

4,000
Giant turkey legs sold per day. At one-and-a-half pounds of meat, each leg packs about 1,136 calories and 54 grams of fat.

17,000
Daily visitors. The festival is still open Oct. 6, 7, 13, 14, 20, 21.

1526
The year turkeys were first brought to England by William Strickland. “He is said to have bought six turkeys from Native Americans, brought them to England, and sold them for a tuppence each,” explained Rosemary Williams, a history professor at Howard Community College. “Henry VIII was known to have eaten turkey, but it was probably not eaten by ordinary people.”

1300-1600
The dates considered to be the Renaissance, which first began in Italy and spread throughout Europe. “The Renaissance really refers to a period of renewed interest in scholarship based on the classical period, and the expression of humanism in art, architecture and literature,” said Williams, “so this doesn’t seem to relate much to what goes on at a Renaissance Festival.” But wait: this period also overlaps with the late Middle Ages, which in England was a time when the nobility liked conspicuous displays of wealth: lavish banquets serving exotic foods, elaborate hunts, servants, falcons, tournaments with knights and chivalric orders. That’s more like it.
Cannabis Industry Grows, Some Difficulties

Continued from page 1

... goes down. It happens frequently," Goldberg said. "If the amount of retail sales has reached $45 million since the dispensary doors initially opened, if [the software] hadn’t been down so often on Fridays and Saturdays, that number would have been significantly higher. Furthermore, it damages the patients’ confidence.”

Still, Goldberg said he “would never blame” the cannabis commission for the problem, and feels that it is doing more to correct it than many people realize.

The commission “has a huge task, with limited resources,” he said. He added that METRC, a division of Lakeland, Fla.-based Franwell Inc, is dealing with an increase in business and that it needs more help. "For instance, there is often a 48-hour wait to get an answer from Level 2 support. That can cost up to $100,000 per day."

Goldberg said, “There are so many transactions and METRC is simply overwhelmed.”

Requests for comment for this article by MMCC Executive Director Joy Strand and Director of Program Analytics and Quality Assurance Fakiza Rahman were not returned; nor was a similar request to METRC.

There’s more

There are several other industry issues that need to be addressed, said Jason Klein, principal, Cannabis Practice Group, with the Washington, D.C., office of Offitt Kurman, in Maryland, which is home to 65 dispensaries, with 37 more licenses that are not yet operational.

“The industry still has to figure out secure transportation,” said Klein, noting that some dispensaries offer delivery services.

He also said that House Bill 2, which passed last year, needs to be refined.

HB 2 alters the definition of “grower” to mean an entity that cultivates or packages medical cannabis, as well as establishes a Compassionate Use Fund to heighten access while altering the number of medical cannabis growers that may be licensed. The bill passed during the 2018 legislative session, but has yet to be fully implemented.

Klein added that more discussion is also needed about license ownership and transfer, drug testing for employees who hold medical cards (employers can test and fire someone if they don’t pass the test, since there is no worker protection), issues related to housing regarding status as a medical patient (landlords can tell residents they can’t consume) and the industry’s limited relationship with the banking industry.

“Movement is needed on those topics,” he said, adding, “Concerning the issue of disability or worker’s compensation, if an employer wants to know if cannabis was in an employee’s system if they were hurt, they can deny a claim.”

All told, all good

But back at retail level, the complaints, first and foremost, concern the frequent software crashes.

“It’s gotten worse lately because of the increased number of people who have been signing up,” said Alan Sharp, co-owner of Revolution Releaf, in North Laurel, “and people can’t buy products when that happens, sometimes after an hour drive. So they wait and hope it starts working again.”

Maryland does allow deliveries, but not shipping, usually within a certain radius and for a certain dollar amount.

That’s the bad news, Sharp said. “But the good news is, there are more dispensaries opening, more products coming on to the market and prices are coming down, which is another trend in what is proving to be a very competitive business. There are large concentrations of dispensaries in the more liberal areas, such as Howard and Montgomery counties. However, Anne Arundel and Prince George’s were tougher to enter, from a zoning standpoint.”

Gina Dubbe and Tony Toskov feel that, while they’ve felt the growing pains, too, the early part of their respective businesses have been a success. Dubbe, CEO of Greenhouse Wellness in Columbia, feels the state “is getting better with accommodating patient needs and doing real-time fixes to METRC, and the system in general.”

Another of her issues concerns businesses obtaining more than one license. “When we bid for our license, I was under the impression that you could only have one license in the state,” she said, “but less than a year in, there are already companies that own or manage multiple dispensaries in Maryland, which gives them greater economies of scale.”

Toskov, owner of Greenpoint Wellness, in Linthicum, believes that, despite the METRC controversy, “everything is going well. The most I’ve been down is 15-20 minutes,” he said, “and while at such times we all lose the ability to verify usage, know that the MMCC just released a memo that allows dispensaries to sell a certain amount (up to 12 grams) of product to clients during such instances. My view is, it could always be worse.”

So, he’s not complaining. “For the amount of people we’re getting in here, I think [the industry roll-out] has worked great. We attract about 150-175 clients per day.”

Legalize it?

The general buzz has been, as roll-outs go, the medical cannabis industry is off to a solid start, despite its issues.

On that note, the MMCC is taking steps to improve outreach, said Jennifer White, spokesperson, pointing out that the agency has “learned that certain populations do not have technological access, like the elderly and members of certain religions.”

Still, until its problems are resolved, moving to what has been long anticipated — legalization of recreational cannabis, which has occurred in several states — is on the back burner in Maryland.

“The state has to get the medical program right and locked down before the personal use issue is a possibility,” said Klein. “There will certainly be further and ample tweaking of the program as it moves along.”

Still, he thinks there will be a vibrant discussion about adult use and a recreational bill in the 2019 legislative session. “I don’t think it will pass,” Klein said, “but there will be plenty of talk about what lies ahead.”
Old Ellicott City Gets Ready to Change
Kittleman, Weinstein Champion Flood Mitigation Plan

By George Berkheimer
Senior Writer

Legislation filed by Howard County Executive Allan Kittleman (R) and Ellicott City Councilman Jon Weinstein (D) aims to take immediate action to lessen the potential for and severity of flooding in Historic Ellicott City.

Addressing the County Council on Sept. 4, the pair presented an ambitious vision that could cost up to $50 million. The plan calls for acquisition and removal of buildings along with new construction or upgrade of stormwater management infrastructure. The plan also foresees deepening and widening the stream channel through town, and redesigning some of the stream's sharper turns to allow a more sweeping pathway for water.

“We developed our plan using a scientific approach to mitigating the height, speed and destructive force of a flood,” Kittleman said. “In this discussion, if it comes down to a choice between saving lives or saving buildings, we choose lives.”

Kittleman acknowledged that people are afraid to come to Ellicott City, and businesses are reluctant to return.

“These are the actionable steps that must be taken to preserve Ellicott City. Without doing this, we will lose all of Ellicott City,” he said.

The Plan

The Flood Mitigation Plan strategy calls for the acquisition and removal of 10 buildings on the south side of Main Street, four of which are beyond reasonable repair. Kittleman and Weinstein advocate replacing them with public open space.

County Spokesman Mark Miller confirmed that the 10 buildings represent 5 percent of the buildings in the city's Historic District, which includes structures in West End.

Kittleman tasked a team of local preservationists to identify internal and external elements of each building that could be preserved or reused within the historic district.

Weinstein said the county is also exploring the possibility of relocating one of the buildings: Tea on the Tiber, located at 8081 Main Street, which was “once owned by George Ellicott,” the son of Andrew Ellicott, one of Ellicott City’s three founding brothers.

Current ownership of the buildings is split between two local developers, Land Design and Development Owner Joe Rutter and Waverly Real Estate Group President Don Reuwer.

According to Howard County Deputy Director of Public Works Mark DeLuca, the Flood Mitigation Plan builds on four priority projects recommended in the Hydrology and Hydraulic Study conducted in the wake of the 2016 flood by McCormick Taylor, a civil engineering firm.

They include culvert expansion within the city and new water retention facilities further upstream.

Spot Enhancements

The phasing of projects will be of critical importance, DeLuca noted.

“We want to start at the bottom of the watershed and work our way up and analyze it as we [go], so that we know ultimately what capacity we have at the base,” he said. “If we do have any kind of restrictions or limitations as we move up, we’ll know how to design for them.”

The Ellicott City Master Planning process addressed spot enhancements to be undertaken within the Tiber-Hudson watershed, the first of which is known as Hudson Bend.

Running a course from Parking Lot F to Lot E through Court Avenue and under Main Street and the La Palapa restaurant, this stream emerges at Lot D and joins the channel at Hamilton Street.

“There might be relocation of a brewery annex building and temporary relocation of La Palapa, and also a new culvert … so that we can have a much larger channel going through here to prevent some of the flooding,” DeLuca said. “The Master Planning team has ideas about how to regain parking spaces in Lot D and also provide...
## What is the Ellicott City Flood Mitigation Plan?

- Property Acquisition and Removal of Property in Ellicott City and Valley Mede
- Open Space Construction for Lower Main Street
- Culvert Expansion at Ellicott Mills
- Retention Facility at US 29/MD 40 Interchange (Hudson 7)
- Retention Facility at Rogers Avenue (Quaker Mill)
- Culvert Expansion at 8600 Main Street
- Two 10-foot Culverts from Maryland Avenue to the Patapsco River

opportunities for retail that might be displaced by the enlargement of this channel."

Most of the water retention facilities contemplated further up the watershed would each hold a volume of 13-15-acre feet, a measurement equivalent to one foot of water covering 13-15 acres, he added, and a very large 70-acre feet facility designated T-1 will be located where the Tiber and Hudson join together.

### Appropriations Transfer

“The five year [Flood Mitigation] Plan is going to be incorporated into the overall master plan,” Weinstein said.

The big question is funding. Howard Budget Director Holly Sun informed the council that urgent and critical need funds for Ellicott City in FY '19 totals $18.8 million. That figure includes $2 million in contingency funds and $16.6 million of reallocation from the existing Capital Budget, a portion of which was earmarked for a new Route 1 Fire Station and East Columbia Library athletic field and site improvements, among other projects.

The impact would be limited to “a few months at the most,” Kittleman said. “If we’re not going to start building [these capital projects] until next March or May, then we could actually put money into the following year’s budget, and then it would only be a couple months delay.”

In considering the legislation, County Council Chair Mary Kay Sigaty (D-Dist. 4) asked the county executive, “What does that get us? We’re looking at a five-year plan, we have to know what the expectations are” for Fiscal Years 2020 and beyond.

### Planning for the future

The Flood Mitigation Plan will become a key part of the Ellicott City Master Plan, which will in turn be incorporated into the Howard County General Plan.

Tom McGilloway, principal of the Mahan Rykiel Associates urban design and planning firm hired to prepare the Ellicott City Master Plan, said his firm is considering how the flood mitigation proposals affect public park and open space, land use in the core area, and improvements to streetscapes and roadways.

“We’re looking at creative ways to keep vehicles, dumpsters and large tree debris from getting into the channel,” he said.

The county will continue the flood mitigation planning process with a public workshop in late October, followed by online engagement and presentation of a draft plan for public review in early 2019.

## Where is the funding coming from for FY 2019?

- $984,000 — Capital Contingency Fund (anticipates state funding for a transportation grant used for road repairs)
- $1,100,000 — Technology Infrastructure Upgrades
- $10,975,000 — Route 1 Fire Station
- $3,700,000 — East Columbia Library Athletic Field & Site Improvement

## How are the funds targeted for FY 2019?

- $15,759,000 — Ellicott City Improvements and Enhancements
- $1,000,000 — Valley Mede/Chatham Flood Mitigation

### The OEC Economic Impact

Howard County is now gathering updated information to reflect the most current data available about the economic impact of the Downtown Ellicott City/Main Street business corridor before and after the 2018 flood. Following is data prior to the 2016 flood, provided by The Jacob France Institute.

- **141 businesses located in OEC**
- **$124.2 million in business activity**
- **955 workers earned an estimated $53.1 million**
- **$6.2 million in combined state and local government revenues from businesses**

Much of Ellicott City remains closed and boarded up.
BIG ISSUES, BIG RESPONSES

Howard County Rumbles Toward Election

Howard County Councilman Jon Weinstein (D-Dist. 1) surprised few people when he endorsed the reelection bid of Howard County Executive Allan Kittleman (R) last month. The two have had a close relationship responding to two floods in Ellicott City, and Weinstein unquestionably would like to see the work he’s started on the Flood Mitigation Plan and Ellicott City Master Plan go forward with the same team leader for continuity’s sake.

Weinstein did raise a few eyebrows, though, when he acknowledged having given serious thought to a general election write-in campaign endorsed by his supporters after losing his reelection bid to Democratic Primary challenger Liz Walsh.

In a message distributed through his campaign email account, Weinstein said his commitment to “act in a bi-partisan or non-partisan manner, working with anyone who is willing to engage in constructive dialogue regardless of their party affiliation,” coupled with his own misgivings over “increasingly uncivil public discourse that is becoming commonplace on social media, and more and more during public hearings,” won out.

While The Business Monthly does not endorse candidates, it will certainly endorse a non-candidate for making the right choice. With so much at stake in Ellicott City’s future, it would do nobody any good for Weinstein to be known and remembered as someone unwilling to let the voters have the last say in a democratic process. Chapeau.

State of the Schools

Just six school-days after Howard County Public School System (HCPSS) students returned to class, School Superintendent Michael Martirano delivered a State of the School address to county residents.

“I am pleased to say that HCPSS is back and the state of the school system is strong,” Martirano said.

“We have come a long way, and we can point with pride at progress that spans across academics, student well-being, school capacity, operations, finances, community engagement and transparency.”

The school system still faces an uphill battle in realigning its fiscal priorities, he acknowledged, with Maintenance of Effort funding insufficient to balance a growing population, increasing student needs, a high-quality staff and an employee Health Fund deficit, particularly when county and state government budgets are stretched thin.

Over the past year, HCPSS underwent a Central Office restructuring designed to improve alignment and focus on the classroom. At the same time, HCPSS reduced some central office positions, added staff to key areas and restructured school administration under three new Area Superintendents “to provide a birth to graduation focus,” Martirano explained.

Currently, HCPSS is pursuing a number of initiatives focused on student-centered practices, inclusive relationships, and responsive and efficient operations.

“We are preparing to launch seven new Superintendent’s Advisory Councils to involve many more stakeholders in developing initiatives and solutions aligned to our Strategic Call to Action,” Martirano added. These will include advisors on Special Education, Diversity, Equity and Inclusion, Teachers, Paraeducators, Students, Program Innovation, and Mental Health.

“These advisories will give us the benefit of new ideas and perspectives from many different voices including parents, teachers, and community leaders and advocates,” he said. “Membership will rotate so we can hear from as many different stakeholders as possible.”

Interim Fire Chief

Kittleman named Deputy Chief Daniel Merson to serve as Interim Fire Chief for the Howard County Department of Fire and Rescue Services effective Sept. 1. Merson assumes the position vacated by Chief John Butler, who was recently appointed chief of the Fairfax County, Va., Fire and Rescue Department.

Merson is a lifelong resident of Howard County and has served the department for 34 years, beginning his fire service career as a volunteer for the Elkridge Volunteer Fire Department.

“Chief Merson has extensive knowledge of county government, the department, national fire and EMS standards and strategic planning with an emphasis on human dignity,” said Butler. “Howard County and this department are in good hands.”

Council Business

In September, the Howard County Council rejected legislation co-sponsored by Councilwoman Jen Terrasa (D-Dist. 3) and Councilman Calvin Ball (D-Dist. 2) that would have provided mobile home tax relief for residents of mobile home parks. The 3-2 vote against removing the legislation from the table for consideration effectively killed the effort.

“The issue overall needs to be looked at comprehensively,” said Councilman Greg Fox (R-Dist. 5), who expressed concern that the legislation focused solely on the site rental tax. “To assume that everybody in a mobile home is in need of a tax credit when there are people in small single family homes, town-homes and apartments that also may have those same needs, you need to look at it fairly across the board. From a fairness standpoint it concerns me, you also need to look past the mobile home side.”

OEC Flooding

Finally, 66 individuals appeared before the County Council at the body’s September legislative hearing to testify in regard to the proposed Ellicott City Flood Mitigation Plan, most of them speaking in favor of the plan and requesting swift action.

Those who opposed the plan did so primarily out of concern that historic structures would be sacrificed for a plan that, of its own admittance, would still result in flooding and a risk to life, though not as pronounced as the floods of 2016 and 2018.

Relay resident Robert Anson suggested that the plan should include upstream flow meters connected to sirens and traffic signals “to empty the town in emergencies,” along with mandatory two-door egress in all buildings.

Preservation Maryland Director Elly Cowan also raised concern that the demolition of historic structures could give way to new flood patterns that could damage yet more historic structures on Lower Main Street.

“There can always be a storm that will overwhelm the best engineering plans,” said Ellicott City resident Ann Jones. “This plan should concentrate on saving lives even when that storm happens.”

Advocates for the plan expressed confidence in its basis on previous studies and updated data.

“Those of us who are directly in the path of the water have been told that our wellbeing and safety should continue to be put on hold, delaying indefinitely until we agree to solutions more palatable to those who are not in harm’s way,” said Christina Allen Page, a Main Street resident. “The five-year plan is not a perfect fix, which does not exist. However, it is the beginning of viable, systemic flood reduction plans that will improve our lives immensely.”

The council is scheduled to vote on funding for the plan on Oct. 1.
If you just get campaign emails from Anne Arundel County Executive Steve Schuh and his Democratic challenger, Steuart Pittman, you would think these guys would be always at each other’s throats.

But put them at the Chesapeake Bay Foundation to talk about environmental issues. Schuh is mostly white, mostly older audience (50), with the waters of the Bay as a backdrop, and they sound like the upscale, private school-educated gentlemen both of them are. They are also former allies on the rural projects in South County where Pittman manages his family’s ancestral horse farm.

In a fast-paced hour Sept. 17, they fielded a dozen questions on a wide range of topics, from the general development plan to mass transit, sea level rise to solar farms. You come away thinking these are pretty sharp guys with a good grasp of environmental issues, despite disagreement on tactics.

There was none of the nastiness that surrounded Schuh’s first run for the office against appointed executive Laura Neuman. Pittman did try to get a rise out of Schuh on several issues, accusing him again of “reckless development” influenced by developer donations, of bungling solar farm development on rural land and of firing the county hearing officer for political reasons.

But Schuh, disciplined and articulate as the Harvard MBA generally is, refused to take the bait. He largely ignored the criticism and concentrated in great detail on what his administration has done to improve the environment, hold the line on upzoning of land, discourage high density projects and open up shoreline access.

On that topic, for instance, Schuh has championed boat ramps and beach openings on the 3% of the county’s 530 miles of coastline that is not privately owned. “I have never seen such violent reactions” by neighbors against the increased public access to the Bay, Schuh said.

On that issue, Pittman surprised by flipping the Democratic playbook on its head, comparing Schuh not to the despised Donald Trump, but to Barack Obama, who favored more public access to public waters.

**Development restrictions**

Pittman said Schuh’s restrictions on development were an election-year ploy, and he scoffed at Schuh’s assertion that he returned contributions from developers who had projects under review by county agencies. Pittman promised if elected to create an environmental policy director in the county executive’s office to coordinate the county agencies that can impact the environment.

“We are way, way behind on 2025 goals” for improving the quality of the Bay, said Pittman, while Schuh noted that the Chesapeake is achieving its best scores since the 1940s.

A shortcoming of the forum’s format was that there was no provision for rebuttals to assertions by either candidate. For Schuh, the county’s environmental glass was half full and getting fuller, while Pittman’s glass was half empty.

On a question about forests, Schuh emphasized the number of trees planted on the shoreline, while Pittman decried the loss of 3,000 acres of forests in the last 10 years, and the practice of allowing developers to pay for the trees they cut down, rather than forcing them to replace them.

“We just don’t have a way to replace all the trees they take down,” said Pittman.

**A third Bay bridge**

A question about the building of a third Bay bridge left both Schuh and Pittman struggling for ways to prevent making traffic worse on the already congested Route 50-301 through Anne Arundel County. Pittman suggested higher tolls during high traffic periods. (Gov. Larry Hogan has reduced the tolls that Gov. Martin O’Malley raised.)

Schuh said the proposals to build a third bridge were largely opposed by the Eastern Shore counties where they would land, and that a new bridge would probably wind up near the current spans because most of the environmental damage has already been done.

State transportation officials are doing another long-term study about a replacement for at least the original two-lane bridge, which is now 65 years old.

Asked about the projected rise in Bay water levels by 2 ½ feet by 2050, Pittman said: “We have a plan for that -- we actually have to adapt to that.” Schuh said it wasn’t just a matter of sea-level rising, but of the land sinking because of the depletion of the aquifers, the underground water sources.

In closing, Pittman again hammered Schuh for lack of strategy on growth, and Schuh returned to his usual campaign themes of tax cuts, building new, smaller high schools, paying teachers and cops more, spending more on quality of life issues.

**Bike lane in Annapolis**

Anyone driving to Annapolis for an afternoon hearing during the legislative session knows that the parking garages are often full and street parking is difficult to find.

Last month, with no public process, Mayor Gavin Buckley began installing a new bike lane and boardwalk on Main Street in the busiest area of downtown Annapolis. The development shocked businesses, since it eliminates almost half the street parking in the area closest to the State House.

It is supposedly just a temporary measure to encourage more bike and pedestrian traffic, but businesses are screaming, jeweler Ron George in particular. George is a conservative Republican running for state Senate in District 30, against Democrat Sarah Elfrith, a progressive Democrat who is an ally of the equally liberal Buckley.
2018 General Election Voters Guide

As a service to our readers, The Business Monthly asked candidates in our coverage area to respond to a short questionnaire.

Due to space constraints and the encouraging incidence of an unusually large field of candidates, not all candidates will appear in the print edition. The full Voters Guide listing candidates running for all offices within our coverage area can be accessed online through The Business Monthly’s website, www.bizmonthly.com.

Question: Please provide a response, 250 words or less, telling our 55,000+ readers why they should vote for you to execute the duties of the office you are running for.

COUNTY EXECUTIVE

STEVE SCHUH (R) (Incumbent): I am a lifelong county resident, small-business owner, father, husband, former State Delegate and current Anne Arundel County Executive. Four years ago, I pledged to make the county the best place to live, work and start a business in Maryland. We have made significant progress, and I seek re-election to continue the work we have started. Over the past four years, we have improved the business climate in Anne Arundel County. I have worked hard to make county government more efficient and customer-service oriented to make it easier for businesses to operate in the county.

We have implemented the largest tax cut and the largest fee cut in county history, reduced property taxes for four years thanks to the county’s tax cap, and enacted more than $160 million in cumulative tax and fee relief.

I recognize that a successful business climate depends on a well-educated workforce and a safe living environment for employees. My second term priorities are to continue record investments in our schools by reducing class sizes, improving salaries and accelerating school construction in all parts of the County. Also, I will continue to support our public-safety personnel and infrastructure to combat the opioid crisis, gangs and crime. We will continue to increase police pay, add positions and build a fifth police district. My Administration will address these priorities without increasing taxes and fees and will continue to make County government more efficient and cost effective.

STEU艺术T PITTMAN (D): Steuart Pittman is running a “Communities First” campaign for county executive that is drawing support from across the political spectrum. His career as a farmer, businessman, and nonprofit executive began with a nine-year career working to bring housing and commercial investment to blighted urban neighborhoods across the country. He did that work by effectively organizing at the grass-roots level, and he will bring those skills to government. Pittman pledges to shift budget priorities away from development subsidies and back to education, public safety, and preserving open space. However, he still understands the need for economic growth and that being pro-business and pro-environment can go hand-in-hand. As County Executive, he will continue work he has done with farmers to roll back regulations that are no longer serving their intended purpose, and he will apply that principle to all local business regulation. A Pittman administration in Anne Arundel County will be transparent, inclusive, and fiscally responsible. Decisions will be driven by data, and data will be shared online so that citizens and businesses can participate in county government. Pittman is tired of the pay-to-play politics that have too often disgraced county government. He is running against a local political machine made up of cast-offs from the Leo-pold administration that rely on the same divisiveness and bullying that have poisoned our politics in Washington. A vote for Steuart Pittman is a vote for transparent, accountable government that will put communities first.

COUNTY COUNCIL DISTRICT 1

KIMBERLY MCCOY BURNS (R): No response.

SARAH LACEY (D): I’m a mom, a top-rated plaintiff’s attorney, a former engineer, a homeowner, and a community volunteer and leader. I campaigned for and was elected to school-wide leadership positions at both MIT and CUA Law. Those campaigns, in addition to many other leadership experiences I’ve had, prepared me for public service by teaching me to listen to the people I hope to serve and to take personal responsibility for addressing their concerns. Our county has permitted severe over-development in District 1, which is the most rapidly growing and diverse District in the county. I want our representative to advocate for sustainable growth policies and catching up our infrastructure, including adding more schools/capacity, parks and recreation facilities, libraries, and even a new county government office on the western side of BWI. Paying our teachers and first responders salaries sufficient to keep our teachers and first responders working for our County rather than losing them to neighboring jurisdictions. I also want to incentivize teachers and first responders to be able to live near where they work. Protecting and improving our environment is an area where we have not only great responsibility, but great opportunity to lead through community action and partnerships, as well as legislation.

COUNTY COUNCIL DISTRICT 2

TOM GARDNER (R): First, and most important, voting is our sacred, hard-earned privilege, so please encourage your friends and family to vote this November, it has never been more important! I’ve been a resident of North County for 50 years, and I’m running for County Council because I want to strengthen and protect our neighborhoods, our schools and keep our hard-earned money in our pockets. As a small business owner, a board of director member, a successful private sector employee, retired State IT executive, military pilot, and past Chairman of the AACO Spending and Affordability committee, I understand that there are needs that the government must meet. While fulfilling those needs, regulations that may result cannot be so intrusive that we cannot sustain progress. I have led projects creating government efficiencies and improving ease of service,
all while saving tax paying citizens both time and money. I have always been active in the community, as an umpire for local sport leagues, an area representative/architecture review member on community associations or as a member on the AACO Community Center taskforce. As a candidate I have already had addressed, and corrected, many constituents’ issues/concerns, and I don’t plan on stopping. Protecting the tax cap and offering tax relief by eliminating the Rain Tax will be my priorities. I support a General Development Plan that won’t burden our infrastructure, schools, first responders, and nature or human resources. I have signed a pledge to oppose any tax increase in the County. Thanks and God Bless!

ALLISON PICKARD (D): The combination of strong leadership, practical professional experience, and higher education have served me well as I pursue common-sense, results driven solutions to community issues. I have forged strong relationships with other leaders in the county through my work with PTA, the Board of Education, and the School Board Appointment Commission. I bring a pragmatic and results-based approach to policy decisions. I remain committed to working hard and reaching out to all community members, business and labor leaders, elected officials, and community groups to make Anne Arundel County the best it can be. Anne Arundel County cannot keep pushing off basic infrastructure needs. The lack of strong representation leaves District 2 vulnerable especially when considering our roads and schools. Knee jerk reactions to funding decisions and policy making over the last 3 years have left our county further behind. We must develop a budgeting approach that identifies and prioritizes where help is needed most, both socially and economically. We must craft a comprehensive multi-year approach to ensure our County fixes problems and measures results. I will be a strong advocate for neglected capital projects in the Greater Glen Burnie area as well as an emphasis on roads, schools, and public safety.

COUNTY COUNCIL DISTRICT 3

NATHAN VOLKE (R): I love the District 3 community. I love being close to my family, lifelong friends and all the abundant access to waterways. I attended and graduated from Anne Arundel County Public schools. I married my high school sweetheart from Chesapeake High School and then we decided to start our family here. This community was an amazing place to grow up, and I want my son to have that same experience as he grows up. Overdevelopment, crowded roads, outdated infrastructure – these problems are threatening that future. I view serving on the County Council as a chance to give back and help shape the future of the community I love. I believe in limited government. I support lowering taxes, especially for retirees and those who have served our community and country. I want government to spend our money smarter. I support public education and increased teacher pay. I support investing in crucial infrastructure and services like public safety, police, fire and libraries. I believe any new development proposals must be transparent and need input from the people who will be most affected—you before they are passed. If elected, I will be a responsive representative and advocate for your needs. I will fight for this community like I fight for my clients as an attorney every day. I share your values and I will be your voice to protect our community today and for the future.

DEBBIE RITCHIE (D): No response.

COUNTY COUNCIL DISTRICT 4

TORREY SNOW (R): Torrey Snow moved to Anne Arundel County in 2006, after graduating college. He took a job at a local school, and immersed himself into the community. He worked primarily with families in local under-served communities. In May of 2007, he married Joanna, his wife of 11 years. He transitioned careers to IT in 2008 and currently works as a manager for a computer systems administration team. Torrey and Joanna have a daughter whom he “unashamedly dotes upon” and two “wonderfully rambunctious” sons. Torrey decided to run for Anne Arundel County Council based on his passion for statesmanship. He believes that wise statesmen will focus on creating effective government. “Residents should feel confident that their tax investment will provide positive returns to the community,” he says. Torrey insists that effective government in turn will create informed residents. “Good government seeks to help residents understand its processes, challenges, and accomplishments.” Finally, Torrey understands that informed residents make good neighbors. “When residents understand their local community, they are more likely to lend their own talents and passion to address local challenges,” Torrey believes that his education and personal experience gives him significant comfort in connecting with people from all backgrounds. By creating partnerships, he seeks to empower the residents of his community to pursue their goals whether it is purchasing a home, starting a business, or supporting a local non-profit. Ultimately, Torrey wants to help people by improving access to resources and tools to develop themselves and their communities.

ANDREW PRUSKI (D): As a former teacher, school board member, and public servant, along with many other volunteer positions, I have many qualifications that provide experience for my re-election to the Anne Arundel County Council. Over the past four years, I have sponsored and successfully passed over 20 legislative bills to help schools, small business, and veterans. My priorities continue to be supporting education, advocating for small business, increasing public safety, and protecting our environment. We accomplished numerous goals on my first term on the Anne Arundel County Council including funding for playgrounds, water and sewer fee waivers for veteran organizations, increased education and public safety funding, and continued support for the stormwater restoration fund.

COUNTY COUNCIL DISTRICT 7

JESSICA HAIRE (R): No response.

JAMES KITCHIN (D): I believe that I am the best prepared to represent the people and communities of District 7 on the Anne Arundel County Council. I am an involved member of my community. I grew up in this district and graduated from our public-school system. My children are in kindergarten and third grade at our local elementary school, and my wife is a fifth-grade teacher. I am an active volunteer in my kids’ classrooms, am a member of the PTA, coach my daughter’s soccer team, and teach in my son’s Sunday school class. This community involvement has allowed me to run a campaign based on the issues that the voters of this district care about, which are smart growth, education, and the environment. I am a former high school government and history teacher. This experience motivates me to be a very strong voice for our county’s students, teachers, and schools. My current job is doing public policy research at UMBC, where my specialty is studying local governmental policies. This experience will ensure that every vote I cast will be based on ample public input, the most recent scientific evidence, and the best available data. I’ve had training on local government finances, and so I am well prepared to tackle the complex budgeting process. I believe that my experience, skillset, and community involvement makes me the best person to represent District 7 on the County Council and to execute the duties of that office. I ask for your vote on November 6.

MEET MORE CANDIDATES

www.bizmonthly.com
For nearly a century, I am running for county executive four years ago to bring a new perspective to local government, one that was more inclusive, accountable and representative of people’s concerns. Years of serving Howard County residents as both a County Council member and State Senator exposed me to issues that, with the right leadership, could be handled locally with care and compassion. Since being elected, my Administration has demonstrated that we are willing to tackle tough issues, issues that others refused to take on. I credit much of the successful resolutions we reached – whether it’s funding our schools, building more affordable housing, or bringing new jobs into the county – to forming successful partnerships. There is a tremendous amount of talent and passion in Howard County government, our community non-profits, and our businesses. My philosophy continues to reflect a desire to bring these parties together and find mutually beneficial solutions to shared challenges. By putting partisan politics aside and by bringing people together; we have been able to strengthen our development laws, create a community resources campus for our human service providers, address the opioid epidemic, fund a new courthouse, and preserve the Harriet Tubman School. However, there is more I’m eager to do in my second term: establishing the Gateway Innovation District; building the 13th high school; developing a more dependable transportation system; rewriting our zoning code; and, making Historic Ellicott City safe again. Howard County has a bright future because when you bring people together, awesome things happen.

COUNTY EXECUTIVE

ALLAN KITTLEMAN (R) (Incumbent): I sought the office of County Executive four years ago to bring a new perspective to local government, one that was more inclusive, accountable and representative of people’s concerns. Years of serving Howard County residents as both a County Council member and State Senator exposed me to issues that, with the right leadership, could be handled locally with care and compassion. Since being elected, my Administration has demonstrated that we are willing to tackle tough issues, issues that others refused to take on. I credit much of the successful resolutions we reached – whether it’s funding our schools, building more affordable housing, or bringing new jobs into the county – to forming successful partnerships. There is a tremendous amount of talent and passion in Howard County government, our community non-profits, and our businesses. My philosophy continues to reflect a desire to bring these parties together and find mutually beneficial solutions to shared challenges. By putting partisan politics aside and by bringing people together; we have been able to strengthen our development laws, create a community resources campus for our human service providers, address the opioid epidemic, fund a new courthouse, and preserve the Harriet Tubman School. However, there is more I’m eager to do in my second term: establishing the Gateway Innovation District; building the 13th high school; developing a more dependable transportation system; rewriting our zoning code; and, making Historic Ellicott City safe again. Howard County has a bright future because when you bring people together, awesome things happen.

COUNTY COUNCIL DISTRICT 2

JOHN LIAO (R): I am running for county council in District 2 East Columbia to turn things around for the district and for the county. District 2 is the district of Elkridge, Howard High School, Columbia business district, Long Reach and Oakland Mills Village. The issue of development in Howard County has reached a critical point where the county needs a sustainable long-term plan for housing and infrastructure for Columbia and adjacent communities to ensure safety and quality of life for all the residents. The other challenge for the county is development of the commercial sector. District 2 has plenty of space suitable for commercial development and it is open for business. I aim to get businesses to make Howard County their home base and create jobs for local residents. In addition, I will look into innovative programs that can help people in the community, especially our youths to become future entrepreneurs and business owners. District 2 is located in an excellent location next to Route 1, it has great infrastructure and schools, the

COUNTY COUNCIL DISTRICT 1

RAJ KATHURIA (R): I am Raj Kathuria, your candidate for Howard County Council District 1. I am a realtor, and a small business owner of a poultry waste Renewable Energy startup. Previously, I was the CEO and owner of Bistro Blanc, a successful Howard County restaurant. I am a Naturalized Citizen from India and a 32-year Howard County resident, living with my wife Sangita and 3 children. I am also an active member of the Howard County philanthropic community, a graduate of Leadership Howard County and an executive board member of Indian Origin Network of Howard County (IONHOCO). In addition, I am multi-lingual, can speak six languages and have a global outlook.

I understand how successful businesses are built. I will create a business-friendly environment and make Howard County a premier business destination where businesses can thrive and generate employment. I will ensure sustainable development with adequate public facilities to make Howard County the place to work, live, play and educate our children. It is unfortunate that the class sizes are increasing and that is why I was an early advocate for building High School #14 in Elkridge. I support preservation of historic Ellicott City main street and stand behind the bipartisan Ellicott City Rebuilding proposal put forth by County Executive Allan Kittleman and Councilman Jon Weinstein. As your Councilman, I will bring a common sense approach to the governance, and work across the aisle to do what is best for the County and hold everyone involved accountable. It’s always, People Before Politics.

LIZ WALSH (D): For nearly twenty years now, I am a construction lawyer. I draft and negotiate contracts to design, build and manage construction projects. I advise general contractors and project owners as to what their contracts say, what the law says, and what that means they can and probably shouldn’t do. Depending on what’s at hand, I can be a collaborative problem-solver dedicated to preserving long-standing business relationships, or I can be the fiercest advocate. Before law school, I was a project engineer for a national general contractor. I bid and ran construction projects in the field. My civil engineering degree is from Georgia Tech, my high school diploma, Mt. Hebron. I will bring this experience and education to bear as the Council

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conditions are favorable for rapid business development and new opportunities for everyone. I am ready to work with the community, the council and county executive, and the state government to set the district on a new course and to make our county better and stronger.

OPEL JONES (D): My qualifications and experience vary between teaching, leadership, community service, and serving on a county commission. I’ve just finished my 13th year as an educator on the collegiate level, including several years as the Director of Leadership Institute at my alma mater. With respect to community service, I am a Life Member of Alpha Phi Alpha Fraternity, Inc., mentoring and tutoring young men and women in Howard County. Additionally, I was appointed by then County Executive, Ken Ulman, to serve on the Human Rights Commission. There are several priorities this next Council may undertake, including overcrowding of schools, whether Howard County will be a Sanctuary County, and development in and around Columbia. My stance on each of these three would first and foremost be to listen to the community, and not be too quick to make a decision or make promises to veto bills before the community has spoken. Listening to ALL of Howard County is an absolute prerequisite. Then if the people have spoken adequately for and/or against any of these issues, I would be more inclined to support the will of the majority.

COUNTY COUNCIL DISTRICT 4

LISA KIM (R): I am a wife, a mother, a nonprofit board member and a business owner. I have a 9-year-old son who attends an overcrowded Fulton Elementary School, a school that has gone from 0 to 9 trailers this year. Before becoming a business owner, I was a financial analyst for Lockheed Martin with the Hubble Space Telescope Program. I served as Neighborhood Watch President and have been a three-time elected legislator in Prince George’s County. This election year we find ourselves in a unique position in that every seat on our County Council is open. I am the only candidate who has legislative experience. Experience is needed to maintain consistent and adequate representation of what it is we want for ourselves here in Howard County. I am a proven champion of the hard-working citizen, an advocate for the under-served and a strong and connected public servant who believes government should be efficient, to-the-point and goal oriented. We have the ability to solve real problems that directly affect us, our children and our community. I am committed to always maintaining open lines of communication with you, focusing on issues that matter to us, and when progress stalls, bring people together to advance the conversation in order to make strong public policy where everyone is represented. I bring a balanced approach to legislating with my varied experience and will serve our County’s residents of all ages and our rich multi-cultural mosaic that contributes so much to our communities’ character.

DEB JUNG (D): I have lived in Columbia for 30 years and raised my family here. As a successful attorney in the nonprofit sector for over 25 years and a community leader, I bring strong advocacy, analytical, and negotiating skills to the legislative arena. I have a record of bringing people together to find consensus solutions and have been trained to conduct due diligence and ask tough questions — qualities important to legislative oversight and transparency. My performance on the various County boards and school organizations demonstrates a commitment to detail, responsiveness, and transparency, as well as my ability to work hard and get the job done. I understand District 4 and how it fits into the broader fabric of life in Howard County. My priorities are maintaining a strong school system, ensuring we follow responsible environmental policies, bringing more public transportation to Howard County, public safety, increased affordable housing, and maintenance of a strong safety net, particularly for our children, seniors and other vulnerable populations. I am ready to tackle the difficult issues posed by the Ellicott City flooding, including the recently enacted building moratorium and mitigation plans. Growth management will be a key issue; we need to ensure that development does not outpace public facilities such as schools and undermine our quality of life. As a County taxpayer for 30 years, I understand the importance of growing the economy, sound fiscal management and protecting the County’s Triple A bond rating. I will strive to achieve these goals.

COUNTY COUNCIL DISTRICT 5

DAVID YUNGMANN (R): I have extensive professional background in finance, budgeting, real estate and legislative affairs. My community leadership has resulted in achievements at a high level in zoning/development, schools and businesses matters. I serve as a director and volunteer for a broad range of community organizations serving county citizens in business advocacy, education, the arts, real estate, financial literacy and public safety, including playing a key role in legislative affairs. I have been a resident of Howard County and my district for 45 years. My priorities will be to complete the revision of our zoning and development regulations in order to reduce ambiguity and qualitative parts of approval processes, improve predictability for all property owners, strengthen the role of the General Plan, streamline development processes and reduce number of conditional uses and zoning districts. Maintaining fiscal discipline will also be a top priority. I will oppose additional taxes and fees that increase costs for our residents and businesses. I will work to reframe our sources of economic growth to a greater focus on commercial development and what is otherwise needed to attract businesses, including continuing Downtown Columbia redevelopment, following through on Gateway redevelopment, reviving Rt. 1 and Rt. 40 master plans and start turning to aging residential neighborhoods for redevelopment opportunities.

CHINA WILLIAMS (D): I am a writer, mom, and former PTA president. I ran my PTA like a small business: increasing revenue, decreasing costs, marketing and branding our identity, and modernizing internal recordkeeping and financial systems. During my PTA tenure, I also provided constituent services to my community, helping them navigate the school bureaucracy and lobbying for more school and community resources.

As a guidebook writer, I researched complicated and polarized subjects and dissected these issues for a lay audience. I am able to understand both sides of an issue, articulate the oppositions’ concerns in a neutral way, and find areas of consensus. Funding for small class sizes should be a budget priority. This is the number one tool for achieving academic success across the board. With an aging population and federal tax law changes, the county is expected to encounter revenue challenges. The county should adopt the recommendations of the 2019 Spending Affordability Report in regard to transfer tax and recovery of public service overtime. Preserve Howard County’s open spaces and high quality of life by syncing infrastructure improvements with new housing developments.
2018 General Election Voters Guide

MARYLAND SENATE

GAIL BATES (R) (Incumbent): It has been an honor to represent the residents of District 9 for the past four years in the State Senate. I am running for another four years because I believe Maryland needs experienced lawmakers who can address the needs of our residents to represent us in Annapolis. The experience I have as a legislator, former teacher and Certified Public Accountant helps me to understand the impact of the decisions that are made in the General Assembly. I believe very strongly in fiscal responsibility and making Maryland more attractive to businesses and job creation through lower taxes and reducing the regulatory burden. We also need to ensure all students receive a quality education so that the next generation of Marylanders have the skills they need to be prepared for the jobs of the future. We also need to work to improve transportation in Howard and Carroll Counties through projects such as the widening of Route 32. This project is key not only to improving safety and reducing travel time for residents, but for economic development in Southern Carroll County. I have a proven record of being able to pass legislation with broad support from both Democrat and Republican lawmakers, and I will continue to work with legislators from both sides of the aisle to address the needs of Howard and Carroll Counties and the state of Maryland as a whole.

KATIE FRY HESTER (D): Over 20 years, my work as a mediator and negotiator prepared me for public office. I worked with governments, Fortune 500 companies, small businesses, nonprofits, and communities to form partnerships, grow markets, create jobs, and train hundreds in partnership building. My priorities are education, healthcare, and thoughtful development. By investing in public education and making college/technical education more accessible, we can build a more effective workforce, especially in high tech sectors (like biotechnology, cybersecurity, alternative energy) and service-centric firms (like healthcare, construction, hospitality). We must constrain healthcare costs and ensure affordable coverage. We must explore creative, thoughtful ways to grow our economy while protecting Maryland’s clean water, clean air and green space. One of Maryland’s top challenges is attracting and growing businesses. A 2017 survey reported that 47% of businesses viewed Maryland as pro-business, up from 22% in 2011. This is progress, but we need more. We must expand programs that streamline business development, restructure tax systems that hurt business, and invest in public transportation to increase competitiveness. Additionally, incentivizing in-state hiring and procurement, simplifying regulations, and providing resources to make compliance easier would go a long way in making the Maryland’s business environment more effective and less burdensome, especially for small business. We can create win-win solutions by compromising and taking a long-term perspective. We need new legislators who move beyond partisanship, are independent-minded, and have experience in listening, building partnerships, and finding common ground. I will be a strong champion in Annapolis for Maryland businesses and communities.

JOSEPH HOOE (R): Maryland has a lot of problems and they all come down to money. I’m running for state senator because I have a ready to go immigrant pay to work program that will raise $350 million per year for Maryland without raising taxes, and because I believe that we need to eliminate the nearly $500 million that the state pays annually to mega rich hedge fund managers, and instead invest the pension fund into low cost, passive index funds. The state pension fund has lost at least $1 billion over the past 2 years. This money could have been used to shore up the pension system, build new schools like Lansdowne High School or it could have been used to fund the social cause of our choice. The fact is, my opponent Clarence Lam has let us down and he doesn’t deserve a promotion. As your senator I will order a transparent accounting of all management fees paid and I will put a stop to the waste. Our retirees deserve security, our tax payers deserve protection from higher taxes and our children deserve new schools.

We cannot let our teachers and our police down. They need honest pension reform now before it’s too late. I own a successful business. I have created jobs, managed an employee benefits program, and balanced budgets. I have a plan that will restore the public pension fund for the hardworking teachers and police and all Marylanders who pay into this system. They deserve nothing less.

CLARENCE LAM (D): As a state delegate representing District 12 for the past four years, I have seen firsthand the values, priorities, and perspectives of Howard and Baltimore County residents. As our community’s healthcare needs grow and the healthcare policy debate becomes more complex, I will bring my experience as a preventive medicine physician and one of only four doctors in the legislature to expand access to care, reduce costs, and strive towards universal healthcare. As a faculty member who actively teaches at Johns Hopkins, I understand the challenges facing our educators and recognize the importance of high-quality, modern schools in preparing our students for the future. As your State Senator, I would prioritize improving healthcare, education, environment and transportation. To improve access to healthcare, I would work to reduce insurance premiums, co-pays, drug prices, and the rising costs of care for seniors. To ensure our public schools are the best in the nation, I would advocate for increased funding for new and modernized schools, retaining quality teachers, and workforce training and apprenticeship programs. Finally, I would work to protect the Chesapeake Bay, improve our air and water quality, reinvest in transit to help families and job growth, and rebuild our public infrastructure.

LEE HAVIS (R): Lee was born and raised in College Park, MD, where he attended Prince George’s County schools from kindergarten to high school. Lee holds a BS degree in Mechanical Engineering from the University of Connecticut and a JD degree in Law from the Catholic University of America. As a private educator and citizen activist in Maryland for most of his adult life, he had been an active leader for more open, accountable government in the state, especially to improve education through more choice and competition in the field. In 2013, Lee was appointed to the Prince George’s County Republican Central Committee, and in 2014, was elected to represent Legislative District 21 on that committee where he now serves as 2nd vice chair. In 2014, he was elected president of the Northern Prince George’s County Republican Club. Later, he organized Maryland Grassroots Republicans to help unify statewide support for principles and candidates of the
Republican Party. Lee's campaign focuses on lower taxes and free market solutions to bring about more citizen-friendly, accountable government to overcome the conditions of special interest politics that has dominated in the Maryland legislature for many years. Visit his website, http://havisforsenate.com for more details of his positions.

JIM ROSAPEPE (D) (Incumbent): More than 30 years of successful business and investment experience, as well as 12 years' experience in the Maryland Senate focusing on financial, technology, and workforce issues. My top priority is boosting state support for businesses with skill shortages by expanding career and technical education and apprenticeship training.

STATE SENATE DISTRICT 3

EDWARD REILLY (R) (Incumbent): My qualifications are both from private industry and government service. For 43 years I have been a Nationwide Insurance Sales representative. I have worked to protect businesses and individual homes, cars, buildings and liability exposures. During that time, I have been certified as an LUTCF and Certified Financial Planner. In 2002 I was elected to serve the Anne Arundel County Council and in 2009 I was appointed to the Maryland State Senate. During the last 16 years I have held various leadership roles in both bodies. I focus on helping small business with laws that help get bureaucracy out of the way so they can hire employees and make a profit. Representing District 33, central Anne Arundel County, I have been engaged in the Crownsville State Hospital repurposing, analyzing the placement of a new Chesapeake Bay crossing, handling traffic issues around Sandy Point State Park and other state roads issues, Rt 3, Rt2, Rt 50, etc. I am currently serving on the Finance Committee for the past four years dealing with insurance, banking, energy and disability issues. Issues for the coming years include resolution to access and pricing of health care and renewable energy issues.

EVE HURWITZ (D): No response.

MARYLAND HOUSE

HOUSE OF DELEGATES DISTRICT 9A

TRENT KITTLERMAN (R) (Incumbent): I am seeking re-election to continue to help Governor Hogan restore economic vitality to Maryland. One party rule for so many years has led to serious over-regulation of business, up to and including the poorly drafted “sick and safe leave bill” that passed over the Governor’s veto last year. Other major issues that need the checks and balance of a two-party system are (1) balancing the budget without new taxes; (2) a non-partisan redistricting legislation; (3) funding transportation projects throughout the state; (4) holding government agencies accountable for every taxpayer dollar they spend; and (5) more specifically, how we address and fund the recommendations of the Kirwan Commission in its report on “Innovation & Excellence in Education.” Unless we impose a strong system of accountability and enforce it, we are likely to continue pouring money into education systems that demonstrably don’t work! We need to broaden the scope of potential solutions and encourage innovation instead of banning it, as the legislature did last year in its “Protect our Schools” legislation. That legislation is aptly named: it protects the “schools” — but not the children, and especially not the children who are forced to attend Baltimore City schools. Baltimore City has the 4th highest per-pupil expenditure in the Nation, and its teachers are the highest paid in the State. But despite substantive increase in funding over the last 15 years (since Thornton), the Baltimore City schools and students are faring worse. We have to ask, how much worse can it get?

STEVEN BOLLEN (D): I am running for House of Delegates in District 9A to serve the citizens of Maryland. A 27-year veteran of federal service - US Intelligence, NASA, and the US Air Force, I have taken an oath to protect our Constitution; to defend our liberties, our democracy, and our American way of life. I am not a career politician. This is my first run for office. I live here, and I pay taxes here. For nearly ten years I have been proud to call Howard County home. I believe that we should elect people that will listen to us, look out for us, and who are committed to holding themselves and our government accountable to us. That we must put partnership ahead of partisanship, people before politics, and communities of faith and love above those who would sow doubt and spread hate. I worked at supervisory levels building, leading, and collaborating with teams across global enterprises to meet critical, national priority needs. I managed programs with budgets in the $100’s millions, supervising government civilians, contractors, and uniformed military personnel delivering successful global solutions to close the gap on national security issues. I earned a Doctorate's Degree in Electrical Engineering and have been invited to speak at international conferences and to participate in international earth remote-sensing science projects. I will leverage my leadership experience, education, and passion for serving to fight for our communities and keep Howard and Carroll Counties places we can all be proud to call home.

NATALIE ZIEGLER (D): As a small business owner, farmer and mother, I am disturbed by the anger and partisanship that has only increased since the last election. It has led to continued gridlock on issues we all care about, like education, health care, failing and overloaded infrastructure, and federal, state and local budget deficits. Marylanders can be proud that Annapolis functions so much better than Washington. Still, we have challenges to address. Our schools are slipping and many are overcrowded. Health care costs continue to rise faster than inflation. The opioid crisis and the lack of mental health care and treatment facilities must be faced. We need to get more for our tax dollars, and we need to set aside more for the inevitable rainy day when the federal deficit can no longer be ignored. Speaking of rainy days, Maryland, with its more than 3,000 miles of coastline, is particularly vulnerable to the effects of climate change and we must continue our efforts to preserve our environment. I am committed to working with both parties to solve these problems, and to making the kinds of fiscally sound investments in our community that will benefit all of our citizens and businesses. To learn more, please visit my website: Nataliefor9A.com

HOUSE OF DELEGATES DISTRICT 9B

BOB FLANAGAN (R) (Incumbent): I am a small business owner, a US Navy veteran, and served as Maryland Secretary of Transportation. I have been lucky to call Ellicott City home for over 25 years. One of my most important and unique qualifications is my record of successfully working with Governor Hogan, Executive Kittleman and Councilman Weinstein. The tragic Ellicott City flood demanded that we work together, across party lines, to facilitate healing, repairing, rebuilding, restoring and promoting Historic Ellicott City. I am proud of the role I played in its heroic resurgence. I have also consistently maintained a pro-business rating in Annapolis and have fought hard for our local small businesses. I was the lead sponsor for legislation exempting businesses in the historic district from the onerous business personal property tax. Following this election, we must continue to work together, regardless of party, to get things done for Marylander’s and avoid the gridlock of DC. My priorities include: Providing our children with the best possible education, fostering a healthy and competitive business climate, reducing the burden of fees and regulations, ensuring that job-creators, graduates, and retirees stay in Maryland, enacting non-partisan redistricting reform, increasing transparency and pub-
lic trust, and improving road safety and mobility.

COURTNEY WATSON (D): As a state delegate representing district 9B (Ellicott City) in Annapolis, I will make decisions that are in the best interest of the public and are informed by my experience and background in business, in education, and in county government. In the private sector I am a commercial insurance executive for an international company working with privately held businesses. Every day I see first-hand the challenges that confront business concerns today and I understand the unintended consequences of specific government actions. As a former school board member, I appreciate the value of our top-rated school system, to not only the education of our students, but to the economic health of our county and the ability to attract new business growth. In 2019, the General Assembly will revise the state education funding formula and my knowledge of the needs of the school system will enable me to be a strong advocate for Howard County to ensure it receives its fair share of state funding. Finally, as a former Councilmember, I have an in-depth knowledge of the inner workings of Howard County’s government and its $1.6 billion budget and will use that knowledge to analyze the state budget and make the case for more state resources for Howard County. At a time of deep political polarization, my long track record of working with both parties will help bridge that divide. I will make sure that my office is responsive when citizens have concerns or need assistance and I will always invite your feedback.

HOUSE OF DELEGATES DISTRICT 12

BOB COCKEY (R): No response.

MELANIE HARRIS (R): I am running for State Delegate in the 12th Legislative District to make people’s lives better. I am a new mother, and I want to increase opportunities in education. My parents are on the brink of retirement and I want to increase their quality of life. I am a new mother, and I understand the unintended consequences of specific government actions. As a former school board member, I appreciate the value of our top-rated school system, to not only the education of our students, but to the economic health of our county and the ability to attract new business growth. In 2019, the General Assembly will revise the state education funding formula and my knowledge of the needs of the school system will enable me to be a strong advocate for Howard County to ensure it receives its fair share of state funding. Finally, as a former Councilmember, I have an in-depth knowledge of the inner workings of Howard County’s government and its $1.6 billion budget and will use that knowledge to analyze the state budget and make the case for more state resources for Howard County. At a time of deep political polarization, my long track record of working with both parties will help bridge that divide. I will make sure that my office is responsive when citizens have concerns or need assistance and I will always invite your feedback.

MARYLAND HOUSE

MICHAEI RUSSELL (R): No response.

ERIC EBERSOLE (D) (Incumbent): As a public school teacher for 35 years, and now as a State Delegate, my life experiences and commitment to service have given me a well-rounded and fundamental understanding of the challenges that Maryland faces. I have been steeped in public service my entire career and, while serving in the legislature, my focus has been and will be on our children’s education, the economy, health care, and our environment. As a career teacher, I believe that we must balance accountability and innovation in our schools. We must ensure that all students have fair and adequate access to a quality education starting from a very young age. Further, I understand that a strong economy is connected to a strong educational system. Maryland should be on the front line of sustainable job growth by closing the skills gap and attracting job opportunities, steps that will grow our workforce for the future. As Marylanders, we should promote positive capital projects like renewable energy. I believe that we must protect and preserve the natural resources both for our personal health and the health of the state. Environmental protection not only supports our economy, but also our quality of life and public health. We must also continue to move toward affordable and comprehensive health care for everyone in our state. My job as a legislator is to take care of Marylanders and give them the opportunities they need for productive and happy lives. I will continue to work for a more equitable and stronger Maryland.

JESSICA FELDMARK (D): I am running for State Delegate to improve education, fight for working families, and protect our environment. I have spent the last 22 years working in nonprofit and government roles with a common focus of strengthening our communities and enhancing quality of life. Now I am ready to take my knowledge, experience, and commitment to getting things done to Annapolis. Having served as Chief of Staff to County Executive Ken Ulman and as County Council Administrator, I have extensive experience in government operations and legislative procedures, and I specialize in resolving complex issues with multiple stakeholders. I have a unique perspective on the importance of County and State government working together to best serve our constituents, and I have learned how to collaborate on solutions without compromising on values. Education is fundamental to our democracy, our economy, and the future of our society. We must ensure that our schools and teachers have the resources they need to help all students succeed and thrive and to return Maryland’s public schools to the best in the nation. As we work to close opportunity gaps in our classrooms, we must also work to close opportunity gaps in our society by increasing access to living wage jobs, quality healthcare, affordable housing, and reliable public transportation so that the high quality of life we celebrate is accessible to all Marylanders.

TERRI HILL (D) (Incumbent): I am asking for your support in my bid for a second term representing District 12 as a State Delegate because I believe my service to date has justified the confidence placed in me by voters four years ago. My belief that passion for fairness, love of people, experience as a small business owner, and the listening, problem solving and communications skills honed over 30 years as a plastic surgeon can positively impact the lives of Marylanders through the legislative process, has been born out. Whether sponsoring legislation, collaborating to make good bills better or helping to put bad bills to bed, the issues of critical concern to our communities have been my legislative focus. My contributions have been particularly valued by colleagues and advocates in areas of

* healthcare affordability—where rising premium, deductible and prescription drug costs, which are stifling access to quality care for too many, despite the fact that hundreds of thousands more Marylanders are covered than ever before,

* high opioid use and overdose rates, as well as other addiction and behavioral health issues with greater focus on prevention and treatment,

* greater small business creation, growth and expansion support as their contribution to creating good jobs and economic expansion,

* environmental, economic, social and criminal justice sustain-
* providing quality education regardless of zip code, and
* infrastructure improvements and transit solutions.

I’ve learned a lot in my first session about effective service and would build on the experience gained and relationships established.

**HOUSE OF DELEGATES DISTRICT 13**

**CHRIS YATES (R):** There is a clear contrast between myself and my political opponent, Howard County Councilwoman, Jen Terrasa. My political opponent, co-authored a bill to make Howard County a Sanctuary State. It hit a nerve. Although it was defeated, it emerged at the state level to make Maryland a Sanctuary State both last year and this year without moving forward. I am against Sanctuary cities, counties or a Sanctuary State which essentially harbors illegal criminals. A vote for Jen Terrasa is a vote for a Sanctuary State. There is a clear contrast between myself and another political opponent Delegate Pendergrass. Miss Pendergrass has constantly introduced legislation for physician-assisted suicide. Although yet to pass, she has vowed to continue in this direction until it is law. I am against physician-assisted suicide for elders which is essentially senior abortion. A vote for Pendergrass is a vote for physician-assisted suicide for Maryland. There are areas in Howard County that are suffering from excessive loud noise pollution derived from new policies impacting arrival and departure of jet aircraft in/out of BWI. I am the former vice-chair of the state appointed community roundtable with the purpose of correcting this travesty. We have worked with the Maryland Aviation Administration and the Federal Aviation Administration for over a year with minor success. I hope the opportunity to serve Howard County in the General Assembly will give me greater leverage to introduce legislation to return flight operations to before the introduction of these misguided policies.

**VANESSA ATTERBEARY (D) (Incumbent):** I have served in the General Assembly since January 2015. I believe I’ve had a successful tenure representing District 13 in Howard County. I’ve sponsored and successfully passed major pieces of legislation that will positively affect the lives of all Marylanders. These bills include: HB 1646, ensuring domestic abusers have turned in their firearms and HB 819, creating a transparent process for handgun permit appeals. Along with my passion for community service, my qualifications include: a great Howard County Public School System education; a degree in Government from The College of William and Mary; a J.D. from The Villanova University School of Law; and several years of experience as a practicing attorney. I am also a graduate of Leadership Maryland’s Class of 2012. If I am re-elected, my top priorities for 2019 would include: 1) Education, specifically ensuring the funding and implementation of universal pre-k; 2) Domestic Violence & Gun Violence, continuing to fight for stricter gun laws to protect our children and families and introducing legislation to strengthen Maryland’s domestic violence laws; and 3) Economic Security, ensuring that all Marylanders earn a living wage.

**SHANE PENDERGRASS (D) (Incumbent):** I have represented District 13 in the House of Delegates since 1994, serving first on the Economic Matters Committee and then moving in 2002 to the newly created Health and Government Operations Committee. Over the years, I have developed an interest and expertise in health-insurance matters and now serve as chair of HGO. I work hard to develop bipartisan consensus on difficult issues to make sure the best version of a bill advances — or, conversely, to stop a poorly conceived bill. I have sponsored or helped shepherd through numerous bills designed to help ensure more affordable, meaningful health care for Marylanders. Examples include measures to help stabilize health insurance premiums and evaluate our options going forward; provide affordable prescription drug coverage for seniors; combat the opioid crisis; allow for electronic health records; require public reporting of health-care associated infection rates; and allow pharmacists to dispense birth control without a doctor’s prescription. Because of my position as HGO chair, I will continue to focus largely on issues that come to my committee. In addition, in my leadership role in the House of Delegates, I will be part of any discussions on how best to deal with fallout from ill-considered actions in Washington.

**JEN TERRASA (D):** As a lawyer and mediator with over a decade of experience serving Howard County as the councilwoman for District 3, I am uniquely qualified to be your next state delegate for District 13. I grew up in Howard County and graduated from Oakland Mills High School. I have a BA from UMCP and a law degree from UB Law School. After law school, I clerked for 2 years for the MD Ct of Appeals and HC Circuit Ct. Prior to serving on the Council, I worked for The Women’s Law Center and taught at UB Law School. On the Council, I chair the Zoning Board and represent the Council on MACo’s legislative committee. During my time as a legislator, I have worked to enhance public transportation, improve accessibility for people with disabilities, increase affordable housing, promote public safety, and ensure our schools have the resources they need to be outstanding. I am known for my responsiveness and thoughtful decision making, and for tirelessly working to make life in Howard County better for all of us. I plan to take my background, experience, and commitment to service into the House and stand up for those who elect me.

**MARYLAND HOUSE**

**BRIAN CHISHOLM (R):** No response.

**NICHOLAS KIPKE (R) (Incumbent):** No response.

**HARRY FREEMAN (D):** On social media, the following was asked: Why is it that every election my candidates always campaign on Healthcare and Education, and with every election nothing changes? My response to that question (and to the question posed by this publication) is simple, and the reason why I humbly request your vote and support at the polls. Every election you cast your vote, and every election there is no change because we keep electing the same people to represent us who ‘talk the talk,’ and ‘don’t walk the walk.’ I’m not here to play politics, nor be a party-line puppet. I’m here to be the change, and make sure you don’t have to ask this question ever again. To me, I don’t care if you’re a Democrat or Republican — I care that your ideas are heard and acted on. I understand some of us won’t see eye-to-eye on every topic, but that is the beginning of the learning process. Politics isn’t about what the individual can benefit from. Politics is about those tough discussions where thoughts and ideas come together and the truth emerges. Tell me what you believe — I’ll tell you what I believe — then we find out how both of us can move this conversation forward. We are all Marylanders, You and I are members of the same communities. I have had the opportunity of honorably serving our country as an Army Veteran, and I look forward to honorably serving all of Maryland in Annapolis and within our communities.

**KAREN SIMPSON (D):** Karen Simpson is a survivor of domestic violence who has become a #MeToo champion for the safety of women and children — and the vast majority of men who respect the rights and bodies of women and children. Karen has been a Maryland State public servant since 1992, working for both Child...
Protective Services and the Board of Elections. She currently serves as the Education and Training Manager for the Maryland State Retirement Agency. She has extensive experience working in State government and Annapolis. Karen understands the problems facing our community and will be a voice of change to solve those problems. Karen is an artist who created her own business to sell her art. She consequently knows firsthand the challenges facing small business owners in Maryland. Her education and experience prepared her to tackle the issues facing our community. For example, she holds a master’s degree in Community Counseling that prepared her to understand how mental health affects the opioid crisis. Karen plans to use this expertise to help pull our community together by providing opportunity, equality, and fairness to every community member.

HOUSE OF DELEGATES DISTRICT 32

MARK BAILEY (R): No response.

PATTY EWING (R): No response.

TIM WALTERS (R): I am a Program Manager with years of experience managing and growing programs. I have been responsible for profit & loss, growth, organizational change management, human capital, and making the customer successful. I identify the problem FIRST, the reason(s) for it, the possible solutions, all the impacts, and the cost to implement. All skills that would benefit the voters in assessing legislation. I believe cutting taxes and regulations will create a positive business climate that companies can thrive in, taking care of their employees. Governor Hogan validated this philosophy by Maryland moving from 49th to 7th nationally in economic growth. Tax cuts do not equate to a revenue problem but a spending problem. Reducing spending requires the critical task of shrinking government to live within its constitutional role. This will be challenging work requiring people willing to make tough decisions. Whether disarming Improvised Explosive Devices (IEDs) in the Navy or managing a $200,000,000 intelligence program, I have made those tough decisions.

SANDY BARTLETT (D): No response.

MARK CHANG (D) (Incumbent): During my first term in the Maryland House of Delegates, I served as a member of the House Appropriations Committee which provides me a strong understanding of our state's operating and capital budgets and how best to meet the priorities of Maryland residents. For two consecutive years, I was Chairman of the Anne Arundel County Delegation Capital Subcommittee and helped to ensure important brick and mortar projects in my district were funded. It is important that Maryland remains the leader in quality education for all students. As a member of the budget committee, I will continue to support funding for high quality education for all students from pre-kindergarten to higher education. School safety is extremely critical, and a $10 million amendment that I offered in a budget bill for school construction was approved which increased school safety grants to $41.6 million during this past legislative session. A strong education system is important for a strong and vibrant economy. I will continue to support policies to attract and retain high quality jobs in our state and help businesses with robust economic policies.

MIKE ROGERS (D): No response.

HOUSE OF DELEGATES DISTRICT 33

MICHAEL EDWARD MALONE (R) (Incumbent): Governor Hogan selected me to fill the delegate vacancy created in early 2015 based upon my background. My educational experience includes a bachelor's in accounting, master's in industrial and Labor Relations, and Juris Doctorate. My civic experience includes serving as a Rotary President, PTA President, Cubmaster, Eagle Scout, Chamber of Commerce Director, and clinic soccer coach. My professional experience includes being a practicing attorney since 1993 and a small business owner since 2007. Most importantly, I have been married for almost 25 years and have four wonderful children. I believe the most important issue following the election will be ending gerrymandering in Maryland following the 2020 census. During the 2018 legislative session, I was the primary sponsor with 63 co-sponsors of HB-1022 calling for a ballot question which would require congressional districts to be drawn in a continuous and compact fashion following geographic and political boundaries. Said legislation did not pass. I have also supported the end of gerrymandering by being the only Maryland Delegate to sign a Supreme Court Amicus Brief calling for the end of political gerrymandering. Political gerrymandering results in polarized politics rather than intellectual honesty.

TONY MCCONKEY (R) (Incumbent): No response.

SID SAAB (R) (Incumbent): No response.

HEATHER BAGNAIL (D): No response.

TRACIE CRAMER HOVERMALE (D): No response.

PAM LUBY (D): I’m running to bring a voice to the voters in District 33 who for years have felt underrepresented. I have a diverse professional background and a history of community engagement and experience with many issues facing our Legislature. As an attorney and businesswoman, I’ve worked for large corporations, nonprofits, state government, and owned my own business. I understand the economic drivers and workplace realities that impact financial growth, employment, and fair labor practices.

While at the Maryland Judiciary, I advanced policies to help self-represented litigants get better outcomes in court. I developed Maryland’s first adult guardianship oversight program in Montgomery County to help the Court monitor its ever-growing case load. This led to my appointment on the AACO Adult Public Guardianship Review Board which reviews the status of our County’s most vulnerable seniors and disabled adults.

Currently I work for a nonprofit dedicated to substance abuse prevention. I see firsthand the devastating consequences of the opioid epidemic. Increasing prevention programs and eliminating the barriers for widespread, affordable treatment are among my top priorities.

I’m a parent of two children and a substitute teacher in our County’s schools. I know our kids are paying the price for insufficient school funding and inefficient school spending.

As past chair of the AACO Commission for Women and Board Member with the Maryland Legislative Agenda for Women, I’ve strongly advocated for women and families. I’ve gained political experience by serving on the Board of the 33rd Democratic Club and as a graduate of Emerge Maryland, a program that trains Democratic women to run for office.

LIV ROMANO (Green): All my life, I’ve been determined to make a positive difference in the world. I grew up on the Golden Rule of, “Treat others how you would like to be treated”; and was taught that a little act of kindness can go a long way. A month before my third birthday, the mass shooting at Columbine happened. I have no recollection of it or life before it, but what I distinctly remember asking my mom after each mass shooting thereafter was, “Why does this keep happening?”. Her response was always along the lines of: "Don’t worry, this isn’t up to you to take care of. The adults will handle it." That’s what I heard up until the Sandy Hook shooting. After that, her response became one full of despair that anything would change. I refuse to accept that as an outlook as to the kind of change our country is able of creating. I am done waiting for those adults to act, that is why I’m running. I grew up in the era where titles of “Democrat” or “Republican” don’t matter, because ultimately, they shouldn’t. All that matters is that we work together towards the common goals of solving our problems and supporting and protecting our people. If elected, that is exactly what I plan to do.
Hogan’s Re-Election Not So Iffy

Last year, as many Marylanders digested Donald Trump in the White House with disgust, the re-election of Republican Gov. Larry Hogan looked pretty iffy. Partisan Democrats demanded that Hogan “stand up” to Trump, and slammed him when he was silent.

Hogan did stand up to Trump selectively, on the Chesapeake Bay and on health insurance, for instance. He moved more to the center politically, embracing Democratic proposals as if they were his own, such as the lockbox constitutional amendment on the ballot, dedicating casino revenues exclusively as additional funding for schools.

Now, it is looking more and more likely Hogan will become just the second Republican governor in Maryland history to win re-election. His popularity remains high and the last two public polls show him at over 50% against Democrat Ben Jealous. The Goucher College poll had him besting Jealous 54% to 32%, an amazing lead for any Maryland Republican. Coincidentally, 54% was the percentage GOP Gov. Theodore McKeldin got in 1954 when he became the only Republican chief executive to win re-election here.

Hogan has a huge campaign chest of $9 million, allowing him to run week after week of TV and cable ads, while ads from the Republican Governors Association bludgeoned Jealous as a big spending lefty. Jealous could not afford to respond to a small TV buy last month.

Jealous is getting no outside help, and national political gurus are calling Hogan the likely winner in deep blue Maryland, further hurting Jealous fundraising. The blue wave of angry Democrats elsewhere is looking like a purple ripple in Maryland. Democratic candidates are keeping their distance from Jealous, safe incumbents are holding onto their cash, and at least two vulnerable Democratic state senators are sending out mailers with pictures of themselves and their good buddy, Larry Hogan.

Jealous mistakes

While Hogan and company execute a well-heeled campaign, Jealous has made mistake after mistake, particularly with the media. He has used the F-bomb on a reporter, he tried to veto a reporter from being on a debate panel, and he has referred to my 9-year-old news website MarylandReporter.com as a “right-wing blog with right-wing funders” over a story we did on his lame prison plan. And speaking of debates, what a fiasco.

Without consulting Jealous, Hogan accepted two televised debates in September. Jealous wanted five or more, with some in October. The two camps negotiated and came up with one debate on public TV. ONE, supposedly because Jealous didn’t want to appear on WJLA in Washington, owned by conservative Sinclair Broadcasting.

The Jealous campaign sliced and diced the Goucher poll to show there was still a path to victory, adding together the 9% undecided and 26% who said they might be willing to change their minds. They’re still banking on an unusually high turnout, but it is unclear how they are going to change people’s minds.

Hogan’s big concern is complacency among the current majority who support him, including 38% of Democrats. That’s among the reasons he’ll be in Howard County at least twice in October, at County Executive Allan Kittleman’s 12th annual picnic Oct. 7 and the party’s Lincoln Day dinner two days later.

District 9 Senate race

Kittleman and other Republican candidates are happy to be seen with Hogan and run photos with Hogan on their campaign mailings. Sen. Gail Bates, who succeeded Kittleman in the state Senate after three terms in the House of Delegates, has the “Hogan Endorsed” logo on her home page and some campaign signs.

Bates’ Democratic opponent, international consultant Katie Fry Hester, “was really shaken by the presidential election,” and decided to take action. Totally new to local politics, she and her campaign have knocked on over 14,000 doors in the district that stretches from Elkridge to Western Howard County. She’s raised over $100,000, with some of the major gifts coming from prominent Democrats such as retiring Sen. Ed Kasemeyer and from a few unions, including the teachers who have endorsed her. Hester refuses to take a position on the governor’s race or the race for county executive pitting Kittleman against County Council member Calvin Ball.

“I’m focused on my race,” Hester insisted in an interview. “I can see a lot of people voting for Hogan and voting for me.”

She admits some Democrats are angry that she’s not publicly supporting Jealous or Ball. “I will be a strong advocate for the county executive in Annapolis,” she said, whoever that may be.

Hester said she found “People don’t know [Bates],” despite her long service and they certainly don’t know her consistently conservative voting record.

“I represent the district because I’m much more in the center,” Hester said. “I think I’ve got a real shot,” pointing to party registration numbers and increased enthusiasm among Democratic voters. “There are a lot more people who are politically active than they were before.”

But party registration in Maryland doesn’t forecast voting. In 2014, in District 9, Larry Hogan beat Democratic Lt. Gov. Anthony Brown by a whopping 16,000 votes, 70%. In 2016, while Hillary Clinton was sweeping Maryland with 60% of the vote, Donald Trump was carrying District 9 with 54%, a 3,500 vote margin.

There’s more than enough reason for Republicans there to clutch dearly onto Hogan, and a Democratic challenger to keep her distance from Jealous.

Howard Chamber calls for action in OEC

The Howard County Chamber of Commerce has called for the county leaders to take action “now” to preserve the Old Ellicott City business community after the 2018 flood.

The statement, released on Sept. 21 by the Chamber’s President Leonardo McClarty, summarized the discussion at the September Chamber board of directors meeting. Following is the text of the statement.

“This latest occurrence has forced us all to re-evaluate how we move forward in the best interest of economic prosperity and public safety.

“Recently, County Councilman Jon Weinstein and County Executive Allan Kittleman introduced a plan and corresponding legislation that if approved would begin to remedy many of the issues that cause significant damage when torrential rains come. While many question whether elements such as demolition is the way to go, what cannot be argued is that Old Ellicott City’s infrastructure deficiencies must be addressed in a manner that is different than previously thought.

“As a business organization charged with fostering economic and community development, the Howard County Chamber is not positioned to comment on the engineering and technical elements of the proposed plan. We are, however positioned to state that if significant plans are not put in place to minimize future flooding, future economic activity will be significantly stymied. Business growth and job creation is predicated on financing, sound infrastructure, public safety, and positive public imagery. These things and more create a sense of security for those that finance and insure businesses. They also create a positive customer experience for consumers. Since June of this year, Old Ellicott City merchants do not have these things.

“As such, planning must be done now to ensure the future economic viability of this beloved historic district. Failure to do so may lead to lost economic and employment activity. More important, it may lead to loss of life.”
Storm Price Gouging Could Lead to Jail

As Hurricane Florence approached the Carolina coast, the Better Business Bureau began receiving reports from consumers about high prices for necessary emergency items. Pictures started circulating on social media of things like cases of water priced higher than inches of rain forecasted for the state.

The attorneys general for four coastal states — North Carolina, South Carolina, Virginia, and Georgia – initiated their state price gouging laws, which automatically go into effect during a declared state of emergency to prevent businesses from over-charging customers who are preparing to weather a storm or stocking up their vehicles to evacuate.

North Carolina Attorney General Josh Stein issued a warning to remind businesses “… price gouging occurs if businesses or vendors charge excessively high prices in a time of crisis.”

On his warning statement, South Carolina Attorney General Alan Wilson said, “We can expect normal price increases, but we may see businesses and individuals looking to unfairly take advantage of the situation through price gouging of food, gasoline, lodging, and other commodities as defined by the statute. By our law, that’s a criminal violation.”

Virginia Attorney General Mark Herring issued a warning that stated “Virginia’s Anti-Price Gouging Act prohibits a supplier from charging ‘unconscionable prices’ for ‘necessary goods and services’ during the thirty day period following a declared state of emergency. Items and services covered by these protections include but are not limited to: water, ice, food, generators, batteries, home repair materials and services, and tree removal services.”

Georgia Attorney General Chris Carr also issued a warning. “Sadly enough, con artists often exploit disasters by taking advantage of storm victims or preying on the sympathies of those who want to help out,” he said. “The Office of the Attorney General’s Consumer Protection Unit is authorized to investigate scams and price gouging.... We strongly urge people to remain vigilant against price gouging and fraud during a State of Emergency.”

Maryland doesn’t presently have a law on the books to protect consumers against price gouging during a State of Emergency.

BBB urges Maryland businesses not to give in to the temptation to raise prices during a storm. While it may not be illegal, it erodes marketplace trust. Customers will remember which businesses took advantage of them after the skies have cleared.

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

Remembering DeWolf’s Impact on Columbia

John DeWolf was in Columbia for a relatively short period of time – seven years – but his accomplishments in that time will have a lasting impact on Columbia and greater Howard County, and the person he was has left a lasting impression on all of us who knew him.

John passed away at the age of 63 in late August after battling cancer for the past two years. He joined the Howard Hughes Corporation in 2011 and came to Columbia as the company’s regional president, taking on a large and incredibly important project.

John was here to lead the transformation of Downtown Columbia into the vibrant urban core originally envisioned by James Rouse; a vision later discussed and deliberated by the many community stakeholders in Columbia during the charrette process in 2005, and then endorsed by the Howard County Council in 2010 with the passage of the Downtown Columbia Plan.

John took that plan and began to turn it into reality. His impact is impossible to miss.

Look around downtown and you will see construction that began with The Metropolitan — a mixed-use building with residences and retail — and continues on in the area around The Mall in Columbia.

Look to the Merriweather District, where new buildings are attracting new companies to make Downtown Columbia their home, helping bring density and foot traffic, two key components to the vibrancy of the urban core area of a community.

Look to the Downtown Columbia Lakefront, where the historic former Rouse Company headquarters — once cavernous and mostly empty — is now home to Whole Foods Market and Haven on the Lake. A new indoor music venue has opened on the lakefront, which will continue to transform over the years into another point of destination in the urban core. John also oversaw the ownership transfer of Merriweather Post Pavilion from Howard Hughes Corporation to the nonprofit Downtown Columbia Art and Culture Commission (DCACC).

I served with John as the two ex-officio members of the DCACC. I worked with John from my first day as president and CEO of Columbia Association in June 2014. From the beginning, I was impressed with his very broad background in overseeing large, multi-year development projects, and I continued to be impressed with and appreciated the passion he brought to the redevelopment of the downtown area. We also bonded as fellow graduates of Syracuse University.

I loved his sense of humor. Even when he was going through his illness, John remained warm and always greeted me with a smile on his face.

I am saddened that we have lost John so soon. I will always treasure the opportunity to have worked alongside him, and to have known him as a respected colleague.

E-mail milton.matthews@columbiaassociation.org with questions/comments.
### Put Down That Phone, Please

Google recently released a paper at their conference in Barcelona from two of its “user experience researchers” (and you can bet they have a ton of them) about why we can’t put down our phones and what to do about it. Yes, they actually want to have you look up every once in a while. This sort of flies in the face of what the tech industry strives for, which is “engagement.”

Success has traditionally been measured by how long we stay at a site and how often we visit. This is, of course, tied into the opportunity to show us ads – the longer we stay, the more they can charge advertisers. But in their own words, this has created an “attention crisis.” Perhaps some thought should be given to other criteria, such as user satisfaction or quality of time spent. Indeed, what a concept.

An interesting notion from this paper was why people are so glued to their phones. Besides the well-known “fear of missing out” was an etiquette idea — that it was polite to respond to a message from someone quickly, usually within 20 minutes or less, even if doing so interrupted your own thoughts and concentration.

Somehow this seems linked to the concept that you can’t disconnect from work on your own time.

Take your tablet on vacation and spend Sunday afternoon catching up on a project.

It was 20 years ago and cell phones were a novelty when I took up on a project.

Somehow this seems linked to the concept that you can’t disconnect from work on your own time. Take your tablet on vacation and spend Sunday afternoon catching up on a project.

It was 20 years ago and cell phones were a novelty when I took a raft trip through the Grand Canyon, although the first Motorola mobile (which resembled a large white brick with a phone pad and an antenna) had come out in 1973, 25 years earlier. It wasn’t until 1997 that Nokia brought out a much more compact phone that looked like what we remember as early cells design. The guides on the trip collected people’s phones (mostly from airline pilots) and put them in a waterproof bag. They said “We have a radio in case of an emergency. You’re here in a once-in-a-lifetime opportunity. Don’t waste it.”

Imagine trying that today.

### So why?

So why does Google care if we spend all day on our devices? Why are they incorporating the idea of disengagement in the “Digital Well-being” tools in the latest Android operating system? Right now, they seem to be concentrating on how long you spend on your phone, without offering any help in curbing your usage — but that’s a start. My only guess is that they fear more research and possible legislation aimed at reducing kids’ addiction, such as truly workable parental controls.

Facebook and Twitter are different animals. They know they face increasing scrutiny over politically divisive pages and messages, including a recently discovered long-term project from Iran. They’re trying to duck legislation too, which seems much more likely for them.

### Say Woof

So, microchipping a pet has become a pretty routine thing, helping return lost or stolen animals. There are even national databases run by animal hospital associations to help. But would you let yourself be chipped?

This is not an idle idea. One technology company, Three Square Market, has been chipping employees for over a year, enabling them to open doors, sign in to their computers and even buy snacks from company vending machines by swiping their arms. About half of their employees have agreed to be chipped. The company is now working on chips with GPS capability that are powered by body heat. Proponents of this idea tout advantages such as enabling tracking of Alzheimer’s patients. The next step is monitoring your vital signs and communicating with your doctor’s office, as well as keeping your medical information available to emergency room personnel.

Like a lot of technically feasible but big-brother-like ideas, this strikes me as a bit creepy. It has all sorts of ethical ramifications — if grandma has dementia, do you have her chipped so you can find her? What about your kids? It’s bad enough that there are backpacks with built-in GPS so you can track your offspring. But planting something in your, or their, body gets weird.

And think you’re worried about Facebook knowing too much about you now? What about something that tracks your movement (oh wait, there’s your phone) or your pulse rate — who’s going to control that data? Keep it or throw it away? Decide who gets it? Nope, too many unanswered questions right now.

### Hot Saturday Night

Speaking of Facebook knowing too much, what happened to the idea floated back in February, by them, of starting a dating service? That’s creepy on steroids: “We see from your posts that you like to go to museums in DC (positive rating) but you also say stupid things like ‘lol’ for poop jokes. And what’s this about a long weekend at the ocean with someone named Trixie?” Just nope.

Cliff Feldwick is owner of RiverSide Computing and does PC troubleshooting, data retrieval and networking for small businesses, when not dodging creepy things. He can be reached at 410-880-0171 or at cliff@feldwick.com

### TowerCares Foundation Awards $20K

Four college-bound students from Maryland each won a one-time award of $5,000 from TowerCares, the charity arm of Tower Federal Credit Union in Laurel.

The 2018 TowerCares Foundation Scholarship winners were selected by an independent judging organization and based upon accomplishments in the areas of academics, leadership, community service, and extracurricular activities.

The recipients are:

- Marina Beshai, of Severn, MD, who plans to study Computer and Information Services at Princeton University in New Jersey.
- Victoria Nelson, of Elkridge, MD, who is studying Environmental Sciences at University of Maryland-Baltimore County.
- Maria Rodriguez Castro, of Millersville, MD, who plans to study Psychology at Wesleyan University in Connecticut.
- Jessica Schneck, of Laurel, MD, who plans to study Computer Engineering at University of Maryland – Baltimore County.

The scholarship winners were selected from over 200 applicants, said TowerCares Foundation President and CEO Rick Stafford. “I am amazed by the accomplishments of our first class of winners and the other students who applied to the program from across the country.”

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**POUNDING THE KEYBOARD**

by Cliff Feldwick

The TowerCares Foundation 2018 College Scholarship Program winners were announced at the TowerCares headquarters in Laurel. George Cumberledge, chairman of the TowerCares Foundation Board of Directors (center), and Dan Balkin, TowerCares Foundation secretary are with scholarship winners (L-R) Victoria Nelson, Marina Beshai, Jessica Schneck and Maria Rodriguez-Castro.
Is Your Security Clearance in Jeopardy?

Recent news stories have included the revocation of security clearances for high-level personnel and this has concerned a number of government contractors who rely on their clearances.

According to Diane Griffin, president of Security First and Associates, a security clearance consultant, “The truth is, a security clearance can be revoked at any time for many reasons. According to the U.S. Department of Defense, the clearance revocation adjudication process including the careful weighing of: the Concern, Potentially Disqualifying Condition, and Mitigating Factors. Normally, the same process that goes into granting a clearance also goes into revoking one.”

The Defense Security Service (DSS) is the entity charged with managing federal security clearances and describes a personnel security clearance as an administrative determination by competent authority that an individual is eligible, from a security standpoint under national security standards, to access classified information.

Whether a person is looking to obtain or to keep a security clearance, Griffin noted that the agencies of the federal government follow these 13 adjudicative guidelines to determine eligibility for a clearance and also to determine if an existing clearance should be revoked.

Following are the DSS 13 Adjudication topics as found in ClearanceJobs.com.

- Allegiation to the United States
- Foreign Influence
- Financial Considerations
- Alcohol Consumption
- Drug Involvement
- Psychological Conditions
- Criminal Conduct
- Handling Protected Information
- Misuse of Information Technology
- Outside Activities
- Misuse of Information Technology
- Criminal Conduct
- Handling Protected Information
- Misuse of Information Technology
- Outside Activities

Once one receives a security clearance at any level, keeping the clearance in good standing requires vigilance. Also, the government has the ability and authority to investigate any improprieties in any aspect of one’s professional and personal life at any time.

The DSS website notes that the “…adjudication guidelines are used to determine both initial and continued eligibility for access to classified information. The adjudication process is the careful weighing of a number of variables known as the whole-person concept. All available, reliable information about the person, past and present, favorable and unfavorable, is considered in reaching a clearance determination. When an individual’s life history shows evidence of unreliability or untrustworthiness, questions arise whether the individual can be relied on and trusted to exercise the responsibility necessary for working in a secure environment where protection of classified information is paramount.” Source: http://www.dss.mi

The DSS acknowledges that there may be mitigating factors causing past or isolated behavior such as emotional, mental and personality disorders, mental health treatment for a temporary condition such as the death, illness or marital breakup. It is always best to be truthful about all life’s challenges when pursuing or maintaining a security clearance as the adjudicator will consider the nature, extent, and seriousness of the conduct along with any other mitigating factors.

Gloria Larkin is president and CEO of TargetGov and a national expert in business development in the government markets. Email gloria.larkin@targetgov.com, visit www.targetgov.com or call toll-free 1-866-579-1346 for more information.

The following information is regarding awarded contracts that can be used to develop prime contractor, subcontractor and teaming partner relationships on these and other opportunities. The website for each awardee is also provided. For more information, contact TargetGov: 410-579-1346

Desbuild Inc., Hyattsville, MD, won a $39,948,340 contract from the Naval Facilities Engineering Command, Southeast, Jacksonville, FL, for the replacement of missile magazines on Naval Station Mayport. Including the demolition of two existing earth covered missile magazines and the design and construction of two new magazines at the missile magazine compound. www.desbuild.com/

AAI Corp., Hunt Valley, MD, won a $12,759,179 contract from the Acquisition Management and Integration Center, Joint Base Langley-Eustis, VA, for force protection at airfields within the Air Force Central Command’s area of responsibility. www.textron��s.com/

Awarded Contracts

KBRwyle Technology Solutions LLC, Columbia, MD, along with 4 other companies won a $374,000,000 contract from the Space and Naval Warfare Systems Command, San Diego, CA, to increase ceiling and extend period of performance for installation and operational certification of shipboard and shore facility command, control, communications, computers, intelligence, surveillance and reconnaissance systems. kbr.com/markets/government/kbr-wyle/

KBRwyle Technology Solutions LLC, Columbia, MD, won a $56,218,258 contract from the U.S. Army Contracting Command, Rock Island Arsenal, IL, for maintenance, supply, transportation and other logistics functions for the Army Prepositioned Stock-3. kbr.com/markets/government/kbr-wyle/


Whiting Turner Contracting Co., Baltimore, MD, won a $15,797,463 contract from the U.S. Army Corps of Engineers, Baltimore, MD, for design and build construction requirement for renovation services to Intelligence Community Campus Bethesda. www.whiting-turner.com/

Leidos Innovations Corp., Gaithersburg, MD, won a $55,645,987 contract from the U.S. Army Contracting Command, Redstone Arsenal, AL, for logistics support services for the Afghan Air Force and Special Mission Wing aircraft fleets. www.leidos.com/

Phoenix International Holdings Inc., Largo, MD, won a $29,932,449 contract from the Naval Sea Systems Command, Washington, DC, to exercise options for the continued maintenance and operation of the Navy’s Submarine Rescue Diving and Recompression System. www.phnx-international.com/phnx/

Calem Research Corp., Rockville, MD, won a $11,948,914 contract from the U.S. Army Contracting Command, Redstone Arsenal, AL, for information management support services. calem.com/contact/

Strativia, LLC., Upper Marlboro, MD, won a $75,000,000 contract from the National Institute of Standards and Technology, Gaithersburg, MD, to provide scientific, technical, engineering and support service. www.strativia.com/
HCPSS Outpaces Maryland

Howard County public school students continue to demonstrate improvements in English language arts (ELA) and mathematics achievement, as reflected in 2018 state assessment scores released by the Maryland State Department of Education.

The 2018 ELA results in Grades 3–5 show a slight decline over last year’s scores but performance for HCPSS students overall was 14.3 percentage points above the state average of 41.4 percent.

Howard County ELA results for Grades 6–8 showed 57 percent testing at “proficient” levels, compared to 55.5 percent last year, and exceeded the Maryland average by 15.2 percentage points.

Grade 3–5 mathematics results rose slightly, with 56.7 percent of HCPSS elementary students performing at “proficient” levels. The scores outpaced the state by 17 percentage points; middle school mathematics scores also improved, with 54.6 percent of students achieving or exceeding college readiness targets.

On the 2018 Algebra I assessment, 57 percent of HCPSS students achieved proficiency, a decline from the 62.6 percent performance in 2017, but nearly 26 percentage points above the state average of 31.2 percent.

The full results are available at http://reportcard.msde.maryland.gov.

Cybersecurity Tax Credit a Go

The Maryland Department of Commerce is accepting applications for the Cybersecurity Investment Incentive Tax Credit, which is designed to attract investment in Maryland cybersecurity companies.

Through the tax credit program, venture capitalists, angel investors, and others investing at least $25,000 in a Qualified Maryland Cybersecurity Company may be eligible for a refundable tax credit of at least 33 percent of the investment.

To qualify for the tax credit, investors must apply to Maryland Commerce prior to investing in a company. Applications, and additional information for investors and companies are available at http://commerce.maryland.gov/fund/programs-for-businesses/cyber-tax-credit.

Columbia Adds Sister City

Columbia and the city of Liyang, in the People’s Republic of China, are now sister cities. The two communities signed a formal agreement Sept. 10, at a ceremony featuring Liyang Mayor Huaqin Xu and Columbia Association President and CEO Milton Matthews.

Liyang has a population of approximately 889,000 and is a leader in education, tourism, technology and finance, and like Columbia it has high standards for education and the preservation of green spaces.

The search for a Chinese sister city began four years ago, when members of the approximately 8,000-member Chinese-American community in Howard County requested that Columbia partner with a sister city in China.

The Columbia/Liyang sister-city program will foster global engagement and peer-to-peer exchanges level — cultural, educational and municipal — resulting in travel abroad programs for youth and adults, artistic and cultural exchanges, economic development and tourism promotion. Liyang is Columbia’s fifth sister city, joining cities in France, Ghana, Haiti and Spain.

CA Protects Open Space

Columbia Association (CA) is taking additional steps to preserve and maintain its nearly 3,600 acres of open space, protecting the community’s signature natural areas from encroachments.

Under Howard County regulations, at least 36 percent of land under New Town Zoning must be maintained as credited open space for the betterment of the Columbia community. Encroachments — defined as structures or landscaping that cross property boundaries without permission — are not allowed on credited open space. Until this year, encroachments that negatively affected CA’s preservation of its open space were handled on a complaint-driven basis. Recent advances in technology, however, have allowed CA to proactively locate and manage encroachments in a more equitable manner.

CA is also working with the 10 village community associations to help prevent encroachments from occurring. Property owners who apply to their village for property alterations have their applications reviewed for compliance with the village’s architectural covenants. Village staff will now notify CA about proposed alterations and include language related to property boundary compliance in the architectural compliance process.

HCPSS: 7,900 More Students

Howard County Public School System (HCPSS) Superintendent Michael Martirano recently presented his Proposed Capital Budget for fiscal 2019–20, fiscal 2021–25 Capital Improvement Program and fiscal 2020–29 Long-Range Master Plan to the Board of Education.

The proposed $89.2 million Capital Budget, $557 million Capital Improvement Program and $938 million Long-Range Master Plan support Martirano’s strategic call to action to facilitate high-quality instructional programming in an inclusive, nurturing learning environment and close opportunity gaps. The proposal addresses projected student capacity and existing facility needs in order to relieve overcrowded schools and support rapid enrollment growth, which is projected to add approximately 7,900 additional students to the system by 2029.

Major items included in the fiscal 2020 budget proposal include costs for a replacement for Talbott Springs Elementary School, scheduled to open in August 2022; new high school No. 13, scheduled to open in August 2023; and a renovation and addition at Hammond High School, scheduled for completion in August 2023.

The Capital Improvement Program proposal includes additional funding for the Talbott Springs replacement school, for new elementary schools No. 43 and No. 44, for modernization and renovations at existing schools and for additions to provide needed capacity at Dunloggin and Ellicott Mills middle schools.
Health Merger Complete

Marriottsville-based Bon Secours Health System and Mercy Health, of Cincinnati, have completed a merger that was announced in early 2018. The new entity will be known as Bon Secours Mercy Health and will be one of the largest health care systems in the country.

Bon Secours Mercy Health plans to create opportunities for deepening its commitment to the communities it serves and for expanding into complementary service areas across the county. The new entity believes that integration offers an opportunity both within the United States and outside of its borders to provide approximately $640 million annually in charity care and community benefit programs.

Following the creation of the terms that framed the combination, Deloitte Consulting was hired to assist with operational integration.

Website ‘Discovers’ Annapolis

Visitors and locals can now access insider information about Annapolis and Anne Arundel County via Visit Annapolis & Anne Arundel County’s (VAAAC) new website, www.AnnapolisDiscovered.com.

Written by locals and updated weekly, Annapolis Discovered focuses on food, lifestyle, art and historic events, activities and happenings throughout Annapolis and Anne Arundel County. The content is provided by 15 local writers and five on-camera personalities who serve as brand ambassadors on monthly vlogs. Viewers are invited to check base weekly to learn the latest from on-camera talent, including Kat Spitzer (lifestyle), Jamie Foster (history), Rhea Torreon (food), Darrin Gilliam (art) and Jeremy Olsen (cocktails).

In addition, VAAAC has relaunched its WeddingsinAnnapolis.com, to provide enhanced services for individuals planning destination weddings.

Schuh Announces Savings

Anne Arundel County Executive Steve Schuh has announced that his administration has implemented a series of reforms to the procurement system that have saved taxpayers $14.6 million.

The Purchasing Division of Central Services saved $14 million during the last 2.5 years by changing the law and policies to remove unnecessary steps, by adding technology to better manage the procurement process, and training all county staff on the best way to undertake purchases fairly and competitively. In addition, purchasing staff are working directly with vendors to ensure that county purchases of goods and services are being bought at the best price.

Further, the county has taken advantage of regional and national cooperative purchasing contracts that increase its buying power. Businesses interested in contracting with the county can learn more by visiting www.aacounty.org/departments/central-services/purchasing.

Ciena to Acquire DonRiver

Hanover-based Ciena Corp. has entered into a definitive agreement to acquire privately-held DonRiver, a global software and services company specializing in federated network and service inventory management solutions within the service provider operational support systems (or OSS) environment.

DonRiver will bring new capabilities to Ciena that significantly enhance the company’s ability to deliver on its adaptive network vision through intelligent, closed-loop automation. Additionally, the combination of specialized OSS software, integration and consulting experts will complement and scale the organization to form a specialized services group that can manage modernization projects across information technology and network operations.

Allegis Group Marks 35th Anniversary With New Brand

The Hanover-based Allegis Group is celebrating its 35th anniversary with the launch of a new brand identity and logo featuring the tagline, “Opportunity Starts Here.” The new approach visually unifies Allegis Group’s network of companies, which have grown to $12.3 billion in annual revenue, 19,000 employees and 500 offices globally. The company serves 20,000 client locations and places tens of thousands of people into jobs every week.

“As we’ve expanded across the globe and entered into new markets, [we’ve seen] a growing need to tell our story,” said Allegis Group President Andy Hilger. “Organizations are looking for partners who possess expertise globally, across a range of skills, solutions and delivery models. Our redefined brand reflects the broad strategic value we provide.”

Vectorworks Releases New Version of BIM Software

Columbia-based global design and BIM software solutions provider Vectorworks has announced the 2019 release of Vectorworks Architect, Landmark, Spotlight, Fundamentals and Designer, as well as Braceworks and Vision. The new releases offer innovations and enhancements to improve the 3-D and BIM modeling, 2-D documentation and presentation workflows for designers in the architecture, landscape, entertainment and interior design industries.

“Specifically, in Vectorworks 2019 we concentrated on our customers’ most common workflows and usage patterns to increase their overall productivity with Vectorworks products across the board,” said Vectorworks CEO Biplab Sarkar.

Outreach Program By Arundel Office of Transportation

The Anne Arundel County Office of Transportation will kick off an outreach program to better educate residents about the county’s expanded transportation options. As part of the effort, the office has begun conducting seminars at senior centers across the county; it will also offer presentations to community groups, homeowner’s associations and regional chambers of commerce.

During the last year, the office has announced several expanded transportation options, including the Arundel Mills Jobs Connector: An expanded shuttle, funded by a grant from the Anne Arundel County Local Development Council, is connecting job seekers to BWI Thurgood Marshall Airport, Live! Casino and Arundel Mills. It operates seven days a week, including holidays. For more information, visit www.aacounty.org/departments/transportation or call 410-222-7440.

Arundel Chamber to Host Hall of Fame Dinner

The Anne Arundel County Chamber of Commerce will hold its 13th Annual Hall of Fame Awards Dinner on Nov. 1, at Live! Hotel & Casino, where the Chamber will induct four members into the Business Hall of Fame and will also present other awards.

The 2017 Hall of Fame Inductees are developer and Live! Hotel & Casino Owner David Cordish, attorneys Kathryn Dahl and Fred Delavan, and architect Charles Goodman. Early bird tickets are $125 per person and will be available until Oct. 26, when the price becomes $150. Tickets can be purchased at www.aaacc.org.

Baltimore Coffee & Tea Opens at Annapolis Junction

Baltimore Coffee & Tea Company has opened a coffee shop and fast-casual restaurant within Annapolis Junction Town Center, the mixed-use Transit-Oriented Development (TOD) situated adjacent to the Savage MARC Train Station in Howard County.

The site represents the ninth location throughout Anne Arundel, Baltimore, Howard and Frederick counties, as well as Baltimore City, for the Timonium-based company.

Kittleman Campaign Report

The Committee to Elect Allan Kittleman announced it raised $98,771 during the most recent reporting period, which ended Aug. 21. In all, 274 donations were received, giving the Committee a total of $689,878.35 in the bank after expenditures, according to reports filed with the Maryland State Board of Elections.

During this election cycle, Kittleman has received thousands of donations totaling more than $1.65 million dollars.
Youth Services Grants Open

The Laurel Department of Parks and Recreation is accepting applications for its Winter Youth Services Commission Grants until Oct. 31. Grants will be awarded Dec. 15. The commission will provide limited financial support to qualifying youth organizations that are nonprofit and serve the Laurel-area communities. Applications for April 2019 grants will be accepted in January and February of 2019.

To apply for a grant, visit www.cityoflaurel.org and read the page that explains the requirements of the program, and includes a link to the application. For more information, call Jennifer Carmen at 301-725-7800.

Commission on Disabilities Seeks Input

The Howard County Commission on Disabilities is seeking public input to prepare a report for the county executive and county council regarding unmet needs and best practices in disability services in Howard County. The report will focus specifically on the areas of education, peer relationships, employment, transportation and housing, with recommendations to support and facilitate full inclusion of persons with disabilities into the community.

The commission invites input from individuals with disabilities, caregivers, education professionals, providers and other members of the public. Those interested in providing input are asked to complete and submit one of the online surveys at www.howardcountymd.gov/disabilitiesurveys.

In addition to the online survey, the Commission will host a series of meetings. For more information, contact Michelle Henry at 410-313-6431 or email mhenry@howardcountymd.gov.

Schuh Proposes More Mental Health Services

Anne Arundel County Executive Steve Schuh announced a proposal to expand mental health services by funding two new crisis response teams. The $470,000 annual effort is designed to help the county respond primarily to calls from police. Staff is then dispatched to assist in stabilizing the individual and connecting them to the most appropriate services.

During 2018, the teams were dispatched 2,287 times. In addition, there were 868 Safe Station individuals. The agency serves the entire county on a 24/7 basis. One of the teams will help support the county’s Safe Stations Program, where any resident who suffers from an addiction can go to any Anne Arundel County or Annapolis City Fire Station or Police Station and get connected to services; the second team will be assigned to the Anne Arundel County Public Schools and will help provide needed emergency mental health services.

Howard Community Foundation Moves

The Community Foundation of Howard County, which raises, manages and distributes funds to support Howard County nonprofits, will move its office location to 30 Columbia Corporate Center at 10440 Little Patuxent Parkway, Suite 230, Columbia.

The new office, located next to The Mall in Columbia, is not far from the foundation’s former office location. The foundation’s phone number will remain 410-730-7840; its website is www.cfhoco.org.

Library Gets Innovation Award

The Urban Libraries Council (ULC) selected the Howard County Library System (HCLS) as an Innovations Initiative awardee. A panel of expert judges selected HCLS’s DIY Education Center for Honorable Mention in the Customer Experience category. Winners are recognized for their innovative programs, services and operating practices.

The DIY Education Center opened in March 2018 as HCLS Elkridge Branch was being transformed from a 23-year-old antiquated 15,000-square-foot facility to a bright, spacious 35,000-square-foot community gathering place.

In making its selection, ULC noted that the center “nurture the basic human desire to create, enhance, and push limits through access to tools and classes in three categories – repair and maintain, create, and adventure.” Plans for the center grew out of dream sessions with community residents who shared ideas about what they wanted to see in the new facility.

Mister Car Wash Scholarships

Mister Car Wash has distributed scholarships to Brook Burnopp, Harmony Sartwell and Bridget Rabaglia, who live and work in Millersville.

Burnopp is pursuing a degree in interior design at Anne Arundel Community College (AACC), with the goal of continuing into an architecture program; Sartwell is studying nursing at AACC and hopes to pursue her education at a university while continuing her employment at Mister Car Wash; and Rabaglia is a senior majoring in biomedical engineering and minor in mechanical design and manufacturing at Case Western Reserve University, in Cleveland.

Essays submitted by Burnopp, Sartwell and Rabaglia were among more than 100 received and secured them a spot among the 41 finalists, who collectively earned $34,000 toward their education expenses for the 2018-19 school year.

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howardcc.edu/business

- Customized staff training with the Business Training Center, Howard County’s Maryland WorkSmart Center
- Professional certification programs
- Project Management Professional certification and courses (PMP)
- Society for Human Resources Management training (SHRM)
- Cyber and information technology degrees and certificates
- Center for Entrepreneurial Business Excellence
- Nursing and allied healthcare programs and courses
- Degree and certificate programs for in-demand careers
- Accounting and CPA exam candidacy
- Center for Hospitality and Culinary Studies
- English language training for professionals to improve English in the workplace and understand U.S. work culture
- Internships, career fairs, and job listings
**Executive Alliance Names Board President**

Executive Alliance, which promotes the advancement of women in professional and executive roles, named Patricia Lambert board president. Lambert is a principal attorney with Pessin Katz Law and has more than 35 years of experience handling litigation and insurance matters.

The organization also elected the following board officers: Lisa Hayes, PNC Bank, president-elect; Karen Singer, KMS Partners, vice president; Margaret Wood, Wood Consulting, secretary; and Mary Jean Herron, Wilmax Consulting, treasurer.

**BGE Announces Senior Leadership Appointments**

BGE has appointed Carol Dodson to vice president of transmission and substation construction, operations and maintenance; and promoted Aaron Koos to vice president of communications; and Liz O’Connor to vice president of support services and chief safety officer, a position formerly held by Dodson.

**Winer Joins A.J. Properties**

Adam Winer has joined A.J. Properties as director of business development. He will focus on creating opportunities in the Baltimore area. Winer previously ran another family business, ArtCraft, in Historic Savage Mill, and has also worked in residential real estate.

**Duncan Named CMC’s Membership Director**

Krystal Duncan has joined the Central Maryland Chamber (CMC) as membership director. She is the past senior director of marketing, communications and member services for the BWI Business Partnership, and most recently served as the business development analyst for ISHPI Information Technologies.

**PEOPLE IN BIZ**

**Baldwin Joins Union Bank & Trust**

Veteran local banker Jay Baldwin has joined Union Bank & Trust. Baldwin, who was previously employed as a senior vice president by Howard Bank, has more than 30 years’ experience in the Baltimore commercial market and has served the Fort Meade Alliance in various roles since 2004.

**Sweiderk Named President, CEO at SECU**

Dave Sweiderk has been hired as president and CEO of SECU. He succeeds Rod Staatz, who retired from both positions of the $3.6 billion credit union earlier this year. Sweiderk most recently served as executive vice president and chief operating officer at Arizona’s OneAZ Credit Union and brings more than 25 years of experience to SECU.

**Dalphon Joins The Lutheran Village at Miller’s Grant**

Dotty Dalphon has been named associate director of philanthropy at The Lutheran Village at Miller’s Grant, in Ellicott City. The one-time executive at the BWI Business Partnership spent the past three years working at Shepard’s Spring Outdoor Ministry & Retreat Center.

**Monarch Academy Glen Burnie Names Joseph**

Monarch Academy Glen Burnie, an Anne Arundel County Public Schools charter school, has named Tina Joseph assistant principal. Previously, Joseph was a language arts resource teacher for Anne Arundel County Public Schools.

**TEDCO Seed Fund, MVF Hire Collier**

The TEDCO Seed Fund and the Maryland Venture Fund (MVF) have announced that Bill Collier has joined the organizations as a business development associate. Previously, Collier worked at GE Digital in the Accelerated Leadership Program.

**Monarch Global’s Carnaghan Finalist for State Honor**

Monarch Global Academy, of Laurel, has announced that Heather Carnaghan, who serves as a middle school project-based learning instructional guide, is among the seven finalists for the Maryland State Department of Education’s 2018-19 Maryland Teacher of the Year. She was the first charter school teacher to win the Anne Arundel County Public Schools Teacher of the Year award.

**‘Good Scout’ Award to Schnorf**

Cole Schnorf, chief operation officer and director of development for Manekin, LLC, will receive the 2018 Howard County “Good Scout” award from the Boy Scouts of America at a celebration breakfast at Turf Valley Resort on Nov. 2. Schnorf received the award in recognition of outstanding contributions to improve the quality of life in Howard County while exemplifying the precepts found in the Scout Oath and Law.

**Listed as ‘Best Lawyers’**

Kevin Kelehan and Tom Meachum, partners with Carney, Kelehan, Bresler & Scherr LLP, were selected by their peers for inclusion in The Best Lawyers in America 2019, the oldest peer-review publication in the legal profession. Kelehan was listed in the construction law and real estate law practice areas and Meachum was listed in the business organizations practice area.

**HCEDA’s Thompson Joins Stronach Group**

Mark Thompson, former vice president of business development for the Howard County Economic Development Authority (HCEDA), announced his departure to take on the position of Senior Vice President of Development for the Stronach Group, owner of Laurel Park Racetrack and Pimlico Race Course.

Thompson will be responsible for overseeing the development of Laurel Park Station, a Transit Oriented Development (TOD) project adjacent to Laurel Park.

“The Department of Planning and Zoning approved our Site Development Plan last week, and we have an executed contract with Ryan Homes for 220 residential units,” Thompson said. “We are now in the process of seeking a grading permit.”

The phased development includes 156 two-over-two townhomes and 64 condominium units, 650,000 square feet of commercial use, and 127 square feet of retail use.

“We’re very excited to see this project moving forward,” Thompson said. “Our ambition is to transform Laurel Park into a regional entertainment destination.”

In addition to the TOD, Thompson will also be involved with ongoing improvements being made at the racetrack, to include barns, stables and other facilities.
Crosby Awards Broadneck High School Senior a Scholarship

Broadneck High School Senior Maia Brown, right, with Raymond Crosby, CEO of Crosby Marketing, received a $5,000 Crosby Marketing & Media Studies Scholarship for displaying the attributes and academic rigor necessary to excel in the fields of marketing or media. Brown is using her scholarship to attend Pace University in New York City.

HCAC Presents $592,000 to Arts Community

Howard County Arts Council (HCAC) presented more than $592,000 in grants to the arts community at its annual meeting and FY2019 grant awards. Shown (l-r) are Howard County Council member Mary Kay Sigaty, Howard County Executive Allan Kittleman, HCAC Executive Director Coleen West and Maureen Marshall from Deep Run Elementary School.

Keller Williams’ Luncheon

Keller Williams Commercial Real Estate held a luncheon at I-97 Business Park featuring a session with company Co-Founder Joe Williams. Pictured are (l-r) Sam Hasty, Keller Williams Commercial; Joe Williams; Darrell Nevin, Maryland/D.C. region director of Keller Williams Commercial; and Mark Moreno, KW Commercial.

First Puck Dropped in Piney Orchard

The expansion Maryland Black Bears (in white) played the team’s first-ever game on Friday, Sept. 14, in front of a sold-out crowd at Piney Orchard Ice Arena. The opposing Trenton Titans won the game, 6-3.

CCA Maryland Signs Partnership with Dunloggin

Coastal Conservation Association Maryland (CCA Maryland) partnered with Dunloggin Middle school. Dunloggin Middle School Principal Antoinette Roberson, left, and science teacher Daniel Blue, right, joined CCA Maryland Executive Director David Sikorski.

CMC Holds “Taste” at Tipton Airport

Central Maryland Chamber (CMC) held its annual Taste at Tipton Airport. Shown (l-r) are Scott Travers, Raj Kudchadar, Chad Jones and Chuck Dammers.

NASA Comes to Columbia Rotary

Dr. Jim Garvin, left, chief scientist with NASA Goddard Space Flight Center in Greenbelt spoke to the Columbia Rotary club about Mars exploration. He is shown with club president David Parris.

CMC Donates School Supplies

Central Maryland Chamber (CMC) took school supplies to schools on Fort Meade during its annual school supply drive. Pictured is Nikki Colea of SERVPRO Crofton/Odenton loaded up and ready to go.
**HCEDA’S ANNIVERSARY CELEBRATION AND ANNUAL MEETING!**

**MONDAY, OCTOBER 15, 2018 FROM 4:00 - 7:30 PM**
TWO MERRIWEATHER
10960 GRANTCHESTER WAY, COLUMBIA, MD

A LOOK AT THE HISTORY OF HOWARD COUNTY’S ECONOMY, AN UPDATE ON THE HOWARD COUNTY OF TODAY, AND WHAT NEW TECHNOLOGIES ARE COMING TO TRANSFORM OUR FUTURE.

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**MORE INFORMATION AT**
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The Business Monthly wants to take you to a Ravens game.

And it’s easy to be seated in ROW 3 SUNDAY, Nov. 18.

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*How can you win two great seats at the Ravens game?*

Just take a photo of yourself with *The Business Monthly* October issue. The more unusual the location, the better your chance of winning tickets.

✔ Take *The Business Monthly* on a trip and show us where you are.
✔ Take *The Business Monthly* on an outing and show us that the newspaper is with you.

**WHAT DO YOU WIN**

The winning photo selected by *The Business Monthly* will appear in the November issue and you will get two tickets to the Baltimore Ravens v. Cincinnati Bengals game at M&T Stadium on Sunday, Nov. 18, scheduled for 1 p.m.

Your entry must be received no later than Oct. 20 at 5 p.m.

**OFFICIAL CONTEST RULES**

✔ Send a photo of you (and others) with *The Business Monthly* in a location or doing an activity.
✔ The more creative the photo the better.
✔ Photo should be 300 dpi.
✔ Winner will be selected by *The Business Monthly*.
✔ All selections are final.
✔ *The Business Monthly* will have the right to publish it in the newspaper, on its website and social media.

**SEND YOUR ENTRY TO:** info@bizmonthly.com

**ENTER SOON AND WIN WITH TBM**