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PETER ANGELOS' LAWSUIT

The Orioles owner takes on Otis Elevator.
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In Md., specter of budget cuts looms

A \$1.6B shortfall has business groups fearful

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Where the 2010 General Assembly session had action, in 2011, there will likely be reaction.

There will be scarce time or money for more than a select few business initiatives this year, as the first year of a new political cycle is focused on dulling a \$1.6 billion budget gap's blow to public education, health care and safety. That contrasts with a pre-election 2010 session that included a long list of programs aimed at helping businesses recover from the recession.

It has business leaders warning their followers to be on alert as the session gets rolling. Lawmakers are honing their focus on protecting top priorities, and that could come at the expense of others. It was during

a similarly dire special session of 2007 that businesses were saddled with a 6 percent sales tax on computer services, sparking a passionate lobbying effort that ultimately got the tax repealed.

"It's going to be a difficult year for the budget, and businesspeople cannot ne-



Gov. Martin O'Malley says he will unveil a fiscal 2012 budget that is balanced solely on cuts. The governor releases his spending plan Jan. 21.

glect keeping an eye on what the legislature is going to be doing about the budget," said Kathleen T. Snyder, CEO of the Maryland Chamber of Commerce.

The budgeting process will begin when, at some point by Jan. 21, Gov. Martin O'Malley unveils his spending plan. And the governor has been adamant that it will be balanced, as is legally mandated, entirely with cuts and funds transfers. From there, the General Assembly can cut further or shift funds around, but it cannot add to the budget.

It's there that issues for businesses could arise, warned Donald C. Fry, CEO

of the Greater Baltimore Committee and a former state delegate from Harford County. Some of O'Malley's proposed cuts could be palatable. But others could send lawmakers and interest groups scrambling for alternatives, some of which could be harmful to businesses, Fry said.

Political leaders have been mixed on whether those alternatives will include new taxes. O'Malley said he plans to "keep an open mind" when asked by reporters Jan. 11 whether there are any

Medicaid accounts for \$1.1B of projected gap

EMILY MULLIN | STAFF
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Don't be surprised if lawmakers' budget ax falls hardest on Maryland's health care industry this year.

That's because Medicaid, the state's health care program for low-income residents that makes up about half of Maryland's annual budget, is responsible for nearly three-fourths of its looming \$1.6 billion budget chasm.

With a \$900 million Medicaid budget hole projected for the fiscal year that begins July 1, and another \$225 million gap still to plug in this year's budget, Maryland is staring at a more than \$1.1 billion shortfall in the amount of money it has to pay for health care services for about 900,000 of its most vulnerable residents.

The projections from a December analysis by the state's Department of Legislative Services have health care experts and professionals throughout the state hoping for the best but preparing for the worst of cuts that could be proposed in Gov. Martin O'Malley's fiscal 2012 budget. The governor is expected to unveil his budget, which he has said will be balanced entirely with program cuts, by Jan. 21.

But if the early indications are accurate, doctors, hospitals, community

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SAIC's lease deal boosts firm's search for hundreds of workers

DANIEL J. SERNOVITZ | STAFF
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Here's further proof that the long-promised BRAC jobs aren't a myth.

Science Applications International Corp., one of the nation's largest defense contractors, is looking to hire 700 people across Maryland and will add to that figure come November.

John Ferriter, a senior developer for SAIC, said that is when SAIC plans to move

into a large chunk of space it recently leased at St. John Properties Inc.'s 413-acre business park at Aberdeen Proving Ground. The company needs to beef up its work force in the Aberdeen area as the government agencies it depends on are shifted from Fort Monmouth, N.J., to APG.



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COPT adding another massive office building to Arundel park

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One of the largest enclaves for the military's defense contracting community just got a little bigger.

Columbia developer Corporate Office Properties Trust has started construction on a 110,000-square-foot office building at its sprawling National Business Park in

Anne Arundel County. The company is banking on the explosive growth being generated by the military's Base Realignment and Closure plan and nearby Fort George G. Meade.

No tenants have signed on to lease space in the building yet, but CEO Randall M. Griffin said leasing at some of the park's other buildings has continued at a steady clip.

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STOCK SHOCK
Why big companies are back.
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SALES UP
Retail stores expect a better year.
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Barbara Mikulski

TITLE: U.S. Senator
Democrat-Maryland
AGE: 74

BBJ: How has the Senate changed since you started?

Mikulski: A lot has changed. When I first came on the scene, people ate blackberries, they didn't use them. We used carbon paper and typewriters, and now we're wired with our constituents. We've gone from being dainty to digital.

BBJ: Do you do all your own tweeting?

Mikulski: I have a BlackBerry and because of being on the intelligence committee I have a limited-access BlackBerry, but I do tweet. I'm a strong believer in social media. I'm looking forward to using the new social media to reach new people, particularly like our young veterans coming back Afghanistan and Iraq from

who are looking to social media to tell them how to find a job, and what benefits they're entitled to. I think tweeting has me atwitter.

BBJ: You still live in Baltimore — how much do you commute between the two cities?

Mikulski: I live in Baltimore and go to Washington every single day and come home every single night, so I'm a commuter like most of Maryland. I fight traffic all the time. Sometimes I'm in the car, sometimes I'm on a MARC train, lots of times I'm in a traffic jam.

BBJ: How does Baltimore compare to Washington?

Mikulski: Oh, I think Baltimore has it head and shoulders over Washington, D.C. When you're invited to dinner in Baltimore, they say they're going to have crab cakes and tell you what the menu is; in Washington, when they invite you to dinner they tell you they're going to have two Supreme Court justices.

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BACK TO WORK BLOG

The place for job seekers in Greater Baltimore
baltimore.bizjournals.com/baltimore/blog/

Morgan Keegan expanding locally

If you're looking for a job in the financial services industry, keep an eye on Morgan Keegan & Co.

The regional brokerage and investment banking firm, based in Memphis, Tenn., is ramping up for an expansion that will see it open six offices in the Baltimore-Washington, D.C., area in the next two years.

Two offices are planned for the Baltimore area, including one in downtown Baltimore. The first offices are expected to open in mid-2011, the company said.

That will greatly expand Morgan Keegan's presence in the area. Currently, the firm has just one Maryland office in Rockville.

Morgan Keegan could hire as many as 108 people to staff its six new branches since each office has between 13 and 18 financial advisers and support staff.



Web developer job site launches

As a Web designer, Baltimore resident Jay Selway was finding local jobs postings in the creative technology industry scarce. So instead of continuing the search, he decided he'd rather make a living helping others in the same boat.

Enter PixelPusherJobs.com. Selway launched the site in early January, currently listing about a dozen open jobs for Web developers and designers. The site's design features a theme of "killer" robots

declaring, "Post a job or be destroyed."

Some of the jobs posted include:

- Project manager for Airplane Corp., a Baltimore advertising agency;
- A mobile application developer for a client of Life Search Technologies, a local staffing agency; and,
- Multiple Web designers for clients of Profiles, a Baltimore search firm.

Selway said he is initially targeting staffing agencies for listings, which cost \$50 each. But the aim is that

postings will ramp up as the site gains more traction, and Selway hopes it will eventually

expand beyond the mid-Atlantic to more of the East Coast.

In the coming months, he also plans to change up the pay-per-posting model, but didn't want to share too much of his plans.

GARY HABER and **SCOTT DANCE** compiled this report.

CORRECTION

In the article "State sells Arundel site for \$102.5M," [Vol. 29 No. 36], information regarding the performance of the Maryland State Retirement and Pension System's real estate investments should have been attributed to the system's third-quarter report. The article should also have noted the agency did agree to provide a list of its real estate holdings.

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Loan program fails to attract banks

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A low-interest loan program for minority businesses is drawing little buy-in from banks, many of which find it hard to make the loans worth their while.

Three banks are participating in what is called the Linked Deposit program in 2011, after Olney-based Sandy Spring Bank dropped out of the program but was replaced by Industrial Bank of Washington, D.C. That is down from a high of six banks that participated in 2008, when the program launched.

The problem for other banks is that the recession and banking crisis have driven interest rates to record lows, program officials said. That leaves little wiggle room for banks to cut interest further. It also leaves minority firms with fewer banks from which to get the loans. Capital is always an issue for minority firms that historically have had a more difficult time getting business financing.

The program has helped some companies — 10 have received a total of \$4.2 million in loans, said Dawn Medley, director of business lending for the Maryland Department of Housing and Community Development. They include companies like the Barbour Group, a business insurance and surety bonding company in Westminster, which used a linked deposit



Karen Barbour is among the few who have accessed the state's low-interest loan program for minority- and women-owned businesses.

loan for a mortgage on its \$270,000 office condo. Owner Karen Barbour said she was able to secure a 4.5 percent interest rate on a loan from the Columbia Bank, saving \$600 per month over what she would pay for a market-rate loan.

"They did such a good job, they refinanced my home," Barbour said of the experience. "I was happy."

Poor timing has prevented the pro-

gram from similarly helping more companies. Aside from the problem of the low interest rates, the program also launched as banks were seizing up lending and tightening standards. As the program works, the state deposits money into banks to cover the loans and agrees to take 2 percentage points less in interest.

In exchange, the bank charges the

borrower 2 percentage points less in interest on the loan. The money the state deposits is cash it holds in reserves anyway, so the program is not affected by the state's \$1.6 billion budget deficit.

State lawmakers have tried to sweeten the deal for the banks, passing a law in 2010 that removed a restriction requiring the banks to deposit the money in the form of Certificates of Deposit. Low CD rates made it impossible for banks to do the loans and still give the state a required 0.25 percent in interest.

"If you're paying 1.8 percent on a CD, how do you give 2 percent to the borrower and give the treasury 0.25 percent?" Medley explained.

Other banks simply said they are not in a position to take on the risk of business loans and are sticking to real estate, she said.

Medley said she doesn't know of any plans to make legislative changes to the program in the General Assembly's 2011 session. She said she hopes Industrial Bank, the newest participant, will spark increased loan activity.

Sandy Spring is not the first bank to give up on the program. NBRS Financial Bank in Cecil County declined to renew its participation in 2010. Two other banks, People's Bank of Elkton and Hagerstown Trust, also participated in the program but were absorbed by Columbia Bank in 2009.

Going up? Angelos sues elevator company for \$3.9M for poor service

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Baltimore Orioles owner Peter Angelos' real estate company is suing one of the nation's largest elevator companies for millions, claiming the firm stopped performing routine maintenance at three of his buildings about a decade ago.

Artemis Management and Development Inc. sued the Otis Elevator Co. of New York for \$3.9 million in December. In the suit, filed in Baltimore City Circuit Court, Artemis claims Otis

continued to charge it for preventative maintenance on its elevators even though it was only responding to emergency calls for service. The buildings involved include One Charles Center, where Angelos' law offices are located, 120 W. Fayette St. also in downtown Baltimore, and the Court Towers Building in Towson.

Representatives with Otis declined to comment. Artemis officials could not be reached for comment. Thomas C. Beach III, an attorney with Whiteford, Taylor & Preston LLP representing Artemis, declined to comment.

In the suit, Artemis claims it retained Otis in May 1998 to maintain and repair elevators at One Charles



Angelos

and later at the two other buildings. Artemis notes in the suit it never had a formal contract with Otis but operated under the terms of a proposal Artemis issued for the work.

Over time, Artemis reported an increase in building malfunctions, according to the suit. Although Otis continued to bill Ar-

temis for both preventative maintenance and emergency repairs, Artemis alleges in the suit that at some point in the past decade the firm stopped upkeep on the elevators.

Artemis retained elevator auditing firm Lerch Bates in February 2008 to look into the issue and that firm determined the elevators were not being properly maintained.

Artemis then hired another maintenance firm, Kone, to assess the damage. According to the suit, Kone identified \$600,000 in work needed to bring the elevators into proper order.



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Investors see 'brightness on the horizon,' says Pathensors' Ted Olsen.

M&A activity perks up in 4Q as buyers hunt for deals

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Merger and acquisition activity quickened in the fourth quarter, driven by an improving economy, certainty that the Bush-era tax cuts will be continued and buyers willing to pay more for top companies.

Fifteen deals closed in Greater Baltimore during fourth quarter 2010, according to BizBuySell, a San Francisco company that matches business buyers and sellers. That was up from eight deals in the final four months of 2009. BizBuySell found that the median selling price in fourth quarter 2010 was 0.57 times company revenue. It was a slight uptick from 0.54 a year ago. It means buyers are willing to pay a premium for attractive businesses.

"The feeling is that we're at the bottom of the cycle and we're inching up slowly," said S.G. Brooke Tucker of Tucker Capital Advisors in Sparks. Tucker sees that first-hand. Among his clients is an unnamed family-owned entity looking to buy established Baltimore-area companies with revenue between \$5 million and \$25 million.

Baltimore's Pathensors is one company that represents the kind of M&A deals that are happening more often. Pathensors makes devices that screen for anthrax, salmonella and other pathogens. It launched recently after buying

the environmental-testing division of its former corporate parent, Rockville's Innovative Biosensors. The sale price was not announced.

Investors "can see brightness on the horizon, that the sun is coming up," said Ted Olsen, Pathensors' CEO.

Olsen is not alone in that assessment. M&A deals began picking up in early 2010 and accelerated as the year went on, said Joseph Bradley, a principal at SC&H Group in Sparks. Bradley expects the pace to quicken further in 2011 as private-equity funds and publicly traded companies look to deploy their cash.

"There's an inordinate amount of money from buyers on the sidelines," he said. Makers of diagnostic tests and medical devices, cyber security firms and companies that handle information technology for the federal government, are most in demand by buyers, Bradley said.

Newt Fowler, who runs the business transactions group at law firm Rosenberg Martin Greenberg in Baltimore, said buyers have switched their focus. Last year, they were trying to scoop up distressed companies at bargain prices. Now, they are showing a willingness to pay more for companies with a talented work force or a diverse group of customers.

"Across the board, we're seeing a lot of activity," Fowler said. He represents buyers in four deals and another six companies that are lining up private-equity and venture capital deals.

EQUAL OPPORTUNITY

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Keeping the Dream Alive in Baltimore



Coretta Scott King came to Baltimore

in 1969 to help healthcare workers win a better life by forming a union. But today, many local caregivers still live in poverty. Baltimore healthcare workers are 73% more likely to be without health insurance than other workers in Maryland—and 2½ times more likely to be on food stamps.

That's why thousands of caregivers are uniting in the **Heart of Baltimore** campaign with 1199SEIU, Maryland's healthcare union. They're working to win a better future for their families and better care for their patients. **Because one in five Baltimore jobs is in healthcare, raising standards for healthcare workers will expand the middle class and boost the economic health of our entire city.**



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Jeff Rottinghaus manages T. Rowe Price's U.S. Large-Cap Core Fund.

City's star stock pickers say bigger is better these days

Others still prefer flexibility of mid-cap funds

GARY HABER | STAFF
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As the economy starts clawing itself out from the crater dug by the Great Recession, a portfolio manager at T. Rowe Price thinks the nation's biggest companies are in the best position to take advantage of the turnaround.

Their world-famous brands, exports to fast-growing emerging markets in Asia and Latin America, and hefty dividend yields give large-cap stocks a leg up over their smaller peers, said Jeff Rottinghaus, who manages T. Rowe Price's U.S. Large-Cap Core Fund. While large-cap stocks trailed mid- and small-caps in 2010, Rottinghaus is one of a number of fund managers sold on large-caps.

His fellow believers include legendary cross-town stock picker Bill Miller. Miller, who manages Legg Mason Capital Management Value Trust, has told his fund's shareholders he sees good bargains in some of the biggest U.S. companies.

Rottinghaus manages T. Rowe's \$25 million no-load U.S. Large-Cap Core Fund, and another \$305 million for pension funds and other institutional investors. His fund can invest both in growth stocks — high-flyers like Google Inc. — and value stocks, whose share price doesn't reflect the company's underlying value.

The fund launched in June 2009. Through Dec. 31, it has returned 23.6 percent annually since its inception. That placed it in the top 47 percent of the 1,105 large-cap core mutual funds tracked by Lipper Inc. It is within the top 15 percent over the past three months.

The fund, which typically has about 55 to 60 companies in its portfolio, invests in companies with a market capitalization — share price times the number of shares outstanding — of at least \$5 billion.

Most of the companies U.S. Large-Cap Core invests in are much larger, however. The fund's average market cap is \$30 billion. Its five largest holdings include some of the biggest names in U.S. business — ExxonMobil Corp., International Business Machines, Pfizer Inc., United Technologies Corp. and Procter & Gamble Co.

Rottinghaus, who previously managed T. Rowe's Global Technology Fund, fa-

vors companies with strong business models and management, lots of cash on their balance sheets and entrenched market niches that allow them to fend off competitors.

"Is this an attractive business model," he asks the managements of the roughly 300 companies he visits with each year. "Does it have barriers to entry around its products?"

Rottinghaus said large-caps will benefit from an improving economy that will be even stronger in emerging nations like the so-called "BRIC" nations of Brazil, Russia, India and China, than in the U.S. Their economies are expected to grow between 7 percent and 8 percent, more than double the U.S.'s 3 percent growth.

Rottinghaus also sees large-cap companies as attractively priced. The price-to-earnings ratio of the stocks in his fund average 14.1 times projected 2011 earnings. By contrast, companies in the Standard & Poor's 500 index have traded at an average P/E of 17.2 over the past 15 years.

Rottinghaus is not the only one who likes large-cap stocks.

Julian Ball, chief investment manager for Ball Wealth Management in Calvert County, favors large-cap companies like ExxonMobil, General Electric Co. and Kellogg Co. because of their well-known brands and ability to line up the capital that will help them expand once the economy turns around.

"They may under perform on the high side," Ball said of large-caps. "But when it comes to investing, you win by not losing as much, because it's hard to make up the losses. It's unexciting, but you can sleep well at night."

To be sure, not every investment manager agrees that large-cap companies are the preferred investment.

While they say large-cap companies should be part of a diversified portfolio, some say mid-cap stocks are a better long-term investment. Niall O'Malley, managing director of Blue Point Investment Management in Towson, said mid-cap companies' smaller size allows them to be more nimble in adapting to changing economic conditions. He likens large-cap companies to aircraft carriers. Both are so big it can be hard to change direction.



First order of business

The agendas of several Md. industry groups

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Business is going on the defensive in the 2011 General Assembly session. It's more about what it doesn't want than what it wants in a session where major budget cuts are on the way. **Here's a sampling from local groups' wish lists.**

GREATER BALTIMORE COMMITTEE

- Continued state support for tax-credit programs, including biotech investment, and research and development tax credits.
- Increasing funding for the Maryland Department of Business and Economic Development to promote business growth, including investment in small and minority-owned businesses.
- More funding for transportation; funding to build the Red Line and preventing the state from raiding its Transportation Trust Fund for non-transportation uses.

MARYLAND BANKERS ASSOCIATION

- Working with the state bar association to modernize the state's trust laws, to make Maryland more competitive with other states, such as Delaware.

MARYLAND CHAMBER OF COMMERCE

- Thwarting additional taxes on business, such as higher sales or payroll taxes that would make it harder for businesses to compete.
- Resisting any effort to change the tort system in Maryland from contributory negligence to comparative negligence, which would let plaintiffs collect on a tort claim even if they were partially at fault, albeit at a reduced level.
- Preventing burdensome work place regulations on employers, such as restricting their ability to use credit reports and criminal background checks for new workers, or expanding mandatory shift breaks beyond retailers with 50 employees or more.

MARYLAND CONSUMER RIGHTS COALITION

- A bill regulating debt-settlement companies that promise to lower a consumer's debt, including capping fees at 15 percent. The consumer watchdog group

wants companies to not only be licensed by the Commissioner of Financial Regulation but be required to make public how well they have performed for clients.

- Requiring home improvement contractors post a surety bond to compensate homeowners in the case of shoddy work and making it easier for the public to find out if contractors have had complaints filed against them.

- Requiring the Commissioner of Financial Regulation to make public the number of foreclosures filed by each bank and financial institution in the state.

MARYLAND RETAILERS ASSOCIATION

- A bill requiring online retailers to collect sales tax for sales to Maryland residents, level the playing field between online retailers and Maryland store owners.
- Returning the threshold for a felony theft shoplifting charge to \$500, down from the current \$1,000.
- Expanding the types of inoculations pharmacists can administer to include required school inoculations for children.

NATIONAL FEDERATION OF INDEPENDENT BUSINESS

- Ensuring that Maryland adheres to a "strict" implementation of the health care law, which does not go beyond what

the federal law requires.

- Preventing higher taxes on payrolls, new taxes on services, and other legislation that would make Maryland businesses less competitive.
- Fighting additional mandates on employers, such as extending family medical leave to companies with fewer than 50 employees.

RESTAURANT ASSOCIATION OF MARYLAND

- Defeating any increase in the state's alcohol tax or efforts to institute a local sales tax or local tax on restaurant meals.

CHESAPEAKE BAY FOUNDATION

- Ensuring funding in the state budget for environmental programs, including the open space acquisition program and the Bay Restoration Fund, which funds improvements at sewage plants.
- A moratorium on natural gas drilling in the Marcellus Shale range in Western Maryland.
- A bill prohibiting the use of septic systems for major new housing developments.

MARYLAND TOURISM COUNCIL

- Restore funding for the state's tourism budget to \$6 million, from \$5 million.



Baltimore City delegates (left to right) Barbara A. Robinson, Frank M. Conaway Jr., Shawn Z. Tarrant and Mary L. Washington participated in the opening ceremonies of the 428th General Assembly session Jan. 12.

NICHOLAS GRINER | STAFF



Taxes, taxes, taxes?

Possible increases to gasoline and hotel taxes are generating plenty of buzz already.

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Legal proceedings

Doctors, hospitals seek fast track in state's court system for health care-related issues.

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Cost drivers

The Maryland Automobile Insurance Fund seeks a key change to payment policies.

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Scenes from Annapolis

BBJ photographer captured the opening day of the 428th General Assembly session in pictures.

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A conversation with Sen. Bill Ferguson

The BBJ's Scott Dance talked with the new senator from Baltimore about the budget and education.

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After all these years, increase in gas tax a 'possibility'

Perennial debate over hiking levy may gain enough support in '11

DANIEL J. SERNOVITZ | STAFF
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Marylanders are already facing the prospect of higher costs at the gas pump, with the price per gallon expected to surpass \$4 this year.

Could they soon be forced to pay more tax on their fuel, too?

As the General Assembly convened its 90-day session Jan. 12, among the top issues it is expected to tackle is whether to add to the price at the pump by increasing Maryland's levy on a gallon of gas.

The prospect of raising the state's gas tax, a perennial battle, is gaining support this year among key legislators in Annapolis who fear massive cuts to balance Maryland's budget. Senate President Thomas V. Mike Miller and House Speaker Michael Busch both say they will consider an increase, particularly as commute times grow longer and the state's rails and roads face billions of dollars in deferred maintenance.

Both legislators caution they will be reluctant to propose any new taxes this session, however, and believe a gas tax in particular might be difficult to pass in the General Assembly.

"It's a possibility," Miller said of the tax at the *Baltimore Business Journal's* Annapolis Summit on Jan. 12. But he said Gov. Martin O'Malley would need to take the initiative. "The governor's got to spend political capital. He's going to have to take the lead on this matter."

Still, transportation advocates say, the lack of road improvement funding has



Cheryl Goodman stops at a gas station in Baltimore. Prices at the pump could go up if lawmakers vote to raise the state's gas tax.

reached the breaking point.

"We need an infusion of dollars or we're going to fall behind," said Sen. Rob Garagiola, D-Montgomery County. "I don't want to set this up for somebody to do next year. I don't believe we have the luxury of waiting any longer."



'WE NEED AN INFUSION OF DOLLARS OR WE'RE GOING TO FALL BEHIND.'

Sen. Rob Garagiola
D-Montgomery

Garagiola is part of a special commission formed last year to look at how the state currently funds transportation improvements and ways to raise more money for the cause. The commission won't issue its final re-

port until next year, but Garagiola said he will push to raise between \$400 million and \$600 million for transportation upgrades based on some of its early discussions. An increase in the gas tax will not be enough, but it might when combined with other steps like raising vehicle registration fees.

But as the legislature works over the next three months to close a projected \$1.6 billion shortfall, an increase in the gas tax faces a bumpy road. For one, many in the legislature will be reluctant

to increase any taxes this year, particularly with the economy still sputtering. Add to that the rising cost of gas and some legislators say it is the wrong time to force Marylanders to pay even more at the pump.

A gas tax increase is among dozens of bills that seemingly get introduced and defeated every year. The tax has been set at 23.5 cents per gallon since 1993, though various bills have proposed increasing that rate to 33.5 cents a gallon.

So far, no bills have been introduced to increase the tax in this session, and actual legislation could call for a hike of more or less than 10 cents.

Some legislators in rural areas oppose an increase since a portion of the funds go toward rail lines that their constituents will not use.

Others say they are willing to pay more at the pump, if only the legislature could resist diverting the funds to plug other holes in the budget. To make up for back-to-back budget shortfalls, the state has taken about \$2.1 billion from the transportation trust fund to help overcome those shortages over the past three years.

That is why legislators have introduced bills in prior sessions that would keep the legislature from diverting money from the transportation fund. But the so-called "fire wall" legislation has also drawn criticism from some legislators who do not want to rule out potential funding sources, said Donald C. Fry, CEO of the Greater Baltimore Committee.

But Fry, also a member of the transportation funding committee, said the state's road systems have deteriorated to a point where it is hindering Maryland's economic development prospects.

"People are starting to recognize that a problem exists," Fry said. "I do think that transportation is starting to bubble up to the top."

Howard, Harford have differing plans for hotel tax

DANIEL J. SERNOVITZ | STAFF
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Booking a hotel room in Columbia could end up costing more after the Maryland General Assembly wraps up its 90-day legislative session this year.

Members of Howard County's legislative delegation plan to seek an increase in the county's hotel room tax to raise more money for economic development and tourism efforts. The tax has held steady at 5 percent since 1998, but County Executive Kenneth Ulman is pushing for a 2 percent increase that could bring in an estimated \$1.2 million. Of that, about \$400,000 would go toward marketing the county to tourists.

Del. Guy Guzzone, a Howard County Democrat, said Howard County economic development officials have been in close contact with county hoteliers, and he believes the prospect will have broad support since the effort should help drum up more business for the county's hospitality industry.

"The dollars would come back to help market the county," Guzzone said.

Several details have yet to be worked out, however, including provisions to make sure the money would end up where it's meant to go. Some legislators, including Sen. James N. Robey, want to

make sure the proposed bill will spell out exactly how the money will be distributed. Robey said he is worried the county could end up transferring some of the money to other parts of the budget.

Robey said those issues could be resolved if the bill is written to set aside a third of the revenues for tourism, a third for economic development, and the remaining third for the county's general fund. With those details ironed out, Guzzone said the delegation could introduce a bill within the next month.

Meanwhile, another push to raise tourism money from lodging faces a more uncertain future in Harford County, where Mayor Mike Bennett is lobbying for a new hotel tax in Aberdeen.

Neither the city nor Harford County have a hotel tax, making it one of the only ones in Greater Baltimore without it. Bennett wants to use a portion of those revenues to fund renovations and upkeep at Ripken Stadium.

The stadium has been operating at a deficit over the past decade, in large part because additional development intended to pay for its upkeep never materialized. Developer Nottingham Properties Inc. planned to build a mix of shops and restaurants there, and the additional funds that those operations would have generated would have funded stadium

maintenance and repairs.

But some legislators and business advocates say the issue is a non-starter if it is drafted to benefit Aberdeen at the exclusion of hoteliers in other parts of the county.

Sen. Barry Glassman, a Harford County Republican, said the bill would put hoteliers, already operating at a slim margin and hurt by the recession, at a disadvantage. More precisely, it would take away the advantage they enjoy by not having to assess the tax.

It would cost a couple \$118 to book a room for Valentine's Day at the Hilton Garden Inn Aberdeen, according to Hotels.com. The same booking at the Hilton Garden Inn Columbia would cost \$152. Hoteliers say that spread benefits Harford County.

"Even though it's a pass-through tax, most of the hoteliers would oppose it," said Clarion Hotel Aberdeen General Manager Tim Engle. "I don't know that the climate is good for that."

Harford County Chamber of Commerce CEO William B. Securro said there could be a compromise worked out if legislation were written to raise money for tourism efforts county-wide. But he said the chamber would be opposed to the tax if a portion of it goes toward Ripken Stadium's upkeep.

Faces to Watch

Here are some new faces to the legislature, and to committees that are familiar to business groups used to testifying in Annapolis.

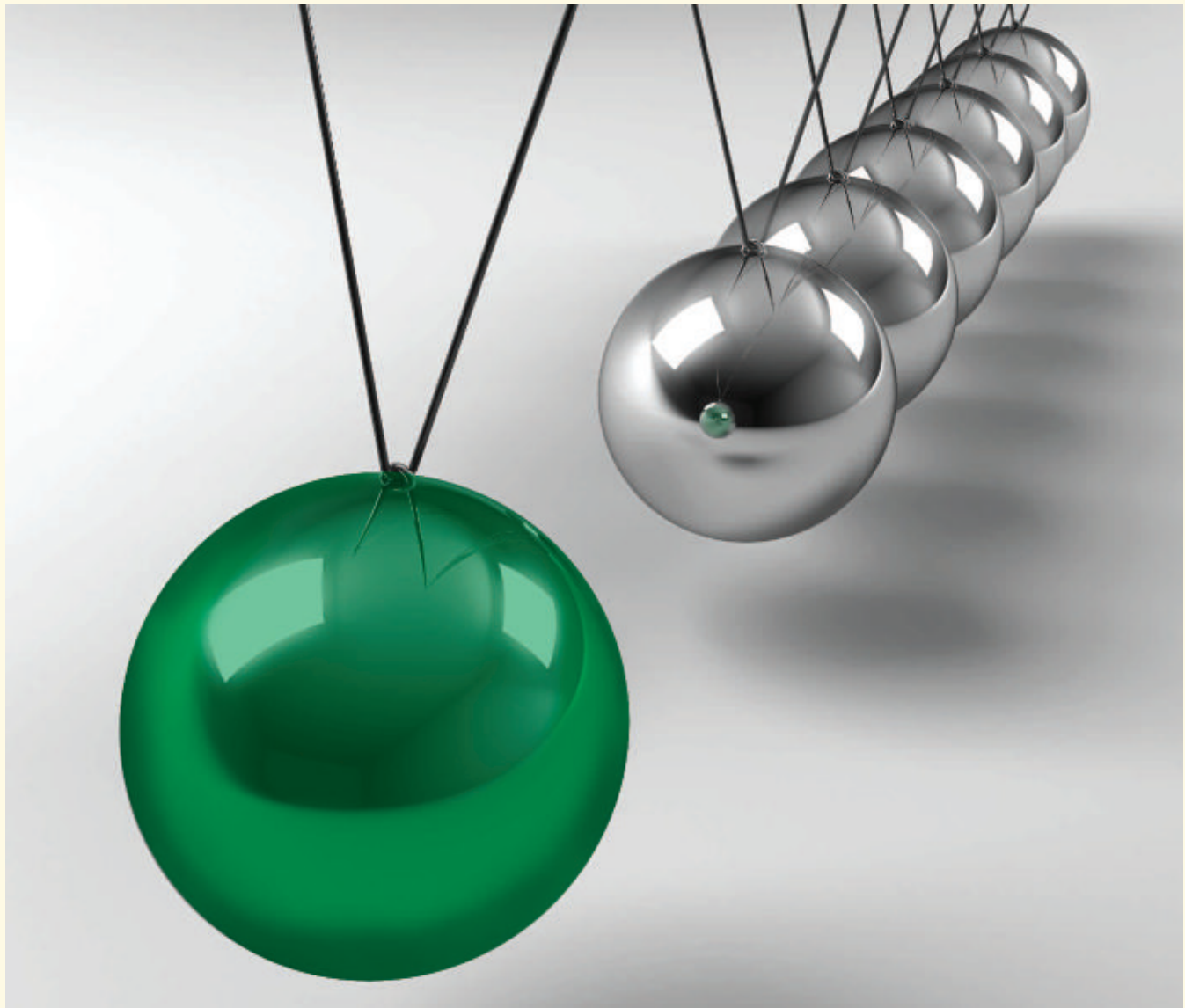
• **Sen. Bill Ferguson**, a Democrat who unseated Baltimore's George Della, has landed on the Education, Health and Environmental Affairs Committee. That gives the former teacher a say in education policy, energy issues and possible campaign finance reform [See related article, Page 16].

• **Sen. James Mathias** joins the Senate Finance Committee, which handles business matters including economic development, banking, utilities and labor. Mathias, a Democrat, is moving up from the House of Delegates.

• New members to the city's delegation include Democratic **Dels. Mary Washington** and **Kieffer Mitchell**. Washington is on the Appropriations Committee, which oversees budgeting, and Mitchell is on the Judiciary Committee.

• **Sen. Chris Shank**, a Republican who was known for rankling Democrats in the House and pushing for tax cuts, has moved up to the Senate and will serve on the Judicial Proceedings Committee.

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Hospitals, doctors pushing 'health courts' in Maryland

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Maryland hospitals and physicians want to create a fast-track for health care cases and medical malpractice lawsuits in the state's court system, but plaintiff lawyers say so-called "health courts" might not give patients a fair trial.

MedChi, the state's medical society, and some hospitals say with health care reform, now is the time for Maryland to launch a medical track in its court system.

But with a structural deficit that's nearly \$2 billion, Maryland can't afford to take on any new costly programs this year. The project would need to be funded by federal funds provided under health care reform, critics say.



Ransom

The idea is that health-related cases, including medical malpractice suits, would only be assigned to certain judges that have training or experience in handling medical and health care issues. The goal, physicians and hospitals say, is to streamline the process for medical cases in the court system and save the state money.

"Suits that are more frivolous could be solved quicker if the judges know what they're doing," MedChi CEO Gene Ransom said.

But Andrew Slutkin, a medical malpractice plaintiff attorney in Baltimore,

said Maryland's court system isn't backed up nearly as much as other states. In New York, for example, cases can sit for five years before a trial. In Maryland, a medical malpractice case typically goes to trial a year after the original suit is filed, Slutkin said.

"I think the consensus among patients and their attorneys is that these cases should be tried in front of juries and not doctors," said Slutkin, a partner at Silverman Thompson Slutkin and White in Baltimore.

Maryland's Circuit Court system already has a specialized business and technology case management program, which handles complex civil cases in those fields.

Doctors and hospitals want the state to consider a similar program for medical cases. That's because a provision in the federal Patient Protection and Affordable Care Act sets aside \$50 million for five-year grants for states to develop pilot programs for alternative ways of handling medical malpractice cases — also known as tort litigation.

That funding is supposed to be available for states this year, but the money has not been appropriated yet. With a shake-up in the U.S. House of Representatives, the question of whether some provisions in the health care law will be repealed is still uncertain.

But Republicans have supported tort reform, and the American Tort Reform Association said it would back any bills to create specialized health courts.

Md. GOP likely to go along with health insurance exchange plans

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As Republicans in the U.S. House of Representatives vote to repeal the health care reform law, Republicans in Maryland will likely have to make a different kind of vote this legislative session.

Maryland is one state that's moving forward with implementing the Patient Protection and Affordable Care Act, despite challenges to the law from other states.

One of the biggest tasks for the state this legislative session will be creating the structure for a health insurance exchange, required under the reform law to provide a new lower-cost insurance market in Maryland.

The exact structure of the new exchange is still uncertain and no lawmakers have filed any bills regarding the exchange yet, but General Assembly members are expected to vote on legislation this year that will create the exchange. The Health Care Reform Coordinating Council, a state advisory group, has recommended to Gov. Martin O'Malley the exchange be an independent public entity.

Sen. Thomas "Mac" Middleton, a Democrat from Charles County, said he doesn't expect any opposition from Republicans when it comes to passing legislation authorizing an exchange, because

he thinks it's unlikely that a full repeal of the health care reform law will pass.

Instead, Maryland is trying to set up an insurance exchange by the 2012 deadline. If states don't set up an exchange by then, the federal government will create the exchanges for them.

"I think even our Republican colleagues would much prefer the state setting up its own exchange as opposed to the federal government coming in and doing it," said Middleton, a member of the state's Health Care Reform Coordinating Council.

States will have some flexibility when it comes to setting up their own exchange.

Right-leaning states may choose to establish the exchange as a private, more business-friendly entity while more left-leaning states might choose to create the exchange as a government agency. Maryland has yet to decide where on that spectrum its exchange will be.

Provided that the health care reform law does not get repealed by Congress, state Sen. E.J. Pipkin, a Republican and member of the Senate Finance Committee, said the Republicans will work to set up an exchange that promotes consumer choice.

"The exchange is about giving the individuals the power to have choice in what kind of coverage they have," Pipkin said.

MAIF again seeks to allow payment in installments

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A state senator from Baltimore City plans to make another attempt at passing a bill letting the Maryland Automobile Insurance Fund bill its policyholders in installments.

But the industry that finances premium payments for MAIF policyholders is bracing for yet another fight to defeat the legislation, which it says would steal business from a homegrown industry of mom-and-pop companies.

Sen. Catherine Pugh said she will introduce her bill within the first two weeks of the General Assembly session.

It would be the fifth year in a row Pugh, a Baltimore City Democrat, has sponsored such a bill. The bill died in the Senate Finance Committee last year, but with new members on the Senate Finance and House Economic Matters committees, Pugh is hopeful that her bill has a better chance of passage this time around.

"We want to make sure it gets a proper hearing and hopefully gets out of committee," she said.

Delegates Melvin Holmes Jr. and Aisha Braveboy, both Democrats from Prince George's County, have agreed to co-sponsor the bill in the House, Pugh said. The bill also has the backing of the Maryland Insurance Administration, which regulates the insurance industry.

Pugh said allowing MAIF-insured drivers to pay their bills directly to the company in installments would make it more

affordable for them to keep state-mandated insurance coverage and cut down on the number of uninsured drivers in the state. MAIF, the state's insurer of last resort, currently insures more than 66,000 drivers statewide.

MAIF said the legislation would save money for its policyholders and give them the same payment option as drivers insured by private insurance companies.

"It's an important bill for MAIF consumers," said Mark McCurdy, MAIF's director of government and policy administration. Since MAIF policyholders must pay the entire amount of their premium up front, nearly all of them get coverage through premium finance companies. Those firms pay the premium to MAIF and bill drivers monthly, charging a fee and 1.15 percent a month in interest on what are generally 10-month contracts.

The interest and fees can equal 26 percent to 30 percent of a customer's premiums, McCurdy said. MAIF would charge a fee of \$8 or less for each installment payment, he said.

The lawyer for the premium insurance industry said his clients provide a valuable service for MAIF customers and assume the risk of customers dropping coverage. Most customers put just 10 percent down payment on their policy.

"The last thing we want is for a loan to cancel," said Jay Schwartz, who represents a number of premium-finance companies. "You want every loan to be paid to completion."

previous two sessions.

Of interest to: Developers, local governments

Sponsor: Del. Michael Smigiel

Committee: House Environmental Matters

House Bill 14: Would require health insurance carriers to reimburse care providers for services delivered remotely, via telemedicine. A related bill, House Bill 16, would create a task force to study the use of telemedicine in underserved areas.

Of interest to: Health insurers, health care providers

Sponsor: Del. Michael Smigiel

Committee: House Health and Government Operations

Senate Bill 4: Would allow veterans' organizations to own and operate slot machine parlors in the state.

Of interest to: Slots developers, gamblers

Sponsors: Sens. Katherine

Klausmeier and Barry Glassman

Committee: Senate Budget and Taxation

Senate Bill 5: Would require physicians to notify patients in writing if they do not hold medical liability insurance. Bill was passed in the Senate in 2010 but failed in the House.

Of interest to: Doctors, health care patients, medical malpractice attorneys

Sponsors: Sens. Katherine Klausmeier, Jim Rosapepe and Norman Stone

Committee: Senate Education Health and Environmental Affairs

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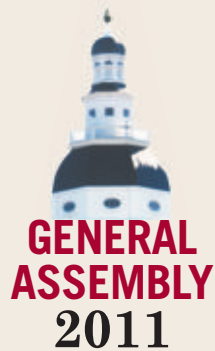
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Bill Tracker

The session has just begun, but there are already some bills relevant to businesses being debated. Here are some to watch that were slated to be heard on chamber floors on the General Assembly session's first day, Jan. 12.

House Bill 7: Would give income tax credits for interest income on loans made to businesses that are within Enterprise Zone areas. Would require lenders to reduce the principal on residential mortgages of the businesses' owner by the amount of the credit.

Of interest to: Business owners within Enterprise Zones

Sponsor: Del. Dereck Davis

Committee: House Ways and Means

House Bill 8: Would amend the Maryland Constitution to prohibit condemnation of private property for economic development use if the property is to be transferred to a private individual. Bill has been introduced the

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Medicaid: Doctors, hospitals fear more reimbursement cuts in the works

From Page 1

health clinics — anyone who is paid by Medicaid for providing health care services — could face \$500 million in cuts to reimbursements. At the *Baltimore Business Journal's* Annapolis Summit on Jan. 12, the opening day of the General Assembly session, House Speaker Michael Busch said hospitals, nursing homes and other health care groups will likely face the brunt of the massive budget cuts. Of his pending budget, O'Malley has insisted that "anything is on the table."

The impact of those cuts to Medicaid could be deep and wide. Not only would Maryland's health care providers — al-

ready among the nation's lowest paid — feel another squeeze in reimbursements, but the cuts could trickle down to patients if doctors opt not to treat Medicaid enrollees or stop seeing new patients insured by the public program, said Gene Ransom, CEO of MedChi, the state's medical society.

"Physicians are already losing money on Medicaid patients, but now a lot of them are dropping those patients altogether," he said.

Meanwhile, Maryland employers who offer health care coverage to their employees could see their premiums rise if, to again help fill Medicaid's depleted coffers, hospitals are allowed to raise their rates. To cover a previous \$168 mil-

lion Medicaid budget hole that spanned fiscal years 2010 and 2011, hospitals and health insurers agreed to a 70-30 split, with insurers required to cover the larger share by paying a 1 percent increase in hospital rates. Those costs eventually find their way to consumers.

But it's not as if the latest swell in Medicaid expenses could not be seen coming. In 2007, Maryland lawmakers voted in a special session of the General Assembly to expand Medicaid coverage to more children and adults, a tab that at the time was thought to cost hundreds of millions of dollars the state planned to pay for with tax increases and revenue from slot-machine gambling.

Because of the recession and delays in

slots development here, the revenue was not as large as expected.

The biggest hits to Maryland Medicaid — and most other Medicaid programs throughout the country — came as a result of the recession.

As businesses cut costs and unemployment soared to nearly 8 percent in Maryland, many more people were forced to turn to Medicaid for their health care coverage. Lingered unemployment hasn't abated the problem, as about 250,000 Marylanders have enrolled in Medicaid since 2007.

And while the federal stimulus program helped prop Medicaid up during the recession, that funding has ended. Maryland continually used stimulus money to fill Medicaid budget holes in fiscal years 2010 and 2011. The state used about \$280 million in stimulus money approved by Congress last August to help fill what was then a \$389 million Medicaid budget gap.

Medicaid is a state program partially funded by the federal government. During the stimulus program, the federal match was 62 percent of the cost. As of Dec. 31, that match is 50 percent.

"When the stimulus money goes away, the costs haven't gone away," said Simon Powell, principal analyst for the Department of Legislative Services.

John Folkemer, deputy secretary of health care financing for the state's Department of Health and Mental Hygiene, said he could not confirm the legislative analysts' budget projections because O'Malley's fiscal 2012 budget has not been released yet. But he said those numbers are reasonable expectations. The state's current Medicaid budget is \$6.2 billion.

"Enrollment is considerably higher than what we expected in the budget, so logically, there's probably going to be a deficit," Folkemer said.

The number of Marylanders enrolled in Medicaid is expected to continue to rise while employment lags and the federal health care reform law takes hold. That program is expected to extend health care coverage to another 32 million Americans — about half of them are likely to enroll in state Medicaid programs.

"[The Medicaid expansion] has mostly been funded by the federal government and provider cuts, and that's unsustainable," said Jim Reiter, spokesman for the Maryland Hospital Association.

Other health care industry experts are urging O'Malley to find more sources of funding for Medicaid. Vincent DeMarco, president of the Maryland Citizens' Health Initiative, said Medicaid cuts hurt even those that are insured because uncompensated care drives up the overall cost of health care.

"It would be economically bad as well as morally bad to cut back on [Medicaid] coverage," said DeMarco, whose group is pushing for a dime-a-drink alcohol tax that could provide funding for health care services for low-income and disabled Marylanders.

DeMarco said new revenue sources, like the proposed alcohol tax, are the only way to balance cuts to Medicaid.

Joe DeMattos, president of the Health Facilities Association of Maryland, said cuts to Medicaid eventually compromise the quality of care for patients relying on these services.

"You can only cut so deep before quality is impacted," DeMattos said.



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NICHOLAS GRINER | STAFF

House Speaker Michael Busch said he's not opposed to some new taxes.

Budget: Governor says businesses can help by taking a chance on hiring

From Page 1

tax policies he would oppose or veto if brought to his desk by lawmakers.

It's not clear what proposals could come out of the legislature — Senate President Thomas V. Mike Miller told the audience at the *Baltimore Business Journal's* Annapolis Summit in an interview with radio host Marc Steiner he doesn't think taxes "are in the equation this year." He pointed particularly to a plan to raise alcohol taxes by a dime a drink, calling the proposal "total nonsense."

"The power to tax is the power to destroy," Miller told Steiner.

But House Speaker Michael Busch said some new revenue may be sought to prevent devastating cuts in things like reimbursements made to doctors for providing medical care through the state's Medicaid program, which offers health care to low-income residents [See related story, Page 1]. Local governments will likely drive any motivation to impose new taxes, he said. Significant cuts in state aid are coming the counties' way, and Busch suggested that could prompt them to ask the state to find new revenue rather than impose new taxes or fees at the local level.

Possible new sources of revenue that have been discussed include the alcohol tax, the gas tax [See related story, Page 8], as well as possible changes to the corporate income tax.

A panel charged with studying the corporate tax for two years has recommended lawmakers pass over a policy known as combined reporting, but some lawmakers have said they plan to propose the measure anyway. Combined reporting changes the way multi-state corporations file income tax returns in the state.

Whatever is done, leaders have repeatedly prepared lawmakers and residents for a "painful session." The big reason for that is the governor and lawmakers are expected to cut some programs far more deeply than in the past: the public school system, Medicaid and public safety.

Together, those three things make up 83 percent of the state's \$13 billion budget, O'Malley said at the Jan. 12 *BBJ* event. Traditionally, most of the cuts have been made in the other 17 percent of the budget. Assuming that will continue to be the case in 2011 "does not square with reality," O'Malley said.

That has lawmakers preparing to do what they can to protect state priorities. At the top of the list for most are education and public safety, but there is no shortage.

"I do hope this year we can find some way to tip our hat to state workers," said Del. Maggie McIntosh, a Baltimore Democrat. State workers have endured a salary freeze and furloughs for four years. Busch said they can likely expect another 12 furlough days in the coming fiscal year, which begins July 1.

'I DO HOPE WE CAN FIND SOME WAY TO TIP OUR HAT TO STATE WORKERS.'

Del. Maggie McIntosh
D-Baltimore City

Other business policy and funding requests are also on the wish list, including funding for popular tax credit programs rewarding investment in biotechnology companies and redevelopment of historic properties. The Tech Council of Maryland, for example, is asking for a \$24 million budget for the Maryland Biotechnology Investment Tax Credit, which gives investors a credit worth up to 50 percent of what they put into a biotech startup. The program has annually maxed out demand. It received \$8 million for the current fiscal year.

One of the few business-focused proposals to come forward is Invest Maryland, a \$100 million program that would replenish a fund the state uses to fund technology startups. The money would come from tax breaks auctioned to insurance companies, meaning there is no need to find room for it in the state budget — only to draw the interest of the insurance companies.

O'Malley proposed that program not long after the close of the 2010 session, of which the focus was "jobs, jobs, jobs." Policies he put forth in that session included a job creation tax credit and money for small-business lending.

O'Malley said Jan. 12 he hasn't pulled away from that push at all. In fact, he said that his focus on investment in technology, including clean energy, would put people back to work.

But he said government can't do it alone. The state needs businesses to start hiring again, he said.

"I hope they take that calculated risk and hire," he said.



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Scenes from the session

A snowstorm didn't stop the Maryland General Assembly from getting to work in its 2011 session on Jan. 12 in Annapolis. Opening day drew power brokers to the state capital for a day of celebration — and tough talk on budget cuts. (Clockwise from top left) Baltimore Mayor Stephanie Rawlings-Blake bows her head during the House of Delegates' opening prayer. State troopers kept security tight. State Del. Talmadge Branch, the Democratic majority whip, takes the oath of office. House Speaker Michael Busch (from left) and Sen. President Thomas V. Mike Miller Jr. are interviewed by WEAA radio host Marc Steiner at the Annapolis Summit. And the Annapolis State House looks even more beautiful in the snow.

Photos by Nicholas Griner | Staff





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Greenhorn of the Senate will have his eyes on education

SCOTT DANCE | STAFF
sdance@bizjournals.com

Newly sworn in Sen. Bill Ferguson joins the General Assembly this month as a neophyte to Maryland politics — he upset Democratic Sen. George Della, a politically powerful incumbent, in the September primary race to represent South and Southeast Baltimore.

Observers credited his victory with a desire to move to a new guard in city and state politics. The 27-year-old won the backing, for example, of many of the city's technology industry leaders.

As a former city teacher, his main focus is on education, but he will also touch many business issues in his role on the Education, Health and Environmental Affairs Committee. Here are his thoughts on some top issues and priorities as the session begins:

On closing the budget gap:

I think the biggest piece that I would urge my colleagues in my limited experience would be we make the tough decisions this year. We need to look toward the long term and not a one-year budget solution. With a \$1.6 billion budget gap where there's less to trim, now is the time to make those hard decisions to see if we're really meeting all the state's priorities. If we're not, it's time to make that decision now and suffer the consequences in the short run so we can set up the state for long-term financial health.

On possible tax proposals:

I think that during the session we are going to have to raise revenues, and I hope we do it in a very smart and strategic way. I think it'll be a combination of regular flat, regressive taxes along with targeted-income revenue generators. I'm not exactly sure what the combination will be, and I have much to learn about the long-term effect. I'm approaching the session as an opportunity to engage



Sen. Bill Ferguson upset former Sen. George Della in the primary election.

in the debate about the long-term feasibility of certain taxes.

On business issues:

The big one for me is going to be around the Port of Baltimore. I believe it's an asset that we have that is incredibly fortunate and something other states would only dream of having. I think we've seen a lot of economic development because of the public-private partnerships the port has engaged in with Ports America, and growing with the cruise lines. I think there's a lot of opportunity to make sure we're encouraging expansion of opportunities for the Port of Baltimore to continue to grow sustainable-wage jobs. The port is a great place for the right kind of job growth. The other piece is around small business, and to encourage ways to invest in small businesses, particularly in biosciences and then cyber security and the medical sciences — all growing industries. The InvestMaryland plan, which is a \$100

million investment in innovative businesses, that type of program we should be looking at to encourage small business growth and development.

On legislation he is planning:

The bills I have drafted are all focused on educational opportunity. That includes encouraging ways to ensure that we have highly effective teachers in classrooms, improving autonomy and accountability for charter schools, and another looking at the facilities for Baltimore City schools and how they compare to other jurisdictions. Public education can't just be a luxury good; it has to be something we invest in in good times and bad. Those are the bills I've put in, but I think a lot of it is going to come down to the budget.

On a proposed 5 percent cut to education funding:

I think my primary effort will be focused on ensuring that does not occur. At the end of the day, a 5 percent cut to

Q:a
with

Sen. Bill Ferguson

Baltimore City off the top would be absolutely devastating. The way the 5 percent cut affects Baltimore City is very different than other more wealthy jurisdictions. We just simply don't have the means of raising the revenue to be able to compensate for a cut in state aid to public schools, whereas in wealthier jurisdictions the pain is much less.

On his preparations for the session:

The majority of my time each day has been spent meeting with other senators to broaden my perspective of the state and see where other folks were coming from. The second priority was to meet with constituent groups, community associations, businesses and organizations that operate in the district. And the third tier was the state interest groups that don't necessarily operate within the 46th district but are state-operated and my vote will count toward their operation in the state. We did a three-day bus tour in the state.

On a "report card" he created for constituents to grade him by:

I'm a big believer in performance management. It's looser than I would have liked it to have been, but I think it has to be because there's a lot of unknowns, but it's a report card constituents or groups will be able to use after the session to see if I followed the tasks I said I was going to do.

Jobs: Defense contractor is one of several ramping up staffs, office space

From Page 1

And SAIC is not alone: CACI, another defense contractor, wants to fill about 30 open positions at APG and 243 state-wide; Lockheed Martin is looking for 10 people at APG and 800 across Maryland; and L-3 Communications has 30 open posts at APG and 355 in Maryland.

All that comes within the context of the military's Base Realignment and Closure plan, which is shifting about 8,800 military jobs to APG. Many of those posts, too, will need local workers to replace those New Jersey employees who won't follow their jobs here.

Those moves are already taking place. The largest of the incoming government agencies is the Army's Communications-Electronics Command, or CECOM. About 2,300 CECOM workers have already made the move, and another 5,200 jobs will be shifted here in the spring. With that in mind, Ferriter hopes to start moving SAIC workers into its new space in November.

SAIC is already one of the largest employers in Harford County, with about



A rendering of SAIC's offices at St. John Properties' complex at APG.

700 employees, and the company is looking to bring on another dozen in Harford County immediately. Then, in the fall, the company will need to hire employees to replace however many of the 300 employees decide to retire or resign rather than move from Fort Monmouth to Aberdeen.

That number could be as many as half, or 150 vacant posts. Most of those jobs involve computer programming or engineering, and in most cases they require government security clearances, too.

COPT: Columbia REIT bets again on speculative building in Howard

From Page 1

The latest building is one of four now under construction at National Business Park, a 2.7 million-square-foot business park next to Fort Meade and home to a long list of government agencies and private contractors. COPT is spending about \$113.5 million on the new buildings, according to company financial data.

And COPT is not the only developer looking to capture some of that demand. Within four miles of Fort Meade, developers are planning to develop about 10.8 million square feet of new commercial space. Merritt Properties has recently started construction on a \$68 million mixed-use development called Buckingham.

Fort Meade has grown dramatically since Sept. 11, coinciding with the increased role of the National Security Agency and other government divisions based at Fort Meade.

The NSA, the code-cracking arm of the Pentagon, is charged with keeping hackers and terrorists from tapping into the nation's sensitive computer data.

NSA Gen. Keith Alexander has also been named head of U.S. Cyber Command, an umbrella organization coordinating the cyber security efforts of other branches of the military.

By 2014, the NSA hopes to build 1.8 million square feet of new office space at Fort Meade and add about 6,500 employees to its work force there, according to agency planning documents.

Added to that, the military is shifting another 5,800 employees and three different agencies to Fort Meade as part of BRAC. At least twice as many private contracting jobs will be shifted to the Fort Meade area as they follow their government agencies here, and that will add to the need for office developments like the one COPT is developing.

Anne Arundel Economic Development Corp. CEO Robert L. Hannon said many of the companies tied to Fort Meade have been in the county for years but are now ramping up their operations and adding workers. He estimates Fort Meade has helped to create or bring at least 1,500 new private contracting jobs to the area in the past few years.

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O'Malley warns of wide cuts

Budget cuts "will come from all over the place," Gov. Martin O'Malley said Jan. 12, refusing to disclose any specifics about his upcoming spending plan. The governor said he will work to preserve education, public safety and other essential services for Marylanders. But those, along with everything else — the arts, environment, transportation — could be on the table. O'Malley said that he hasn't promised that taxes won't go up. But he added his budget will be balanced solely on cuts. The state faces a \$1.6 billion deficit.

Slots panel asks for help

The state panel overseeing slot machine gambling in Maryland is seeking some help from the General Assembly — help for catalyzing slots development in Baltimore and Western Maryland, and also help keeping casinos here competitive with those in neighboring states. In a message to lawmakers approved at a Jan. 11 meeting, the Video Lottery Facilities Location Commission asked for three things:

- A measure to better entice potential developers of slots at Rocky Gap resort in Western Maryland, including allowing them to run more than one casino if one of those is at the resort;
- The ability to expedite legal challenges over failed casino bids to ensure new developers can more quickly be brought on (specifically targeting legal challenges facing a proposed Baltimore City casino); and,
- Consideration, at least, of how neighboring states have expanded gambling operations and what Maryland should do to remain competitive.

State Center on hold

Maryland officials have halted construction of the \$1.5 billion redevelopment of State Center in Baltimore's Midtown neighborhood pending resolution of a lawsuit challenging the project. Robert C. Brennan, executive director of the Maryland Economic Development Corp., said he feared the lawsuit from local property owners would hamper the state's ability to sell \$33 million in bonds needed to finance part of the project's construction. He said those bonds were to have been issued by now, and could have been sold by the end of the month, if not for the lawsuit.

Former McCormick lot sold

Baltimore developer Stephen M. Gorn bought the former McCormick & Co. spice lot at Conway and Light streets Jan. 11 for \$11.5 million at a foreclosure auction. Gorn, CEO of Questar Properties Inc., bought the property from an affiliate

WEEK IN REVIEW

Top headlines from baltimorebusinessjournal.com



Four parcels surrounding the signature HarborView condo tower are up for sale.

COURTESY OF CB RICHARD ELLIS INC.

of Philadelphia's Arc Wheeler LLC. Arc Wheeler had hoped to build the city's tallest skyscraper on the 2-acre lot, just blocks from the Inner Harbor and Camden Yards, but was never able to launch its plans. Gorn said he is still working out details for what he plans to build.

HarborView parcels for sale

HarborView developer Richard Swirnow is looking to sell several undeveloped waterfront sites overlooking the Inner Harbor that were being primed for new construction before the market slumped back in 2008. Swirnow's HarborView Property Development Co., builder of the luxury PierHomes at HarborView, has retained CB Richard Ellis Inc. to find buyers for four other planned residential development sites in the same area just off Key Highway in South Baltimore. Aside from selling the properties, HarborView is also considering taking on equity partners. Mike Muldowney, a broker with CB Richard Ellis, estimates the parcels could fetch \$20 million or more.

Pepsi stops making soda in city

PepsiCo Inc.'s Hampden bottling plant ran its last production shift Jan. 10 and the soda-maker laid off 75 workers over cost concerns in part linked to Baltimore City's tax on bottled beverages. The facility's other 320 employees, who work in warehousing and sales to retailers, will not be affected. Manufacturing of the soft drink cans and two-liter bottles will be shifted to other facilities in Maryland and the mid-Atlantic, Pepsi spokesman Mark Dollins said. Most of the 75 are hourly workers whose severance will be worked out through their union, the Teamsters, Dollins said. Others are salaried and will receive severance, including paid time off benefits, as well as career counseling.

Frank Parsons files Chapter 11

Frank Parsons Inc., a Hanover paper distributor, has filed to reorganize under Chapter 11 bankruptcy protection. The company listed assets of between \$10 million and \$50 million, and debts of between \$10 million and \$50 million, in its filing on Jan. 6 in U.S. Bankruptcy Court in Baltimore. The company had revenue of \$315 million in 2009, according to documents filed in the bankruptcy case.

UA names international head

Under Armour Inc. named Mark Dowley, a longtime marketing executive, to lead the sportswear maker's international growth efforts. Dowley will become the company's executive vice president of global brand and president of international. Dowley was most recently CEO of William Morris Endeavor Marketing.

This Week's Most Read Web Stories

To see the *Baltimore Business Journal's* Most E-mailed and Most Discussed stories of the week, go to www.baltimorebusinessjournal.com.

- 1 Pepsi ends making soda at Baltimore plant, cuts 75 jobs
- 2 Frank Parsons Inc. files for Chapter 11
- 3 Two suspicious packages sent to state offices
- 4 McCormick spice lot sells to Questar Properties
- 5 Photo gallery: Baltimore glows purple for Ravens

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shopping escalates

Retailers say improving consumer confidence, economy helped boost local holiday-season sales

JIMMY DEBUTTS | STAFF
jdebuts@bizjournals.com

season gains in 2010.

Traffic equals spending

Charles Crerand gauges the holiday sales season by traffic. Using that metric, 2010 was a good year.

Towson Town Center's senior general manager said buyers buoyed by a stronger economy produced a boost in holiday shopper traffic in 2010. Final sales data for December won't be available until February but Crerand expects his tenants will see better year-over-year numbers.

He predicts local holiday sales totals to surpass the 3.8 percent national increase reported by the ICSC.

"We saw a larger and more enthusiastic crowd than we've seen in previous years," Crerand said.

Anchored by Macy's and Nordstrom, Crerand said Towson Town Center's holiday crowds mirrored many of their national peers. Nationally, same-store sales for Nordstrom rose 8.4 percent in December while Macy's reported a 4.5 percent increase in sales in the five weeks ending Jan. 1.

Those trends were in line with what Crerand heard from his tenants last month.

"The November numbers were considerably higher than 3.8 percent and we had good feedback from our retailers for December," he said.

At Arundel Mills mall, foot traffic was stronger in 2010 than in 2009, said Director of Marketing Wendy Ellis. She said Christmas falling on a Saturday aided

For Marc Sklar, the average holiday shopper at Gian Marco Menswear was twice as nice.

Customers came in search of gifts and ended up buying for others and themselves. That was in sharp contrast to the year before when they often bought only for themselves.

Such shoppers helped Gian Marco beat its 2009 holiday sales totals. Sklar said the increase was "noticeable" although he would not reveal how much better his store did in 2010 than in 2009. It was a welcomed sign after his store endured a couple of recessionary years.

"2009 was so abysmal that any increase would be positive," Sklar said.

Sklar enters 2011 optimistic positive economic momentum that began in 2010 will continue. He, like many retailers across Maryland and the nation, said pent-up consumer demand and swelling consumer confidence were instrumental in helping the 2010 holiday season post the best numbers since 2006.

A positive holiday-sales showing is giving local retailers hope 2011 will be even better than 2010.

The 2010 holiday shopping period, between Oct. 31 and Jan. 1, returned to prerecession levels, according to a report issued Jan. 6 by the International Council of Shopping Centers. Many national retailers with strong local presences — such as Target, Macy's and Nordstrom — posted modest holiday-

Please see **RETAIL**, Page 23

NEXT WEEK'S FOCUS

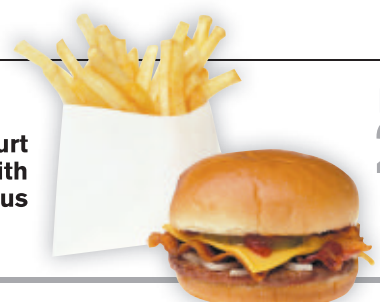
Real Estate & Development
Lists: Interior design firms,
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Christopher Schardt
talks Harborplace



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Restaurants court
customers with
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HUMAN CAPITAL

A snapshot of the jobs — and people — powering Greater Baltimore's retail industry



NICHOLAS GRINER | STAFF

Harbor Sales

Schardt seeks retailers for city's '50-yard-line'

JIMMY DEBUTTS | STAFF

Christopher S. Schardt

General Growth Properties

TITLE: Senior General Manager

AGE: 56

EDUCATION: Foothill Community College in California

tail interest has increased significantly.

BBJ: What makes the Inner Harbor attractive to retailers?

Schardt: If you're going to be in Baltimore, you have to be in the Inner Harbor. It's the city's 50-yard-line, between Pratt Street and Light Street. It's where people head when they come downtown.

BBJ: What is being done to address safety concerns at the Inner Harbor?

Schardt: We work very closely with the city and the Waterfront Partnership of Baltimore to make this a safe environment. It's a paramount concern.

BBJ: Is it time for a major architectural overhaul at Harborplace?

Schardt: No. [The pavilions] are somewhat iconic. People are used to it after 30 years. What we provide the customer is not the building but the retail offerings. We want to have a good selection of retailers.

BBJ: What does Harborplace offer prospective tenants to fill vacant space?

Schardt: We don't discuss individual leasing negotiations. For retailers and restaurants the location is incentive enough.

BBJ: How will H&M change consumer traffic at Harborplace?

Schardt: We're hoping it attracts more residential consumers to the building and more office workers. We're adding more traditional retail. We're hoping to make it more of a 12-month experience rather than mostly tourist-driven.

BBJ: What are the hardest aspects of leasing space in this economic climate?

Schardt: In the past two years, the downturn of the economy has put projects on hold. But people haven't lost interest in Baltimore or the project. Retailers have taken a deep breath and are ready to move forward.

Using a football analogy, Christopher Schardt says Baltimore's Inner Harbor represents the city's 50-yard line. Centrally located and a tourist magnet, the Inner Harbor is a natural draw for visitors' dollars.

But General Growth Properties' senior general manager of Harborplace and The Gallery at Harborplace wants to lure more locals to the harbor. As the man responsible for leasing space at Harborplace, the harbor's retail and restaurant mall, his livelihood depends on it.

Schardt expects the anticipated spring opening of clothing store H&M will draw more customers to Harborplace. He said a better economy has spurred interest at Harborplace's Pavilion and Gallery locations. Between the two, there are 120 retail spaces. That includes several vacancies.

Greater Baltimore Committee leaders have expressed a desire to overhaul Harborplace and its tenant mix to attract more residents and downtown workers to the 30-year-old Inner Harbor institution.

General Growth Properties has emerged from bankruptcy, which cast a cloud of uncertainty over Harborplace in 2010. Schardt recently spoke to the *BBJ* about the future of Harborplace.

BBJ: How has the retail leasing market changed in the past six to 12 months?

Schardt: Retailers are a little more optimistic. We're coming off a decent Christmas season. Existing and new re-

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BEHIND THE NUMBERS : VALUE MENU

Restaurant owners are wary of costs associated with government regulations. Federal health care reform tops their list of concerns.

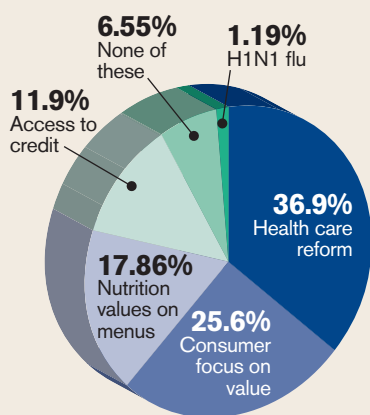
Already hit by recession-fueled frugality, restaurateurs now worry how they'll be affected by new government rulings in health care and food safety.

Anything costing more money — whether it's the price of flour or health insurance — is high on their list of concerns. In addition to providing delicious food at lower costs, now some companies will also be required to provide detailed nutrition information on their menus. It will help diners make better-informed decisions, but will also cost money.

CAROLYN M. PROCTOR | cmproctor@bizjournals.com
Sources: American Express (www.americanexpress.com), Empathica Inc. (www.empathica.com), National Restaurant Association (www.restaurant.org)

Food for Thought

Restaurateurs identified what would have the biggest effect on business in 2011, in a 2010 survey.



Source: National Restaurant Association

2,447

Average dollar amount foodies spent on dining-related purchases in 2010, from a 2010 study.

24

Percentage increase in spending at quick-service restaurants by the "ultra-affluent" (those charging \$7,000+ per month on their credit cards) in the first half of 2010.

588.5

Total foodservice industry sales, in billions of dollars, projected for 2010.

2.3

The projected percentage decline in total foodservice sales between 2009 and 2010.

43

Percentage of consumers who said finding a good value was most important in dining out, in a 2010 survey.

Sources: American Express, Empathica Inc., National Restaurant Association

The Arc of Baltimore Hiring Ruth Tayman has been fruitful for Applebee's.



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To say Ruth is flexible is an understatement. She is as happy to bus tables and prep vegetables as she is to serve as hostess, and she doesn't mind coming in early, staying late or working on her day off, either. No wonder customers and employees say Ruth is the cornerstone of Applebee's in Catonsville, where she has worked for the past 13 years.

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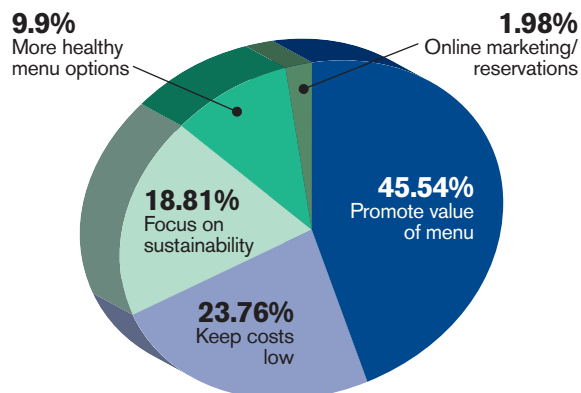
Restaurateurs are getting ready for another year of trying to coax more hungry people through their doors — but still deciding how. The past few years have been shaky when it comes to consumer spending on dining out. But the good news is that U.S. adults slowly increased how much they spent on dining out in 2010, as opposed to 2009, when people made cuts on average every quarter.

Most restaurant owners are betting people still want to save money above all, so they're promoting low costs and high values. A smaller number say they will try to lure diners with healthier or more sustainable foods.

CAROLYN M. PROCTOR | cmproctor@bizjournals.com
Sources: U.S. Bureau of Economic Analysis (www.bea.gov), National Restaurant Association (www.restaurant.org)

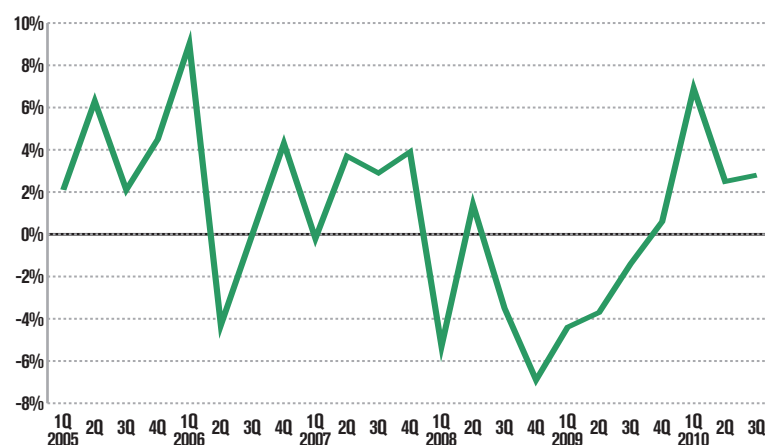
More Bite for Your Buck

Restaurateurs' strategies for success in 2011, from a 2010 survey.



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Quarterly percent change in U.S. consumer spending at restaurants.



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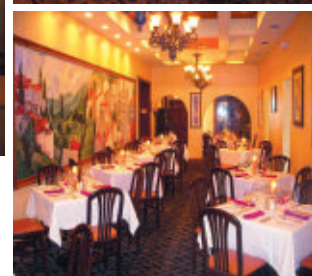
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Retail: Industry experts say 2011 shaping up to be better than 2010

From Page 19

holiday sales with last-minute shoppers given an entire work week to visit the mall.

Avoiding a Christmas-week snowstorm like the one the region experienced the year before also proved fortuitous, Ellis said. She said Arundel Mills tenants reported positive sales figures across the retail spectrum in 2010.

As an outlet mall, many of Arundel Mills' retailers offer shoppers brand names at discount prices. That remains a driver of gift decisions as the economy slowly emerges from the recession, Ellis said.

"People are very value-conscious and want to get the most bang for their buck," Ellis said.

Going for value

Carol Breining's holiday sales were slightly better than she anticipated but they haven't returned to pre-recession levels. The owner of Hampden's Mud and Metal shop said sales of handcrafted 'functional art' including light switches and jewelry between Thanksgiving and New Year's day were about the same as 2009.

Breining would not reveal how much of a percentage dip her sales have taken in recent years. However, she said shoppers during the 2010 holiday season were hunting bargains and she expects that to continue throughout 2011.

"People are looking for meaning behind their purchases and pricing it ac-

cording to what they can afford," Breining said.

While sales might be up for some retailers, traditional marketing tactics didn't always have the desired effect, said Maryland Retailers Association President Pat Donoho. Shoppers were often lured to a store by an advertised sale-priced item. Unlike previous years, in 2010 many of those customers were not buying other merchandise before exiting.

It was a refrain Donoho heard regularly from his members.

"They would buy just the deal," Donoho said. "We call that cherry picking."

Donoho said December sales figures likely will vary depending on location of the retailer and the types of merchandise they carry. As Sklar can attest, men's apparel saw a surprising surge in sales during the holiday season.

Others such as electronics retailers are expected to see a decline. National electronics big-box retailer Best Buy reported a 5 percent same-store December sales dip.

Electronics retailers hoped a surge in advertising and door-busting deals would produce increased sales. Donoho said those efforts largely fell flat.

"They were buying the \$199 TV and walking out of the store," he said.

The future

Traffic might be the key factor to 2011's success, local retail experts said. The infusion of thousands of new resi-



Towson Town Center is home to the Cheesecake Factory and Nordstrom.

dents thanks to military base realignment relocations will expand Greater Baltimore's consumer base.

Gian Marco's Sklar said he already draws customers from Anne Arundel and Harford Counties where federal workers will be moving to in droves this year. He predicts a better year thanks to lower unemployment rates and the fact many of his competitors went out of business in recent years.

"I'm hoping the climate will be a little more rosy," Sklar said. "It's been steadily going up along with consumer confidence."

Area shopping center representatives expect the loosening of purse strings and more people entering the local work force will make 2011 better than 2010. Statewide, the key to a sustained recovery for retailers is boosting employment



Arundel Mills has 17 anchor stores.

roles, Donoho said.

People working translates into greater consumer spending, he said.

"The question is going to be lingering unemployment," Donoho said. "That's the biggest drag right now."



Ask the LEGAL PROFESSIONALS

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Minority-Owned Businesses

Q: Has the personal net worth cap changed for 2011?

A: Yes. Personal net worth refers to the net value of the assets of an individual remaining after total liabilities are deducted. It includes the individual's share of assets held jointly or as community property with the individual's spouse. It does not include the individual's ownership interest in the business applying for certification, and does not include the equity in the individual's primary place of residence.

In 2010, the personal net worth of the minority owner(s) could not exceed \$1,504,585.00. As of January 1, 2011, a minority owner's personal net worth now cannot exceed \$1,530,652.00. A minority-owned business seeking to become certified as a minority business enterprise (MBE) in Maryland should use care when submitting its personal net worth statement as part of any application for certification.

Certification of a minority-owned business as an MBE can be a viable tool for developing and maintaining business relationships. A minority-owned business desiring certification as an MBE in Maryland may want to consider obtaining legal advice concerning eligibility requirements for MBE certification prior to applying for certification.

H|P|K
HODES, PESSIN & KATZ, P.A.
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Real Estate

Q: Are transfers of real property to charitable organizations exempt from transfer and/or recordation tax where the transferor receives consideration?

A: Generally, there are three taxes due on the transfer of real property: Maryland state transfer tax, recordation tax, and county transfer tax to the jurisdiction where the property is located. There is no exemption from Maryland state transfer tax or recordation tax for the transfer of real estate to a charitable organization.

However, many counties (and Baltimore City) exempt such transfers from the jurisdictional transfer tax. Since jurisdictional transfer tax is frequently much higher than state transfer tax, these exemptions can be significant.

It is important, however, to understand how the transfer tax exemption in a particular jurisdiction works. For example, under the Baltimore City Code, the exemption analysis is somewhat circular in that the exemption from transfer tax is available when the property, in the hands of the transferee, is exempt from real property tax. However, an exemption from real property tax is not ordinarily obtained until the transfer is complete (in connection with which the transfer tax must be paid). Thus, it will generally be necessary to pay the Baltimore City transfer tax, apply for an exemption from real property tax, and when that exemption is granted, request a refund of the Baltimore City transfer tax.

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RE-RANKED

Largest shopping centers in the Baltimore area

Ranked by square footage of gross leasable area

By number of stores		Prior rank	Name Address Phone / Internet	Gross leasable area (s.f.)/no. of stores	Sample of anchor or major tenants	Year opened/renovated	Mall manager/leasing agent/company
1	Westfield Annapolis 241	1	Westfield Annapolis 2002 Annapolis Mall, Annapolis 21401 410-266-5432 / www.westfield.com/annapolis	1.42 million/ 241	JCPenney, Lord & Taylor, Nordstrom, Sears	1980/ 2007	Adam Tricey/ Anthony Summers/ Westfield LLC
2	Mall in Columbia 204	2	Mall in Columbia 10300 Little Patuxent Parkway, Columbia 21044 410-730-3300 / www.themallincolumbia.com	1.39 million/ 204	AMC Columbia 14 Theatres, JCPenney, L.L. Bean, Lord & Taylor, Macy's, Nordstrom, Sears	1971/ 2004	Katie Essing/ Michael A. Khouri/ General Growth Properties Inc.
3	Towson Town Center 195	3	Arundel Mills 7000 Arundel Mills Circle, Hanover 21076 410-540-5110 / www.arundelmills.com	1.29 million/ 172	Bed Bath & Beyond, Best Buy, Dave & Buster's, Medieval Times, Muvico Egyptian Theaters	2000/ 2000	Gene Condon/ Martha S. Caplan/ Simon Property Group Inc.
4	Arundel Mills 172	3	Owings Mills Mall 10300 Little Patuxent Parkway, Ow. Mills 21117 410-363-7000 / www.owingsmillsmall.com	1.29 million/ 148	JCPenney, Macy's, Red Lobster, Greene Turtle, AMC Owings Mills 17	1986/ 1998	Rich Dinning/ Ken Snyder/ General Growth Properties Inc.
5	Marley Station 150	4	White Marsh Mall 8200 Perry Hall Blvd., White Marsh 21236 410-931-7100 / www.whitemarshmall.com	1.15 million/ 142	JCPenney, Macy's, Sears, Sports Authority, Olive Garden	1981/ 2004	Charles P. Crerand/ Joshua Deckelbaum/ General Growth Properties Inc.
6	Owings Mills Mall 148	6	Marley Station 7900 Ritchie Highway, Glen Burnie 21061 410-766-2033 / www.shopmarleystation.com	1.07 million/ 150	Boscov's, JCPenney, Macy's, Sears, Ruby Tuesday	1987/ 1996	Steven Andrews/ Richard Rubino/ Simon Property Group Inc.
7	White Marsh Mall 142	7	Towson Town Center 825 Dulany Valley Road, Towson 21204 410-494-8800 / www.towsontowncenter.com	1.05 million/ 195	Crate & Barrel, Macy's, Nordstrom, Nordstrom Rack, Apple Store	1959/ 2008	Charles P. Crerand/ Michael A. Khouri/ General Growth Properties Inc.
8	Eastpoint Mall 129	7	Security Square Mall 6901 Security Blvd., Baltimore 21244 410-265-5810 / www.securitysquare.com	1.04 million/ 120	AMC Theatres, Burlington Coat Factory, Macy's, Modell's Sporting Goods, Old Navy, Sears, Seoul Plaza	1972/ 1998	Frank D. Meyer/ Larry Hoffman/ H&R Retail Inc.
9	Security Square Mall 120	9	Harbor East Alicearna & President streets, Baltimore 21202 410-649-0030 / www.harboreast.com	1 million/ 21	Bin 604, Whole Foods Market, Charleston, Roy's, Maryland Athletic Club, Landmark Theatres	2005/ 2008	Jarrod Walpert/ Donald Senich/ H&S Properties Development Corp.
10	Mondawmin Mall 115	11	Eastpoint Mall N. Point Blvd. & Eastern Ave., Baltimore 21224 410-284-0934 / www.eastpointmall.com	844,463/ 129	JCPenney, Sears, Value City Furniture, Applebee's, Burlington Coat Factory	1956/ 2005	Geri Moore/ Kenyata Allain/ Thor Equities LLC
11	Reisterstown Road Plaza 110	11	Reisterstown Road Plaza Reisterstown Rd. & Patterson Ave., Balt. 21215 410-764-3222 / www.reisterstownplaza.com	804,120/ 110	Burlington Coat Factory, Giant Food, Home Depot, Marshalls	1961/ 2005	Sherrie Little/ John Viszlaj/ Inland US Management LLC
12	Harborplace & the Gallery 101	12	Hunt Valley Towne Centre 118 Shawan Road, Hunt Valley 21031 410-785-3770 / www.shophuntvalley.com	744,000/ 54	Dick's Sporting Goods, DSW, Regal Cinemas, Best Buy, Wegmans, Sears	1981/ 2005	Joe Kurtz/ David Goldbloom/ Greenberg Gibbons Commercial
13	TownMall of Westminster 90	13	Towson Place 1238 Putty Hill Ave., Towson 21286 410-684-2000 / www.kimcorealty.com	679,926/ 22	Babies R Us, Bed Bath & Beyond, DSW, Marshalls, PetSmart, Super Fresh, Target, Walmart, Sports Authority	1983/ 1998	Michael Glassman/ Scotty D. Sellman/ Kimco Realty Corp.
14	Harford Mall 82	14	TownMall of Westminster Md. Routes 140 & 27, Westminster 21157 410-857-0300 / townmallofwestminster.com	629,097/ 90	Belk, Boscov's, Sears, Gold's Gym, Regal Cinemas	1987/ 2006	Robyn J. Clark/ T. J. Just/ Jones Lang LaSalle
15	Village at Waugh Chapel 77	15	Westview Center Route 40 & I-695, Catonsville 21228 703-227-2000 / www.whartonrealtygroup.com	610,103/ 29	Diamond Cinemas, Lowe's, Ross Dress for Less, Sam's Club, Value City	1958/ 2003	n/a/ Isaac Massry/ Wharton Realty Group Inc.
16	Long Gate Shopping Center 13	16	Annapolis Towne Center at Parole Route 2 and Route 663, Annapolis 21401 410-559-2500 / www.ggcommercial.com	608,100/ 30	24 Hour Fitness, Bed Bath & Beyond, Target, Whole Foods Market, Anthropologie, P.F. Chang's China Bistro	1962/ 2008	Michelle Schiffer/ Clarke B. Aburn/ Greenberg Gibbons Commercial
17	Security Square Mall 120	17	Centre at Golden Ring N.W. I-695 & Pulaski Highway, Baltimore 21237 410-573-3800 / www.petrieross.com	600,000/ 30	Home Depot, Office Depot, Petco, Sam's Club, Walmart	1974/ 2003	Mark Seaman/ Dennis Galanis/ Petrie Ross Ventrues LLC
18	Reisterstown Road Plaza 110	18	Harborplace & the Gallery Light & Pratt Streets, Baltimore 21202 410-332-4191 / www.harborplace.com	549,000/ 101	Ann Taylor, Brooks Brothers, Cheesecake Factory, Urban Outfitters, Phillips Seafood Restaurant	1980/ 1987	Christopher S. Schardt/ Joshua Deckelbaum/ General Growth Properties Inc.
19	Harford Mall 82	19	Harford Mall U.S. Route 1 & Md. Route 24, Bel Air 21014 410-879-9319 / www.harfordmall.com	505,383/ 82	Macy's, Sears, Bonefish Grill, Old Navy, Hot Topic	1972/ 2007	Lauri L. Altman/ Sherry Rawson/ CBL & Assoc. Properties Inc.
20	Westfield Annapolis 241	n/a	Mondawmin Mall 1200 Mondawmin Concourse, Baltimore 21215 410-523-1534 / www.mondawmin.com	503,833/ 115	Target, Motor Vehicle Administration, Dr. Denim, Leather Man	1956/ 2008	Samantha Harris/ Joshua Deckelbaum/ General Growth Properties Inc.
21	Towson Town Center 195	20	Village at Waugh Chapel Route 301 & Waugh Chapel Rd., Crofton 21114 410-559-2500 / www.jbgr.com	500,000/ 77	HomeGoods, L.A. Fitness, Marshalls, Robert Andrew Day Spa, Safeway	2000/ 2009	Dee Singletary/ Robert Schwenger/ JBG Rosenfeld Retail Properties
22	Arundel Mills 172	21	Southdale Shopping Center 32 Mountain Road, Glen Burnie 21060 301-986-6000 / www.saulcenters.com	484,115/ 37	Home Depot, Marshalls, Michaels, Office Depot, PetSmart, Value City Furniture, All Green Supermarket	1958/ 2004	James Donlan/ Zach Friedlis/ Saul Centers
23	Owings Mills Mall 148	22	Columbia Crossing Dobbin Road & Md. Rte. 175, Columbia 21045 443-367-0110 / www.kimcorealty.com	450,000/ 26	Borders, Dick's Sporting Goods, Jo-Ann Fabrics & Craft, REI, Staples, Target, the Roomstore, Toys R Us	1997/ 1997	Michael Cardany/ Kevin R. Allen/ Kimco Realty Corp.
24	White Marsh Mall 142	23	Festival at Bel Air 5 S. Belair Parkway, Bel Air 21015 301-657-0700 / www.jbgr.com	437,227/ 72	Klein's Supermarket, Kohl's, Marshalls, Rite Aid, the Roomstore	1990/ 2004	Jacqui Camplisson/ Samuel C. Pan/ JBG Rosenfeld Retail Properties
25	Marley Station 150	24	Long Gate Shopping Center 4380 Montgomery Road, Ellicott City 21042 410-684-2000 / www.kimcorealty.com	433,467/ 13	Barnes & Noble, Kohl's, Michaels, Safeway, Target, Staples	1996/ 1996	Michael Cardany/ Scotty D. Sellman/ Kimco Realty Corp.

SOURCE: Directory of Major Malls Inc. (www.shoppingcenters.com) and public records provided the information for this List.
n/a=not applicable

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Conventions with the highest economic impact in Baltimore in 2010

Ranked by total estimated economic impact

LIST FACTS

Prior rank		Name Headquarters city Phone / Internet	Est. economic impact/ attendance	Convention name/dates held in 2010	Event description	Peak rooms ² / total rooms requested	Top executive, title
n/a	1	Nat. Sports Collectors Convention Edison, N.J. 410-350-6226 / www.nscshow.com	\$15.48 million/ 35,000	2010 Annual Convention/ Aug. 2-10	exhibitors and collectors of sports memorabilia and collectibles, celebrities, and an Orioles baseball game	900/ 4,859	Etta Hersh, president
5	2	H. H. Backer Associates Inc. Chicago 312-578-1818 / www.hhbacker.com	\$11.64 million/ 7,200	2010 Pet Industry Spring Trade Show/ April 19-26	trade show and educational conference for the pet trade industry	1,100/ 4,070	Patty Backer, president, publisher
2	3	Otakorp Inc. New York 610-577-6136 / www.otakon.com	\$9.38 million/ 30,000	Otakon 2010 Annual Convention/ July 30-Aug. 1	games, videos, market, speakers and costume contests for fans of Asian animation and pop culture	2,000/ 4,575	Bob Klemens, president
3	4	Cygnus Expositions New York 800-308-6397 / www.cygnusb2b.com	\$7.98 million/ 14,991	2010 Firehouse Expo/ July 21-24	annual conference of firefighters and EMS workers including training, exhibits, speakers and demos	2,505/ 9,857	John French, CEO
8	5	Mid-Atlantic Nursery Trade Show Inc. Brooklandville 800-431-0066 / www.mants.com	\$5.44 million/ 10,256	2010 Annual Winter Show/ Jan. 6-9	trade show, exhibits of landscape, garden and nursery industry products	2,040/ 5,923	Tom Saunders, president
1	6	American Craft Council Highland, N.Y. 212-274-0630 / www.craftcouncil.org	\$5.4 million/ 10,626	2010 ACC Annual Craft Show Baltimore/ Feb. 23-28	arts and crafts exhibits, trade show	912/ 4,671	Chris Amundsen, executive director
n/a	7	TradeFair Group Inc. Houston, Texas 832-242-1969 / tradefairgroup.com	\$5.18 million/ 4,312	Electric Power 2010/ May 14-21	exhibits, speakers, sessions and workshops on coal, gas, nuclear and renewable energy	1,905/ 6,457	Hunter Jones, show director
15	8	ROC Exhibitions Inc. Lisle, Ill. 630-271-8210 / rocehibitions.com	\$4.71 million/ 6,800	2010 NFM&T/MS Expo/ March 15-19	exhibits, speakers and educational sessions on building management, technology and maintenance	1,300/ 4,398	Marc Rosenstock, president
n/a	9	Amer. Society of Safety Engineers Des Plaines, Ill. 847-768-3434 / www.asse.org	\$4.38 million/ 5,000	Safety 2010 Professional Development Conference & Expo/June 13-16	exhibits, networking, seminars, training and roundtable sessions on all aspects of safety engineering	3,000/ 14,951	Darryl C. Hill, president
n/a	10	Assoc. of Fundraising Professionals Arlington, Va. 703-684-0410 / www.afpnet.org	\$4.2 million/ 4,000	2010 Annual Convention/ April 11-13	speakers, education, exhibits, receptions, professional fundraisers share best practices	3,011/ 12,354	Andrea S. McManus, chair
n/a	11	Hanley Wood LLC Washington, D.C. 202-452-0800 / hanleywood.com	\$4.03 million/ 5,017	Remodeling Show 2010/ Sept. 14-18	residential construction industry expo with exhibits, training, seminars	1,700/ 5,661	Frank Anton, CEO
10	12	Career Communications Group Inc. Baltimore 410-244-7101 / www.ccgmag.com	\$3.92 million/ 3,500	BEYA STEM Global Competitiveness Conference/Feb. 18-20	exhibits, job fairs, seminars and awards recognizing minorities in successful technology careers	1,143/ 3,613	Jean Hamilton, president and CFO
n/a	13	Amer. College of Sports Medicine Indianapolis 317-637-9200 / www.acsm.org	\$3.72 million/ 5,441	Annual May North American Convention/ June 2-5	seminars, workshops, speakers on medicine, public health, science, fitness and sports performance	2,000/ 8,380	Tom Best, president
n/a	14	Beauty Systems Group Denton, Texas 940-898-7500 / www.sallybeauty.com	\$3.15 million/ 5,000	Davidson Fashion Focus 2010/ April 29-May 3	convention and expo on beauty supply, cosmetology and fashion	650/ 1,482	Gary Winterhalter, president, CEO
13	15	Elsevier Philadelphia 800-523-1649 / www.elsevier.com	\$3.11 million/ 3,978	EMS Today 2010/ March 2-6	seminars, exhibits and education on emergency medicine and public safety	1,470/ 5,048	Erik Engstrom, global CEO
n/a	16	Technology Student Association Reston, Va. 888-860-9010 / www.tsaweb.org	\$2.99 million/ 4,400	32nd National TSA Conference/ June 28-July 2	student competitions, activities, leadership development	1,330/ 6,243	Zachary Barnes, president
n/a	17	Nat. Art Education Association Reston, Va. 703-860-8000 / arteducators.org	\$2.94 million/ 4,388	2010 NAEA Annual Meeting/ April 15-18	teaching strategy sessions, workshops, exhibits, professional development for art educators	1,500/ 6,275	Deborah B. Reeve, executive director
21	18	Advanstar Communications Inc. Woodland Hills, Calif. 818-593-5000 / www.advanstar.com	\$2.85 million/ 3,000	CVC East 2010/ April 7-12	annual trade show and convention for veterinarians	1,433/ 5,463	Joseph Loggia, CEO
n/a	19	Amer. Assoc. of Immunologists Inc. Bethesda 301-634-7178 / www.aai.org	\$2.79 million/ 2,954	Immunology 2010 Annual Meeting/ May 6-12	symposia, awards, workshops, education and exhibits for immunologists	1,500/ 6,945	Jeffrey A. Frelinger, president
n/a	20	Penton Media Inc. New York 212-204-4200 / www.penton.com	\$2.38 million/ 3,000	HVAC Comfortech 2010/ Sept. 21-25	exhibits, seminars, networking and social events for the HVACR industry	600/ 1,591	Sharon Rowlands, CEO
n/a	21	Nat. Org. of Black Law Enforcement Executives Alexandria, Va. 703-658-1529 / noblenational.org	\$2.22 million/ 1,475	Annual Training Conference and Exhibition 2010/ July 7-15	classes, workshops, networking, tours, trade fair for multi-cultural police officers and officials	1,086/ 5,681	Patrick R. Melvin, president
20	22	US Lacrosse Baltimore 410-235-6882 / www.uslacrosse.org	\$2.14 million/ 5,546	2010 US Lacrosse National Convention/ Jan. 14-17	exhibitors, educational seminars, "the unofficial start to the lacrosse season"	1,500/ 3,200	Steve Stenersen, executive director
n/a	23	Americans for the Arts Washington, D.C. 202-371-2830 / www.artsusa.org	\$1.98 million/ 914	2010 Annual Convention – 50th Anniversary/ June 25-27	presentations, exhibits, seminars, receptions, celebrity speakers and networking for the arts community	1,025/ 4,094	Robert L. Lynch, president and CEO
n/a	24	American Pain Society Glenview, Ill. 847-375-4715 / www.ampainsoc.org	\$1.79 million/ 1,225	2010 Annual Scientific Meeting/May 3-9	exhibits, workshops, seminars about the diagnosis, treatment and management of pain	800/ 2,950	Catherine Underwood, executive director
n/a	25	League for Innovation Phoenix 480-705-8200 / www.league.org	\$1.66 million/ 1,687	Innovations 2010 Conference/ March 25-31	exhibits, learning sessions, round-table discussions, speakers for community college professionals	950/ 3,903	Gerardo E. de los Santos, president, CEO

The **National Sports Collectors Convention** is scheduled to return to Baltimore in 2012. Last year was the first year the convention has come to Baltimore. The convention premiered in Los Angeles in 1980.

The **Technology Student Association** includes more than 150,000 middle and high school students from 2,000 U.S. schools. Teachers and students participate in unique competitions and activities to nurture future leaders in science and technology.

Americans for the Arts' 50th Anniversary convention — dubbed its Half-Century Summit — featured an all-star guest list, including John Waters, Arianna Huffington and honorary chair, Robert Redford. Redford spoke on the importance of supporting the arts and arts education.

¹ All conventions listed are booked through Visit Baltimore and held at the Baltimore Convention Center. Only conventions held between January and November, 2010 are included. At press time November and December numbers had not yet been tallied.

² All hotel rooms used during the busiest night of the convention.

Compiled by: **Carolyn M. Proctor**
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Merkle employees Sarah Piccirilli (from left), Jaclyn Sass and Matt Walsh play a friendly game of pool at work.

Cueing up loyalty

Companies use perks to keep their 'A' team happy

GARY HABER | STAFF

At some Baltimore-area businesses, you can play hoops on your lunch hour, practice your video game skills, or strive for inner peace in a yoga class, all without leaving the office.

More companies, including some that have curtailed raises and bonuses, are going far beyond the traditional, offering perks like grants and paid time off to work on volunteer projects.

They see it as a cost-effective way of attracting talent and making existing workers feel valued so they are less likely to bolt for other jobs when the economy improves.

"It doesn't cost an organization a lot to implement, and both sides benefit," said Joe Gonzales, regional vice president in the Baltimore office of Robert Half International, a staffing firm. "It's as easy as free bagels on Mondays. It shows the company cares, that 'We get it.' That's the message companies want to put into play."

In a recent survey by Robert Half, subsidized training or education was the most common perk companies offered.

A third of the 4,000 executives surveyed said their companies have it. That was followed by flexible work hours or telecommuting (27 percent), and mentoring programs (25 percent). Eleven percent offer gyms, cafeterias, dry-cleaning or other on-site services.

At Merkle, a digital marketing firm in Columbia, workers can shoot pool, sip free cappuccino in the company cafe or pump iron in the company's on-site gym. The company also offers its employees flexible work hours, the opportunity to work from home — about 150 of Merkle's 1,500 employees do — and tuition reimbursement of up to \$7,500 a year.

"We think we employ very special people at Merkle, and we treat them in a special way," said Jim Foley, the company's chief people officer. "We're creating an ecosystem where that kind of talent wants to be, and where it can thrive."

Each quarter Merkle also hands out a \$5,000 team "Dream Grant" and a \$1,000 individual grant that employees can use however they want.

Tim Talbot and six co-workers from Merkle's information technology de-

partment used a \$5,000 company grant to spend a weekend in February at a school for rodeo clowns. Learning how to distract a bull from goring a fallen bull rider has little to do with Talbot's job duties but it helped cement his positive feelings about the company.

"The dream grant is about fun, and something you wouldn't otherwise do," said Talbot, 48, the company's vice president of IT. "It was a great team-building exercise."

Vocus, a software company, has an indoor basketball court and gym at its headquarters in Lanham. The company's new headquarters, being built in Beltsville, will include not only a basketball court and gym, but a spa, too.

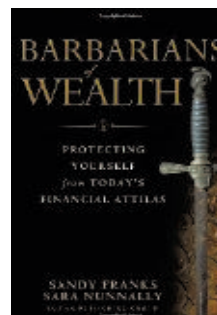
The idea is that satisfied employees are less likely to leave the company, and more likely to be productive and talk up Vocus to their friends.

"People spread the word around," said Cal Schilling, the company's vice president of human resources. "We get a lot of referrals as a result of it."

Please see **PERKS**, Page 29

BOOKSHELF

"Barbarians of Wealth: Protecting Yourself from Today's Financial Attilas" by Sandy Franks and Sara Nunnally draws sharp comparisons between the mauling barbarians of the Dark Ages to today's financial behemoths, CitiGroup, Goldman Sachs, JP Morgan and others. Readers are told they will find 'financial freedom.'



TOOLBOX

The Maryland Chamber of Commerce is holding a town hall meeting-style event on Feb. 7 at Martin's Crossroads in Greenbelt. For information, call (410) 269-0642.



CAREER COACH

Question: I am resigning from my current job for a better position with another company. How can I leave the company while maintaining good relationships with my current boss and fellow employees?

Answer: An important part of advancing along your career path is never burning bridges behind you. Instead, take steps to include former co-workers and managers in your professional network. Make sure to give your employer the standard two weeks' notice — and more if your position will be difficult to fill. If a salary increase comes with your new job, do not discuss it with your co-workers. Otherwise, you may be perceived as having an attitude of superiority. Once you have started your new job, take the initiative to keep in touch. Extend invitations to meet for friendly lunches or after work get-togethers. Showing an interest in the challenges and successes of your former co-workers will make them feel that you value your ongoing relationship.



MITCH HALBRICH

MITCH HALBRICH, senior managing director in the Baltimore office of the Mergis Group, can be reached at mitchhalbrich@mergisgroup.com.



BACK TO WORK BLOG

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People on the Move: New year, new jobs.30

Social Strategies: Empower your people.29



I just wanted to let you know I thought the Edge event yesterday was fantastic. I am thrilled we chose to sponsor the event; it was time well-spent. There were moments we had people lined up at our table to talk, many of whom had never heard of the Alliance. From a networking perspective there were a lot of new faces, many from the Annapolis area, which was a great way for us to continue expanding our network.

Shannon Landwehr
Director of Marketing and Research
Economic Alliance of Greater Baltimore
www.greaterbaltimore.org

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Ask questions if you want the sale

If buyers could get by without salespeople, do you think they would? I think most would say yes simply because when prospects think about "a salesperson," they don't typically think about someone who brings real value to their organization.



SELLUTIONS

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Why? Because we typically have done a poor job of really helping the prospect. We are much more concerned with showing our value to as many people as possible, as quickly as possible, rather than diagnosing each prospect's issues and trying to solve them.

Most salespeople bring to their prospects lots of information. Interestingly, information is something any buyer can gather from other sources. At the end of the day, you as a salesperson must ask yourself: "Am I really bringing value to the prospect, or just information?" If you are bringing information, then you're wasting your time, your company's time and your prospect's time. You might as well just e-mail your buyer the information and then go play on Facebook.

If you can't as a salesperson honestly and fully understand the issues you've helped your customers overcome, then you really have to begin questioning the role you play. With the advent of technology and communication, the role

of the salesperson has changed. If you as a salesperson have not recognized and embraced this change, then you are nothing more than a walking brochure.

Prospects and clients alike don't want more information. They want solutions. Unfortunately, because prospects are often far too invested in their own daily problems, they don't even know what specific issues you may be able to solve. This is the role the salesperson needs to play: helping to identify the problems, whether obvious or obscure, and turning them into opportunities you can solve for the customer.

So, how do you go about identifying problems? You as the salesperson must become an investigator – someone who is determined to find out what really is happening in an organization, industry and global marketplace. Asking questions is the key. "But, Greta, if I show them our solutions and how we have solved them for others, they will see how we can help." Really? How's that workin' for ya?

Start by shifting your focus. Instead of just delivering information to your customer, begin to ask more questions.

When you can clearly identify ways you've helped your buyer achieve either of these outcomes, then you will know you're no longer the type of salesperson buyers love to hate. You'll be growing your bottom line at the same time. And that's better than simply doling out information.

GRETA SCHULZ, owner of Schulz Training, a West Palm Beach, Fla., consulting firm, can be reached at greta@schulztraining.com.

Try some conversation for a change

While it may be hard to believe, there was once a time when the art of conversation was considered an essential "life skill."

Employees knew that making amiable and effective small talk at company parties could affect their career. Mealtime was when family members sat around the table to discuss the events of the day.



WINNING AT WORK

CONNIE
GLASER

And countless young couples romanced each other and fell in love with the help of lengthy telephone conversations.

Today's world, of course, bears little resemblance to that of only a few short decades ago. And with the warp-speed technological advances of the 21st century, communication has been altered dramatically.

The entire definition of "conversation" has changed. In today's world, it's often just a matter of hurriedly exchanging information or data.

Not surprisingly, this change has been introduced and embraced by young people. Several decades ago, teenagers were known for lengthy, time-consuming phone calls. It was the era of "the princess phone," when teenage girls raced home from school to talk on the phone for hours with friends they had just seen in class for most of the day.

Now, teens communicate mainly by exchanging text messages, with the average teen sending at least half a dozen

texts every single hour. According to a recent Nielsen survey, the average American teenager aged 13 to 17 sends and receives more than 100 text messages a day, for a total of about 3,300 each month. And for those only slightly older, aged 18 to 24, the number drops to a still impressive monthly total of 1,600.

The bottom line is that even though almost 90 percent of American households have a cell phone, they are no longer being used for their primary application: talking. Today, consumers use smartphones to browse the Web, play games, listen to music, watch TV or send text messages and e-mails. And according to Dan Hesse, CEO of Sprint Nextel Corp., talking accounts for less than half the traffic on mobile networks.

For people who reluctantly exchanged hand-written notes on quality stationery and intimate phone conversations for terse e-mails, the future is again demanding an upgrade. Facebook has just launched a messaging system that, according to CEO Mark Zuckerberg, is "not e-mail," but a savvy combination of texting, instant messaging and e-mail. The new "social inbox" will divide your mail into three categories: spam, messages from your friends, and other.

Many experts conclude that the art of conversation appears to be headed for the graveyard. However, try giving someone the gift of conversation. It's an inexpensive investment, but the appreciation may be priceless.

CONNIE GLASER, an author and speaker on workplace communications and leadership, can be reached at www.connieglaser.com.

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Perks: Some worry best employees will leave when economy rebounds

From Page 27

Cindy Smith, a sales executive, is one of about 10 Vocus employees who participate in the free, twice-weekly yoga classes the company offers on-site.

"I've worked for a lot of companies in the Baltimore-Washington area, and it's definitely a unique benefit," said Smith, 43. "It impacts my perception of the company in a positive way."

Merkle and Vocus aren't the only businesses beefing up the perks. KBE Building Corp., a Farmington, Conn., commercial construction firm with an office in Columbia, recently reinstated the company match on workers' 401(k) retirement accounts and brought back merit pay raises. The firm also brought on a new vice president of human resources, part of whose job will be to develop more career development and educational programs, such as training engineers who aspire to move into the management ranks.

The company believes perks like these will help keep top performers from jumping ship to competitors when the job market turns around.

"If you don't take care of your 'A' players, you're going to lose them," said

Allan Kleban, KBE's vice president of business development. "When we go out into the market, we're doing what other companies are doing. We're looking for 'A' players. If companies have eliminated their 401(k) match, that is something that distinguishes us from them."

Another thing more businesses are doing to attract employees is offering opportunities to volunteer for community projects. That perk especially resonates with "millennial" workers, those between the ages of 18 and 28, who place a premium on volunteering, said Kelly Hodge-Williams, executive director of Business Volunteers United Maryland, a Baltimore nonprofit.

"They're not thinking about day care," said Hodge-Williams, whose agency develops volunteer programs for businesses in the Baltimore area. "They need other incentives."

Business Volunteers United is currently working with 52 companies, up from 38 about two years ago, Hodge-Williams said. Its clients include T. Rowe Price Group Inc., SC&H Group, an accounting and consulting firm in Sparks, and Baltimore's Laureate Education Inc. Laureate gives employees 12 hours of paid volunteer leave a year.

Make social media a team effort

So, have you taken my advice and built yourself a Facebook page or a Twitter account? Have you acquired 50 friends and followers yet? If so, congratulations. If not,

is it because you are intimidated or feel you are too old? Do you still feel like an outsider? Well, come on in from the cold, join the 500 million Facebook users. Creating an online presence on Facebook helps build your brand, create and keep connections with prospects and friends and helps your bottom line when used properly.

"I am too busy to do Facebook and Twitter."

Yes, this is a common reason to ignore what is already proven to be a powerful and free marketing source. But with so many of us using smart phones like the iPhone and Droid, there are thousands of reasons why it is a good idea.

When time management is a concern, I tell my clients to look around the office and empower someone to take on the role of managing your Twitter and Facebook accounts. Quite often it is two different people. Sometimes there are multiple people in one place like a hotel or shopping mall where there are multiple restaurants and activities ongoing simultaneously. In that case, there are different messages and goals to achieve.

For example, if you are a hotel manager, there is someone on staff, either in the housekeeping department, front desk staff or restaurants, that knows Facebook and Twitter and others like geo-targeting site Foursquare and group couponing sites like Groupon and Living

Social (I'll be explaining these in more detail in a future column).

Empower your employees. Feed these employees with the content you want relayed and give them the opportunity, with your guidance, to run your company's social media. But, you must operate your social media accounts professionally with your business top-of-mind. This is not your kid's Facebook and it can make you money and solve issues, but acting always on your company's behalf is imperative.

Sharing such activities with your staff is the key to success. With the guidance of a social media expert, get tips and strategies for managing your accounts. Let an expert set you up, manage and train staffers on the do's and don'ts, the best practices for your business and how to integrate these sites on your own marketing materials.

Find interested, knowledgeable employees to run the day-to-day online relationships. One benefit is you are using a paid staffer who is already intimately familiar with your product and goals to expose your message and build relationships with your clients. Another is that when there are issues discussed online like a positive or negative customer experience you can and must have immediate response and feedback.

Try it, ask around in a memo who knows Facebook and Twitter and have a conversation with them. Then start this conversation about beginning a Facebook and Twitter account. Don't worry, you are not alone. The Internet, when used effectively, will continue to build your name, your brand and make you stand out in the crowd.

Patti Neumann, founder/CEO of Baltimore-based CITYPEEK.com, a regional online resource guide, can be reached at patti@citypeek.com or CITYPEEK Patti on Facebook/Twitter.



SOCIAL STRATEGIES

PATTI NEUMANN

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This issue will include

LISTS OF LOCAL LEADERS including Top Performing Real Estate Brokers, Commercial Real Estate Firms, Commercial Real Estate Deals

To receive a survey, e-mail Research Director Carolyn Proctor at cmproctor@bizjournals.com.

COCKTAIL RECEPTION

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BALTIMORE
BUSINESS JOURNAL

Leading the Revival.

It wasn't all sunshine and smiles for the Greater Baltimore real estate community in 2010 but deal-making was back in vogue. Deals got done. Yeah, financing is tough but that didn't stop local developers and lenders from hammering out major deals that helped spark a modest post-recession rebound.

Was your company part of the revival in 2010? We want to know why your deal should be among the best of 2010. Tell us how the deal got done and what it means to the local economy.

The *Baltimore Business Journal* seeks nominations for its annual *Heavy Hitters* publication. The *BBJ* will recognize the top real estate deals of 2010.

We're looking for the region's premier projects of the past year in: Land deals; Redevelopment; Financing; Residential development; Suburban office leasing; Suburban office sale; Urban office leasing; Urban office sale; Commercial development; Retail deals; Industrial/warehouse leasing; New office development.

All entries must include deals completed in 2010. Winners will be announced in the March 25 edition of the *Baltimore Business Journal* and at a special event. More details to come!

PEOPLE ON THE MOVE

ARTS



Squyres

Terry Squyres, an associate principal at GWWO Architects, has been elected to the board of trustees of the **Contemporary Museum**.

ACCOUNTING



Lewandowski

Jeffrey Megaro was promoted to audit director and **Joshua Morgenstern** was promoted to tax director at **Arthur Bell, Certified Public Accountants** in Hunt Valley. In addition, **Mike Derbin** and **Dan Weimer** were promoted to audit senior. **Heather Atkinson**, **David Gonano** and **Brandon Miller**

were promoted to tax senior. **Marc Lewin** was promoted to senior tax advisor. **Ben Johnson** was promoted to applications developer. Also, **Tina Lewandowski** joined the firm as manager of marketing and business development.

FINANCIAL SERVICES



Mitcheltree

Susan Mitcheltree has joined **Berman McAleer** as a senior client relationship manager. She was previously with Integrated Benefits Corp. in Lutherville.

GOVERNMENT

Adrienne Jones has been promoted to deputy director of **Baltimore County's Office of Human Resources**.

HUMAN RESOURCES

Jania Stout, vice president of PSA



Stout

Insurance and Financial Services in Hunt Valley, has been named president of the **Chesapeake Human Resources Association**. She was previously the group's director of membership development.

LAW



Lias-Booker

Ava Lias-Booker, managing partner of the Baltimore office of **McGuire Woods LLP**, has been elected to the firm's board of partners. **Michelle Lipkowitz** has been promoted to partner.

Mindy L. Herman and **Devin Doolan Jr.** have been promoted to partner in



Herman



Doolan

the Baltimore office of **Saul Ewing LLP**. Herman was previously special counsel. Doolan was previously an associate.

Kimberly C. Betterton has joined the Baltimore office of **Ballard Spahr** as a partner. She was previously a partner at McKennon Shelton & Henn.

MEDICAL

Howard County General Hospital named its new professional staff officers for 2011: **Francis S. Chudian**, president; **Clarita G. Frazier**, vice president and **Nicholas W. Koutrelakos**, secretary/treasurer.

NETWORKING & EVENTS

WEDNESDAY, JAN. 19

American Marketing Association Baltimore holds a marketing research boot camp.

Where: Doubletree Inn at the Colonnade, 4 W. University Parkway, Baltimore
When: 8 a.m. to noon
Cost: Members \$600; non-members \$860
RSVP/Info: www.marketingpower.com

The Howard County Technology Council

hosts "Show Me the Money! The new standards of balance sheet reality."
Where: Center for Business and Technology Development, 9250 Bendix Road, Columbia
When: 8:30 a.m. to 10 a.m.
Cost: \$25
RSVP/Info: ttaylor@hceda.org

MONDAY, JAN. 24

Greater Baltimore Committee holds a forum on the General Assembly session.
Where: Baltimore Convention Center, 1 W. Pratt St., Bal-

timore

When: 7:30 a.m.
Cost: TBD
RSVP/Info: Chris Fabula, (410) 727-2820 Ext. 36

TUESDAY, JAN. 25

Join other business owners for "Business Day in Annapolis" by **Maryland Chamber of Commerce**.
Where: Governor Calvert House, 58 State Circle, Annapolis
When: 8 a.m.
Cost: \$65
RSVP/Info: Kristen Solis, (410) 269-0642

WEDNESDAY, JAN. 26

Maryland Nonprofits holds a program on "Employing the Standards for Excellence."
Where: Maryland Nonprofits office, 190 W. Ostend St., Suite 201, Baltimore
When: 9 a.m.
Cost: Members \$250; non-members \$750
RSVP/Info: (410) 727-6367

The Howard County Technology Council hosts "Solutions for the SMB Market: A

New Approach to Data Management"
Where: Center for Business and Technology Development, 9250 Bendix Road, Columbia, MD 21045
When: 8:30 a.m. to 10 a.m.
Cost: Free
RSVP/Info: ttaylor@hceda.org

The Associated Jewish Community Federation of Baltimore

Young Business Roundtable is hosting a breakfast networking event featuring Asher Epstein, managing director of the Dingman Center for Entrepreneurship at the University of Maryland's Robert H. Smith School of Business.
Where: 101 W. Mount Royal Ave., Baltimore
When: 7:30 a.m. to 9 a.m.
Cost: \$18, registration required
RSVP/Info: www.associated.org/ybr or impact@associated.org

THURSDAY, FEB. 3

Learn about membership at an informational session by **Maryland Chamber of**

Commerce.

Where: Solar Energy World LLC, 8265 Patuxent Range Road, Suite 1, Jessup
When: 8 a.m. to 9:30 a.m.
Cost: Free; registration required
RSVP/Info: (410) 269-0642

MONDAY, FEB. 7

Meet with congressional delegation at a town hall meeting-style event by **Maryland Chamber of Commerce**.
Where: Martin's Crossroads, 7400 Greenway Center Drive, Greenbelt
When: 5:30 p.m.
Cost: Members \$80; non-members \$140
RSVP/Info: (410) 269-0642

WEDNESDAY, MAR. 2

Maryland Nonprofits holds its annual conference on sustaining nonprofit leadership.
Where: Annapolis Loews Hotel, 126 West St., Annapolis
When: 8:30 a.m. to 4:30 p.m.
Cost: Members \$139; non-members \$289
RSVP/Info: training@mdnonprofit.org

The People section publicizes hirings and promotions of area businesspeople. We also publicize elections to nonprofit and charitable organizations. We do not run professional certifications or designations. Send announcements to baltimore@bizjournals.com, fax them to (410) 752-3112, or mail them to 1 E. Pratt St., Suite 205, Baltimore, MD 21202. Passport and Polaroid photos are not acceptable. Photos cannot be returned.

If you have any upcoming events, please e-mail them to baltimore@bizjournals.com, fax them to (410) 752-3112, or mail them to 1 E. Pratt St., Suite 205, Baltimore, MD 21202. We only print nonprofit, business-related events in the Greater Baltimore area.



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Looking for work in Baltimore?
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**BACK TO
WORK BLOG**

TOP HEADLINES

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[11 hot jobs for 2011: Where the openings are](#)

[BMA issues RFQ for \\$24M project](#)

[Walmart hiring at new Harford Co. store](#)

[M. Luis Construction to hire 100 at Rockville plant](#)

[Top 25 oddball job interview questions of 2010](#)

OUT & ABOUT

Women of Excellence

Network 2000 held its 17th annual Women of Excellence luncheon on Nov. 4 at the Baltimore Marriott Waterfront.

PHOTOS BY JACKSON PHOTOGRAPHY

Traci Barnett, CEO, Girl Scouts of Central Maryland; **Lynn Baklor**, independent management consultant; **Susan Ganz**, CEO, Lion Brothers.



Ellen Yankellow, CEO, Correct Rx Pharmacy Services; **Joan Develin Coley**, president, Emerita, McDaniel College; **Carolyn McGuire-Frenkil**, president of Center City Inc.; **Nancy Sloane**, director of membership, The Center Club.



Bonnie Heneson, president, Bonnie Heneson Communications; **Harriet Cooperman**, partner, Saul Ewing LLP.



Linda Burton, founder, DRW Inc.; **Janine DiPaula Stevens**, CEO, Viricity; **Ambassador Nancy G. Brinker**, founder & CEO, Susan G. Komen for the Cure; **Darlene Smith**, dean, University of Baltimore Merrick School of Business; **Jenny Trostel**, vice president, Anderson of Hunt Valley.



Please e-mail a minimum of four networking photos from your event to Photographer Nicholas Griner at ngriner@bizjournals.com. Images must be high resolution (at least 4" by 6" in diameter and 200 pixels per inch). Photos should contain no more than four and no fewer than two individuals each. Subjects should not be in any more than one photo. Names, titles and companies in addition to an event write up must be included for all photos submitted.



Baltimore Business Journal

BizSmarts

Social Media meets Mobile Text



SPEAKER

Jason Cohen
Owner
Mobile Scoops

**JAN
21**

Friday, January 21, 2011
7:30 a.m. to 9:30 a.m.
BBJ Office
1 E. Pratt St., Baltimore, MD 21202

Cost is **FREE** for subscribers,
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Join us and find out how this **new marketing tool** connects businesses to their consumers. Not only is the ROI tremendous, but in today's fast paced world, real-time messages enable last-minute marketing strategies to become a reality.

Jason Cohen, owner of MobileScoops, will speak about the buzz of text message marketing which is 100% 'green', is 100% real-time communication, and has a near-100% open rate.

There will also be a 15 minute presentation from **John Dinkel**, President and Publisher of the BBJ. John will discuss:

- How the BBJ is breaking news online
- How the BBJ uses social media to interact and engage with readers.
- How you can get job leads & tips through Back to Work Blog.

TO REGISTER

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or contact Christina Feldhaus at
cfeldhaus@bizjournals.com

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410-454-0510, mdamareck@bizjournals.com

BALTIMORE
BUSINESS JOURNAL

EVENT TEXT ALERTS 'BBJEvents' to 34681
NEWS TEXT ALERTS 'BBJNews' to 34681

Business Leads

ANNOUNCEMENTS

The Home Builders Association of Maryland Remodelers Council has presented Purple Cherry Architects of Annapolis with a Gold Award of Excellence in design for a whole house renovation. The Society of American Law Teachers has selected University of Maryland School of Law Dean Phoebe A. Haddon for its 2011 Great Teacher Award. She was presented with the award Jan. 7 in San Francisco. Diane Link, executive director of Carroll Home Care and Carroll Hospice, has been appointed to the Hospice & Palliative Care Network of Maryland Board of Directors. The Anne Arundel Health System Board of Trustees has renamed its Health Sciences Institute to honor its CEO, Martin L. "Chip" Doordan. Signage for the newly dubbed Martin L. Doordan Health Sciences Institute was unveiled in December. Doordan will serve as CEO of the health system through June 2011. Joan Renner, chief financial officer of the Brick Cos., has been appointed 2011 Chapter President of CREW-Baltimore. Clemons & Associates Inc. of Baltimore has earned accreditation by AMC Institute, a trade association representing the association management industry. Jhpiego, a global health nonprofit affiliated with Johns Hopkins University, appeared on a special edition of ABC News' 20/20 as part of an episode titled "Be the Change: Save a Life."

BIDS

Anne Arundel County

9AASO282363 Locker services; 1/18; 410-222-7665.
9AASO283282 Computer hardware, maintain and repair; 1/18; 410-222-7608.
9AASO283056 Fencing design, furnish and install; 1/18; 410-222-7665.
ACDSO283726 Veteran's House, new construction; 1/14; 410-222-7600.
9AASO283418 Broad neck water reclamation facility; 1/18; 410-222-4128.
9AASO283545 Water transmission 12" main; 1/18; 410-571-0092.
ACDSO283716 Consult services for Greenhouse inventory and active plan; 1/19; 410-222-7608.
J06SO283421 Propane bulk; 1/20; 410-859-7379.
V00SO281004 Community sex offender program; 1/20; 301-396-5189.

Baltimore City

BALSO282970 MSU exterior glass repair; 1/20; 443-885-3074.
BALSO282970 Catholic protective service; 1/20; 410-396-6883.
D28SO283485 Service ramp, asphalt repair; 1/19; 410-223-4130.
R13SO283291 Student center signage MSU; 1/19; 443-885-1507.
J0SO283486 Truck scale maintenance; 1/19; 410-368-4844.
J0SSO283544 IM-SCADA spare parts; 1/18; 410-454-7355.
J05SO281210 Expansion of UHF trunked simulcast radio system operations; 1/18; 410-767-3361.
R27SO283594 Elevator modernization; 1/17; 410-951-3792.
J03So283537 Purchase of crane cabins; 1/14; 410-385-4846.
R27SO282523 Housekeeping services; 1/14; 410-951-3792.
UMBSO283597 Nitrogen generators; 1/14; 410-706-7880.
N00SO282975 DHR customer call center; LW; 1/14; 410-767-7675.
001It818330 Clothing, underwear, socks, PJ's, etc.; 1/15; 410-767-8855.
001IT818298 Uniforms for MD State police; 1/17; 410-767-4612.
001IT818316 Acrylic compartment boxes; 1/17; 410-767-4612.
001IT818327 Kitchen equipment; 1/17; 410-767-4605.
P00SO281567 MD home improvement commission; 1/17; 410-230-6031.
J02SO283528 Overhead door SBR; 1/18; 410-545-8007.

001IT818320 Three building renovations S. Mountain State Park; 1/18; 410-767-3475.
R00SO283605 Complaint investigation consultant; 1/18; 410-767-0956.
M00SO283413 Media compaign tobacco prevention and cessation; 1/18; 410-767-5794.
001IT818341 Big bore dump trucks; 1/18; 410-767-4605.
001IT818331 Upgradable research microscope; 1/19; 410-767-4612.
V00IT005184 Sex offender treatment Western MD; 1/19; 410-230-3326.
001IT818337 Tree shelters for MD DNR; 1/19; 410-767-3039.

Harford County

HCCSO283510 Job classification analysis; 1/20; 443-412-2307.
HaGSO283570 Grass mowing 26 locations, parks, etc.; 1/19; 410-638-3550.
HaGSO283279 HDG water treatment plant magna drive addition; 1/19; 410-638-3550.

Howard County

HDSSO283786 Print shop paper; 1/18; 410-313-6724.
HDSSO283753 Transparancies and laminating film; 1/14; 410-313-6724.
HDSSO283754 Classroom paper; 1/14; 410-313-6724.
V00IT005188 Male youth empowerment; 1/20; 410-230-3404.

State of Maryland

J02SO283528 Overhead door SBR; 1/18; 410-545-8007.
001IT818320 Three building renovations S. Mountain State Park; 1/18; 410-767-3475.
R00SO283605 Complaint investigation consultant; 1/18; 410-767-0956.
M00SO283413 Media compaign tobacco prevention and cessation; 1/18; 410-767-5794.
001IT818341 Big bore dump trucks; 1/18; 410-767-4605.
001It818331 Upgradable research microscope; 1/19; 410-767-4612.
V00IT005184 Sex offender treatment Western MD; 1/19; 410-230-3326.
001IT818337 Tree shelters for MD DNR; 1/19; 410-767-3039.
N00SO282975 DHR customer call center; LW; 1/14; 410-767-7675.
001IT818330 Clothing, underwear, socks, PJ's, etc.; 1/15; 410-767-8855.
001IT818298 Uniforms for MD State police; 1/17; 410-767-4612.
001IT818316 Acrylic compartment boxes; 1/17; 410-767-4612.
001IT818327 Kitchen equipment; 1/17; 410-767-4605.
P00SO281567 MD home improvement commission; 1/17; 410-230-6031.

BUILDING PERMITS - COMMERCIAL

Anne Arundel County

(contractor not shown), commercial alteration at 1910 Towne Centre Blvd., A La Mode/Annapolis Towne Centre, \$50,000, 2,252 s.f.
Anne Arundel County (owner), commercial construction at 141 Washington Road, Edgewater/Anne Arundel County (2 story press box), \$50,579, 640 s.f.
Arundel Mills LP (owner), commercial alteration at 7649 Arundel Mills Blvd., Arundel Mills/Arundel Mills LP, \$176,300, 1,158 s.f.
NBP 191 LLC (owner), commercial alteration at 2691 Technology Drive, National Business Park, \$800,000, 25,472 s.f.

Baltimore City

Frenchman White Corp., commercial alteration at 921 E. Fort Ave., Fort Avenue Properties LLC (pool deck/athletic club), \$60,000.
Henry H. Lewis Contractors LLC, commercial alteration at 822 W. Lake Ave., The Boys Latin School, \$200,000.
MacKenzie Contracting Co. LLC, commercial alteration at 600 N. Wolfe St., Johns Hopkins Hospital (positron lab), \$535,000.
Plano Coudon LLC, commercial building at 1100 E. 33rd St., (licensed for 49 beds/4 story nursing facility), \$7,392,006.
Steel Services Enterprises Inc., commercial

alteration at 1910 Benhill Ave., CSX (overhead water piping/refab building), \$800,000.
Structure Tone Co. Inc., commercial alteration at 1501 S. Clinton St. 17th Floor, Copt CC Tower LLC (office space), \$100,000.
The Johns Hopkins Hospital (owner), commercial alteration at 600 N. Wolfe St., (convert lab space to lab/office space), \$75,000.

Baltimore County

9202 Philadelphia Rd. Inc. (owner), commercial addition at 9202 Philadelphia Road, (church), \$2,000,000.
Consolidated Medical Services, commercial alteration at 11605 Crossroads Drive Suites A-C Rear, Baltimore Crossroads At 95/BC Area 5 Lot 1 LLC, \$500,000.
Merritt-SC10 LLC (owner), commercial alteration at 230 Schilling Circle Suite234, Hunt Valley Busines Community, \$106,000.
Riparius Construction, commercial alteration at 7210 Ambassador Road, Rutherford Business Center/7210 Ambassador Road LLC (selective non-structural demo/plumbing work), \$150,000.

Howard County

Mace Enterprises LLC, commercial alteration at 7091 Dorsey Run Road, Petro Supply/Howard Business Park/Aberdeen Trust, \$114,000.
Merrit Construction Services, commercial alteration at 8800 Stanford Blvd., Apple Ford Inc. (auto dealer), \$350,000.
Palmer Brothers Contracting, commercial alteration at 8231 Stayton Drive, Prime Stayton LP (mezzanine), \$60,000.

BUILDING PERMITS - RESIDENTIAL

Anne Arundel County

John H. Wiseman Construction, single-family residence addition/alteration at 20 Whites Road, Earleigh Heights Town Neck, \$173,304, 3,612 s.f.
Pearman's Overlook, multi-family residence at 7908 Charles Court, Pearmans Overlook, \$97,183, 1,776 s.f.
Pearman's Overlook, multi-family residence at 7906 Charles Court, Pearmans Overlook, \$97,730, 1,786 s.f.
Pearman's Overlook, multi-family residence at 109 Jacobia Drive, Pearmans Overlook, \$97,730, 1,786 s.f.
Pearman's Overlook, multi-family residence at 111 Jacobia Court, Pearmans Overlook, \$97,183, 1,776 s.f.
Standard Solar Inc., single-family residence addition/alteration at 101 College Parkway, Rubert Manor, \$750,000.

Baltimore City

American Contracting Services, single-family residence addition/alteration at 2700 N. Calvert St., \$80,000.
Brendan General Contracting, single-family residence addition/alteration at 1100 Rutland Ave., \$82,000.
LAB Restoration, single-family residence addition/alteration at 2802 E. Fairmount Ave., \$80,000.
Odds & Ends Handyman Services, single-family residence addition/alteration at 108 E. Montgomery St., \$200,000.
Thomas Hams (owner), single-family residence addition/alteration at 1321 Hollins St., \$50,000.

Baltimore County

(contractor not shown), single-family residence addition/alteration at 7801 Fitch Lane, \$50,000.
(contractor not shown), single-family residence addition/alteration at 14626 Old Hanover Road, \$60,000.
2808 Shepperd Road LLC (owner), single-family residence addition/alteration at 2808 Shepperd Road, Virginia Lewis Plat, \$78,000.
Avon Corp., single-family residence addition/alteration at 2712 Poplar Drive, Streamwood, \$100,000.
Ed F. Kehl III LLC, single-family residence at 2523 N. Snyder Ave., Sparrows Point Manor, \$100,000.
Greenspring Energy LLC, single-family residence

Continued on page 33

HOW TO USE LEADS

Want the inside scoop on clients, competitors and potential new business? The weekly Business Leads section gives you instant access to public records from throughout Greater Baltimore.

For questions or more information, contact Scott Graham at csgraham@bizjournals.com.

CATEGORIES

Announcements.....Page 32
Don't miss out on hundreds of potential government contracts in our weekly bid section.

Bids.....Page 32
New businesses need an array of products and services. Our list of new business license applications can give you a competitive advantage. The following new business licenses were obtained in the city and county licensing offices. The following information is available on disk or via e-mail. Call (877) 593-4157.

Building Permits.....Page 32
Find out where companies and individuals are building and expanding. Permits are filed with local municipalities and the Baltimore Metropolitan Council.

Business License Applications Page 33
New businesses need an array of products and services. Our list of new business license applications can give you a competitive advantage. The following new business licenses were obtained in the city and county licensing offices. The following information is available on disk or via e-mail. Call (877) 593-4157.

Court JudgmentsPage 33
Circuit court judgments recorded against businesses in excess of \$10,000 have been collected from the public records and include the following information: prevailing party, losing party, amount of judgment, case number, date recorded.

Federal Tax Liens.....Page 33
The U.S. Internal Revenue Service files tax liens in local courts against companies or individuals when disputes over taxes arise. Liens may be appealed. The information for tax liens exceeding \$5,000 for businesses and \$100,000 for individuals was collected from the public records of each jurisdiction and includes: taxpayer, address, amount due, type of tax, date recorded, case number (if available).

Grading PermitsPage 34
Grading permits are on file with local municipalities and the Baltimore Metropolitan Council. The information is as follows: applicant, work description, location, estimated cost, square footage.

Lawsuits FiledPage 34
Suits have been filed against the businesses listed. No judgment has yet been rendered. This information contains the following: plaintiff, defendant, case number, date filed.

New CorporationsPage 34
These businesses have recently registered with the Maryland Department of Assessments and Taxation as a business entity. They may or may not be a new business.

Real Estate TransactionsPage 35
Find out the key players in big real estate deals and home sales. This list of transactions was collected from the public records of each jurisdiction listed. The information is available on disk or via e-mail. Call (877) 593-4157.

State Tax LiensPage 37
The state Department of Revenue files tax liens in local courts against companies or individuals when disputes over taxes arise. Liens may be appealed. The following information for tax liens of \$5,000 or more for businesses was collected from the public records of each jurisdiction. The information includes: taxpayer, address (if available), amount due, type of tax (if available), case number, date recorded.

From Page 32

addition/alteration at 7 Redleaf Rose Court, Saffell Property, \$53,000.
J.A. Tiralla Builders Inc., single-family residence addition/alteration at 2009 Stringtown Road, \$57,000.
Lothorian LLC, single-family residence at 1308 Locust Ave., \$60,000.
Maryland Remodeling & Design, single-family residence addition/alteration at 12 Ridgemoor Road, Eastern Terrace, \$60,000.
Matthew Slater Inc., single-family residence addition/alteration at 1 Valleys Crest Court, Valleys Crest Farms, \$90,000.
McLoskey Group LLC, single-family residence at 24 Virginia Ave., \$120,000.
MJ Birmingham Construction, single-family residence at 9321 Todd Ave., North Point Terrace, \$125,000.
Paul B. and N. Lynn Murphy (owners), single-family residence addition/alteration at 114 Oakdale Ave., \$60,000.
Ryland Homes Inc., single-family residence at 3300 Tivoli Drive, Lakes At Stansbury Shore, \$150,000.
Tropea Restoration Inc., single-family residence addition/alteration at 3304 Wallford Drive, Charlesmont, \$60,000.
Viking Development Corp., single-family residence addition/alteration at 17805 Marshall Mill Road, Cooper Valley, \$100,000.
Wall To Wall Construction LLC, single-family residence addition/alteration at 108 N. Rolling Road, Schotta Plat, \$70,000.

Harford County

Ryan Homes, single-family residence at 2317 Elderberry Drive, Rock Hall Farms, \$160,000, 4,720 s.f.

Howard County

(contractor not shown), single-family residence addition/alteration at 9980 Timberknoll Lane, \$72,500, 768 s.f.
Cider Mill Building Co. Inc., single-family residence at 5027 Winesap Way, Owens Property, \$225,000, 5,434 s.f.
Columbia Builders Inc., single-family residence at 12305 Daniel Circle Lane, Walnut Grove, \$200,000, 7,965 s.f.
Cornerstone Homes Inc., single-family residence at 11736 Trotter Crossing Lane, Trotter Crossing, \$222,600, 4,795 s.f.
Cornerstone Homes Inc., single-family residence at 11735 Trotter Crossing Lane, Trotter Crossing, \$222,600, 4,895 s.f.
Dorsey Family Homes Inc., single-family residence at 8225 Maple Cliffe Way, Hogg Property, \$200,000, 5,141 s.f.
Dorsey Family Homes Inc., single-family residence at 4634 Hale Court, Ilchester Heights, \$200,000, 3,008 s.f.
Miller And Smith At Maple Lawn, multi-family residences at 9831/9839 Garden Ranges, Emerson (each), \$250,000, 3,023 s.f.
Miller And Smith At Maple Lawn, multi-family residences at 9833/9835/9837 Garden Ranges, Emerson (each), \$250,000, 2,884 s.f.
Miller And Smith At Maple Lawn, multi-family residences at 8902/8906/8910/8912/8914 Tawes St., Maple Lawn Farms (each), \$200,000, 2,639 s.f.
Miller And Smith At Maple Lawn, multi-family residences at 8904/8908 Tawes St., Maple Lawn Farms (each), \$200,000, 2,597 s.f.
NVR Inc., single-family residence at 2204 Waverly Overlook Court, \$250,000, 5,104 s.f.
NVR Inc., single-family residence at 3314 Secretariat Way, Neshawat Property, \$250,000, 6,536 s.f.
NVR Inc., single-family residence at 8719 Old Frederick Road, Oak Glen, \$250,000, 5,603 s.f.
NVR Inc. t/a NV Homes And Ryan, single-family residence at 7150 Long View Road, Riverside Overlook, \$250,000, 3,353 s.f.
NVR Inc. t/a NV Homes And Ryan, single-family residence at 4521 Vinter Way, Worthington Fields, \$250,000, 3,968 s.f.
Owings Brothers Contracting, single-family residence addition/alteration at 8385 Main St., \$175,000, 728 s.f.
Patio Enclosures, single-family residence addition/alteration at 2791 St. Johns Lane, \$51,000.
Peter Kojzar (owner), single-family residence addition/alteration at 8109 Woodloo Drive, \$50,000, 1,392 s.f.
Rule4 Building Group Inc., single-family residence addition/alteration at 9913 Dellwood Ave., \$80,000, 864 s.f.
SI Restoration Inc., single-family residence addition/alteration at 9170 Vollmerhausen Road, \$189,000, 2,000 s.f.
Williamsburg Group LLC, single-family residence at 4603 Sheppard Manor Drive, Sheppard

Manor, \$300,000, 9,352 s.f.
Williamsburg Group LLC, single-family residence at 4606 Sheppard Manor Drive, Sheppard Manor, \$300,000, 9,352 s.f.
Winchester Homes Inc., single-family residence at 12043 Open Run Road, Riverwood, \$350,000, 8,686 s.f.

BUSINESS LICENSE APPLICATIONS

Anne Arundel County

Worldwide Photography, 7900 Ritchie Highway, Glen Burnie 21061, chain/traders.
DMS Associates Inc., 1127 Central Ave., Edgewater 21037, construction.
Green Project Management LLC, 64 Foxwell Bend Road, Glen Burnie 21061, construction.
Brickhouse Restoration, 5313 Fourth St., Baltimore 21225, construction.
Bay Management Consultants LLC/Herald Harbor Hideaway, 400 Herald Harbor Road, Crownsville 21032, restaurant/traders.
Richard Rockland Autos, 415 Howard Court, Glen Burnie 21060, traders.
Forget Me Not, 7900 Ritchie Highway, Glen Burnie 21061, traders.
West Coast Connecting Inc./Dial in Style, 7900 Ritchie Highway, Glen Burnie 21061, traders.
G&H Fashion Jewelry Inc., 7900 Ritchie Highway, Glen Burnie 21061, traders.
Names Name Names, 7900 Ritchie Highway, Glen Burnie 21061, traders.
Pathway Inc./Pathway International Market, 1166 Route 3 S., Gambrills 21112, traders.
Pasadena Motors Sales LLC, 25 Ritchie Highway, Pasadena 21122, traders.
Liberatus Derosa, 546 Heavittree Lane, Severna Park 21146, traders.
Maritime Veterinary Medical Services LLC/Severn River Animal Hospital, 590 Benfield Road, Severna Park 21146, traders.
Gymboree Retail Stores Inc./Crazy 8 Store #6170, 7000 Arundel Mills Space 458, Hanover 21076, traders/chain.
Soccerdome LLC, 7447 Shipley Ave., Harmans 21077, traders/chain.
Aarons Inc., 8485 Fort Smallwood Road, Pasadena 21122, traders/chain.
The Soul Food Brother Inc., 550 N. Crain Highway, Glen Burnie 21061, traders/restaurant.

Baltimore City

Jireh Construction LLC, 1254 E. North Ave., Baltimore 21202, construction.
Kenneth McDonald, 3348 Chestnut Ave., Baltimore 21211, construction.
Jonathan Allen, 400 W. Lexington St., Baltimore 21201, traders.
Westside Variety, 3300 Ayrdale Ave., Baltimore 21206, traders.
Andre Copeland, 4804 Gwynn Oak Ave., Baltimore 21207, traders.
Believe Homes Inc., 1800 N. Caroline St., Baltimore 21213, traders.
Plaza Hand Car Wash Inc., 6619 Reisterstown Road, Baltimore 21215, traders.
PAN Inc., 3208 Greenmount Ave., Baltimore 21218, traders.
Gold Diggers LLC, 4517 Eastern Ave., Baltimore 21224, traders.
Tony Garcia Auto Sales & Repairs Inc., 3625 S. Hanover St., Baltimore 21225, traders.
DenisesCandles4u, 1400 W. Patapasco Ave., Baltimore 21230, traders.
United Iron & Metal East Yard LLC, 4201 E. Monument St., Baltimore 21231, traders.
Harbor Market & Deli Inc., 100 St. Paul St., Baltimore 21201, traders/restaurant.

Howard County

Astrum Solar Inc., 8955 Henkels Lane, Annapolis Junction 20701, construction.
BNS Consulting, 8743 Doves Fly Way, Laurel 20723, construction.
S4 Analytics LLC, 8860 Columbia 100 Parkway, Columbia 21044, construction.
Family Flooring Services Inc., 7123 Honeyladen Place, Columbia 21045, construction.
Hittite Steel Inc., 6315 Howard Lane, Elkridge 21075, construction.
GMSS Inc., 707 Pin Oak Road, Severna Park 21146, construction.
JB Smart Green Contracting & Consulting LLC, 14609 Frederick Road, Cookesville 21723, construction.
Strata Drilling & Contracting Inc., 15050 Frederick Road, Woodbine 21797, construction.
Midway Alarms Inc., 2730 Hobbs Road, Glenwood 21738, construction/traders.
S and S Structures Inc., 536 Blandon Road, Fleetwood, Pa. 19522, out of state contractor.
Texel Corp., 450 Spring Park Place, Herndon, Va. 20170, out of state contractor.
My Kims Associates Inc., 6490 Dobbin Road,

Columbia 21045, restaurant.
Joyce Ross Antiques, 8751 Freestate Drive, Laurel 20723, traders.
D&W Enterprises Inc./D&W American Motors, 9231 Old Scaggsville Road, Laurel 20723, traders.
Faceless LLC, 9405 Jackson Court, Laurel 20723, traders.
Coaxial Specialists LLC, 8526 Storch Woods Drive, Savage 20763, traders.
Shivoham Inc., 13390 Clarksville Pike, Highland 20777, traders.
Teresa Lynn, 9120 Baltimore National Pike, Ellicott City 21042, traders.
Maor Technologies Inc., 10300 Little Patuxent Parkway, Columbia 21044, traders.
Michael Yang, 6490 Dobbin Road, Columbia 21045, traders.
MZ Innovations LLC, 7168 Harp String Way, Columbia 21045, traders.
Oceane Ventures LLC/Oceane Limousine Services, 9281 Lapwing Court, Columbia 21045, traders.
Chun Elihah Soo, 7540 Washington Blvd., Elkridge 21075, traders.
Custom Teez & Hoodies LLC, 10300 Little Patuxent Parkway, Columbia 21044, traders/chain.
Remembering You Inc., 10300 Little Patuxent Parkway, Columbia 21044, traders/chain.
Wilkins J Dry Cleaners Inc., 6010 Meadowridge Center Drive, Elkridge 21075, traders/chain.
Bon Appetit Inc./Bon Appetit Bakery Co. Cafe, 10155 Baltimore National Pike, Ellicott City 21042, traders/restaurant.
Kabab Hut, 8001 Hillsborough Road, Ellicott City 21043, traders/restaurant.
JS Food & Beverages Inc., 6801 Douglas Legum Drive, Elkridge 21075, traders/restaurant.
Smokin Hot LLC, 2465 Route 97, Glenwood 21738, traders/restaurant.

COURT JUDGMENTS

Anne Arundel County

Vision Contract Inc. vs. Stumpf & Sons General Contractors Inc., 210 Arundel Corporation Road, Glen Burnie 21060, \$69,220, plaintiff, case #02C10154195, 12/14/10.
Homestead Structures LLC vs. Backyard Expressions LLC/William Welch/Joseph Francis, 1710 Norfolk Road, Glen Burnie 21061, \$50,102, plaintiff, case #02C10154445, 12/21/10.
Colleen Purcell et al. vs. West Village LLC, 181 West St., Annapolis 21401, \$90,182, plaintiff, case #02C10155144, 12/21/10.
Keystone Equipment Finance Corp. vs. SDMD Inc./SDM Inc./James B. Zimmerman et al., 1290 Baydale Drive, Arnold 21012, \$53,717, plaintiff, case #02C10155190, 12/21/10.
Bank of America NA vs. Marsh Construction Inc./Walter E. Marsh Jr., (address not shown), \$44,775, plaintiff, case #02C10156448, 12/13/10.
Two Rivers Investors LLC vs. Two Rivers Development Co. LLC, (address not shown), \$3,093,109, plaintiff, case #02C10157108, 12/16/10.
Two Rivers Investors LLC vs. Classic Development Co. LLC, (address not shown), \$3,093,109, plaintiff, case #02C10157109, 12/16/10.
Two Rivers Investors LLC vs. Two Rivers Development Co. LLC, (address not shown), \$27,280,990, plaintiff, case #02C10157120, 12/16/10.
Two Rivers Investors LLC vs. Classic Development Co. LLC, (address not shown), \$27,285,990, plaintiff, case #02C10157122, 12/16/10.
Arundel Underground LLC vs. Rayco Steel/Ray Sears & Sons Inc./Rayco Steel Structures/Jeanie Sears, 1327 Waugh Chapel Road, Gambrills 21054, \$287,900, plaintiff, case #02C10157664, 12/21/10.

Baltimore City

Fleetmatics vs. Agnor Construction Services Inc./Atlantic Construction Services, 200 E. Lexington St., Baltimore 21202, \$36,576, plaintiff, case #24C10006376, 12/20/10.
Montayl And Clarke Inc. vs. Kelm Inc./Horace Kelly/Kwame Evans, 5416 Wabash Ave., Baltimore 21215, \$51,938, plaintiff, case #24C10009099, 12/20/10.
Alfred Turner vs. My Village Learning Center LLC, (address not shown), \$9,712, plaintiff, case #24C10009161, 12/16/10.
Talbot Consulting LLC vs. Quantum Land Realty LLC/Earl Hooks/Lonna Hooks, 1931 Jefferson St., Baltimore 21205, \$136,202, plaintiff, case #24C10009171, 12/16/10.
Choptank Capital Partners LLC vs. Holding Baltimore Properties LLC/Earl Hooks/Lonna Hooks, (address not shown), \$59,460, plaintiff,

case #24C10009162, 12/22/10.
Talbot Consulting LLC vs. Quantum Land Realty LLC/Earl Hooks/Lonna Hooks, 1931 Jefferson St., Baltimore 21205, \$89,943, plaintiff, case #24C10009163, 12/22/10.
Adams National Bank vs. VMV LLC/Angela C. Zambetis/Thomas Z. Zambetis, (address not shown), \$1,462,255, plaintiff, case #24C10009192, 12/22/10.
BB&T vs. Chesapeake Coatings LLC/James J. McDonough, 1321 W. 42nd St., Baltimore 21211, \$117,597, plaintiff, case #24C10009261, 12/22/10.

Howard County

Lighthouse Ministry Of Faith vs. New Generation Miracle Church Inc./Steven D. Peart/Maria Peart, 7176 McClean Blvd., Baltimore 21236, \$150,000, plaintiff, case #13C09078222, 12/28/10.
Old Republic National Title Insurance Co. vs. Title Stream National Processing Center/TS Connections LLC, 216 Sleepy Hollow Lane, Coppell, Texas 75019, \$188,929, plaintiff, case #13C09079260, 12/17/10.
Ryder Truck Rental Inc. vs. Wall Products LLC/Carapace LLC, 8705 Bollman Place, Savage 20763, \$167,340, plaintiff, case #13C10082026, 12/21/10.
Shimadzu Scientific Instruments Inc. vs. Cambridge Systems Inc., 14155 Newbrook Drive, Chantilly, Va. 20151, \$403,054, plaintiff, case #13C10082172, 12/16/10.

FEDERAL TAX LIENS - BUSINESS

Baltimore City

Success Driving School LLC, P.O. Box 7221, Baltimore 21218, \$20,701, (941), case #10-12683, 11/30/10.
M&H Electric Inc., 4616 White Ave., Baltimore 21206, \$21,624, (941), case #10-13099, 12/08/10.
Bauers Custom Cabinetry Inc., 7942 E. Baltimore St., Baltimore 21224, \$5,414, (941), case #10-13231, 12/13/10.
Latino American Beauty Salon Inc., 100 S. Conkling St., Baltimore 21224, \$7,725, (940), case #10-13264, 12/13/10.
Wig House, 114 W. Lexington St., Baltimore 21201, \$21,979, (941), case #10-13265, 12/13/10.
Contemporary Development Group Ltd., 111 S. Calvert St., Baltimore 21202, \$24,565, (941), case #10-13277, 12/14/10.

Carroll County

Mount Airy Electric LLC, 7403 Westvale Court, Mount Airy 21771, \$6,741, case #06M10036523, 12/21/10.
Westcott Holdings Inc., 7500 Main St., Sykesville 21784, \$5,773, case #06M10036525, 12/21/10.

Howard County

Trojan Horse Ltd., 7205 Montevideo Road, Jessup 20794, \$111,421, (941), case #10-19338, 11/22/10.
Triple Sun Corp., 10451 Twin Rivers Road No. 132, Columbia 21044, \$11,580, (941), case #10-19342, 11/22/10.
Olsen & Associates LLC, 6310 Stevens Forest Drive No. 200, Columbia 21045, \$6,383, (941), case #10-19344, 11/22/10.
WFC Corp., 9520 Gerwig Lane, Columbia 21046, \$84,899, (941), case #10-19347, 11/22/10.
Angels Alert Inc., 6526 Greenmount Drive, Elkridge 21075, \$5,399, (6721), case #10-19349, 11/22/10.
Z&Z Telecom Inc., 6325 Merle Way, Elkridge 21075, \$5,783, (941), case #10-19359, 11/22/10.
MOS Inc./Rumor Mill, 8069 Tiber, Ellicott City 21043, \$118,071, (941), case #10-19360, 11/23/10.
Medinova Inc., 4313 Pleasant Path, Ellicott City 21043, \$12,342, (940/941), case #10-19369, 11/29/10.
Charles Jerome Ware PA, 5032 Rushlight Path, Columbia 21044, \$5,596, (941), case #10-19372, 12/07/10.
Fischetti Team Inc., 6350 Stevens Forest Road, Columbia 21046, \$19,120, (941), case #10-19387, 12/07/10.
CM Management Inc., 6440 Dobbin Road, Columbia 21045, \$5,021, (940/941), case #10-19391, 12/07/10.
Hanlon Marketing Corp., 2204 Samantha Way, Ellicott City 21042, \$15,255, (941), case #10-19371, 12/07/10.

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Barry Wayne Amoss, 14536 Monticello Drive, Cooksville 21723, \$83,804, (941), case #10-19393, 12/13/10.

Total Concept Inc., 6590 Old Waterloo Road, Elkridge 21075, \$14,473, (941), case #10-19396, 12/13/10.

Hearth Foundation Inc., 6325 Woodside Court, Columbia 21046, \$6,032, (990), case #10-19404, 12/13/10.

Cornerstone Kitchens Baths Remodeling LLC, 5782 Main St., Elkridge 21075, \$6,226, (941), case #10-19406, 12/13/10.

Paul Saiz, 2912 Hunt Valley Drive, Glenwood 21738, \$150,079, (CIVP), case #10-19427, 12/20/10.

CLS Discount & Wholesale Outlet, 7009 Long View Road, Columbia 21044, \$7,060, (941), case #10-19428, 12/20/10.

Disk Doctor Labs Inc., 10015 Old Columbia Road, Columbia 21046, \$47,836, (941), case #10-19432, 12/20/10.

Seating & Systems Inc., 8980 State House Route 108, Columbia 21045, \$50,464, (941), case #10-19433, 12/21/10.

FEDERAL TAX LIENS - PERSONAL

Carroll County

Phillip P. Rodbell, 927 Wampler Lane, Westminster 21158, \$521,878, case #06M10036524, 12/21/10.

Bruce L. Sager, 1685 Tulls Overlook Drive, Westminster 21157, \$156,541, case #06M10036526, 12/21/10.

Howard County

Gladstone D. Davis, 5502 Harvest Scene Court, Columbia 21044, \$219,360, (1040), case #10-19339, 11/22/10.

Musa S. Collidge-Asad/Humma M. Asad, 3005 Cluster Pines Court, Ellicott City 21042, \$116,533, (1040), case #10-19362, 11/23/10.

Dwight K. Langley, 5307 Butler Court, Columbia 21044, \$174,029, (1040), case #10-19384, 12/07/10.

Thomas P. Ridley/Kathy L. Harrison, 2904 Chestnut Hill Drive, Ellicott City 21043, \$107,315, (1040), case #10-19394, 12/13/10.

Joseph E. Baptiste, 7224 Preservation Court, Fulton 20759, \$153,027, (1040), case #10-19408, 12/13/10.

GRADING PERMITS

Baltimore County

(contractor not shown), commercial grading at 5 E. Pleasant Hill Road, Pleasant Hill Pumping Station/On Pleasant Hills (grading for conduit lines/sewer main/pumping station), \$2,250,000.

Wawa Inc. (owner), commercial grading at 516 Main St., (grading for future convenience store), \$70,000.

LAWSUITS FILED

Anne Arundel County

Elite Construction Services Inc. vs. Paul Nguyen/Tachibana LLC, contract, case #02C10157686, 12/16/10.

Michael S. Paddy/Susan D. Paddy vs. Robert W. Blair/Homeland Title & Escrow Ltd., contract, case #02C10157690, 12/16/10.

CIVF I MD1M01 LLC vs. Bulk Mailing and Addressing Inc./Corporate Mailing Services Inc., contract, case #02C10157707, 12/17/10.

Wells Fargo Bank NA vs. Calvin R. Watkins/aka C.R. Watkins Communications, contract, case #02C10157708, 12/17/10.

DCT Bollman MD LLC vs. EIFS Inc./aka EIFS Supply/aka Four Points Supply, contract, case #02C10157714, 12/17/10.

Baltimore City

Kim Y. Johnson vs. Cordish Co. Inc./aka Cordish Companies Inc., other tort, case #24C10009129, 12/14/10.

Loretta B. Mouzon vs. Richard Azabache/Durex Coverings Inc./Maryland Transit Administration, motor tort, case #24C10009158, 12/14/10.

Margie M. Welborn vs. Allstate Insurance Co., motor tort, case #24C10009159, 12/14/10.

Michael Maroney/Donna Maroney/Kathleen Maroney vs. Actavis Inc./Actavis South Atlantic LLC/Corium International Inc., other tort, case #24C10009166, 12/14/10.

Office of the Attorney General Consumer Protection Division vs. DirecTV Inc., other tort, case #24C10009153, 12/15/10.

Elsie William-Jumbo vs. Lawyers Trust Title Co. LLC, other tort, case #24C10009182, 12/15/10.

Lawrence T. Englert vs. Federal Realty Investment Trust, contract, case #24C10009199, 12/16/10.

Lawrence T. Englert vs. Downtown Button & Supply Inc., contract, case #24C10009201, 12/16/10.

Lawrence T. Englert vs. M&O Activewear Inc./aka M&O Knits, other tort, case #24C10009203, 12/16/10.

Lawrence T. Englert vs. Moderene Glass Co. Inc., other civil, case #24C10009204, 12/16/10.

Lawrence T. Englert vs. Nazdar Co., other civil, case #24C10009206, 12/16/10.

John Word vs. City of Baltimore Department of Transportation, other tort, case #24C10009214, 12/16/10.

Jack Lambert vs. Maryland Department of Transportation Maryland Port Administration, other tort, case #24C10009222, 12/16/10.

Carol Jones-Staten vs. Nail Trix Inc./Charles A. Duong, other tort, case #24C10009223, 12/16/10.

Samuel H. Mwabira-Simera vs. Thompson Hospitality Services LLP/Derrick Terry/Monica Brockman, other civil, case #24C10009226, 12/16/10.

Cincinnati Insurance Companies/aka Fisher Auto Parts vs. Cardone Industries USA, contract, case #24C10009237, 12/16/10.

Alicia D. Paul vs. Second Blackburn LP/Berkshire Property Advisors LLC/Community Pool Service Inc., other tort, case #24C10009245, 12/17/10.

Tanya Bellamy-Stephens vs. University of Maryland Family Medicine Associates PA/aka University of Maryland Family and Community Medicine/University of Maryland Medical System Corp., other tort, case #24C10009247, 12/17/10.

Nancy F. Ulbinsky vs. The Johns Hopkins Health System Corp./The Johns Hopkins Hospital/The Johns Hopkins University, other tort, case #24C10009248, 12/17/10.

Nancy C. Akre vs. David Miller/James Kujan/Universal Plumbing of Maryland, other tort, case #24C10009260, 12/20/10.

Barbara Wajbel vs. Allstate Insurance Co., motor tort, case #24C10009270, 12/20/10.

Larry Lockett/Lauren Lockett/Estate of Lorielle Lockett vs. Joan Blomquist MD/Greater Baltimore Medical Center Inc., other tort, case #24C10009274, 12/20/10.

Tri-Gas & Oil Co. Inc. vs. Jagjits Singh Sidhu/aka ASJS Enterprises/aka ASJS Inc., contract, case #24C10009279, 12/20/10.

Adrienne Schickert vs. Paul G. Council/ Monumental Supply Co., motor tort, case #24C10009290, 12/20/10.

Sharona Marks/Darlene Nelson vs. State Farm Mutual Automobile Insurance Co., motor tort, case #24C10009295, 12/20/10.

Lawrence T. Englert vs. Texpak Inc., other civil, case #24C10009314, 12/21/10.

Lawrence T. Englert vs. High 5 Sportswear Inc., other civil, case #24C10009317, 12/21/10.

Vonzella Johnson/Elaine Hill vs. Veolia Transportation Inc., motor tort, case #24C10009324, 12/21/10.

Lynda Cutbill vs. Nicholas D. Kent/Daniel Bradley/Napa Transportation Inc., motor tort, case #24C10009344, 12/27/10.

Baltimore County

Trane US Inc. vs. HVWM LLC/Hunt Valley Towne Center LC/MVP Lanes LLC, mechanics liens, case #03C10014331, 12/22/10.

Edward J. Hoben/Brenda J. Hoben vs. James K. Smolev/Chesapeake Urology Associates PA, medical malpractice, case #03C10014340, 12/22/10.

Crondall Corner Associates LLC vs. Studio 77 Hair Salon LLC/Felix Marks/Brandi Hariston, contract, case #03C10014357, 12/22/10.

Constar Realty Information Inc. vs. Mike Wilson Marketing Inc./Equitax Property Consultants Ltd., contract, case #03C10014368, 12/27/10.

Shamin Shah vs. Carrabbas Italian Grill LLC, other tort, case #03C10014379, 12/27/10.

Leo McCoy/Mark Washington/Damon Washington et al. vs. Patient First Maryland Physicians Group PC/Patient First Maryland Medical Group PLLC/Patient First Medical Services Corp., medical malpractice, case #03C10014389, 12/27/10.

Sheppard Pratt Health Systems Inc. vs. Whiting Turner Contracting Co./Alliance Roofing & Sheet Metal Inc./HDR Architecture Inc., contract, case #03C10014393, 12/27/10.

MJ Morgan Group LLC/aka MJ Morgan Group vs. Hudak Asbestos Removal Inc./Hudak Con-

struction Services Inc./Hudak Management Services LLC, contract, case #03C10014425, 12/27/10.

Georgia Frankton vs. Silvergate Condominium, other tort, case #03C10014433, 12/27/10.

George L. Schnader Jr. Inc. vs. In the Pines LLC, mechanics liens, case #03C10014452, 12/28/10.

Ruby D. Ryles vs. Great Atlantic & Pacific Tea Co. Inc./aka Super Fresh United States Corp., other tort, case #03C10014465, 12/28/10.

Charlotte Ruffin vs. Sista's Where the Brothers Meet Inc., other tort, case #03C10014480, 12/29/10.

Aireco Supply Inc. vs. Danny B. Moyer/aka A&A Ability Heating & Cooling, contract, case #03C10014481, 12/29/10.

Debra Westerfeld vs. Pep Boys/aka Merrit Boulevard Properties, other tort, case #03C10014504, 12/29/10.

Carroll County

Robert Burgess vs. Advanced Building Engineering Services LLC, other civil, case #06C10058170, 12/27/10.

Harford County

Manufacturers & Traders Trust Co. vs. Joseph Amato/aka Joseph Amato Jewelry Repair/Alicia Amato, contract, case #12C10004069, 12/20/10.

Casper P. Hancock vs. Metro Public Adjustment Inc., contract, case #12C10004074, 12/20/10.

Michelle L. Wolf vs. ARC Northern Chesapeake Region Foundation Inc./Danny J. Williams, motor tort, case #12C10004079, 12/21/10.

Howard County

Judy E. Harris vs. Cedar Shopping Centers Inc., motor tort, case #13C10085170, 12/22/10.

NEW CORPORATIONS

State of Maryland

Brecka Consulting Group LLC, 5470 Brooks Woods Road, Lothian 20711.

All Around Town Personal Concierge LLC, 5409 Rapidan Court, Lothian 20711.

Rona K. Myers, 9228 Redbridge Court, Laurel 20723.

Sals Metroplus Transportation LLC, 9366 Canterbury Riding, Laurel 20723.

Nurse Connections Of Maryland LLC, 8326 Lyndhurst St., Laurel 20724.

Douglas Alexander Ayala, 430 Barbersville Road, Laurel 20724.

Solar Power And Heating LLC, 8022 Moss Bank Drive, Laurel 20724.

Potomac Mesosystems LLC, 231 Hidden Valley Road, Tracys Landing 20779.

Brown Boys LLC, 8610 Washington Blvd. Suite 200, Jessup 20794.

S. Richard Willis, 1023 Old Philadelphia Road, Aberdeen 21001.

Mattes Funding LLC, 921 Old Philadelphia Road, Aberdeen 21001.

Hose Beaters BBQ LLC, 3306 Abingdon Road, Abingdon 21009.

Brian Edward Otremba, P.O. Box 1349, Abingdon 21009.

Laurie Diane Moynihan, 229 Millchurch Road, Arnold 21012.

Oak Drive LLC, 352 Oak Drive, Arnold 21012.

Stephanie Anne Monnet McLoughlin, 4806 Bart Allen Lane, Baldwin 21013.

The Mac Group Of Bel Air LLC, 1106 Saddleback Way, Bel Air 21014.

Fresh Look Restoration LLC, 9 McGregor Way, Bel Air 21014.

Bel Air Real Estate Group LLC, 1415 St. Francis Road, Bel Air 21014.

Alfred L. Reeves, 934 Buckland Place, Bel Air 21014.

FCD Foods LLC, 1901 Calvary Road, Bel Air 21015.

The Still Point Wellness Centers LLC, 12451 Clarksville Pike, Clarksville 21029.

Main Event Poker LLC, 7358 Sanner Road, Clarksville 21029.

Zumen LLC, 6339 Ten Oaks Road Suite 150, Clarksville 21029.

Bay Front Builders LLC, 10616 Beaver Dam Road, Hunt Valley 21030.

Dawn A. Phillips, 5141 Green Bridge Road, Dayton 21036.

Sound Mind Consulting LLC, 15166 Sapling Ridge Drive, Dayton 21036.

Diamond Hair Studio LLC, 906 Olive Branch Court, Edgewood 21040.

2Cresmucis LLC, 2607 Maidens Lane, Edgewood 21040.

IWK Property Management LLC, 2203 Retreat Court, Edgewood 21040.

Ronald J. Jackman, 1946 Melvin Drive, Edgewood 21040.

Stephen Essuman, 810 Windstream Way Apt. B, Edgewood 21040.

Integral Engineering Solutions LLC, 13245 Triadelphia Road, Ellicott City 21042.

Jessie Bell XI LLC, 5044 Dorsey Hall Drive Suite 204, Ellicott City 21042.

Holden Home Improvements Inc., 8916 Lee Manor Drive, Ellicott City 21043.

East Moon Shipley's LLC, 5725 Richards Valley Road, Ellicott City 21043.

Thomas L. Brod, 11365 Heathertoe Lane, Columbia 21044.

Lois Leahy, 5152 Endymion Lane, Columbia 21044.

Mary Lou Productions LLC, 5472 Wooden Way, Columbia 21044.

McGinn Real Estate Group LLC, 5655 Vantage Point Road, Columbia 21044.

Perfect Venture Holdings LLC, 5457 Twin Knolls Road Suite 101, Columbia 21045.

Symphony Of Earth Skin Care And Aromatics LLC, 9047 Watchlight Court, Columbia 21045.

Anything On Us LLC, 8630-M Guilford Road Suite 236, Columbia 21046.

DP2 Consulting LLC, 9652 Stirling Bridge Drive, Columbia 21046.

Eat Well Stay Well LLC, 10296 Shaker Drive, Columbia 21046.

Chesapeake Research Review Inc., 7063 Columbia Gateway Drive Suite 110, Columbia 21046.

A.L.R. Pest Management LLC, 1809 Parkvue Road, Fallston 21047.

Daniel P. Jagodzinski, 2018 Copperwood Way, Fallston 21047.

Michael John Stachelek, 3377 Sunny Brook Drive, Finksburg 21048.

Hannah & Mason Investment Property LLC, 2306 Johnson Mill Road, Forest Hill 21050.

Deborah C. Farrand, 1315 Deer Creek, Forest Hill 21050.

North Forest North LLC, 2101 Rock Spring Road, Forest Hill 21050.

Steven Michael Weber Jr., 2572 Davidsonville Road, Gambrills 21054.

Financial Helpers LLC, 11313 Manor Road, Glen Arm 21057.

Roots Up Development LLC, 7731 Beaghan Court, Glen Burnie 21060.

Candyece L.M. Hodge-Taylor, P.O. Box 12, Glen Burnie 21060.

Frederick C. Howard, 300 Mary Lou Ave., Glen Burnie 21060.

Comnet Solutions LLC, 101 N. Meadow Drive, Glen Burnie 21060.

Kathleen Anthony, 16 Thomas Road, Glen Burnie 21060.

Candyece Lakisha Marise Hodge-Taylor, 6913 Glenridge Circle Suite B-4, Glen Burnie 21061.

Hasan F. Ali Abdul Rasheed, 6517 Grainger Court, Elkridge 21075.

3002 Bayonne LLC, 6703 Tranquil Way, Elkridge 21075.

Blazing Brook LLC, 8735 Blazing Brook Way, Elkridge 21075.

Art's Seafood And Produce LLC, 7226 Parkway Drive, Hanover 21076.

One Night Rental LLC, 2657 Annapolis Road Suite G, Hanover 21076.

John Deforte, 550 Bourbon St., Havre De Grace 21078.

Woodrow E. Hower III, 3520 Old Level Road, Havre De Grace 21078.

Debbie Dipino-Ciatiez, 3726 Jarrettsville Pike, Jarrettsville 21084.

AJC Holdings LLC, 1745 W. Jarrettsville Road, Jarrettsville 21084.

Ultimate Homes Realty LLC, 505 Newberry Court, Joppa 21085.

Empyrean Enterprises LLC, 620 Harborside Drive Suite F, Joppa 21085.

325 Macon LLC, 444 Elm Twin Court, Linthicum 21090.

Armada Corp. Inc., 9690 Deereco Road Suite 410, Timonium 21093.

Jeffrey Paul Natterman, 624 Goucher Ave., Lutherville 21093.

VOX LLC, 128 Greenmeadow Drive, Timonium 21093.

Serena Jae Photography LLC, 6 Dalecrest Court No. 103, Lutherville Timonium 21093.

Chapelwood Enterprises LLC, 310 Chapelwood Lane, Lutherville 21093.

Happy Helpers Cleaning LLC, 3418 Viewridge Circle, Manchester 21102.

Clarence L. Stonesifer Jr., 3245 Beaver St., Manchester 21102.

Jonathan Thompson, 8355 Telegraph Road, Odenton 21113.

Seven Oaks Apartments Phase I, 2100 Sentry Court, Odenton 21113.

Amber Nicole Hetrick, 1214 Brietwert Ave., Odenton 21113.

Kim M. Walters, 20 Gwynnswood Road, Owings Mills 21117.

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Klein GSA SSA LLC, 11299 Owings Mills Blvd. Suite 200, Owings Mills 21117.
DC North LLC, P.O. Box 1050/10075 Red Run Blvd., Owings Mills 21117.
DNA Marketing LLC, 10075 Red Run Blvd. Suite 201, Owings Mills 21117.
Beltway Cleaners LLC, 10836 Will Painter Drive, Owings Mills 21117.
Ebony Wiggins, 4720 Avatar Lane, Owings Mills 21117.
William Brown LLC, 10729 Park Heights Ave. No. 2-C, Owings Mills 21117.
AJS Connection LLC, 72 Lowergate Court, Owings Mills 21117.
Maynor Monroy Painting LLC, 13 Bradbury Road, Owings Mills 21117.
Tiger 451 LLC, 8532 Schmidts Lane, Pasadena 21122.
Denise Douglas, 4022 Brummel Road, Pasadena 21122.
Peppers Grill LLC, 8154 Armiger Drive, Pasadena 21122.
Eternity Automotive LLC, 3923 Creekside Drive, Pasadena 21122.
Joly Enterprises, 194 12th St., Pasadena 21122.
SWP Technologies LLC, 18 Silver Hill Court, Perry Hall 21128.
The Option Group LLC, 14039 Sunnybrook Road, Phoenix 21131.
US Woundcare LLC, 2128 Highland Ridge Drive, Phoenix 21131.
All Access Settlement Services LLC, 13621 Bardon Road, Phoenix 21131.
Kevin A. Rogers, 8645 Lucerne Road, Randallstown 21133.
Valentine Gisele, 9820 Southall Road, Randallstown 21133.
Sherie Horton-Spencer, 2 Towhee Court, Randallstown 21133.
Watts Center LLC, 2121 Emory Road, Reisterstown 21133.
Botnick-Sanderoff LLC, 305 Bonnie Meadow Circle, Reisterstown 21136.
Patricia Lucille Jones, 13 Bellinger Court, Reisterstown 21136.
Majac Energy Consultants LLC, 703 Wilson Green Court Suite 777, Reisterstown 21136.
POPP LLC, 5 Augustus Wally Court, Reisterstown 21136.
Tagou LLC, 7306 Noisy Note Court, Severn 21144.
Gerry Vandagna Scholarship Fund, 491 Maple Road, Severna Park 21146.
Papivax LLC, 345 Baltimore Annapolis Blvd. Suite 217, Severna Park 21146.
Prepquest LLC, 46 Mulard Court, Severna Park 21146.
DOR Properties LLC, 1215 Business Parkway N., Westminster 21157.
Thomas Bennett Walker, 184 Greenvale Road, Westminster 21157.
Link - Singer I LLC, 2625 Old Washington Road, Westminster 21157.
Campitelli Masonry Inc., 506 Old Westminster Pike, Westminster 21157.
Maryland Green Fuels LLC, 9 Westminster Shopping Center No. 111, Westminster 21157.
Interiors By Leo Decorium LLC, 2535 Stone Road, Westminster 21158.
Fales Realty LLC, 1327 Laurel Lane, Westminster 21158.
Collin Salazar, 4345 Norrisville Road S, White Hall 21161.
B&B Truck Rentals LLC, 11424 Pulaski Highway, White Marsh 21162.
Real Estate Dynamics LLC, 827 W. Lombard St. Suite 200, Baltimore 21201.
14 Fairview Avenue LLC, 836 Park Ave. Second Floor, Baltimore 21201.
Eldon W. Baldwin LLC, 871 N. Howard St., Baltimore 21201.
Cielo LLC, Two N. Charles St. Suite 600, Baltimore 21201.
Atapco Canton LLC, 10 E. Baltimore St. Suite 1600, Baltimore 21202.
Kong Fei Long Realty LLC, 204 S. High St., Baltimore 21202.
Law Offices Of Adam M. Smallow LLC, 10 E. Chase St., Baltimore 21202.
417 Baltimore Street Property LLC, 417 E. Baltimore St., Baltimore 21202.
Sidney's Florist & Gift Expressions LLC, 912 E. Preston St., Baltimore 21202.
M&M Auto Source LLC, 1 E. Chase St. Suite 1128, Baltimore 21202.
Workspaces Baltimore LLC, 509 S. Exeter St., Baltimore 21202.
Zyan LLC, 200 E. Lexington St. Suite 1102, Baltimore 21202.
Marisol L. Escalante, 300 E. Lombard St., Baltimore 21202.
PT Applied Health LLC, 250 S. President St. Suite 2300, Baltimore 21202.
Investors Title Group LLC, 409 Washington Ave. Suite 1005, Towson 21204.
Jones Patricia Shannon, 431 Alabama Road, Towson 21204.

S&M #1 LLC, 2332 E. Monument St., Baltimore 21205.
United Iron & Metal East Yard LLC, 4201 E. Monument St., Baltimore 21205.
S&M #2 LLC, 2332 E. Monument St., Baltimore 21205.
Carolyn Hutton, 802 N. Washington, Baltimore 21205.
Chai Ji LLC, 2124 E. Monument St. Suite D, Baltimore 21205.
Grange 2022 LLC, 2022 Jefferson St., Baltimore 21205.
Rosemary Dunn, 4704 Frankford Ave., Baltimore 21206.
Gregory Scott Oma, 4214 Willshire Ave., Baltimore 21206.
Precious Wharwood, 5001 Gunther Ave., Baltimore 21206.
J&T Signage LLC, 3814 Birchview Ave., Baltimore 21206.
R&G Lily LLC, 5512 Sinclair Greens Drive, Baltimore 21206.
GTG Transportation LLC, 1200 Daniels Ave., Baltimore 21207.
Roland Home Services LLC, 3832 Arbutus Ave., Baltimore 21207.
Quality Reliable LLC, 19 Walden Poplar Court, Baltimore 21207.
Avir-Greenville Class A LLC, 6 Reservoir Circle Suite 103, Baltimore 21208.
Avir-Greenville LLLP, 6 Reservoir Circle Suite 103, Baltimore 21208.
Sports America Collectibles LLC, 8 Garrison Farms Court, Baltimore 21208.
Zahlco Construction LLC, 1212 Reisterstown Road, Baltimore 21208.
James Lee Dennis Jr., 9050 Iron Horse Lane No. 238, Pikesville 21208.
Angelberry Organics LLC, 101 Carneliard Court, Pikesville 21208.
Joseph C. Howard Jr. Enterprises LLC, 9119 Field Road, Pikesville 21208.
Arc Capital Group LLC, 6611 Amleigh Road, Baltimore 21209.
Robin Harris, 5708 Rockspring Road No. B, Baltimore 21209.
Abigail Pearlman, 2826 Marnat Road, Baltimore 21209.
Sheila Maynor, 2358 Sundew Terrace, Baltimore 21209.
Baltimore Bed Bug Dogs LLC, 4410 Sedgwick Road, Baltimore 21210.
Oskar International LLC, 6009 Hunt Ridge Road Suite 3232, Baltimore 21210.
Velpeau Contracting LLC, 3515 Buena Vista Ave., Baltimore 21211.
Frank Lee Barnes Jr., 818 Wilbert Ave., Baltimore 21212.
Curtis D. Lambert, 904 Beaumont Ave., Baltimore 21212.
Alice D. Glover, 526 Beaumont Ave., Baltimore 21212.
24-7 Entertainment LLC, 703 Highwood Drive, Baltimore 21212.
Mike & Demba Auto Sales LLC, 4300 Erdman Ave., Baltimore 21213.
Creative Food Management Associates LLC, 3115 White Ave., Baltimore 21214.
Charmed Life LLC, 4505 Harford Road, Baltimore 21214.
La Union Market II LLC, 6709 Reisterstown Road, Baltimore 21215.
Latorya Williams, 5136-B Park Heights Ave., Baltimore 21215.
HK Inc., 3912 W. Belvedere Ave., Baltimore 21215.
Leichter Accounting Services LLC, 5927 Bland Ave., Baltimore 21215.
Adrienne J. Hollimon, 3901 Mortimer Ave., Baltimore 21215.
Lisa Thomas, 4000 Clarks Lane, Baltimore 21215.
Sutton Enterprises LLC, 9 Cobblestone Court Apt. 2-B, Baltimore 21215.
Eugene D. Byrd LLC, 3324 Dolfield Ave., Baltimore 21215.
Top Taste Jerk LLC, 2010 Denison St., Baltimore 21216.
Glam Girl Accessories LLC, 2311 N. Longwood St., Baltimore 21216.
Dontate L. Adams, 1813 Clifton Ave., Baltimore 21217.
Simmar Auto LLC, 700 N. Fulton Ave. Apt. 4, Baltimore 21217.
Rainbow Angel LLC, 504 E. 39th St., Baltimore 21218.
Mitchell And Co. LLP, 615 E. 34th St., Baltimore 21218.
Gina Publishing Co. Inc., 626 Dumbarton Ave., Baltimore 21218.
Abrams Real Estate LLC, 110 E. 25th St., Baltimore 21218.
Spic & Span II Cleaning Services LLC, 908 Homestead Ave. First Floor Rear, Baltimore 21218.
Winning Circle LLC, 1016 E. 36th St., Baltimore 21218.
Julius T. Pratt, 420 E. 30th St., Baltimore 21218.
Superior Delivery Service LLC, 3919 Rexmere

Road, Baltimore 21218.
Jennifer Labudde, 2814 Guilford Ave., Baltimore 21218.
Anthony Collins, 12 W. 20th St., Baltimore 21218.
James Gay Real Estate Brokerage Of Maryland LLC, 3205 Lynch Road, Baltimore 21219.
G&A Hauling LLC, 4 Randy Frost Court, Middle River 21220.
Akinson Lifted International LLC, 502 Hazy Way Court, Baltimore 21220.
American Limousine & Sedan Service LLC, 684 Luthardt Road, Middle River 21220.
G&D Quality Contracting LLC, 1224 Bayside Road, Essex 21221.
Davis Brothers Income Tax Service LLC, 1927 Old Eastern Ave., Baltimore 21221.
Afonagnon A. Azonaekon, 952 Pujas Circle, Essex 21221.
Glenn A. Magee, 522 Back River Neck Road, Essex 21221.
Kimberly Sue Musser, 2631 Wilkens Ave., Baltimore 21223.
David Chance, 1950 W. Franklin St., Baltimore 21223.
Rachel Priscilla Hickson, 1302 Hollins St., Baltimore 21223.
Laurin Troup Garcia, 118 S. Curley St., Baltimore 21224.
Drum 365 LLC, 30 N. Decker Ave., Baltimore 21224.
Stephen Cleaning Services LLC, 1308 Anglesea St. Apt. 1-B, Baltimore 21224.
Tyrone Parker, 134 Twin Circle Way S., Baltimore 21227.
Make 'Em Right Bartending Service LLC, 9 Ramsgate Court, Halethorpe 21227.
Marsean Couture Trinkets Inc., 9 Ramsgate Court, Halethorpe 21227.
JP Jensen Collections LLC, 507 Bathurst Road, Catonsville 21228.
Susan Lori Shafer, 425 Oella Ave. Suite D, Catonsville 21228.
JazzticFuso Productions LLC, 1433 Gibsonwood Road, Catonsville 21228.
Tony Randolph Sr., 3722 Edmondson Ave., Baltimore 21229.
Korene T. Senior, 1201 Wildwood Parkway, Baltimore 21229.
Quality Guest Services LLC, 3716 Clarenell Road, Baltimore 21229.
MJL Investments LLC, 620 E. Fort Ave., Baltimore 21230.
Atlantic Maintenance Group LLC, 1633 Webster St., Baltimore 21230.
Susan Levan, 1323 Lowman St., Baltimore 21230.
Green Street Environmental LLC, 1700 Beason St., Baltimore 21230.
Admirals Cup LLC, 1645 Thames St., Baltimore 21231.
Carl Snavelly, 2802 Upridge Court Apt. F, Parkville 21234.
Manic Sessions LLC, 4 Farmingham Court Apt. B, Parkville 21234.
Superior Appraisal Services LLC, 7982 Honeygo Blvd. No. 7, Baltimore 21236.
Jerome J. Andreasik Jr., 32 Belhaven Drive, Baltimore 21236.
Electronic Data Solutions Inc., 1201 Philco Road, Baltimore 21237.
Laura Anderson, 8318 Philadelphia Road, Rosedale 21237.
Curry And Co. LLC, 1638 Ingram Road, Baltimore 21239.
Tracy Harris, 1531 Sherwood Ave., Baltimore 21239.
Sandra De Gloria King, 2101 Cedar Barn Way, Baltimore 21244.
Oscar Auto Sales LLC, 3517 Langrehr Road Suite 109, Baltimore 21244.
A2Z Global LLC, 7404 Lesada Drive Apt. 1-D, Windsor Mill 21244.
Sheron Dunkley, 3304 Greenmeade Road, Baltimore 21244.
Enrique's Silver And Fine Jewelry LLC, 2400 Sarum Court, Windsor Mill 21244.
Cherry Tiffany Chevon, 2418 Golders Green Court, Baltimore 21244.
Himalayan Services LLC, 64 Acorn Circle Suite 303, Towson 21286.
Breze Auto Sale LLC, 1055 Taylor Ave. Room 304, Baltimore 21286.
Lauren Elizabeth Matera, 515 Kansala Drive, Annapolis 21401.
Osprey Manager IV LLC, 175 Admiral Cochrane Drive Suite 201, Annapolis 21401.
Lightsky Energy LLC, 175 Admiral Cochrane Drive Suite 201, Annapolis 21401.
Phippstrips LLC, 31 Old Solomons Island Road Suite 201, Annapolis 21401.
A&R Wholesaler LLC, 215-B Farragut Court Apt. 205, Annapolis 21403.
Manfredy Diaz-Portillo, 1008 Tallwood Road Apt. TD, Annapolis 21403.
The Coffee Cottage LLC, 1161 Spa Road, Annapolis 21403.
Sport Styles Boutique LLC, 2480 Route 97 Suite 9, Glenwood 21738.

Absolute Solutions LLC, 2800 Strawbridge Lane, New Windsor 21776.
Rachuba Property Concepts LLC, 946-A Marimich Court, Eldersburg 21784.
Tangela L. Dozier, 1807 Fallstaff Court, Eldersburg 21784.
Patapasco River Stables LLC, 727 River Road, Sykesville 21784.
Exceptional Business Services LLC, 5703 French Ave., Sykesville 21784.
Contracting Services LLC, 2066 Harvest Farms Road, Sykesville 21784.
Samuel Allen Harman, 2035 Blacks School House Road, Taneytown 21787.
Sheryl L. Harrison, 7505 Woodbine Road, Woodbine 21797.
Magothy Consulting Group LLC, 16905 Old Sawmill Road, Woodbine 21797.

REAL ESTATE TRANSACTIONS - COMMERCIAL

Anne Arundel County

Preston Patagonia A.M. LLC to Dorsey Ridge Associates LLC, c/o Questar Properties LLC 124 Slade Ave. Suite 200, Baltimore 21208; Arundel Mills Blvd., Hanover 21076, Map 8 Grid 20 Parcel 293, \$23,860,000.
Grange Partners Industrial I LLC to Transwestern 7190 Parkway LLC, 150 N. Wacker Drive Suite 800, Chicago, Ill. 60606; Baltimore Washington Parkway, Hanover 21076, 11.72 Acres Map 8 Grid 2 Parcel 476, \$12,300,000.

Baltimore City

Chesapeake Paperboard to Mayor and City Council of Baltimore, 417 E. Fayette St. No. 1001, Baltimore 21202; 1620 Whetstone Way, Baltimore 21230, Lot 7-B Block 2034 Map 24, \$10,599,921.
Terry Coffman II LLC to Ri Fei Zheng/Kong Fei Chen, 6511 Manton Way, Lanham 20706; 204 S. High St., Baltimore 21202, Lot 1 Block 1407 Map 3, \$1,280,000.
Belvieu Gardens LLC to Blue Ocean Belvieu LLC, 5906 Park Heights Ave., Baltimore 21215; 3915 Belvieu Ave./4610 Wallington Ave., Baltimore 21215, Lots 25/26 Block 2975 Map 15, \$672,000.
1439 South Charles LLC to Galway Properties LLC, 3026 Shepperd Road, Monkton 21111; 1439 S. Charles St., Baltimore 21230, Lot 1 Block 978 Map 23, \$472,500.
Eighteen East LLC to Jeffrey G. Knox/Hector G. Manzano, 18 E. Eager St., Baltimore 21202, Lot 28 Block 506 Map 11, \$383,000.
Morris Tischler to 6122 Headquarters LLC, 6122 Reisterstown Road, Baltimore 21215, Lot 23 Block 4281 Map 28, \$364,659.
3906 Groveland Avenue LLC to Blue Ocean Groveland LLC, 5906 Park Heights Ave. Suite 107, Baltimore 21215; 3906 Groveland Ave., Baltimore 21215, Lot 4 Block 8211 Map 28, \$311,000.

Baltimore County

Orchard Square LLC to H.C. LLC, 2201 Old Court Road, Baltimore 21208; 1212 York Road, (no city/zip shown), 1.707 Acres Map 61 Grid 19 Parcel 230, \$2,750,000.
Wildlife Rescue Inc. to Robert A. Shaw M.D./Rosemarie A. Shaw, 1131 Hunt Creek Lane, Sparks 21152; 19406 Grave Run Road, (no city/zip shown), 16.01 Acres Map 10 Grid 13 Parcel 135 (Agricultural), \$650,000.

Carroll County

Helen B. Shriver et al. to County Commissioners of Carroll County, 225 N. Center St., Westminster 21157; Saw Mill Road, (no city/zip shown), 114.12 Acres Map 21 Grid 18 Parcel 214, \$1,260,950.
SASR Holdings LLC to Rowan Enterprises LLC, 1509 Terra Oaks Court, Mount Airy 21771; 4512 Ridge Road, Mount Airy 21771, 3.11 Acres Map 61 Grid 22 Parcel 635, \$449,900.

Howard County

Gateway Overlook II Business Trust to Writ Gateway Overlook LLC, c/o Writ 6110 Executive Blvd. Suite 800, Rockville 20852; 6803 Old Waterloo Road/Route 108/6610/6690 Marie Curie Drive/8210/8221 Gateway Overlook Drive/Gateway Overlook Drive, Elkridge 21075, Lots A/M/Q/R/S/T/V Benson East, \$23,569,900.
Cornerstone/Abbott House Inc. to Harper House LP, c/o Enterprise Homes Inc. 312 Martin Luther King Jr. Blvd., Baltimore 21201; Cedar Lane, Columbia 21044, Lot 1 Village Harpers Choice, \$4,700,000.

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Lynn Buff Property LLC to Mundy LLC, 200 Business Park Drive Suite 109, Armonk, N.Y. 10504; 9590 Lynn Buff Court, Laurel 20723, Units 13-16 Freestate Crossing Business, \$3,000,000.
Benson Park Business Trust to Writ Gateway Overlook LLC, c/o Writ 6110 Executive Blvd. Suite 800, Rockville 20852; 8330 S.E. Benson Drive, Columbia 21045, Lot D Benson Business Center, \$2,750,000.
Running Brook Business Trust to Writ Gateway Overlook LLC, c/o Writ 6110 Executive Blvd. Suite 800, Rockville 20852; N.W. Ten Mills Road, Columbia 21044, Lot 80 Map 30 Grid 14 Parcel 258, \$1,000,000.
El Dorado II LLC to Third Putt LLC, c/o SunTrust Bank 11834 Rockville Pike, Rockville 20852; 6270 Washington Blvd., Elkridge 21075, .434 Acres Map 38 Grid 8 Parcel 34, \$850,000.

REAL ESTATE TRANSACTIONS - RESIDENTIAL

Anne Arundel County

Fieldstone LLC to U.S. Home Corp., 10211 Wincopin Circle Suite 300, Columbia 21044; 8 424/8426/8428/8430/8432/8434/8436/843 8/8440/8442 Winding Trail/3527/3529/3531 Fisher Hill Road et al., Laurel 20724, Lots 17-33/55-71 Fieldstone, \$4,335,000.
Rhonda J. Harries to John and Jennifer Haughton, 109 Water St., Severna Park 21146, Lot F Severna Park, \$2,270,000.
William H. Wannall to William C. and Cynthia L. Doukas, 1700 Porters Hill Road, Annapolis 21401, Lot 3 Belle Grove, \$1,200,000.
Richard C. Stone to James K. Ronayne/Morgan E. Dwyer, 3728 Thomas Point Road, Annapolis 21403, Lot 40 Oakwood, \$1,075,000.
Mark D. Tindall to Karl F. and Ye Kluegel, 1810 River Watch Court, Annapolis 21401, Lot 1 River Watch, \$805,000.
Tanglewood Properties to Karl F. and Carmen R. Hiller, 417 Epping Way, Annapolis 21401, Lots 3-4/Portion Lots 1-2 Block 48 Epping Forest, \$740,000.
NVR Homes Inc. to Joseph P. and Dawn K. Summers, 1703 Wolcott Way, Hanover 21076, Lot 2 Waterbury Forest, \$702,445.
Glenn J. Obici to Miles D. and Lauren P. Auvil, 1646 Trawler Lane, Annapolis 21409, Lot 109 Saint Margarets Landing, \$610,000.
NVR Homes Inc. to Carroll S. Little Jr./Janet D. Little, 1621 Lindley Drive, Hanover 21076, Lot 5 Waterbury Forest, \$598,305.
NVR Homes Inc. to Anthony and Velesa V. Draughn, 1315 Sewell Farm Drive, Hanover 21076, Lot 11 Heritage Crossing, \$576,040.
William R. Pleasant to Steven and Tara Collins, 721 Linden Grove Place, Odenton 21113; 187 Franwill Court, Severna Park 21146, Lot 22 Block F Berrywood, \$555,000.
George B. Brosan to Paul H. and Donna L. Bookstein, 625 Woodsmans Way, Crownsville 21032, Lot 38 The Ridges, \$550,000.
David A. Lombardi to Diane E. Law, 123 Kingswood Court, Annapolis 21401, Lot 17 Saltworks on Severn, \$549,900.
John H. Thomas Jr. to Tony A. Murphy, 1834 Disney Estates Circle, Severn 21144, Lot 57 Disney Estates, \$515,000.
NVR Homes Inc. to Sheena J. Liburd Perrus, 1710 Wolcott Way, Hanover 21076, Lot 26 Waterbury Forest, \$507,590.
Arundel Preserve No. 10-A LLC to Sally E. Holcomb, P.O. Box 662, Hanover 21076; 2229 Brimstone Place, Hanover 20794, Lot 61 Enclave at Arundel Preserve, \$501,841.
Lyle U. Smith to Robert and Janice Lee, 2084 Ingleside Court, Crofton 21114, Lot 7 Block I Crofton Meadows, \$492,000.
Wesley Carter to Matthew R. and Elizabeth H. Rzepkowski, 459 Honering Trail, Annapolis 21401, Lots 5-6 Block 63 Epping Forest, \$484,000.
Jay Bird Lane LLC to Hal C. and Evelyn C. Curry, 112 Sanderling Court, Glen Burnie 21060, Lot 15 Osprey Landing, \$453,530.
W. Donlon Edwards Trustee to Robert E. and Lisa L. Landstra, 4249 Holly Point Road, Edgewater 21037, 1.49 Acres Map 61 Grid 19 Parcel 13, \$1,400,000.
Carole A. Dempsey to James and Jacquelyn Mattingly, 4122 Cadle Creek Road, Edgewater 21037, Portion Lot 1 Mayo, \$940,000.
Bradley E. Cleveland to Mark D. and Katherine S. Tindall, 38 Southgate Ave., Annapolis 21401, Map 51C Grid 23 Parcel 264, \$915,000.
Fred J. Sherrill to Steven M. and Jennifer J. Schumacher, 115 Marlbrook Road, Severna Park 21146, Lots 12-A/13-A/14-A Severna Park, \$905,000.
Jeffrey L. Jensen to Amalia Phillips, 711 Monterey Ave., Annapolis 21401, Lot 7/Portion Lot 6 An-

napolis, \$825,000.
Francisco F. Blanco Trustee to Paul A. and Lindsay M. Hodapp, 901 Ravelston Terrace, Arnold 21012, Lot 67 Stonington, \$702,000.
Daniel R. MacGloan to Francis J. Purcell III/Fiona J. Purcell, 1251 Clarendon Court, Annapolis 21403, Lot 31 Annapolis Cove, \$588,000.
Tanglewood Properties to Joshua L. Kappers, 544 Second St., Annapolis 21403, Map 52D Grid 11 Parcel 676, \$570,000.
Kimberly F. Wolfe to Henry J. and Doris M. Stehr, 504 Bay View Point Drive, Edgewater 21037, Lot 3 Block Z Cape Loch Haven, \$535,000.
Sean Logan to Raymond J. McCrea Jr./Janelle D. McCrea, 2502 Appleton Lane, Bowie 20716; 2808 Andy Court, Crofton 21114, Lot 22 Chapman Farm at Crofton, \$520,000.
Barbara G. Beckwith to Troy W. Mayer, 7028 Channel Village Court Unit T-2, Annapolis 21403, Unit 7028 Village Chesapeake Harbour, \$520,000.
Kinder Development Corp. to Linda S. Wilson, 1304 Napa Court, Severn 21144, Lot 2 Map 14 Grid 24 Parcel 382, \$507,250.
Brightview Development LLC to Leonhard and Valentina Skorobatsch, 524 Donner Way, Millersville 21108, Lot 59 Shipleys Crossing South, \$474,637.
Barbara S. Crowne to George P. and Barbara J. Patterson, 803 Bermuda Court, Annapolis 21401, Lot 20-R Heritage Harbor, \$471,000.
John Wiseman to A.T.V. Lenders LLC/Equity Trust Co. Custodian, Three Bethesda Metro Center Suite 700, Bethesda 20814; 436 Century Vista Drive, Arnold 21012, Lot 1 Payne/Spriggs, \$460,535.
Park Place Residential to Russell J. and Elisabeth M. Kendzior, Five Park Place Unit 629, Annapolis 21401, Unit 629 Residences at Park Place, \$460,000.
S&T Developers Inc. to Chasey Hunker, 4023 Brummel Road, Pasadena 21144, Lot 5 Brummel Heights, \$397,500.

Baltimore County

William L. Jews to Christopher F. Coon, 35 Evan Way, Baltimore 21208, Lot 18 Anton North, \$1,400,000.
Ki Hong Jeong to Michael J. Tsakalos, 913 Denнисford Court, Cockeysville 21030, Lot 14 Burns Property, \$850,000.
Semmes G. Walsh to Robert S. Jr. and Margaret A. Lawrence, 230 Hopkins Lane, Owings Mills 21117; Golf Course Road/Hopkins Lane/230 Hopkins Lane, Owings Mills 21117, 0.538 Acres/0.800 Acres/0.50 Acres/1.858 Acres Map 59 Grid 19 Parcel 319/323/345/243, \$825,000.
Mark J. Whalen to Kevin B. and Molly Moroney, 14836 Hunting Way, Phoenix 21131, Lot 16 Feys Property, \$811,000.
Gerald W. Ruth to Harry J. Jr. and Peggy A. Spicer, 18506 York Road, Parkton 21120; Wood Ave./Pine Ave./8103 Pine Ave., (no city/zip shown), Lots 8/23-27 Pennwood Terrace, \$660,000.
Charles A. Sturm Jr. to Kimberly A. and Timothy Manuelides, 1612 Barthel Road, Lutherville 21093, Lot 20-A Bearman Property, \$624,900.
Vindsor Road LLC to Nathaniel T. and Elizabeth A.R. Wright, 3203 Tameron Woods Circle, Baltimore 21244, Lot 45 Tameron Woods, \$620,000.
Joseph G. Hobelmann to Sean M. and Kathy K. Brady, 11535 Falls Road, Lutherville 21093, Lot 8 Fallswood, \$600,000.
Orazio Coppola to Michael J. Pastore II/Jessica L. Pastore, 14616 Manor Road, Phoenix 21131, 2.033 Acres Map 36 Grid 13 Parcel 146, \$584,000.
Melissa D. Wolinski to Charles and Katherine D. Rudolph, 6737 Mount Vista Road, Kingsville 21087, .57 Acres Map 54 Grid 23 Parcel 331, \$549,000.
Charles A. Sommers III to Clyde K. and Gail L. Wattenbarger, 7400 Milardo Drive, Kingsville 21087, 2.767 Acres Map 64 Grid 13 Parcel 518, \$515,000.
Christopher K. Steuart to Ellen R. Gruber, 2306 Western Run Road, Cockeysville 21030, 2.096 Acres Map 33 Grid 8 Parcel 66, \$510,000.
Mary Grace Oshea to Mahmood and Linda D. Alikhan, Eight Seminary Drive, Lutherville Timonium 21093, Lot 1 Seminary Springs, \$510,000.
Steve R. Shimko to Jonathan D. and Catherine L. Smith, 12 Franklin Tree Court, Baltimore 21228, Lot 54 Patapsco Woods, \$510,000.
Roger J. Rath to Roger J. Bohot, 3752 Bakers School House Road, Freeland 21053, 2.4727 Acres Map 5 Grid 3 Parcel 128, \$478,000.
Frank H. Robinson Jr. Trustee to The Susan Ann Huger Trust/The Mary Beth Robinson Trust, Nine Sonanach Court, Baltimore 21286, Lot 8 Sonanach, \$460,000.
Philip Laws Howard to Glenn E. and Anne M. Momberger, 2141 Pine Valley Drive, Lutherville Timonium 21093, Lot 15 Block E Valley Wood, \$449,900.
Samuel H. Shearman to Marc I. and Lilis Haupt-

man, 905 Ellendale Drive, Baltimore 21286, 1.89 Acres Map 61 Grid 12 Parcel 433, \$425,000.
Thomas M. Marhsall Jr. to Christopher and Kelly Cortina, 13 Seminole Ave., Baltimore 21228, Map 100 Grid 18 Parcel 763, \$420,000.
Patrick W. Farah to Jason B. and Rebecca Polun, Six Timberpark Court, Lutherville Timonium 21093, Lot 3 Timberline Park, \$1,046,500.
Patricia L. Shea to Frank S. Jones/Mary Beth Evelius, 6404 Murray Hill Road, Baltimore 21212, Lot 2 Murray Hill, \$911,025.
Wesley D. Myers to Mark J. and Melissa A. Koden-ski, 1009 Painters Lane, Cockeysville 21030, Portion Lot 9 Boxer Hill Park, \$625,000.
Christopher M. Erwin to David and Jolanda T. Hausner, 105 Kirsten Court, Parkton 21120, Lot 19 Piereman Property, \$615,000.
George B. Delahunty Jr. to Anne Inasley Clemson, 3105 Hunting Tweed Drive, Owings Mills 21117, Lot 31 Huntington, \$605,000.
Bart E. Scott to Lamont D. and Valerie V. Bivens, 4322 Holbrook Road, Randallstown 21133; Holbrook Road/4322 Holbrook Road, Randallstown 21133, .806 Acres/.8217 Acres Map 66 Grid 14 Parcel 666/665, \$570,000.
David J. Burns to Mary C. and Stephanie H. Everts, 802 E. Seminary Ave., Towson 21286, Lot 23 Hampton, \$470,000.
Robert Cummins Rogers Sr. Trustee to James B. and Lisa A. Minter, 8202 White Manor Drive, Lutherville Timonium 21093, Lot 21/Portion Lots 20/22 Heatherfield, \$452,500.
Ralph L. Holzman to Stacy C. Berman, 31 Stags Leap Court, Baltimore 21208, Lot 43 Hopkins Property, \$445,000.
Ronald A. Krause to Matthew P. and Kristen L. Willis, 1103 Reames Road, Baltimore 21220, Lot 2 Culler Property, \$432,000.
Michael T. Freehill to Joanna Shuba, Five Farm Brook Court, Perry Hall 21128, Lot 111 Perry Hall Farms, \$430,000.
M&G Investments LLC to Quyen V. Nguyen/Uyen T. Lam Phuong, 4103 Kiwi Court, Randallstown 21133, Lot 17 Finns Landing, \$425,075.
Russell M. Moore to Clifford K. Ledgerwood II/Kimberly L. Ledgerwood, 616 Stevenson Lane, Baltimore 21286, Lot 9 Wiltondale, \$415,500.
Gena McCalla to Arch Bay Holdings LLC, 1925 Pinnacle Peak Road, Phoenix, Ariz. 85027; 124 W. Cherry Hill Road, (no city/zip shown), Lot 4 Franklin Overlook, \$410,000.

Carroll County

Christopher A. Runkle to Andre A. and Laura L. Mossiat, 2095 Prestwick Road, Reisterstown 21136, Lot 18-A River Downs, \$750,000.
Emmitt E. Gibson to Michael Brad Reynolds/Darcinda M. Reynolds, 3653 Camelback Drive, Mount Airy 21771, Lot 77 Challedon, \$560,000.
NVR Homes Inc. to Kofi Owusu-Antwi, 2010 Oden Drive, Eldersburg 21784, Lot 49 Oak Creek, \$486,515.
James E. Cwieka to Troy N. and Rebecca Carter, 2031 Conan Doyle Way, Eldersburg 21784, Lot 23 Sherlock Holmes Estates, \$479,000.
Scott T. Adams to Kenneth and Lisa Metzbowery, 5554 Compton Lane, Eldersburg 21784, Lot 13 Stone Manor, \$470,000.
NVR Homes Inc. to Joseph L. and Katie E. Has-lup, 1930 Oden Court, Eldersburg 21784, Lot 48 Oak Creek, \$428,085.
Manchester Farms LLC to David C. and Dinah F. Tysinger, 2317 Nevada Drive, Manchester 21102, Lot 268 Manchester Farms, \$386,430.
Lee Higgins to Joseph R. and Katrina W. Ross, 100 Weaver Lane, Hampstead 21074, Lot 1 Baslers Choice, \$368,500.
Richard Campbell to Mark J. and Jennifer L. Deskiewicz, 270 Housen Drive, Westminster 21157, 2.24 Acres Map 46 Grid 11 Parcel 1571, \$350,000.
Suzanne M. Bailey to Robert E. Rosencrance/Stephanie C. Bowman, 5728 Oklahoma Road, Sykesville 21784, Lot 1 High Point, \$345,000.
Michael W. Miller to Ana Dickinson, 6109 Wood-bine Road, Woodbine 21797, Map 72 Grid 7 Parcel 25, \$332,500.
Corey Green to John C. and Megan E. Scandora, 2966 Halston Drive, Manchester 21102, Lot 16 Hallie Hill Farm, \$330,000.
Janet H. Cooper to Travis S. and Jennifer L. Ship-ley, 5362 Saber Court, Mount Airy 21771, Lot 52 Carroll Woods Estates, \$320,000.

Harford County

Jeffrey S. Corey to Robert J. and Irene C. Baron, 1324 Springvale Drive, Bel Air 21015, Lot 37 Willow Chase, \$815,000.
Patrick D. Campbell to Tamara L. Calligaro, 2011 Citation Road, Jarrettsville 21084, Lot 98 Harford Downs, \$700,000.
Michael A. Euler to Richmond American Homes of Maryland Inc., 6200 Old Dobbin Lane Suite 190, Columbia 21045; 1625/1627 Kiersten Court/1238 Bear Hollow Court, Forest Hill 21050, Lots 2/4-5 Deer Hollow, \$637,500.

Arthur's Woods LLC to Sean and Gina Mannion, 2309 Arthur's Woods Drive, Bel Air 21015, Lot 31 Arthur's Woods, \$598,744.
N.C.R. Trust to Holly P. Shipley, 3638 Ady Road, Street 21154, Lot 9 Viking Highlands, \$550,000.
Property Partners Investments LLC to Durward and Myrtle M. Carter, Three Glenwood Place, Bel Air 21014, Lot A-3 Glenwood, \$520,000.
NVR Homes Inc. to Deyanira Andino, 702 Monarchos Drive, Havre De Grace 21078, Lot 225 Bulle Rock, \$486,925.
Richmond American Homes to Meaghan G. and Marc P. Alegi, 1006 Pipercove Way, Bel Air 21014, Lot 71 Village Green, \$466,027.
Richmond American Homes to Marshal Victor Richardson/Kelly Ann Richardson, 1012 Pipercove Way, Bel Air 21014, Lot 74 Village Green, \$462,195.
Hickory Investors LLC to NVR Homes Inc., 7540 N. Market St., Frederick 21701; 601 Switchman Drive, Bel Air 21014, Unit 3 Hickory Village, \$461,000.
NVR Homes Inc. to Salvador and Teresa Cipres, 320 Bounding Home Court, Havre De Grace 21078, Lot 529 Bulle Rock, \$460,985.
William R. Mace IV to Tejash S. and Rekha T. Maisuria, 304 Brunswick Road, Bel Air 21015, Lot 40 Greenbrier Hills, \$460,000.
Richmond American Homes to Brian P. and Jenna McElwain, 1001 Pipercove Way, Bel Air 21014, Lot 68 Village Green, \$451,614.
Lee M. Veador to Todd Lee Croucher/Amanda Dawn Croucher, 1403 Woodridge Manor Road, Fallston 21047, Lot 13 Woodridge Manor, \$440,000.
Gregory P. Marks to Robert C. and Cynthia Schafer, 612 Hanna Road, Bel Air 21014, Lot 86 West Gate, \$430,000.
Marcelo Vito to John P. and Lorriane Woods, 2018 Royal Fern Court, Bel Air 21015, Lot 46 Plumtree Estates, \$427,500.
NVR Homes Inc. to John R. and Valerie M. Westgate, 704 Monarchos Drive, Havre De Grace 21078, Lot 224 Bulle Rock, \$416,265.
NVR Homes Inc. to Rodney and Alexis Lynk, 310 Bounding Home Court, Havre De Grace 21078, Lot 560 Bulle Rock, \$407,110.
Steven Ried Johnson to Alberto Acevedo/Luz L. Alvira, 1050 Barrymore Drive, Bel Air 21014, Lot 143 Brentwood Park, \$375,000.
NVR Homes Inc. to Uladzimir Laryoshyn/Liudmila Laryoshyna, 726 Perthshire Place, Abingdon 21009, Unit 14 Monmouth Meadows, \$358,000.
Bobby Dale Williams to Christopher R. and Mary E. Bubeck, 800 Charmane Court, Bel Air 21014, Lot 84 Brentwood Park, \$357,000.
Thomas M. Gnade to Melissa M. and Michael W. Huber, 2402 Gilwood Drive, Joppa 21085, Lot 21 Kingswood, \$345,000.
NVR Homes Inc. to Craig R. and Gina M. Russo-mano, 742 Perthshire Place, Abingdon 21009, Unit 22 Monmouth Meadows, \$342,420.
Charles Stanfield to David and Jennifer Redding, 3527 Glenoak Drive, Jarrettsville 21084, Lot 46 Fox Meadows, \$340,000.
NVR Homes Inc. to Louis Charles Hertler/Dana Lynn Hertler, 1305 Barberrry Drive, Edgewood 21040, Lot 30 Rock Hall, \$337,415.
Glen Parker to Peter Klema/Jaime Lee Klema, 211 Whitethorn Way, Churchville 21028, Lot 107 Rolling Green, \$330,000.
NVR Homes Inc. to Jeremy Marc Zwirn, 740 Perthshire Place, Abingdon 21009, Unit 21 Monmouth Meadows, \$325,890.
Carl Vaughn Strein to John Kendall Marx/Meghan Bennett-Marx, 1520 Cedarwood Drive, Bel Air 21014, Lot 95 Cedarwood, \$325,000.
Christopher C. Maistros to Brian K. Ferguson/Sun Kum Ferguson, 201 Pointe Way Unit A, Havre De Grace 21078, Lot 27 Seneca Pointe, \$309,000.
Audrey V. Kaminski Trustee to Samuel A. and Abimbola C. Adegbilero, 801 W. Farrow Court, Bel Air 21014, Lot 83 Brentwood Park, \$307,000.
NVR Homes Inc. to William Ernest Quillen, 730 Perthshire Place, Abingdon 21009, Unit 16 Monmouth Meadows, \$306,326.
Virginia Masenior to Melvin J. Cieslak/Deborah A. Drankiewicz, 302 Donald Circle Unit 45, Forest Hill 21050, Lot 45 Waterford Commons, \$304,700.
Federal National Mortgage to Aviel D. Rubin, Five Carolyn Court, Owings Mills 21117; 3417 Henry Harford Drive, Abingdon 21009, Lot 60 Pomeroy Manor, \$301,000.
Barbara Gail Valente to Joseph H. Jr. and Kristine M. Reinhardt, 2503 Whitt Road, Kingsville 21087, Lot 107 Pleasant Hills, \$300,000.

Howard County

Darin Bell to Michael J. and Andrea J. Hartigan, 3114 Emerald Valley Road, Ellicott City 21042,

From Page 36

Lot 25 Hawksfield Estates, \$1,178,000.
New Land Lots LLC to Wayman Wendell Cheatham/Shelley A. Cheatham, 8727 Weathered Stone Way, Laurel 20723, Lot 49 Stone Lake, \$937,538.
Winchester Homes Inc. to Youngchan Kim/Maria Aronova, 11058 Hunters View Road, Ellicott City 21042, Lot 12 Riverwood, \$754,505.
Frederick W. Brokaw III to Craig A. and Valerie J. Smith, 8800 Deep Water Lane, Laurel 20723, Lot 120 Stone Lake, \$730,000.
Paul S. Rotondo to Peter and Adriana M. Osborne, 15515 W. Foxpaw Trail, Woodbine 21797, Lot 12 Foxport Plant, \$698,734.
Yong Lee Lee to Glenn A. and Anne Marie Colegrove, 12086 Sand Hill Manor Drive, Marriottsville 21104, Lot 51 The Estates at Sand Hill, \$670,000.
NVR Homes Inc. to Derek J. and Jamie M. Kang, 5050 Amber Meadow Vista, Ellicott City 21043, Lot 9 Amber Meadows, \$666,720.
Jeffrey J. Eassa to Sanjay D. and Nutan R. Mathur, 4960 Ellis Lane, Ellicott City 21043, Lot 15 Glynchester Farm, \$658,000.
Miller & Smith at Maple Lawn LLC to Edwin Jao, 7721 Water St., Fulton 20759, Lot 231 Maple Lawn Farms Hillside, \$648,229.
Dennis Anthony Burns to Timothy Paine/Weijuan Ni, 6317 Last Sunbeam Place, Columbia 21044, Lot 60 Village River Hill, \$645,000.
Janet L. Edghill to Nicholas L. Lamb/Raisa Kanovsky, 8344 N.W. Old Montgomery Road, Columbia 21045, 1.295 Acres Lot 6 Map 37 Grid 7 Parcel 43, \$638,860.
Miller & Smith at Maple Lawn LLC to Larry and Rhona Schwartz, 7769 Tilghman St., Fulton 20759, Lot 230 Maple Lawn Farms Hillside, \$603,390.
April R. Robbins to Williamsburg Group LLC, 5485 Harpers Farm Road Suite 200, Columbia 21044; Cornell Lane, Ellicott City 21042, Lots 1-6 Stonefield, \$600,000.
NVR Homes Inc. to Prakash Venkataramani/Bhuvana Seetharaman, 4506 Nightingale Court, Ellicott City 21043, Lot 120 Worthington Fields, \$579,490.
NVR Homes Inc. to Kant Udornpim/Bee G. Ho, 7808 Tuckahoe Court, Fulton 20759, Lot 244 Maple Lawn Farms, \$532,595.
H. Jean Thiebaut to Richard J. McIlwain/Rosemarie L. Thun, 6135 S.W. Scarborough Way, Columbia 21044, Lot 17 Owen Brown Estate, \$527,500.
Michael A. Savarese Trustee to Paul A. Jones/Adrienne Banfield Jones, 11107 Willow Bottom Drive, Columbia 21044, Lot 17 Hobbits Glen, \$522,000.
Gregory L. Sittig et al. to Christopher H. and Michelle M. Sittig, 10326 Tailcoat Way, Columbia 21044, Lot 140 Village Hickory Ridge, \$480,000.
Columbia Hills LLC to NVR Homes Inc., 6085 Marshalee Drive, Elkridge 21075; 4718/4726 Columbia Hills Court, Ellicott City 21043, Lots 2/4 Columbia Hills, \$474,000.
Columbia Hills LLC to NVR Homes Inc., 6085 Marshalee Drive Suite 415, Elkridge 21075; 4730/4738 Columbia Hills Court, Ellicott City 21043, Lots 5/7 Columbia Hills, \$474,000.
Security Development LLC to NVR Homes Inc., 6085 Marshalee Drive, Elkridge 21075; 6160/6174 Golden Bell Way, Columbia 21045, Lots 9/10 Gastering Property, \$470,000.
Weston P. Bousman to David and Tamara Shelton, 9822 Long View Drive, Ellicott City 21042, Lot 47 Bethwood, \$445,000.
Walnut Grove Holding II LLC to Manav Singla/Christina M. Figolzi, 9478 Latchkey Row, Columbia 21045; 12305 Daniel Circle Lane, Clarksville 21029, Lot 28 Walnut Grove, \$442,000.
Raymond J. Hartke to Annette and Timothy Horan, 3508 N. Rhode Valley Trail, Ellicott City 21042, Lot 3 Gray Rock Farm, \$435,000.
Joseph J. Na to Sladjana Maksimovic/Robert Medic, 6137 White Marble Court, Clarksville 21029, Lot B-74 Map 35 Grid 7 Parcel 452, \$432,700.
Rafiq Qayumi to Lewis Ross Raszewski/Leah M. Raszewski, 6222 Black Cherry Circle, Columbia 21045, Lot 13 Sewells Orchard, \$417,500.
New Cut Road Development Two Inc. to NVR Homes Inc., 6085 Marshalee Drive, Elkridge 21075; 8382 Academy Road/4523 Nightingale Court, Ellicott City 21043, Lots 116/123 Worthington Fields, \$410,000.
E.T.C. Partnership to NVR Homes Inc., 11460 Cronridge Drive Suite 128, Owings Mills 21117; Hammonds Overlook Court, Laurel 20723, Lots 17-19 Hammonds Promise Overlook, \$405,000.
Roeanna Orloff to Cayel R. and Lazara Orloff, 12771 Folly Quarter Road, Ellicott City 21042, Lot 15-A Glenelg Manor, \$400,000.
Scott J. Reilly to Joseph M. and Catherine C. Lally, 850 Schucks Road, Bel Air 21015, Lot 5 College Estates, \$640,000.
E.S.C. Monmouth Meadows LLC to NVR Homes Inc., 8019 Corporate Drive Suite A, Balti-

more 21236; 2901 Lomond Place, Abingdon 21009, .36 Acres Map 56 Grid 4C Parcel 587, \$540,000.
NVR Homes Inc. to Roger D. and Stephanie L. Chin, 715 Monarchos Drive, Havre De Grace 21078, Lot 234 Bulle Rock, \$482,786.
M. Joyce Hall to John M. and Andrea J. Battaglia, 3107 Rolling Green Drive, Churchville 21028, Lot 38 Rolling Green, \$422,000.
W. Marshall Hamilton to Thomas and Marilyn Kuzsma, 116 Southway Drive, Havre De Grace 21078, 2.49 Acres Map 44 Grid 1B Parcel 366, \$400,000.
Karen V. Steiger to Daniel C. and Sharon D. Weibel, 703 Hickory Limb Circle, Bel Air 21014, Lot 63 Hickory Overlook, \$380,000.
Prudential Relocation Inc. to Luis A. and Zoe M. Muniz, 400 David Court, Bel Air 21015, Lot 87 Kings Charter, \$380,000.
Daniel W. Akalou to Trevor and Shahin Cook, 907 Meadow Ridge Court, Bel Air 21014, Lot 30 Glenwood Garth, \$365,000.
Lori A. Sprole to Raymond G. and Eileen A. Perkins, 205 Whirlaway Lane, Havre De Grace 21078, Lot 2828 Bulle Rock, \$351,500.
Gail and Steven Schmidt Trustees to Eric I. and Jessica M. Siegel, 407 Dellcrest Drive, Forest Hill 21050, Lot 42 Durham Manor, \$349,000.
NVR Homes Inc. to Laura F. Daks, 744 Perthshire Place, Abingdon 21009, Unit 23 Monmouth Meadows, \$329,465.
NVR Homes Inc. to Malcolm Dale Goodman/Nancy Ann Goodman, 217 Steed Lane, Bel Air 21014, Lot 95 Vale Meadows, \$327,390.
Rudy Philmore Evans to Lawrence G. and Briemann M. Du Val, 533 Anchor Drive, Joppa 21085, Lot 12 Rumsey Isle, \$325,500.
National Residential Nominee to Dana Lee/Sarah Lee, 3411 Henry Harford Drive, Abingdon 21009, Lot 55 Pomeroy Manor, \$325,000.
NVR Homes Inc. to Sheryl L. Stokes, 219 Steed Lane, Bel Air 21014, Lot 94 Vale Meadows, \$318,765.
Powell Partners LLC to Decapite Ventures LLC, 102 Powell Ave., Bel Air 21014, Map 301 Parcel 1363, \$317,500.
DR Horton Inc. to Suzanne B. Schlesinger, Five Twin Ponds Trail, Colts Neck, N.J. 07722; 198 Touch of Gold Drive, Havre De Grace 21078, Lot 1604 Bulle Rock, \$310,450.
Tammy M. Biggerman to Brian L. Zack, 470 Majestic Prince Circle, Havre De Grace 21078, Lot 968 Bulle Rock, \$305,000.
NVR Homes Inc. to Wendy Laroche, 738 Perthshire Place, Abingdon 21009, Unit 20 Monmouth Meadows, \$304,000.

STATE TAX LIENS - BUSINESS

Anne Arundel County

Craig & Musil & Paul P. Jackson Partnership/Bare Cove House Improvement, 5563 Gloucester St., Churchton 20733, \$13,852, (Withholding), Book/Page 381/466, 11/23/10.
GT Group Inc./Mr. Pizza, 3006 Mountain Road, Pasadena 21122, \$16,548, (Sales & Use), Book/Page 381/467, 11/23/10.
Hibachi N. Sushi Supreme Buffet Inc., 6619 Ritchie Highway, Glen Burnie 21061, \$6,657, (Employment), Book/Page 381/478, 11/23/10.
Seyn River Carpentry & Woodwork, 613 Echo Cove Drive, Crownsville 21032, \$5,694, (Employment), Book/Page 381/480, 11/23/10.

Baltimore City

Straight From Seattle Expresso Buzz Inc., Fayette & Green Sts., Baltimore 21201, \$30,199, (Withholding), case #10-12570, 11/29/10.
Little Angels Childcare Center Inc., 2214 Nayler Road S.E., Washington, D.C., \$37,906, (Withholding), case #10-12563, 11/29/10.
Plastering Specialties LLC, 2800 Annapolis Road, Baltimore 21230, \$116,999, (Withholding), case #10-12564, 11/29/10.
Veri-Core LLC, 2700 Business Center, Melbourne, Fla. 32940, \$12,211, (Withholding), case #10-12560, 11/29/10.
Chase Bankcard Services, 500 Stanton Christians Road, Newark, Del. 19713, \$118,513, (Corporate), case #10-12562, 11/29/10.
The Dogwood Restaurant, 911 W. 36th St., Baltimore 21211, \$7,877, (Sales & Use/Withholding), case #10-12576, 11/29/10.
Greenbrier Architectural, 601 E. Edgar Ave., Roncerverte, W.Va. 24970, \$46,674, (Sales & Use/Withholding), case #10-12577, 11/29/10.

Carroll County

Ryson Enterprises Inc./Timeout Sports Grille, 400 N. Center St., Westminster 21157, \$14,616, case #06M10036530, 12/22/10.
JPJ Inc./Maggies Restaurant, 310 E. Green St., Westminster 21157, \$89,364, case #06M10036532, 12/22/10.

Business Marketplace

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UNIVERSITY OF MARYLAND
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CONSTRUCTION OPPORTUNITY

The University of Maryland Medical Center is seeking qualified general contractors (GC's) to undertake the conversion of approximately 2,250 GSF of space in the hospital complex at 22 S Greene Street, Baltimore into a new in-patient pharmacy for the R Adams Shock Trauma Center. The project includes constructing a clean room conforming to US Pharmacopeia's (USP) standards described in the USP Guidebook to Pharmaceutical Compounding—Sterile Preparations, 797 clean room, biosafety and laminar flow hoods, laboratory work space, and office space. The Work will be undertaken on a Firm Fixed Price basis. The award will be on a best value basis. The best value proposal will be the one providing University of Maryland Medical Center the best combination of management talent and expertise, cost, schedule and project execution plan.

This is a two step award process. Prospective bidders who demonstrate they meet the minimum qualifications set forth below (Step One) will be provided copies of the construction documents and invited to attend a pre-bid meeting and site visit and invited to submit a full proposal for the Work (Step Two).

Minimum qualifications

- 1. Project manager, project superintendent, and the project quality control/safety specialist must have worked together on not less than three (3) projects in the past five (5) years.
- 2. At least one (1) of the projects listed above must have included a clean room in either an academic, research, clinical, or commercial laboratory or pharmacy.
- 3. At least one (1) of the projects listed above must have been in an active hospital.
- 4. The company must have successfully completed not less than three (3) projects within an active hospital within the past five (5) years.
- 5. The company must have a total bonding capacity equal to or greater than \$3 million dollars.

If interested in being considered for this work, please submit a letter of interest that clearly documents how they meet the qualification listed above by email at **construction@umm.edu** by no later than **5:00 PM on January 27th, 2011**. Please included the following information in response:

- 1. Name of company and point of contact
- 2. Names and resumes of proposed project manager, field superintendent and quality control/safety specialist
- 3. List of key projects that demonstrate required experience in the tabular form set forth below.

Name	Description	Date completed	Size	Value
------	-------------	----------------	------	-------

- 4. Notarized statement from an officer of the corporation attesting that their total bonding capacity is equal to or greater than \$3 million dollars.

The UMMC will review qualifications and send out an RFP (Request for Proposal) to all contractors that meet the minimum qualifications in the middle of January. The intent is to receive those proposals by February 14 and award the contract thereafter.

Among the terms of the final contract is the requirement that a minimum of 25% of the contract value be awarded to qualified MBE/WBE at the prime, sub and/or sub-sub tier. All requirement which will be evaluated during Step Two.

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Lists: Credit Unions, Property & Casualty Insurance Brokers

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Lists: Turnaround/Management Consulting Firms, International Companies
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Lists: Colleges & Universities Graduate Schools of Business/MBA Programs
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Lists: Employee Benefits Administrators , Accounting Firms

MARCH

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Lists: Software Companies, Web Design Firms
- 11 Nonprofits**
Lists: Charitable Foundations, Arts Organizations
- 18 Health Care**
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Time may be right for gas, alcohol taxes

Now that the 428th session of Maryland's General Assembly has begun, all anyone with their eyes on Annapolis can talk about is money, money, money.

Of course, the chatter is warranted. Maryland faces a projected fiscal year budget shortfall of nearly \$1.6 billion and a structural deficit closer to \$2 billion.

To stop the flow of red ink, Maryland's lawmakers will make budget cuts that some don't agree with and others can't bear to stomach. And, despite his pre-election stance against introducing new taxes, Gov. Martin O'Malley will certainly not stand in the way if legislators in the House and Senate pass new levies or increases in existing taxes.

The budget process hasn't gotten much better for many Baltimore-area businesses, either. As the recession's hangover lingers, many local small-business owners still feel like they're standing on the ledge.

All of this has us a little bit conflicted. While this is not normally the medium in which you read calls for tax hikes that hit businesses in the back pocket, we are siding with those who favor increasing Maryland's taxes on alcohol and a gallon of gasoline as two of many ways to balance the budget this year and beyond.

There are some caveats, though. The ideal scenario would result in all revenue generated by increases in alcohol and gas taxes to be used exclusively for health care and transportation services, respectively.

Similar tax proposals that failed during recent legislative sessions called for a dime-a-drink increase in the alcohol tax and as much as a 12-cent hike to the state's 23.5-cent levy on a gallon of gas. That's palatable, although something closer to a 6-cent hike in the gas tax might help garner more votes from lawmakers who previously said there's no appetite for tax hikes in Annapolis this year.

Groups like the Greater Baltimore Committee and Maryland Chamber of Commerce have backed a gas tax increase before. And the Maryland Hospital Association favors a bump in the alcohol tax. As of presstime Jan. 12, no bills had been filed that outline increases to either tax. And nothing like that will elicit serious debate in Annapolis until O'Malley unveils his fiscal 2012 budget Jan. 21.

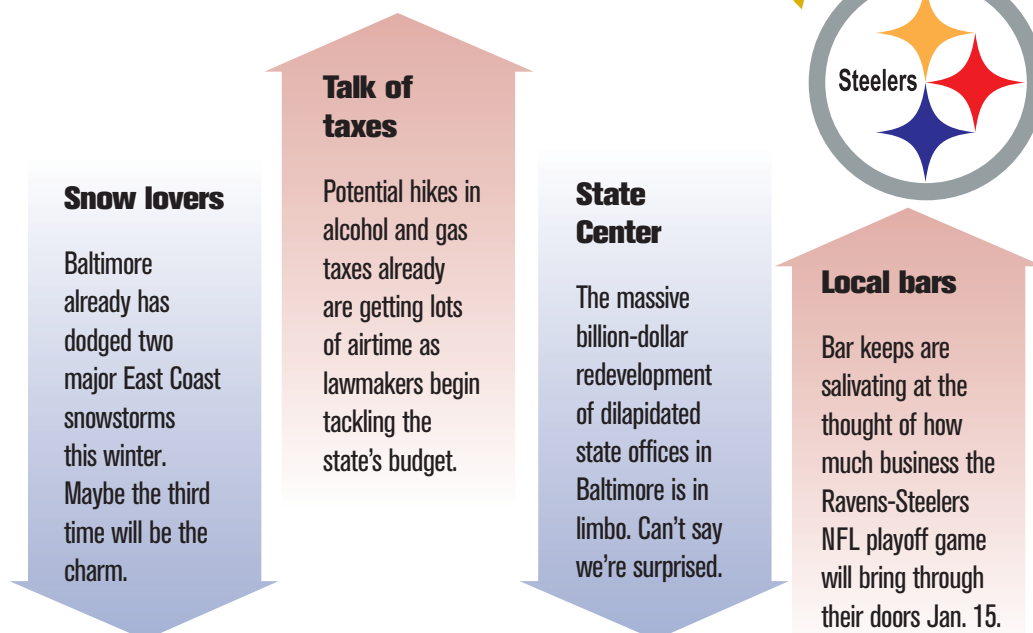
Still, "taxes" is one of two words — the other being "cuts" — buzzing around the State House this year. With hundreds of millions of dollars in federal stimulus money evaporating June 30, and projected revenue increases still modest, O'Malley and other lawmakers may not have much choice but to raise some taxes and fees.

Of the projected \$1.6 billion fiscal 2012 budget hole, more than \$1 billion of that is linked to Maryland's swelling Medicaid health care program for low-income residents. The \$6 billion program already has endured several rounds of cuts in the past two fiscal years, and there aren't many other ways to trim Medicaid without somehow raising more revenue.

Legislative analysts have predicted that increases in Maryland's alcohol and gas taxes could generate hundreds of millions of dollars for the state. Right now, Maryland needs it.

GAINERS & LOSERS

In Annapolis, the next three months won't be for the weak or timid. If you go, be ready to protect your turf.



Md. Chamber CEO: Now is not the time for new taxes on state's employers

Lawmakers in Annapolis face a number of challenges this session. Maryland's budget deficit is estimated to be \$1.6 billion. The recently enacted federal health care law will require sweeping changes to state health insurance laws.

Among other issues, the state faces billions of dollars in unfunded pension liabilities over the next 30 years. And, there are 10 new senators and 30 new delegates to bring up to speed.

As lawmakers roll up their sleeves to debate the state's challenges, I hope the election year mantra of creating and preserving jobs for Marylanders is the over-arching priority. The current state of the economy presents extraordinary challenges for Maryland's economy and the businesses that provide more than 80 percent of the jobs. The Maryland Chamber's priorities for the 2011 General Assembly

session focus on enhancing Maryland's business climate and avoiding additional tax and regulatory burdens that will cost the state jobs and business investment. Here are a few of our priorities for 2011:

- We support policies and incentives to encourage more economic development, tourism and research and development in order to create and retain high paying jobs. We encourage the General Assembly to provide employers a predictable regulatory climate and avoid over-regulating the marketplace, or the workplace.
- Taxes are an important factor in the cost of doing business. While a fair tax system will stimulate economic growth and job creation, disproportionate tax burdens will cost jobs. Now is not the time for state or local governments to impose new tax burdens on employers.

- The Maryland Chamber encourages lawmakers to implement the federal health care law in a manner that promotes competition and transparency and allows employers to control health care costs. We urge lawmakers to support a private health insurance market operating in fair competition with a Health Insurance Exchange. We also advocate the maintenance of separate risk pools for the individual and small-group markets, and support legislation to maintain the 50-employee size limit for the small-group program through 2016.

- Maryland's transportation infrastructure is crucial to the economy. We think the state must protect the integrity of the Transportation Trust Fund by ensuring funds are not diverted for other uses. We also support increasing the gas tax and taking steps to determine other long-term transportation funding sources for infrastructure and maintenance, and mass transit.

- The ability of a company to receive fair treatment from a state's legal system influences a business's decision to create jobs. Actions that expand business liability by creating new causes of action to sue businesses or increase business liability costs will damage Maryland's business climate and should be opposed.

- The availability of a well-educated work force is an essential component of Maryland's economy. Higher education institutions, including community colleges, should receive predictable and sustainable funding in order to maintain affordability and quality.

Reach out to your lawmakers and encourage them to support pro-business public policy. We may not agree on every issue. But in these tough economic times, I think we can all agree on the importance of job creation and sustained economic growth.

KATHLEEN T. SNYDER, president/CEO of the Maryland Chamber of Commerce, can be reached at ksnyder@mdchamber.org.

QUOTABLE

'I DO HOPE THIS YEAR WE CAN FIND SOME WAY TO TIP OUR HAT TO STATE WORKERS.'

State Del. Maggie McIntosh
D-Baltimore City

On rewarding state employees after years of furloughs.

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'BUT WHEN IT COMES TO INVESTING, YOU WIN BY NOT LOSING AS MUCH, BECAUSE IT'S HARD TO MAKE UP THE LOSSES.'

Julian Ball
Ball Wealth Management

On why large-cap stocks are enticing to investors.

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'THE GOVERNOR'S GOT TO SPEND POLITICAL CAPITAL. HE'S GOING TO HAVE TO TAKE THE LEAD ON THIS MATTER.'

State Sen. President Thomas V. Mike Miller
D-Prince George's and Calvert counties

On whether a gas tax is passed this year.

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'IT'S AS EASY AS FREE BAGELS ON MONDAYS. IT SHOWS THE COMPANY CARES, THAT 'WE GET IT.'

Joe Gonzales
Robert Half International

On offering employees special perks to keep them happy.

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