

Manis Canning & Associates

**GOVERNMENT RELATIONS
PUBLIC AFFAIRS**



THE FIRM

One of the premier lobbying firms in Annapolis, Manis Canning & Associates (MCA) has been representing the interests of its clients for more than 40 years, dating back to 1974. Our team collectively has more than 100 years of experience working with legislatures, executives, and regulators in local, state and federal governments.

We provide creative, proactive government affairs, public relations, business and trade association management strategies and programs to a diverse group of clients. Expertise in varied disciplines such as law, fiscal policy, business regulation, education, healthcare, grassroots lobbying, public relations and business development give us the unique ability to assess a situation and recommend a successful resolution to a problem.

We conduct ourselves in a bipartisan manner and pride ourselves in our ability to build and manage effective grassroots organizations and issue-based coalitions. We believe credibility is essential to maintaining the firm's good name and the good name of its clients, and preserving that commodity is of paramount importance.

MCA is proud to be the only Maryland firm selected to belong to the National Association of State Lobbyists (NASL) and the Dentons 50-State Government Affairs Network. NASL is a network of leading state government affairs professionals and state lobbyists across America with members selected for their integrity, business ethics and expertise. Dentons 50 is a full-service, 50-state public policy and advocacy network offering unrivaled reach and depth in state capitols across the nation.

Our firm is also a member of the Greater Baltimore Committee. Our principals serve in leadership positions and/or participate with many public, private, and nonprofit organizations.

To learn more about our firm please visit our website at www.maniscanning.com.

Follow us on Twitter - @MCA_Lobbyist
Like us on Facebook - @MCA.Lobbyist

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GOVERNMENT RELATIONS
PUBLIC AFFAIRS

Co-Founders of MCA

George N. Manis, Esq. (Deceased 2014)

Michael F. Canning (Retired 2018)

George and Mike joined to form MCA in 1991, forging a multi-faceted government relations firm incorporating the basics of issue and client lobbying with coalition-building, communications and public relations practices. In that regard, George pioneered the use of grass-roots lobbying as a government relations tool in the State of Maryland.

Additionally, their trade association experience and expertise provided full-service management for industry and professional groups, such as the Maryland-Delaware Independent Automobile Dealers, the Maryland Beer Wholesalers, the Maryland Certified Public Accountants, the Nurse Practitioners and the Maryland Sheriffs.

George lived and operated under the standards of hard work, ethics and professionalism, which guided the firm through its growth and helped make it one of the top lobbying firms in the State of Maryland today.

In addition to co-founding MCA, George served as an Assistant State's Attorney for Anne Arundel County and as a director for the former Sovran Bank. A graduate of the University of Baltimore School of Law and the University of Maryland, College Park, where he lettered in basketball for four years, George was a veteran of the United States Air Force.

George is greatly missed by all those who had the fortune to call him family, friend, co-worker or acquaintance. In his honor, the Maryland Government Relations Association named an award after him, the George N. Manis Lifetime Achievement Award. He leaves behind him a life-long legacy rooted in honesty, positive values and love of family.

Mike, in addition to his work at the state level, lobbied for MCA clients before Congress and Federal Agencies. He honed his communications and lobbying skills over thirty years in senior positions with Maryland Governor Harry Hughes, the Maryland Department of Transportation, the National Governors Association, and Montgomery County Government.

Mike served as an Associate Judge of the Maryland Tax Court from 1983 to 1994, and holds BA and MA degrees in public relations.



Nicholas G. Manis

Nicholas G. Manis, the son of MCA co-founder George Manis and managing partner of the firm, has presided over legislative and special event successes on behalf of clients such as the Motion Picture Association of America, the Baltimore Ravens, the Maryland Association of Certified Public Accountants and Pfizer.

Nick has been an accomplished lobbyist and legislative analyst for more than 25 years and has played an instrumental role in forging innovative and economically enhancing business partnerships among clients. He is proud to see MCA continuously ranked as one of the top lobbying firms in Maryland and the growth the firm has experienced during his time here. He has represented clients in matters related to sports entertainment, taxes, professional licensing, gaming, transportation, insurance, franchises, business regulation, information technology, environmental regulation, mergers and acquisitions, pharmaceuticals and healthcare.

In 1989, Nick's business bent led him to co-found Manis & Wright Realty, a premier residential and commercial realty firm that grew from modest beginnings to a successful 40 associates company that merged with the largest real estate company in Maryland.

Nick graduated from the University of Maryland, College Park in 1980. He was the captain of the varsity lacrosse team during his time at College Park.

A native of Annapolis, Nick is involved in many local business and community organizations including the Annapolis and Anne Arundel County Chamber of Commerce, the University of Maryland Marlene and Stewart Greenebaum Cancer Center Board of Advisors, Annapolis Youth Lacrosse Association, and the Maryland Chamber of Commerce. He was presented the Louis L. Goldstein Award in 1998 in recognition of his efforts on behalf of the Maryland Alcohol Beverage Industry. He is married with two children.



John F. Favazza, Esq.

Accomplishing goals in Annapolis depends in large measure on mutual trust and mastery of the legislative process, two attributes that John F. Favazza, Esq., has honed through his experiences in Annapolis and applies now as a member of the MCA firm.

These traits coupled with his legal training and ability to deal effectively with complicated and sometimes controversial subject matter, give added strength to the Manis Canning team in work for their wide array of clients. He has a deep understanding of the nuances and subtleties of the legislative process and state government, and advises clients on strategies to accomplish their goals.

John spent 13 years working inside the legislative process in Annapolis. He served as Counsel to the House Economic Matters Committee for four years, and then spent nine years working for Speaker of the House Michael E. Busch, the last six as Chief of Staff. Working with the Speaker and House leadership, John gained insight into the larger strategic decisions that underpin the legislative process in Maryland. He was involved in a broad array of substantive and policy issues, but with a focus on business, environmental, gaming and tax structure issues.

John holds undergraduate and graduate degrees in History from Towson University and Villanova University respectively and a law degree from the University of Maryland. A member of the Maryland Bar, John lives in Annapolis with his wife Erin, and their three children.



Joseph C. Bryce, Esq.

A long-time trusted advisor to Maryland policymakers, Joseph C. Bryce, Esq., is regarded as one of Maryland's top governmental program architects and advocates. He brings his reputation for creative and insightful problem solving and ability to manage large, complex projects and issues to MCA.

Joe has the ability to handle controversial issues in a professional manner. This skill, combined with his detailed and extensive knowledge of all levels of government, has proven invaluable to our clients.

For nearly twenty years, Joe distinguished himself working at the highest levels of government. He worked with two Maryland Governors, Maryland Senate President Thomas V. Mike Miller, Jr., and the Chancellor of the University System of Maryland. In all of these positions, Joe provided senior policy and budget advice, and implemented legislative agendas in areas such as health, K-12 and higher education, environment, gaming, tax policy, energy, and social and criminal justice.

Joe served as Governor Martin O'Malley's Senior Policy and Legislative Advisor (2007-2012); the University System of Maryland's Associate Vice Chancellor for Government Relations (2002 to 2007); Chief Legislative Officer for Governor Parris N. Glendening (1997 to 2002); and Chief of Staff to Senate President Thomas V. Mike Miller, Jr. (1994 to 1997).

Joe graduated from the University of Maryland, College Park in 1989. In 1993, he graduated first in his class from Georgetown Law School. He is the recipient of numerous professional and academic recognitions and honors and currently serves on the Board of the Maryland Stadium Authority as an appointee of Governor Larry Hogan. Joe and his wife, Kristin Jones Bryce, have two adult children (Joey and Madison) and reside in Odenton.



Andrea E. Mansfield

With more than 20 years of government relations, management, and administration expertise, Andrea E. Mansfield brings her ability to successfully execute advocacy efforts and programs to Manis Canning. Her broad experience and involvement with the Maryland Legislature on policy, fiscal and budget matters and her ability to work with diverse groups and build consensus on complex issues are assets to the firm.

Andrea has extensive experience at the state and local level, having led and coordinated policy efforts for the Maryland Association of Counties (MACo) and implemented the legislative agendas of state agencies. As MACo's Legislative Director she advised, crafted, and implemented the common agendas and legislative goals of Maryland's 23 counties and Baltimore City.

In state government, she worked within three Administrations in positions of increasing responsibility, serving as legislative liaison to the General Assembly for the Department of Budget and Management, and the Department of Labor, Licensing and Regulation (DLLR); and Special Assistant, Director of Financial Aid, and Assistant Secretary of Finance Policy with the Maryland Higher Education Commission.

Andrea is the current Chair of the Odenton Town Center Advisory Committee, a member of the Maryland Economic Development Association serving on the Public Policy Awareness Committee, and a member of United Ways' Women's United. She has a Master of Policy Sciences from the University of Maryland, Baltimore County and a Bachelor of Arts in Government and Politics from the University of Maryland, College Park.



Patricia McDonald

Patricia manages the day-to-day activities for all the legislative tracking and information processes provided to our clients. She coordinates information from our staff to develop the legislative profiles available on our web-based system. Patricia has become the 'jack of all trades' in the office, bringing with her a positive attitude, considerable skills and a strong work ethic to provide assistance to all clients when needed. Her abilities to quickly adapt and effectively respond have made her a valuable asset to the Firm and our clients.

Jennifer Dengler

Jennifer handles the accounting and financial management for the Firm and the several associations operated by its principals. She brings over 25 years of accounting experience in both the public and private sectors to the Firm. After graduating from the University of Maryland, College Park she obtained her CPA license and began her accounting career in public accounting. She is a long time resident of Annapolis and enjoys spending time on the water with her husband, three children and family dogs.

PHILOSOPHY

For over 40 years, the Manis Canning team has achieved superior lobbying results for its clients by adhering to the fundamental principles of integrity, credibility, ethics and teamwork. Our clients expect a lot from us, and, as a public official, so should you.

What can you as an elected official expect from the professional team at Manis Canning & Associates?

Consistently Ethical Conduct and complete compliance with the letter and spirit of State and local laws and disclosure requirements.

Credibility, Honesty and Integrity in the information we provide on behalf of our clients and in response to your questions.

The highest standards of *Civility and Professionalism* in every interaction - public and private - with you, your staff, and everyone in the Annapolis complex.

Prompt *Assistance with Constituent Matters* and responsiveness to requests for information received from you and your office.

Unparalleled *Substantive Knowledge* of the process and the policy issues we engage on.

A *Cooperative and Collegial* approach to problem solving and the sometimes challenging process of policymaking.

CLIENT TESTIMONIALS

“The Motion Picture Association of America began its relationship with MCA in 1974, working with Co-Founder George Manis. We can’t imagine working with anyone else. They anticipate our issues and their professionalism and integrity is unmatched in Annapolis. For decades, it has been clear to MPAA that their relationships with elected leaders are based on trust and mutual respect.”

Vans Stevenson, Senior Vice President, State Government Affairs, Motion Picture Association of America

“We have high expectations at Under Armour and MCA by far exceeds those expectations. They are responsive, knowledgeable, and experienced. Their ability to anticipate and keep us informed of issues is an asset.”

Matt Stanton, Vice President Global Public Policy, Under Armour

“No matter how large or small, I can always trust MCA to dive into the substance of an issue. Their experience working at the highest levels of State and local government gives them a unique command of both the process and the issues. There is no one I’d rather work with in Annapolis.”

Anne Lindner, Vice President of State Legislative Affairs, Pepco Holdings

“MCA continues to help us navigate the complexities of one of the largest and most important urban renewal projects in the country, Port Covington. Available at all times, day or night, I know I can count on them for their strong grasp of the issues and effective leadership.”

Marc Weller, President and CEO Weller Development Company

“We turned to MCA help secure funding for our new Regional Youth Workforce and Innovation Center. They have become a trusted partner and advisor, not just for our new Center, but also on efforts to expand career and technical exploration in the K-12 school system.”

Jennifer Bodensiek, President and CEO, Junior Achievement of Central Maryland

CLIENT TESTIMONIALS *CONTINUED*

“We added MCA to our team when we needed timely advice on an issue of great importance to the company. They quickly brought themselves up to speed and knew the players to get the job done. We can’t thank them enough for their results- oriented approach. Their knowledge of all levels and branches of Maryland government has been invaluable.”

Brett Kelly, Vice President, Fraport Maryland (formerly Airmall Maryland)

"I've worked with MCA for many years, and I have always been impressed by their thorough approach to government affairs. They work in a bipartisan manner to get results for their clients and they are clearly respected on both sides of the aisle by elected officials and staff alike. The MCA team has helped facilitate relationships and presented opportunities for me to communicate directly with policymakers about issues important to my business."

Gary Mangum, co-Founder of ForwardGro and former CEO of Bell Nursery

"It isn't easy to start a new business - let alone a new industry. MCA gave the medical cannabis growers and processors in our organization instant credibility, and a powerful voice in Annapolis. With their help, we have gotten our businesses off the ground and are delivering a safe, reliable and affordable medical product to Maryland patients."

Jake Van Wingerden, owner of SunMed Growers and past President of the Maryland Wholesale Medical Cannabis Trade Association (CANMD)

GOVERNMENT RELATIONS CLIENT LIST

- ◆ ACLU of Maryland's Education Reform Project
- ◆ Adventist HealthCare
- ◆ Alkermes
- ◆ Allegis Group
- ◆ Allstate Insurance
- ◆ American Chemistry Council
- ◆ AmeriGroup Maryland
- ◆ Association of Dental Support Organizations
- ◆ Baltimore Ravens
- ◆ Baltimore Washington Rapid Rail, LLC
- ◆ Cable Telecommunications Association
- ◆ CBAC Gaming Caesars Entertainment
- ◆ Chesapeake Urology Associates, LLC
- ◆ Delmarva Poultry Industry, Inc.
- ◆ Entertainment Software Association
- ◆ Exelon Corporation
- ◆ Fitness International
- ◆ Fraport USA (formerly AIRMALL Maryland, Inc.)
- ◆ Greene Street Ventures
- ◆ Hospitality Properties Trust
- ◆ Junior Achievement of Central Maryland
- ◆ LafargeHolcim
- ◆ Maryland Academy of Advanced Practice Clinicians
- ◆ Maryland Appraisers Coalition
- ◆ Maryland Association of Certified Public Accountants
- ◆ Maryland Association of Financial Service Centers
- ◆ Maryland Beer Wholesalers Association, Inc.
- ◆ Maryland Chiefs of Police Association
- ◆ Maryland Environmental Service
- ◆ Maryland Jockey Club

GOVERNMENT RELATIONS CLIENT LIST

CONTINUED

- ◆ Maryland Orthopaedic Association
- ◆ Maryland Patient Care & Access Coalition (MPCAC)
- ◆ Maryland Sheriffs' Association, Inc.
- ◆ Maryland Wholesale Medical Cannabis Trade Association (CANMD)
- ◆ Maryland Works
- ◆ MCNA Health Care Holdings
- ◆ MERSCorp Holdings, Inc. c/o MultiState Associates
- ◆ Mid-Atlantic NATO
- ◆ Maryland-National Capital Park and Planning Commission
- ◆ Motion Picture Association of America, Inc.
- ◆ National Association of Industrial & Office Properties, Maryland
- ◆ Neff and Associates
- ◆ Northrop Grumman
- ◆ Pepco Holdings, Inc.
- ◆ Pfizer Inc.
- ◆ Public Works Contractors Association
- ◆ RAI Services Company
- ◆ Sagamore Spirit
- ◆ SMO, Inc.
- ◆ Synergics Wind Energy, LLC
- ◆ Teach for America
- ◆ T-Mobile USA, Inc.
- ◆ TNEM, LLC
- ◆ Towing & Recovery Professionals of Maryland
- ◆ Toyota Motor North America, Inc.
- ◆ TREMCO, Inc.
- ◆ Under Armour
- ◆ Washington County Community Coalition
- ◆ Weller Development and the Port Covington Development Team
- ◆ Whalen Properties



“The General Assembly, at its First Session after the adoption of this Constitution, shall by Law establish throughout the State a thorough and efficient System of Free Public Schools; and shall provide by taxation, or otherwise, for their maintenance.”
—Article VIII, Maryland State Constitution

ACLU of Maryland Education Program Profile

The ACLU of Maryland Education Program works to ensure that all public school children in Maryland have an equitable opportunity to attend healthy and safe schools that provide high quality education. Our aims include securing equitable and adequate public school funding, ensuring that facilities are conducive to learning, and providing a positive school climate, including fair and effective discipline policies.

Our education work is rooted in the [*Bradford v. Maryland State Board of Education*](#) adequacy lawsuit, brought on behalf of Baltimore parents and students in 1994. We work to impact policy and laws by educating and lobbying elected officials, working in coalition, using legal strategies, and supporting parents and communities to bring their voices to Annapolis and other forums.

- **History:** The ACLU of Maryland was founded in 1931, by Elisabeth Gilman, daughter of the first president of Johns Hopkins University, who spent her adult life devoted to social reform and work on behalf of the poor and underprivileged. She followed in the steps of her good friend, Roger Baldwin, who in 1920 had founded the national ACLU with the mission of breathing life into the words contained in the Bill of Rights.
- **Mission:** The ACLU of Maryland works to ensure that all people in the State of Maryland are free to think and speak as they choose and can lead their lives free from discrimination and unwarranted government intrusion. The United States Bill of Rights and the Maryland Declaration of Rights guide our work. The Maryland ACLU acts without partisanship to achieve these goals.
- **Program:** The ACLU of Maryland is recognized for its three-pronged approach: vigorous representation in traditional civil liberties and civil rights court cases, thoughtful public policy reform efforts, and strategic coalition building and public outreach activities.
- **Membership:** The ACLU of Maryland has a support base of over 65,000, including over 40,000 active members.
- **Size:** The ACLU of Maryland has 23 staff members, including five full-time staff members in the Education Program. Our current budget is \$12 million, and this number is amplified by the value of our pro bono attorneys’ work.

What is a DSO?

Dental Support Organizations (DSOs) contract with dental practices to provide critical business management and support including non-clinical operations. The creation of DSOs have allowed dentists to maximize their practice with the support of professional office management. The DSO model enables dentists to focus on the patient while delivering excellent dental care.

Our Organization & Our Work

The Association of Dental Support Organizations (ADSO) is a non-profit organization comprised of more than 50 DSO member companies, several association partners and more than 180 industry partners. ADSO represents Dental Support Organizations (DSOs) before the public, policymakers and the media.

Our members enable supported dentists to focus on their patients and expand access for dental care while maintaining the highest standards of business and professional ethics. Our members operate in 44 states and provide the highest level of non-clinical support to more than 10,000 dentists across the country as well as in Australia, Canada, New Zealand and the United Kingdom.

Our Vision

ADSO member organizations support a practice environment where dentists have the ability to choose the administrative services which best allows them to focus on patients, expand access to quality dental care and improve the oral health of their communities.

Our Mission

Our mission is to support ADSO member companies and their teams through research, education and advocacy; enabling them to foster innovation, collaboration and a vibrant market where DSO-supported dentists can provide quality oral health care to their patients and to those in the underserved communities.

Our History

The Dental Service Organization model traces its roots back to 1975 when one of the ADSO's founding members, Affordable Care, Inc., supported its first dental practice. Since that time, numerous DSOs have opened and expanded throughout the world to take on the important work of supporting dentists in expanding access to quality dental care, improving the oral health of their patients, and reducing the cost of dentistry.



Modernize Dental
Practices

Affordable
Prices

Expand
Accessibility

Contact

Association of Dental Support Organizations
1235 South Clark Street, Suite 1210
Arlington, VA 22202



info@TheADSO.org



703-940-3860

Founded in 1907, Adventist HealthCare is the first, largest and only health system headquartered in Montgomery County. We are also Montgomery County's largest private employer, with more than 5,300 employees.

Adventist HealthCare is a faith-based, not-for-profit organization dedicated to providing the highest standard of healthcare in the Washington, D.C., region.

Integrated Delivery Network

Adventist HealthCare features a comprehensive continuum of care, including:

Nationally Accredited Hospitals

- **Shady Grove Medical Center** in Rockville
- **Washington Adventist Hospital** in Takoma Park
- **Adventist Rehabilitation** in Rockville
- **White Oak Medical Center** (coming in 2019)

Mental Health Services

Adventist HealthCare offers 156 behavioral health hospital beds, as well as outpatient programs for individuals and group support for children, adults and seniors.

Additionally, we serve young children and their families at **The Lourie Center**, a pioneer and leader in the field of infant and child social and mental health through prevention, early intervention, education, research and training.

We also serve adolescents in our **Ridge School**, an academically accredited school for students in grades six through 12 with emotional disabilities, learning disabilities, and other behavioral health concerns.

Cancer Care

The Aquilino Cancer Center is the first and only free-standing comprehensive cancer center in Montgomery County, featuring a full range of integrated cancer care under one roof.

Outpatient Services

We offer the community convenient and quality healthcare at our urgent care and imaging centers and through our network of physician practices and our home health agencies.



Adventist HealthCare provides physical, mental and spiritual healing to the community through quality, compassionate care.

Population Health and Wellness

Adventist HealthCare extends healthcare beyond the walls of our hospitals and provides comprehensive, community-based services. We respond proactively to meet the health needs of our diverse community population through our:

• Center for Health Equity & Wellness

We promote health equity by raising awareness, improving access to culturally appropriate care and providing wellness outreach and education.

• Community Benefit Programs

As the largest provider of charity (uncompensated) care and community benefit in Montgomery County, we reported more than \$83 million in community benefit services in 2017.

• Faith Community Health

We work with more than 19 community organizations and more than 65 congregations of diverse faiths to train and support Faith Community (Parish) Nurses to meet health needs.

Awards and Recognitions

Our high quality is recognized by elite accreditations and awards for areas such as cancer, cardiac, stroke, joint replacement, rehabilitation and home care. Please visit **AdventistHealthCare.com/Awards** to learn more.

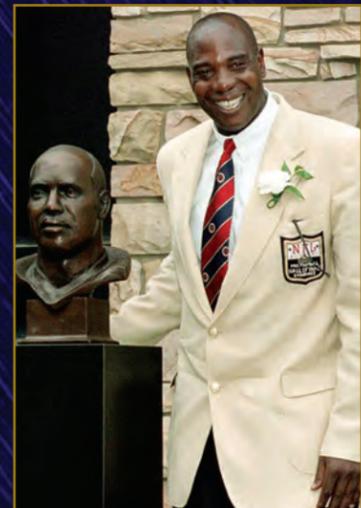


Baltimore Ravens History

From 1946-51 and 1953-84, Baltimore was home to the Colts. During that time, the franchise won two World Championships and Super Bowl V, developing a large and passionate fan base throughout our community. Suddenly, and without warning, Colts owner Robert Irsay relocated his team to Indianapolis during the middle of the night on March 28, 1984.

For the next decade, "Charm City" was without a football team until Art Modell, then-owner of the Cleveland Browns, announced his intentions to move his franchise to Baltimore in time for the 1996 season.

At the invitation of Modell, several Cleveland front office executives and team employees relocated to Baltimore, including Ozzie Newsome, who was named the new franchise's first vice president of player personnel. (Newsome, a Pro Football Hall of Fame tight end, later became the NFL's first African American general manager in 2002.) On Feb. 15, 1996, Ted Marchibroda was tabbed as the first head coach of Baltimore's new NFL team, exactly 21 years and one month after being hired to lead the Baltimore Colts.



Shortly after the team's arrival, *The Baltimore Sun* conducted a city-wide telephone poll giving fans the opportunity to vote for a new name. Fans chose between

the "Ravens," the "Americans" and the "Marauders," and after a record number of phone calls, the "Ravens" officially became Baltimore's new team on March 29, 1996.



During the club's inaugural NFL Draft in 1996, the Ravens selected offensive lineman Jonathan Ogden from UCLA with their first-ever draft choice (fourth overall). With their second pick (and second in the first round), University of Miami linebacker Ray Lewis was chosen (26th overall). Ogden became the team's first Hall of Famer in 2013, and Lewis the Ravens' second in 2018.

The Ravens' first regular season game was on Sept. 1, 1996, when they defeated the Oakland Raiders, 19-14, at Baltimore's Memorial Stadium in front of over 64,000 fans. The reinvigorated crowd in attendance was the largest in Baltimore professional sports history.

In 1998, the Ravens opened a new home, today known as M&T Bank Stadium, where they have consistently produced one of the NFL's most dominant home-field advantages and gameday experiences.

Brian Billick became the franchise's second head coach in 1999, and in just his second season at the helm, helped guide the Ravens to an impressive 12-4 regular season in 2000. Led by arguably the greatest defense in NFL history, Baltimore then defeated the New York Giants, 34-7, in Tampa to win

Super Bowl XXXV on Jan. 28, 2001. Lewis, the Defensive Player of the Year, was named the game's MVP after leading a defense that set a 16-game regular season NFL record by allowing just 165 total points.

In the years following their first World Championship, the Ravens enjoyed several more winning seasons, including in 2006, when Baltimore finished with the franchise's best regular season record (13-3).

In April 2004, the NFL approved new owner Steve Bisciotti's purchase of the Ravens. The founder of a Baltimore-based staffing firm, Aerotek (now Allegis Group), Bisciotti grew up an avid Baltimore Colts fan. His first hire was Ravens president Dick Cass, who brought a wealth of business knowledge, plus legal and negotiating expertise to the club.

In October 2004, shortly after assuming majority ownership of the franchise, Bisciotti moved the Ravens into their new 200,000 square foot, state-of-the-art headquarters in Owings Mills. (The facility completed a \$45 million addition and renovation in July 2018.)

Bisciotti hired his first head coach – and just the third in Ravens history – when he chose John Harbaugh on Jan. 19, 2008. In the 2008 NFL Draft, the Ravens then selected their franchise quarterback in Joe Flacco (18th overall) out of Delaware.

In their first season together, Harbaugh and Flacco (and the rest of The Team) set an NFL record for most wins ever (13, including playoffs) by a rookie head coach starting a rookie quarterback. The tandem went on to create the league standard for making the playoffs (and winning a playoff game) in each of their first five seasons.

Baltimore won its second World Championship in 2012 after defeating the San Francisco 49ers, 34-31, in Super Bowl XLVII. The game was played in New Orleans on Feb. 3, 2013, when a dramatic goal-line stand by Baltimore with just seconds remaining sealed the game. Flacco was named the game's MVP, capping one of the greatest postseason performances by a quarterback in NFL history.



Entering 2018, the Ravens have earned a playoff berth in six seasons during Harbaugh's tenure. Under his guidance, Baltimore has played in three AFC Championship games (2008, 2011 & 2012) and won a Super Bowl.

Including playoffs, the Ravens are 104-71 since Harbaugh became the team's head coach, producing the NFL's fourth-most total victories during his first 10 full seasons. (Baltimore's 10 playoff wins since 2008 rank as the NFL's second most.)

In the franchise's short – yet remarkable – existence, many Ravens coaches, players and staff have contributed to the sports town's rich and successful history.

RAVENS
Ring of Honor

PRESENTED BY
SMYTH
Sports

In 2018, the Ravens embark on their 23rd season in Baltimore and 11th under Harbaugh, the franchise's longest-tenured head coach. Behind leaders such as Bisciotti, Cass, Newsome and Harbaugh, the organization continues to add to a longstanding tradition of excellence in Baltimore, both on the football field and in our community.





Description of Operations

The Cable Telecommunications Association of Maryland, Delaware and the District of Columbia, Inc. has offices in Annapolis, Maryland, a central location between Delaware and the District of Columbia. It is a trade association for the cable television industry in Maryland, Delaware and Washington, DC.

The Association has member companies operating cable TV systems in the three jurisdictions, serving nearly 2 million subscribers. Individuals, firms and corporations that serve the cable industry are partners of the Association.

The most prominent member of the Association is Comcast NBCUniversal. Comcast Cable is one of the nation's largest video, high-speed Internet and phone providers to residential customers under the XFINITY brand. It also provides these services to businesses and government. Comcast has invested in technology to build an advanced fiber-based network that delivers among the fastest broadband speeds, and brings customers personalized video, communications and home management offerings. Comcast also offers a wireless cell phone service under the brand Xfinity Mobile. NBCUniversal is one of the world's leading media and entertainment companies. NBCUniversal owns and operates a valuable portfolio of news and entertainment broadcast and cable television networks and brands (including NBC, Telemundo, NBC News, CNBC, MSNBC, NBC Sports, USA Network, E!, Bravo, and Syfy), premier motion picture companies (Universal Pictures, Focus Features, Illumination Entertainment, DreamWorks Animation), significant television production operations (Universal Cable Productions, Telemundo Studios, Universal Television), two leading television stations groups, renowned theme parks (in the U.S, Japan, Singapore, and a park in development in China), and a suite of Internet-based businesses. Visit www.comcastcorporation.com for more information.

In Maryland, county and municipal governments issue franchises and regulate cable television service.



Caesars Entertainment and its affiliates are committed to helping build a strong Baltimore community.

By empowering our team members, supporting local businesses and non-profit organizations, and respecting the environment, Horseshoe Baltimore works hard so that you can play responsibly!

HORSESHOE BALTIMORE
1525 Russell Street
Baltimore, MD 21230
Tel: (844) 777-7463
www.horseshoebaltimore.com



OUR FOOTPRINT



4,000,000
customer visits¹



122,000
square feet of
casino space



6
nightlife venues



8
restaurants



7,670
square feet of
meeting space



154
table games



2,200
gaming machines

OUR TEAM MEMBERS:

1,500 Total team members working in the state

\$54,728,130 Total combined wages and benefits²

41% of our MD managers are women

57% of our MD managers represent minority groups

OUR COMMUNITY ENGAGEMENT:

1,780 Reported volunteer hours

\$49,030 Value of reported volunteer hours

\$300,000 Property giving in MD

OUR ECONOMIC IMPACT:

\$111,046,610 Total State & Local Taxes Paid
(includes Gaming Taxes)

\$264,410,800 Gross Gaming Revenues generated at
Maryland location

\$8,000,000 2017 Capital Investment³

\$8,500,000 Annualized 2018 Capital Investment⁴

\$109,400,000 Total vendor spending in MD⁵

OUR SOCIETAL CONTRIBUTIONS:

\$165,905,770 Total MD societal contributions⁶

Caesars Entertainment and its affiliates in MD generate **4.5x** more societal contributions per \$10 million in revenue than the average MD company.⁷

¹ Includes repeat visits by guests; tracked visits only

² Includes tips and gratuities

³ Rounded to nearest million

⁴ Rounded to nearest hundred thousand

⁵ Spend by state of remittance, rounded to the nearest million; excludes employee, government, guest refund, race and sports book, management fee, other state driven fees, independent representative, employee assistance fund, donation, and garnishment vendors; also excludes additional slot revenue sharing

⁶ Societal contributions include giving to nonprofit community groups, employee volunteering, taxes and employee salaries and benefits.

⁷ Benchmark societal contributions sources: Committee Encouraging Corporate Philanthropy (CECP), CSIMarket.com, Independent Sector, General Accounting Office, Points of Light, US Bureau of Labor Statistics (BLS), US Census Bureau and US Congressional Office.





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www.central-scholarship.org

About Central Scholarship

Central Scholarship has helped low-income Maryland students pay for higher education for 94 years. With a sole focus on higher education affordability, we annually award more than \$1 million in scholarships and interest-free loans for students attending college, graduate and professional school, and non-degree career training. We are a unique nonprofit in that we are privately funded and seek no government funding. Students apply via our competitive online application, and recipients may attend accredited institutions nationwide. Our career training program funds certificates in high-demand fields such as healthcare, construction, and commercial driving. We manage more than 80 unique scholarship programs. Additionally:

- We do advocacy work on scholarship award displacement, occurring when receipt of a private scholarship leads to a reduction in a student's institutional scholarship. We were the lead advocates for a "first in the nation" bill (now a state law), restricting scholarship award displacement at 4-year public universities in Maryland.
- We sponsor a financial education series, College Cash®, to help Maryland students and families become wiser consumers of higher education, and to limit student borrowing.
- We sponsor a student loan pay-down where one recipient each year is randomly selected to receive up to \$30,000 to pay down their student loans.
- We sponsor an emergency student aid program for our recipients.
- The Jacob France Institute at the University of Baltimore measures our results.

Brief History of Central Scholarship

In 1924, with funds left over from the closing of the Hebrew Orphan Asylum in Baltimore, Central Scholarship Bureau was established to provide vocational training grants to orphaned Jewish men. These grants were actually interest-free loans which were to be repaid to build character. Over the following 94 years, we have changed with the times. In the 1940s we evolved to offer interest-free loans to college students, awarded without regard to gender, religion, or race. In the 1950s, before the Civil Rights era, we funded African American students attending the University of Maryland Schools of Medicine and Nursing. In the 1990s, we began accepting applications from throughout central Maryland. In the 2000s, we opened our application to students statewide, and began awarding up to \$10,000 per year per student.

For more information about higher education affordability or any programs of Central Scholarship, please contact Vice President, Michele Waxman Johnson, at 410-415-5558 or mjohnson@central-scholarship.org.



DELMARVA POULTRY INDUSTRY, INC.

16686 COUNTY SEAT HIGHWAY • GEORGETOWN, DELAWARE 19947-4881
PHONE: 302-856-9037 E-MAIL: dpi@dpichicken.com
www.dpichicken.org

As the voice for the meat chicken industry on Maryland's Eastern Shore, the largest segment of agriculture in the state, Delmarva Poultry Industry, Inc. (DPI), a not-for-profit trade association founded in 1948, works for its 1,800 members to strengthen the chicken community. With \$3.4 billion in chicken products produced annually on the Delmarva peninsula (Delaware, the Eastern Shore of Maryland, and Virginia's Eastern Shore), our industry directly provides more than 18,500 jobs. In Maryland in 2017, there were 719 farm families raising chicken for the broiler industry. Companies that produce and process chicken in Maryland directly employed as many as 5,172 people in 2016, when the chicken industry was responsible for as much as \$3.96 billion in total economic activity in Maryland.

Our industry is also the single largest buyer of Maryland-grown corn and soybeans. And chicken growers and chicken companies, in partnership with the rest of agriculture, are meeting – even surpassing – Chesapeake Bay clean-up benchmarks established by the U.S. Environmental Protection Agency. We do it all while meeting the growing consumer demand for healthy, tasty chicken.

DPI's members include more than 1,000 farm families raising chickens, five major chicken companies, chicken company employees, hundreds of companies nationwide that supply products and services to the chicken industry, and many Maryland-based businesses that recognize a strong chicken industry helps our economy.

DPI works for its members through advocacy of the chicken industry, membership services, government and public affairs, and educational programs. We also provide technical assistance to chicken growers in installing vegetative environmental buffers and other 'good neighbor' measures.

DPI monitors and speaks out on legislation impacting the chicken industry and agriculture. DPI and its members care about:

- Common-sense and science-based resolutions to issues involving agriculture and food
- A practical and affordable approach to improving water quality in the Chesapeake Bay
- Legislation that helps preserve Maryland's agricultural community
- Legislation that could negatively impact the chicken and agricultural communities
- Improving the business atmosphere of Maryland

For information about Maryland's meat chicken industry, contact DPI executive director Holly Porter at 302-856-9037 and porter@dpichicken.com or Nick Manis of Manis Canning & Associates at 410-263-7882 and manis@maniscanning.com.



entertainment
software
association

www.theesa.com

WHO WE ARE

ESA is the US association dedicated to serving the business and public affairs needs of companies developing and publishing interactive games for video game consoles, handheld devices, personal computers, and the internet.

WHAT WE DO

ESA offers a wide range of services to interactive entertainment software companies, including conducting business and consumer research; providing analysis and advocacy on First Amendment, intellectual property, and technology/e-commerce issues; managing a global intellectual property protection program; and representing video game industry interests in federal and state government relations. ESA also owns and operates E3, the world's premier trade show for computer and video games and related products.

OUR INDUSTRY

Video games are a \$36 billion industry in the United States, where 64 percent of households own a device they use to play games. Video game developers, artists, and storytellers are the brightest lights in entertainment, as well as innovation, education, the economy, and our culture.

ENTERTAINMENT

Video games are breaking down traditional concepts of entertainment, providing engaging and immersive experiences enjoyed by people of all ages and backgrounds. More than 2.6 billion people around the world play video games, and the average person spends more time playing games than they do on social media platforms like Facebook and Instagram.

ECONOMY

Video games are one of the fastest growing industries in the US economy, with 2,711 locations in all 50 states. The industry, directly and indirectly, employs more than 220,000 people, and employees in the industry earn an average compensation of \$97,000 per year.

CULTURE

Video games are the culture-defining medium of the 21st century. Around the world, pro athletes love to mimic video games in their victory celebrations, and across the United States, video games are bringing back the tradition of family game night. More than two-thirds of American parents play video games with their children at least once a week.



EDUCATION

Numerous studies proving the educational potential of video games are published on a regular basis. Most recently, a validation study proved the power of video games to teach high-level subjects to high school and college students. The study found two video games designed to teach art history and calculus had a positive impact on student engagement, motivation to learn, and knowledge acquisition. Through video games, students become participants and creators in their own learning, and games provide important modern job and STEM skills.

INNOVATION

As an innovator in both the technology and entertainment sectors, the video game industry transforms everything from storytelling to how users interface with machines. Advancements in mobile technology, voice and facial recognition, and full-body motion control have all been furthered by the video game industry, which is now leading the way forward as the biggest pioneer of virtual, augmented, and mixed reality technologies.



Our Model

Fraport USA subscribes to a core philosophy when it comes to airport concessions:

- Street-Pricing
- Space-by-Space Merchandising
- We offer our subtenants empowerment and mentorship that enables local concepts and ACDBE operators to succeed in the airport environment
- Competition
- Exacting standards in terms of design, construction, operation and quality control
- Absolute dedication to superior customer service

Fraport MD

Revenue & Local Participation:

- Sales revenue has gone from \$54.1 million in 2003 (pre-Fraport) to over \$140 million in 2017
- Rent revenue to the MAA has gone from \$6.4 million in 2003 to over \$16 million in 2017
- Sales per passenger have gone from \$5.47 in 2003 to \$10.87 in 2017
- In 2003, 10 companies operated about 50 concession locations; there are now 67 companies operating over 115 concession locations
- Of those locations, 55 are local concepts or owned/operated by local residents.
- ACDBE (minority owned/operated) participation is over 40%

Driving Economic Activity

- The original Airmall/Fraport investment into the program revitalization was \$19.3 million.
- Since 2004, individual subtenants have invested over \$70 million.
- Over the next two years, there will be another \$5 million invested by Fraport and its tenants.

Jobs and Wages

- From 2003-2017, the number of concessions employees has more than tripled from 500 to 1700+
- In 2016, the average full-time wage for the concessions program was \$18.29. The average part-time wage is \$12.49. The overall average wage for the concessions program is \$14.30
- In 2004, there were approximately one dozen management-level positions and today there are approximately 180
- The majority of our subtenants have locations 'on the street,' and routinely pays employees \$1.00 to \$2.00 more an hour at the airport than their street locations
- An overwhelming majority of operators provide some kind of employee benefits program.
- We know categorically that average wages in the BWI Concessions Program are greater than any of the local malls

Launch Pad

- In 2017, Fraport and the MAA launched a kiosk retail program aimed at giving "micro-businesses" the unprecedented ability to operate at BWI Marshall, removing many of the cost barriers to entry
- Second group launched October 2018

EMPOWER THE FUTURE.

WORK READINESS | ENTREPRENEURSHIP | FINANCIAL LITERACY

About Junior Achievement

Junior Achievement of Central Maryland is part of the world’s largest organization dedicated to inspiring and preparing young people to succeed in a global economy. Through a dedicated volunteer network, JA provides scalable, hands-on experiences that show more than 47,000 K-12 students each year the realities of how careers, money and business ownership work—giving today’s students the edge to seize tomorrow’s opportunities.

Our Impact

Thanks to the dedicated support of partner organizations and volunteers, JA reached record numbers during the 2017-18 school year.



Counties we serve include:

Allegany
Anne Arundel
Baltimore City
Baltimore

Carroll
Frederick
Garrett
Harford

Howard
Kent
Queen Anne’s
Washington

JA’s experiential program portfolio arms youth with the confidence, knowledge and determination to thrive—building a better future for themselves and their community.

Research shows that JA works. JA students:



Finish high school at a higher rate than their peers.



Secure higher levels of employment than their peers.



Exhibit professional behavior and a strong work ethic.



Credit JA for giving them the idea of what they wanted to be when they grew up.



Are 30% more likely to be college graduates and 67% more likely to have an advanced degree.



Seek to learn more about STEM high school courses and career pathways.



Demonstrate communication, critical thinking, collaboration and innovative problem-solving skills.

Holcim (US) and Aggregate Industries (US) Maryland Operations Overview

Lafarge (US) and Holcim (US) merged in 2015 to form the world's largest cement company, LafargeHolcim, with more than 22 million metric tons of capacity in the US. Our operations reach across 43 states through a network of 13 production facilities and more than 97 distribution terminals. In Maryland, LafargeHolcim operations include Holcim (US) and Aggregate Industries (US) which is a sister company of Holcim (US). Holcim (US) is a manufacturer and supplier of cement and mineral components. Aggregate Industries (US) is a producer of high-quality construction materials that provides aggregate-based materials and contracting services to customers in 18 states and the District of Columbia.

In Maryland, our combined workforce totals over 450 employees for our operations. These operations include a cement manufacturing plant in Hagerstown, a slag facility in Sparrows Point, and a distribution terminal in Baltimore as well as aggregate quarries, ready mix plants and asphalt facilities throughout Prince George's, Charles, Anne Arundel, Baltimore, Frederick, Montgomery, and St. Mary's Counties.

Our Hagerstown Plant has been operating for over 115 years and in 2016 the plant completed a \$100 million modernization investment. The investment focused on construction of a new kiln line that would meet the current National Emission Standards for Hazardous Air Pollutants (NESHAP) emission limits, improve operations performance and increase capacity to meet market growth. As a result, the Hagerstown cement plant now has an annual production capacity of 600,000 metric tons of cement – enough to create over two million cubic yards of concrete – and contributes more than \$30 million dollars to the local economy annually. Its products have been used in major projects throughout the region, including the Inter-County Connector, a major east-west commuter route that runs between I-370 and I-95; the Dulles Airport taxiway "Y" rehabilitation, and the Lincoln Memorial and Reflecting Pool.

The Plant has been a leader in the field of alternative fuels and raw materials, providing the State of Maryland with sustainable waste management options for scrap tires and other materials. In 2013, alternative fuels satisfied approximately 6 percent of the Plant's thermal energy needs. As a result, nearly 350,000 used tires were diverted from landfills while enabling the Plant to decrease its reliance on traditional fossil fuels and to utilize the iron contained in the tires as an alternative raw material in its manufacturing process.

The Plant itself is also an integral component of the foundation of the local community. It bolsters numerous organizations not only with financial support, but also through the active participation of our employees. Moreover, in 2005, a community advisory committee was established to facilitate dialogue between the Plant and local stakeholders, providing a platform to communicate directly about our operations and to understand community needs.



Licensed to Serve Since 1901

Is your accountant a CPA?

Maryland enacted the Certified Public Accounting statute in 1901 when Governor John Smith signed into law one of the first bills in the country, which recognized the public need for a “Certified Public Accountant.” Recognizing the importance of financial information in a market-based economy, the law established requirements and state licensing for accountants, who would meet certain educational, examination, and experience standards to ensure the reliability of financial information. Only CPAs are allowed to perform audits, which are often used by banks and other third parties for credit and borrowing purposes.

To become licensed as a CPA, **Maryland accountants must qualified for the four E’s:** 1) **EDUCATION** – a Bachelor’s degree in accounting plus an additional 30 hours of education; 2) **EXAMINATION** - passing the rigorous national uniform CPA exam; 3) **EXPERIENCE** – licensees must demonstrate 2,000 hours of experience; and 4) **ETHICS** – licensees must also pass a national ethics examination. CPAs are also required to complete 80 hours of continuing education every two years to keep up with the ever-changing body of knowledge contained in the accounting profession.

The **Maryland Association of CPAs** is the only statewide, professional membership organization dedicated to serving the needs of **Maryland’s Certified Public Accountants**. Founded in 1901, MACPA has almost 10,000 members including students and CPAs working in practice, industry, government, non-profit organizations, and education. With 3,000 sole practitioners and small CPA firms, MACPA members serve thousands of Maryland’s small businesses and individuals. MACPA’s purpose is to enable our members to succeed while promoting and protecting the CPA profession and the public we serve.

In the legislative arena, MACPA:

1. Monitors and actively supports or opposes legislation that impacts Maryland’s CPA and business communities. We are closely monitoring:
 - legislation aimed at the auditors of public companies and, more importantly, the potential impact of such legislation on small businesses
 - tort reform
 - sales and use tax on services
 - any legislation that impacts Maryland businesses
2. Serves as a resource for legislators by providing:
 - expert analysis of legislative issues
 - position papers
 - answers to record keeping and tax questions
 - explanations of accounting concepts, procedures, and terminology
3. Educates its members about Maryland’s legislative process and keeps them informed on the issues through:
 - annual CPA Day in Annapolis
 - electronic “issue updates”
 - articles in MACPA’s newsletter, *The Statement*; as well as the *Legislative Insider* and *CPA Success* blogs
 - fall and spring “town hall” professional issues updates
4. Develops positive relationships with legislators through:
 - a grassroots legislative network
 - its State Legislative Committee
 - the CPA Committee on Political Action
 - The Executive Committee and Board of Directors

Maryland Association of Financial Service Centers, Inc.

Direct Inquiries to: Charles Ward, Jr., Pres. (410-636-2075)
4607 4th Street Baltimore, MD 21225

The Maryland Association of Financial Service Centers, Inc. (MAFSC) is a 501(c)(6) non-profit trade association that serves the common interests of Maryland businesses offering check cashing services. Our association comprises businesses and allied vendor members that offer basic and essential financial services to tens of thousands of Maryland residents. The services provided often include check cashing, direct deposit facilitation, money orders, bill payments, pre-paid products, such as debit cards and wireless phones, money transfers, ATMs, and MTA passes.

MAFSC strives to:

- (a) unite and provide leadership and direction to Check Cashers in the State of Maryland to promote and protect the business interests of the members of the Association and provide better service to customers and to the community.
- (b) receive and disseminate to the members accurate and reliable information regarding matters relating to their industry.
- (c) promote a more open and friendly interaction between its members, the public, regulators and legislators.
- (d) promote and maintain standards of fair and efficient practices in the check cashing industry with a view to promoting the common welfare of its members.
- (e) enhance the image of the check cashing industry by establishing recognition and awareness by the public of the professional services being rendered by the industry.
- (f) advance and promote the general public utilization of Money Service Businesses by means of research, public relations, advertising and similar activities.
- (g) prescribe governing policies, including ethical standards for the industry.

Our legislative interests are to have statutes and regulations that are equally and uniformly applied to all businesses that offer check cashing, expand consumer protections to all citizens that choose to use check cashing services, remove onerous and misguided zoning restrictions on our businesses, and improve laws to allow better outcomes in the prosecution and collections of those who cash bad checks.



**Maryland Beer
Wholesalers
Association, Inc.**

The Maryland Beer Wholesalers Association (MBWA) is a non-profit membership organization established in 1963 to promote the safe, moderate and legal use of its product. The MBWA is comprised of 22 family owned and operated wholesalers representing all areas of Maryland and is recognized as the voice that represents all Maryland beer wholesalers before the Maryland Legislature, the Executive Branch, Congress, the public and our industry colleagues throughout the country.



TREMENDOUS VARIETY TO CONSUMERS

Maryland's three-tier distribution system allows for the orderly and legal distribution of alcoholic beverages throughout the State of Maryland. MBWA members fulfill the needs of each account by delivering customized inventory to a vast network of large and small retailers including restaurants, bars and neighborhood stores. Because Maryland independent beer distributors help get new brands to market, consumers benefit by having the choice between the local Maryland breweries to the largest international brands all on the same store shelf, restaurant list and bar tap.

Promote Responsibility and Community Involvement:

MBWA members are leaders in their communities as small family owned businesses, civic activists, parents, community leaders and philanthropists. MBWA members play a vital role in their communities by sponsoring a vast array of programs that promote responsible consumption. The programs range from providing free taxi rides home for restaurant patrons who do not have a designated driver, to sponsoring alcohol-free after prom events and producing educational materials to help parents talk to their children about illegal underage drinking. MBWA members also promote alcohol education initiatives that bring guest speakers into local schools and community centers guest speakers who have made mistakes about alcohol, but have lived to retell their story and encourage others not to make the same mistakes.

Control:

Alcohol is not like other consumer goods – it is the subject of two constitutional amendments and is a very unique product intended for moderate consumption by adults. MBWA members work with state regulators thru the three-tier system of distribution to ensure these beverages are sold only to licensed retailers, who are accountable for selling to those of legal drinking age.

Keep the Perishable Product Safe and Fresh:

MBWA member's infrastructure includes state-of-the-art warehouses and fleets of temperature-controlled trucks and vehicles, combined with the warehousing, delivery, driver and merchandising personnel. They preserve the perishable products in a temperature controlled warehouse. After delivery, the distributor continues to monitor retailer shelves, taps and keg lines to ensure consumers are receiving the freshest product.

Michael Falcone
President

George N. Manis, Esq. (1929-2014)
Executive Director

Nicholas G. Manis
Executive Director

John F. Favazza, Esq.
Deputy Director

MBWA@maniscanning.com

12 Francis Street
Annapolis, MD 21401
Phone (410) 263-7882
Fax (410) 263-7925



MARYLAND CHIEFS OF POLICE ASSOCIATION MARYLAND SHERIFFS' ASSOCIATION



THE MARYLAND CHIEFS OF POLICE ASSOCIATION (MCPA) and **THE MARYLAND SHERIFFS' ASSOCIATION (MSA)** are comprised of police chiefs and elected sheriffs representing more than 160 law enforcement agencies throughout Maryland. Membership is also available to our executive law enforcement officers from state, local and federal agencies, prosecutors, police legal advisors, members of the Maryland Police and Standards Training Commission, and private sector security directors.

The primary purpose of the MCPA & MSA is to support and defend the Constitution of the United States of America and the State of Maryland. Our Associations work tirelessly on behalf of our members and our communities in several critical areas: legislative and legal advocacy, training and member services. Our active engagement on issues of public safety policy has allowed the Associations to effectively shape legislation that impacts legal, social, and budgetary issues strengthening trust and respect of the policing profession in Maryland. MCPA & MSA are recognized as the voice of law enforcement advocacy on behalf of local law enforcement in Maryland. MCPA & MSA provides executive level training to law enforcement leaders statewide, ensuring our members remain current on leading issues as well as preparing the next generation of Maryland's law enforcement executives.

LEGISLATIVE INTERESTS

MCPA & MSA, through the direct involvement of individual Sheriffs, Chiefs, our Executive Director's Office and Manis, Canning & Associates, seeks to keep members of the legislature and other policy makers informed about the issues that affect public safety and the efficient and effective execution of their responsibilities. Included among those areas are law enforcement issues at the local and state level that provide for a safe and secure community. Additionally, we work to insure that our agencies are well equipped, our law enforcement officers are appropriately trained, and the health and well-being of our members is a top priority.



MARYLAND ENVIRONMENTAL SERVICE

- Established in 1970, Maryland Environmental Service (MES) operates nearly 1,000 environmental projects and services across the Maryland Region, and employs over 800 team members.
- MES is a unique, not-for-profit public corporation that combines public sector commitment to environmental protection with private sector flexibility and responsiveness.
- MES receives no direct State operations funding and does not have regulatory authority.
- More than two-thirds of MES' revenues flow directly to the private sector.
- MES actively encourages minority-owned firms to participate in the procurement process and facilitates connections between small business owners and our clients in support of local businesses.

Mission: To provide operational and technical services to protect and enhance the environment for the benefit of the people of Maryland.

Vision: Maryland Environmental Service is an innovative and leading-edge solver of environmental problems; a responsible and successful manager of environmental operations; and a great place to work.

An independent, self-supporting State agency, MES enhances and protects Maryland's environment through innovative solutions to the region's most complex environmental challenges.

The agency provides environmental and technical services to governmental and private sector partners and works on projects including dredged material management, solid waste management, water and wastewater treatment, composting, recycling, hazardous materials cleanup, stormwater services, geospatial and engineering services, and renewable energy. MES also provides expert engineering, monitoring and inspection, and outreach and education services.

At the heart of the Maryland Environmental Service mission is commitment to achieving the highest standards in environmental stewardship, responsibility, and accountability. We work diligently to ensure MES policies, standards, and work products meet or exceed all legal requirements for environmental compliance. Our commitment to excellent customer service is a critical part of MES' service to our partners and is essential to our day-to-day operations.



Midshore II Landfill, Ridgely



Poplar Island Construction



Frostburg Water Treatment Plant



THE MARYLAND JOCKEY CLUB

P.O. Box 130
Laurel, Maryland 20725

SUMMARY

The Maryland Jockey Club is the owner and operator of the Pimlico Race Course and its premier race, the Preakness®, and Laurel Park. Laurel Park and Pimlico Race Course are collectively referred to as The Maryland Jockey Club (MJC). Within the State of Maryland, MJC has the exclusive rights associated with providing pari-mutuel wagering on live thoroughbred racing and simulcast import thoroughbred racing. In addition, the company owns the Bowie Training Center.

In 2017, the Company conducted a total of 162 live race days and 191 simulcast only days, which produced a total handle of \$625,658,080 between Laurel and Pimlico.

Pimlico Race Course

Pimlico Race Course is located on 99 acres in the northwest section of Baltimore, Maryland.

The Preakness, the middle jewel of the Triple Crown, has been an American Classic and a cultural event for the city of Baltimore since 1873. In 2018, Pimlico reported a Preakness Day attendance of 134,487. The popularity and significance of the Preakness continues to increase. The success of Preakness Day acknowledges the Maryland Jockey Club as the host of one of the most prestigious and profitable horseracing events in the country.

Laurel Park

Laurel Park is located on 368 acres, approximately 20 miles from both Washington, D.C. and Baltimore, Maryland.

Laurel Park first appeared on the racing scene on October 2, 1911 and celebrated its 100th year anniversary event in October, 2011.

Bowie Training Center

The Maryland Jockey Club acquired Bowie Race Course in 1983 and converted the Bowie facility into a full-time thoroughbred training center in mid-1985. The Bowie Training Center is situated on 178 acres and is located 8 miles from Laurel on the north side of the city of Bowie. The Bowie Training Facilities could operate year-round and accommodate horses that race at Pimlico and Laurel.

LAUREL PARK

Laurel Racing Assoc., Inc.
(301) 725-0400 Fax (410) 792-4877

PIMLICO RACE COURSE

The Maryland Jockey Club of Baltimore City, Inc.
(410) 542-9400 Fax (410) 466-2521



Maryland Orthopaedic Association

SUMMARY

The Maryland Orthopaedic Association (MOA) is the professional organization orthopaedic surgeons in Maryland. Our mission is to improve healthcare (and specifically musculoskeletal care) through scientific and educational activities to encourage, promote and advance the overall practice of orthopaedic surgery. The MOA works closely with local medical institutions and assists them in the education and training of the next generation of orthopaedic surgeons.

OUR MEMBERS

The MOA represents 236 orthopaedic surgeons practicing and living in the state of Maryland. Our members are most concerned with the following issues:

- **Scope of Practice**
- **Tort Reform**
- **The Business of Medicine**
- **Payment and Payors**

EDUCATION

The MOA sponsors an annual calendar of meetings that includes a Winter Scientific Meeting and three scientific lecture meetings during the fall and winter. These lectures, each named in honor of a noted leader in the field of orthopaedic surgery, are free to the MOA members and orthopaedic residents and fellows. The meetings provide an overview of association legislative and membership activities, encourage input and ideas from attendees, and feature national and local speakers on current concepts and topics of interest to orthopaedic practices.

ADVOCACY

The MOA works to inform and educate our elected representatives about the potential impact of legislation on the musculoskeletal care provided to Maryland residents. Our membership is committed to ensuring that Maryland residents receive optimal musculoskeletal care and we strive to partner with leaders in the State to assist as a resource for any musculoskeletal care issues.

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Alex Johnson, MD

Andrew Trontis, MD

2019 PROGRAM CHAIR

Brian Shiu, MD

EXECUTIVE DIRECTOR

Chuck Freitag, CPA, MBA

MPCAC

MARYLAND PATIENT CARE AND ACCESS COALITION

For nearly 15 years, the Maryland Patient Care and Access Coalition (MPCAC) has been the voice of independent physician specialty practices in the State that deliver integrated, high quality, cost-efficient care to patients in the medical office and freestanding ambulatory surgical facility (FASF) settings. With nearly 300 physicians drawn from the fields of gastroenterology, orthopaedic surgery, urology, pathology, radiation oncology, and anesthesiology, MPCAC's member medical practices treat more than 500,000 Marylanders each year in over 1,000,000 patient encounters. In addition, the physicians in MPCAC's member practices perform tens of thousands of procedures in FASFs and endoscopy centers each year.

Our challenges have varied—from protecting patients' ability to choose to receive advanced diagnostic imaging, anatomic pathology, physical therapy, and radiation therapy services in their own doctors' medical offices, to defending the ability and freedom of physician practices to contract with respect to the delivery of anesthesia services. We took a leadership role, collaborating with our colleagues in the Maryland Hospital Association and working closely with the Senate Finance and House Education, Health and Environmental Affairs Committees to modernize the Maryland Patient Referral Law to support the shift from fee-for-service to value-based care. Most recently, we have engaged with policymakers in an effort to modernize Maryland's Certificate of Need laws to promote the delivery of high-quality, accessible care in the FASF setting.

MPCAC looks forward to continuing to serve as a trusted partner to members of the General Assembly as we work together to confront the challenges and opportunities facing our health care system.

EXECUTIVE BOARD

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Chief Operating Officer
Capital Anesthesia Partners, LLC



The Maryland Wholesale Medical Cannabis Trade Association (CANMD) is Maryland’s prominent voice on the business, practice and imperatives of medical cannabis cultivation and production.

Established in 2016, our mission is to promote responsible advancement of the medical cannabis industry in Maryland by fostering a favorable social, economic and legal climate. The catalysts for our work are improved public health, patient advocacy and the advancement of science.

CANMD strives to be a resource for both patients and providers on the benefits of medical cannabis, the processes for registration and certification and new scientific research and breakthroughs. Equally as important to our Members is the protection and promotion of public policy that prioritizes patient access and fosters an accountable, consistent and innovative medical cannabis industry in Maryland.

We will continue to promote the positive growth of this nascent industry, protect the value of our licenses and advocate for regulations that help, not harm, the success of our businesses.

Membership

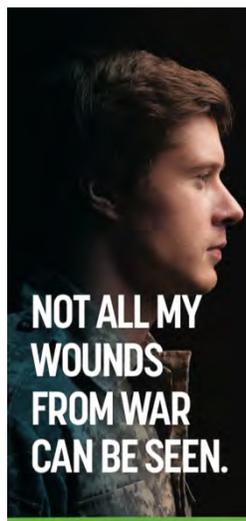
Association Members include nearly all licensed growers and processors in Maryland.

Our Work

In addition to our policy and regulatory work with the Natalie M. LaPrade Maryland Medical Cannabis Commission and the Maryland General Assembly, we are actively engaged with patients and providers to promote awareness and understanding of the benefits of medical cannabis.



MEDICAL CANNABIS IS NOW AVAILABLE FOR QUALIFYING PATIENTS IN MARYLAND.



MEDICAL CANNABIS IS NOW AVAILABLE FOR QUALIFYING PATIENTS IN MARYLAND.

DRIVERS,
THIS BUD
IS NOT
FOR YOU.



DON'T DRIVE HIGH.

canmd.org





Mid-Atlantic NATO (National Association of Theatre Owners), Inc.

10807 Falls Road #1150
Brooklandville, Maryland 21022-1150
Phone (443)895-1446 or (410) 252-5010
Fax (410)252-4592
www.MidAtlanticNATO.com

ORGANIZATION

Mid-Atlantic NATO is an association comprised of motion picture exhibitors, theatre owners and operators with facilities located in Maryland, Virginia and the District of Columbia. The long term Maryland-based group was originally incorporated March 8, 1917.

OBJECTIVES

The association promotes the interests of the motion picture industry by monitoring state and local legislation that may affect the general public as well as the owners and operators of its member theatres. Mid-Atlantic NATO promotes education by instruction, management training, and the dissemination of information to its members. The association also promotes competition throughout the industry while allowing members to share ideas on sound business practices and their high standard of industry conduct.

PROGRAMS

The Association regularly disseminates information to keep members updated on local, state and federal activities, as well as industry issues affecting the exhibition community.

In addition to bi-annual board meetings which active members are invited to attend, there is an annual membership meeting of the association giving members the opportunity to meet and share their viewpoints with other members.

Mid-Atlantic NATO holds a Spring Seminar/Regional Convention to provide field level managers and corporate personnel the opportunity to continue learning more about the industry as well as interact with the studio representatives and vendors. While educational topics have ranged from concessions to film theft to digital cinema and accessibility, the major studios have provided footage of upcoming films and discussed marketing plans and promotions for the upcoming seasons.

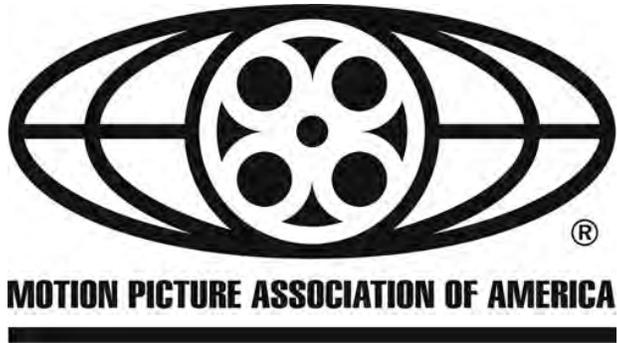
Mid-Atlantic NATO is proud to sponsor a Scholarship Program for theatre employees at its member locations. Since 1985, over \$635,000.00 in college scholarships have been awarded to a total of over 425 theatre employees from Maryland, Virginia, and the District of Columbia.

INFORMATION

For more information, please contact:

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Mid-Atlantic NATO, Inc.
10807 Falls Road #1150
Brooklandville, MD 21022-1150

Phone (443) 895-1446 or (410) 252-5010
Fax (410) 252-4592
Doug@midatlanticnato.com



The Motion Picture Association of America's members are the six major U.S. motion picture studios:

- Paramount Pictures Corporation
- Sony Pictures Entertainment Inc.
- Twentieth Century Fox Film Corporation
- Universal City Studios LLC
- Walt Disney Studios Motion Pictures
- Warner Bros. Entertainment Inc.

We are the voice and advocate of the American motion picture, home entertainment and television industries, domestically and, through our subsidiaries and affiliates, internationally. We champion a healthy, thriving film and television industry by engaging in a variety of legislative, policy, education, technology and law enforcement initiatives. These efforts range from safeguarding intellectual property rights to using technology to expand consumer entertainment choices, to championing fair trade agreements and a secure future for artistic freedom of expression.

One critical mission of the MPAA is to rate films to ensure they are seen by appropriate audiences, and to provide this information to parents. The ratings system is a voluntary process. Parents decide the ratings. An independent board of parents rates each film. Their job is not to determine if a movie is “good” or “bad,” but to rate each film as they believe their fellow parents would rate each film – taking into account scenes of sensuality, violence, language, and other factors. The purpose of the ratings system is to provide clear, concise information to parents about film content so parents can determine what movies are appropriate for their children, while preserving freedom of expression for filmmakers and the film industry.

Today, under the leadership of Chairman and CEO Charlie Rivkin, the MPAA continues to champion the creative and artistic freedoms of filmmakers, while continuing to rally public and private institutions around the world to the cause of safeguarding intellectual property rights, advancing technology-driven innovation, and opening markets to the uniquely powerful and increasingly global medium of film.

Neff & Associates

Neff & Associates is a nationally recognized independent agency, specializing exclusively in medical professional liability insurance coverage for Maryland physicians since 1982. Our expertise also includes coverage in emerging risks of cyber liability and medical billing errors. We develop programs for all types of physician practices, surgery centers, clinics and healthcare delivery systems throughout the state of Maryland and the eastern United States.

Neff & Associates represents some of the largest and financially strongest insurance carriers in the marketplace. The relationships we have with our major carriers are unparalleled. Our carriers include:

- The Doctors Company
- TDC Specialty Underwriters
- Medical Protective, a Berkshire Hathaway Company
- National Fire & Marine, a Berkshire Hathaway Company
- NORCAL Group
- Mag Mutual

Neff & Associates is committed to delivering the highest level of client service to meet the specific needs of our clients. Our staff of four full-time licensed in-house specialists, led by Keith Neff, is available to assist physicians and practice administrators in addressing their coverage needs in this ever-changing marketplace.

Over the past 10 years, Neff & Associates has achieved a >90% rate of client retention. It is our mission to bring our physician insured the best carriers, offering the best protection at the best price.

AUTONOMOUS SYSTEMS

CYBER

C4ISR

STRIKE

LOGISTICS & MODERNIZATION

WHAT WE DO

Northrop Grumman is a leading global security company offering a broad portfolio of capabilities and technologies that enable us to deliver innovative products, systems and solutions for applications that range from undersea to outer space and into cyberspace.

OUR PEOPLE OUR CULTURE

With approximately 85,000 employees in all 50 states and in more than 25 countries, we strive to attract and retain the best employees by providing an inclusive work environment wherein employees are receptive to diverse ideas, perspectives and talents to help solve our toughest customer challenges.

NORTHROP GRUMMAN IN MARYLAND

- Northrop Grumman has been operating in the state of Maryland since 1938
- Over 12,000 employees making Northrop Grumman the largest manufacturer in Maryland
- Over 20% of all employees are veterans
- Major facilities in Annapolis Junction, Annapolis, Baltimore, Elkton, Fort Meade, Lanham, Linthicum (BWI), Patuxent River, Sykesville
- University partnerships with University of Maryland, Anne Arundel Community College, University of Maryland Baltimore County, John Hopkins University & Towson University
- In Maryland, approximately 60% of our suppliers are small businesses and/or women or minority-owned firms

STEM IN MARYLAND

In 2017, Northrop Grumman and the Northrop Grumman Foundation contributed over \$20.4 million to diverse STEM-related groups.

Every year, Northrop Grumman awards Engineering Scholarships to one **graduating high school senior in each of Maryland's 23 counties and Baltimore City**. This is a \$10,000 award divided over four years to pursue a four-year college education in a STEM discipline.

Northrop Grumman is also proud to have the High School Involvement Program (HIP) where students commit to working with Northrop Grumman employee mentors to pursue an engineering project and graduating seniors receive a \$20,000 scholarship.

CYBERPATRIOT

Northrop Grumman is honored to be the presenting sponsor of the **nation's largest cyber competition, the Air Force Association's CyberPatriot**.

In 2018 the CyberPatriot program registered 5,584 teams for its tenth season of the National Youth Cyber Defense Competition, a 26 percent increase from the 2016-2017 competition year.

CYBER WARRIOR DIVERSITY PROGRAM

Northrop Grumman entered into a Department of Defense Mentor-Protégé agreement with Digit All City, located in Baltimore, to develop the Cyber Warrior Diversity Program at Morgan State University and Coppin State University.

UNIVERSITY OF MARYLAND – ACES

In Fall 2013, in partnership with Northrop Grumman, the University of Maryland launched the Advanced Cybersecurity Experience for Students (ACES). ACES includes a living-learning program and an academic minor in cybersecurity for exceptional undergraduate students of all majors.

Ground/Air Task Oriented Radar (G/ATOR)



F-35 Active Electronic Scanned Array Radar



James Webb Space Telescope





Pfizer in Maryland

Founded in 1849, today's Pfizer is the world's largest biopharmaceutical company. Pfizer's history is one of innovation and adventure, of risks taken and bold decisions made. We are dedicated to discovering and developing new and better ways to prevent and treat disease.

WORKFORCE CONTRIBUTION

~140

Pfizer Employees in Maryland^a



CLINICAL TRIALS

61

Number of Clinical Trial Protocols^c

584

Number of Enrolled Patients^c

52

Number of Investigator Sites^c

11

Number of Therapeutics Being Studied^c



13

Clinical Trial Cities^c

Annapolis	Chevy Chase	Silver Spring
Baltimore	Columbia	Towson
Bethesda	Cumberland	West Wheaton
Catonsville	Frederick	Wheaton
	Hagerstown	



Partnerships and Strategic Alliances

~60

Strategic Partnerships

Pfizer invests considerable resources in partnerships and external research efforts with small biotech companies and universities in Baltimore, Bethesda, Columbia, Frederick, Ft Detrick, Gaithersburg, Germantown, Rockville, Silver Spring, and Upper Marlboro.^d

Pfizer Presence in Maryland

Meridian Headquarters

Meridian Medical Technologies, Inc., has been putting emergency care treatment options into the hands of military and civilian defenders for more than 50 years. Meridian is committed to help defend against critical, time-sensitive, life-or-death situations by providing medical countermeasures to the United States Department of Defense, Emergency Medical Services, Homeland Security, and more than 30 nations around the world.

Meridian Medical Technologies, Inc.
A Pfizer company
6350 Stevens Forest Road, Suite #301
Columbia, MD 21046

Phone: 1-800-638-8093 or 1-443-259-7800

Expanding Access to Medicines

Access to medicines is a cornerstone of Pfizer's commitment to health care. Through Pfizer RxPathways[®], we connect eligible U.S. patients to a full range of Pfizer assistance programs that enable them to access insurance support, co-pay help, and medicines for free or at savings.^e

2017 **2,200+**
Uninsured and Underinsured People in Maryland Assisted

19,600+
Prescriptions Provided Free or at a Savings in Maryland*

Past 5 Years **8,500+**
Uninsured and Underinsured People in Maryland Assisted

117,100+
Prescriptions Provided Free or at a Savings in Maryland*

*Data on file. Pfizer Inc., New York, NY.



Providing Community Support

In 2017, Pfizer employees and the Pfizer Foundation donated more than \$460,500 to nonprofit organizations in Maryland through the United Way match gifts and volunteer programs.

Updated August 2018 © 2018 Pfizer Inc
Craig Gill | Craig.A.Gill@pfizer.com

a. Pfizer Global Central Reporting, 12/31/2017
 b. Pfizer Global Tax, 12/31/2017
 c. Pfizer CAL-ODW Database, 12/31/2017
 d. Pfizer Worldwide Business Development R&D Collaborations, 01/01/2018
 e. Pfizer Corporate Responsibility – Pfizer RxPathways, 12/31/2017



Reynolds American Inc.

Reynolds American Inc. (RAI) is an indirect, wholly owned subsidiary of British American Tobacco p.l.c. and the U.S. parent company of R.J. Reynolds Tobacco Company; American Snuff Company, LLC; Santa Fe Natural Tobacco Company, Inc.; Nicovum USA, Inc.; and R.J. Reynolds Vapor Company.

RAI and its operating companies are leading the transformation of the tobacco industry. At each U.S. operating company, we are in a position to help resolve many of the controversial issues related to the use of tobacco. Committing ourselves to resolving these issues is the right thing to do and will ultimately advance our commercial objectives.

Transforming tobacco is a bold vision that we believe in, and our journey is well under way. We are moving our businesses forward with a full appreciation of stakeholder expectations.

Our goal is to ultimately achieve U.S. market leadership by effectively executing this transformation strategy. We will lead change in our industry by driving innovation throughout RAI's businesses, redefining enjoyment for adult tobacco consumers, reducing the harm caused by smoking, and accelerating the decline in youth tobacco use.

We are committed to meeting society's expectations for how a tobacco company should operate, while growing our businesses — now and over the long term. Our operating companies provide adult smokers a wide range of options to switch from cigarettes to potentially reduced-risk products. In this endeavor, we've spent nearly \$1 billion on research and development and commercialization of next generation products (NGP) in the last five years. We want to drive product and thought innovation that embraces science-based evidence of the comparative health risks associated with tobacco use.

1909
SAGAMORE SPIRIT
◆◆◆

Our Distillery

Sagamore Spirit is Maryland's premier waterfront whiskey distillery, committed to inspiring a global passion for Maryland Rye Whiskey. Founded in 2012, Sagamore Spirit launched two award-winning products in May 2016 – a Signature 83-Proof Rye Whiskey and Sagamore Spirit Cask Strength Rye – both to high acclaim. Soon after, the team opened a five-acre waterfront campus in Baltimore's Port Covington neighborhood in April 2017.

Since then, nearly 45,000 guests have visited the campus and tasted the brand's 19-time award-winning rye whiskies. The 22,000 square-foot Distillery Building houses the world's only handmade 40-foot mirrored finished copper column still, made by Vendome Copper in Louisville, Kentucky.

Sagamore Spirit is proud to be part of the whiskey renaissance in Maryland and is also helping revitalize Port Covington's waterfront by making the distillery a top destination for local whiskey-lovers and travelers. The distillery ranked No. 2 on TripAdvisor's list of top things to do in Baltimore, was featured on the Travel Channel's "Booze Traveler," and won Maryland Distillery of the Year two years in a row from the New York International Spirits Competition.

Our Whiskies

Before Kentucky had bourbon, Maryland made Rye. And Sagamore Spirit pays homage to these great veteran distillers by crafting spirits worthy of Maryland's heritage. The distilling team ferments, distills, and ages two different rye mash bills – a high rye and a mid-rye – and then blends them together after at least four years of aging. This unique process yields a smoother and more approachable flavor profile, characteristic of Maryland-Style Rye. Each batch of whiskey is then proofed with pure spring-fed water from a Spring House on Sagamore Farm, a 530-acre thoroughbred horse farm in Northern Baltimore County. The team drives this water 22 miles from Sagamore Farm to the distillery each week.

Sagamore Spirit's current offerings include Signature 83-Proof Rye Whiskey, Cask Strength Rye, & Double Oak Rye Whiskey, and four Limited-Time offerings: Port Finish Rye Whiskey, Moscatel Barrel Finished Rye Whiskey, Vintner's Finish, and Cognac Finish. Sagamore's distillers are known for their innovative products. Cask Strength Rye and Double Oak Rye each received the distinguished Double Gold from the San Francisco Spirits Competition.

Our Team

Sagamore Spirit is a growing team of 74 employees, with 55 working at the Baltimore-based distillery. Other Sales teammates live and work across the country, in cities such as New York, Chicago, Atlanta, Austin, and San Francisco.

Sagamore Spirit has become a beacon for Port Covington by producing events like Whiskey on the Waterfront, Yoga & Whiskey, Sunset Tours with Baltimore Water Taxi, cocktail-making tours and much more.



Founded in 1926, The Wills Group is an established, privately-held family company serving customers across Maryland, D.C., Delaware, and Virginia with the vision, drive, and capacity to serve many more in the near term. Headquartered in La Plata, MD, The Wills Group is the parent company of several retail, convenience, and home comfort business units, including Dash In Food Stores, Splash In Car Washes, SMO Motor Fuels, and SMO Energy. Each one is committed to providing customers with quality services and a superior experience – every time.

Dash In is a growing chain of 57 convenience stores dedicated to providing an elevated experience for its customers. In the past few years, Dash In locations have added an upgraded coffee program, featuring 100% Arabica coffee, hot tea and cappuccino options, and have raised the bar through its fresh, chef-driven Craveable Menu. Dash In continues to invest time and energy into menu development and unique store design.



Splash In is an eco-friendly carwash that provides clean, quality washes that can be trusted. There are 40 Splash In locations throughout Maryland, Delaware, and Virginia.



SMO Motor Fuels supplies over 250 dealer-operated stations in the mid-Atlantic with a diverse range of brands like Shell Oil, Exxon, and Citgo, and its own private Dash In label across a vast number of locations.



SMO Energy is a leading provider of propane, heating oil and HVAC equipment, committed to ensuring the home comfort and energy needs of its 30,000+ customers across the Southern Maryland region since 1926.



In an effort to continue to serve more customers in the near term across all our businesses, the Wills Group prides itself on being a good neighbor and corporate citizen. We believe in taking appropriate steps to operate our businesses ethically, and responsibly in an effort to protect the environment where we live and work.

Our employees are at the heart of all we do, and we are proud to have been recognized by Avatar as "Best in Class Employer" for Employee Engagement in 2016.

The Wills Group is also committed to giving back to the communities where we operate and, in 2018, was nominated as Philanthropist of the Year by Chesapeake Charities. Since 2006, the Wills Group has donated more than \$2.5 million to charitable, community-based organizations across Southern Maryland, and has provided countless volunteer hours and in-kind donations.

The Wills Group calls Southern Maryland home, and looks forward to exploring new and innovative ways to bring convenience, comfort, value, and quality service to our customers. For more information, please visit www.willsgroup.com.

TEACHFORAMERICA

27 years working in partnership with Maryland to ensure students are achieving, affirmed, and advocating for a just future.

Our Diverse Corps

- 55% of our corps identify as People of Color
- 24% of our corps identify as African American
- 35% of our corps are from a low-income background
- 28% of our corps were first in their families to graduate from college



76% of first-year TFA teachers in Baltimore City were rated “highly effective” or “effective”

88

Partner schools in Baltimore City, Baltimore County, and Prince George’s County



35,000

students are taught by our corps members & alumni

200
corps members
+
1,600+
alumni



Teach For America recruits and develops a diverse corps of outstanding leaders to make an initial two-year commitment to teach in high-need schools and become lifelong leaders in the effort to end educational inequity. TFA works with corps members to develop the leadership capacity of themselves and their students. As a diverse coalition of 56,000 alumni and corps members nationally, we work in partnership with communities to reimagining an education where every child has equal opportunity.



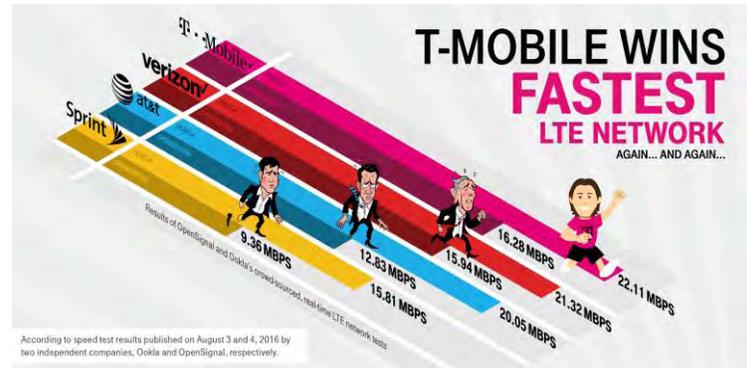
Fact Sheet The Un-carrier Network August 2016

The Un-carrier Network is purpose-built for massive data—and how Americans access the mobile internet today.

We designed the nation's densest, highest-capacity network infrastructure around the same IP tech that runs the internet. And we've used the mid-band spectrum best suited for carrying data together with a broad fiber deployment unlike anything else in the industry. The result is a T-Mobile network that's not only *faster*, but that's also *growing faster* and *advancing faster* than any other network in the nation.

The Un-carrier Network is Faster

- T-Mobile customers have enjoyed America's fastest 4G LTE network for two and a half years and counting, according to Ookla.
- T-Mobile's LTE is fastest according to three separate authorities in network performance measurement: [Ookla](#), the people behind speedtest.net; the independent testing firm [OpenSignal](#), a global standard-bearer in advanced, crowd-sourced network performance testing; as well as the [Federal Communications Commission](#), the independent agency charged with overseeing the U.S. wireless industry.



Greater Capacity Means Faster Speeds

- T-Mobile's network offers more spectrum per customer than either AT&T or Verizon.
- Un-carrier customers love lots of data and use more of it than customers of any other national provider. In fact, T-Mobile's network carries nearly 50% more data per customer than the industry average.
- We've built the nation's densest, highest-capacity LTE network, with more cell sites per customer than any other U.S. wireless company.
- With 57% of customers' calls now carried over VoLTE, we're far ahead of other providers in freeing up even more capacity by migrating voice to VoLTE.

The Un-carrier Network is Growing Faster

- Last year T-Mobile added nearly 1 million square miles of LTE coverage, which now reaches 311 million people—nearly every man, woman and child in America. That's a full 99.7% of the people Verizon covers. And third party data now shows T-Mobile customers get an LTE signal more often than AT&T customers do.
- T-Mobile Extended Range LTE, which carries signals 2x farther from the tower and 4x better indoors than before, will soon cover 269 million people or 83% of the U.S. population, including all of the top 10 markets and 29 of the top 30 markets in the U.S.
- T-Mobile Wideband LTE, which boosts both capacity and data speeds by up to an additional 50%, now covers 224 million people in over 340 markets nationwide.

The Un-carrier Network is Advancing Faster

In recent years, every meaningful network innovation has been available first on T-Mobile—including VoLTE, HD Voice, worldwide Wi-Fi Calling, Enhanced Voice Services, 4G LTE CellSpots and Rich Communications Services. To name a few.

- First with [HD Voice](#), and first to launch it nationwide, for crystal clear call quality
- First to launch [VoLTE](#) for faster call connections, fast LTE data speeds while on a call, HD Voice and seamless transitions between 2G/4G and LTE networks
- First with [Wi-Fi Calling worldwide](#) allowing you to move seamlessly between our LTE network and any available Wi-Fi connection
- First with [RCS-based Advanced Messaging](#) for rich 1 on 1 and group messaging, including near real-time chat right out of the box
- First to trial deployment of [License Assisted Access](#), an exciting innovation that will increase network efficiency and throughput speeds using unlicensed spectrum
- First and only to offer free [4G LTE CellSpots](#), the first-ever 4G LTE mini-tower available from a U.S. wireless provider for full-bar T-Mobile LTE coverage throughout your home, small business or virtually anywhere you need it
- First with [Enhanced Voice Services](#), which improves voice call reliability and fidelity over HD Voice
- First with [Video Calling](#) so you can see and hear family and friends right from your device's dialer and right out of the box using LTE or Wi-Fi

For more information about T-Mobile's network, check out www.t-mobile.com/coverage.

Media Contact

T-Mobile US Media Relations

MediaRelations@T-Mobile.com



Washington County Community Coalition

Coalition Partners:

- Washington County Government
- City of Hagerstown
- Washington County Public Schools
- Hagerstown Community College
- Washington County Library System
- Town of Williamsport
- Visit Hagerstown (Convention & Visitors Bureau)
- Washington County Chamber of Commerce
- CHIEF (Washington County Industrial Foundation)
- Greater Hagerstown Committee

History:

In 2005, local leaders formed the Washington County Community Coalition, an advocacy group with a two-fold mission: First, we lobby Annapolis on issues important to Washington County. Second, we educate State leaders and policy makers on the priorities, activities, and strengths of our community.

To be successful, the Coalition understands that it must go to Annapolis with "one voice." To build this consensus, we debate the issues among ourselves and select only those on which all the Coalition partners agree. We go to Annapolis, then, with a unified message and an increased chance for success.

Once the issues are chosen and the agenda is set, the Coalition works with a team of professional lobbyists led by John Favazza of Manis Canning & Associates. The lobbying team uses our consensus agenda to develop a coordinated plan of action.

Beyond the set agenda, the Coalition uses the lobbyist as a "trip-wire" – an early warning system to alert community leaders of legislative threats to Washington County. Armed with the information, and working with our lobbyists, the Coalition partners can often resolve issues before they become problems

Process:

The process to develop the Coalition's agenda begins with a series of meetings to which the entire leadership of all of the Coalition partners is invited. The group begins in the summer with brainstorming sessions designed to identify issues or projects that are important to our community. Over the course of several meetings, the partners trim down the list and agree on a manageable set of items. The Coalition's partners research the agenda items, identify specific requests, and prepare white papers or fact sheets for the lobbyists to use as educational materials. Past projects I-81 widening, major interchange improvements, revitalization projects in urban centers (MD Theatre), tourism projects, etc.

Program:

- Strategic lobbying program is developed for the community including priority projects and a "Watch List" of local issues of concern
- Community Leaders attend a "Day in Annapolis" during the General Assembly session to lobby State leaders on community initiatives.
- "Meet and Greet" legislators throughout the session at various special events.
- Coalition holds a legislative reception to project the "brand" of Washington County as a future area of prosperity for MD
- The Coalition receives year-round advocacy updates from our lobbyists. Lobbying team tracks and reports on local legislation. Community leaders receive advice and help as new issues or initiatives develop

Washington County Community Coalition

For information contact: Paul Frey, President of Washington County Chamber of Commerce

paul@hagerstown.org or (301) 739-2015 ext. 102

1 S. Potomac Street Hagerstown, MD 21740



Manis
Canning & Associates

GOVERNMENT RELATIONS
PUBLIC AFFAIRS

12 FRANCIS STREET
ANNAPOLIS, MARYLAND 21401
PHONE > 410.263.7882
FAX > 410.263.7925