

AMERICAN COUNCIL OF ENGINEERING COMPANIES/MARYLAND
2019-2020
AFFILIATE MEMBERS

ACEC BUSINESS INSURANCE TRUST (BIT)

Greyling Insurance Brokerage, a division of EPIC
3780 Mansell Road, Suite 370
Atlanta, GA 30022
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Phone: 1-833-223-2248
FAX: 866-550-4082
Website: www.acecbit.org

Brief History and Activities of the Firm: Greyling Insurance Brokerage, a division of EPIC (Greyling) is the endorsed broker for the ACEC Business Insurance Trust (BIT). Greyling is a specialty insurance broker and risk consultant dedicated to serving the design and construction industries. Greyling has experienced veterans of the insurance industry, design industry and legal profession which results in taking a multi-focal view of risk to develop risk management and insurance solutions for firms of all sizes. This includes access not only to the ACEC BIT's customized Business Insurance Program that economically fits the needs of most member firms, but also access to the most sophisticated insurance markets in the world for large ACEC member firms with complex risk exposures.

ACEC LIFE/HEALTH INSURANCE TRUST

2591 Dallas Parkway, Suite 300
Frisco, TX 75034
Rep.: Lana Oxsen lane@aceclifehealthtrust.com
Phone: 800-841-6130
FAX: 877-883-8985
Website: www.aceclifehealthtrust.com

Brief History and Activities of the Firm: Founded in 1965, the ACEC Life/Health Insurance Trust provides quality, affordable healthcare to ACEC member firms and supports the Member Organizations and ACEC.

AMES & GOUGH, INC.

8300 Greensboro Drive, Suite 980
McLean, VA 22102
Rep.: Mike Heatwole mheatwole@amesgough.com
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Brief History and Activities of the Firm: Ames & Gough, Inc. was formed in December 1991 with the dual purposes of providing the highest quality of services to architectural, engineering, construction management, environmental, and design/build firms, including: the structuring and placement of individually-tailored professional liability insurance programs; and the finest quality risk management loss prevention services. With offices located in Washington and Boston, the firm represents firms domiciled in twenty-two states and the District of Columbia. Services include: individually-tailored professional liability insurance programs; and risk management and loss prevention services. As an Ames & Gough client firms have the benefit of no hassles at the inception of policies and at renewal times. The firm carefully analyses applications and other materials submitted for underwriting to make sure firms receive the best premium possible. In addition to offering timely proposals for professional liability, the firm offers attractive payment options and financing terms. Loss prevention and risk management services are two ways to reduce the amount of exposure firms may have and protect it from potential claims. Benefits of Ames & Gough include contract reviews and in-house risk management seminars. The firm is also able to guide firms through pre-claims assistance. This means Ames & Gough can help in obtaining legal counsel and expert witness opinions that may result in not cost. With over 80 years of combined experience specifically in underwriting and risk management for architectural and engineering firms Ames & Gough has had tremendous success in saving its clients significant premium dollars. With contacts at 7 major market carriers, Ames & Gough is always looking to obtain the best policy and premiums for its clients' needs.

ASSEDO CONSULTING, LLC

6100 Chevy Chase Drive, Suite 101

Laurel, MD 20707

Rep.: Odessa Phillip odessap@assedollc.com

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FAX 240-554-5250

Website: <http://www.assedollc.com>

Brief History and Activities of the Firm: Assedo Consulting is an African-American, woman-owned business, MDOT MBE/DBE/SBE (13-406). The firm was established in 2012 to provide public engagement and technical services for projects in the planning, design and construction phases of development. Our staff have specific expertise in translating technical information into "plain language". These skills help teams deliver projects that satisfy the technical requirements established by clients while also aiding the public in understanding complex project elements. The firm is headquartered in Prince George's County, Maryland and has projects in the Washington DC and Baltimore Metropolitan regions. They currently provide public outreach and planning services in the transportation, environment, and utility sectors. Several of their clients also use our graphic design, branding and marketing services for projects or agency reinvigoration. They use well established mechanisms to engage the community including various forms of written and visual aids - newsletters, web pages, postcards and flyers. Their team of facilitators and outreach specialists also organize and lead informational charrettes, pop-up meetings or other public forums to help communities learn more about projects and their processes. As the power of technology has advanced, the firm now provides clients with detailed

social media strategies and tools to broaden their reach. The combination of these tools help to create robust partnerships that best engage project stakeholders, oversight agencies and other impacted or benefited parties.

CBIZ BENEFITS & INSURANCE

9755 Patuxent Woods Drive, Suite 200

Columbia, MD 21046

Rep.: Art Ebersberger aegersberger@cbiz.com

Phone: 410-647-4200

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Website: www.cbiz.com

Brief History and Activities of the Firm: CBIZ Benefits and Insurance can offer your firm services in Group Health Insurance Consulting; Qualified Plan Administration/Consulting; TPA Services; Voluntary Benefits; Financial Planning/Investment Advisory Services; Retirement Plan Services; and Executive Benefits Services. The mission of CBIZ Benefits and Insurance is to provide an integrated offering of CBIZ's core professional services in each regional market, incorporating the services of CBIZ's national practice areas and utilizing technology to enhance its product offering and streamline service delivery. CBIZ realizes that each company is unique and so are its business needs. CBIZ offers a complete range of customized business services -- from accounting and tax, to benefits and technology consulting. Every service is customized to its client's needs.

CONNOR SUPPORT SERVICES, LCC

1804 View Top Court

Annapolis, MD 21409

Rep.: Belinda Calabrese-Connor bconnor.css@comcast.net

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Website: (under construction)

Brief History and Activities of the Firm: Connor Support Services, LLC (CSS) was formed in 2008. The sole principal is Belinda Calabrese-Connor. Ms. Connor's educational background includes a Certificate in Paralegal Studies, a B.S. Degree in Accounting, and a Master's Degree in Business (MBA). Ms. Connor's work experience for the past 10 years has been in the Transportation Engineering industry. CSS's goal is to provide highly accurate data collection services to transportation engineering firms for their transportation studies & analyses. CSS is a MDOT certified DBE/WBE company. Activities of the firm include data collection for 24-hour traffic counts, intersection turning movement counts, parking lot counts (vehicle accumulation and turnover), origin and destination surveys, travel speed and delay studies, intersection stop delay, pedestrian counts, queue surveys, vehicle occupancy, transit usage, intersection condition diagrams, and signing, lighting and pavement marking inventories.

CTI

235 Schilling Circle, Suite 100
Hunt Valley, MD 21031
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Brief History and Activities of the Firm: CTI is an IT consulting and solutions firm with many years of experience working with IT systems and providing dedicated staff supporting engineering and architecture firms. Founded in 1985 by two local Marylanders, Kip Einbrod and Terry Koenig, over the years as technology grew and evolved, so did CTI's engineers and their expertise in areas such as: personal computing, token rings, networking, client / server architecture, disaster recovery, server virtualization, storage consolidation, cyber security, the cloud and beyond. With over 35 engineers on staff today, CTI drives innovative IT strategy, designs and implements IT solutions, and deploys senior level engineers for day to day support. Services include: IT Analysis, Design, Implementation & Support; Cyber Security & Disaster Recovery Programs; Cloud Analysis and Migration Service; IT Strategy & Budget Planning; Tech - A – Day (rent a senior IT engineer part time to support and mentor your internal staff); Break/Fix IT engineering support; and Staffing & Contractors.

FLOURA TEETER LANDSCAPE ARCHITECTS, INC.

800 North Charles Street, Suite 300
Baltimore, MD 21201
Rep.: Joan Floura jfloura@ftla.com
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FAX: 410-528-8425
Website: www.ftla.com

Brief History and Activities of the Firm: Since its inception in 2000, FTLA is a WBE-certified landscape architecture firm that applies extensive experience and creativity to a variety of public and private projects throughout the mid-Atlantic region. The firm is committed to providing its clients with beautiful and functional spaces while serving as a collaborative, team-focused partner. The firm is a certified WBE firm in MD, DE, PA, NY, and VA, as well as in a number of local jurisdictions. The firm's founders, registered landscape architects and LEED Accredited Professionals Joan Floura and Aaron Teeter, bring a combined 45 years of experience to the team and are backed by a staff of planners, landscape architects, landscape designers, foresters, arborists, and irrigation specialists.

GROSS, MENDELSON & ASSOCIATES, PA

36 South Charles Street, 18th floor
Baltimore, MD 21201
Rep.: Stephen Ball sball@gma-cpa.com Diana DeWitt ddewitt@gma-cpa.com
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FAX: 410-752-5042
Website: www.gma-cpa.com

Brief History and Activities of the Firm: Founded in 1960 by Jerome A. Gross, CPA, and Martin S. Mendelsohn, CPA, the firm has 14 partners, most of who have been with Gross Mendelsohn for over 15 years each. Gross, Mendelsohn is a full-service Baltimore-based CPA firm, serving privately held businesses, nonprofits, and families in the Mid-Atlantic region. The firm provide tax, accounting, and Attestation services, as well as litigation support, asset management, business valuation, and technology consulting to various industries, including engineering, construction, real estate, manufacturing and distribution, healthcare, and nonprofit.

HERTZBACH & COMPANY, P.A.

800 Red Brook Blvd.

Owings Mills, MD 21117

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FAX: 410-356-0058

Website: www.hertzbach.com

Brief History and Activities of the Firm: Hertzbach & Company, P.A. was founded in 1948, and is one of the leading certified public accounting and consulting firms in the Mid-Atlantic region. For over 70 years, the firm has been a valued advisor to its clients, finding creative ways to maximize their profitability, cash flow, and competitiveness in the marketplace. The firm provides Services in the following areas: Assurance & Accounting; Tax Planning & Preparation; Management Advisory; Business Valuation, Litigation Consulting, Forensics and Fraud Investigation; Wealth Management; Cost Segregation; and Information Technology.

HMMH

77 South Bedford Street

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Website: www.hmmh.com

Brief History and Activities of the Firm: Harris Miller Miller & Hanson Inc. (HMMH) was founded in 1981 to provide the highest quality noise consulting services to airports. A spin-off from Bolt Beranek and Newman (BBN), HMMH's founders worked on some of the earliest, ground-breaking transportation noise challenges, including early work for the Port Authority of New York and New Jersey and Amtrak's Northeast Corridor. Today, in addition to their noise practice, HMMH addresses emerging and technological challenges including air quality analysis, airport and airspace planning, and climate and energy solutions. HMMH is nationally recognized for developing complex solutions for issues affecting our environment. In December 2014, two of the firm's executive level managers, Mary Ellen Eagan (CEO) and Diana Wasiuk (COO), acquired a controlling stake in HMMH, making the firm a women-owned business.

KELLER STONEBRAKER INSURANCE, INC.

1120C Professional Court

Hagerstown, MD 21741

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Website: <http://www.kellerstonebraker.com>

Brief History and Activities of the Firm: In its fourth generation, Keller Stonebraker is a regional insurance agency operating in three states. They offer full services to both commercial and personal insurance clients and those with surety needs. The firm offers Commercial Insurance (property, liability, workers comp), Employee Benefits; Surety; Financial Services; and Enterprise Risk Management and Loss Control.

KING & ATTRIDGE

39 West Montgomery Avenue

Rockville, MD 20850

Rep.: John A. King jking@kingattridge.com

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Website: www.kingattridge.com

Brief History and Activities of the Firm: King & Attridge was founded in 1991 by John A. King and Patrick James Attridge. The principals were associates at Macleay Lynch and then partners in the successor firms including Bromley, Brown & Walsh. Mr. King has represented architects, engineers and surveyors for over twenty years. Mr. Attridge has represented engineers and surveyors for over ten years. Mr. King has lectured and written on risk management issues involving design professionals and provides risk management issues involving design professionals and provides risk management to a number of prominent design firms in the regular course of his practice. Activities of the firm include legal services in connection with construction litigation and arbitration on behalf of design professionals; and risk management advice including with respect to contract negotiations and potential claims.

KLEIN AGENCY, LLC

P. O. Box 219

Timonium, MD 21094

Rep.: Justin Klein Jklein@kleinagencyllc.com

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Website: www.kleinagencyllc.com

Brief History and Activities of the Firm: In business since 1964, Klein Agency has been a leading writer of professional liability and business insurance for engineers, architects, surveyors and other design professionals. The Klein Agency represents over 900 firms in the Mid Atlantic with office locations in Baltimore, MD and Philadelphia, PA. The Klein Agency understands

that every design firm has unique risk exposures, for that reason they customize insurance packages to fit the needs of each client. Their team of professionals, with over 200 years of combined experience, provides risk management advice, in-house continuing education seminars, and contract reviews – for no additional premium. Klein Agency’s strong reputation among insurance carriers allows direct access to exclusive insurance programs.

KLT GROUP, LLC

21 Montvieu Court

Cockeysville, MD 21030

Rep.: Kelly Lyles klyles@kltgroup.com

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Website: www.kltgroup.com

Brief History and Activities of the Firm: KLT Group, LLC is a woman-owned, environmental consulting firm based in Baltimore, MD. The firm’s primary focus is serving the needs of federal, state and local agencies in the full range of National Environmental Policy Act (NEPA) documentation and process. They are at the forefront with identifying process improvements and innovative environmental management solutions through experience and a solid understanding of environmental regulations. Activities of the firm include National Environmental Policy Act (NEPA) Documentation, Agency Coordination, Third Party NEPA Guidance, Sustainability Development, Asset Management, Environmental and Sustainability (ESMS) Plan Development, and Technical Grant Writing.

KOBA & ASSOCIATES, LLC

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Website:

Brief History and Activities of the Firm: After 28 years of working with the City of Baltimore for agencies such as the Mayor's Office, Housing, Public Works and Transportation in the field of communications, community outreach and public information, KOBA & Associates, LLC was started in 2018 by Adrienne Barnes, Former Chief of Communications for the Baltimore City Department of Transportation. KOBA has expertise in providing professional marketing, public relations, and independent compliance monitoring to city and state government agencies, prime contractors, and team partners who serve government agencies. With more than 50 years combined experience within state and local government, KOBA's team has the unique insight, knowledge and skills to provide the tools, materials and resources needed to provide outreach, information services, media relations, business management, consultation, coordination of community meetings and special events.

LEE/SHOEMAKER PLLC

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Washington, DC 20005

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Website: www.leeshoemaker.com

Brief History and Activities of the Firm: Lee/Shoemaker, PLLC was founded in 2018, and helps design firms of all sizes establish effective risk management practices which serve as the foundation for the long term success of their practices. Jim Lee has represented design professionals since the mid-1980s at two other law firms prior to forming Lee/Shoemaker PLLC. Jonathan Shoemaker has over a decade of experience as a lawyer involved in the construction industry. The firm provides legal advice to design professional firms, including litigation and dispute resolution, risk management, mergers and acquisitions, and business counseling on litigation and corporate matters.

LOTUS ENVIRONMENTAL CONSULTING, LLC

487 Devon Park Drive, Suite 219

Wayne, PA 19087

Rep.: Katherine Farrow kfarrow@lotusenvironmental.com

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Brief History and Activities of the Firm: Formed in 2009, Lotus Environmental Consulting, LLC is a Small, Disadvantaged, Women-Owned Business that provides environmental compliance and permitting services to private developers, government agencies, and consulting engineering firms. A partial list of services provided by the firm include NEPA Studies, Environmental Permitting, Wetland Delineation and Functional Assessment, Terrestrial & Aquatic Habitat, Threatened and Endangered Species, Historic and Archaeological Investigations, and Public and Agency Involvement.

McSHANE, PC

1211 Connecticut Avenue, NW, Suite 425

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Website: www.leemcshane.com

McShane has over 50 years of experience in commercial litigation, business, transactional and employment matters representing professionals and corporations in the District of Columbia, Maryland and Virginia, in State and Federal Courts.

MD READY MIX CONCRETE ASSOCIATION

P. O. Box 617

Frederick, MD 21705

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Website: www.marylandconcrete.com

Brief History and Activities of the Firm: Formed in 1978, Maryland Ready Mix Concrete Association (MRMCA) is a proactive Trade Association that represents every Ready Mix Concrete Producer in Maryland in the areas of promotion, legislative, safety, training, education, image, government relations, the environment and technical matters while effectively communicating its efforts, activities and the results thereof to the membership and community.

ROWLES & COMPANY, LLP

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Website: www.rowles.com

Brief History and Activities of the Firm: Rowles & Company, LLP has been assisting engineering firms since the firm's founding more than 70 years ago. Their depth of experience in meeting the unique needs of professional engineering firms enables them to provide its clients a variety of innovative accounting and consulting services in addition to the more traditional services of compilation, review and auditing. The firm's services include: audits; bookkeeping; business structure; compilations and reviews; dual reporting; job cost accounting; management consulting services; microcomputer consulting; organization structure reviews; overhead cost analysis; partnership agreements; pension plan audits; performance measurement; retirement plans; special opportunities; tax planning; tax preparation; and overhead audits.

SIG

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Brief History and Activities of the Firm: An employee benefits industry veteran, Richard Silberstein founded SIG to offer personalized, innovative, and cost-effective employee benefit solutions that meet the unique insurance needs of each of the firm's clients. SIG has grown steadily to become one of the leading employee benefits brokers and consultants in the country. With a team of highly skilled, licensed brokers and support staff, SIG serves more than 400 corporate clients in more than 40 states. They are experts in benefit strategy, health and

productivity, population health management and benefit cost containment. They assist clients with many aspects of employee benefits including: wellness, compliance, health care reform, employee engagement & education and HR relief.

STAMBAUGH NESS, P.C.

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York, PA 17402

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Brief History and Activities of the Firm: Formed in 1996 by the merger of Harry Ness & Company and Stambaugh Dorgan & Company, Inc., Stambaugh Ness, PC is one of the largest accounting firms in the Central Pennsylvania business community. In 1998, the firm diversified further by adding a technology affiliate, SN Business Solutions, LLP (SNBS). SNBS installs and supports computer networking, accounting software solutions and other forms of technology. As a partner with Deltek, SNBS offers Deltek Vision, a leading enterprise software solution designed for professional services firms to improve business performance, streamline operations, and win new business by integrating a firm's end-to-end business processes through the automation, planning, tracking and administration of resources and projects.

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