

AMERICAN COUNCIL OF ENGINEERING COMPANIES/MARYLAND
2018-2019
AFFILIATE MEMBERS

ACEC BUSINESS INSURANCE TRUST (BIT)

Greyling Insurance Brokerage, a division of EPIC
3780 Mansell Road, Suite 370
Atlanta, GA 30022
Rep.: Jeff Connelly jeff.connelly@greyling.com
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
Phone: 703-827-2277
FAX: 703-827-2279
Website: www.amesgough.com

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.

CBIZ BENEFITS & INSURANCE

9755 Patuxent Woods Drive, Suite 200
Columbia, MD 21046

Rep.: Art Ebersberger aegersberger@cbiz.com

Phone: 410-647-4200

FAX: 410-647-6385

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

Phone: 410-570-4231

FAX: 410-757-8703

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

Rep.: Jon Graham jgraham@webcti.com

Phone: 800-606-6060; FAX: 410-666-3307

Website: www.webcti.com

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

Phone: 410-528-8395

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

Telephone: 410-685-5512

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.

KING & ATTRIDGE

39 West Montgomery Avenue

Rockville, MD 20850

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

Phone: 301-279-0780

FAX: 301-279-2988

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

Phone: 410-832-7600

FAX: 410-832-1849

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.

LEE & McSHANE, PC

1211 Connecticut Avenue, NW, Suite 425

Washington, DC 20036

Rep.: James F. Lee, Jr. jfl@lee-mcshane.com

Phone: 202-530-8100; (800) 493-3483

FAX: 202-530-0402

Website: www.leemcshane.com

Lee & 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.

LOTUS ENVIRONMENTAL CONSULTING, LLC

487 Devon Park Drive, Suite 219

Wayne, PA 19087

Rep.: Katherine Farrow kfarrow@lotusenvironmental.com

Phone: 610-605-3104

Website: www.lotusenvironmental.com

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.

MD READY MIX CONCRETE ASSOCIATION

P. O. Box 617

Frederick, MD 21705

Rep.: Tom Evans tom@marylandconcrete.com

Phone: 301-694-4899

FAX: 301-694-4839

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

8100 Sandpiper Circle, Suite 308

Baltimore, MD 21236

Rep.: Ron Grodzinsky rgrodzinsky@rowles.com

Phone: 410-583-6990

FAX: 410-583-7061

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

2850 Quarry Lake Drive, Suite 303

Baltimore, MD 21209

Rep.: Richard Silberstein richard@silbs.com

Phone: 410-823-8066

FAX: 410-823-0349

Website: www.silbs.com

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.

SPECTRUM ENVIRONMENTAL SCIENCES, INC.

97 Thomas Johnson Drive, Suite 200

Frederick, MD 21702

Rep.: Tom Iaccarino theikeman@spectrumenv.com

Phone: 301-620-1200

FAX: 301-620-4118

Website: www.spectrumenv.com

Brief History and Activities of the Firm: Spectrum Environmental Sciences, Inc. was founded in 1994 and purchased by Brenda S. Dean (Iaccarino) in 1999 and incorporated in the state of Delaware. A women-owned small business with MDOT MBE certification, the firm has been providing technical environmental consulting services for more than ten years. Spectrum offers comprehensive environmental permitting, compliance and management services. The firm also provides capabilities in Biology, Environmental Law, Environmental Policy, Environmental Sciences, Geology, and Meteorology.

STAMBAUGH NESS, P.C.

2600 Eastern Boulevard, Suite 101

York, PA 17402

Rep.: M. Scott Hursh shursh@stambaughness.com

Phone: 717-757-6999

FAX: 717-840-6117

Website: www.stambaugh-ness.com

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.

###