



# Leadership Southern Maryland

*Regional Collaboration for Today's Leaders and Tomorrow's Vision*

## ORIENTATION RETREAT

Monday & Tuesday, September 9 & 10, 2019  
 Chesapeake Beach Resort & Spa  
 4165 Mears Avenue, Chesapeake Beach, MD 20732  
 410-257-5596

**SESSION FACILITATOR:** ELIOT PFANSTIEHL, LSM Honorary Founding Member and Founder/CEO Emeritus Strathmore

### Goals:

- Team building
- Develop expectations for your LSM experience
- Overview of regional issues and concerns
- Interaction with policy makers and implementers
- The power to make a difference in our community comes from within

### Monday, September 9

TIME	TOPIC	SPEAKER
8:00-8:45 am	Registration and Breakfast	Please arrive at 8 a.m.!
8:45-9:00 am	Welcome & Introduction	Executive Director <b>Denise Foster</b>
9:00-9:30 am	Coming to Southern Maryland Activity	<b>Eliot Pfanstiehl</b>
9:30-10:30 am	Who are we as a class and region? Myths and Realities	<b>Eliot Pfanstiehl</b>
10:30-10:45 am	BREAK	
10:45 am-12:00 pm	Where do I stand as a Leader?	<b>Eliot Pfanstiehl</b>
12:00-1:00 pm	Lunch	
1:00-2:15 pm	Economic Overview	<b>Anirban Basu</b> , Chairman & Chief Executive Officer of Sage Policy Group
2:15-2:30 pm	BREAK	
2:30-3:45 pm	The Three Commissioner Panel – Calvert, Charles, and St. Mary's County Commissioners	Commissioners – Calvert: <b>Thomas "Tim" Hutchins</b> ; Charles: <b>Reuben B. Collins, II, Esq</b> ; St. Mary's: <b>James "Randy" Guy</b> ; Moderator – <b>Linda S. Vassallo LMD'07</b> , Director, Calvert County Department of Communications & Media Relations
3:45-4:15 pm	Welcome to the LSM Family	Board President <b>Sam Baldwin LSM'16</b> , Executive Director <b>Denise Foster</b>
4:15-5:00 pm	First Day Wrap Up / Connect the Dots	<b>Eliot Pfanstiehl &amp; Denise Foster</b>
5:00 pm	Adjourn & Social @ Rod 'n Reel Restaurant	Sponsored by Chesapeake Beach Resort & Spa

Tuesday, September 10

TIME	TOPIC	SPEAKER
8:00-8:30 am	Breakfast	
8:30-9:45 am	Leadership: What a concept!	Eliot Pfanstiehl
9:45-10:00 am	BREAK	
10:00-11:15 am	The Privilege Exercise	Eliot Pfanstiehl
11:15 am-12:15 pm	Board of Directors & Governance / Community Trusteeship: The Toolbox	Eliot Pfanstiehl
12:15-12:30	Nonprofit Project 101	Denise Foster
12:30-1:45 pm	Lunch & Nonprofit Project Expo	
1:45-2:00 pm	Team Building Exercise	Eliot Pfanstiehl
2:00-3:15 pm	Team Projects with Nonprofit Representative	
3:15-3:30 pm	BREAK	
3:30-4:00 pm	Class Photo	
4:00-4:30 pm	LSM 101	Denise Foster, LSM Board Vice President Mary Beth Cook LSM'17
4:30-5:00 pm	Quaker Closing Circle	Eliot Pfanstiehl
5:00 pm	Adjourn	

**Directions to Chesapeake Beach, Maryland**

From Southern Calvert: Md-4 N Through Prince Frederick and take MD-261/Bayside Road to Mears Avenue. Turn right onto Mears Avenue. 4165 Mears Avenue, Chesapeake Beach, MD 20732

From Charles: Take Md-231 From Hughesville Towards Prince Frederick. Take Md-4 N Through Prince Frederick and take MD-261/Bayside Road to Mears Avenue. Turn right onto Mears Avenue. 4165 Mears Avenue, Chesapeake Beach, MD 20732

From St. Mary's: From Md-235 Take Md-4 N Across the Thomas Johnson Bridge. Take Md-4 N Through Prince Frederick and take MD-261/Bayside Road to Mears Avenue. Turn right onto Mears Avenue. 4165 Mears Avenue, Chesapeake Beach, MD 20732

**BIOGRAPHIES**

**PROGRAM SESSION FACILITATOR:**

**ELIOT PFANSTIEHL, LSM Honorary Founding Member, *Founder/CEO Emeritus Strathmore***



Eliot Pfanstiehl is the founder of Strathmore Hall Foundation, Inc., which operates and presents programming at Strathmore, a multi-disciplinary arts center, including the Music Center and the Mansion at Strathmore, in Montgomery County, Maryland. Pfanstiehl held the position of CEO from 1983 to 2018 and led the successful effort to build the world-class Music Center at Strathmore, which opened in 2005.

Born in the District of Columbia and a graduate of George Washington University with a B.A. in psychology, Pfanstiehl's career is a mixture of arts management, education, leadership training and organizational development.

Pfanstiehl has been a founder, president or chair of Montgomery County Arts Council, the Round House Theatre, the League of Washington Theatres, and Strathmore. His past board service includes the Friends of the Kennedy Center, Round House Theatre, Black Rock Arts Center, Cultural Alliance of Greater Washington, Maryland Association of Nonprofit Organizations, and chair of both the Maryland State Arts Council and Maryland Citizens for the Arts.

He was the founding president of Maryland Leadership Workshops and is the program facilitator for Leadership Maryland, Leadership Montgomery, Leadership Allegany, Leadership Washington County, Leadership Southern Maryland, and a graduate of the inaugural class of Leadership Washington.

Pfanstiehl has led over 300 board and strategic planning retreats for a range of nonprofit civic, arts and social service organizations, government agencies and businesses.

Pfanstiehl was named 2000 Washingtonian of the Year and the Washington Business Journal named him one of the "People to Watch" in 2005.

Pfanstiehl and his wife, Cynthia, an anthropology professor at Montgomery College, are the proud parents of four children. They live in Silver Spring, Maryland.

## **LEADERSHIP SOUTHERN MARYLAND EXECUTIVE DIRECTOR:**

### **DENISE FOSTER, *Executive Director, Leadership Southern Maryland***



Denise Foster joined the Leadership Southern Maryland (LSM) staff as executive director in April, 2018. She is a graduate of the College of Southern Maryland and earned her bachelor's degree in public communications with a criminal justice minor from American University. Foster went on to attend the University of North Florida, earning her Master of Arts in public communications and nonprofit management certification. Prior to coming to LSM, Foster served as director at K9s For Warriors, worked as a consultant for numerous nonprofit organizations, and spent over 15 years as a government contractor.

Foster has been actively involved in the community, volunteering with the Navy Marine Corps Relief Society and serving on the boards of the Southern Maryland Community Foundation and the Patuxent River Officer Spouses Club.

In her free time, Foster enjoys cooking and trying new restaurants. She spends time with her family and dog and enjoys drinking coffee and wine (in no particular order).

## **PRESENTERS:**

### **ANIRBAN BASU, *Chairman & CEO of Sage Policy Group, Inc.***



Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm headquartered in Baltimore, Maryland with offices in Pennsylvania and Indonesia. The firm provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others.

In 2014, Maryland Governor Larry Hogan appointed Basu chair of the Maryland Economic Development Commission. He also serves as chairman of the Baltimore County Economic Advisory Committee. He is also the chief economist to Associated Builders and Contractors and chief economic advisor to the Construction Financial Management Association. He serves similar functions for Visit Baltimore, the Maryland Association of Realtors, and Marcum, LLC.

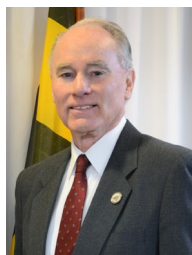
Basu currently lectures at Johns Hopkins University on global strategy. He has also taught international economics, urban economics, micro- and macroeconomics at Hopkins. His radio show can be heard weekdays on 88.1FM, WYPR, Baltimore.

In both 2007 and 2016, the Daily Record newspaper selected Basu as one of Maryland's 50 most influential people. The Baltimore Business Journal named him one of the region's 20 most powerful business leaders in 2010.

Basu has been on many boards over time, including First Mariner Bank, the Baltimore City Public School System, Port Discovery, the Baltimore School for the Arts, Union Memorial Hospital, and the Lyric Opera House. He is currently on the boards of St. Mary's College, the University System of Maryland Foundation, the Center for Emerging Media and the Archdiocese of Baltimore School System.

Basu earned his B.S. in foreign service at Georgetown University in 1990. He earned his master's in public policy from Harvard University's John F. Kennedy School of Government, and his master's in economics from the University of Maryland, College Park. His Juris Doctor was earned at the University of Maryland School of Law.

### **THOMAS "TIM" HUTCHINS., *Commissioner, Calvert County Board of County Commissioners***



Commissioner Thomas E. "Tim" Hutchins is a first-time commissioner who took office in December 2018 representing District 2

Prior to his election, Hutchins had been appointed by Governor Larry Hogan in 2015 as the director of the Governor's Office of Homeland Security where he served as the personal advisor to the governor on all homeland security issues from counterterrorism to disasters. In addition, he served as a deputy chief of staff, supervising a portfolio of agencies including the departments of state police, military, public safety and correctional services, veterans' affairs, information technology, Institute for Emergency Medical Service System, Emergency Management Agency and the Office of Crime Control and Prevention.

Commissioner Hutchins was appointed by Governor Robert L. Ehrlich Jr. in 2003 as secretary of the Department of Maryland State Police and the Superintendent of the Maryland State Police. He had previously served in the department for more than two decades before his retirement in 1994. Hutchins graduated from

several significant professional schools of law enforcement, including the FBI National Executive Institute in Quantico, Virginia and the Leadership Academy of Policing Leadership and Command Programme, Bramshill Police College, Bramshill, United Kingdom.

Hutchins served in the United States Army and the Maryland Army National Guard. He is a Vietnam veteran and has served in many other countries around the world. Hutchins is a 1990 graduate of the United States Army Sergeants Major Academy in El Paso, Texas. He retired from the Army National Guard in 2004 after serving almost four decades of continuous duty.

Hutchins was elected three consecutive times from 1994 to 2003 to represent Charles County in the Maryland House of Delegates. As a delegate he served on the House Judiciary Committee, the Special Committee on Drug and Alcohol Abuse, the Criminal Justice Information Advisory Board, the Governor's Task Force on Childproof Guns and the Governor's Anti-Terrorism Work Group. He served in the House of Delegates until February 2003, when Governor Ehrlich appointed him secretary of the Department of Veterans Affairs.

Hutchins has a master's degree in state and local government from the University of Maryland University College, a Bachelor of Science degree in law enforcement and sociology from University College and an Associate of Arts degree in criminal justice from the Charles County Community College. He founded a scholarship endowment at the College of Southern Maryland for military veterans who enroll in the law enforcement or public safety academic track.

Hutchins has worked as a contractor through a nongovernment organization enhancing law enforcement services in the Provincial Police Department of Cordoba, Argentina. He also worked as a contractor for the United States Department of Defense and has assisted a number of foreign law enforcement elements during his several careers. Hutchins served in Estonia with the Partnership for Peace after the collapse of the Soviet Union and also served on a forum in Sarajevo reviewing postwar law enforcement issues.

Commissioner Hutchins is married and has three children.

### **REUBEN B. COLLINS, II, Esq., *President, Charles County Board of County Commissioners***



Reuben B. Collins, II, Esq., is a lifelong resident of Charles County, was raised in Bryans Road, and is a proud graduate of the Charles County School system. Commissioner President Collins resides with his wife, Deborah, along with their children Janiya, Tyme and Taj, in Bryans Road, Maryland. Collins earned his Bachelor of Arts degree in political science from Fisk University in Nashville, Tennessee, advancing to earn his Jurisprudence Doctorate from the District of Columbia School of Law. For over twenty years, he practiced law for R.B. Collins Law, LLC with an emphasis on corporate and small business transactions. His public service career started over 30 years ago to include two previous terms as Charles County commissioner for District 3 and Charles County vice president during his second term in office. This third term in office is historically significant as

Collins is the first African American elected as commissioner president for Charles County.

Along with his real-world experience, Collins' commitment to community service is widely established and he has a proud history of serving others. He is credited with extensive and noteworthy contributions:

- Charles County Housing Authority, 2008
- Minority Business Program Collaboration, 2008

- Rural Housing Improvement Initiative, 2009
- Waldorf Sidewalk Initiative, 2010
- Light Rail Initiative Collaboration, 2011
- Summer Youth Employment Program, 2012
- Waldorf Beautification Project, 2012
- Waldorf Redevelopment Corridor, 2012
- Pomomkey Redevelopment Project, 2013

Historically, Collins worked to accelerate growth in Charles County Sheriff's Department, facilitated partnerships with local companies to provide jobs to local youth, crafted a 'Smart City Vision' to make Charles County more responsive to the residents, and collaborated with nonprofit partners to reduce veteran and chronic homelessness, including the rehabilitation of deteriorating motels into low-cost apartments. Additionally, he served on numerous committees within his positions as commissioner and commissioner vice president:

- Metropolitan Washington Council of Governments,
- National Capital Region Transportation Planning Board,
- Charles County Chamber of Commerce Transportation Committee,
- Tri-County Council Veterans Regional Advisory Committee
- Southern Maryland Latino Council,
- Charles County Economic Development Commission,
- Charles County Department of Social Services,
- Charles County Economic Advisory Council,
- Chesapeake Bay Area Commission,
- Patuxent River Commission,

Furthermore, Collins' community involvement is credited with more noteworthy contributions:

- Akoben Political Action Committee (founder),
- United Way of Charles County,
- The Working Men Associated Enterprises (Chief Counsel),
- Black Leadership Council for Excellence (Founder and President),
- Kiwanis International of Waldorf,
- Kappa Alpha Psi Fraternity, Inc.,
- National Association for the Advancement of Colored People (NAACP) Charles County (former Chief Attorney)

Worth a notable mention, Collins is also an author, *Evolutionary Actuality*, published in February 2013.

As his third term begins, Collins is highly motivated and eager to set the foundation for Charles County to have a bright and prosperous future.

### **JAMES "RANDY" GUY, *President, St. Mary's County Board of County Commissioners***



James "Randy" Guy is serving his second term as commissioner president of the Commissioners of St. Mary's County. He was born in Leonardtown, Maryland and graduated with a degree in transportation and traffic management from the Community College of the Air Force.

Guy worked in his family's business while growing up in Ridge, Maryland. He joined the Air Force in 1966 and served 26 years as a loadmaster on C-130s and C-141s. His



assignments included a tour in Viet Nam, and participation in many operational missions. During his career, he was stationed in the Philippines, North and South Carolina, and served as the air lift manager at the Joint Chemical Warfare Test Group in Virginia. Guy ended his career as the enlisted air crew manager at the Pentagon in Washington, DC.

Guy has also served in many capacities in St. Mary's County. During a break in service in the early 1970s, Guy was a deputy sheriff with the St. Mary's County Sheriff's Department. Following his Air Force career, he returned home and opened a small business, Southern Maryland Pools and Spa, in Hollywood, Maryland. He continued in business for 11 years.

Since his retirement, Guy has been active in local politics. He served on the Central Committee from 1998-2002. He has also served on the Board of Appeals from July 2009 – November 2014.

Guy is also a very active volunteer in the community. Since 1994, he has been a member of the American Legion, Southern Maryland Post 221, where he has served in many capacities including post commander and as a member of the American Legion Executive Committee at the state level. Guy is also a member of the Leonardtown Lion's Club.

He lives in Clements with his wife, Carolyn. They have one son, Charles.

**LINDA S. VASSALLO LMD'07 & LSM Founding Sponsor, Director, Calvert County Department of Communications & Media Relations**



Linda S. Vassallo is the director of Calvert County Department of Communications & Media Relations. She holds a B.S. degree in mass communications from Towson State University. Vassallo was appointed director, Calvert County Department of Communications & Media Relations in 2017 and previously served as the director of economic development since 1999 and as a marketing and communications specialist from 1996 to 1999 for Calvert County. She has more than 26 years of experience in the fields of public relations, communications, marketing and business development.

Prior to joining Calvert County Government, Vassallo served as a communications associate for USEC, public information specialist for SAIC, special projects analyst at the National Renewable Energy Laboratory and intern staff to the National Republican Senatorial Committee on Capitol Hill. Vassallo is a member of the Leadership Council and past president of Leadership Southern Maryland. She is also a member of the Southern Maryland Economic Development Association, currently serving as chair; the Public Relations Society of America; the Maryland Association of Counties; the International Economic Development Council; and 2007 graduate of Leadership Maryland. She previously served as board member to the Maryland Economic Development Association (MEDA), is currently a member of the membership committee and was a member and previous chair of the MEDA awards committee.

**SAMUEL C.P. BALDWIN, JR. LSM'16, Managing Partner, Baldwin, Briscoe & Steinmetz, P.C.**



Samuel Baldwin is a senior partner and founder of The Law Offices of Baldwin and Briscoe & Steinmetz, P.C. Baldwin has practiced family law for over 30 years and handles cases across Southern Maryland.

Baldwin was raised in Baltimore. He grew up in the city and attended St. Paul's School for Boys. His postsecondary education included the University of Virginia, Class of 1979 and the University of Chicago School of Hospitals & Clinics, Class of 1983. Baldwin pursued his law degree at University of Baltimore's School of Law and graduated in 1984.

Baldwin met his wife, Janice Briscoe, in law school and jumped at the opportunity to move to St. Mary's County to start a family and pursue a legal career. After working a few years with other attorneys, he opened his own law firm around 1990. He was joined by his wife around 1994 and the couple has worked together as law partners ever since.

Baldwin has been heavily involved in various community and civic organizations serving as the chairman of numerous advisory boards. He has over 25 years of youth soccer coaching and Sunday School teaching experience. He has also guided the St. Mary's Ryken mock trial team to the state regionals eight times over the last 10 years, with teams qualifying for the "elite eight" four times. Baldwin served as president of the Historic St. Mary's City Foundation where he created their signature summer event, Beer Fest and is an active volunteer for Historic Sotterley. Involvement in several local political campaigns over the years and work on his online history of St. Mary's County, "The John Hanson Briscoe Historical Project," are additional means for Baldwin to contribute to his community. Most recently, Baldwin began his term as president of the Leadership Southern Maryland Board of Directors.

### **MARY BETH COOK LSM'17, Deputy Director / Zoning Officer, Calvert County Community Planning & Building**



Mary Beth Cook was born and raised in Johnstown, Pennsylvania, and lived there until May, 1986 when she moved to Maryland for employment after graduating from college. Cook's civil engineering career began at a private engineering firm in Silver Spring. She was later transferred to the Crofton and then Bowie satellite offices.

Cook and her husband moved to Calvert County in July, 1990. They relocated for many reasons, most importantly the great schools given they were ready to start a family. Cook quickly became very active in the church, their children's sports teams and their

schools.

After moving to Calvert County, Cook wanted to work closer to home and was hired as an engineer IV by the St. Mary's County Public Works Department. The professional connections made working in St. Mary's led to a suggestion that she apply for a project engineer position in Calvert County.

Cook's career with the Calvert County Public Works Department spanned 15 years until she was promoted to her current position as the deputy director and zoning officer for Community Planning & Building. Cook's twenty plus years in public service have provided the privilege of understanding how the work that she does impacts the lives of county citizens. Her most important task is leading those in her organization to understand that as well.

Cook currently resides in Calvert County with her husband and three sons. In her spare time, she enjoys reading, running, biking and kayaking.





## FY2020 SPONSORS

Leadership Southern Maryland is strengthened by the financial contributions and meaningful involvement of individuals, foundations, and corporations that believe in the mission to educate and inspire a diverse group of current and emerging leaders to create collaborations and partnerships to impact the community needs of Calvert, Charles, and St. Mary's counties. The Leadership Southern Maryland Board of Directors would like to thank all of the generous sponsors listed below for their wonderful contributions during fiscal year 2020. **THANK YOU!**

### **GOLD**

**Chesapeake-Potomac Healthcare Alliance  
The Patuxent Partnership**

### **BRONZE**

**BeAthEdge Consulting, John Felicitas  
Dominion Energy**

### **BOOSTER**

**Community Bank of the Chesapeake  
Naval Systems, Inc.  
SMECO  
UM Charles Regional Medical Center**

### **ADVOCATE**

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Calvert County Department of Economic Development  
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Technology Security Associates, Inc.  
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LSM would also like to extend its gratitude to the organizations that supported its 7th annual golf tournament at the Silver Sponsor level and above

**BeAthEdge | C3 Innovations | Community Bank of the Chesapeake  
College of Southern Maryland | Imagine One | Primary Residential Mortgage, Inc.  
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####

We would appreciate your sending or emailing thank you notes for the September 9-10, 2019, Orientation Retreat to:

**SESSION FACILITATOR:**

Mr. Eliot Pfanstiehl  
Founder/CEO Emeritus, Strathmore  
15001 Notley Road  
Silver Spring, MD 20905  
eliotpfanstiehl@gmail.com

**Please send or email a copy to:**

Denise Foster  
Executive Director  
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Leonardtown, MD 20650  
denise@leadershipsomd.org

**IF YOU'D LIKE CONTACT INFORMATION RELATING TO ANY OF OUR GUEST SPEAKERS, PLEASE REQUEST IT THROUGH THE LSM OFFICE AT 301-862-SOMD OR INFO@LEADERSHIPSOMD.ORG**