

A photograph of a city skyline at sunset, with the word "EDGE" overlaid in large, white, semi-transparent letters. The skyline features several prominent skyscrapers, including one with a distinctive blue and white facade. The water in the foreground is dark blue with ripples, and the sky is a clear, deep blue. The overall scene is a vibrant urban landscape.

EDGE

2017 EMERGING & DEVELOPING
GLOBAL EXECUTIVES PROGRAM



"I was at a place in my career and company where it was time to advance my international business acumen to a higher level of understanding across all levels. The speakers had the ability to facilitate their specific area of expertise and bridge the local business activities to their global accomplishments. The staff was outstanding, and the friendships fostered with my fellow classmates are unforgettable. I was also able to obtain our first Chinese manufacturing client and a new client win in Australia during the course of the program. I can thank WTCI and the EDGE Program for an impressive experience that has helped me grow both personally and professionally."

*– Ed Callahan, Co-Founder
Planit Agency
2016 Bowe Fellow*



About the Program

Peter Bove, WTCI Board Member and President of Ellicott Dredges, LLC and Ellicott Dredge Enterprise, LLC, and Barbara Stewart, retired J.P. Morgan executive, approached WTCI with the idea of creating a global business leadership program modeled after an existing program offered by the Chicago Council on Global Affairs. They saw a need to enhance Baltimore's global competitiveness and knew that WTCI would be the right partner to bring this idea to life. After an initial meeting, WTCI began developing the EDGE Program which has become the region's premier learning opportunity for rising business leaders who want to enhance their understanding of international business.

Each year, emerging leaders from 25 different companies are selected to partake in a range of workshops and events, and meet with internationally-minded leaders from various fields. These interactions and educational components enhance the participants' global perspective, build their international network, and ultimately help them have a greater impact on the region and their profession. The EDGE Program consists of a over night retreat, 7 global business leadership sessions, multicultural training, meetings with CEOs and a closing reception.

The mission of EDGE is to cultivate a group of emerging global executives in Baltimore who will ultimately contribute to greater success and growth for Baltimore area international businesses.

EDGE Founders:



Barbara Stewart



Peter Bove

WTCI's EDGE Program is made possible by a generous grant from the Bove-Stewart Foundation. To apply to the EDGE Program or learn more contact Natalia@wtci.org or visit www.wtci.org/EDGE

EDGE PROGRAM 2016 -2017 CALENDAR

SEPTEMBER 23-24

Retreat & Program Orientation - Winbak Farm

Attend a one-of-a-kind overnight retreat designed to foster team building, personal and professional growth, and to enable you to get to know the other Bowe Fellows.

Featuring: **Betsy Caine, Michael Brannick, Joe Thompson, Jerry Pellegrino, Amy Von Lange**

OCTOBER 18

Leadership, Communication, Transformation

Learn the art of communication, which is key to a successful leadership style. Learn how to expand your influence through successful conversations, presentations, and negotiations.

Featuring: **Gerry Sandusky, Luby Ismail**

NOVEMBER 7

Global Strategy Essentials - Lessons From the C-Suite

Learn to think strategically, examine the strategic planning process, and explore the decision-making process that supports the questions of whether, and how, to enter or expand globally.

Featuring: **Anirban Basu, Peter Bowe, Tracey Griffin, Deb Kielty**

DECEMBER 13

Global Finance - Managing Currency & Accessing Capital Markets

Discover the unique financial challenges that companies face when entering foreign markets. Learn strategies for mitigating foreign exchange risk, accessing credit, and receiving payments in international transactions.

Featuring: **Bill Hutton, Hemant Gandhi, Niv Roy Ghatak**

JANUARY 10

The Art & Science of Global Negotiation

Enhance business negotiation skills and learn key strategies from a global master negotiator/facilitator.

Featuring: **Jeff Cochran**



"Nothing I have participated in the past can compare to the Emerging & Developing Global Executives Program, put on by WTCI."

- Michelle Vanschoorisse, Vice President & Senior Manager
Corporate Treasury, Legg Mason



FEBRUARY 16

Global Marketing - Trials & Triumphs from Maryland Firms

Explore the use of global marketing and branding strategies and hear first-hand from senior marketing professionals at today's leading multinational corporations.

Featuring: **Betsy Collie, Smith Yewell, Chris Hayes, Kara Alcamo, Michaela Gaaserud**

MARCH 8

Global Business Entrepreneurship & Board of Director Service

Gain insights into how to drive entrepreneurial thinking in any business as well as the advantages of board service. Afterwards, you will attend the Maryland International Leadership Awards and network with 300+ attendees, including the Governor of Maryland.

Featuring: **Todd Ruppert**

APRIL 20

Global Supply Chain - The Impact of Current Events & Trends

Learn how corporations respond to changes in the global environment and how this impacts international supply chains including out-sourcing and in-sourcing decisions.

Featuring: **Jerry Garland, Brant Matthews, Jim Hardy, Liz Robinson**

MAY 16

Baltimore's Global Resources & Reputation

Glean insight on Baltimore's most recognizable global companies and discuss why Baltimore is good for global business, how companies successfully leverage local strengths, and ways to capitalize on Baltimore's global brands.

Featuring: **Shannon Landwehr, Deb Tillet, Jessica Reynolds, Rick Powers, Peter O'Malley**

JUNE 17

Closing Reception

Hear brief testimonials detailing Bowe Fellows' experience in the EDGE Program at a reception to celebrate the completion of the program which will gather key stakeholders as well as Bowe Fellows from the incoming EDGE class.



"The core driver of EDGE's success is in the program's uncanny ability to connect globally minded professionals in very meaningful ways."

- **Charles Wagandt, Senior Vice President,**
Cushman & Wakefield

Meet Our Team



Peter Bowe **PRESIDENT ELLICOTT DREDGES, LLC
& ELLICOTT DREDGE ENTERPRISES, LLC**

In his 30 years at Ellicott Dredges, Peter Bowe has held the positions of President, Treasurer, Vice President, General Manager, and member of the Board of Directors. Prior to his work at Ellicott, Bowe worked on Wall Street at J.P. Morgan in the Petroleum Department. He initiated and structured Ellicott's purchase of Mud Cat® Dredges from National Car Rental in 1987. In 1993, Bowe initiated a leveraged buy-out of Ellicott from the estates of its former owners. With a B.A. from Yale and an M.B.A. from Harvard, Bowe was named Baltimore CEO of the Year in November 2014 by SmartCEO.

Barbara Stewart **PRESIDENT
BOWE-STEWART FOUNDATION**

Barbara Stewart has more than 25 years of experience in government relations and public affairs working with leading companies and elected officials. Stewart retired from J.P. Morgan Chase, where she was Senior Vice President in the firm's Global Government Relations & Public Policy Group. Prior to joining J.P. Morgan Chase, Stewart served on the staff of a former Illinois governor, two Illinois lieutenant governors, and led the Chicago public affairs practice of Fleishman-Hillard.



Deborah Kielty **PRESIDENT & EXECUTIVE DIRECTOR
WORLD TRADE CENTER INSTITUTE**

Deborah Kielty joined the World Trade Center Institute (WTCI) in Baltimore as President and Executive Director in October 2001 following a 20-year international career with Procter & Gamble. As head of the WTCI, Kielty leads the largest international business network in the Mid-Atlantic region serving clients across the private, diplomatic, government, and academic sectors. While at P&G in Marketing/General Management, Kielty held ex-pat assignments in Mexico, Italy, and the U.K. culminating as Vice President of Worldwide Strategic Planning & Global Alliances.

Jerry Garland **MANAGING DIRECTOR
INSCITE CONSULTING**

Jerry Garland is a highly experienced professional who currently provides consulting and business advisory services in the areas of leadership development and business transformation. Most recently, Garland served as Senior Vice President of Product and Solutions Development at TESSCO Technologies and was responsible for initiating their Global Sourcing strategy for proprietary products. Prior to TESSCO, he served as Senior Vice President of Asset Based Lending for Bank of America, Vice President of Middle Market Lending for Nations Bank, and more.



Bryan Booth, Ph.D. **VICE DEAN, THE GRADUATE SCHOOL
UNIVERSITY OF MD UNIVERSITY COLLEGE**

Dr. Booth has over 25 years of higher education teaching experience in various subjects including organizational behavior, leadership and change management, international and cross-cultural management, and labor relations. His research interests include team development, emergent leadership, interviewing skills and practitioner-scholar doctoral education. His anthropology training and analytical perspective brings a strong culturally oriented focus to his management experiences. He received his Ph.D. from Cornell University, Industrial & Labor Relations School and holds a leadership certificate from Harvard Graduate School of Education, Institute for Management and Leadership in Education.



Eddie Resende **SENIOR DIRECTOR, OPERATIONS**
WORLD TRADE CENTER INSTITUTE

Eddie Resende joined WTCI as an intern in 2004, returning in May 2007 as the Manager of Sales and Business Development. Resende earned his B.S. degree in International Business from Towson University's College of Business and Economics in 2005 and previously worked at TESSCO Technologies. Resende's diverse background, international knowledge, and outstanding organizational skills help contribute to the success of many WTCI events.

Betsy Collie **SR. DIRECTOR, MARKETING & BUSINESS DEVELOPMENT**
WORLD TRADE CENTER INSTITUTE

As the Senior Director of Marketing and Business Development, Betsy brings a robust professional network and deep passion for connecting people and companies for the benefit of good business. Collie is focused on expanding the WTCI brand, mission, market reach, and membership base. Collie is a Towson University graduate with a Fine Arts degree and Art History concentration. She is actively involved at Towson University through their MentHER program, where she works closely with a handful of exceptional young women in the business school.



Natalia Rocha **MANAGER, EDGE & CLIENT SERVICES**
WORLD TRADE CENTER INSTITUTE

Natalia Rocha joined WTCI as an intern in May 2014 and returned in March 2015 as the Assistant Manager of Emerging Global Executives and Professional Exchanges. She received her B.A. in Economics and International Studies from Towson University, where she concentrated on business and political science. In her current role as the Assistant Manager of the EDGE Program and Client Services, Natalia is responsible for the development and implementation of the EDGE Program and the management of WTCI's Traveler Intelligence Packages and Strategic Briefs.

Wally Pinkard **DIRECTOR, MARKETING & EVENTS**
WORLD TRADE CENTER INSTITUTE

Wally Pinkard joined WTCI as an intern in September 2010 and returned in August 2011 as the Assistant Manager of Marketing and Events. He received his undergraduate degree from the School of the Museum of Fine Arts at Tufts University, where he concentrated on painting and multimedia design. Upon graduation, he returned to his hometown to pursue a Master's in Business Administration from the Merrick School of Business at the University of Baltimore.



2017 EDGE Presenters



Michael Brannick **PRESIDENT & CEO**
PROMETRIC

Michael Brannick joined Prometric as President and Chief Executive Officer in May 2001. He manages all operations of the company, including a global technology infrastructure, test center network, and the delivery of more than 8 million certification or licensure examinations each year. Mr. Brannick holds a Bachelor of Arts degree in English from Niagara University and a Master of Science degree in Industrial Psychology from California State University at Long Beach. He also holds specialty certifications from the Wharton School of Business at the University of Pennsylvania, Columbia University, and University of Southern California.

Betsy Caine **FOUNDER & PRESIDENT**
WORK IN PROGRESS

Betsy Caine has over 25 years of senior level experience in helping leaders achieve their desired business results and has clients in the private sector, government, health care, and an array of non-profits organizations. She holds a B.A. degree in Nursing, a MA degree in Human Resource Development, and is currently completing a Masters from the University of Pennsylvania in Organizational Dynamics. Her areas of expertise and passion include senior leadership development and helping to shape culture that drives meaningful results.



Amy von Lange **CHEF & CO-OWNER**
SCHOLA COOKING SCHOOL

Amy von Lange's career began in industrial sales but she slowly developed a passion for the hospitality industry. After working with Jerry Pellegrino at his first restaurant, Corks, as the Sales and Private Events Manager, she found her way into culinary school at the International Culinary Center. She spent six months at the ALMA la Scuola Internazionale di Cucina Italiana in Parma and then cooked in the Hotel Villa Igiea in Sicily. Upon returning to Baltimore, she became the Executive Chef at the Admiral Fell Inn.

Joe Thomson **OWNER**
WINBAK FARM

Joe Thomson is the owner of Winbak Farm, the largest single family owned and operated breeding farm in the industry. Founded in 1991, Winbak Farm locations have since expanded to Delaware, New York, Pennsylvania, and Canada. Throughout his 22 years of experience as a successful businessman and owner of Winbak Farm, Thomson has received a number of prestigious awards including Leading Breeder in Delaware for 2004-2014, 2001 Sportseye Magazine Standardbred Breeder of the Year, and Harness Racing Hall of Fame Inductee 2015, among many others.



Jerry Pellegrino **CHEF & CO-OWNER**
SCHOLA COOKING SCHOOL

Jerry has been teaching cooking and wine tasting classes in Baltimore for over 15 years and entertaining the city for almost that long as the co-host of 'Radio Kitchen' on WYPR, 88.1FM. He stresses harmony on the palate, creating cuisine which is both simple and surprising by pairing unexpected ingredients together to work with wine offerings. Jerry's fascination with food and wine is complemented by a deep understanding at the molecular level, as he draws on his advanced education in molecular biology from Johns Hopkins University.

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Gerry Sandusky BROADCASTER, SPEAKER, TRAINER, FOUNDER THE SANDUSKY GROUP

Since 1998, Gerry Sandusky has offered training to professionals from various industries to help them express themselves more effectively in media and TV interviews. Sandusky has spent the past three decades as a TV and radio broadcaster. As the play-by-play voice of the Baltimore Ravens, Sandusky understands the pressure of the spotlight and the demand of finding the right word at the right moment. With more than 7,000 hours of live, on-air experience, Sandusky can help you and your organization navigate the anxiety of interviews with his TV and media interview skills courses.



Luby Ismail PRESIDENT & FOUNDER CONNECTING CULTURES

Lobna "Luby" Ismail is a training specialist with over 20 years experience in cross-cultural communication, cultural competence, Arab and American cultures, Islamic awareness and religious diversity. Her most recent training offer was Disability to Diverse Ability: Building a Disability Friendly Work Environment. Since a young age, Ismail has hardly gone a day without bridging barriers between differing religions, cultures, and lifestyles. She provides in-depth, professional training, and testimony on effective communication across multiple diverse factors.

Anirban Basu CHAIRMAN & CEO SAGE POLICY GROUP

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm in Baltimore, Maryland, which provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others. Basu is Chairman of the Maryland Economic Development Commission, the Baltimore County Economic Advisory Committee, and Economic Advisor to the Baltimore-Washington Corridor Chamber of Commerce



Peter Bowe PRESIDENT ELLICOTT DREDGES, LLC & ELLICOTT DREDGE ENTERPRISES, LLC

In his 30 years at Ellicott Dredges, Peter Bowe has held the positions of President, Treasurer, Vice President, General Manager and member of the Board of Directors. Prior to his work at Ellicott, Bowe worked on Wall Street at J.P. Morgan in the Petroleum Department. He initiated and structured Ellicott's purchase of Mud Cat® Dredges from National Car Rental in 1987. In 1993, Bowe initiated a leveraged buy-out of Ellicott from the estates of its former owners. With a B.A. from Yale and an M.B.A. from Harvard, Bowe was named Baltimore CEO of the Year in November 2014 by SmartCEO.

Tracey Griffin CHIEF FINANCIAL OFFICER PANDORA

Tracey is presently serving as the Chief Financial Officer for PANDORA Americas, originally joining the company in 2014 as the Chief Operating Officer. Reporting to the President, PANDORA Americas, Tracey has oversight of the financial health of the business and responsibility for the information technology department and strategic initiatives. Prior to joining PANDORA Americas, Tracey served as a Senior Partner for McKinsey & Company. She holds an MBA from Stanford Graduate School of Business and an undergraduate degree in finance from Georgetown University.



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Deborah Kielty **PRESIDENT & EXECUTIVE DIRECTOR**
WORLD TRADE CENTER INSTITUTE

Deborah Kielty joined the World Trade Center Institute in Baltimore as President and Executive Director in October 2001 following a 20-year international career with Procter & Gamble. As head of the World Trade Center Institute, Kielty leads the largest international business network in the Mid-Atlantic region serving clients across the private, diplomatic, government and academic sectors in this capacity. While at P&G in Marketing/General Management, Kielty held ex-pat assignments in Mexico, Italy and the U.K. culminating as Vice President of Worldwide Strategic Planning & Global Alliances.

Hemant Gandhi **DIRECTOR, GLOBAL TREASURY**
CIENA CORPORATION

Hemant Gandhi is the Global Director of Treasury at Ciena Corporation, where he manages capital market activities and enterprise-wide risks for Ciena's global foreign currency, interest rate and commercial exposures. Gandhi has over 12 years of corporate treasury background managing balance sheet risks across automotive, retail and telecom sectors at companies such as Walmart and GM. Gandhi has a B.A. in Mechanical Engineering and an M.B.A. from the Stephen M. Ross School of Business at the University of Michigan, Ann Arbor.



Niv Roy Ghatak **DIRECTOR STRATEGY DEVELOPMENT**
ROCKWELL COLLINS

Niv Roy Ghatak is responsible for mergers and acquisitions and strategic planning for the Information Management Services (IMS) business unit of Rockwell Collins. Niv has over 10 years of experience in strategy development and over 8 years in mergers and acquisitions. Niv's background includes aerospace and defense, telecommunications and semiconductor industries. Niv has a B.A. in electronics and communications engineering from Delhi Institute of Technology, India and an M.B.A. in strategy and international business from Kellogg School of Business at Northwestern University, Illinois.

Bill Hutton **PRESIDENT & CFO**
TITAN STEEL

Bill Hutton joined Titan Steel in 1985. As President and Chief Financial Officer, he drives Titan Steel's day-to-day business and is responsible for Titan Steel's financial strength. Prior to Titan Steel, he worked at General Motors. Mr. Hutton was awarded the 2010 Maryland International Business Leadership Award. Mr. Hutton graduated from Williams College with a B.A. in 1979 and Yale School of Management with an M.B.A. in 1983.



Jeff Cochran **MASTER NEGOTIATOR/FACILITATOR**
SHAPIRO NEGOTIATIONS

Over the last 15 years Jeff has coached and trained groups within organizations in sessions lasting from 45 minutes to three days. His audience size has ranged from five executives around a boardroom table to 1,000 people in an auditorium. And, he has done all of this in 6 continents across all industries. A few clients include Verizon, PwC, Chicago Bears, Sherwin Williams, Bristol Myers Squibb, ESPN, Corporate Executive Board, TEKsystems. Prior to SNI, Jeff was a top salesperson and trainer at Tescos Technologies, the nation's largest communications infrastructure supplier.

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Tabata Gomez VP MARKETING DEVELOPMENT RIMMEL US COTY INC.

Tabata Gomez is the Vice President of Marketing Development Rimmel US, with the special assignment to drive brand development for Rimmel in the US. In this role, Tabata drives accelerated growth opportunities for Rimmel in the US, the brand's second biggest market with tremendous growth opportunities. Tabata has 14 years of international marketing experience in beauty and cosmetics, acquired at P&G in Mexico, Switzerland, Germany and the US.



Smith Yewell CEO & CO-FOUNDER WELOCALIZE

Smith Yewell co-founded Welocalize with his wife Julia in 1997, building it to one of the world's largest localization firms in the industry. Both Smith and Welocalize have been recognized in many ways including the Ernst & Young Entrepreneur of the Year award, Deloitte & Touche's "Technology Fast 500 for 13 consecutive years and the Inc. 500/5000 award for 11 consecutive years. Welocalize is ranked as the 7th largest language services provider in the world today, according to Common Sense Advisory. Smith holds a BA in English from Tulane University.

Chris Hayes DIRECTOR OF UX STRATEGY

Chris brings over 17 years of digital and emerging technology experience. As an accomplished team builder, client liaison, and producer of all things mobile, Chris is passionate about blending UX best practices with brand's business goals to create exceptional user experiences that result in happy customers and repeat business. Above all else, Chris believes that a well thought-out, meaningful and usable designed product is something to behold.



Kara Alcamo VP, DIGITAL ACTIVATION R2INTEGRATED

As Vice President, Digital Activation, Kara Alcamo brings more than nine years of digital marketing experience and a deep understanding of activation across marketing channels. Kara provides strategic direction and executive oversight of R2i's search, media, marketing automation, and multi-channel campaign activation.

Michaela Gaaserud CHIEF EXECUTIVE OFFICER

Michaela Gaaserud focuses on the use of virtual reality for business applications and is a partner in one of the leading virtual reality companies in the Baltimore/Washington, DC area. She has more than 20 years experience in marketing, project management, government contracting, writing, and video production. Her background includes directing marketing efforts for a high-profile financial institution; leading video, communications, and training contracts for government clients; management of a publishing company; and ownership of an award-winning video production company with television credits. Michaela is also a sought-after travel author with eight published books.



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Todd Ruppert **FOUNDER & CEO**
RUPPERT INTERNATIONAL

Todd Ruppert is the Chief Executive of RTR International, a company he founded in 2012 after 27 years at T. Rowe Price, the global investment management firm, where he ultimately became Chief Executive of T. Rowe Price Global Investment Services. He serves on the WTCI Board of Directors in addition to numerous other boards across the globe. Before embarking on a career in corporate financing and investment, Mr. Ruppert studied economics at Kenyon College in Ohio.

Jerry Garland **MANAGING DIRECTOR**
INSCITE CONSULTING

Jerry Garland is a highly experienced professional who currently provides consulting and business advisory services in the areas of leadership development and business transformation. Most recently, Garland served as Senior Vice President of Product and Solutions Development at TESSCO Technologies and was responsible for initiating their Global Sourcing strategy for proprietary products. Prior to TESSCO, he served as Senior Vice President of Asset Based Lending for Bank of America, Vice President of Middle Market Lending for Nations Bank, and more.



Jim Hardy **EXECUTIVE VICE PRESIDENT, GLOBAL OPERATIONS**
UNDER ARMOUR

In March 2015, Jim Hardy became the Executive Vice President of Global Operations having spent the previous three years as Chief Supply Chain Officer. Prior to joining Under Armour, he served as Senior Vice President of Operations for Hospira, a leading manufacturer of pharmaceutical products, and held various positions at Dial Corporation, as Executive Vice President of Product Supply for ConAgra Foods, Inc. and held various supply chain management leadership positions at The Clorox Company and Procter & Gamble.

Brant Matthews **VP, DEVELOPMENT & PRODUCT MANAGEMENT**
MCCORMICK & COMPANY

Brant Matthews is Vice President of Global Strategic Procurement at McCormick. He is responsible for creating and directing worldwide procurement strategies and programs for raw materials, packaging materials, ingredients, commodities, services, and non-inventory items. Before joining McCormick, Mr. Matthews was the Source Strategy Lead for Johnson & Johnson (J&J), responsible for creating, aligning, and deploying functional strategy in conjunction with the J&J Supply Chain transformation. Mr. Matthews holds a Bachelor's and Master's degree in Industrial Engineering from Lehigh University.



Liz Robinson **VP OF MOBILE DEVICES & ACCESSORIES**
TESSCO TECHNOLOGIES

Liz Robinson has served as the Vice President of Mobile Devices and Accessories since April 2011. Robinson has been with Tessco since 1998 and has served in many roles throughout that time span. From September 2001 – January 2004, Robinson served as the Director of Sales. Prior to that, Robinson served as an Account Manager from October 1998 – August 2001. Before joining TESSCO, Robinson was a Sales Manager for AT&T Capital Corporation from August 1994 – March 1998.

2017 EDGE Presenters

Jessica Reynolds REGIONAL MANAGER MARYLAND DEPARTMENT OF COMMERCE

Jessica Reynolds currently serves as the European Regional Manager under the Division of International Investment & Trade within the Maryland Department of Commerce. Previously, Ms. Reynolds has held positions in the former Maryland Department of Business and Economic Development as well as at J.E. Austin Associates.



Rick Powers DIRECTOR OF MARKETING MARYLAND PORT ADMINISTRATION

Rick Powers joined the Maryland Port Administration in 2004 following more than 34 years of experience in international trade and the port industry. Currently, he directs sales and marketing for one of the most diverse maritime business portfolios of any U.S. port. He holds a degree in economics from the State University New York College at Oswego.



Deb Tillet PRESIDENT EMERGING TECHNOLOGY CENTERS

Since 2012, Deb Tillet has served as the President and Executive Director of Emerging Technology Centers, a technology innovation center and incubator. Prior to her role at ETC, Mrs. Tillet headed her own consulting firm where she focused on international marketing, media, and management for start-ups and new ventures specializing in computer entertainment. She received her MBA from Loyola University Maryland.



Peter O'Malley VP CORPORATE RELATIONS DOMINO SUGAR

Peter O'Malley has served as the Vice President of Corporate Relations at Domino Sugar since 2014, but has been active in the Baltimore community for many years, holding positions as a part of the Baltimore City Government, Maryland Democratic Party, and Baltimore County Government. Mr. O'Malley obtained his B.A. in political science and government from the Catholic University of America and his J.D. from the University of Baltimore School of Law.



Shannon Landwehr PRESIDENT & CEO ECONOMIC ALLIANCE OF GREATER BALTIMORE

Shannon was appointed President & CEO of the EAGB in 2016 after serving as Executive Vice President since 2015. Prior to rejoining the EAGB in 2015, she led the operations of a near-shore facility on behalf of Morgan Stanley's global location strategy, and was integral in growing the firm's workforce and managed operations for the 1000 employee Baltimore office. Shannon has more than 15 years of experience in finance, non-profits, strategic planning, marketing, and consulting.



2017 Bowe Fellows



Andres Lares **SR. MARKET ANALYST, CHIEF INNOVATION & OFFICER SHAPIRO NEGOTIATIONS INSTITUTE**

At SNI, Andres trains and consults companies all over the world on negotiations with a focus on sports teams. He also manages marketing for the firm. He currently teaches a course on Sports Negotiation at Johns Hopkins University. Andres completed an MBA and Master of Sports Administration at Ohio University, where he had the honor of being recognized as the MBA Outstanding Student of the Year. Prior to completing his graduate studies, Andres worked for pro sports teams, agencies, and a consulting firm, and completed his Bachelor of Arts in Economics at Queen's University in Canada.

Brice Phillips **DIRECTOR CLUB STORE SALES PHILLIPS SEAFOOD**

Brice is responsible for leading the dynamic sales and management efforts within the Club Store Channel. Previously in his career at Phillips Foods, Brice served as Director of Research & Development, Director of National Account Sales, and Production Analyst. He started his career at Phillips on the restaurant side of the family business, holding a variety of management positions with Phillips Seafood Restaurants. Brice holds a B.S. in Accounting from Lehigh University.



Casey Thomas **DIRECTOR SOCCER WITHOUT BORDERS**

Casey became the Soccer Without Borders Baltimore Director in October of 2014. She previously worked for Baltimore City Public Schools as a program coordinator. She earned a Master's degree in Sustainable International Development, with concentrations in Youth Development and Coexistence and Conflict Management, from the Heller School for Social Policy and Management at Brandeis University. Casey is also on the Steering Committee of the Mayor's Office for Immigrants and Multicultural Affairs.

Chris Forrest **VICE PRESIDENT OF GLOBAL AIRPORT SYSTEMS ROCKWELL COLLINS**

Chris has responsibility for the general management of Global Airports. He has a staff of over 500 employees while generating \$115M+ annually. Chris has a B.S. in Business Administration from Towson University and an MBA in Finance from Loyola College. He is a member of the IATA Passenger Experience Working Group, The American Association of Airport Executives (AAAE) Corporate Committee, Airport Council International (ACI), and the World Trade Center Institute. Chris is also a Certified Management Accountant.



Chris Serafin **GLOBAL SUPPLY CHAIN TEAM LEADER TESSCO TECHNOLOGIES**

Chris is the unit leader of the Retail Supply Chain for TESSCO. As such, his team is responsible for product service levels and inventory investment decisions, as well as oversight of a customer-facing "Vendor Managed Inventory" program. His core activities include customer-to-supply chain integration, system design and enhancement, forecast analysis, demand planning, and team leadership. Chris holds a Bachelor's in Operations Management from Bob Jones University as well as an MBA with a Marketing concentration from Loyola University Maryland.

2017 Bowe Fellows

Colleen Kline **PRINCIPAL, CO-CHAIR** **MILES & STOCKBRIDGE P.C.**

Colleen is counsel to domestic & foreign-owned private equity companies on a global scale, and serves as outside general counsel to privately held businesses. She helps clients in the U.S. and international clients with merger and acquisition transactional work, joint venture agreements, corporate governance compliance, the drafting and negotiation of external and internal commercial contracts & agreements, corporate restructuring, corporate formation, and business succession planning. Colleen has a B.A. in Political Science and Spanish from Cornell College and an MBA from Hood College.



Daniel Whelan **PARTNER** **RSM US LLP**

Dan is a member of the National Risk Advisory Services practice. He is also the leader of the Mid-Atlantic Risk Advisory Services team. Dan has extensive experience in delivering Sarbanes-Oxley consulting services for public companies. He also has experience delivering internal audit outsourcing and co-sourcing engagements, fraud prevention services, quality assurance reviews of internal audit departments, risk assessments, and enterprise risk management services. Dan received a B.A. and a BAcc from Loyola University in Baltimore.

Dawn Habicht **DIRECTOR OF GLOBAL PROCUREMENT** **MCCORMICK & COMPANY**

Dawn is a Director of Global Procurement, responsible for the strategic sourcing and supplier management of global dairy products in McCormick's North American, European, and Asia-Pacific regions. Her experience includes sourcing strategy development and execution, leading teams through systems implementation, and executing cost savings programs. Dawn has a Bachelor's of Science in Business from the University of Maryland at College Park, and an MBA from Loyola University in Maryland.



Dino Pusinsky **GENERAL MANAGER & VP** **LOCKHEED MARTIN**

Dino currently functions as the Domestic Launching Systems (DLS) and Weapon Systems (WS) Portfolio Senior Program Manager. He has full P&L responsibility for all engineering development, technical services, repair, requisition processing, and procurement contracts in support of VLS and VLA production, logistics, sustainment, product improvements, and missile integrations. Dino holds a Bachelor of Science in Electrical Engineering and an MBA both from Loyola University where he was an Academic/Athletic Scholarship Recipient and four-year participant on the Men's DI Varsity Soccer Team.

Erik Duckstein **GLOBAL SOURCING MANAGER** **STANLEY BLACK & DECKER, INC.**

Erik has extensive international manufacturing and project management experience in new product development, manufacturing, and strategic sourcing. He is successful in leading cross-functional teams and managing the business and technical needs across the organization. He is passionate about taking on challenging assignments and empowering teams to accomplish overall business goals.



2017 Bowe Fellows



Haimi Bekele SECTION HEAD, GLOBAL COLOR COSMETICS
PROCTER & GAMBLE

Haimi is a strategic R&D leader with more than 15 years of experience in global beauty and cosmetics product design. She leads the development of new color cosmetic products for global expansions across NA, Europe, Asia, and LA serving COVERGIRL and Max Factor brands. A native of Ethiopia, Haimi holds a B.A. in Chemistry and Business Administration from Austin College and a Ph.D. in Chemistry from Texas A&M University.

Heejin Ryu DIRECTOR, SENIOR TRADER
CONSTELLATION ENERGY

Heejin is responsible for optimizing generation assets and managing short-term portfolio positions in Northeast. During her 8 years with the company, she has worked on global LNG markets as well as power and natural gas trading. Prior to Constellation, she was an architect and worked for various architectural firms in Chicago. She received her MBA from University of Chicago, a Master of Architecture from Illinois Institute of Technology, and a B.S. in Architectural Engineering from Yonsei University.



Jamye Wooten FOUNDER & PRESIDENT
KINETICS COMMUNICATIONS

Jamye is digital strategist, social entrepreneur, and faith-rooted organizer. He is a trusted advisor and consultant to many of the world's most influential faith-based and non-profit organizations. In 2014 he led the digital strategy for the GOTV campaign for the state of Texas. He is the former program director of the Collective Banking Group, Inc., a Christian ministry that draws together leaders from the faith, business, and public service sectors to develop and enhance economic empowerment strategies for the African American community.

Jim Maltese VICE PRESIDENT OF MAJOR PROJECTS
ELLICOTT DREDGES, LLC

Jim is currently the Vice President of Major Projects at Ellicott Dredges, where he is responsible for the design and completion of 17 unique projects, and the management of a portfolio of custom design building projects all around the globe. Jim is an innovative leader with 30 progressively responsible years of experience in all facets of construction and manufacturing management. Jim earned his Project Management Professional credentials (PMP) from the Project Management Institute.



Kristin Slade GLOBAL MARKET RESEARCH MANAGER
T. ROWE PRICE

Kristin is the Manager of Global Market Research and Insights for Global Investment Services, the organization responsible for the firm's institutional business worldwide. She manages a team that is responsible for providing research and insights globally on market opportunities, product positioning, the voice of the client, and marketing metrics. She is a Vice President of T. Rowe Price Associates. She was also a Market Research Manager at Morningstar. Kristin earned a B.A. in Anthropology from Purdue University, an M.A. in Social Sciences, and an MBA in finance from The University of Chicago.

2017 Bowe Fellows

Learic Cramer BUSINESS AREA MANAGER NORTHROP GRUMMAN

Learic joined Northrop Grumman in Baltimore, MD in 2000. She is currently leading the revitalization of the aging Tactical Transport Radar product line in an effort to increase new production awards as well as improve support of the 1000+ systems already fielded globally. She previously held a variety of positions in electrical engineering, business development, and domestic and international program management. Learic received a Bachelor's degree in Electrical Engineering from Cornell University and a Master's degree in Business Administration from the University of Maryland University College.



Max Levin VICE PRESIDENT TITAN STEEL CORPORATION

Max manages key customer and supplier relationships, new initiatives, and corporate strategy. The company processes over 85,000 tons per year of specialty flat-rolled material for 200 customers around the world. Max also consults for PoLTE, a startup in the mobile telecom space. Prior to Titan Steel, Max worked as an associate in the Corporate Finance department of Houlihan Lokey, a middle-market investment bank. Max graduated from the Huntsman Program at the University of Pennsylvania with a B.S. from the Wharton School and a B.A. from the College of Arts and Sciences.

Michael Gummey INTERNATIONAL REAL ESTATE MANAGER ALLEGIS GROUP, INC.

Michael is responsible for all real estate functions for Allegis Group's international real estate portfolio. He provides support for Allegis's international headquarters in both EMEA and APAC, as well as all the sales offices outside of North America. He coordinates a global team to assist in portfolio analysis, benchmarking, transaction management, facility management, project management, and lease auditing. He received his B.A. from Gettysburg College and worked as a Commercial Real Estate broker in Washington DC.



Mike Logue GLOBAL BUSINESS DIRECTOR W. R. GRACE

Mike is currently the Global Business Director at W. R. Grace. Previously, Mike has been the Global Marketing Manager at Grace and participated in the Grace Marketing Leadership Program. Mike received his B.S. in Environmental Resource Management from Penn State University and his MBA in Marketing & Strategy from the University of Maryland's Robert H. Smith School of Business.

Rich Quashne WORLD WIDE GROUP MARKETING MANAGER BD DIAGNOSTICS

Rich is the World Wide (WW) Group Marketing Manager responsible for BD Diagnostics' global product portfolio for the Industrial market. He was previously a WW Program Manager for Agilent Technologies working with customers throughout Asia and Europe in pharmaceutical, food, and environmental laboratories. He also worked at Thomas Scientific, a distributor of laboratory supplies and instruments. He has worked for Strategic Diagnostics as the Product Manager for the MicrotoxSystem. He holds a B.S. in Biochemistry from the University of Richmond and an MBA from the University of Delaware.



2017 Bowe Fellows



Rob Hantske **PROJECT DIRECTOR, GLOBAL BUSINESS OPERATIONS UNDER ARMOUR**

Rob has 10 years of diverse functional experience across sales, product design and development, strategy, sourcing, and merchandising in one of the world's most exciting brands. While driving projects related to new product category launches, advanced development processes, and total company go-to-market processes, Rob has built experience in strategy development and implementation, project management, and change management in a hyper-growth business. Rob has earned a Bachelor of Arts degree from Tulane University.

Sarah Forcino **INVESTMENT OFFICER, IMPACT INVESTING CATHOLIC RELIEF SERVICES**

Sarah serves as the Investment Officer for Catholic Relief Services' Impact Investing team. She leads due diligence for CRS-sourced impact investing opportunities and supports the implementation of innovative financing mechanisms to increase the scale and sustainability of CRS program outcomes. Sarah began her career in investment banking with Sagent Advisors. Most recently, she worked as a consultant with TechnoServe in Botswana, focusing on access to finance for citizen-owned small and medium enterprises. Sarah is a graduate of the University of Pennsylvania, with degrees in Finance and Hispanic Studies.



Soraia Angiuoli **INTERNATIONAL DIRECTOR, INTL JOHNS HOPKINS MEDICINE INTERNATIONAL**

Soraia brings over 10 years of experience in hospital administration, operations, finance and international services. She works with a multitude of international clients, patients and colleagues from different cultures and backgrounds. Originally from Brazil, she brings experiences in hospital administration from Sao Paulo where she was a Hospitality Lead at Albert Einstein Jewish Hospital. In her current role, she is building alliances with embassies, international clients, and health systems around the world.

Stuart Merkel **DIRECTOR JHPIEGO**

Stuart is an experienced public health professional who is committed to designing and delivering innovative programs that improve the health of communities in low-resource countries. He has designed and led a wide range of maternal health, malaria, HIV, family planning, and reproductive health programs. He lived in Kenya for three years to strengthen the delivery of health services, bring about technical policy change, and emphasize community engagement in public health. He is passionate about improving the health of the urban poor, and is the author of several technical reports on urban health in Africa.



Tony Wolfe **SVP & MID ATLANTIC MARKET DIRECTOR WELLS FARGO GLOBAL BANKING**

Tony leads business development and growth of the Global Banking segment of Wells Fargo. His background includes ranges from commercial lending, investment banking, and corporate finance experience in the areas of high grade and leveraged debt capital markets, energy structured finance, and technology banking. He's passionate about global business and political issues, having spent the majority of his childhood growing up abroad. He has a B.S. in Finance from Boston College and a Master of International Management degree from the Thunderbird School of Global Management.





ABOUT WORLD TRADE CENTER INSTITUTE

As the largest international business network in the Mid-Atlantic, the World Trade Center Institute (WTCI) drives the growth of Maryland's global business community. More than 2,500 firms have benefited from WTCI's global connections, events, professional exchanges, and international business services. WTCI provides the opportunity for companies to network with local business executives, explore new partnerships, expand international sales and more.

Events & Series

WTCI hosts four events each year which attracts more than 1,000 of the region's top global business leaders. We host 10-12 member-exclusive series throughout the year - Presidents' Series, Taste of Business, Passport Series, and the Inside Series. For more information please see our event calendar at www.wtci.org/events.

Professional Exchanges Program

Each year WTCI hosts more than 600 visitors from around the world to exchange best practices with local firms and to experience all that Maryland has to offer. While the economic impact of these visits can be measured in the millions of dollars, the connections that are formed by those who have the opportunity to host are impossible to quantify. To find out how you or your firm can participate in this program contact Janine@wtci.org.

Member Services

Get the latest, curated, international news that will impact your business through our Strategic Briefs. Our Country and Travel Intelligence Package will give you up-to-date information you need to know when traveling abroad. As the Private Sector Liaison Officer for the World Bank, WTCI can help your firm navigate the myriad of opportunities offered by the World Bank. WTCI's visibility services will promote your company's brand and news to WTCI's audience.

Network Services

WTCI has extensive contacts throughout the business, non-profit, and diplomatic community. WTCI members can take advantage of these connections, including more than 300 other World Trade Centers around the world to find new opportunities for their business.



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Participating Companies

