

THE 2024 POWERLIST

THE DAILY RECORD

BUSINESS LAW



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Introducing our 2024 Business Law Power List

The 24 men and women you'll meet on these pages are among the most influential and respected practitioners in the business law sector in Maryland.

This list was chosen by our editorial leadership team. We reached out to readers and others in the legal community for input and perspective.

In these pages, we explore how these attorneys view their profession, what they would change if they could and what they might be doing if they hadn't chosen this career. We're hoping to offer a glimpse into the kind of people they are and how they see their accomplishments.

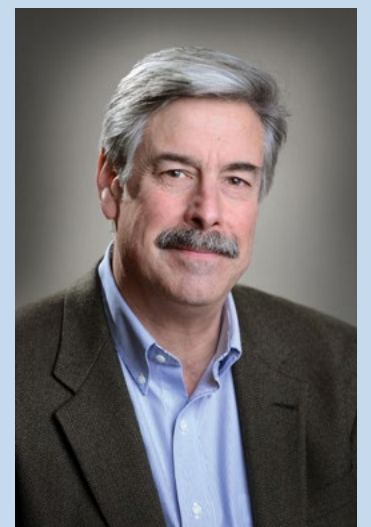
This list is part of a series of Power Lists throughout 2024 that will showcase the most influential figures in law, higher education, health care, government affairs, financial services and other fields. At the end of the year,

we'll offer a special Power 100 List that showcases the most influential Marylanders across the entire spectrum.

If you know of someone you think is a strong candidate for inclusion on our Power Lists, we'd love to hear from you. Just go to <https://thedailyrecord.com/power-list-recommendation-form/> and tell us about the individual.

We hope you enjoy this publication, and we welcome your feedback and suggestions.

Thomas Baden Jr.
Editor



KENNETH ABELSHAREHOLDER
BAKER DONELSON

A 1992 graduate of the University of Maryland Francis King Carey School of Law, Kenneth Abel has been with the Baltimore law firm of Baker Donelson since 2017.

At Baker Donelson, Abel represents clients in matters involving mergers, acquisitions, securities and much more. He is the former chair of the Maryland State Bar Association's Business Law Section and the current chair of its Unincorporated Associations Committee.

What is the most important thing you do in your job?

I want to be a trusted adviser for my clients - someone they will trust to look after their best interests. I'm a business lawyer/M&A/general counsel

lawyer, so much of what I'm doing day to day is negotiating/reviewing/drafting M&A-related agreements, contracts, etc. When doing that, I'm counseling clients on the pros/cons/risks relating to these agreements and contracts, and negotiating and drafting the agreements and contracts to best achieve the client's goals.

What is one aspect of your profession you would like to change?

I would like clients to no longer say they need something yesterday! Just joking; that is part of the job. I work from home regularly, but I think we lost some collegiality post-COVID with lawyers working from home.

If you weren't in this industry what would you be doing?

I've been doing this so long, I don't know! I was an accounting major in college and I passed the CPA exam. I guess I would be an accountant or perhaps have a CFO-type job.

MERRICK J. BENNPARTNER, GLOBAL BOARD MEMBER
WOMBLE BOND DICKINSON LLP

As vice chair of Womble Bond Dickinson LP, Merrick J. Benn is involved with a firm that equipment finance companies and banks rely on to solve their business challenges.

His practice includes handling all aspects of equipment financing transactions, including structuring, documenting and negotiating lease agreements, among others.

What is the most important thing you do in your job?

I count myself lucky that I have the opportunity to work on some of our clients' most important transactions that have a tangible impact on their businesses and the U.S. economy as a whole. And while it is great to see the planes, trains and vessels that we help

finance in the real world, the most important thing I do is help my colleagues succeed.

What is one aspect of your profession you would like to change?

It's less about making changes, but I do think the use of artificial intelligence in the legal profession deserves serious thought. As attorneys, we absolutely need to be more receptive to new technologies. Our clients are already using AI, and lawyers and law firms need to be speaking the same language. AI opens tremendous opportunities to get routine work off the plates of attorneys, which in turn allows us to focus our time and attention to high-value work for our clients.

If you weren't in this industry, what would you be doing?

No doubt: ski instructor in Colorado during the day and electronic disc jockey by night.

JACQUELINE A. BROOKSPARTNER
DUANE MORRIS LP

As a corporate and finance attorney with the law firm of Duane Morris LP, Jacqueline A. Brooks represents clients in matters ranging from mergers and acquisitions to private equity and commercial law.

Her clients range from public and private real estate investment trusts, family-owned businesses and manufacturing clients to emerging companies.

Brooks also is passionate about community service and pro bono work. As a fellow of the Maryland State Bar Association Leadership Academy, Brooks helped lead a small business boot camp in West Baltimore that provided aspiring entrepreneurs and small business owners with seminars on business planning and law.

What is the most important thing you do in**your job?**

For me, it's a tie between being a problem-solver to help clients navigate the path of getting to their dreams, whether that's becoming an entrepreneur, buying or selling a business and reaching a successful exit, and being available to mentor students and associates on being a business lawyer and navigating private practice. It is my honor to give back as there were many that were mentors to me as a first-generation attorney in my family.

What's one aspect of your profession you would like to change?

The traditional method by which attorneys in private practice bill time in six-minute increments.

If you weren't in this industry, what would you be doing?

If I wasn't an attorney, I'd probably be a sports agent.

SHULMAN
ROGERS**CONGRATULATIONS
TO AARON GHAI**Recognized in The Daily Record's
Power List: Business LawTHE 2024
POWERLIST
THE DAILY RECORD
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PHILIP F. DIAMOND

PARTNER
GALLAGHER EVELIUS & JONES



A 1999 graduate of the University of Maryland Francis King Carey School of Law, Philip Diamond has been an attorney with the Baltimore firm of Gallagher Evelius & Jones since 2000.

His main focus is on renewable energy, and he works primarily with lenders who finance and refinance rooftop and ground-mount solar power systems by making development, installation and permanent loans.

Diamond, who also holds a bachelor's degree in English from Vassar College, has a love of learning that makes him well-suited for the field, which is known for ever-shifting legal regulations, governmental incentives and technological advances.

In addition to his focus on renewable energy, Diamond is experienced in securitizations and various

other business transactions, including those involving real property.

Pro bono work is important to Diamond, who has supported the efforts of Maryland's Foreclosure Prevention Project as well as Free State Justice, an organization that helps members of LGBTQIA+ communities.

Before joining Gallagher, Diamond worked as a research editor at an academic medical journal, a secondary school English teacher, and a lobbyist and organizer with traditional Navajo and Hopi peoples from Arizona's Big Mountain area.

When not at work at his profession, Diamond enjoys hiking, reading poetry and watching independent films with his wife and their five cats, and visiting their daughter in Minnesota.

He also loves listening to a wide array of music, from Ma Rainey to Bob Dylan, from free jazz to medieval classical.

CHRISTINE DIXON

CEO/PRINCIPAL ATTORNEY
DIXON TURNBULL



During her more than 20 years as an attorney, Christine Dixon has helped establish corporations, partnerships, limited liability companies and more.

She is the principal attorney and founder of Dixon Turnbull, a boutique law firm specializing in business and entertainment law, general counsel services and civil litigation.

What is the most important thing you do in your job?

As a lawyer, one of the most important aspects of my job is building strong relationships with my clients. This requires regular and meaningful interactions that help me establish trust and gain a better understanding of their needs. By doing so, I can tailor my services to meet their needs, which results in measurable value

such as cost savings or achieving desirable outcomes.

I firmly believe that successful lawyers prioritize client interactions and delivering tangible results.

What is the one aspect of your profession you would like to change?

I believe the legal profession needs a more structured mentoring program. Connecting seasoned attorneys with young lawyers can provide guidance, support and practical advice, helping them develop their skills and build their careers. This would create a more inclusive and supportive environment for all lawyers.

If you weren't in this industry, what would you be doing?

If I were not a lawyer, I would choose a career that focuses on providing support to others and helping to improve society as a whole, such as a teacher, like my mother.

SWATA J. GANDHI

COUNSEL
MILES & STOCKBRIDGE



An attorney with the Baltimore law firm of Miles & Stockbridge since August 2021, Swata J. Gandhi focuses her practice on general business and commercial law.

She has represented businesses in a wide range of complicated transactions, including commercial finance and the purchase and sale of assets and businesses, and represented a variety of businesses, including IT consulting, technology, horse racing, engineering and publishing, among others.

A longtime community leader, Gandhi serves on the boards of the Women's Law Center of Maryland, the Center for Urban Families and MedStar Harbor Hospital.

Gandhi earned her Juris Doctor from the American University College of Law.

What is the most important thing you do in your job?

I think that there are three things that are equally important: Listen to what the client wants and needs; learn their business so you understand the risks involved; and provide practical advice.

What is one aspect of your profession you would like to change?

I wish my profession was further along in seeing real changes related to DEI (Diversity, Equity, Inclusion). Everyone is committed to it, but how to hire and retain lawyers of all types of backgrounds and experience has not had as much progression as I would like.

If you weren't in this industry, what would you be doing?

I wanted to join the Peace Corps many years ago, so maybe that or be a part of the Foreign Service. I think I'd make a good spy!

AARON A. GHAI

SHAREHOLDER
SHULMAN ROGERS



Aaron A. Ghais leads the Mergers & Acquisitions Practice Group for Shulman Rogers and is co-chairperson of the Potomac-based law firm's Business and Financial Services Department.

What's the most important thing you do in your job?

My clients would tell you – the most important thing I do is exceed their expectations. When clients enlist my support to help them buy or sell a company, they often have preconceived ideas about the outcome or confusion about the M&A process. I simplify the complex and draw from my three decades of experience to allow them to grow their companies or maximize the returns from a sale – and put them in the best possible position to succeed and prosper.

What is one aspect of your profession you would like to change?

I would like to see law schools do more to teach aspiring lawyers about the business of law. Things like: how do law firms work; how to attract and retain clients; what skills does an associate need to practice to eventually reach partnership status.

If you weren't in this industry, what would you be doing?

Helping people and businesses improve and become better versions of themselves is what gives me a strong sense of accomplishment. If I were not a practicing attorney, I would find other ways to do that. I enjoy empowering people and leading teams to inspire positive change – whether I was mentoring young professionals or coaching student-athletes, I know I would be of service to others.

MATTHEW GORRA

PARTNER
DLA PIPER LLC



A transactional lawyer with extensive experience advising clients on mergers and acquisitions, private equity, venture capital and more, Matthew Gorra works with companies, investors, owners and entrepreneurs.

What is the most important thing you do in your job?

I think my clients find the most value in my role as a problem-solver and guide through the legal aspects of their important business transactions. Whether I'm advising a public company making a strategic acquisition, a private equity firm making an investment in a complex leveraged transaction, or the founder of an innovative technology company accepting outside capital for the first time, I know my clients need someone with the experience and confidence to help them achieve

success.

What is one aspect of your profession you would like to change?

I have heard many times that lawyers are a "necessary evil" in the world of business. I wish that wasn't the case - it sounds so negative. Most of us were drawn to the profession because of our innate passion for advocacy, and we most often share a mutual respect throughout our interactions. The best part of being a corporate lawyer is that, if all goes as planned, there is no "loser." Smiles all around the negotiating table, that's what we're after.

If you weren't in this industry, what would be doing?

I probably would have opted for a career in business, likely investment banking or consulting. Outside the professional business setting, a lifelong ice hockey player and hockey coach would be at the top of my list.

KELLY TUBMAN HARDY

PARTNER
HOGAN LOVELLS



Kelly Tubman Hardy leverages her more than 20 years of experience in navigating diverse legal landscapes to guide clients from various industries through their global legal endeavors. As the leader of Hogan Lovells' global Consumer Industry Sector Group, she focuses on cross-border transactions, regularly advising clients on market expansions and facilitating foreign direct investments into the United States.

Her vast experience includes mergers and acquisitions, joint ventures, strategic alliances and corporate compliance and governance in established and emerging markets.

Hardy is extensively involved in civic and pro bono work, serving on the boards of Appleseed Mexico, the World Trade Center Institute and SEED School of Maryland. She has been a visiting lecturer at several law schools in Mexico City.

What's the most important thing you do in your job?

My main priority is building and maintaining client relationships. It is paramount that I know each client's challenges and opportunities to tailor my approach to meet their legal and business needs. Clients also look to me for benchmarking and intelligence on market practice — where they can push and where they might want to give.

What is one aspect of your profession you would like to change?

I would love to see more diversity in my profession. Diversity, equity and inclusion fosters an environment which brings forth fresh ideas, new perspectives and the opportunity to learn from each other. Without a diverse talent pool, the legal profession will not be able to successfully adapt to the ever-changing world around us.

If you weren't in this industry, what would you be doing?

If I were not doing this, I'd try something completely different. My father became a park ranger when he retired. When I stop practicing law, maybe I will do something like that.

THOMAS A. HAUSER

MANAGING PARTNER, BALTIMORE OFFICE
BALLARD SPAHR LLP



Thomas A. Hauser is a vital member of Ballard Spahr's elected board and senior leadership team, serving as managing partner of the firm's Baltimore office, as well as co-leader of its Real Estate Finance and Housing Finance groups.

A nationally recognized real estate lawyer, Hauser represents a wide range of clients through all stages of real estate transactions. From office and multifamily complexes, to senior living facilities, student housing, biotech campuses and retail buildings, he plays pivotal roles in large-scale transactions involving complex financing structures and equity interests.

Beyond real estate, Hauser serves as a go-to counsel for general business matters, offering insights into corporate governance, and contract negotiations, and facilitating venture capital and private equity investments. His multifaceted approach also includes tax and

bankruptcy issues related to real estate assets, demonstrating his comprehensive approach to legal representation in the dynamic real estate landscape.

What's the most important thing you do in your job?

I serve as a liaison among the Baltimore office, firm management, and the Baltimore community. In addition to serving as the Baltimore office managing partner, I am also a member of the firm's elected board and senior management team.

What is one aspect of your profession you would like to change?

The practice of law has become somewhat distant and isolating, especially following COVID and working remotely. I would like to return to the days of feeling connected, both within the office and the overall Baltimore community.

If you weren't in this industry, what would you be doing?

I would have been an architect. I always enjoyed mechanical drawing and designing things, especially buildings.



Zuckerman Spaeder LLP
is delighted to celebrate partner
Cy Smith
for his inclusion in
The Daily Record's
Business Law Power Players for 2024.

We applaud the leadership and
achievements of this year's winners.



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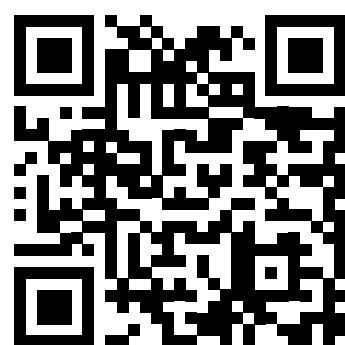
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MARYLAND

THE DAILY RECORD



EDWARD U. LEE III

PARTNER
WHITEFORD

Edward Lee serves as co-chair of Whiteford's Business and Corporate Law Section. As a trusted adviser to middle-market companies on complex commercial, financial and transactional matters, he is familiar with the business issues privately held companies face in growing, managing and in restructuring their businesses to succeed in hypercompetitive markets.

Lee regularly advises clients on mergers and acquisitions, divestitures, finance deals valued in the hundreds of millions. In addition, he represents developers and other companies in a range of matters involving improved and unimproved real estate, as well as in workouts and pre-bankruptcy planning. His representations include portfolio acquisitions and dispositions, joint ventures, single and multi-property secured financing and corporate level financing transactions. Middle-market companies often call on Lee to serve as outside

general counsel and he works with practices across the firm to address client needs.

What's the most important thing you do in your job?

The most important thing is to provide practical advice by focusing on what truly matters in any transaction so that deals are completed efficiently and on time all while protecting my clients.

What is one aspect of your profession you would like to change?

Developing a better pricing model for services other than one based purely on billable hours. In the right circumstances, we have employed fixed fees in transactional matters that have worked well for the clients and our firm.

If you weren't in this industry, what would you be doing?

I cannot imagine working other than as an attorney. I like what I do and who I do it with and for. Perhaps I would do some form of consulting.

KRAIG B. LONG

MANAGING PARTNER
NELSON MULLINS

With a career spanning more than 20 years as an employment attorney, Kraig Long serves as managing partner for the Baltimore office of Nelson Mullins. He was appointed to the role in January 2023 after having served as a partner in the firm's employment practice for more than two years. In his role as managing partner, Long focuses on enhancing office culture while continuing to expand the firm's footprint within the mid-Atlantic region.

In his legal practice, Long advises small business owners, Fortune 500 companies, state and local governments and nonprofit organizations on all aspects of employment law. He regularly defends and advises employers on claims of discrimination and harassment, wage and hour violations, failure to accommodate, wrongful termination and retaliation. Long also counsels and trains supervisors and managers on accommodat-

ing employees with disabilities, managing family and medical leave, creating diverse and inclusive workplaces, and minimizing litigation risks in the workplace.

He also serves as president of the Judge Alexander Williams Jr. Center for Education, Justice & Ethics, a nonprofit organization at the University of Maryland devoted to researching, developing solutions for and providing a forum for discussing the challenges facing underserved and disadvantaged communities.

What's the most important thing you do in your job?

I advise and help my clients navigate complicated personnel and employment issues to avoid liability and comply with the law.

What is one aspect of your profession you would like to change?

The lack of civility at times in the practice of law.

If you weren't in this industry, what would you be doing?

Trying out for the PGA Tour.

ASHLEIGH J.F. LYNN

PARTNER
VENABLE LLP

As a seasoned litigator, Ashleigh "AJ" Lynn represents a wide range of clients in complex commercial litigation matters in federal and state courts and alternative dispute resolution tribunals across the country, including for claims involving commercial and government contracts, trusts and estates, intellectual property, trade secret misappropriation, fraud and related business torts.

She serves as the Maryland co-chair for the Women Attorneys at Venable group and as a board member for several community groups, including Special Olympics Maryland, Women's Law Center, and SNF Parkway/Maryland Film Festival, and the Council for the Maryland State Bar Association Litigation Section. Additionally, Lynn represents domestic violence survivors and women and girls seeking asylum in the US from gender-based violence in pro bono cases through the House of Ruth

and the Tahirih Justice Center.

What's the most important thing you do in your job?

Active listening. Creating an environment in which people feel comfortable speaking their minds, and then listening to what they say, how they say it, and what they don't say, provides insight that is critical for successful advocacy. Listening to fully understand my clients is the key to success – a favorable ruling or settlement is only a win if it achieves their goals.

What is one aspect of your profession you would like to change?

A sea change in diversity, equity, inclusion and belonging. According to the 2022 ABA report, since 2012, lawyers identifying as women increased only 5% (to 38%) and the percentage of Black and Native American lawyers has barely changed. Women, Black, Hispanic, Native American, Asian American and LGBTQIA lawyers remain underrepresented, especially in leadership roles. We are at our best when we reflect our communities and share our diverse perspectives.

If you weren't in this industry, what would you be doing?

The foreign service or a park ranger. I love foreign languages, travel, nature, taking on new challenges, and soaking up new information.

THOMAS J. MALONEY

PARTNER
COCKEY BRENNAN & MALONEY P.C. (CBM)

Thomas J. Maloney is a partner at Cockey Brennan & Maloney practicing for more than 30 years in the areas of corporate law, commercial law, commercial litigation, criminal, health care law and real estate.

In 1997, Maloney teamed up with Robin R. Cockey and Mark P. Brennan to create a firm that blended the community feel of a local traditional general practice with the sophistication of a larger urban firm. Today, he and his team are highly sought after and are deeply committed to their local community in the Eastern Shore of Maryland. The firm specializes in employment law and federal civil litigation.

Maloney received his Bachelor of Arts from Salisbury University, his Master of Arts from Tulane University and his Juris Doctor from Loyola University

New Orleans School of Law.

He is a member of the Wicomico County Bar Association, the Maryland State Bar Association, the American Bar Association and the National Health Lawyers Association. He also serves as an ex-officio member of the Board of Directors for Village of Hope, a transitional home for women and children in the Lower Eastern Shore area.

MARYLAND

THE DAILY RECORD

SAVE • THE • DATE



April 25, 2024

Leaders in Law pays tribute to all the ways in which legal professionals are serving businesses, clients and individuals across Maryland and making our communities stronger.



May 6, 2024

Maryland's Top 100 Women recognizes high-achieving Maryland women who are making an impact through their leadership, community service and mentoring. Three-time winners are inducted into the Circle of Excellence.



June 17-21, 2024

Nomination Deadline: March 15, 2024
Health Care Heroes honors those organizations and individuals that have made an impact on the quality of health care within Maryland.



August 21, 2024

Nomination Deadline: May 1, 2024
Leading Women celebrates women who are age 40 or younger for the tremendous accomplishments they have made so far in their careers. They are selected based on professional achievement, community involvement and a commitment to inspiring change.



September 4, 2024

Registration deadline: May 17, 2024
A research-driven program from Best Companies Group and The Daily Record that examines your company's practices, programs and benefits and surveys your employees for their perspective.



September 19, 2024

Nomination Deadline: June 25, 2024
Influential Marylanders honor individuals who have made a significant impact in their field and are influential leaders for their organization. Honorees are selected by The Daily Record's editors for significant contributions in their field. Three-time winners are inducted into the Circle of Influence.



October 1 - 11, 2024

Nomination Round: May 1-31, 2024
Voting Round: July 1-31, 2024
Reader Rankings celebrates and recognizes the best our community has to offer through a nomination round, a voting round and our annual celebration revealing the top winners.



October 23, 2024

The Women's Leadership Summit will convene Top 100 Women, Leading Women and Maryland's network of women professionals to learn more about important topics facing women in business today, give back to the community and create mentoring relationships.



October 23, 2024

Application Deadline: July 26, 2024
Empowering Women is designed to showcase tangible and innovative efforts by companies, law firms, nonprofits and other organizations to advance women in the workplace and community.



November 7, 2024

Nomination Deadline: August 13, 2024
Most Admired CEOs honors talented business CEOs and nonprofit leaders whose leadership and vision are admired by those around them. Three-time winners are inducted into the Circle of Influence.



November 11, 2024

Nomination Deadline: September 3, 2024
This awards program honors military veterans who are making a significant impact on Maryland business and legal fields, as well as continuing to give back to their community.



December 9, 2024

Nomination Deadline: September 2, 2024
The Icon Honors award recognizes Maryland business leaders over the age of 60 for their notable success and demonstration of strong leadership both within and outside of their chosen field.



January 8, 2025

A live conversation in Annapolis on the opening day of the legislative session, discussing the most prominent issues facing the state of Maryland.



**For more information, call
443.524.8100 or
email events@TheDailyRecord.com**

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ANDREW H. MILNEPARTNER
MCMILLAN METRO FAERBER, P.C.

For more than 25 years, Andrew H. Milne has advised and represented businesses of all sizes providing counsel on business operations and start-up matters, personnel management, employment law and corporate governance. In addition to providing consulting services to clients, he is a connector, finding clients advisors in other specialized fields.

Milne works to not only represent his clients on legal matters, but he also works to help identify potential issues and challenges and provides solutions for his clients, including adjustments to workplace policies or adding incentive programs for workplace morale.

Milne received his Bachelor of Arts from Colorado College and his Juris Doctor from Washington & Lee University School of Law. He is admitted to practice law in Maryland, Virginia and the District of Columbia.

What's the most important thing you do in your**job?**

The most important thing I do in my job is to keep my advice useful and straightforward. Sound legal analysis can be complex, but clients need actionable guidance.

What is one aspect of your profession you would like to change?

Let's be sure our technology stays in service to our needs and that our efforts are not in service to technology. Email already creates communications clutter and sometimes confuses speed with effectiveness. A good phone call with client for probing their priorities often is better than a series of emails back and forth.

If you weren't in this industry, what would you be doing?

If I weren't in the legal profession, I would still be in an advisory or managerial role of some kind. Active listening, analytical skills, precise communication, and process management are valuable in many situations besides practicing law.

JAMES P. NOLANPARTNER
COUNCIL, BARADEL, KOSMERL & NOLAN, P.A.

For nearly 50 years, James P. Nolan has practiced law as a litigator and counselor handling cases in general and civil litigation, administrative law, business and commercial law, corporate law, construction law, real estate and land use law, and personal injury law. He serves as partner at Council, Baradel, Kosmerl & Nolan in Annapolis.

He is an active member in the Annapolis and surrounding community, including serving as chair of the board of the Chesapeake Region Accessible Boating (CRAB), past president of the National Conference of Bar Presidents, the Maryland State Bar Association, the Anne Arundel County Bar Association, the Anne Arundel County Bar Foundation and the Maryland Institute for the Continuing Professional Education of Lawyers.

Nolan also served in the House of Delegates of the American Bar Association for 16 years. He was awarded the Trustee Emeriti Induction in 2023 from the Historic Annapolis Foundation. He is also a Life Fellow of the American Bar Foundation, the Maryland Bar Foundation and the National Conference of Bar Presidents.

What's the most important thing you do in your job?

I was the managing director of Council, Baradel, Kosmerl & Nolan, P.A. for 28½ years and helped to establish and grow our law firm. Currently, as a director of the firm, I enjoy helping and mentoring the new firm lawyers and staff members while promoting the firm and our profession in our community.

What is one aspect of your profession you would like to change?

The continuing lack of civility in the profession.

ERIC G. ORLINSKYPARTNER
SAUL EWING LLP

At Saul Ewing, Eric G. Orlinsky serves as partner and co-chair of the firm's Corporate Practice and Private Equity/Venture capital subgroup. He specializes in private equity and venture capital, counseling clients on private equity and venture capital investments, public and private debt and equity securities, mergers and acquisitions and the purchase and sales of businesses. In addition, he advises clients on general corporate matters.

Orlinsky is one of the principal authors and editors of the American Bar Association Handbook for the Conduct of Shareholders Meetings and the Maryland Legal Opinion Accord. He serves on several committees of the ABA and the Maryland Bar Association, including serving as chair of the Business Law Section of the Maryland Bar Association. He was instrumental in establishing the Business & Technology Court in

Maryland.

Orlinsky is also highly active in Maryland's technology sector, serving as a member of the Betamore Advisory Board and a member of the Johns Hopkins Alliance for Science and Technology Development Board since 2016. He also served on the Greater Baltimore Technology Council Board of Directors.

What is one aspect of your profession you would like to change?

I would like to change the billable hour. I have spent a large part of my career in search of technologies that would make the practice of transactional law more efficient. In my mind, the holy grail of this search is to deploy technologies that make us so efficient as corporate lawyers that we can change fixed fees for less than what clients pay now while at the same time making us more profitable. I feel we are getting close and are perhaps on the precipice of achieving this goal with artificial intelligence.

RAYMOND J. SHERBILLPRINCIPAL
LERCH, EARLY & BREWER, CHTD.

Raymond J. Sherbill is a corporate attorney at Lerch, Early & Brewer serving clients nationally and internationally. His clients range from manufacturers and government contractors to construction firms and individual business owners and entrepreneurs. He counsels clients on transactional, financial, employment and tax-related matters and also handles complex disputes.

Sherbill has been instrumental in handling a construction arbitration case on behalf of a water bottling plant which resulted in the full award of the \$1.5 million claim. He has also helped several companies in the sale and acquisition of other firms, including the sale of a regional commercial cleaning services firm to a competitor. Sherbill is sought after for his keen

business acumen, shrewd negotiating skills and stalwart advocacy for his clients.

He serves as a trustee and executive committee member of the National Park Trust and was instrumental in the establishment of the Tallgrass Prairie National Preserve. He is also a board member and provides pro bono legal services to Combat Soldier Recovery Fund, a non-profit that provides financial support to wounded soldiers at Walter Reed Army Hospital.

If you were in this industry, what would you be doing?

You don't have to be a lawyer to lawyer well. I once spent a day with a veteran NPS [National Park Service] lands chief asking him how he added, piece by piece, huge acreage to the national parks at Olympic and North Cascades. He studied every law and fact that might help, and spent hours building relationships with local owners, tribes, government officials and charities to get it done. I'd love to have a career like that!

GABRIELLE D. SHIRLEY

SENIOR COUNSEL
ROSENBERG MARTIN GREENBERG LLP



As senior counsel to Rosenberg Martin Greenberg LLP's business planning and transactions groups, Gabrielle D. Shirley focuses her practice on mergers and acquisitions, business planning, corporate governance, restructuring, joint ventures and private placements.

She joined the firm four years ago after serving as an attorney at Morgan, Lewis & Bockius LLP and an assistant public defender at the Office of the Public Defender Maryland. She also previously worked for her current firm for four years as an associate.

Shirley holds a Juris Doctor from the University of Maryland Francis King Carey School of Law and a bachelor's degree in English from the University at Albany State University of New York.

In 2019, Gov. Larry Hogan appointed Shirley to the Citizens Review Board for Children in Baltimore County where is conducted case reviews of children in out-of-

home care and advocated for legislative and systemic child welfare improvements.

What's the most important thing you do in your job?

For many business owners, the sale of their business is the most critical transaction in their lifetime. Representing clients through this complex and often stressful process to achieve a successful and smooth exit is what this job is all about.

What is one aspect of your profession you would like to change?

I would like to see more women and people of color at the negotiating table.

If you weren't in this industry, what would you be doing?

If I weren't practicing law, my alternate career choice would be in psychology. I find immense satisfaction in engaging with clients, developing meaningful connections, and contributing to creative problem-solving -attributes remarkably aligned with the core aspects of my legal practice.

CY SMITH

PARTNER
ZUCKERMAN SPAEDER LLP



Cy Smith brings more than three decades of legal expertise to his role as partner at Zuckerman Spaeder LLP. As a trial attorney, he representing plaintiffs and defendants in high stakes, complex litigation issues ranging across industries.

A Fellow of the American College of Trial Lawyers, Smith has successfully represented retired football players since 2005 in an effort to receive retroactive benefits and relief because of concussions.

A University of Virginia School of Law graduate, he has given his time to many organizations over the years including the Gil Sandler Fund Inc., Beth Am Synagogue and the Baltimore Urban Debate League.

What's the most important thing you do in your job?

The most important thing I do is tell compelling stories, based on the facts, that explain my client and the problem I am trying to solve for them. Whether I represent an NFL player disabled by concussions, a state government, or a Fortune 100 company, my job is to make sure that someone else, whether it's a judge, a jury, a board of directors or even my adversary, understands the stakes of the dispute and why my client deserves better.

What is one aspect of our profession you would like to change?

In the civil litigation side of law practice, the cost of discovery (depositions and written discovery) is a major barrier to justice not just for individuals but for many businesses as well. If it were up to me, civil litigation would be more like arbitration, with wide-open document discovery and very few depositions. It would be substantially cheaper and the time to resolution would be much shorter.

If you weren't in this industry, what would you be doing?

Great question! I was a high school and college debater, so becoming a trial lawyer was all but inevitable. But if I weren't doing this, I would probably be a high school teacher. I love explaining complex topics to people who want to learn.

KEVIN M. TRACY

PRINCIPAL
MCNAMEE HOSEA



With a practice focusing on construction law and commercial real estate development, Kevin M. Tracy is a principal at McNamee Hosea. He has been a part of the firm for 25 years and was named to his current role in 2006.

Tracy has held several positions with the Associated Builders & Contractors — Chesapeake Shores Chapter Inc. including president, secretary and general counsel. He is also active with the Annapolis Anne Arundel County Chamber of Commerce serving on their legislative committee and the D.C. Metropolitan Subcontractors Association.

He was appointed by Gov. Robert Ehrlich Jr. as a consultant to the Maryland Apprenticeship Training Council from 2004 to 2006.

Tracy earned his Juris Doctor from American University Washington College of Law and a bachelor's degree from the University of Notre Dame.

MICHELE BRESNICK WALSH

CHAIR, BUSINESS AND SECURITIES PRACTICE GROUPS
GORDON FEINBLATT LLC



Michele Bresnick Walsh is chair of the Business and Securities Practice groups at Gordon Feinblatt LLC. With more than 25 years of experience, her legal practice focuses on helping businesses and their owners navigate all stages of growth.

An alumnus from the College of William & Mary Marshall-Wythe School of Law, Walsh was appointed to the Maryland Council on Cancer Control by Gov. Larry Hogan. Throughout her career, she has volunteered her time with local organizations like There Goes My Hero Foundation, Maryland State Bar Association and Executive Alliance.

What's the most important thing you do in your job?

I act as a trusted adviser to our clients, counseling them on a variety of matters through the business lifecycle, from starting a company, to building the business, to raising capital to sale. I think it is important to understand each client's business in order to provide guidance in solving their unique problems.

What is one aspect of your profession you would like to change?

There are still a lot of negative preconceptions of lawyers in the community, which often comes from the inherent adversarial nature of litigation. In my world, we are trying to get to yes and close a deal on terms favorable to the client--but you can be a strong advocate for your client without being nasty, and instead adopt a respectful and collegial mindset in negotiating a deal. I really enjoy working with attorneys on the other side who have the same mentality.

If you weren't in this industry, what would you be doing?

I love to travel and I love baseball, so if money were no object, I'd probably be traveling around the country with my husband to achieve my goal of seeing a game (preferably against the Orioles) at every Major League Baseball ballpark (I have hit 10 so far).

BARBARA ANN WHITE

PROFESSOR OF LAW
UNIVERSITY OF BALTIMORE SCHOOL OF LAW



For 30 years, Barbara Ann White has served as a law professor at the University of Baltimore School of Law.

After earning her bachelor's degree in mathematics from Hunter College, she became an economics professor at the State University of New York at Buffalo, the same institution she would later earn her Juris Doctor from in 1985. White also completed a doctorate in economics from Cornell University.

White's areas of legal expertise include antitrust, business associations, law and economics analysis, securities regulations and statistical analysis.

Her career has included being named a Fulbright Scholar for European Union Affairs, the European-American Consortium on Legal Exchange professor at Ghent University in Belgium and a visiting lecturer at Shang-dong University in China. White is a senior fellow at the

Center for International and Comparative Law.

With the Maryland State Bar Association, she co-developed the University of Baltimore's business law clerkship program where she serves as director.

What's the most important thing you do in your job?

To educate future lawyers with regard to the economic dynamics underlying the intricacies and nature of business conduct - whether it be formation, transactions or conduct in the stock market.

What is one aspect of our profession you would like to change?

To increase educational support for promising law students from disadvantaged economic, gender and racial backgrounds.

If you weren't in this industry, what would you be doing?

Return to being an economics professor.

FRANCES C. WILBURN

PRINCIPAL
OFFIT KURMAN



As a principal with Offit Kurman, Frances C. "Franny" Wilburn is a bankruptcy attorney and a commercial litigator representing clients of all sizes in a wide variety of cases including lease disputes, eviction actions, foreclosures, property dispositions and workout agreements.

She previously worked in commercial litigation as an associate at Friedlander Mislis PLLC for three years before joining Offit Kurman in 2011. She is a founding member of the firm's mentorship committee and participates in the firm's leadership program.

Wilburn earned a bachelor's degree in English language and literature from Emory University and a Juris Doctor from the University of Miami School of Law.

What's the most important thing you do in your job?

Obtaining the best result for my client is always my ultimate goal. I routinely handle sensitive, high-value claims and transactions and provide pragmatic guidance to solve contentious disputes to achieve that goal.

What is one aspect of your profession you would like to change?

Being in litigation, I often feel that a more collaborative approach with all sides can sometimes better and more effectively and efficiently resolve claims.

If you weren't in this industry, what would you be doing?

A lot of my work involves disputes surrounding commercial real estate. If I was not in my current role as an attorney advisor and advocate, I would love to be involved in acquisitions, sales, management and leasing of commercial real estate.

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