

ALEXANDER & CLEAVER

A FULL SERVICE LAW FIRM PRACTICING IN MARYLAND, DISTRICT OF COLUMBIA AND VIRGINIA • DECEMBER 2004

Personal Injury Department—and Firm—Grows and Grows with New Director of Administration

Kim Blauvelt recently joined Alexander & Cleaver as the new Director of Administration. One of her responsibilities is to work with our personal injury division to expedite services to our clients. Her background in technology and administration will help us to close cases more quickly.

Kim comes to the firm with 22 years of experience with Winston & Strawn, a large Chicago-based multi-office firm. Kim has extensive experience with automated accounting systems and was a key player at Winston during several system conversions. We are excited about the opportunity to work with

Kim and believe her law firm experience and financial and administrative background will be an asset to our firm.

Kim is married and has two children. Please join us in welcoming Kim to our firm.

* * * * *

Photo: Kim Blauvelt (seated) points out how upgrades to our personal injury management system assist our clients. (l. to r.) Attorneys Jim Cleaver and Jason DeLoach, and Personal Injury Department Manager Robin Stiles. Jim manages our litigation and personal injury department which provides quality legal service to hundreds of clients each year. Jason directs all technology purchases and keeps up with emerging technologies to move our clients forward. Robin, supervisor of our litigation department staff, maintains accurate, efficient and private records as the injury case manager.



For legal advice 24/7, call the A&C Hotline at 800-292-LAWS (800-292-5297)

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NOTE: If you have moved or have a new telephone number, keep us updated! Call Monica with changes: (301) 292-3300. If your business, club, or group would like a speaker or legal seminar, call us.



Click on www.alexander-cleaver.com

ALEXANDER & CLEAVER MEANS BUSINESS!

Member:

- ★ Greater Baltimore Committee
- ★ Maryland Chamber of Commerce
- ★ Maryland Government Relations Association
- ★ Charles, Prince George's, Annapolis and Anne Arundel, Baltimore City, and Baltimore County Chambers and Trade Councils
- ★ Baltimore-Washington Corridor Chamber of Commerce
- ★ Allegany County Chamber of Commerce
- ★ The Greater Cumberland Committee

For legal, lobbying, and government relations services to large and small business organizations and the non-profit community, we provide both a full service staff and quality legal and government relations expertise.

Our clients consist of businesses of all types, including the Association of Maryland Pilots (who pilot ships up the Chesapeake Bay), the Norfolk Southern Railroad, and the Towns of Morningside, Cumberland, and Brentwood, Maryland.

We represent distributors of products, nonprofit health plans, trade associations, physicians, health care providers, architects, engineers, car dealerships, liquor stores and restaurants, printers, landscapers, real estate brokers and agents, credit companies, accounting firms, charitable foundations, private schools, podiatrists, radiologists, the prestigious Kennedy Krieger Institute, elevator companies, hospital systems like MedStar and Doctors Community Hospital, many trade and non-profit associations, retail pharmacy companies like Rite Aid, telephone, telecommunications and technology service companies including CGI-AMS, ACS, Motorola, Time Warner Inc., Discovery Communications and Verizon-Maryland, and

WELCOME SOME OF OUR NEW CLIENTS!

- ★ MHM Corrections, a national specialist providing on-site mental health services to correctional systems, including state and local prisons, jails and juvenile detention centers.
- ★ Imagine Schools, operator of elementary and secondary (K-12) charter and independent schools nationwide; in partnership with parents and local school governing boards.
- ★ OldCastle, one of the top building material companies in North America and the industry's leading masonry, concrete, glass and specialty distribution solutions provider. We provide legal and government relations services for the development processes for their new state-of-the-art plant in Anne Arundel County.
- ★ LAS Smart Fry, manufacturer of trans fat free cooking oil; introducing healthier cooking methods to our schools, hospitals, correctional facilities.
- ★ CENTERSTAGE, Baltimore's leading professional producing theater company for over 40 years; a pioneer in America's regional theater movement.
- ★ Dreyer's Ice Cream, maker of Häagen-Dazs and Edy's Grand, recently broke ground for the largest ice cream manufacturing plant in North America in Howard County. The plant will hire hundreds of employees. We represent them for legal and government relations services for land development and energy issues for the new plant.
- ★ LeDetroit Baptist Church, Mt. Ennon Baptist Church and Crusaders Holiness Church are legal clients. We provide legal services on general business issues, as well as land development and church expansion issues.
- ★ The Cumberland YMCA has served Western Maryland for well over 100 years.



The A&C Policy Breakfast was a smashing success for us and our government relations clients. Senate President Mike Miller, Speaker Mike Busch and a number of House committee chairs spoke at the Baltimore Waterfront Marriott Hotel. (*l. to r.*) Lyle Fowlkes, Speaker Busch, Peter Perrini of Magnolia Management, Robin Shaivitz, HFAM's Mark Woodard, Cas Taylor, Dreyer's Vicki Randall and Dreyer's Tim Kahn.

international energy companies like Mirant, US Windforce, Consolidated Edison and Reliant.

We provide legal services for financial planning firms, large equipment and crane companies, construction companies, real estate developers, security companies, caterers, importers, businesses involved in franchising, car rental companies, Lockheed-Martin and

other defense contractors, computer hardware and software firms, and many, many more businesses and professionals.

The Law Offices of Alexander & Cleaver Mission Statement

To provide the highest quality legal and government relations services to our clients and to deliver those services in an energetic, cost effective and results-oriented way.

★ ★ ★ IT'S BEEN A GREAT YEAR! ★ ★ ★

...Some of the Highlights

Gary Alexander was named again as one of America's outstanding lawyers in a national publication. This marks nearly a decade of recognition for Gary in the annual publication edited by Pulitzer Prize winning authors Steven Naifeh and Gregory White Smith.

Cardinal William H. Keeler awarded Cas Taylor the Knight of St. Gregory papal honor. The award came for his outstanding service to the archdiocese and the papacy. Cas is a distinguished former legislator who was the longest serving speaker of the House of Delegates. He is now an A&C Government Relations consultant.

Denise Bowman continues to serve our clients and our staff providing quality legal advice on state and local ethics laws. We are proud that she was selected to serve as a peer review member for the Maryland Attorney Grievance Commission and was qualified to serve as a District Court Alternative Dispute Resolution Facilitator.

Annapolis office longtime legislative aide Amy Rumpf and Dan Clements were recently engaged. They are planning a spring wedding. Best wishes Amy!

Law clerk Jim McGee and his wife Amy are proud parents of a 7 lb. 13 oz. baby girl, Alexandra. Jim is a graduate of the University of Baltimore School of Law.

Greet Tina Southall, the new Annapolis office front desk staff person. She comes to us from New York where she was an administrative assistant for six years.

The Alexander & Cleaver softball team placed 2nd in the regular season play of the Prince George's County Bar Association Softball league and placed 2nd in the annual end of the season tournament.

Our newest attorney, Jennifer Simpson, and Kevin Lancaster were married on October 1. Congratulations Jennifer!



Left: Government Relations consultant Kenny Battle (3rd from left) participated in the dedication of the Xanthi Garden and the unveiling of the Ten Commandments sculpture with our client SCI. We are proud to represent SCI, the nation's largest funeral services company.

(l. to r.) Delegate Steve DeBoy, SCI Regional Market Director Peter Banks, Kenny, Delegate Hattie Harrison, Arbutus Memorial Park General Manager Charlene Elliott and Reverend Kenneth Carter.

Right: Gary and Anita Alexander were on hand when best-selling author Nora Roberts visited Annapolis. Nora is proud to be a resident of Maryland.



Left: A&C markets and represents clients at business trade shows throughout the state of Maryland. From the Baltimore Washington Corridor Chamber Procurement Fair, Melwood Senior Vice President Richard Barnard (far left), TargetGov.com President and CEO Gloria Berthold (far right) and BWCC President Walt Townshend (2nd from right) present Kenny Battle and Denise Bowman a certificate of participation in the event. Melwood is also an Alexander & Cleaver legal and lobbying client.



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A FULL SERVICE LEGAL FIRM READY TO MEET YOUR NEEDS

Alexander & Cleaver is a full service law firm with attorneys practicing and licensed in Maryland, Washington, DC and Virginia. Additionally, we have experienced non-lawyer government relations consultants representing a wide range of clients, from large and small businesses to nonprofits. We have offices in Fort Washington, Annapolis, Cumberland, Waldorf and Alexandria. Practice areas include:

- ★ Personal injury including motor vehicle accidents, wrongful death and maritime accidents
- ★ Administrative law and hearings before boards and commissions
- ★ Government relations, lobbying and procurement
- ★ Adoption and guardianship
- ★ Business and corporate representation
- ★ Contracts and grants
- ★ Corporate/business legal matters
- ★ Criminal and traffic defense
- ★ Domestic and family law
- ★ DWI/DUI
- ★ Ethics and campaign finance compliance
- ★ Litigation in all area state and federal courts
- ★ Living wills
- ★ Municipal representation
- ★ Powers of attorney
- ★ Procurement
- ★ Real estate practice
- ★ Public utility, energy and regulatory law
- ★ Wills
- ★ Zoning and development law



YOU'RE INVITED!



CELEBRATE THE HOLIDAYS WITH US!

A special A&C holiday message to our friends and clients:

“Peace, health and prosperity for the New Year. Thank you for your support of our law firm as we enter our 37th year!”

We hope you will mark your calendar to stop by our Fort Washington office or our Annapolis office to join us for refreshments 9:00 a.m. to 5:00 p.m. between Monday, December 13 and Friday, December 17 for our Annual Holiday Open House. Please note exception: Hours for our

open house on Tuesday, December 14 will be 9:00 a.m. to 4:00 p.m.

Alexander & Cleaver is dedicating this holiday season to men and women serving in our armed forces abroad.