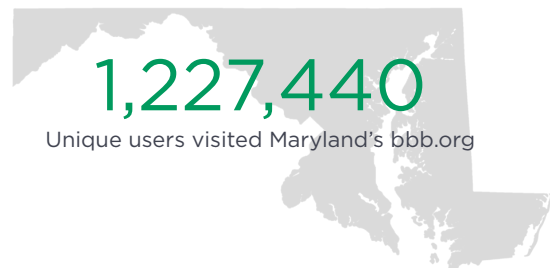


# 2017 Annual Report

Better Business Bureau of Greater Maryland

**Mission:** to be the leader in advancing marketplace trust

**Vision:** an ethical marketplace where buyers and sellers trust each other.



# 2017 Financial Report

## TOTAL ASSETS

\$575,262

## TOTAL LIABILITY

\$316,535

## TOTAL EQUITY

\$258,727

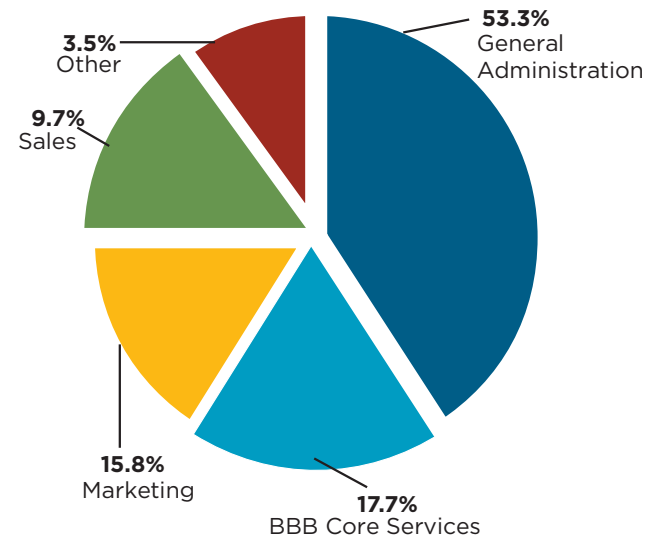
General Administration	\$ 1,034,088
BBB Core Services	\$ 342,380
Marketing	\$ 306,802
Sales	\$ 187,753
Other	\$ 67,990
<b>Total Expense</b>	<b>\$ 1,939,013</b>

Accreditation	\$ 1,528,948
Co-Op Advertising	\$ 79,527
Events & Sponsors	\$ 122,255
BBB Service Income	\$ 14,966
Other	\$ 57,003
<b>Total Income</b>	<b>\$ 1,802,698</b>
<b>Net Income</b>	<b>\$ (136,314)</b>

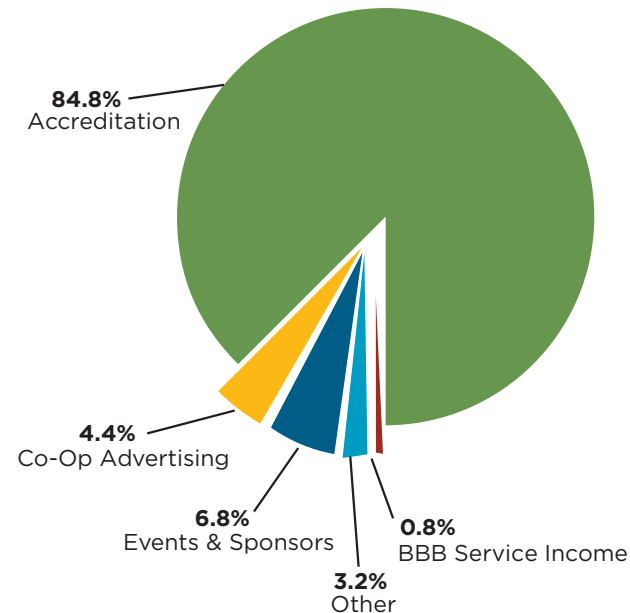
**Reserves:** \$ 252,114

**Days of Reserves:** 51.2

## TOTAL EXPENSE



## TOTAL INCOME



# 2017-2018 Board of Directors

Chair - **Lisa Manzone** - McCormick & Co., Inc.  
Vice Chair - **Dr. Shohreh Kaynama** - Towson University  
Treasurer - **Sean Walker** - Clifton Larson Allen LLP  
Secretary/CEO - **Angie Barnett** - BBB of Greater MD  
**Ellie Meyd** - BBB Education Foundation  
**Melissa McGuire** - Law Office of Melissa Menkel McGuire  
**Arlene Thayer** - KatzAbosch, P.A.

**Chris Barber** - Cheaper Than A Geek!!!  
**Jeffrey Baxter** - The Whiting-Turner Contracting Co  
**Kate Bridgeman** - Hague Quality Water of MD Inc.  
**Ronald N. Carstens, Jr.** - Baltimore Gas & Electric  
**Dan Condon** - Baltimore Ravens  
**Kevin Cryslar** - Mr. Handyman of Anne Arundel & NE PG  
**Diane Devaney** - Devaney & Associates  
**Peggy Feeney** - Von Paris Moving & Storage  
**Evelyn Gaines** - G&G Solutions LLC  
**Brian Grigg** - Grigg Financial Solutions  
**Elisabeth Albert Hayes** - Chapin Davis Investments  
**Brian Hubbard** - Kelly Benefit Strategies  
**Amy Lucky** - GTL Remodeling, Inc.  
**John Martindale** - Brothers Services Company  
**Angela Murphy** - EZShield  
**Greg Pierce** - SPARKS! Marketing Communications  
**Jeff Plummer** - S&L Productions, Inc  
**Bruce Quackenbush, Jr.** - American Contracting Services, Inc.

**Troy Rainsberg** - Horizon Services  
**Tom Rayner** - Plumb Construction Company, Inc.  
**Marta Rosado** - AT&T Mobility  
**Charles W. Sawyer** - The Sawyer Group Inc.  
**Allison Siegel** - Next Day Blinds  
**Arlene Thayer** - KatzAbosch, P.A.

Legal Counsel

**Kimberly S. Grimsley, Esq.** - Oliver | Grimsley