



## Lawrence A. Shulman

12505 Park Potomac Avenue  
6th Floor  
Potomac, MD 20854

T (301) 230-5201  
F (301) 230-2891  
lshulman@shulmanrogers.com

Lawrence A. Shulman is the founding partner of Shulman Rogers. He is a nationally recognized commercial real estate and leasing specialist, lecturer and a fellow of the American College of Real Estate Lawyers.

As a result of his numerous public service and community activities, Larry is familiar to most state and local political leaders. He was one of the principal architects of the project to replace the old Rockville Mall. That mall is being replaced over the next ten years with a 1.2 million square foot office, retail, and entertainment complex. In connection with that project, Larry led the successful effort to raise over \$18 million from the state, county, and city governments to make that project a reality. On behalf of a major biotech company, Larry negotiated with the county and the state departments of economic development in connection with the company's planned expansion in Montgomery County. The negotiation resulted in a significant economic development package that included a large contribution by the Sunny Day Fund, a large discount for land acquisition, and very beneficial job credits.

### Distinctions

Larry served as the Court-appointed mediator, who assisted in promoting discussion and settlement among the parties in **Vaughns, et al. v. Board of Education of Prince George's County, et al.**, a 30-year old school desegregation case. The Court acknowledged in its opinion "the extraordinary role Mr. Shulman played in helping to bring the settlement about."

### PRACTICE AREAS

Commercial Leasing  
Distressed Assets  
Financing  
Government Relations and Resources  
Green Building and Sustainable Design  
Landlord/Tenant  
Real Estate  
Transactions (Acquisitions and Dispositions)

### EDUCATION

Georgetown University  
Law Center, Washington,  
District of Columbia,  
1967, J.D.  
Georgetown University,  
1964, A.B.

### BAR & COURT ADMISSIONS

District of Columbia  
Maryland

Lawrence A. Shulman (Continued)

Larry has invested his creativity and vision in identifying and meeting the needs of the community, especially in the area of education. His leadership and stewardship of creative and innovative community projects have won him acclaim both nationally and locally.

Since 1975, Larry has helped to found five separate, non-profit education foundations to involve various segments of the business community in the Montgomery County Public Schools (MCPS). In each of these endeavors, Larry took the lead and recruited 10-20 business leaders to volunteer in each of the foundations. The foundations include: the Montgomery County Students Construction Trades Foundation, Inc. (Founded in 1976, this project received an award in 1981 from the Secretary of the U.S. Department of Education as one of the ten outstanding vocational education programs in the nation.); the Montgomery County Students Automotive Trades Foundation, Inc. (Founded in 1977, a separate but related foundation that supports education in automotive trades by providing the framework, financing, used automobiles, marketing and consultative services for students to operate several "Mini-Dealerships" that recondition and sell used automobiles, the first such project in the nation.)

As chairman of the Governor's Task Force on Procurement, Larry led a state-wide task force established to eliminate red tape and make the state's procurement process more effective. The task force created plans to inject flexibility and common sense into procurement practices and recommended reforms to assist small businesses and MBE firms in procurement dealings with the state.

Larry was the Subcommittee Chair of the Public/Private Partnerships Subcommittee of the Governor/Speaker's Task Force on Education Funding Equity, Accountability and Partnerships. This was a task force designed to review education funding, program accountability, and public/private partnerships between Maryland schools and the private sector.

**HONORS &  
AWARDS****LEGAL:**

American Bar  
Foundation Maryland  
Fellow (2009)

Membership in an  
honorary organization  
(affiliated with the  
American Bar  
Association) of lawyers,  
judges, and legal scholars  
in the United States whose  
public and private careers  
have demonstrated  
outstanding dedication to  
the welfare of their  
communities and to the  
highest principles of the  
legal profession. (2009 -  
to present)

Maryland State Bar  
Association Real Property  
Planning & Zoning  
Section

"Distinguished Real  
Estate Practitioner Award"

Award recognizing  
annually a Maryland real  
estate attorney who  
exemplifies the  
experience, client service,  
expertise, integrity,  
collegiality and courtesy  
that lawyers strive to  
achieve in their  
professional lives. (June  
2006)

Professional Legal  
Excellence  
Award Maryland State Bar

Lawrence A. Shulman (Continued)

Larry was also the Vice Chair of the Horizon 21 Information Technology Strategic Planning Steering Committee. This committee was a Montgomery County government and private sector partnership set up to facilitate the development of a strategic plan for information technology for the county government.

In addition to his law practice and community service career, Larry has lectured and written for The Maryland Institute for Continuing Professional Education of Lawyers, and the American Bar Association, and has co-chaired for 18 years the Georgetown University Law Center's Continuing Legal Education's Advanced Commercial Leasing Institute and its predecessor programs.

#### NEWS

Chamber to Honor Buck, Roberts and Shulman

Shulman Rogers will have strong presence at MD Chamber of Commerce Hall of Fame dinner

2012 Hall of Fame Inductees Announced

Larry Shulman receives Leadership in Law from The Daily Record

Larry Shulman receives the 2010 Marriott Spirit to Serve Community Award

Shulman Rogers Has Thirteen Attorneys Named to the 2009 Super Lawyers Listing for Washington, D.C.

Shulman Rogers Continues to Serve as General Counsel to the Auto Trades Foundation

#### SEMINARS & SPEAKING ENGAGEMENTS

Lecturer, American College of Real Estate Lawyers

Lecturer, The Maryland Institute for Continuing Professional Education of Lawyers

Lecturer, American Bar Association

Association

Award annually recognizing extraordinary efforts in the advancement of public service responsibility (April 2000)

Century of Service Award  
Montgomery County Maryland Bar Foundation

Award recognizing 25 exemplary judges and lawyers for outstanding service during the Twentieth Century to the legal profession and the community (April 1999)

Bar Association of Montgomery County, Maryland  
Second Annual Professionalism Award

Award recognizing an attorney on an ad hoc basis who demonstrates exemplary professional conduct, qualifications and accomplishments (May 1992)

#### LEGAL LISTINGS:

The Best Lawyers in America®; Specialty of Real Estate Law (2007 - 2009)

Legal Times, Leading Lawyer Award  
Real Estate Practice Group (2004-2009)

Lawrence A. Shulman (Continued)

Co-Chair, Georgetown University Law Center, Continuing Legal Education, Advanced Commercial Leasing Institute

**PROFESSIONAL & COMMUNITY AFFILIATIONS****LEGAL:**

American College of Real Estate Lawyers (1987 - present) Board of Governors Member (2003-2006)

Programs Committee Chair (2001-2003) Vice Chair (2000-2001) Member (1991 - 2003)

Senior Counsel Committee Co-Chair (2008 - present)

Nominating Committee Member (2006-2008)

Committee on Best Practices Member (2003-2004)

Nationally recognized organization incorporated to gather lawyers distinguished for their skill, experience and high standards of professional and ethical conduct in the practice of real estate law.

Maryland State Bar Association (1972 - present) Lecturer, Leadership Institute (2003 - 2005) Lecturer, Court of Appeals, New Admittee Professionalism Course (1992 to 2004) Chair, Needs and Participation Task Force (1999 - 2000) Chair, Committee on Planning (1986 - 1987) Member, Section on Economics of Law Practice (1974 - 1987) Member, Special Committee on Law Practice Quality (1982 - 1983) Member, Committee on Program (1981 - 1982) Chair, Subcommittee on Educational Programs (1982) Chair, Special Committee on Specialization (1978 - 1980)

Committee to Retain the Sitting Judges of Montgomery County PAC, Inc. Chair Emeritus (2005 - to present) President (2003-2005) Finance Committee Co-Chair (2001-2002)

Ad hoc group of attorneys that supports the retention of Circuit Court judges in Montgomery County (appointed by the Governor) that is required to seek election. All Circuit Judges were successfully elected in 2002 and 2004.

Super Lawyers & Real Estate Practice Group, (2007-2009 MD and DC)

**COMMUNITY:**

The National Center for Citizen Involvement and ACTION 1982 President's Volunteer Action Award

National award presented by President Ronald Reagan at the White House to honor individuals and groups who made unique contributions to their communities through volunteer service and to focus local and national attention on outstanding and innovative volunteer efforts (April 1982)

The Washingtonian Magazine Washingtonian of the Year

Award presented annually by local city magazine to those members of the community "who lend a helping hand, build bridges of understanding, and put something back into the community" (January 1983)

State of Israel Bonds City of Peace Award

Award presented annually to a leader in the Washington area who has achieved professional success and has displayed an on-going commitment to Israel and the Jewish Community (May 2003).

Lawrence A. Shulman (Continued)

Bar Association of Montgomery County (1972 - to present) Member, Special Committee on Delivery of Legal Services (1998) Chair, Special Committee on Court House Security (1995 - 1996) Chair, Committee on Professionalism & Quality of Life (1990 - 1992) Member, Nominating Committee (1989 - 1990) Chair, Long Range Planning Committee (1985 - 1986) Member, Executive Committee (1982 - 1983) Panel Chair, Fee Arbitration Committee (1977 - 1980) Member, Committee on Administration of Justice (1978 - 1979) Member, Section of Law and Economics (1974 - 1978)

Co-Chair, AAdvanced Commercial Lease Negotiation Institute@, Georgetown University Law Center Continuing Legal Education Division, San Francisco 2001, Washington, D.C., 1999-2000, 2002-2009

**COMMUNITY:**

**State/Regional** Governor's Task Force on Procurement Chair (1995 - 1996)

State-wide task force established by Governor to eliminate unnecessary red tape and make the State's procurement process more effective by injecting flexibility and common sense into procurement practices as well as identifying and recommending reforms to assist small businesses and MBE firms in procurement dealings with the State.

270 U Consortium Chair (2002-2003)

Group of individuals (as a result of a legislative request) from private sector, federal laboratories, state government and higher education that commissioned and oversaw a study of how to more effectively transfer the biotech and high tech research produced in the I 270 corridor by the federal laboratories and higher education institutions into the private sector.

**Leadership**

Montgomery Leader of the Year Award

Award presented annually local County Leadership Program "recognizing an individual whose exceptional community leadership has benefited the citizens of Montgomery County" (May 1994)

Rockville Chamber of Commerce Rockville Citizen of the Year

Award presented annually by local city chamber of commerce to a citizen of Rockville for their outstanding support of the business community and their longstanding dedication to improving the quality of life in Rockville (November 1996)

**EDUCATION:**

National School Volunteer Program, KRAFT and Walt Disney World 1988 Outstanding Volunteer Award Program

National award presented by U.S. Secretary of Education at Disney World for "outstanding efforts and unselfish dedication" to a local school in a volunteer program in the Business Partner Category (May

Lawrence A. Shulman (Continued)

Maryland Chamber of Commerce and predecessors Member, Board of Directors (1992 to 2004) Chair, Task Force on Higher Education (2004 - 2005) Chair, Political Endorsements Committee (1997 - 1998) Chair, Workforce Quality Committee (1994 - 1995)

Leadership Maryland, Inc. Founding Member, Board of Directors (1992 to 2001) Chair, Placement Committee (1996 - 1998) Chair, Recruitment Committee (1994 - 1996) Member, Selection Committee (1992 - 1994)

Non-profit entity organized in Maryland to develop future leaders and to cultivate their interest, knowledge and skills to enable them to contribute time and talent to effectively meet the changing needs of Maryland.

Metropolitan Association of Real Estate Professionals, Inc. Founding Member President (1974 - 1975), Vice President (1973 - 1974) Member, Board of Directors (1973 - 1976)

A non-profit group composed exclusively of individuals in the Greater Washington area whose activities are related to some aspect of the real estate business, the purpose of which is to keep abreast of all important local and national developments and changes in various real estate fields, such as development, sales, leasing, financing, and law. The membership includes lawyers, mortgage bankers, commercial brokers, architects, accountants, appraisers, leasing agents, property managers and developers.

**Montgomery County - Government**

Horizon 21 Information Technology Strategic Planning Steering Committee Vice Chair (1996 - 1998)

Montgomery County Government/private sector partnership to facilitate the development of a strategic plan for information technology for the local County government.

Corporate Partnership for Quality Government Founder, Coordinator (1994 - 1995)

1988)

National Association of Partners in Education 1997  
McKee Foods Corporation Award for Partnership Leaders

National award presented for leadership role in developing and expanding educational partnerships at the local, state and national level, (November 1997)

State of Maryland Governor's Citation

Received from Governor Harry Hughes in recognition of volunteer service to the State Department of Education (April 1982)

Montgomery Journal and The Montgomery County Civic Federation Journal Cup

Award presented annually by Montgomery Civic Federation presented to an individual or a group (in this case, the Corporate Partnership on Managerial Excellence, led by Mr. Shulman) in the County which has performed an outstanding service to the people of Montgomery County (June 1994)

Montgomery County Alliance for Educational Excellence Business-School Partnership Award -

Lawrence A. Shulman (Continued)

Unique initiative by major local corporations, such as IBM, Washington Gas, Martin Marietta, to evaluate the effectiveness of departments and agencies of the Montgomery County Government. This program, which was requested by the County Executive and County Council, is similar to the Corporate Partnership on Managerial Excellence.

Committee for Montgomery Vice President (1990 - 1991) At-large Member (1989 - 1991) Chair, Subcommittee on Issues (1989 - 1991)

Committee of thirty county organizations and six members selected at-large Established by members of Montgomery County Council to act as a coalition to represent the people of Montgomery County in Annapolis in coordination with the County Executive, Council and legislative delegation.

**Montgomery County - Business**

Greater Montgomery County Chamber of Commerce Member, Board of Directors (1997 - 1999) Chair, Membership Task Force (1998 - 1999)

Local county chamber of commerce focusing on networking, business services, legislation, and economic development.

Montgomery County Task Force to Study Chamber of Commerce Chair, Planning Committee (1995 - 1997) Vice Chair, Steering Committee (1995 - 1997)

Ad hoc group of major employers and local chambers of commerce in Montgomery County established to investigate and, if recommended, to implement a "consolidation" of the 13 chambers of commerce into an effective unit.

**Montgomery County - Arts**

Task Force on the Future of the Arts in Montgomery County Member (1994 - 1995)

Individual Category

Award presented annually by independent community-based educational organization to individuals, small businesses and corporations who support educational excellence (May 1996)

Montgomery County Education Association Hornbook Award

Award presented annually to a non-educator citizen in Montgomery County who has exhibited a high degree of leadership and support for public education (June 1981)

Lawrence A. Shulman (Continued)

Task force created to envision a future for the arts in Montgomery County and to recommend how government and the private sector must prepare to fund that future. The task force included business, political and arts leaders from the County and the region.

Arts & Humanities Council of Montgomery County Nominating and Development Committee Member (2001 to present)

County's designated local arts agency, committed to providing non-profit organizations, artists and scholars with the resources they need to continually bring quality arts and humanities to this community.

Metropolitan Center for the Visual Arts VisArts Friends and Leadership Committee Chair, (April - June 2006)

Committee to help steer planning, outreach, and programming for an arts center that is both a cultural and economic asset. The Committee was comprised of business, civic, cultural, and community leaders.

#### **Montgomery County - Charitable**

Montgomery United Way Chair (1993) Chair, Professional Division (1983) Chair, Lawyers Division (1981) Regional organization to support and fund various charitable organizations throughout the country. Local chapter responsible for setting and achieving campaign goals for Montgomery County.

Rebuilding Together Montgomery County Advisory Council, (2005 to present)

Local Chapter of a national organization that works in partnership with community volunteers and the County government to provide homes repairs, accessibility modifications, and links to community resources to keep low-income homeowners living safely and independently in their homes.

#### **Other - Alumni**

Georgetown University Alumni Association Member, Law School Alumni Board (1986 - 1992) Chair, Law Firm Hosted Receptions (1984 - 1986; 1990 - 1991) Chair, Student-Alumni/ae Relations Committee (1981 - 1982) Member, Continuing Legal Education Advisory Board (1978 - 1984) Member, Alumni Senate (1976 to present) Member, Law School Affairs Committee (1973 - 1985) Host, Washington Incoming Freshmen Reception (1979 - 1982; 1990) Member, Board of Governors (1973 - 1976) Member, Alumni Admissions Panel (1972 - 1981)

**EDUCATION:****State**

Vaughns, et al. v. Board of Education of Prince George=s County, et al., U.S.D.C. for District of Maryland Court Monitor (2002 to 2003) Court-appointed monitor to review the progress in completing the final obligations of the parties in the aforesaid case. Mediator (1998)

Court-appointed mediator in 1998 to assist in promoting discussion among the parties in a 30-year old school desegregation case; Court acknowledged in its opinion the extraordinary role Mr. Shulman played in helping to bring the settlement about. @

Maryland State Board of Education President (July 1987 - June 1989) Member (July 1984 - June 1989)

The ten-member board appointed by the Governor and approved by the State Senate: responsible for the elementary and secondary educational policies of the State, including interpretations of laws, controversies and disputes; control and supervision over public schools; policy and guidelines for programs of instructions; investigation of educational needs; formation of school budget and construction policies; and certification of teachers.

Commission to Develop the Maryland Model for Funding Higher Education (Bohanan Commission) Member (2006 - 2008) Chair, Accountability Work Group (2007 - 2008)

Formulated recommendations for accountability measures and/or an accountability system to ensure that any State investment leads to the achievement of State goals for higher education.

Maryland Chamber of Commerce Higher Education Task Force Chair, (January - June 2005)

Task Force appointed to review the long-term higher education funding issues and make recommendations to the Maryland Chamber's Board of Directors; the Task Force's recommendations were accepted by the Board of Directors' vote that was one vote shy of being unanimous including increasing taxes on business community under certain conditions to help pay for higher education in Maryland.

Task Force on Education Funding Equity, Accountability and Partnerships Vice Chair (1997 - 1998) Subcommittee Chair, Public/Private Partnerships (1997 - 1998)

Group appointed by legislature to undertake a comprehensive review of education funding, program accountability, and public/private partnerships between Maryland schools and the private sector, and to make recommendations to the Governor and legislature.

Lawrence A. Shulman (Continued)

### **Montgomery County**

Corporate Partnership on Managerial Excellence/MCPS Founder, Coordinator (1992 - 1995)

Unique initiative by major local corporations, such as Medical Institutes, NationsBank, Bell Atlantic and Pepco, to evaluate the effectiveness of key management functions of Montgomery County Public Schools. The program matched the administrative strengths and expertise of private industry with the corresponding leadership and talent of appropriate MCPS administrative operations and issued a 375 page report to the school board.

Montgomery County Students Foundation Group Lead

A coordinating group for the three foundation programs that provide construction, automotive and information technology education for students in the Montgomery County Public Schools (2002 - present)

Montgomery County Students Construction Trades Foundation, Inc. Founder/President (1976 - 1977) Member, Board of Directors (1976 - 1978) General Counsel (1976 - 1984)

A non-profit foundation which supports construction career/technology education in Montgomery County by providing the framework, financing, construction materials, marketing and consultative services to build residential dwellings each school year. In 1981 this project received an award from the Secretary of the U.S. Department of Education as one of the ten outstanding vocational education programs in the nation.

Montgomery County Students Automotive Trades Foundation, Inc. Founder/Member, Board of Directors (1977 - 1979) General Counsel (1977 - 1984)

A separate but related non-profit foundation which supports automotive technician education by providing the framework, financing, used automobiles, marketing and consultative services to operate four "Mini-Dealership" programs that recondition and sell used automobiles. This was the first such project in the nation

Montgomery County Students Retail Trades Foundation, Inc. Founder/Member, Board of Directors (1980 - 1984) General Counsel (1980 - 1984)

Lawrence A. Shulman (Continued)

A non-profit Maryland corporation composed of business and professional people dedicated to the improvement of vocational education in Montgomery County, Maryland. The Foundation supported retail vocational education and entrepreneurship by providing the framework, financing, commercial store location, merchandising, operational and consultative services to operate a retail facility in a local shopping center. The floral kiosk in Wheaton Plaza Regional Shopping Center, Silver Spring, Maryland, was the first community-backed enterprise in the nation in which students operated a retail business in a shopping center during normal business hours. The Foundation also sponsored a "Classroom in the Mall" in the Plaza.

Montgomery County Students Information Technology Trades Foundation, Inc. Founder, President (2002-2005) Board of Directors (2002 to Present)

A separate but related non-profit foundation which supports and promotes computer education and related entrepreneurial opportunities for high school students, career/technology education in Montgomery County by providing the framework, financing, and consultative services, (i.e., to provide and support state-of-the-art, nationally-recognized information technology education through the same, innovative "hands-on" approach to teaching successfully employed for over 25 years by the ATF and CTF.

Montgomery Education Connection, Inc. Founder (1983 - 1984)

A non-profit Maryland corporation composed of business and professional people organized to provide access to business resources for the Montgomery County Public Schools as a means to enhance the educational program and improve school-business cooperation and communication.