

**BARRY GREENBERG,  
MANAGING PARTNER  
ROSENBERG MARTIN GREENBERG LLP**

I think my mother expected me to become one," is how Barry Greenberg, Managing Partner of Rosenberg Martin Greenberg LLP answered the question of "why did he decide to become an attorney." And for that, long-time clients including Chesapeake Realty Partners, Greenebaum Enterprises, PNC Bank and The Time Group, as well as members of NAIOP Maryland, owe a debt of gratitude to Mrs. Greenberg. "I certainly did not set out in my career to earn a law degree and enter the field, but it is funny how everything has a way of working itself out."

Upon graduation from Haverford College with a Political Science degree, Barry crossed the ocean and began working in an English language bookstore in Amsterdam. (He played one season of basketball for the Amsterdam Mosquitoes which finished with a dubious record of 1 win and 23 losses, but that's another story). After two years abroad, his mother strongly suggested that "it was now time to come home," so he enrolled in law school at the University of Maryland.

"I still love to read because it provides the stimulus to share ideas. I crave more time to pursue this passion, but now it seems my time is perusing 80-page lease documents instead," Barry explains.

After a stint at Frank, Bernstein Conaway & Goldman, which Barry describes as "a haven for young and talented commercial real estate attorneys," he was recruited to help found a fledgling new firm with Benjamin Rosenberg. Organized in 1987 with four original attorneys, Rosenberg Martin Greenberg now boasts nearly 50 full-time lawyers and more than 80 employees. Four years ago,

he was elected Managing Partner of the firm, succeeding Rosenberg, who remains as Chairman of the firm and is a full-time practicing attorney.

"Solving challenges and resolving situations in the real estate industry is akin to mastering a jig-saw puzzle due to all the various components in play," Barry said. "I relish taking a broad-based perspective of the issue and providing a workable roadmap to arrive at a solution. Every matter is completely different. Both sides have a common goal of arriving at the finish line, and my role is to represent my client's position as we arrive at that line. The constant intellectual challenge is what keeps me energized."

Barry has been an integral member of the NAIOP Maryland Legislative Committee and played a significant role in restructuring how recordation tax applies to indemnity deeds of trust (IDOT) in the most recent legislative session. "From my perspective, the law was being interpreted differently in various jurisdictions, which was causing confusion and negative financial ramifications for stakeholders in the commercial real estate marketplace. I firmly believe that the reworking of the legislation represented an equitable situation for all parties."

Barry is extremely bullish on the health of the local real estate industry. "Many out-of-state investors recognize the momentum and potential of this area. Residential development activity is accelerating, retail always seems to be hot and office leasing seems to be heating up, as well. As a result, here is still no time to read books," he laughed.



**CHESAPEAKE BAY  
CLEAN-UP FEES  
COULD INCREASE  
DEVELOPMENT COSTS BY  
\$4 PER SQUARE FOOT**

NAIOP Maryland members interested in breaking ground on new development projects in 2014 should closely follow proposed storm water regulations by the Maryland Department of Environment (MDE). At issue is how Maryland will demonstrate to the U.S. Environmental Protection Agency (EPA) that the State's Chesapeake Bay cleanup plans, not only reduce pollutants but, maintain those reductions as the population

continued, page 4



**MT. VERNON  
MILL #1 TOUR**

Dianna Wilhelm, President of NAIOP Maryland, along with Alex Kramer, Principal Officer of Arris Design Studio and Dean Fairbend, Senior Associate of Arris Design Studio were among the more than 100 NAIOP Maryland members that toured Mt. Vernon Mill #1, the mixed-use redevelopment project of Terra Nova Ventures in the Jones Falls River Valley.