

25

**The Maryland/Israel  
Development Center**

---

*Twenty Fifth*  
**ANNIVERSARY  
CELEBRATION**

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**Sunday, May 7, 2017 • 6:00 p.m.**  
**Baltimore Museum of Industry**



## DEAR FRIENDS AND SUPPORTERS,

Thank you for joining us this evening to recognize the 25<sup>th</sup> Anniversary of the Maryland/Israel Development Center (MIDC) and Barry Bogage, MIDC Executive Director, tonight's recipient of the 2017 Hanan Y. Sibel Maryland/Israel Business Leadership Award.

We would not be here this evening if it were not for the 25 years of support the MIDC has received from our "founding partners," namely The Associated: Jewish Community Federation of Baltimore, Maryland's Department of Commerce and the Commercial Mission of the Embassy of Israel. We very much appreciate the continued support our partners provide.


We are honored to have Governor Larry Hogan here to celebrate with us tonight. Many thanks to our sponsors for this event, headlined by the Marvin Schapiro Family Foundation as the 25<sup>th</sup> Anniversary Exclusive Lead Sponsor, an ongoing supporter of MIDC's vision. The late Marvin Schapiro, one of the founders of the MIDC, supported Israeli entrepreneurship and was committed to ensuring a strong, secure and economically prosperous Jewish homeland in Israel. We also acknowledge and thank our Gold Sponsor Epstein Becker Green for years of continued support. Our Silver Sponsors are Baker Donelson, KatzAbosch, CPAs, the Hanan and Carole Sibel Family Foundation, LifeBridge Health, Lockheed Martin, Mintz Levin and The Trendlines Group.

Thanks, too, to our outstanding 25<sup>th</sup> Anniversary Planning Committee and MIDC Board for their contributions to the event, and for the tremendous efforts of the MIDC staff that were led by Nancy Boguslaw.

With shared strengths in biotech, life sciences, medical devices, cybersecurity and other high-tech industries, both Maryland and Israel have thrived through increased international trade with each other. MIDC's mission is to create jobs and foster bilateral trade and investment and we are proud to have added to employment and economic growth in Maryland and Israel these past 25 years. We salute Barry Bogage's steady, strong and outstanding professional leadership guiding the MIDC since 1992 and for this well-deserved honor and recognition.

Thank you for attending and we look forward to your joining us at future MIDC events.

Sincerely,



Alvin Katz  
*Chair, 25<sup>th</sup> MIDC Anniversary Celebration*



Steve Dubin  
*MIDC Chairman of the Board*

## Program Agenda

### WELCOME

Alvin Katz, *Chair, Maryland/Israel 25th Anniversary Celebration*

### GREETINGS FROM THE ASSOCIATED JEWISH COMMUNITY FEDERATION OF BALTIMORE

Linda Hurwitz, *Chair of the Board* and Marc Terrill, *President*

### GREETINGS FROM THE MARYLAND DEPARTMENT OF COMMERCE

Mike Gill, *Secretary*

### MIDC 25TH ANNIVERSARY VIDEO

Lynn Shapiro Snyder, *Board Member, Senior Member,*  
*Epstein Becker Green*

### INTRODUCTION OF GOVERNOR LARRY HOGAN AND REMARKS ON BEHALF OF THE MARVIN SCHAPIRO FAMILY FOUNDATION

Jill Mull, J.M. Schapiro and Dara Schnee,  
*The Marvin Schapiro Family Foundation*

### KEYNOTE

Honorable Governor Larry Hogan

### HANAN Y. SIBEL MARYLAND/ISRAEL BUSINESS LEADERSHIP AWARD PRESENTATION TO BARRY BOGAGE

Marty Waxman and Hanan Y. Sibel, *Co-Founders, MIDC*

### SPECIAL PRESENTATION

Steve Dubin, *Chairman of the MIDC Board*

### MIDC EXECUTIVE DIRECTOR'S REMARKS

Barry Bogage, *Executive Director, Maryland/Israel Development Center*

### CLOSING REMARKS

Alvin Katz, *Chair, Maryland/Israel 25th Anniversary Celebration*

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Lisa Cines  
Mark Davis  
Steve Dubin  
Jeffrey Elkin  
Sam Feigin  
Howard Feldman  
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Yair Flicker  
Michael Friedman  
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Hanan Y. Sibel

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### MARYLAND/ISRAEL DEVELOPMENT CENTER STAFF

Barry Bogage, *Executive Director*

Nancy Boguslaw, *Director of Programming and Development*

Adam Lipert, *Business Development Manager*

Avi Rosenzweig, *Israeli Business Development Representative*

## Barry Bogage

### 2017 Hanan Y. Sibel Maryland/Israel Business Leadership Award



Barry Bogage is an international business development professional with over 30 years experience developing and executing strategies to identify, cultivate and close new business opportunities. He has been the Executive Director of the MIDC since its inception in 1992.

Prior to joining the MIDC, Barry was the Director of Business Development for Welsh Development International, where he marketed Wales as the European location for American companies. Before that he was Director of Economic Development for Howard County, Maryland, and Director of Research for the Prince George's County Economic Development Corporation.

Barry has transformed the MIDC from a one-person agency to a thriving organization, expanding the agency's reach and budget while creating vast professional and volunteer networks and advisory committees. Through his efforts, significant funding sources have been established at the local, state and national levels with the goal of promoting economic development in both Maryland and Israel.

Barry has spearheaded dozens of MIDC trade missions to Israel, organized scores of delegations of Israeli companies to visit Maryland and advised hundreds of Israeli entrepreneurs seeking to do business in the U.S. His efforts have created jobs in Maryland and Israel, constantly promoting business, trade and the most advanced and cutting-edge technologies.

One of Barry's strengths is recruiting Israeli companies to open their U.S. headquarters in Maryland. When he began, there were only six Israeli businesses in Maryland; today there are nearly three dozen. He also helps guide Maryland companies to forge important business and R&D relationships with Israeli firms, often successfully bringing them to financial resources.

Along with MIDC Board and community volunteers, Barry has launched the Maryland/Israel Trendlines Fund to invest in promising life science companies.

Barry continues to forge relationships between Israeli and Maryland universities and hospitals, encouraging and guiding them to form research and professional partnerships, incubators and associations.

A native of Baltimore, Barry graduated from the University of Maryland, College Park with a degree in government and politics, concentrating on Israeli and Middle Eastern history and politics. He is the proud father of twin sons.



# Congrats Dad!



**After 25 years of such success, you practically run the world!**

**We're all so proud of you & happy to celebrate your career of achievements.**

**Love,  
The Bogages**

**Jacob, Aaron, Grandma, Grandpa, Alan, Barb, Nancy, Steve and everybody else. We have such a big family!**



## Founding of the Maryland/Israel Development Center

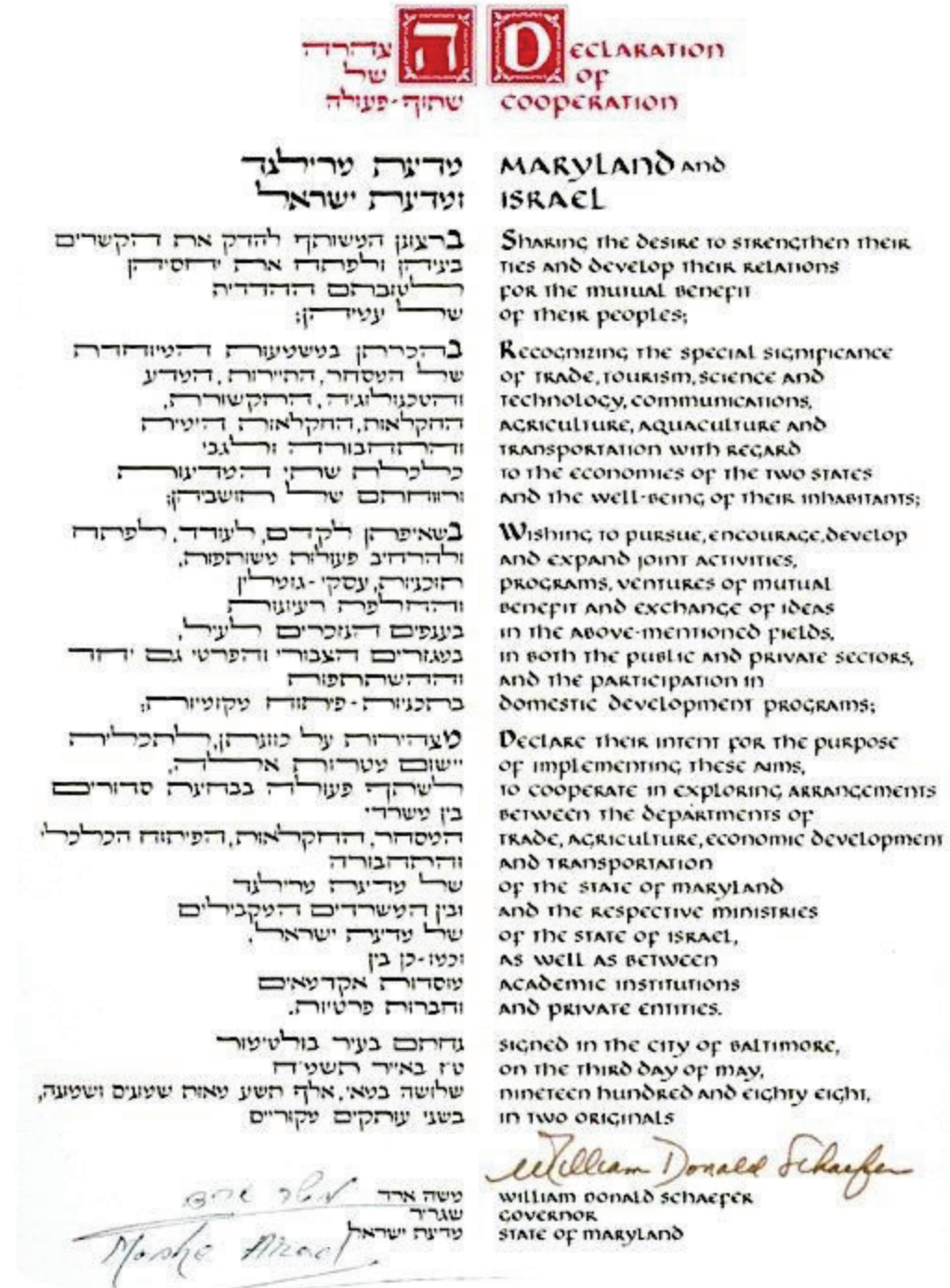
After Israel experienced hyperinflation in the 1980s and mass immigration of Russian Jewry after the fall of the Soviet Union, unemployment skyrocketed to double digits. Baltimore business executives and Jewish community leaders **Marvin Schapiro, Hanan Sibel, Roger Lipitz** and **Marty Waxman** understood that Israel needed to build its economy and create jobs.

Recognizing that a Maryland/Israel economic development partnership would generate employment in both communities, they enlisted the support of **Governor William Donald Schaefer**. In 1988, Governor Schaefer enthusiastically signed a Maryland/Israel Declaration of Cooperation with **Israel's Ambassador to the U.S., Moshe Arad**. The declaration called for both sides to collaborate in high tech development and business cooperation.

To achieve the lofty goals set out in the declaration, the Maryland/Israel Development Center (MIDC) was established in 1992 as a "public-private partnership" between Maryland's Department of Commerce, Israel's Ministry of Economy and Trade and The Associated: Jewish Community Federation of Baltimore.

Led by **Marvin Schapiro** and The Associated, the great philanthropic families of Baltimore including the **Blaustein, Brunn, Hoffberger, Meyerhoff, Strauss** and **Weinberg families** provided the seed funding for the MIDC for an experimental two-year period. After early successes, The Associated incorporated the MIDC as a constituent agency, and **Governor Parris Glendening** gave the organization the first state grant in 1997 through the Maryland Department of Commerce.

Since its beginnings, the MIDC has been a boon to both economies, creating jobs and fostering an ongoing partnership between Maryland and Israel's government and business leaders. During our 25-year history, hundreds of volunteers have contributed their time and professional expertise serving on specialized committees, task forces and the MIDC's Board of Directors. We salute our steadfast statewide members, volunteers and strategic partners, who work to facilitate the "soft-landing" of Israeli companies into the U.S. market through Maryland, as well as to ensure the MIDC will flourish for years to come.



## MIDC 25 Year Highlights

- The MIDC has organized trade missions to Israel for all of Maryland's governors since the Maryland/Israel Declaration of Cooperation was signed in 1988, including Governors William Donald Schaefer (1989), Parris Glendening (1997), Robert Ehrlich (2004), Martin O'Malley (2008 and 2014) and Larry Hogan (2016), as well as Lt. Governor Michael Steele (2005) and Montgomery County Executive Ike Leggett (2007).
- Maryland is home to 30 Israeli companies, up from six when the MIDC was founded in 1992, including **Elta North America**, which makes the radar for Israel's Iron Dome anti-missile system; **VAYA Pharma** which develops medicinal foods for cognitive impairment disorders; **Roboteam** which develops robots for the military; **Medispec**, which develops medical devices based on shockwave technology and is the oldest Israeli company in Maryland, having opened their office in the state in 1992; and **Advanced Defense Technologies**, which manufactures wiring harnesses and electronic equipment.
- The MIDC created a venture capital fund to invest in Israeli high tech startup companies. In partnership with **The Trendlines Group** of Israel, it created the **Maryland/Israel Trendlines Fund**, a \$4.2 million fund that invested in 12 Israeli companies.
- The MIDC is the Maryland representative for the **Israel-U.S. Binational Industrial Research and Development (BIRD) Foundation**, a program of Israel's Ministry of Economy and Trade and the U.S. Department of Commerce that funds joint research between American and Israeli companies. Maryland companies that have received BIRD grants include 2020 Gene Systems, Ariadne Genomics, Brimrose Corporation, Direct Dimensions, KeyGene and Patriot Technologies.
- The MIDC has helped to forge strong linkages between both communities' research institutions. The **University of Maryland, Baltimore** signed a Memorandum of Understanding to collaborate with **Hadassah Hospital, Hebrew University** and the **Surgeon General of the Israel Defense Forces** in the critical area of emergency medicine. The **University of Maryland, College Park** and the **University of Maryland, Baltimore County (UMBC)** both instituted partnerships with **Tel Aviv University** for faculty and student exchanges. The MIDC helped to develop a partnership between the **University of Maryland Center on Marine Biotechnology** with the **Israeli Ministry of Agriculture** to create a \$1.2 million marine biotechnology research program in aquaculture. **Johns Hopkins University** developed an accelerator for Israeli digital health entrepreneurs with **Luminox** of Israel as a result of an MIDC introduction. **LifeBridge Health's Sinai Hospital** established a BioIncubator for medical and healthcare entrepreneurs including Israeli startup companies.
- The MIDC pioneered the entrepreneurial development program **MarketReach America™** for Israel's emerging high tech companies for which it was awarded over \$300,000 in grants from the U.S.-Israel Science and Technology Foundation.
- The MIDC created economic development programs for Baltimore's Israeli sister cities. In **Ashkelon**, the MIDC launched a series of small business loan funds totaling over \$1.2 million; over 100 loans have been made to local small businesses to grow and create jobs. In **Karmiel**, the MIDC and The Associated invested in the community's high tech business incubator. In **Kiryat Gat**, the MIDC helped create the town's first business incubator.



STATE OF MARYLAND  
OFFICE OF THE GOVERNOR

May 7, 2017  
25<sup>th</sup> Anniversary Celebration  
The Maryland/Israel Development Center

**A Message from Governor Larry Hogan**

Dear Friends:

Welcome to The Maryland/Israel Development Center's 25<sup>th</sup> Anniversary Celebration!

The Maryland/Israel Development Center is an innovative nonprofit organization that promotes bilateral trade and investment between Maryland and Israel to help create jobs and economic opportunities for both. This celebration is a wonderful opportunity to recognize the numerous accomplishments throughout the last year. You have much to be proud of, and I am certain that you will continue to do great work for Maryland and Israel.

Our administration remains committed to creating jobs in Maryland and strengthening our economic and cultural ties with Israel. The weeklong trade mission we led in September 2016 was organized by MIDC and provided an incredible opportunity for our administration to create and strengthen partnerships, as well as reaffirm our strong support for Israel and Israeli businesses.

I want to extend our sincere congratulations to Executive Director Barry Bogage for 25 years of passion and dedication to MIDC, and for being awarded the Hanan Y. Sibel Maryland/Israel Business Leadership Award! These recognitions are well-deserved, and I am glad to honor your leadership.

Thank you and congratulations to everyone whose hard work has made this year's celebration such a success. Best wishes for continued progress and success in the years to come.

Sincerely,

Larry Hogan  
Governor

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(410) 974-3901 1-800-811-8336  
TTY USERS CALL VIA MD RELAY



May 7, 2017

Dear Friends:

I would like to extend a warm welcome to everyone attending the 25<sup>th</sup> Anniversary Celebration of the Maryland/Israel Development Center (MIDC). This impressive milestone offers the opportunity to reflect on the outstanding efforts of the MIDC in fostering economic connections between the United States and the State of Israel.

Since its founding, Israel has been a steadfast ally to the United States and a beacon of democracy in the Middle East. I am proud of the close relationship that exists between our two countries: a relationship built on the shared democratic principles of equality, freedom, and tolerance. I am committed to ensuring that the close ties between our two countries remains strong, and that the avenues of commerce are kept free for the mutual benefit of both nations.

The MIDC is an important local partner in these efforts. As a coordinated partnership between the Maryland Department of Commerce, the Israeli Ministry of Economy and Trade and the non-profit The Associated: Jewish Community Federation of Baltimore, the MIDC supports job creation, connects American and Israeli entrepreneurs, and promotes investments. Thanks to organizations like the MIDC, Maryland's economy is stronger and more diverse than ever.

I am proud to join you in celebrating MIDC's 25 years of service, and in particular, the leadership of MIDC Executive Director Barry Bogage, who is both celebrating his 25<sup>th</sup> year at the MIDC and receiving the Hanan Y. Sibel Maryland/Israel Business Leadership Award. Mr. Bogage, I join your colleagues in congratulating you on this well-deserved honor, and thank you for your role in helping to establish and guide this important organization.

Best wishes for a wonderful celebration, and congratulations to MIDC once again on this important anniversary.

Sincerely,

Benjamin L. Cardin  
United States Senate



Chris Van Hollen  
U.S. Senator

May 7, 2017


Dear Friends:

I am pleased to extend my warmest greetings to everyone attending the Maryland/Israel Development Center's 25th anniversary celebration. I am delighted to congratulate MIDC for reaching this milestone and Barry Bogage for receiving the Hanan Y. Sibel Maryland/Israel Business Leadership Award.

Throughout its history, MIDC has done outstanding work by promoting bilateral trade and investments between Maryland and Israeli businesses. In establishing partnerships with the Maryland Department of Commerce, Israel's Ministry of Economy and Trade, and The Associated: Jewish Community Federation of Baltimore, MIDC has stimulated economic development by making a compelling case to Israeli businesses both about the benefits of locating in Maryland and of bilateral trade. In addition, MIDC has provided companies with valuable resources, including facilitating opportunities for joint research projects with Israeli companies. Now, more than ever, we need to work with Israeli businesses to sharpen our competitive edge and invest strategically. MIDC helps accomplish exactly that. And through these years, Barry has been at the helm, providing visionary and creative leadership for these important pursuits. His recognition tonight is so richly deserved.

I am grateful to the Maryland/Israel Development Center and to Barry Bogage for their tireless work. You have my very best wishes for continued success.

Sincerely,



Chris Van Hollen  
United States Senator

Not printed at government expense



**CONGRATULATIONS BARRY**  
on your receipt of the 2017  
Hanan Y. Sibel Maryland/Israel  
Business Leadership Award.



**THANKS FOR 25 YEARS** of great  
leadership, dedication, creativity and  
job creation in both Israel and Maryland.

*The Board and Staff of the  
Maryland/Israel Development Center*



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Steve Keefe, President  
steve@patriot-tech.com

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Dan Bader, Vice President,  
Business Operations  
dbader@elta-na.com

## ECONOMIC DEVELOPMENT



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aaedc.org  
Julie Mussog, President  
jmussog@aaedc.org



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Will Anderson, Director of Economic & Workforce Development  
wanderson@baltimorecountymd.gov



**Howard County Economic Development Authority**  
Hceda.org  
Vernon Thompson, Executive Vice President  
VThompson@hceda.org



**Montgomery County Department of Economic Development**  
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David Petr, CEO  
david@thinkmoco.com

## FAMILY FOUNDATIONS



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jms@crcrealty.com




**Hanan and Carole Sibel Foundation**  
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Patrick Burke, Director of Business Development  
patrickb@amarexcro.com



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Stephen Shapiro, Co-Founder  
sshapiro@ehealthventures.com



**LifeBridge Health**  
lifebridgehealth.org  
Neil Meltzer, President & CEO  
nmeltzer@lifebridgehealth.org



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jhughes@umaryland.edu

\*The MIDC recognizes and thanks its Sponsors, Business Elite and Preferred Provider members who generously support the MIDC's mission of promoting economic development between Maryland and Israel. The MIDC does not endorse companies.

Shaded partners represent higher level of membership

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# Thank you for honoring MIDC's 25<sup>th</sup> Anniversary and Barry Bogage with a 2017 Membership\*

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*\*Memberships as of April 20, 2017. Additional members appear on the online directory, MarylandIsrael.org.*

## *Thought Leaders in Health Law®*

Congratulations to MIDC on its 25th Anniversary. We are pleased to support MIDC as they honor **Barry Bogage** on his tenure as the only Executive Director of MIDC.

Best regards from Epstein Becker Green.

### **Lynn Shapiro Snyder**

Senior Member of EBG and  
Member of the MIDC Board of Directors

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Member of the Firm

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**Congratulations to the MIDC on celebrating their 25<sup>th</sup> Anniversary and thank you to Barry Bogage for his exceptional service and leadership!**

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*Congratulations to*

**THE MARYLAND/ISRAEL DEVELOPMENT CENTER**

on its 25th Anniversary creating jobs and business  
in Maryland and Israel



**BARRY BOGAGE, EXECUTIVE DIRECTOR**

for 25 years of outstanding professional and passionate  
leadership and recipient of the 2017 Hanan Y. Sibel  
Maryland/Israel Business Leadership Award

*Hanan and Carole Sibel  
Family Foundation*



Mintz Levin's Israel Practice

is proud to sponsor the

**25th Anniversary Celebration!**

Congratulations to MIDC and to

**Executive Director Barry Bogage,**

recipient of the Hanan Y. Sibel

Maryland/Israel Business Leadership Award.

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Ran Zioni, Chair, Israel Practice



# Congratulations

to the

**Hanan Y. Sibel**  
**Maryland/Israel Business Leadership  
Award Winner**

**Barry Bogage**

on his 25 years of dedication and excellence

and to the

**MIDC**

on its 25th anniversary



**CONGRATULATIONS ON 25 YEARS!**

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Howard Sollins  
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**Barry Bogage**

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for 25 years of promoting bilateral trade and investment between Maryland and Israel.

We applaud the leadership and hard work of Executive Director, Barry Bogage and his team on all that they have accomplished with MIDC.

Your achievements are truly outstanding and have positively impacted this economic and cultural partnership.

Here's to the next 25 years!



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Congratulations to MIDC on its  
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and Barry Bogage, recipient of the  
Hanan Y. Sibel Maryland/Israel  
Business Leadership Award,  
for his 25 years as Executive Director



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The *Baltimore Jewish Times*  
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**MIDC and Barry Bogage**  
on 25 years of promoting trade  
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on its  
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and  
**Barry Bogage**  
for his 25 years of dedication and service  
as the Executive Director of the MIDC



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# SALUTES



## Maryland/Israel Development Center

*Partners in Innovation for 25 years*

### ON ITS 25<sup>TH</sup> ANNIVERSARY

We applaud your vital work in facilitating bi-lateral trade and investment and expanding opportunities for business.



# The Associated CONGRATULATES

the **Maryland/Israel Development Center** on its 25<sup>th</sup> Anniversary. Mazel Tov to **Barry Bogage** for 25 years of outstanding leadership and for receiving the 2017 Hanan Y. Sibel Maryland/Israel Business Leadership Award.

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# Mazel Tov

to the Maryland/Israel Development Center on your 25<sup>th</sup> anniversary. The Jewish community in Greater Washington, Israel and around the world benefits immensely from your commitment to our Jewish values and beyond.

## Congratulations

to deserving honoree

### Barry Bogage

recipient of the Hanan Y. Sibel Maryland/Israel Business Leadership Award. Your outstanding leadership, advocacy and passion for *tikkun olam* (repairing the world) is an inspiration to us all. Mazel tov to you on this well-deserved recognition.

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and to Barry Bogage, Executive Director,  
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### Congratulations to the Maryland/ Israel Development Center on the 25th Anniversary

*Promoting Trade and Investment between Maryland and Israel*  
&

#### Executive Director Barry Bogage

*On receiving the Hanan Y. Sibel Maryland/ Israel Business Leadership Award for 25 years of dedication and professional excellence*



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Barry,  
Mazel tov and thank you for all your effort and commitment to MIDC and Israel over the last 25 years. It is greatly appreciated.

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# CONGRATULATIONS BARRY

on this prestigious award and 25 years of outstanding professional leadership.

*Adam, Avi and Nancy*

## Congratulations

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## CONGRATULATIONS

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Congratulations to **Barry Bogage**,  
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## **25th Anniversary Celebration!**

Marvin Schapiro was an entrepreneur,  
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We are proud to have seen the growth in  
MIDC and the difference it is making in  
Maryland and Israel.