



The newsletter of the American Corporate Counsel Association - Baltimore Chapter

Issue 1, Summer 1999

President's Message

The ACCA Baltimore Chapter is less than two years old, and we already have a lot to be proud of. From a starting group of about fifty members, we have more than doubled in size, with 109 members as of the end of June. (At press time, we are in the running to be the fastest growing small chapter for the first six months of 1999.) We have had numerous interesting luncheon speakers, and we will shortly have our first membership directory.

Now, largely through the efforts of Bill Maseth of BP Amoco, we have a newsletter! To be published quarterly, we hope it will increase communication among chapter members, and give you more information about chapter and national ACCA activities. We hope you like it. If you have material to include in the newsletter, or suggestions for articles, please let Bill or me know.

Clearly there has been a need in the greater Baltimore area for an organization where in-house counsel can get together with their peers, and discuss matters of mutual interest. I'm glad that we now have such a group, and I look forward to working with you to continue to expand our membership and our activities.

Lucy B. Robins
lrobins@troweprice.com
(410) 345-2160



Featured Topics At Recent Chapter Luncheons

At our January luncheon, we addressed the issues of how to handle the legal and public relations problems a company

may face when bad news regarding the company is reported in the press. Mark Stoler, Assistant Vice President and Chief Environmental, Health and Safety Counsel for W. R. Grace & Co., spoke about Grace's activities in response to the release of *A Civil Action*, a movie starring John Travolta, which detailed a lawsuit involving Grace's alleged pollution of groundwater in Woburn, Massachusetts. Mr. Stoler had been with Grace for over sixteen years, from the inception of the lawsuit through its completion and the resulting cleanup at the site. He explained Grace's public relations and legal strategy, including Grace's creation of its own *Civil Action* website to answer questions regarding the issues, its public relations push in the months before the film opened, and the activities that Grace had entered into with the local environmental community in the Boston area.

Following Mr. Stoler, James B. Astrachan, Esquire, of Astrachan, Gunst, Goldman & Thomas, P.C., spoke about some of the public relations issues that have arisen in his representation of national advertisers and advertising agencies. He detailed how to develop a strategy for facing the press, including a well thought-out plan, the use of media relations personnel and a thoughtful storyline.

Both Mr. Stoler and Mr. Astrachan fielded questions at the end of the luncheon. Thanks to W. R. Grace and Astrachan, Gunst, Goldman & Thomas, P.C. for their joint sponsorship of the luncheon.

Lynne M. Durbin
Lynne.Durbin@grace.com
(410) 531-4769

Stradley, Ronon, Stevens & Young hosted our April luncheon and provided our speaker, Ellisa O. Habbart. Habbart is the

managing partner of the firm's new Delaware office, and she spoke to the group about recent developments in Delaware corporate law. Habbart discussed the suitability of various Delaware legal entities for different types of business transactions, and explained the flexibility Delaware business organizations can provide. She also explained how the Delaware corporate bar works closely with the state legislature to ensure that Delaware statutes keep pace with the needs of business. Habbart also responded to questions from the audience.

Lucy B. Robins
lrobins@troweprice.com
(410) 345-2160

Noted sports agent and attorney Ron Shapiro spoke at our June luncheon meeting about his new book, *The Power of Nice*, co-authored with Mark Jankowski. In addition to being a sports agent for professional sports stars like Eddie Murray and Cal Ripken, Mr. Shapiro is a former Securities Commissioner of Maryland, a founder of the Baltimore law firm, Shapiro and Olander, and a founder and the chairman of the Shapiro Negotiations Institute.

Mr. Shapiro began by describing his theory that the I Win, You Lose theory of negotiation generally results in one time deals that often lead to future problems, rather than building productive long-term relationships (think for instance of the deal the Allies forced on the defeated powers after World War I). He then suggested that a strategy in which both parties win is often obtainable and usually preferable. In conducting negotiations, Mr. Shapiro said the process should involve three sequential steps: Prepare, Probe and Propose (but without going first). For instance, in the probing step, instead of responding in an adversarial manner to the other side's position, a negotiator should listen carefully to their position and probe for what is most important to them and why it is. With that information, the negotiator will be better prepared to negotiate a win-win deal. To illustrate this step, he described several negotiations, including a salary negotiation for Eddie Murray, the negotiation of the Camp David accords and his negotiations with his ten year old son about when to go to bed.

If you missed this thought-provoking program (or you want more information about the Institute or wish to buy the book), you may order his book and obtain other information about the Shapiro Negotiations Institute at the organization's website at <http://www.shapironegotiations.com>.

The luncheon was sponsored by our friends at the West Group. Tracey Boylston, the new local representative for the West Group, was introduced and welcomed at the luncheon.

F. Dudley Staples, Jr.
dstapl@erols.com
(301) 865-4715



Do You Have An Idea For A Speaker or Topic?

Our Program Committee is always looking for good speakers on topics that would be of interest to our members. If you have attended a presentation by someone or have worked with someone on a project who would be a good speaker, or if you have a suggestion of a timely topic, please contact David Schwiesow, Chair of our Program Committee, or any Program Committee member. David can be reached either by phone at (410) 992-6418 or by e-mail at dschwiesow@therousecompany.com.



ACCA On-Line Job Bank

WE NEED YOU to help us publicize the ACCA on-line job bank. The job bank can be found at the ACCA website (<http://www.acca.com>), where there is a link to their Inhouse Jobline, which lists available in-house legal positions. Here are some of the reasons why employers should use this site:

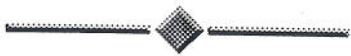
- Listings can be made without charge.
- The site is most likely to be used by ACCA members; thus employers will be reaching

experienced in-house counsel. However this part of the ACCA website is open and can also be accessed by others seeking in-house positions.

- If the employer does not want to place ads directly, the site also includes lists of headhunters specializing in lawyer placements.

Our chapter goal is to increase the use of this site by Maryland employers. To that end, we ask that you keep this in mind if you are recruiting and that you notify your HR department and any HR professionals you know that might be able to use this site. If your company is looking for additional in-house counsel, we also ask that you encourage the use of this site.

For more information, contact any member of our chapter's Job Bank committee. If you want a form of letter introducing the ACCA Inhouse Jobline, please send an e-mail to Dudley Staples, our chapter's Job Bank Committee Chair, at dstapl@erols.com. Finally, if you have friends who ask for your help in looking for in-house positions, one of the easiest things you can do to help is suggest they access this website.



Could Your Legal Department Use A Law Student Intern?

Source: The University of Baltimore Law School operates an internship program for its students.

When: Fall, spring and summer semesters.

Types of work: Substantive legal work requiring use of legal knowledge/skills, beyond what a college senior could do. Errands, office administrative duties and general court observation do not meet the requirement.

Amount of work: Students must complete 130 hours of substantive legal work for 3 hours of school credit and 180 hours for 4 hours of credit.

Duties of Sponsor: Interns are unpaid, but the sponsoring legal department must appoint a lawyer/sponsor who will:

- Be responsible to supervise the student's activities.
- Jointly establish a plan for the work to be done and the goals to be accomplished.
- Ensure the student is given meaningful legal work to develop lawyering skills and reach agreed-upon goals.
- Observe and critique the student and be available for consultation on a regular basis.
- Meet formally with the student to evaluate performance at the middle and end of the semester.
- Cooperate in an on-site evaluation by the faculty instructor during the semester while the intern is present.

Fees for services: The legal department may not charge clients for an intern's work.

How to Sign Up: If your legal department is interested in sponsoring a law student intern, you must fill out and submit an internship request form. The form provides space to indicate areas of law practice and any other applicable requirements. Forms are available from Professor Odeanna R. Neal, Director, Internship Program at (410) 837-4644 or oneal@ubmail.ubalt.edu.

Is an intern guaranteed? No, students choose their internships, so a student must select your application. If a student is interested, the program will contact your legal department to schedule an interview.

Why should a legal department be interested? This is an opportunity to obtain quality legal work while helping a law student's professional development. It may also provide an opportunity for the supervising attorney and department to reflect on their own training and the nature of their legal practice.

ACCA Baltimore Chapter contact: Robert Lynd, an ACCA Baltimore Chapter member, has some knowledge about this program. You may contact him at (410) 393-7477. If your law department does request an intern, please notify Mr. Lynd so ACCA Baltimore can monitor our members' participation in this program.



Welcome To New Chapter Members

We are happy to welcome the following in-house counsel as members of the Baltimore Chapter:

J. Barry Dumser
Creditrust Corporation

Robert P. Goodridge
Fidelity & Guaranty Life Insurance Co.

Terry F. Hall
Alex. Brown Realty, Inc.

Lawrence L. Hooper
Adams Express Co.

Jordan P. Karp
Guilford Pharmaceuticals, Inc.

Robert D. Lynd
Bell Atlantic-Maryland, Inc.

Susan J. Mathias
Goucher College

Richard A. Ransom
Baltimore Gas and Electric Company

Janice M. Setren
Alex. Brown Realty, Inc.

Stephen E. Simcock
First Nationwide Mortgage Corporation

Randall C. Stephens
ThermoChem, Inc.

Christine J. Warren
Fidelity & Guaranty Life Insurance Co.

Susan A. Winchurch
Treasure Chest Advertising Co., Inc.

Chapter Membership Directory

The 1999 Baltimore Chapter Membership Directory is being printed, courtesy of our friends at West Group, and will be distributed to all chapter members. We are always eager to have new members. ACCA provides reduced rates for large corporate law

departments. For more information about membership or to receive membership applications, contact Maureen Dry by phone at (410) 361-8635 or by e-mail at mdry@tcaadvertising.com.

ACCA 1999 Annual Meeting – Free Registration Available

The ACCA Annual Meeting is held each fall, alternating between East Coast and West Coast locations. This year the meeting will be held in San Diego, California from Wednesday November 3 through Friday November 5. This meeting gives you the opportunity to get good, practical information on subjects directly related to your practice area(s). You also get to meet other in-house counsel from all over the country, and make new friends and new contacts. Visit the ACCA website at <http://www.acca.com> for more information about the meeting, including a complete schedule of programs. (Click on the "Annual Meeting" icon, then click on the Annual Meeting graphic.)

Several Baltimore Chapter members attended last year's meeting in Washington, D.C., and found it useful and fun. In fact, our chapter had the highest percentage of its membership attending of any chapter in the country. As a result, we have been awarded a free registration to this year's meeting, to be used by a chapter member. The Chapter's Board of Directors has decided to award this benefit based on interest, need, and involvement in the organization. If you would like to be considered for this award, please contact Lucy Robins (by e-mail, phone, or regular mail) by Friday, August 13.

Lucy B. Robins
T. Rowe Price Associates, Inc.
100 East Pratt Street
Baltimore, MD 21202
(410) 345-2160
lrobins@troweprice.com

**Baltimore Chapter
Officers, Directors and Committee
Chairs**

President

Lucy B. Robins
T. Rowe Price Associates, Inc.
(410) 345-2160

Vice Presidents

William E. Maseth, Jr. - Chair,
Communications
BP Amoco Corporation
(410) 821-4564

F. Dudley Staples, Jr. - Chair, Job Bank
(301) 865-4715

Treasurer

Lynne M. Durbin
Grace Davison, W. R. Grace & Co. - Conn.
(410) 531-4769

Secretary

Maureen R. Dry - Chair, Membership
Treasure Chest Advertising Co., Inc.
(410) 361-8635

Directors

Estelle A. Fishbein
Johns Hopkins University
(410) 531-8128

Robert S. Fleishman
Constellation Energy Group
(410) 234-6701

Thomas L. Owsley
Crown Central Petroleum Corporation
(410) 659-4833

David R. Schwiesow - Chair, Program
The Rouse Company
(410) 992-6418

WANTED!

**News Items, Useful Tips,
Strategies, Suggestions or
Resources**

If you have discovered or developed any useful tips, strategies, suggestions or resources or have news items that might be of general interest to other chapter members, we'll consider putting them in future newsletters, space permitting and subject to the discretion of the newsletter editor. Please forward a text of your item in 300 words or less to our newsletter editor, Bill Maseth, BP Amoco Corporation, 1 W. Pennsylvania Avenue, Towson, MD 21204, phone (410) 821-4564, e-mail william_e_maseth@amoco.com.

