

www.corridorinc.com

Corridor Inc.

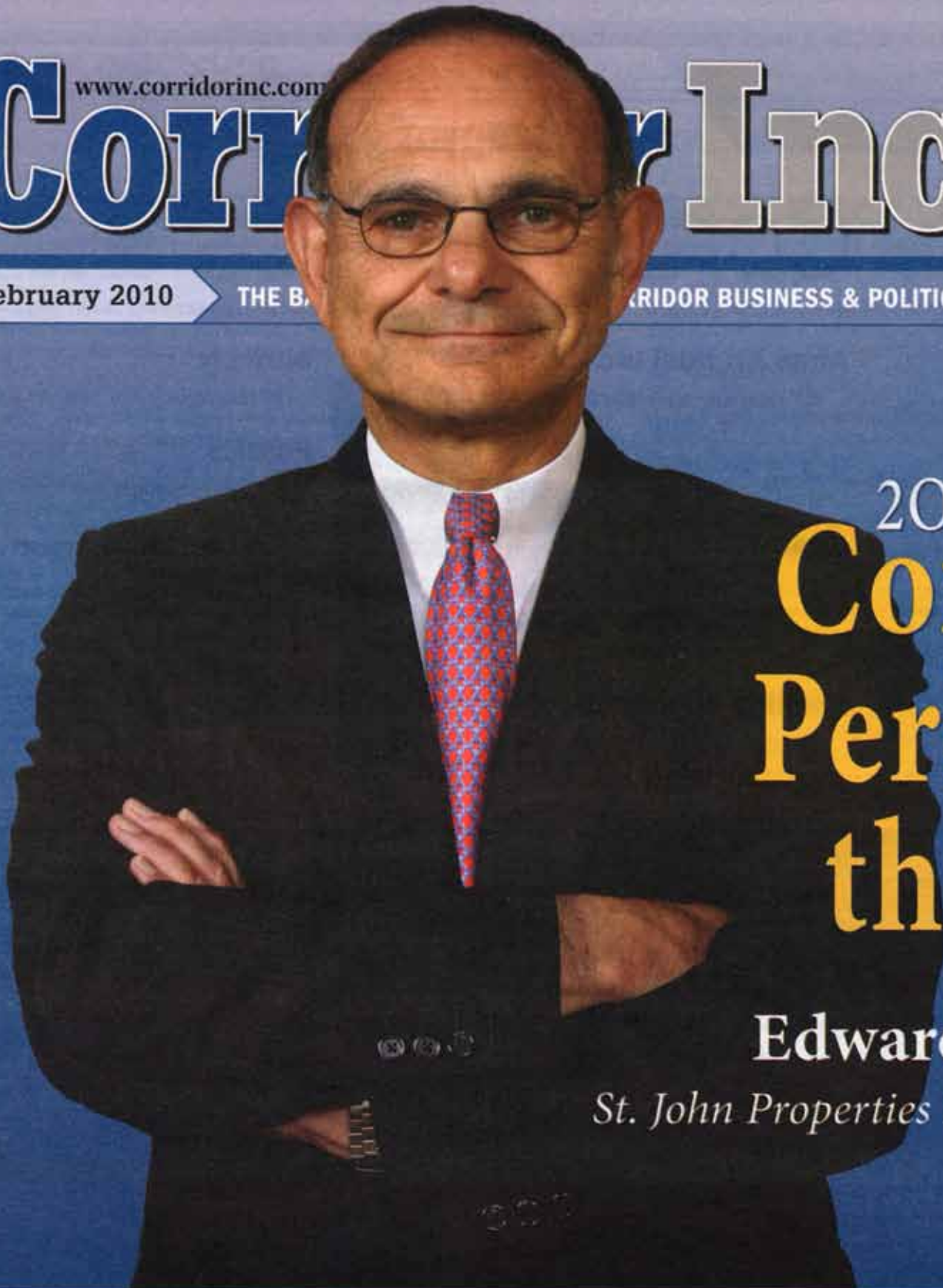
Congratulations

to Edward St. John,
2009 Corridor Person of
the Year, from your
friends at M&T.

 M&T Bank

February 2010

THE BALTIMORE CORRIDOR BUSINESS & POLITICAL NEWS MAGAZINE

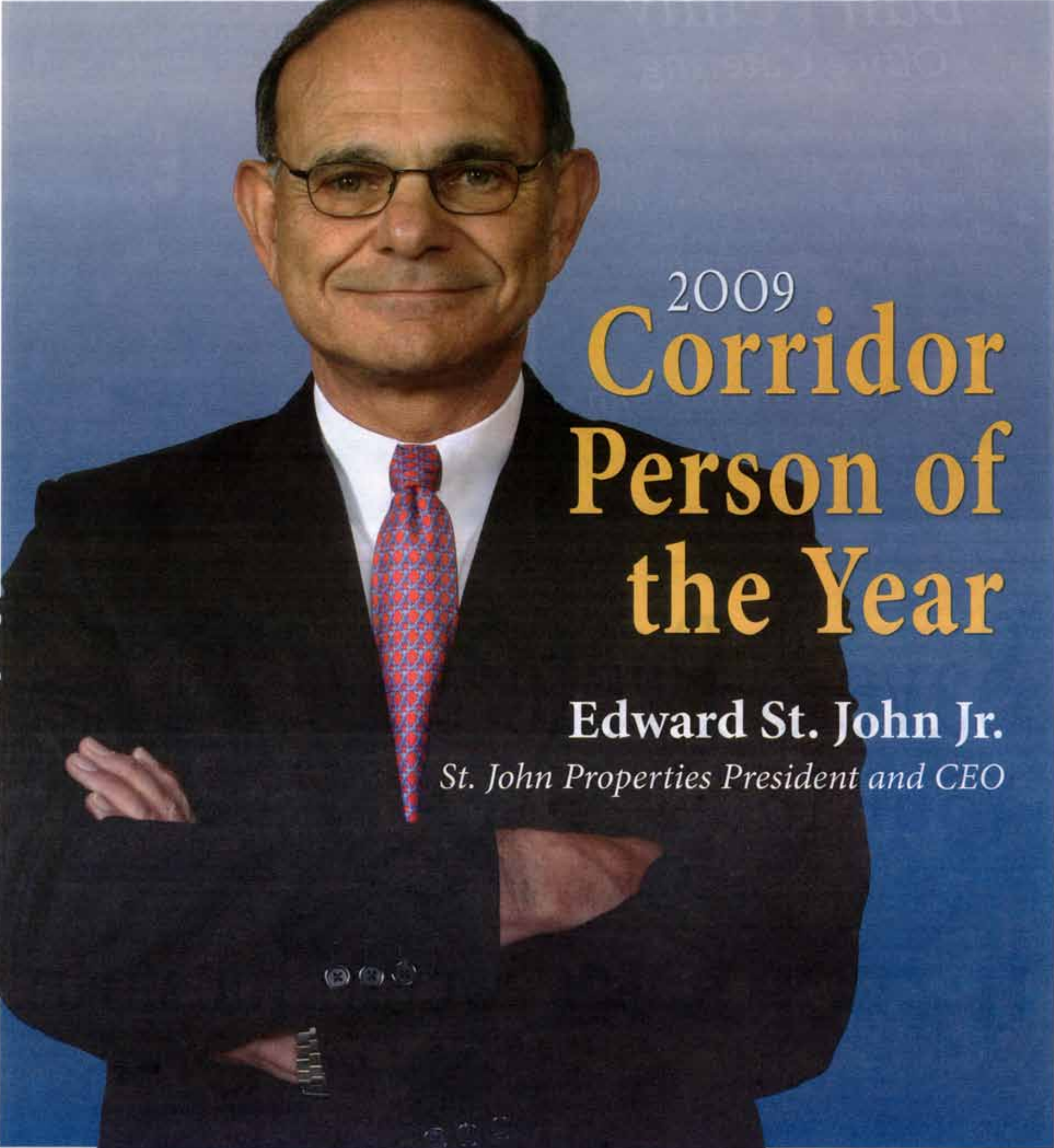


2009
**Corridor
Person of
the Year**

Edward St. John Jr.

St. John Properties President and CEO

ULMAN gets 'grilled' | **BRAC** invasion begins | **SMALL BUSINESS** survival tips

A professional portrait of Edward St. John Jr. He is a middle-aged man with glasses, wearing a dark suit, white shirt, and a red and blue patterned tie. He has his arms crossed and is smiling slightly. The background is a solid blue color.

2009
**Corridor
Person of
the Year**

Edward St. John Jr.

St. John Properties President and CEO

Ed St. John has made it big – very big – in the arena America prizes above all others: substantial wealth acquired through hard work, ingenuity and competition. But that's just what the casual observer may know about the Severna Park businessman who controls more than 14 million square feet of office, warehouse, research, industrial, retail and residential space in five states through St. John Properties.

It is the things that the 71-year-old St. John does with his success that helped him become the 2009 Corridor Person of the Year, an award voted on by readers of the magazine.

A man who looks for honesty in others, St. John is said to be worth more than a billion dollars. He has a policy – not a mere philosophy, but a corporate policy – of giving away 7.5 percent of his company's gross earnings. His focus is K-through-12 educational programs across Maryland with grants distributed through the Edward St. John Foundation.

So far, some \$42 million in cash or in-kind gifts, such as development counseling.

Known as a driven, hard-nosed businessman with a soft touch for those in need, St. John formed his charitable foundation after colleagues pointed out that focused giving would achieve greater goals than writing checks for just about any honest soul who asked.

"Our readers picked him from a pool of

very talented leaders who made a tremendous impact in the region," said Corridor Inc. editor Jeni Mann.

"This is long deserved recognition for a respected businessman who's brought tons of jobs to the region, who's charitable giving has touched many lives."

The Corridor honor is far from the first award – and likely not the last – that the University of Maryland graduate has received.

[Honors such as being named Anne Arundel County's "Philanthropist of the Year" in 2007 are not collected in one place nor are they on display. Unlike Elvis, St. John doesn't have a trophy room, though he does like to go duck hunting.]

But the Corridor Inc. accolade, said St. John before a recent ski trip to Aspen, where he owns a home in addition to one on the Severn River, warmed his heart.

"This is a little more special because it's from my peers, people in business and industry who voted for me, all of the people the magazine reaches," he said. "It's great to know they appreciate what I do."

Those who voted could not agree more.

"I'm a parent at Chesapeake Senior High School and a mentor to the Robotics Team there," said Katherine Dougan, an engineer employed by the Northrop-Grumman in Linthicum.

"For two years, the St. John Foundation has supported our team with an in-kind donation of storefront space so the students could design and build their competitive robot."

An electrical engineer by training with a keen interest in inventions, St. John

wanted to be a military test pilot when he was the age of the robot-building kids. He serves as chair of the Maryland Academy of Sciences, popularly known as the Maryland Science Center, where a hall is named in his honor.

[In 2004 alone, St. John gave \$2 million to the Science Center.]

Dougan met St. John when he hosted a demonstration of the robot project at his corporate headquarters on Lord Baltimore Drive in the Windsor Mill area and found him to be genuine in a one-on-one way that some successful people are not. He also visited the team as they worked on their robot.

"He had a genuine interest in seeing and understanding what the students were doing and also in learning more about how our competition operates," said Dougan.

Tellingly, said Dougan, "not once did Mr. St. John ever mention his company's name or its vast real estate holdings. I feel that his foundation is grounded in a true interest to promote education of our young people."

More than a few readers voted for Ed St. John without having met him, knowing only of his good works.

"I know the impact he has had on the Cardinal Gibbons School, helping to provide scholarships for worthy young men to get a good education," said Lorenzo Gaztanaga, a 1968 graduate of the Catholic high school in southwest Baltimore.

"I'm very grateful to Mr. St. John for helping to provide to so many the same opportunity I had to learn, to grow the Gibbons way."

> Biography

Ed St. John grew up in Pimlico. He lost his father at an early age, attended Mt. St. Joseph High School in the early 1950s and showed early talent for acquiring and giving away money. During the Christian season of Lent, he'd organize a competition among his Catholic classmates when the Xaverian brothers urged the boys to donate spare change to charity.

"I'd challenge the others two-to-one," said St. John, who wanted to see his row of classmates give the most. "It always felt good."

And, apparently, it still feels good. No matter the quantity of the donation – St. John gave away some \$1.6 million last year, likening his career to playing Monopoly with real money – the quality of gratitude endures.

A man of few words, St. John enjoys sailing – and thus donates big chunks of money to the Living Classrooms Foundation in Fells Point – fishing, hunting waterfowl and staying in shape. Somewhere on the inside, however, showing young people the way to a better life – and maybe ending the way poverty is passed on from one generation to the next – really floats his yacht.

"When you help people [get an education] they give back, and giving grows," he said.

"And I love what I do. We build offices for industry, and that's what we're going to continue to do. I can't see myself doing anything else."

Education has the power
to transform lives . . .

- Edward St. John Jr., Maryland philanthropist

Corridor Person of the Year Cocktail Reception

Feb. 4, 6 to 8 p.m.
BWI Airport Marriott
For information, call
410-243-5725 or e-mail
lklinesmith@corridorinc.com



> What our readers say:

■ Ed St. John represents everything good about our industry.

■ My company is a tenant of St. John Properties (SJP did not solicit my vote); the values of Mr. St. John are evident in the *sterling values* of his company and how it treats its clients and manages its properties. I have known Mr. St. John for 30 years and admired the thoughtful way he guides SJP through the ups and downs of the real estate cycle. I have tried to employ his blend of *caution and creativity* in managing my own small company. SJP continues to be a force in Maryland's economic growth.

■ I have been the warehouse manager for the last three years for the Marine Corps Toys for Tots program, and without the help of Mr. Edward A. St. John helping us by donating space for this great program we would be in a smaller space like years gone by. It has made collecting and distributing toys a whole lot easier. Thank you Mr. St. John for your *interest and loyalty* to the children of Anne Arundel and Howard counties and the state of Maryland.

■ *Generosity, vision, commitment, industry leader* are just some of the words that immediately come to mind when Ed St. John's name is mentioned. His

contribution to the economy of the Balto.-D.C. corridor is difficult to measure and equally difficult to match. Ed gets my vote without hesitation.

■ Mr. St. John is the most generous and giving man I've ever known. Several years ago, one of our employees died while on a trip to Mexico, and Mr. St. John created a trust and fully funded the college education for the man's two young sons. None of this made the newspapers. It was important to Mr. St. John that he took care of the family and the children. Mr. St. John is a *man of character* and committed to his community, to his company and to his employees.

■ St. John Properties has continued to grow, even in light of the economic downturn, highlighting St. John's *diligent planning and financial management*. This is particularly noteworthy, considering his firm is local and not a publically traded company. Their company continues to contribute to the local economy and "the Corridor." Kudos to Ed and his staff!

■ Mr. St. John was kind enough to *establish a \$100,000 scholarship program* at Mount Saint Joseph High School. The scholarship allows two bright young men the opportunity to attend

Mt. St. Joseph and receive a quality Catholic education. Without this scholarship, the parents of these students may not be able to afford the tuition in these tough economic times.

■ In a difficult economy Ed has been able to maintain his entire work force without any layoffs to his personnel from top to bottom. His *commitment to his employees* is exemplary. In addition, his commitment to the community in terms of his continued volunteerism and the funds he raises and contributes is an example for others to *admire and follow*.