



7 awards are given for entrepreneurship

Reginald G. Daniel built his business from the ground up

By ANDREA K. WALKER
SUN STAFF

As a young boy, Reginald G. Daniel wanted to be like Darren Stevens, the husband on the once-popular television show "Bewitched," who dressed in a suit and went to work each morning in a corporate office, unlike the day laborers in Daniel's own neighborhood.

The boy from inner-city Milwaukee has since grown up to become president and chief executive officer of the multi-million-dollar Scientific and Engineering Solutions Inc., a technology consulting company.

Last night, he received one of seven Ernst & Young's Maryland Entrepreneur of the Year awards.

The awards honor people who have built successful businesses. A panel of 10 judges chose seven winners from 28 finalists and 68 total nominees. The winners will compete in Ernst & Young's national competition in Palm Springs in November.

Previous national award winners include Michael Dell of Dell Computer Corp., Jim McCann of 1-800 Flowers and Steve Case of American Online. Local business people who have received awards include Edwin F. Hale Sr. of First Mariner Bancorp, Jeong Kim of Yurie Systems Inc., Patrick Nettles of Ciena Corp. and Bill Struever of Struever Bros.

"We're honoring people who have put their heart, soul, gut and half the time their mortgage and everything else [See Daniel, 8c]



Reginald G. Daniel, president and chief executive of Scientific and Engineering Solutions Inc.

Constellation

Former GM exec to help company through changes

By DAN THANH DANG
SUN STAFF

Constellation Energy Group Inc. announced yesterday that an industry outsider will take over as chief financial officer to help steer the company through its planned metamorphosis and rapid growth into an unregulated nationwide wholesale power seller.

E. Follin Smith, a former executive with Armstrong Holdings Inc. and General Motors Corp. who was hailed by CFO magazine last year as one of 40 financial executives under the age of 40 nation-

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into something they believe in," said Penny Lewandowski, executive director of the Greater Baltimore Technology Council and one of the Baltimore area competition's judges.

Daniel, as Information Technology Consulting Entrepreneur, was recognized for providing high-end computing solutions to government and commercial customers. His business, based in Annapolis Junction, competes against giants such as Bethesda-based Lockheed Martin Corp. and Booz Allen Hamilton and has secured more than \$45 million in contracts since it opened.

Daniel served in the Air Force and worked for a research firm and graphics company before branching out on his own in 1996. He put his home up for collateral that first year, gave up a year's salary and worked from his basement.

He started with three people, and his business has since grown to 100 employees. The company is on track to reach \$100 million in revenue in three to four years.

Lewandowski said the judges chose Daniel because he built his business from the ground up.

"A lot of it was attitude and preservation, and really where he had taken the company," she said.

Bill Cole, a partner with the Baltimore office of Ernst & Young, said what Daniel has done outside work was also a major factor in his victory. For instance, Daniel created a nonprofit that develops technology training centers for children from low-income families. At the same time he's been building a successful business, he's put a lot back into the community, Cole said.



Other winners: Lois and Alan Elkin, executive vice president and president, Advance Business Systems; Steven C. Eisner, Eisner Communications; Susan L. Trumbule, Iphotonics Inc.; Gregory J. Owens, Manugistics Group Inc.; Maurice B. Tose, Telecommunications Systems Inc.; and Deborah Murphy, Standard Supplies Inc.

The other award winners in Baltimore this year were:

Business Products Entrepreneur: Alan and Lois Elkin, president and executive vice president, Advance Business Systems, a Cockeysville-based provider of copiers, duplicators, fax machines and related equipment.

Business Services Entrepreneur: Steven C. Eisner, president and chief executive officer, Eisner Communications, Baltimore-based advertising agency with \$200 million in annual revenue.

Emerging Entrepreneur: Susan L. Trumbule, president and

chief executive officer, Iphotonics Inc., a Glen Burnie optical networking testing company.

Software and Related Services Entrepreneur: Gregory J. Owens, chairman and chief executive officer, Manugistics Group Inc. of Rockville, an international supply chain software company.

Telecom Entrepreneur: Maurice B. Tose, chairman, chief executive officer and president, Telecommunications Systems Inc. of Annapolis, a \$58.1 million wireless telecommunications company.

Turnaround Entrepreneur: Deborah Murphy, chief executive officer, Standard Supplies Inc. of

Gaithersburg, a construction supplies distributor.

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Thundering Herd runs into the bear

[Broker, from Page 1c]

he said.

The shortfall by the big brokerage could signal earnings problems for other financial services providers as a result of the economic slowdown and its impact on the financial markets.

Merrill Lynch said it expects earnings of 52 cents to 57 cents a

share in the three months that end Saturday. That is as much as 30 cents below the 82 cents a share that had been expected.

The company reported earnings of \$1.01 a share for its second quarter in 2000.

It said that expressing prices in decimals rather than in fractions has hurt its results from trading in the Nasdaq stock market.