

# THE MACKLIN BUSINESS INSTITUTE AND CENTER FOR ENTREPRENEURSHIP AT MONTGOMERY COLLEGE



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## Macklin Institute Goes Global

The Macklin Business Institute's Center for Entrepreneurship and the DC Technology Council recently co-sponsored with the British Embassy a networking event to showcase United Kingdom technology and broaden business opportunities overseas. The event entitled "Passport to the UK," held at the Mansion on O Street in Washington, D.C., March 4, brought out more than 150 people interested in UK business development.



Photo courtesy of Lansat Photography  
Gordon Macklin (L) and Jerry Feigen (R) serve as co-hosts of "Passport to the UK" held at The Mansion on O St. with DC Technology Council and the UK Trade & Investment group from the British Embassy.

"Passport to the UK" attendees participated in a treasure hunt in the 107-room mansion, an unusual structure of four contiguous 100-year-old townhouses. The hunt led them through trap doors, behind secret mirrors and bookshelves, and specially decorated rooms. Along the way, they met with sponsors, learned about taxation, employment law, and incorporation, and had a passport stamped, which qualified them to enter a drawing at the end of the evening for special prizes, including two roundtrip tickets on Virgin Atlantic Airlines.

Gordon Macklin, founder and chairman of the Macklin Business Institute, addressed the group, elaborating on Montgomery College's student linkages to 170 countries around the globe. Through internships, these students can begin working for internationally focused businesses in the region, a mutually beneficial pursuit. Macklin also acknowledged the Center for Entrepreneurship's (CFE) eagerness to partner with UK and other global companies via networking potential business/investor relationships.

The Macklin Center for Entrepreneurship is actively seeking partnerships that will help to expand its professional development programming and education in the international business arena, while reaching out to business professionals at embassies that are interested in exploring "growth company" mergers and venture capital.

John Wall, global investor adviser, former president of NASDAQ International, and a Macklin board member, attended the event, showing his continued support for the Macklin Business Institute and Montgomery College's educational mission and vision.

The Macklin Institute extends a very special thanks to the DC Technology Council and their great marketing team, and to Dave Feldman of the UK Trade and Investment Office, for his creative inspiration and significant backing of this successful event.

## From the Director's Desk

### For MBI Board Member Joe Greeves: 'It all began at Montgomery College'

When the Macklin Business Institute at Montgomery College was launched, founder Gordon Macklin called upon his circle of business executives and friends to assemble the MBI Board of Advisors. One such call went to Joseph Greeves, a CPA and the former CFO at Fusion Systems Corporation, a company that Macklin had served on the board.



MBI Board Member Joe Greeves and Assistant Dean Patricia Cleveland from the University of Maryland, Smith School of Business, talk transfer scholarship strategy over dinner.

Unbeknownst to Macklin, Greeves had started his education at Montgomery College; he had been one of my Accounting Principles students in 1977-78. He is one of so many, that over the years has gone on to make us so very proud.

A certified public accountant, Greeves began his career at Deloitte & Touche as an audit manager. He earned a bachelor's degree in accounting from the University of Maryland after transfer there from Montgomery College. "I had worked with my brother as a blacksmith when I decided to attend MC and pursue my education. I never imaged where it would lead, but I do know how important my start there turned out to be."

Today, Joe Greeves works for Managed Objects as its chief financial officer (CFO). With more than 20 years of financial experience, 14 as a CFO, Greeves oversees all of the company's financial and administrative functions. Prior to his position there, he served as a CFO consultant for Lazard Technologies Partners, a \$400-million venture capital fund, where he mentored CFOs from the fund's portfolio companies, providing guidance on IPOs, investment opportunities, and general strategies.

Prior to joining Lazard, Greeves was a senior vice president and the CFO of OPNET Technologies, Inc. [NASDAQ: OPNT], a high-tech

software development and consulting services business. His key achievements there included developing OPNET's worldwide business model; leading its successful Initial Public Offering (IPO), where it raised over \$60 million; and the successful negotiation and integration of several acquisitions. Prior to joining Opnet, Greeves served as the CFO of Fusion Systems Corporation, a publicly traded high-tech equipment manufacturer which was acquired by another public company for over \$350 million.

Of late, he has taken the challenge of being the board member who will focus on building a business transfer scholarship fund to be co-administered by Montgomery College and the Robert H. Smith School of Business at the University of Maryland College Park. He knows first hand of the challenges and especially the ever rising costs of higher education.

If you or someone you know has followed a similar path from community college to university to success in your field and would like an opportunity to help the next generation meet their goals and expectations, please leave word for Mr. Greeves at the Macklin Institute office (301-738-1707) or write to mbi@montgomerycollege.edu with Attn: Joe Greeves in the subject line.

### THE MACKLIN BUSINESS INSTITUTE At Montgomery College

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