

News

This Week in Business

GOVERNMENT CONTRACTING

● Booz Allen Hamilton agreed to sell its state and local government transportation business to CH2M Hill for \$28.5 million. [Online](#)

ECONOMIC DEVELOPMENT

● Virginia opened a trade office in Shanghai. [Page 14](#)

● JK Moving Services is expanding its Sterling headquarters by 100,000 square feet and plans to add 130 employees. [Page 14](#)

REAL ESTATE

● A Tishman Speyer affiliate bought 1300 N. 17th St. in Arlington for about \$205 million from Beacon Capital Partners. [Page 22](#)

● A House subcommittee chairman introduced a bill that takes a different approach to the civilian property board than the Obama administration does. [Page 25](#)

TECHNOLOGY

● Widget-maker ClearSpring Technologies raised \$20 million in a funding round led by Institutional Venture Partners to boost hiring and expand its products. [Page 14](#)

VENTURE CAPITAL

● Maryland information technology company Healthcare Interactive is trying to raise \$10 million. [Page 12](#)

ARCHITECTURE

● Five architecture and landscape firms are finalists in a solicitation to redesign the Ellipse and surrounding areas. [Page 23](#)

Corrections

The list of bioscience employers in the May 6-12 issue misstated the number of employees for Fisher Bioservices. It has 268 metro-area employees. Its sixth place ranking remains correct. In the April 29-May 6 Best Real Estate Deals, Gold Crust Baking Co. was incorrectly identified.

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HOSPITALITY

● D.C. reported the number of visitors last year was up 5 percent. [Page 15](#)

● Montgomery County unveiled a tourism campaign around the U.S. Open Championship. [Page 15](#)

● Marriott's board increased the company's stock buyback program by 25 million shares. [Online](#)

SPORTS BUSINESS

● The Washington Wizards unveiled new colors and uniforms. [Page 10](#)

● Gary Williams resigned as Maryland basketball coach after 22 years. [Page 3](#)

GOVERNMENT

● Virginia Gov. Bob McDonnell asked the Defense Department to delay the planned September move of thousands of employees to Mark Center. [Online](#)

HEALTH CARE

● Members of National Nurses United ratified a labor contract with Washington Hospital Center. [Page 14](#)

● The new owner of two Inova nursing homes plans to relocate them to new sites in Oakton and Sterling. [Page 6](#)

● A D.C. Hospital Association report showed admissions and length of stays were down at all D.C. hospitals except one in 2010. [Page 6](#)

● Fairfax County approved Inova's plan to double the size of its Springfield Healthplex. [Online](#)



University of Maryland Athletic Director Kevin Anderson, left, poses with Mark Turgeon, who was officially introduced as the men's basketball head coach in an hourlong news conference May 11. Photo courtesy University of Maryland, College Park

Court re-order

Major realignment of area's college basketball coaches could affect donations, ticket sales

By Tierney Plumb

Four local schools have lost their college basketball coaches in less than a month, raising questions about the financial impact of the region's biggest offseason college basketball shake-up in recent memory.

Three of the four schools — University of Maryland, George Mason University and George Washington University — have already named replacements to command one of their biggest revenue generators. The U.S. Naval Academy, whose coach was the most recent departure after resigning May 9, is still on the prowl for a new one.

Analysts say the financial ripple effects, from alumni donations to ticket sales, will vary by athletic program, depending on who's leaving and why. George Washington, for instance, fired its coach after an underperforming season, while George Mason's coach left after a stellar NCAA tournament run for a higher-profile basketball program in Miami.

In many cases, these coaches were the iconic faces of their sports programs, and athletic directors are angling for new faces to bring interested fans — and their wallets — to the court.

"Everything is up in the air, in terms of contributions to various collegiate athletic programs and attendance," said Phil Hochberg, an entertainment lawyer at Potomac-based Shulman Rogers Gandal Pordy & Eckert PA, who represents professional and collegiate sports groups and has doubled as an announcer at GW basketball games for 35 years. "That said, for some schools like GW, which is coming off a so-so season, there will be a renewed sense of excitement."

Basketball attendance at GW's Charles E. Smith Center dropped by about half in the past six or so years, and the school is banking on a fresh coaching staff and facility to

hook in more fans. The 36-year-old athletic and campus event facility recently wrapped up an extensive two-year renovation.

"Being in the heart of D.C., there are countless opportunities for students off campus," said Steven Knapp, president of the university. "We want to rebuild a sense of community on campus. We want to use the athletic program to attract people."

The university hopes part of that draw is new coach Mike Lonergan, a Washington-area native whose idol while playing at The Catholic University of America in the 1980s was Red Auerbach, then GW's head coach and later an NBA coaching legend. GW poached Lonergan using a top-notch search committee that included New York Yankees President Randy Levine.

George Mason roped in Paul Hewitt, a former head coach in the Atlantic Coast Conference, to replace Jim Larranaga, who earned his program a big following after taking GMU to the Final Four in 2006 and the third round this year.

"Any change requires some adjustment by the university fan base and coach to acclimate to a new culture," said Bob Baker, an associate professor and sports management coordinator at George Mason. "I haven't heard any apprehension about the hiring of Coach Hewitt. The general feeling is one of anticipation in the community and excitement of what's going to happen."

Analysts agree that filling Gary Williams' shoes after 22 years at Maryland will be the toughest gig among the new region's new coaches — and toughest sell to ticket holders. His departure, paired with the exit earlier this year of Maryland's head football coach, both alumni, is going to produce what some describe as a "seismic shift."

Williams "was a national figure and had a great deal of loyalty at Maryland," Hochberg said. "People referred to the Maryland pro-

Out with the old

University of Maryland

Mark Turgeon, Texas A&M, replaces Gary Williams, who had a 461-252 record in 22 seasons and 14 NCAA appearances, including nabbing the national championship in 2002.

George Mason University

Paul Hewitt, Georgia Tech, replaces Jim Larranaga, who went 273-164 in 14 seasons and had five NCAA appearances, including a Cinderella sprint to the Final Four in 2006.

George Washington University

Mike Lonergan, Vermont Catamounts, replaces Karl Hobbs, who in 10 seasons went 166-129 and made three NCAA appearances.

U.S. Naval Academy

The Annapolis school must replace Billy Lange, who compiled a 92-115 record in seven seasons with no NCAA appearances.

gram as 'Garyland.'"

As a result, Maryland's athletic program is bracing for lower attendance. But it also sees a silver lining in its new face, Mark Turgeon, former head coach of Texas A&M University. "Change always creates some unknowns," said Christopher Boyer, senior associate athletic director. "But it also creates buzz and great opportunities to reintroduce our products, people and teams to new audiences and re-energize our longtime supporters."

He said the Maryland athletic program plans to push its new coaches out in the community, front and center of fans, donors, media and, most importantly, its marketing campaigns. Football season ticket sales for next season are ahead of last year's pace, causing the program to credit the new coach — University of Connecticut's Randy Edsall, who replaced Ralph Friedgen.

But most sports industry insiders agree to the one-step instruction for keeping any school's athletic program financially healthy: winning. "In general, winning cures everything," said Matt Winkler, associate dean of Georgetown University's sports industry management program. "If coaches win, it's like they invented the sport."

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