

Abby Glassberg

Title

Senior Vice President

Contact Information

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Specialty

Office & Industrial

Company Experience

Abby Glassberg has over 30 years of commercial real estate experience in Maryland, starting as a developer representative before transitioning to brokerage and investment sales. This combined expertise gives her extensive knowledge of all facets of the sales and leasing transactions - resulting in maximized asset value for her clients.

Garnering acclaim from clients and colleagues alike, she is a past winner of the NAIOP Broker of the Year Award and 2018 NAIOP Transaction of The Year Award, three-time Maryland Top 100 Women Designee and inducted into the Circle of Excellence, and the Service Above Self Award recipient. Adding to her accomplishments, she also was named Triathlete of the Year.

Ms. Glassberg developed her passion for real estate after serving as a bond trader on the floor of the Chicago Board of Trade.

Selected Tenant Representations

JHU Applied Physics Lab / 242,958 SF
United Healthcare / 135,600 SF
Interface AR / 122,000 SF
American Express / 41,812 SF
Loyola College / 64,000 SF
Association of Community Services of Howard County / 27,233 SF

Selected Sales Transactions

Lakeview @ Broken Land Parkway / \$21,900,000
Covered Bridge Parking Portfolio / \$13,500,000
200 Hospital Drive / \$18,650,000
Belmont Conference Center / 68 Acres
BWI COPT Portfolio Sale / 40,000 SF
6301 Stevens Forest / 38,900 SF
Crystal Heights Office Center / 78,000 SF

Education

B.S. - Colorado State University, Fort Collins, Colorado

Affiliations & Memberships

Real Estate Charitable Foundation of MD - Board Member
Vice Chair of Howard County Public Works - Board Member
NAIOP - Member, Past President, Community Service & Gala Committees
Leadership Howard County - Member & Class Representative
CREW Baltimore - Member
Howard County Public Works - Board Member
Howard County Community College / Challenge Race for Student Scholarship - Board Member

Abby In The News



NAI klnb

Howard Community College

 BALTIMORE

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citybizlist

KLNB Team Powers Thru HCC Challenge Race And Helps Raise \$120K For Scholarships

10/14/18



For the fifth year in a row, **Abby Glassberg** lead KLNB's team at the Howard Community College 5k Challenge Race. This year the race raised over \$120k for student scholarships for the community college. KLNB is proud to have participated and contributed to such a worthy event and special cause. As long time residents of Howard County it is hard to overstate the value of Howard Community College and its pursuit of providing a quality education and leadership development to the next generation of business and community leaders. Next year we plan on winning.

Top 100 Women

THE DAILY RECORD
MARYLAND'S
TOP 100
WOMEN

Roselyn Aker-Black, Psy.D.
LaKeecia Allen
Magistrate Jo Ann Asparagus
*Christine D. Aspell
Jody S. Berg
Maureen M. Black
Samantha Bowling, CPA, CGMA
Oana A. Brooks
Shelley Brown
Patricia A. Browne
Judge Sharon V. Burrell
Renay L. Butler
Judge Donine Marie Carrington
Dr. Jocelyn Chaney-Gainers
Erin Charles, CPA
Michelle Coates
Michele L. Cohen
Alyce Dailey
Natasha M. Dartigue
Suzanne W. Decker
*Diane Devaney
Dr. Tracey L. Durant
Barbara Ebel
Donna S. Edwards
Lynda Ellis
Wendy Elover
Aileen Eskildsen
Tiffany Esther
Carolyn Evans, Esq.
Jodi Finkelstein
Sandy Fitzgerald-Angello
Bernadette Fowlkes-Bridges
Swata Gandhi

Dr. Kathleen A. Gotz
*Abby Glassberg
Elizabeth Scott Glenn
Dr. Michele Guyton
Catherine Y. Hamel
Kay N. Harding
Cassandra Jones Havard
*Marie Hartman
Geanelle Griffith Herring
Aubreana Stephenson Holder
Jan Holt
Jeannie L. Howe
*Belsey Hurwitz-Schwab
Asma Inge-Hanif
*Lisa A. Hall Johnson
Erica Joseph
Lexy Kessler
Amy Kleine
Shawn Kros
*Mary Beth Lennon
*Cylia Lowe-Smith, Esq.
Kathleen McClerman-Walz, Esq.
Jill McClune
Laurie McDonald
Pat Bonner McElroy
*Denise K. Mersinger
Barbara Pisano Messing
Vanessa Milio
Janice Miller
*Kathleen Momme
Terry H. Morgenthaler
Shannon M. Neal
Kathleen Maletic Neuzil
Kim Y. Oldham
Tenyo Pearl

*Karen Pecora-Barbour
Delegate Joseline Peña-Melnyk
Sabita Devi Persaud
Lily Qi
Ann Quinn
Gina Ramsey
Johnette Richardson
Valda Ricks
*Dr. Tonja L. Ringgold
Kimberly Y. Robinson
Donna Stevenson Robinson
Angela Rose
Heather B. Sachs
*Lynn B. Sassin
Laurie-Anne Sayles
Tammy S.J. Schneider, CPA
*Leslie Simmons, R.N., F.A.C.H.E.
Carol Ann Smith
Erin Stauder
Karen G. Sugar
Jessica Wolf Suriano
Gustava "Gusty" Taler
C. Marie Taylor
Rebecca Teaff
Maureen van Stone, Esq. MS
Judge Cathleen Vitale
Annette Campagna Walter
Sonya Whited
Christina Williams
Flavia Williamson
Renée M. Winsky
Michele K. Wolff

* Circle of
Excellence honorees

Top 100 Women Daily Record Article

Maryland's trusted source for business, legal and government news

11/14/2018 11:00 AM

Abby Glassberg

**Senior Vice President
NAI KLNB**

Long a respected leader in the area's commercial real estate business, Abby Glassberg won new admirers last year in Howard County.

For two decades, county leaders had sought to move nonprofit services for residents to a central location, but various logistical and financial challenges thwarted their efforts. Glassberg was asked to help and using her background in real estate and understanding of non-profits, she succeeded: Last year, nonprofits began moving into a 27,000-square-ft. building in Columbia.

"The dream of many Howard County human service providers was finally realized," noted County Executive Allan Kittleman, "due in no small part to the efforts of Abby Glassberg."

Women are speaking up and being heard. How can you help make a difference for women or help women come together?

I've witnessed the continued empowerment of women in business throughout my career and I'm heartened to see the pace of such positive change quicken. There's still so much work to be done before there is equity and so I try to be proactive about reaching out to other women, especially those early in their career. This relationship building is really a type of professional community organizing. I do my best to build strong relationships with the women I work with and create a network of women that can rely on each other.

This is a winner profile from The Daily Record's 2018 Top 100 Women awards. Information for this profile was sourced from the honoree's application for the award.



CREW Baltimore Panel



27
SEP
2017

Long Live the Port of Baltimore & Waterfront Neighborhoods!

categories: Events Recap

That's the message that panelists were trying to convey to an audience of 60+ CREWBaltimore members and guests at the September 14th luncheon event held at the Center Club.

The moderator for the event, Abby Glassberg, a broker for NAI KLNb and 27 year Maryland commercial real estate veteran, surveyed the room with the following questions:

Has anyone been to the Seagirt Marine terminal?



Peter O'Malley, American Sugar Refining; Abby Glassberg, NAI KLNb; Jill Lemke, Maryland Port Authority; Laurie Schwartz, Baltimore Waterfront Partnership; Amy Lacock, JLL

CREW Baltimore Panel Cont.

Does anyone remember when McCormick
Spice was downtown?

Has anyone taken a cruise out of Baltimore?

The theme of the day was the current issues and future trends relating to Baltimore's waterfront; those who answered "yes" to any of the above questions immediately realized the personal impact

The Port



Jill Lemke

A heartfelt plea was made by Jill Lemke, **Maryland Port Authority (MPA)**, reminding us that the Port of Baltimore is the "heart of the region's economy" and must remain protected from surrounding development and supported in future endeavors to grow and maximize potential. The Port is a valuable asset which keeps Baltimore vibrant by bringing waterborne commerce for the benefit of the citizens of the State. Without the port everything we buy would be more expensive, we would have less access to the global

economy and the region would lose about 13,000 jobs with over 126,000 related jobs being impacted drastically.

A Shiny New Waterfront

Laurie Schwartz, **Baltimore Waterfront Partnership (BWP)**, discussed how many areas in downtown Baltimore have outlived their useful life and need updates. She described the efforts and initiatives of the BWP to rehab and revitalize the Inner Harbor and surrounding waterfront neighborhoods by investing in supplemental cleaning, landscaping, events, construction of parks and additional amenities. There is a "Healthy Harbor" initiative working towards restoring clean water by 2020 to protect our City's most valuable asset

Relating back to the Port, another area in desperate need of an update are the aging tunnels. In 1895, when the Howard Street tunnel was built, no one realized that an extra two feet of



CREW Baltimore Panel Cont.

clearance height may one day become a huge impediment. Expansion of the Howard Street tunnel has been deemed imperative to allow double stack containers and taller modern freight cars through that currently don't meet clearance levels. Lemke explained. This will allow cargo movement to the Midwest market therefore increasing the number of vessel calls and containers unloaded at the Port of Baltimore, many of which we are currently losing to Port of Norfolk. Our deep-water access is huge, which is why the port needs to stay where it is. There are other ports in other cities that are digging deeper to try to compete with us.



Jim Lemke and Peter O'Malley



Laurie Schwartz

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Sugar Refinery has been a Baltimore landmark, housed along Baltimore's Inner Harbor for 95 years, though some question if the plant is still in operation. Peter O'Malley, **American Sugar Refining** assured the audience that the manufacturer, who employs approximately 485 people (and over 120 other drivers and tug boat captains who are

employed because of them) is very much still running full steam. The Refinery is another part of our aging city that could use a facelift, and they actually have been doing some major recent renovations. It is also an operation that needs the deep-water access of our port to get product in and benefits from the railroad and highway access. The operation desires to stay where they are because of the population center workforce and proximity to East coast. Domino Sugar has invested back into the community by sponsoring local events in the neighborhood and sending welcome packages to those who buy homes on the peninsula. Retaining Domino's is a major win for the city - there is a sense of pride that something is still made in Baltimore.

Planning & Development in Baltimore

In the 1970s when the master plan for the Inner Harbor was designed, the plan called for all of the land on the shoreline to be open and accessible to the public, not closed off or privatized at all. The City only awarded property to developers who agreed to adhere to the master plan. Over time, the City has lost control of much of the land and development planning efforts. Developers have been focused on projects

CREW Baltimore Panel Cont.

acknowledged that many areas are in need of revitalization, there is also a desire to preserve the historic character. Panelists warned that we need to be careful with zoning uses and infrastructure in terms of what impacts there may be on and from the port and industrial areas. A waterfront condo sounds like a dream until you are awakened by horns going off nearby to signal a shipment coming in. An addition of a median may allow a lighting system or landscaping to be installed, but in turn could impede trucks from



using the road if they are too wide.

Members of the CRE industry have many opportunities to connect with the revitalization projects that are forthcoming. We also have a duty to remind our peers, developers, builders, and legislators to look around at the bigger picture before rezoning, starting new projects, or voting on issues.

We are all in this together

For more photos of the event, visit our [event gallery](#).

[dominos](#) [sugar](#) [healthy harbor](#) [industrial](#) [port of baltimore](#) [waterfront development](#)

 [Comments Off on Long Live the Port of Baltimore & Waterfront Neighborhoods!](#)

« "A leader is one who knows the way, goes the way, and shows the way." —John Maxwell

Member Spotlight: [Theresa Tsamoutalis](#) »



CREWBALTIMORE TOPICS



NAIOP Transaction of the Year.

BALTIMORE

city list

<https://baltimore.citybizlist.com/>

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Abby Glassberg Earns NAIOP-Maryland 2018 "Award Of Excellence"

4/24/18



Abby Glassberg, Senior Vice President with NAI KLNB, recently received NAIOP Maryland's 2018 "Best Transaction" Award of Excellence for her role in making it possible for more than a dozen human services providers to co-locate under one roof in a new Howard County Non-Profit Center.

The co-location initiative had remained an unfulfilled dream for Howard County human services providers for more than 20 years. Previous efforts failed due to lack of funding, the significant challenge of pulling together so many organizations, and locating suitable office space.

Drawing from over 27 years of commercial real estate experience in Maryland, including work as a developer representative, broker and investment salesperson, Abby worked with numerous entities to identify a suitable property and help shepherd the complex deal through to completion.

NAIOP Transaction of the Year.

Awards OF EXCELLENCE

NAIOP MARYLAND

The NAIOP-MD Awards of Excellence celebrate and recognize the highest quality and most innovative achievements of regional commercial real estate developers, as well as companies and individuals that service the industry in Maryland.

CONGRATULATIONS TO OUR WINNERS

NAIOP-MD 2018 AWARDS OF EXCELLENCE PROJECTS & TRANSACTIONS

- ◆ **BEST ADAPTIVE REUSE**
Sagamore Pendry Baltimore
Sagamore Development Company
- ◆ **BEST HIGH-RISE OFFICE**
Exelan Tower at Harbor Point
Beatty Development Group and Armada Hoffer Construction
- ◆ **BEST BUILD-TO-SUIT OFFICE**
The Living Legacy Foundation
Merritt Properties
- ◆ **BEST OVERALL DESIGN TEAM**
BWI Technology Park II
St. John Properties, Inc.
- ◆ **BEST WAREHOUSE**
BW Gateway
Trammell Crow Company
- ◆ **BEST LEED INTERIOR TENANT FIT-OUT**
2811 Dillon Street
JP2 Architects
- ◆ **BEST OFFICE REDEVELOPMENT**
1201 Watersan Road
Corporate Office Properties Trust
- ◆ **BEST LEED WAREHOUSE**
5300 Halabird Avenue
Chesapeake Real Estate Group, LLC
- ◆ **BEST MEDICAL OFFICE**
7580 Buckingham Boulevard
Merritt Properties
- ◆ **BEST MIXED-USE DEVELOPMENT**
Greenleigh at Crossroads
St. John Properties, Inc.

- ◆ **BEST RETAIL**
Foundry Row
Greenberg Gibbons & Chesapeake Contracting Group
- ◆ **BEST OFFICE INNOVATION**
CIRQL at 7134
Corporate Office Properties Trust
- ◆ **BEST INTERIOR REHAB**
Agora Publishing
Merritt Construction Services
- ◆ **BEST INTERIOR REHAB**
RK&K
MacKenzie Contracting Company LLC
- ◆ **BEST WAREHOUSE REDEVELOPMENT**
Port 95 Industrial Park
Chesapeake Real Estate Group, LLC
- ◆ **BEST OFFICE PARK**
One Merriweather and Two Merriweather
The Howard Hughes Corporation
- ◆ **BEST INTERIOR TENANT FIT-OUT**
Harkins HQ Columbia
Harkins Builders, Inc.
- Cefalu-Capital Seaboard*
Manekin LLC & AEW Capital Management
- ◆ **BEST TRANSIT-ORIENTED DEVELOPMENT**
Metro Centre at Owings Mills
David S. Brown Enterprises, LTD
- ◆ **BEST COMMUNITY IMPACT**
Eager Park
Forest City Realty Trust, Mahan Rykiel, Gensler, EBDI, The Annie E. Casey Foundation and The Charlesmead Foundation
- ◆ **BEST INVESTMENT SALES TRANSACTION**
Principia Commerce Center I
Trammell Crow Company & CBRE
- ◆ **BEST TRANSACTION**
Howard County Non-Profit Center
Abby Glassberg, NAI KLNb; Mike Bradley, Cannonfield Developers LLC; Amy Lacock, JLL; Joan Driessen, ACS and Alan Kittleman, Howard County

NAIOP-MD 2018 AWARDS OF EXCELLENCE INDIVIDUAL WINNERS

- ◆ **GOVERNMENT RELATIONS DISTINGUISHED SERVICE AWARD**
Matthew Wessel
Rodgers Consulting
- ◆ **F. PATRICK HUGHES LEGISLATIVE AWARD**
Cole Schnorf
Manekin LLC
- ◆ **DISTINGUISHED MERIT AWARD**
Cathy Ward
Corporate Office Properties Trust
- ◆ **SERVICE PROVIDER AWARD**
- ◆ **BROKER AWARD**
Gail E. Chrzan
Blue & Obrecht Realty, LLC
- ◆ **RISING STAR AWARD**
Kate Nolan Bryden
MRP Industrial
- ◆ **GREG MASI VOLUNTEER AWARD**
Todd Summerfield
Liberty Property Trust
- ◆ **LETTING ACHIEVEMENT AWARD**
Clark MacKenzie, Gary Gill and Bob Aumiller

From the Jewish Federation

Congratulations



The Staines Family congratulates their mom and wife, **Abby Glassberg** on her **Jacques Fein Tikkum Olam Volunteer Award** following in the footsteps of Leslie and Fred Glassberg.
