

The Gary S. Murray Story

Gary S. Murray, an acclaimed entrepreneur who has successfully combined his love for technology with his passion for real estate development, still abides by the advice he got from grandparents who didn't have more than a fifth grade education and parents who never made it past the 11th grade.

"I'm a third generation entrepreneur," Murray says with pride. "Both my grandfathers were farmers. My father and uncle owned a construction company that built houses in D.C. and Virginia. They were all honest, hardworking people and they passed on their knowledge to the next generation with this understanding: 'We'll teach you what we know. But you've got to go out and teach somebody else.'"

Today, Murray, who co-founded two high profile technology firms between 1987 and 2000, is teaching somebody else. He's sharing his business knowledge and expertise with his extended family - the growing number of business owners within the state of Maryland.

"I've had a chance to run a successful company," says Murray, one of Governor Ehrlich's most trusted business advisors and chairman of Maryland's Economic Development Commission since 2002. "God put it in my heart to work with the next generation of entrepreneurs."

Murray has been able to fulfill his commitment through Human Vision, LLC, a company he started in 1997. Although real estate development has been the firm's primary focus the last five years, Human Vision started out as a business incubator and venture capitalist firm. Murray invested in young up-and-coming firms and helped them get the financing, investments and mentoring they needed to survive. This incubator was housed in Treetops Technology Center in Landover, the 60,000 square office building Murray purchased in 1999 to house commercial tenants as well as his own business interests.

Although Murray no longer runs the incubator, he is mindful of the problems that continue to plague small and minority businesses and has an open door policy for TreeTops' tenants and other entrepreneurs who seek out his advice.

Murray, who grew up in Northwest Washington, D.C., is the third of six children born to Samuel and Lela Murray. Early on, Gary was fascinated by technology. "I loved tinkering with broken electronic equipment and dreamed of being an inventor," he said. After graduating from McKinley Tech High School, Murray entered Howard University with plans of becoming an engineer. But the practical-minded student grew weary of all the engineering theory and switched his major to accounting. Despite being married and working three jobs to support his family and pay his college tuition, Murray graduated in 1974 with a degree in business administration.

For the next five years, Murray worked as an auditor for Arthur Young and Company in Washington, D.C. and noted that many of his company's clients were switching from manual to computer accounting systems. After helping Scientific Time Sharing Corp (STCS) - go public in 1978, Murray joined the company (now Manugistics of Rockville) as its comptroller and remained there from 1978-84. During the next two years, Murray helped turn around a struggling company as COO of Falcon Microsystems of Largo.

Murray's next stop? Entrepreneurship. He co-founded Sylvest Management Systems Corporation, a computer firm in 1987. During the next 10 years, Sylvest prospered and opened eight offices nationwide. Murray and his partner sold Sylvest in 1997 and spun off its networking division to form TimeBridge Technologies. Three years later, TimeBridge sold for the tidy sum of \$135 million.

Today, Human Vision is involved in a number of real estate development projects statewide. Karington, a 400-acre mixed use retail, residential and commercial develop-

ment which carries Murray's father's middle name is still in the inception stage.

Treetops, Murrays' office building, has been at 100% occupancy for the last two years. Its beautiful atrium is rented out for weddings and other social events. The building also houses the suite of businesses run by Murray's wife, Areather - Murray & Murray Financial and Murray Funeral Home - as well as the businesses run by the couple's two oldest children. Their daughter, Kim Hardy, operates an e-commerce company. Gary Murry II runs Mixcast TV, a global urban network that caters to 20 to 35 year olds.

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The ever-involved Murray is a member of the President's Roundtable of Baltimore, a Maryland-based organization of African-American CEOs; a member of the Tech Council of Maryland, board member of the Reginald F. Lewis African American History and Culture Museum of Maryland, the University of Maryland School of Education, the Maryland Science Center, the Prince George's County Community College Foundation, the Maryland Science Center and the University of Maryland's BioTech Center.

Don't expect Murray to curtail his community commitments. "Because of my commitment to service, God has made my life so much richer than I could ever imagine," Murray says. "For me, service is not an option. It's a responsibility."