



JOE HORTIZ

DIRECTOR OF COLLEGE SCOUTING

COLLEGE: AUBURN
BORN: 11/8/75, PHILADELPHIA, PA
EXP. (NFL/RAVENS): 19/19

JOE HORTIZ is in his 19th season with the Ravens and seventh as Baltimore's director of college scouting. Hortiz is responsible for all aspects of the college process, coordinating the schedules and cross-checking duties of the area and regional scouts. Hortiz also manages the team's draft preparation and the evaluation and ranking process of hundreds of NFL draft-eligible prospects. Hortiz, who joined the organization in 1998, spent eight years as a scout for Baltimore, covering the Northeast and Southeast regions before becoming a national scout for three seasons (2006-08). In 2007, the Ravens selected Auburn G Ben Grubbs (29th overall), who was scouted by the fellow Auburn alum Hortiz and became a Pro Bowler in 2011. A graduate of the Ravens' "20/20 Club" (see below), Hortiz originally joined Baltimore as a personnel assistant in 1998.

1998-2016: (with Baltimore) 2016: T Ronnie Stanley was selected No. 6 overall. **2015:** Ravens chose WR Breshad Perriman (26th overall) in the first round, while draft picks TE Maxx Williams, DT Carl Davis, OLB Za'Darius Smith and RB Javorius Allen each earned valuable experience as rookies. **2014:** First-rounder LB C.J. Mosley (17th overall) became first-ever Ravens rookie to earn Pro Bowl honors, while second-round DT Timmy Jernigan starts along the defensive line. **2013:** Ravens selected four players, including NT Brandon Williams, T Rick Wagner and FB Kyle Juszczyk, who have each started at least 25 games in their first three seasons. **2012:** Ravens drafted Alabama OLB Courtney Upshaw (second round), Iowa State G Kelechi Osemele (second) and Temple RB Bernard Pierce (third), all of whom helped the Ravens win Super Bowl XLVII. **2011:** Selected CB Jimmy Smith (Colorado) and WR Torrey Smith (Maryland) in the first two rounds...Torrey set team rookie receiving records in catches (50), yards (841) and TDs (7)...OLB Pernell McPhee (fifth) and QB Tyrod Taylor (sixth) were also selected by Baltimore. **2010:** Ravens drafted

key contributors TEs Ed Dickson (third round) and Dennis Pitta (fourth), DE Art Jones (fifth) and WR/RS David Reed (fifth), who had the NFL's longest KOR (103 yards), setting a then-franchise record in 2010. **2009:** Promoted to director of college scouting after eight years as a college scout...In Hortiz's first draft as head of college scouting, Baltimore selected All-Rookie team performer T Michael Oher (Mississippi) with the 23rd-overall selection and CB/RS Lardarius Webb (Nicholls State). **2008:** Scouted players across the country, with a primary focus on the eastern half, where seven of 10 Ravens draft picks, including Super Bowl XLVII MVP QB Joe Flacco, were selected in the '08 NFL Draft. **2007:** Team's first-round draft pick Grubbs was selected from Joe's focus area and attended his alma mater (Auburn). **2006:** Promoted to national scout...Was tasked with covering the eastern half of the country, including the Big East, Big Ten, MAC, ACC, SEC and Conference USA. **2003-05:** Served as Ravens Southeast area scout and covered the SEC, ACC and C-USA. **2001-02:** Scouted the Northeast. **1998-2000:** Worked both with the pro and college scouting staffs as a football personnel assistant...Responsibilities included assisting GM Ozzie Newsome and Sr. VP of football administration Pat Moriarty, who manages the salary cap, and performing "the box" workout at schools across the country for three spring seasons.

COLLEGE/PERSONAL: While earning his B.S. in accounting from Auburn, Joe was an undergraduate assistant coach for Terry Bowden and the Tigers' football team from 1995-97...Worked with both the QBs and WRs and coached the scout team LBs and secondary...Also coordinated Auburn's summer football camps...Son of Joe and Marlene Hortiz, Joe attended Salesianum (Wilmington, DE) HS...He and his wife, Jennifer, also an Auburn alum, have four sons, Joey (9), Jack (8), Jameson (5) and Julian (3).

THE "20/20 CLUB"

The Ravens' "20/20 Club" includes members of the team's personnel staff who started with the Ravens as young assistants and grew into evaluators with more input. The term "20/20" refers to hiring 20-year-olds for \$20,000. According to Ozzie Newsome: "The guys actually started when they were a little older than 20 and for more than \$20,000, but that's what we call them."

"20/20 CLUB" GRADUATES (includes current personnel staff)

Name	Joined Ravens	Current Title
George Kokinis	1991 (with Browns)	Senior Personnel Assistant
Eric DeCosta	1996	Assistant General Manager
Joe Hortiz	1998	Director of College Scouting
Chad Alexander	1999	Assistant Director of Pro Personnel
Mark Azevedo	2005	Northeast Area Scout
David Blackburn	2007	West Area Scout
Ian Cunningham	2008	Southeast/Southwest Area Scout
Andrew Raphael	2013	Southeast Area Scout