



JOE HORTIZ
DIRECTOR OF COLLEGE SCOUTING

COLLEGE: AUBURN
BORN: 11/8/75, PHILADELPHIA, PA
EXP (NFL/RAVENS): 14/14



ORGANIZATION
 PLAYER PERSONNEL

PLAYERS

2010 REVIEW

HISTORY

RECORDS

GAME DAY

Joe Hortiz is in his third year as the Ravens' director of college scouting, after being promoted in January 2009. Hortiz spent eight years as a scout for Baltimore, covering the Northeast and Southeast regions before becoming a national scout for three seasons (2006-08). He directs the Ravens' college scouting process, coordinating the schedules and cross-checking duties of the area scouts. Hortiz also manages the team's draft preparation and the evaluation and ranking process of hundreds of NFL draft-eligible prospects. In 2007, Baltimore selected Auburn G Ben Grubbs (29th overall), who was scouted by the fellow Auburn alum Hortiz, a national scout at the time. A graduate of the Ravens' "20/20 Club," (see below), Hortiz originally joined Baltimore as a personnel assistant in 1998.

1998-2011: (with Baltimore) 2011: Selected CB Jimmy Smith (Colorado) and WR Torrey Smith (Maryland) in the first two rounds. **2010:** Ravens drafted contributors DT Terrence Cody, TE Ed Dickson and WR/RS David Reed, who had the NFL's longest KOR (103 yards) and set a 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 key contributor 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 were selected in the '08 NFL Draft... Was invited to introduce Grubbs at the Ravens Roost No. 7's annual Extra Effort Award banquet in April. **2007:** Team's first-round draft pick Grubbs was selected from Joe's focus area and attended his alma mater. **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 vice president 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 also 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, have two sons, Joey (4) and Jack (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 GM 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/coaching staff)

Name	Joined Ravens	Current Title
George Kokinis (with Browns)	1991	Senior Personnel Assistant
Eric DeCosta	1996	Director of Player Personnel
Joe Hortiz	1998	Director of College Scouting
Chad Alexander	1999	Assistant Director of Pro Personnel
Joe Douglas	2000	Area Scout - Southeast
Roy Anderson	2005	Defensive Assistant/Secondary
Mark Azevedo	2005	Area Scout