



STEVE BISCIOTTI

OWNER

COLLEGE: SALISBURY STATE UNIVERSITY

BORN: 4/10/60, PHILADELPHIA, PA

EXP. (NFL/RAVENS): 18/18

Steve Bisciotti wants consistency. His goal is to have the Ravens in the playoff hunt every season, avoiding dips that plague some franchises.

The Ravens are one of only seven teams (Green Bay – 8, New England – 8, Baltimore – 6, Cincinnati – 6, Indianapolis – 6, Pittsburgh – 6 and Seattle – 6) to earn at least six postseason berths in the last nine years (2008-16), with Baltimore winning at least one game in each of those playoff campaigns. Additionally, during this span, the Ravens have compiled the second-most postseason victories (10). (New England has 11.)

Baltimore has also captured playoff berths in seven of the last 11 years, and during John Harbaugh's tenure, has advanced to three AFC Championship games (2012, 2011 and 2008.)

"We're proud of what we're giving to Baltimore," Bisciotti says. "You have to make the playoffs to have the opportunity to compete for championships, and championships are our goal. We want to be a consistent winner that avoids big lulls and not being in the playoffs for any length of time."

Under Bisciotti, the Ravens have joined an elite group: They are one of 12 NFL teams with multiple Super Bowl victories. Seven franchises have won one title. Nine others have earned a berth in the game and lost, while four teams have never advanced to the Super Bowl. More importantly, with the Super Bowl XLVII Championship, the Ravens (two) joined the Patriots (five) and the Giants and Steelers (two each) as the only teams that have won more than one NFL title since the turn of the century in 2000.

The passionate Bisciotti, who at 57 is the third-youngest owner in the NFL (Kansas City's Clark Hunt, 52 and Washington's Daniel Snyder, 52), bought a minority interest in the Ravens from Art Modell in 2000, completing the purchase of the franchise on April 9, 2004. Steve's initial investment to the team provided funds to secure free agents for the 2000 Super Bowl XXXV Championship team. Today, his influence in the NFL continues to rise. He served for several years on two important ownership committees: Broadcast and Digital Media.

When Bisciotti, now in his 18th year as an owner of the Ravens, hired Harbaugh as the team's head coach in January of 2008, some eyebrows were raised. Harbaugh had never been a head coach at any level. In fact, he had not been an offensive or defensive coordinator in the NFL. It was obviously the right choice. Along with the Super Bowl XLVII victory during the 2012 season, Baltimore advanced to the playoffs in its first five years with Harbaugh, who is the only modern-day (since 1970) head coach to win a playoff game in each of his first four and five seasons. He is also the only head coach in NFL history to win a playoff game in six of the first seven seasons of a coaching career, and he owns the sixth-best winning percentage (.597) among active head coaches.

"We all saw something in John. And, you have to be willing to separate yourself from the masses – take some chances – to achieve great success," Bisciotti says. "There's probably a little bit more perception that we took a risk with John. We don't think we did."



QUOTE THE RAVEN: STEVE BISCIOTTI

"My responsibilities are not only to my family and the people who work for the Ravens. There are over a million stakeholders in the Baltimore area who we have an obligation to. They're the fans who invest more than three hours on Sunday to watch, listen to or attend our games. That's a big difference from owning a non-sports company."

– Steve Bisciotti on owning the Ravens

"What really strikes me about Steve is his loyalty to the friends he's had forever. A lot of people, when they become very successful like Steve, they move on. His friends are the same ones he grew up with. That's one of his strengths."

– Longtime Maryland basketball coach Gary Williams on Steve Bisciotti

"[Steve] is a great leader. The players love him. They love when he's around. He's an inspiration to all of our guys, to me, to this organization. He sets the tone here. It's a great organization because of his vision."

– John Harbaugh on Steve Bisciotti

STEVE BISCIOTTI

SUPER BOWL SUCCESS

MOST SUPER BOWL TITLES SINCE 2000 SEASON

| Titles | Team | Seasons |
|--------|-------------------------|--------------------------|
| 5 | New England Patriots | 2001, '03, '04, '14, '16 |
| 2 | Baltimore Ravens | 2000, 2012 |
| 2 | New York Giants | 2007, 2011 |
| 2 | Pittsburgh Steelers | 2005, 2008 |

Since taking over as the Ravens' full owner, Bisciotti's teams have earned the playoffs a total of seven times, including the AFC's No. 2 seed in 2006 with a franchise-record 13-3 mark. His 2004 (9-7) and 2013 (8-8) teams missed the playoffs by just one game.

Born in Philadelphia on April 10, 1960, Bisciotti moved with his family to Baltimore (Severna Park) in March of 1961 when Steve, the youngest of three children, was 11 months old. His father, Bernard, took the children to Orioles and Colts games. Sadly, Bernard died of leukemia when Steve was 8. His mother, Patricia, a huge Ravens fan, then raised the children.

After graduating from Salisbury (MD) State University in 1982 with a degree in liberal arts, Bisciotti worked in the temporary help industry. In 1983 (at age 23), he started Aerotek with his cousin, Jim Davis. They offered aerospace and technology companies access to skilled temporary employees.

Aerotek grew into the Allegis Group, which currently is the largest staffing firm in the United States and the largest privately-held talent management firm in the world. The company – which is headquartered just outside Baltimore and has offices throughout North America, Europe, the Middle East, Africa and Asia Pacific – has over 15,000 internal employees and over 130,000 high-end contract workers. Allegis Group places employees in positions from engineers, to cable installers, to computer programmers, to marketing specialists.

Before purchasing the Ravens, Bisciotti's business success was not well known to the general public on a national level, or even notable in the Baltimore area, where he and his partners kept a low profile. "I'm OK if I'm one of the least known owners in pro sports," Bisciotti says.

Steve, an energetic visionary, is quietly dedicated to a number of important causes and projects, some associated with his deep Catholic faith. He is a board member for Catholic Charities. Most of Bisciotti's extensive charity work and generous giving are done without public notice.

Bisciotti enjoys golfing and boating. He and his wife, Renee (Foote), are the parents of two sons: Jason and Jack, both of whom reside with their families in the Baltimore area.

(Bisciotti is pronounced: bih-SHAH-tee.)

PRaise FOR BISCIOTTI

CBS Sports on Steve Bisciotti: "Steve Bisciotti doesn't make himself a huge part of the story, but the decision to hire coach John Harbaugh in 2008 has worked out pretty well. According to *Forbes*, the team has doubled in worth since Bisciotti became owner, but he also understands how to raise morale."

Sports Illustrated on Bisciotti: "Bisciotti has become beloved in Baltimore as the local kid who made good and has turned the Ravens into one of the best-managed franchises in the NFL. He has become the epitome of the young, engaged owner who goes about his business the right way and puts a perennial winner on the field."

Business Review USA magazine ranked Bisciotti No. 10 among all U.S. professional sports franchise owners. Three other NFL owners made the Top 10: 1) Stanley Kroenke, Rams (Kroenke also owns the Denver Nuggets and Colorado Avalanche); 3) Robert Kraft, Patriots and 6) Jeffrey Lurie, Eagles. (February, 2012)



QUOTH THE RAVEN: STEVE BISCIOTTI

"I remember going to a couple of Colts games every season with my dad or mom and brother (Mike) and sister (Cathy Thomas). We were on the 10-yard line, lower deck. We'd go to O's games, too. My favorite player was Paul Blair, because my brother already claimed Brooks Robinson and would not let me take the same guy. We'd also go to Westminster for Colts training camp. We have pictures with various players, and I have one with me wearing Johnny Unitas' helmet. I would always ask the Colts players if I could wear their helmets."

– Steve Bisciotti

At left: A young Steve Bisciotti with the late Johnny Unitas at Colts training camp.