

Define power. In our book, it's the people who influence Greater Baltimore in many ways — whether they use their money, pull or talent to make the region a better place to live and work. Meet these power players and find out why they're shaping our destiny.

## THE CONNECTORS

**A**twood "Woody" Collins III equates the proper use of power to "lot 10," a once bedraggled piece of parkland on the Inner Harbor near the World Trade Center.

The Federal Hill resident ran by the property each day and it was starting to bug him. The grass was gone or dying, trash was strewn about and it just looked out of place near the landmark National Aquarium in Baltimore.

He finally said, "This is disgraceful. We have to do something."

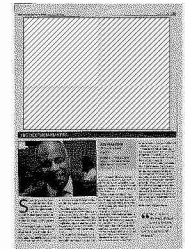
Collins used his role as president of M&T Bank's Mid-Atlantic Division and chair of the Living Classrooms Foundation to turn lot 10 into an inviting — and

green — park. He managed to get cash from M&T's foundation and students from Living Classrooms, an organization that teaches job skills, to provide landscaping for the land.

Improving lot 10 shows how he and M&T want to help solve the region's ills, not just gripe about them, he said.

"Power is only useful if you use it effectively," Collins said. "I don't get a lot out of being head of this or head of that. When I look at lot 10, that's what matters."

Collins should know a thing or two about power. It didn't take him long — less than six years — to become a leader in Greater Baltimore's business community. He chairs the Greater Baltimore



Committee, arguably one of the state's most influential business advocacy groups. That's just one of about a dozen boards and committees he sits on.

The bank president said he leads by example. Some 350 of M&T Bank employees serve on nonprofit boards in the region.

Collins is increasingly visible on the scene. His bank's star is also on the rise.

Buffalo, N.Y.-based M&T Bank recently announced a \$401 million acquisition of Provident Bankshares Corp., Baltimore's largest independent bank. The acquisition could significantly increase the bank's market share in Greater Baltimore. It now holds about 11 percent of all deposits.

Collins explains his intense community involvement as part of the job. "I guess it's part of our DNA as a company," he

said. "We've always been a community bank and get actively involved."

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## ATWOOD 'WOODY' COLLINS III

President/Chief Operating  
Officer, M&T Bank, Mid-At-  
lantic Division

Chairman, Greater Baltimore  
Committee

Age: 62

**Power is ...** *"When I think  
of power, I think of making  
things happen, getting things  
done."*

