



PORTFOLIO AND BIO

Milestones Historical Consultants, LLC

Kathi Ann Brown, Principal

*“If history were taught in the form of stories,
it would never be forgotten.”*

Rudyard Kipling
Novelist

November 2021

Capabilities

Milestones was established in 1987 by historian Kathi Ann Brown.

- Corporate history
- Executive memoirs
- Historical research
- Historical exhibits
- Oral history
- Private family histories and biographies
- Editorial services and writing
- ... and can provide design and printing by arrangement with **Spectrum Creative** in Fairfax, Virginia

Clients

- Benchmark Assisted Living
- Cellular Telecommunications Industry Association (CTIA)
- Commscope, Inc.
- Delaware North
- Dewberry
- Entrepreneurs Club
- Farmers Insurance
- Federal City Council (Washington, D.C.)
- Friends of the National Zoo
- Fruehauf Family
- George Mason University
- Howard Needles Tammen & Bergendoff (HNTB)
- Library of Congress
- Marriott International
- Meredith Corporation
- Motorola
- National Council of Architectural Registration Boards (NCARB)
- National Women Airforce Service Pilots (WASP) WWII Museum
- Northern Trust
- Smithsonian
- Southeastern Freight Lines
- U. S. Generating Company
- U. S. Steel
- Washington Hospital Center
- Zwack, Peter B., Brig. General {ret.} (Memoir: *Afghanistan Kabul Kurier*, 2021)



Books by Milestones

The Spirit to Serve: Marriott's Way (co-authored with Marriott International, Inc. Chairman and CEO J. W. "Bill" Marriott, Jr. Published by HarperCollins, 1997)

Diversity by Design: Celebrating 75 Years of Howard Needles Tammen & Bergendoff, 1914-1989 (1989) (HNTB)

Critical Connection: The Motorola Service Station Story (1992) (Motorola)

Bringing Information to People: Celebrating the Wireless Decade (1993) (Cellular Telecommunications Industry Association)

No Ceiling on Effort: The Harvey C. Fruehauf Story (2011)
(Fruehauf Family)

The Seventh Child: 100 Years of Delaware North (2016) (Delaware North)

It's PERSONAL: The Benchmark Story (2007) (Benchmark Assisted Living)

A Light in the Window (2008) (Dewberry Family)

Connecting the World: The Commscope Story (2006) (Commscope, Inc.)

The Dewberry Way: Celebrating 50 Years of Excellence (2006) (Dewberry)

Wired to Win: Entrepreneurs of the American Cable Industry (2003)
(Entrepreneurs Club)

250 Years in Fauquier County: A Virginia Story (2009) (Fauquier County, VA)

Make No Little Plans: The First 50 Years of the Federal City Council (2004) (Federal City Council, D.C.)

Meredith: The First Hundred Years (1902-2002) (2002) (Meredith Corporation)

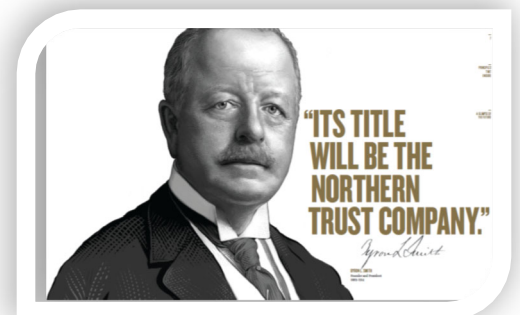
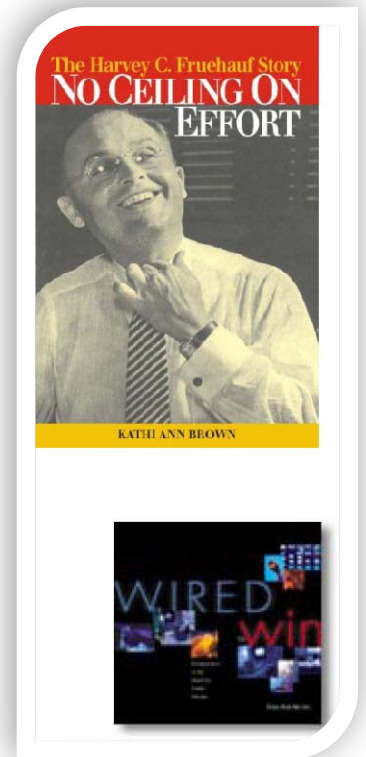
Critical Path: A Brief History of Critical Infrastructure Protection in the U.S. (2004) (George Mason University)

Sound Thinking and Lofty Ideals: The First 75 Years of Farmers Insurance (2003) (Farmers Insurance)

Without Reservations: How a Family Root Beer Stand Grew into a Global Hotel Company (Second memoir written with Chairman Bill Marriott) (e-book November 2012; hardback Spring 2013)

NCARB at 100: The Resiliency of an Idea (2019) (National Council of Architectural Registration Boards)

Principles That Endure: 125 Years of Northern Trust, 1889-2014 (2014) (Northern Trust)



Exhibits

- Library of Congress
- Marriott International
- National WASP WWII Museum (2021-2022)
- Shell Oil
- Smithsonian
- U. S. Steel (*with DG Studios*)





Founder and Principal Milestones Historical Consultants, LLC

Kathi Ann Brown has been a consultant to industry, government and association clients since 1987. Her professional work includes books, executive memoirs, private business histories and biographies for high-net-worth families, museum exhibits, corporate museums, oral history programs, ghostwriting, historical research, speechwriting, and other initiatives designed to help clients preserve, present or publish their past.

*A specialist in corporate history, Brown is co-author of the business biography **The Spirit to Serve: Marriott's Way** with Marriott International, Inc. Chairman and CEO J. W. "Bill" Marriott, Jr. (HarperCollins, 1997). A follow-up memoir with Bill Marriott was published in 2012: **Without Reservations: How a Family Root Beer Stand Grew into a Global Hotel Company**. Other books include **Principles That Endure: 125 Years of Northern Trust, 1889-2014** (2014); **No Ceiling on Effort: The Harvey C. Fruehauf Story** (2011); **Wired to Win: Entrepreneurs of the American Cable Industry** (2003); **Diversity by Design: Celebrating 75 Years of Howard Needles Tammen & Bergendoff, 1914-1989** (1989); **Critical Connection: The Motorola Service Station Story** (1992); **Bringing Information to People: Celebrating the Wireless Decade** (1993), the last commissioned by the Cellular Telecommunications Industry Association (CTIA), and other titles for Benchmark Assisted Living, Commscope, Delaware North, Dewberry, Fauquier County (VA), the Federal City Council, Friends of the National Zoo, Farmers Insurance and Meredith Corporation. A recent book is **NCARB at 100: The Resiliency of an Idea**, a 100th anniversary history of the National Council of Architectural Registration Boards (NCARB) (Spring 2019). In September 2021, she assisted Brig. General {ret.} Peter B. Zwack in preparing his memoir, **Afghanistan Kabul Kurier**, for publication.*

Brown's historical exhibit consulting includes corporate museums for U.S. Steel and Shell Oil in Houston (TX), a 70th anniversary exhibit for Marriott International (Washington, D.C.), a web exhibit for CTIA, as well as several exhibits for the Smithsonian and Library of Congress. She was co-curator of "Women Come to the

Front: *Journalists, Photographers and Broadcasters During World War II,*” a Library of Congress exhibit highlighting eight American female correspondents who covered the home front and the front lines. She is currently working with the National Women Airforce Service Pilots (WASP) WWII Museum to revamp the museum’s exhibits for a 2022 reopening.

A graduate of Bryn Mawr College and George Mason University, Brown was awarded the first Outstanding Alumna Award by the Department of History of GMU in 1997. Brown is a member of the Society of American Archivists, the American Society of Journalists and Authors and the Family Office Exchange. [More at www.milestonespast.com](http://www.milestonespast.com).

