

— 2019 —

# POWER 100

**P**ower is a fleeting thing. Just ask anyone who has worked for General Electric Co., the cream of the international corporate crop for decades. Now, the struggling organization is valued 30% less than industrial rival Honeywell Corp., which will soon make Charlotte its home base. Likewise, the churn of power is evident in our second annual listing of the state's most influential leaders.

A year ago, Cary technology executive Tim Sweeney was little known outside the videogame industry. Now, his company's Fortnite game is an international phenomenon that could morph into a major social-media network. Epic Games, which had revenue topping \$3 billion according to press reports, raised another \$1.25 billion in capital in October.

Sweeney was an easy addition to the Power 100, compiled after securing ideas from dozens of N.C. businesspeople and our staff's multiyear experience of tracking the state's economy. We didn't include those who spend little time here or political leaders. Other new-

comers include Carolina Panthers owner David Tepper, Lowe's CEO Marvin Ellison and Duke University President Vincent Price.

A majority of the Power 100 are holdovers from last year. Influential people are rarely in a hurry to hand over their reins. But there is an inevitable changing of the guard, particularly as North Carolina's technology industry blossoms with promising companies led by Michael Chasen, Abhishek Mehta, Todd Olson and others. Leaders of traditional industries that built North Carolina in the 20th century exert a fraction of their previous influence.

It's a subjective list, and we know that some deserving folks aren't on it. In addition to corporate power, we looked for those making an impact on the broader community, including behind-the-scenes operators. No doubt some of the missing are glad to remain under the radar, while others would love to be cited. Just tell us who they are — we are all ears. If we are doing our job, that's never going to change.

## JENNIFER APPLEBY

MARKET MAKER

55, PRESIDENT AND CHIEF CREATIVE OFFICER, WRAY WARD  
CHARLOTTE

When civic ventures such as planning for a new downtown public library or developing branding for the new Charlotte Regional Business Alliance are underway, the leader of one of Charlotte's largest marketing companies is often at the table. The Penn State graduate joined the agency as senior art director in 1993 and has been the top executive since 2001. It's one of Charlotte's largest woman-owned businesses.

## ROB BARNHILL III

FAMILY TRADITION

47, CEO, BARNHILL CONTRACTING  
ROCKY MOUNT

The third-generation leader of the family-owned business was named to his post last year, succeeding his father, Robert Barnhill Jr., whose work earned him a place in the N.C. Business Hall of Fame. Grandfather Robert Sr. formed the company in 1949, spinning off an enterprise started with surplus World War II equipment. Rob III has worked for the builder of highways, airports, commercial buildings and infrastructure since 1998. A key company project is Wilmington's \$83 million, 13-story River Place mixed-use development.

## EDWARD BROWN III

WHEELER DEALER

69, CEO, HENDRICK  
AUTOMOTIVE GROUP  
CHARLOTTE

The Harvard MBA didn't exactly unwind when he retired as a top investment banking executive with Bank of America. In 2010, Brown joined privately held Hendrick, which owns 96 dealerships and posts annual revenue of \$9 billion. He also chairs Atrium Health, the state's biggest hospital system. He shepherded the hiring of Gene Woods as CEO in 2016 and presided over last year's aborted merger of Atrium and UNC Health Care, which could have resulted in a system with 90,000 employees. Still, he keeps mission focus. "We take care of all God's children," he told *BUSINESS NORTH CAROLINA*.

## JEFFREY BROWN

ONLINE BY DESIGN

45, CEO, ALLY FINANCIAL  
CHARLOTTE

Ally's online-only banking strategy is thriving, with deposits growing at a double-digit pace for 35 consecutive quarters, now topping \$100 billion. Earnings increased 30% in the first nine months of 2018 despite slowing car sales. The former Bank of America executive, who has led the company since 2015, received total compensation of \$8.8 million in 2017.

# CARL ARMATO

NOVANT SAVANT

54, CEO, NOVANT HEALTH  
WINSTON-SALEM



### Alma maters

UNIVERSITY OF LOUISIANA  
AT LAFAYETTE, B.B.A.  
NORWICH UNIVERSITY, MBA

**A**rmato oversees a 27,000-employee system where \$4.6 billion in annual revenue and higher profit enabled thousands to receive annual bonuses, including the boss, whose compensation tops \$3 million. Inspired to work in health care because of his experience as a Type 1 diabetic, Armato joined Novant in 1998 and became CEO in 2012. He's led steady growth to its current roster of 14 medical centers and more than 1,500 physicians, mostly in the Charlotte and Triad areas.

### What is North Carolina's key challenge?

Affordability. There are significant differences among our community members, which have translated into a discrepancy in opportunities. We've seen that social determinants of health, like housing and education, have a direct impact on quality of life. Our challenge is to provide for our communities through affordable health care, but also partner with organizations to improve access to affordable housing and education. The business community has an opportunity to partner to address these disparities and make our communities stronger.

### Did your lifelong experience with Type 1 diabetes motivate you to spend your career in health care?

My journey with diabetes is one of the main drivers for a career in health care, and I have not shied away from talking about it. If we want to truly improve our country's health care system, we must be compassionate caregivers and draw upon our own experiences. Managing a lifelong condition such as diabetes provides a unique perspective to running a health system beyond numbers on a spreadsheet or discussions in the boardroom.

### What is something people don't know about you?

I live on a farm. I have always been an outdoors person, and I own horses, chickens and even feed deer on my farm. I get a lot of joy from being outside with my animals, including my golden retriever.

### Key 2018 accomplishments?

Over the past several years, we've taken significant and intentional steps to care for and engage our own team members. It's important to me that Novant Health is a great place to work in addition to being a great place to receive care. We've increased our team-member engagement rankings from around the 40th percentile in 2015 to the 87th percentile in 2018.

POWER100

# LEAH ASHBURN

CRAFTY PLAYER

48, PRESIDENT AND CEO,  
HIGHLAND BREWING  
ASHEVILLE



## Alma mater

UNC CHAPEL HILL, B.A.

**W**hen Ashburn first asked her father, Oscar Wong, for a job at his brewery, he turned her down, citing lack of experience. She figured out how the business world worked, then joined the family company in 2011 and became president four years later. She has kept the state's largest craft-brewer, now topping 40,000 barrels a year, on a steady expansion path amid exploding competition. Ashburn, who has a journalism degree from UNC Chapel Hill, was a semi-finalist for the coveted James Beard Foundation brewer award last year.

## What is North Carolina's key challenge?

Education. Can we carry through from K-12 to fill current and emerging employment needs from trade to tech? And how can we best inspire and prepare future generations to tackle climate, agriculture and health?

## Share an insight about your community.

Ashevillians share a pursuit for quality of life. The Asheville community pulled through decades of debt from the Great Depression and rebuilt itself into a thriving city that offers natural wonders and deep connections to craft — in art, music, food and beverage.

## What is something people don't know about you?

I jumped out of an airplane once, and I've played dozens of volleyball tournaments from Michigan to New York to Florida. Three of them were in mud.

## Key 2018 accomplishment?

Highland's brand refresh, launched in February, aligned our brand with our beer and ignited our team to continue creating a path in N.C. brewing. We're celebrating our first 25 years this year.

## What advice do you offer newcomers?

I ensure that we share our 10 core attributes, which our management team developed and believes in. As a small, family-owned company, alignment in values is more important here than at a large corporation because we see each other daily, and we can feel the effects of each person's work.

## What do you enjoy most about your work?

I most enjoy seeing our beer bring people together — whether to celebrate or commiserate, great beer makes it easier.

# STEVE BERLIN

HOLDING ONTO HIS MARBLES

59, PARTNER, KILPATRICK  
TOWNSEND & STOCKTON  
WINSTON-SALEM



## Alma mater

WAKE FOREST UNIVERSITY,  
B.A., J.D.

**T**he Michigan native is an arts advocate, serving on the boards of the UNC School of the Arts and the Arts Council of Winston-Salem and Forsyth County. He's also the immediate past chair of Winston-Salem Business Inc. and chairman of the local United Way annual campaign. Berlin, whose clients have included Lowe's Cos. and Wake Forest University, was *BUSINESS NORTH CAROLINA*'s 2018 Legal Elite winner in environmental law.

## What is North Carolina's key challenge?

Having a competitive workforce and complementary environment, and involving the most people in the process.

## Share an insight about your community.

We are blessed with deep talent and an exceptionally cooperative spirit, but most of all, the most charitable people one could imagine.

## What is something people don't know about you?

I am an avid marble collector.

## Key 2018 accomplishment?

Signing the first major tenant [medical-device maker Cook Medical] for the redevelopment of the Whitaker Park tobacco manufacturing plant.

## What have you learned from your work as chair of Winston-Salem Business Inc.?

Jobs and economic progress solve a myriad of problems.

## HAROLD BRUBAKER

### POWER POLITICO

72, FOUNDER,  
BRUBAKER & ASSOCIATES  
RALEIGH

It's been seven years since the first Republican speaker of the N.C. House since 1895 left the N.C. General Assembly, where he served for 35 years. But his lobbying influence is stronger than ever. Brubaker represents more than 20 companies and trade groups, including beer, cable TV, drug-industry associations and Blue Cross and Blue Shield of North Carolina, state filings show. The Randolph County farmer is former chair of the American Legislative Exchange Council, which promotes conservative legislation at U.S. statehouses.

## ROY CARROLL II

### PUBLIX SHOPPER

56, PRESIDENT, CEO,  
THE CARROLL COS.  
GREENSBORO

When Wilmington officials recently asked Carroll about plans for his \$250 million mixed-use local project called The Avenue, his response was simple: "We like to build and keep stuff forever." That dictum has fueled his company's accumulation of a \$2.5 billion real-estate portfolio. Last year he did sell, for about \$28 million, a 340-acre site in eastern Guilford County that will house Publix Super Markets' new \$400 million refrigerated distribution center. It was one of the state's biggest economic-development wins in 2018. Greensboro College, his alma mater and a frequent recipient of his generosity, recently awarded him an honorary doctorate.

## WILLIAM "BILL" A.V. CECIL JR.

### MANSION MASTER

60, PRESIDENT, CEO, THE BILTMORE CO.  
ASHEVILLE

George W. Vanderbilt probably didn't foresee Asheville's emergence as a craft beer-soaked international travel destination when he built the 250-room Biltmore Estate in the 1890s, but his great-grandson Bill Cecil is taking full advantage. About 1.4 million folks drop by annually, and its \$600 million annual impact accounts for nearly a quarter of Buncombe County's tourism impact. At peak season, Biltmore employs about 2,400 people at the house, hotels, winery and retail center. Cecil is active in many civic organizations.

## JACK CECIL

### MOUNTAIN CLIMBER

62, PRESIDENT, BILTMORE FARMS  
ASHEVILLE

Farming ended in 1985, but Jack Cecil — Bill Cecil's cousin — still cultivates planned communities on the family's massive land

holdings. His best-known work is Biltmore Park Town Square, with more than a half-million square feet of offices and stores and about 200 residences. The portfolio includes hotels, medical buildings and more than 1,000 homes. Cecil extends influence by promoting sustainable western North Carolina economic development and serving as a director of the Research Triangle Foundation, SCANA Corp. and other groups.

## MICHAEL CHASEN

### DRONE ZONE

46, CEO, PRECISIONHAWK  
RALEIGH

Known for co-founding and selling Washington, D.C.-based education-software giant Blackboard Inc., the Georgetown University MBA joined the drone technology supplier in 2017. PrecisionHawk is a potential billion-dollar company because of the sector's growth opportunities, he says. After raising \$75 million from Comcast, Third Point Ventures and others, the company made five acquisitions last year. While a big fan of North Carolina, Chasen retains a home in Bethesda, Md.

## JOE COLOPY

### STARTUP SPONSOR

48, FOUNDER, COLOPY VENTURES  
DURHAM

The Harvard computer science major has a resume that budding entrepreneurs would die for. After earning an MBA from UNC Chapel Hill, he briefly worked at Red Hat then built digital marketer Bronto Software into a 300-employee, five-office business acquired by NetSuite for \$200 million in 2015. (Oracle now owns NetSuite.) Now he leads Colopy Ventures, which invests in both tech startups and local investment funds. He's also started a local tech-industry newsletter and later this month, he'll co-chair the Council for Entrepreneurial Development's annual tech conference.

## DAVID CONGDON

### TRUCKS TRADER

62, EXECUTIVE CHAIRMAN, OLD  
DOMINION FREIGHT LINE  
THOMASVILLE

He relinquished the CEO wheel in May, but Congdon still helps drive Old Dominion as executive chairman, as well as alma mater UNC Wilmington, where he recently pledged \$10 million to establish a supply-chain, business-analytics and information-systems school. He inherited the CEO role from his dad Earl in 2008, going on to haul in record profits and a strong stock performance. In High Point, he's also known as a strong local economic booster, recently ponying up \$4.5 million to help a nonprofit convert a 90-year-old former textile plant into a modern mixed-use center.

## KIT CRAMER

### MOUNTAIN MAVEN

58, PRESIDENT AND CEO, ASHE-  
VILLE CHAMBER OF COMMERCE  
ASHEVILLE

With Kit Cramer holding the reins, the Asheville Chamber of Commerce saw dozens of new area investments in 2018, including existing employer GE Aviation's \$105 million expansion that will create 131 positions paying nearly 30% above the Buncombe County average wage. The Haywood County and Asheville chambers also teamed up to form a partnership that allows Buncombe economic developers to represent Haywood in business recruitment. Cramer, a University of Florida grad, serves on the board of the Association of Chamber of Commerce Executives and was chamber federation chair on the NC Chamber board.

## SUSAN DEVORE

### HEALTH CARE HONCHO

60, PRESIDENT AND CEO, PREMIER  
CHARLOTTE

Premier, a health care technology company with a market cap of about \$5 billion, counts more than 4,000 hospitals and health systems among its customers — it uses data analytics and group purchasing to help clients cut costs. Premier has been named among the world's most ethical companies each year of DeVore's nine-year tenure, and she is regularly named one of the most influential people in health care by *Modern Healthcare* magazine. The UNC Charlotte graduate has overseen numerous acquisitions, including last year's \$51.5 million purchase of California-based Stanson Health, which develops software to recommend treatments for doctors in real-time.

## DARRYL DEWBERRY

### TOWER TITAN

57, CEO, SPECTRUM COS.  
CHARLOTTE

AllianceBernstein bypassed Charlotte for its new headquarters, but Spectrum is a partner in a 25-story building in Nashville that will be the New York investment company's new home. Dewberry, a University of Georgia graduate who has been CEO since 2005, is also overseeing plans for two nine-story buildings on property between Charlotte's downtown and South End areas. It's a nice follow-up to the 25-story 300 South Tryon, which opened in 2017.



# CATHY BESSANT

TECH AMBASSADOR

58, CHIEF OPERATIONS AND TECHNOLOGY OFFICER,  
BANK OF AMERICA  
CHARLOTTE

## Alma mater

UNIVERSITY OF MICHIGAN, B.A.

**N**amed the banking industry's most powerful woman in 2018 by *American Banker*, Bessant has helped BofA retain its leadership in mobile banking. She attended college aided by a scholarship provided by a businessman in her hometown of Jackson, Mich. After achieving success in banking, she created a similar fund for rural students seeking degrees at her Ann Arbor alma mater. Since 2010, she has led the bank's technology and operations unit, overseeing nearly 95,000 employees and contractors in more than 35 countries. Her advocacy of LGBTQ rights and North Carolina's financial-technology industry have drawn praise. UNC Charlotte gave her its highest honor last year, the Distinguished Service Award, reflecting her various civic contributions.

## What is North Carolina's key challenge?

Workforce transformation. North Carolina has a rich history of transforming our workforce as industry has changed from tobacco to furniture to banking. As technology increases the pace of change, what it takes to maintain a cutting-edge workforce must include a strong ecosystem of academia, local and state government, and industry partners. Our competitive workforce must be magnetic for companies seeking to move here and to our existing companies.

## What is your proudest moment?

I have many proud moments, and I hope to have many more. I can tell you this: They came from hard-fought effort, collaboration and teamwork. Being part of great teams has resulted in some of my most rewarding moments.

## What advice do you share with newcomers?

Focus on brilliant performance and execution. Be curious, and challenge the status quo. Seize new opportunities and bring your unique perspective to the table. Always be candid and transparent.

## Who has had the biggest influence in your career?

No one person has had the biggest influence on my career. I take the best and worst from lots of people and try to be the composite of what I've learned from them.

## What is something people don't know about you?

I like taking on things that don't come naturally to me — a photography expedition to Cuba, competing as a dancer in Charlotte's version of *Dancing With the Stars* and summiting Africa's Mount Kilimanjaro, the world's tallest freestanding mountain, just this year.

## FRANK DOWD IV

PIPE DREAMER

63, CHAIRMAN, CHARLOTTE PIPE  
AND FOUNDRY

## RODDEY DOWD JR.

BONUS BACKER

63, CEO, CHARLOTTE PIPE  
AND FOUNDRY

CHARLOTTE

Nigh 180 years ago, gold miners tunneled under Charlotte Pipe's foundry site, where today some 500 employees work. Frank and cousin Roddey now lead the family-owned, 1,500-worker company, one of the nation's largest makers of iron, plastic and other fittings and pipe. The Dowds handed out \$1,000 bonuses to employees at its seven plants when Congress cut corporate taxes last year, and they successfully inveighed on the International Trade Commission to slap heavy tariffs on competing products imported from China.

## PHILIP DUBOIS

49ERS' GOLD MINER

68, CHANCELLOR, UNC CHARLOTTE  
CHARLOTTE

The longest tenured campus leader in the UNC System, Dubois skillfully attracts funds for expansion as enrollment edges toward a long-term goal of 35,000. In charge since 2005, Dubois has championed the city's light-rail plans that connect downtown and the suburban campus. He pulled the right strings for a foundation-owned \$87 million hotel and conference center slated to open in 2020. Dubois' advocacy of more technology education and graduates gained new relevance after Amazon.com's snub of Charlotte during the e-commerce giant's office-space search.

## EDDIE EDWARDS

CONNECTOR-IN-CHIEF

69, PRESIDENT AND CEO, COMMSCOPE  
HICKORY

The Clemson University graduate has led the telecommunications equipment supplier since 2011. He made his biggest splash in November, offering \$7.4 billion for Arris International. If completed, the combined company would have \$11 billion in revenue and 30,000 employees. As head of a rare large public company based in a small city, Edwards is a former chair of Frye Regional Medical Center's board and is a trustee at Lenoir-Rhyne University.

## RIC ELIAS

RED HOT

51, CEO, RED VENTURES

INDIAN LAND, S.C.

The digital-marketing company is based in South Carolina, but its campus is a 5-iron from the N.C. state line. Moreover, its Puer-

to-Rico-born co-founder has a big role in Charlotte's growth: The company retains a 500-employee outpost in the Queen City. Fueled by the \$1.24 billion acquisition of Bankrate.com in 2017, Elias, a Harvard MBA and survivor of Sully Sullenberger's 2009 "Miracle on the Hudson," is passionate about immigration reform and rebuilding his native country.

## MARVIN ELLISON

FIXER-UPPER

53, CEO AND PRESIDENT, LOWE'S  
MOORESVILLE

Directors wanted a change agent as CEO, and they got one in the former J.C. Penney chief. Harshly critical of the company's operations when he arrived last summer, he's remade the retailer's executive roster and pushed for more in-store employees and fewer special-projects workers. A big assist comes from his wife, Sharyn, whose impact was profiled by *The Wall Street Journal*. The Emory University graduate's underlying goal: Make Lowe's more competitive with his former employer of 12 years, The Home Depot.

## FRANK EMORY JR.

INDUSTRY HUNTER

61, CHIEF LEGAL OFFICER, NOVANT  
HEALTH  
CHARLOTTE

Stakes were high and some outcomes sour, but the chairman of the Economic Development Partnership of North Carolina forged ahead. Belly flops included Apple opting for Texas for a \$1 billion expansion and Amazon nixing North Carolina for its "second headquarters." Still, the state scored many successes, including big distribution projects; Honeywell International's headquarters move to Charlotte; and added jobs at Pendo, AvidXchange and other tech companies. Now, it's time for more rural development, says the Wilson native, a former partner at Hunton Andrews Kurth who was tapped as Novant's top lawyer in January.

## FRED ESHELMAN

VENTURE VIRTUOSO

70, FOUNDER, ESHELMAN VENTURES  
WILMINGTON

The state's most prominent drug-discovery executive had a rare difficulty with one of his latest ventures, New York-based Eyenovia, an eye-disease startup that lost three-fourths of its value since a January IPO. Still, the founder of Pharmaceutical Product Development — sold for \$3.9 billion in 2011 — has amassed hundreds of millions of dollars in various biotech investments. Over the years, the High Point native has shared more than \$130 million with his alma mater, UNC Chapel Hill, where his name is on the pharmacy school.

# ADRIENNE COLE

CRAVEN SUCCESS

47, PRESIDENT AND CEO,  
GREATER RALEIGH  
CHAMBER OF COMMERCE  
RALEIGH



### Alma maters

MEREDITH COLLEGE, B.A.  
APPALACHIAN STATE  
UNIVERSITY, MASTER'S

Cole burst through the glass ceiling in 2017 by becoming the first woman to lead the Greater

Raleigh Chamber of Commerce in the organization's 129 years. Since then, the Triangle's largest nonprofit business membership organization has announced more than 20 corporate relocations and expansions totaling more than \$250 million in capital investment and creating more than 5,000 jobs.

### What is North Carolina's key challenge?

There is an opportunity to shift the conversation from the rural/urban divide to rural and urban opportunities. North Carolina is an amazing state with thriving urban centers, micropolitan regions that bridge urban and rural, and truly rural areas with rich histories rooted in agriculture, commercial fishing, tourism and manufacturing. The task is how we collaborate across regions to promote economic development, engage the right partners and develop strategies that maximize local strengths.

### Tell us something intriguing about Raleigh.

Raleigh has an amazing energy, this innovative vibe that is hard to describe, and you really can't understand until you visit. It extends beyond Raleigh to include Durham and the rest of the Triangle. It's an intangible optimism and spirit of creativity that drives our people and our businesses. This community knows the value of human connection and the necessity of collaboration for success. We are a city and a region not without challenges, but we know we have the tools, voices and energy to find new solutions.

### What is something people don't know about you?

I'm a North Carolina native. I grew up in New Bern [in Craven County] and started my career in Pamlico County. Having a career that has taken me from rural communities to urban has shaped my perspective on all we do at the chamber.

### What do you enjoy most about your work?

Can I say everything? The opportunity to work with our members, the business community, elected leaders and our nonprofit partners. I get up excited every day — I love that no day is the same. Each day represents an opportunity to positively impact our community, our region and even the state.

# PATRICK CONWAY

CROSS BEARER

40, PRESIDENT AND CEO,  
BLUE CROSS AND BLUE SHIELD  
OF NORTH CAROLINA  
DURHAM



## Alma maters

TEXAS A&M UNIVERSITY, B.S.  
UNIVERSITY OF PENNSYLVANIA, M.S.  
BAYLOR UNIVERSITY, M.D.

**B**are-knuckle brawls with big N.C. hospitals quickly became old hat for the pediatrician who left

the federal Centers for Medicare and Medicaid Services to join the state's largest health insurer in 2017. In the College Station, Texas, native's first month on the job, Blue Cross ended a six-month contract dispute with Asheville-based Mission Health. In mid-2018, citing concerns over increased customer costs, Conway opposed the failed Atrium Health/UNC Health Care combination. Recent efforts include partnering with Bethesda, Md.-based Aledade to support independently owned physician clinics. In January, Blue Cross unveiled a plan with five large N.C. health care systems to shift much of their business to "value-based" care and away from fee-for-service payments. The state will be a national leader if the effort succeeds, Conway says.

## What is North Carolina's key challenge over the next decade?

The skyrocketing cost of health care, including for the employers and individual customers who pay for much of that care. We have to figure out how we can control, or even lower, health care costs while improving outcomes, increasing access and simplifying the whole system.

## What has been your biggest surprise about the state since you moved here?

How committed people are to working together to solve our health challenges. Last year, we announced that we were investing \$50 million into community-health initiatives. We are focusing on four areas: the opioid epidemic, early childhood development, social determinants of health and access to primary care. In every space, there are organizations and people who want to work with us to tackle these challenges.

## What is something people don't know about you?

I'm still a practicing pediatrician. I do it on the weekends as much as I can. I love the work and caring for children and families. It is meaningful to me to be able to serve in that way, and I think it gives me a unique perspective on our health system too.

## Key 2018 accomplishment?

For the first time since Blue Cross N.C. entered the current individual market more than 25 years ago, we were able to lower rates. Our individual Affordable Care Act rates went down by an average of 4.1% statewide, or a \$120 million reduction in health care costs for 2019. The reduction was made possible in large part due to new provider arrangements that make both parties responsible for the total quality and cost of care.

## DON FLOW

WINSTON WARRIOR

62, CEO, FLOW AUTOMOTIVE  
WINSTON-SALEM

The Hendricks and Smiths may be larger Tar Heel automotive tycoons, but Flow matches them in community spirit. While overseeing about 50 dealerships, he champions many projects: the repurposing of Whitaker Park, once the world's biggest tobacco plant, into a mixed-use commercial center; downtown revitalization to preserve the city's historic flair; and the Winston-Salem Open pro tennis tournament. While some car guys talk horsepower, Flow is as likely to be using such phrases as "entrepreneurial ecosystems."

## JULIE ANN FREISCHLAG

MAKING HER POINT

64, CEO, WAKE FOREST BAPTIST  
MEDICAL CENTER  
WINSTON-SALEM

With bigger rivals to the south, east and west, Freischlag is geographically challenged in expanding as hospitals consolidate. The pressure is evident in Wake's performance: Operating income totaled \$3 million on \$2.9 billion in revenue in the 2018 fiscal year. Wake beefed up last year in its core market, buying High Point Regional, which has 351 beds and more than 2,600 employees, from UNC Health Care for an undisclosed price. The overall system has about 16,500 workers. The vascular surgeon, who is in her second year as CEO, continues to operate on patients.

## MICHIMASA FUJINO

JET SETTER

58, PRESIDENT, CEO, HONDA  
AIRCRAFT  
GREENSBORO

The Triad gave birth to Piedmont Airlines — its genes live in today's American Airlines — and is the home of numerous aircraft overhaul and equipment businesses. The aeronautics engineer launched Honda Aircraft in Greensboro, and his \$4.8 million sports cars of the air attract global glitter like no other. Fujino employs about 1,800, churning out 60 or so jets a year, and he hints new models might be in the pipeline. North Carolina can be thankful he abandoned his boyhood goal of being a pro pingpong player.

## DAN GERLACH

SMOKING STEWARD

51, PRESIDENT, GOLDEN LEAF  
FOUNDATION  
ROCKY MOUNT

For a decade, Gerlach has dished out proceeds from the \$1.1 billion endowment tobacco companies created to make up for health damage caused by smoking. Latest year payouts included \$10.8 mil-



lion for the Vidant Health cancer center in Greenville. Like the pinhead-sized black seeds that grow into chest-high tobacco plants, the former state budget adviser sees to it that foundation coffers expand: Last year, the group awarded grants totaling \$73 million.

## LYNN GOOD

### GOOD WORKS

#### 59, PRESIDENT AND CEO, DUKE ENERGY

CHARLOTTE

The Ohio native kept her cool as Duke weathered hurricanes, coal-ash spills and changing renewable-energy signals from Washington and Raleigh. Critics on the left say the CEO for the last five years is too cautious on alternative sources, while conservatives press Duke to stick with low-cost coal. Thrilling downtown Charlotte boosters, she OK'd a new center-city office tower. Meanwhile, the company's nearly half-owned \$7 billion natural-gas Atlantic Coast Pipeline keeps running in the ditch over environmental concerns. One of the few female CEOs in the Fortune 500, she got \$21.4 million in 2017 compensation.

## JAMES "JIMMY" GOODMON JR.

### CAPITOL CAPTAIN

#### 42, PRESIDENT AND CHIEF OPERATING OFFICER, CAPITOL BROADCASTING

RALEIGH

Big shoes? Father Jim Goodmon was president of Capitol Broadcasting for more than 40 years. Now, his son has gained the title, overseeing flagship WRAL-TV, real estate, a private-equity group and an expanding digital-media presence. Jimmy whetted his skills in jobs ranging from early-morning cameraman to radio and television sales. Did he inherit the entrepreneur gene from "Big Jim," who expanded the family's media company while making a huge impact on Triangle civic affairs and sports? Details at 11.

## JIM GOODNIGHT

### DATA DYNASTY

#### 76, CEO, SAS INSTITUTE

CARY

Revenue growth has slowed at the software company the industry legend founded with John Sall in 1976. But the private company, which employs more than 14,000, remains a dominant force in data analytics, with sales topping \$3.2 billion in 2017. *Fortune* magazine ranks it as the 10th best workplace because of its lavish benefits. *Forbes* estimates the Salisbury native's net worth was about \$8 billion in early January, down from \$9 billion a year earlier.

# PAUL COZZA

### SHIP SHAPE

57, EXECUTIVE DIRECTOR,  
NORTH CAROLINA STATE  
PORTS AUTHORITY  
WILMINGTON



#### Alma maters

UNITED STATES MILITARY  
ACADEMY AT WEST POINT, B.A.

FAIRLEIGH DICKINSON  
UNIVERSITY, MBA

Since the veteran shipping-industry executive arrived in 2014, the state-controlled authority has overseen \$200 million in infrastructure upgrades, including deepening the turnaround basin for bigger ships. The payoff was a 38% increase in containers and an 18% gain in general cargo in the 2018 fiscal year. In February, thanks to new perishables capacity, Wilmington unloaded its first refrigerated shipment from Guatemala.

#### What is North Carolina's key challenge?

Staying ahead of the pending growth we will see. This includes all aspects of infrastructure. Investment in the state's transportation resources will keep us competitive and ahead of the states around us. Continued growth and opportunities will come to the Southeast, so let's make sure we are ready.

#### Share an insight about your community.

The Cape Fear region is a great place to live, work and play. We have a terrific mix of young families, a growing educated student population with UNC Wilmington, and an expanding entrepreneurial business community, and we are an attractive area for retirees and tourism. What a great combination.

#### What is something people don't know about you?

I started my career in the Army as a helicopter pilot.

#### Key 2018 accomplishment?

We continued to expand N.C. Ports' presence with a growth of 38% in our container segment. Also, we tripled our volume of refrigerated commodities imports and exports in the last three years.

#### What advice do you share with newcomers?

Learn our business, get involved, improve your skills and be passionate about what we do.

#### What do you enjoy most about your work?

Getting a chance to meet people from around our state. This was not home for us originally, and the opportunity to be part of N.C. and help our business community is a great thing. For my family, this is our long-term home.

# ED FRITSCH

TAKING THE HIGH ROAD

60, CEO,  
HIGHWOODS PROPERTIES  
RALEIGH



## Alma mater

UNC CHAPEL HILL, B.S.

**F**ritsch has led the office real-estate investment trust since 2004.

Over the last decade, its total return far outpaced eight publicly traded REIT rivals. The payoff for Fritsch: more than \$4 million in annual compensation. Last year he handed off the president's title to Tom Klinck, who joined the company in 2012. As of October, Highwoods' development pipeline totaled \$658 million, with 96% of space preleased. Most of its current projects under development are in Atlanta, Nashville and Raleigh. The largest is a \$285 million Nashville headquarters building for technology-services firm Asurion. Investment firms BlackRock and Vanguard Group own more than a quarter of its shares.

## What are North Carolina's key challenges?

Workforce and branding. Our state is at full employment across all pay scales and areas of expertise, so we need to stay honed on training and teaching all those seeking a trade or education. In addition, we need to ensure we are doing all we can to keep our high-school, college and technical-school graduates here at home to lead, form and support existing, new and relocated businesses.

From a branding perspective, there is a delta between how we perceive ourselves versus how those outside our state perceive us. To change that, we need improved unity and less divisiveness. North Carolina is *the* place to live, raise a family, attend school, work and play. North Carolina provides a business-friendly environment, favorable cost of doing business, high quality of life, in-line cost of living and plentiful community amenities that are second to none. We need a fortified, forward-looking branding effort.

## Share an insight about your community.

The Triangle area is one of the best communities on the globe. It is an economically diverse business community and not dependent on any one business sector, plus we have the ballast of state government. We have amazing universities, world-class health care, terrific interstate access, exceptional community leaders, a tremendous park system, an ever-improving airport, superb recreational areas, a hardworking workforce and a hockey team that will one day bring the Cup back home.

## What is something people don't know about you?

During my high-school years, I was an N.C. State fan. Watching the men's basketball team capture the national championship in 1974 was epic in our Knightdale neighborhood and at our high school.

## What advice do you share with newcomers?

I'm a firm believer in Malcolm Gladwell's rule that it takes 10,000 hours to achieve mastery. As folks join our team, we strive to ensure they either have a strong appetite to put the time in to be successful in their field of work or bring a true level of expertise.

## PETER HANS

HANDY MAN

48, PRESIDENT, N.C. COMMUNITY COLLEGE SYSTEM

RALEIGH

After just missing getting hired to lead the UNC System in 2016, Hans was named president of the state's 58-campus community-college network in May. He holds a political science degree from UNC Chapel Hill with a master's in liberal arts from Harvard. The lobbyist and political adviser to three Tar Heel U.S. senators previously served on both the community-college board and UNC System boards. His syllabus? Making his system more efficient and coordinating more closely with four-year schools.

## JOHN "JOHNO" HARRIS III

HERE'S JOHNO

40, PRESIDENT AND CHIEF OPERATING OFFICER, LINCOLN HARRIS

CHARLOTTE

The son of Johnny Harris, one of Charlotte's best-known civic leaders, is making a mark at the partnership with Dallas-based Lincoln Property Co. Its biggest project is the 33-story downtown Legacy Union tower, slated to open early this year, with an adjacent, 18-story building anchored by the Deloitte consulting firm announced in December. Lincoln Harris is mulling a third tower at its Capitol Towers complex near SouthPark mall and is part of the pending River District mixed-use project in west Charlotte. Harris has a bachelor's degree from UNC Chapel Hill.

## FRANK HARRISON III

THE REAL THING

63, CEO, COCA-COLA CONSOLIDATED

CHARLOTTE

The Duke MBA, who has led the publicly traded, family-controlled business since 1994, set up a succession plan, promoting Chief Financial Officer David Katz to the president's post. Acquisitions and an expanding transportation business have pushed annual sales to nearly \$5 billion. A devout Christian, Harrison's company lists "to honor God" as its first principle. His annual compensation tops \$11 million.

## NATHAN HATCH

WAKE-UP CALL

72, PRESIDENT, WAKE FOREST UNIVERSITY

WINSTON-SALEM

Since arriving in 2005, the seemingly mild-mannered preacher's son and religious historian with past postings at Notre Dame and Harvard has turned Wake and its other entities into the Triad's leading economic force. Under Hatch, it's also

notched national education rankings of 13th-best undergraduate school among 312 national universities and colleges and 27th-best overall, according to *U.S. News & World Report*. Wake's endowment now tops \$1.2 billion.

## **GREG HATEM**

**EMPIRE BUILDER**

### **58, EXECUTIVE OFFICER, EMPIRE PROPERTIES**

**RALEIGH**

The developer has had a large hand in revitalizing downtown Raleigh through his real-estate and culinary ventures. Empire Properties, founded by the N.C. State University grad in 1995, owns 75 buildings with more than 1.1 million square feet of space in downtown Raleigh and Durham. The Empire Eats restaurant division operates eateries including The Raleigh Times Bar, Sitti and The Pit. In May, it acquired Raleigh's oldest restaurant, The Mecca.

## **WAYNE HOLDEN**

**GOOD WORKS GUY**

### **62, PRESIDENT, CEO, RTI INTERNATIONAL**

**RESEARCH TRIANGLE PARK**

*Forbes* magazine in 2018 picked RTI simultaneously as one of the nation's best places for women to work and one of the best mid-sized workplaces. Innovative research helps the nonprofit gross about \$900 million annually and has expanded its workforce to nearly 5,000. Among its highest-profile projects is an \$18 million Bill & Melinda Gates Foundation contract to develop a commode that turns waste into germ-free ash and water, alleviating a major disease threat in underdeveloped countries. Holden, who has a doctorate in psychology from the University of South Carolina, joined the group in 2005.

## **FRANK HOLDING JR.**

**HOLDING PATTERN**

### **57, CHAIRMAN AND CEO, FIRST CITIZENS BANCSHARES**

**RALEIGH**

The Wharton MBA completed his 10th year as chairman and CEO of the nation's largest family-owned bank by continuing the bank's traditional steady growth, buying small banks in Florida, South Carolina and Wisconsin. Acquiring Tampa, Fla.-based HomeBanc in May swelled First Citizens to more than 550 locations in 19 states. Holding's father and family patriarch Frank Holding Sr. died at age 89 in May. The junior Holding chairs the boards of dominant health insurer Blue Cross and Blue Shield of North Carolina and the NC Chamber Foundation.

# **MAURICE "MO" GREEN**

**SPREADING SOME GREEN**

**51, EXECUTIVE DIRECTOR, Z. SMITH REYNOLDS FOUNDATION  
WINSTON-SALEM**

### **Alma mater**

DUKE UNIVERSITY, B.A., J.D.

In his third year heading one of the state's biggest foundations, the former superintendent of Guilford County Schools announced a focus on key areas for its grantmaking: advancing public education, fostering a sustainable environment, promoting social and economic justice, and strengthening democracy. Green now leads a staff of about 16, very different from his Greensboro job from 2008-15 overseeing 10,000 workers and an annual budget of more than \$660 million. The foundation, named after the youngest son of tobacco baron R.J. Reynolds, has made donations topping \$650 million since its formation in 1936.

### **What is North Carolina's key challenge?**

In a more demographically diverse state, a key challenge will be educating residents to function well in an ever-changing, more technological environment.

### **What is the most important role for foundations in helping build the N.C. economy?**

Foundations can serve two important and complementary roles to build North Carolina's economy. They can provide resources to support innovation and help ensure that all North Carolinians are able to enjoy economic opportunity under just and fair rules.

### **What is something people don't know about you?**

I enjoy reading novels, especially crime fiction and suspense thrillers.

### **Key 2018 accomplishment?**

The successful launch and implementation of All for NC, a new framework for grantmaking and learning. All for NC has three major strategies: a State-Level Systemic Change strategy; a Community-Based Strategy; and an Exploratory, Visionary Ideas Strategy. Through this new framework, the foundation will continue to invest millions of dollars annually into improving North Carolina.

### **What do you enjoy most about your work?**

The Z. Smith Reynolds Foundation is dedicated to improving the quality of life for all North Carolinians. I enjoy working with the foundation's trustees and my colleagues to help ensure that the foundation fulfills that wonderful mission every day.



**POWER 100**

## VIVIAN HOWARD

KINSTON KINGPIN

40, RESTAURANT OWNER,  
COOKBOOK AUTHOR AND  
TV PERSONALITY

KINSTON

Her acclaimed documentary series *A Chef's Life* wrapped up after five seasons, but the Kinston restaurateur will be back in front of the camera later this year in another yet-to-be-titled PBS show. Her first cookbook, *Deep Run Roots*, has racked up numerous awards since its release in 2016. After Hurricane Florence battered eastern N.C. in September, Howard launched a T-shirt fundraiser for rural Jones County.

## DALE JENKINS

BRIDGE GAPPER

62, CEO, MEDICAL MUTUAL HOLDINGS  
RALEIGH

The head of a large, physician-owned medical malpractice insurer and chairman of UNC Health Care, Jenkins earns praise from often-conflicting hospitals, doctors and others. He had a key role in the proposed partnership between UNC Health Care and Atrium Health that fizzled under pressure from state lawmakers. While the deal to create a \$14 billion, locally controlled behemoth was abandoned, health care disruption is here to stay, he says.

## MICHAEL JORDAN

HOOPS HONCHO

55, MAJORITY OWNER,  
CHARLOTTE HORNETS  
CHARLOTTE

Rebranding the Charlotte Bobcats back to the original Hornets ahead of the 2014-15 season seems to be paying off. In February 2018, the Hornets were worth \$1.05 billion, up 35% from the previous year, according to *Forbes*. Jordan paid a reported \$175 million for his stake in 2010. Challenges remain, with attendance down from its peak in 2015-16 and disagreements over retaining or trading star player Kemba Walker. In recent years, Jordan has made big donations to the National Museum of African-American History in Washington, D.C., and to establish medical clinics in underserved areas of Charlotte. Last year, he gave \$2 million to his hometown of Wilmington for Hurricane Florence recovery efforts.

## STAN KELLY

CORE PLAYER

61, CEO, PIEDMONT TRIAD  
PARTNERSHIP  
GREENSBORO

After leaving a banking career of more than 30 years, Kelly has a key role in rewing growth in the state's third-biggest metro area. Recent successes include a \$400 million Publix Super Markets distribution center in Greensboro that will employ 1,000

# JIM HANSEN

CHAMBER CHAMP

40, REGIONAL PRESIDENT, EASTERN CAROLINAS MARKET,  
PNC FINANCIAL SERVICES  
RALEIGH

### Alma maters

N.C. STATE UNIVERSITY, B.S.

UNC CHAPEL HILL, MBA

**H**ansen oversees PNC's operations in the eastern half of the Carolinas, where predecessors including Planters, Centura and RBC have operated banks since the 19th century. He also chairs the Greater Raleigh Chamber of Commerce and is chair-elect of the Research Triangle Regional Partnership. Pittsburgh-based PNC, which gained a foothold in North Carolina after acquiring Royal Bank of Canada's U.S. business in 2012, was the sixth-largest bank in the state based on market share as of June 30, with deposits topping \$8.3 billion. Hansen grew up in Winston-Salem.

### What is North Carolina's key challenge?

The opportunity gap between rural and urban areas, talent, branches and investments throughout the state, and we must find economic success for all North Carolinians. This requires access to educational opportunities starting with high-quality pre-K education, followed with the ability to find a good job wherever someone wants to live.

### What was your proudest moment in 2018?

There are many this year, including working with [other N.C. business leaders] to open up 3,500 more pre-K seats; serving as the chair of Greater Raleigh Chamber of Commerce board; and opening a PNC branch at N.C. State. But one moment stands out: PNC provided a mortgage-free home in eastern N.C. to a military veteran and war hero.

### What advice do you share with newcomers?

Build relationships throughout the company. Do what's right for the customer long-term. Be curious, and look to lead whether it's in your title or not.

### Share an insight about your community?

Most know that the Research Triangle region works well together and is an education hub. What people may not realize is that our many unique industries built around leadership in tech and entrepreneurship are starting to converge in many ways in this new economy, such as the intersection of biopharma, data analytics and cloud computing to serve the health care industry. This is exciting for our region's future.

### What is something people don't know about you?

With a few of my [UNC Chapel Hill] Kenan-Flagler MBA classmates, I shared in the enjoyment of eating some scorpions cooked by a street vendor in Beijing.

### What was your favorite travel experience in 2018?

With children who are 13 and 9, travel is a great family adventure. Our favorite trip was to the Southwest, exploring Sedona, Ariz., the Grand Canyon and southern California.



**POWER100**

# GREG KEITH

SHOOTING STAR

63, PRESIDENT AND CEO,  
THE KEITH CORP.  
CHARLOTTE



## Alma mater

WAKE FOREST UNIVERSITY,  
B.A., J.D.

The developer made news in December by buying 105 acres in Research Triangle Park from GlaxoSmithKline. The project could include either a single corporate headquarters or a multibuilding development. Before he and his father, Graeme, started their firm in 1989, the younger Keith was known for his basketball skills: he averaged 30 points a game as a high-school senior, then later played at Georgia and Wake Forest. More recently, he's gained fame as the father-in-law of professional golfing star Webb Simpson. Keith Corp. has developed more than 23 million square feet of real estate, topping \$2.5 billion in value, in 34 states.

## What is North Carolina's key challenge?

The political climate.

## What is something people don't know about you?

I love to read.

## Who has had the biggest influence in your career?

Jesus Christ. My personal relationship with Christ influences everything I do in my business, as well as personal life, each and every day.

## Key 2018 accomplishment?

Celebrating the ongoing success of The Keith Corp. as we begin our 30th year in business in 2019.

## What advice do you share with newcomers?

Be creative, and think outside the box. Be a problem solver!

# JOHN KANE

RAISING RALEIGH

65, FOUNDER AND CEO,  
KANE REALTY  
RALEIGH



## Alma mater

WAKE FOREST UNIVERSITY, B.A.

Kane's projects in Raleigh span from the redeveloped North Hills to downtown's warehouse district to Peace, a retail and residential project on the edge of downtown that will be anchored by a Publix grocery store. His company opened the Stanhope apartment complex near N.C. State University in 2015, setting a new standard for the campus neighborhood. The Dillon, a 17-story mixed-use project, held its grand opening in October; that same month, the *Raleigh News & Observer* reported Kane had submitted a rezoning petition for an adjacent tower. Also in the works are a 20-story office tower at North Hills, expected to open in 2020, and the Walter Tower, a 33-story building that will include a boutique hotel and apartments. Before entering the capital city, Kane started his development career by organizing an investor group to buy a shopping center in Greenville. He serves on the executive board of the Economic Development Partnership of North Carolina and is immediate past chairman of the Research Triangle Regional Partnership.

## What are North Carolina's key challenges?

Addressing the needs of our rural counties and providing adequate transportation options for the urban areas.

## Share an insight about your community.

The continued growth of Wake County is a phenomenon that is a blessing and a challenge.

## What is something people don't know about you?

I was born in Roxboro.

## What is a key accomplishment in the last year?

Completing the Dillon project in the warehouse district, completing Park Central at North Hills and starting the Peace project at Peace and West streets in downtown Raleigh.

## What do you enjoy most about your work?

The recycling and re-creation of areas in our market that need to be repurposed.

# JOHN MCCONNELL

IRONS IN THE FIRE

69, PRESIDENT AND CEO,  
MCCONNELL GOLF  
RALEIGH



## Alma mater

VIRGINIA TECH, B.S.

**A**fter building and selling two medical-records software companies for a combined \$1.2 billion, McConnell started his golf business by taking over Raleigh Country Club for about \$6 million in 2003. McConnell Golf now owns or manages 14 courses from Knoxville, Tenn., to Myrtle Beach, S.C. The business employs more than 1,000 people.

### What are North Carolina's key challenges?

Building infrastructure to keep up with growth in population, and finding ways to bring better jobs to rural N.C.

### What is the most interesting issue in the golf business right now?

Figuring out which clubs will survive in a saturated market and how can we grow the game to attract new participants.

### What is something people don't know about you?

My business success began by my being fired by another employer. That created my desire to become an entrepreneur.

### Key 2018 accomplishment?

We renovated the golf course at Charlotte's Providence Country Club, which was well-received by members. [The course was acquired in 2016.] McConnell Golf invested nearly \$5 million in capital projects at our clubs in 2018.

### What do you enjoy most about your work?

I enjoy working with our employees, enhancing the properties and seeing members smile, having fun at our clubs while creating memories.

and a FedEx expansion at Piedmont Triad International Airport creating 400 jobs. He also kicked off the group's new branding strategy, called Carolina Core, that will promote industrial megasites from Winston-Salem to Fayetteville. Kelly serves on the N.C. State University board of trustees.

## DAVID KING

TEST TAKER

62, CEO, LABCORP  
BURLINGTON

King presides over 60,000 worldwide employees, including 3,100 in Alamance County, apparently pretty well. LabCorp made *Fortune* magazine's most-admired companies list for 2018, while human rights groups for workplace equality gave it top ratings. A lawyer with an approachable style, King became CEO in 2007 after joining the company in 2001. It tests 2.5 million patient samples a week and conducts drug clinical trials in 100 countries. While many corporate headquarters are fleeing small cities, King told WRAL TechWire that LabCorp won't leave Burlington as long as he is in charge.

## KELLY KING

LEADERSHIP LEADER

70, CEO, BB&T  
WINSTON-SALEM

Four and a half decades after starting in BB&T's management-training program and after a decade as CEO, the East Carolina University MBA is poised to notch

one last major acquisition before retiring. While it hasn't made a big bank purchase since April 2016, improving profits give BB&T plenty of firepower. King's devotion to the Triad was evident last year when BB&T launched its \$35 million Leadership Institute in Greensboro. The CEO pledged that it would be the world's best corporate training program. Who needs Harvard?

## CLARK KINLIN

GOOD OPTICS

59, EXECUTIVE VICE PRESIDENT,  
CORNING  
CHARLOTTE

Since 2008, the Harvard MBA has been the company's top executive in North Carolina, where it employs more than 4,000. His \$3.5 billion optical-communications division makes up more than a third of Corning's sales. The unit will open its new 650-person headquarters in Charlotte this year. Its former home, Hickory, got a consolation prize in August when Corning announced a \$60 million plant.

## FRED KLEIN

QUEEN CITY KINGPIN

72, SENIOR MANAGING PARTNER,  
CHILDRESS KLEIN  
CHARLOTTE

When Duke Energy decided to build a 39-story downtown office building in Charlotte, it tapped the firm that has developed much of the Queen City since the '70s. Klein, who formed his business with

Atlanta-based Don Childress in 1988, also sold a portion of its hugely popular Waverly mixed-use project in south Charlotte to a Denver private-equity group for nearly \$70 million.

## DOUG LEBDA

WEB WIZARD

48, CHAIRMAN AND CEO,  
LENDINGTREE  
CHARLOTTE

Lebda has overseen eight acquisitions since 2016, including the \$300 million October purchase of Seattle-based QuoteWizard, which provides insurance leads. Next, LendingTree plans to buy personal-finance website ValuePenguin.com for \$105 million. The Bucknell graduate founded LendingTree in 1996. The company reaffirmed its commitment to its hometown in December, when it announced 436 jobs and a \$26 million investment by 2023.

## TOM LOONEY

SCHOOL BOSS

66, RETIRED TECHNOLOGY EXECUTIVE  
CARY

Since retiring in 2015 after 41 years at IBM and Lenovo, the Xavier University MBA has been a leader in connecting business and education interests. As chair of the Wake Technical Community College board, he helped promote a \$350 million bond issue and recruit Scott Ralls as president. As chair of the N.C. School of Science and Mathematics, he's overseeing the addition



of a \$78 million Morganton campus. He also is a director at the N.C. Coastal Federation and Durham-based Trill A.I., an artificial-intelligence startup.

## MARY MACK

### HOT SEAT

56, SENIOR EXECUTIVE VICE PRESIDENT, WELLS FARGO  
CHARLOTTE

Wells Fargo welcomed 34-year industry veteran Mack to her new job as chief of community banking in 2016 amid one of banking industry's nastiest scandals. Since then, the bank has agreed to pay more than \$4 billion in settlements related to setting up fraudulent accounts and levying improper loan and mortgage charges. The most recent settlement involved \$575 million to be paid to all 50 states and the District of Columbia. The Davidson College graduate has overseen a corporate mea culpa that has included firing more than 5,000 people, eliminating sales goals that prompted employee abuse, and setting up technology to flag bad behavior. Called the "No. 1 Woman to Watch" in U.S. banking by *American Banker*, she oversees more than 107,000 bank employees.

## JAMES "CHIP" MAHAN III

### HOLDING PATTERN

67, CEO AND CHAIRMAN,  
LIVE OAK BANCHARES  
WILMINGTON

Long considered a banking industry innovator, Mahan has had better years. Live Oak's shares sunk 50% in the last five months of 2018 after the bank said it will hold on to more of its loans rather than selling them. While analysts branded it a riskier strategy, the Washington & Lee University graduate says it will produce more predictable earnings. Mahan also hired former Goldman Sachs partner Huntley Garriott as the bank's president.

## TODD MANSFIELD

### FERTILE CRESCENT

60, CEO, CRESCENT COMMUNITIES  
CHARLOTTE

In 2018, the ex-Disney executive handed over the ownership keys to Japan's Sumitomo Forestry, which invested more than \$750 million including debt assumption. Founded by Duke Energy in 1963 to manage timber and real estate, Crescent was owned by private-equity groups since 2010. Backing from a capital-rich company provides more firepower to expand in Atlanta, Dallas, Nashville and other cities. Its flagship Charlotte project, the 26-story Ally Charlotte Center, is expected to open in 2021.

# PIERRE NAUDÉ

### COASTAL CLIMBER

60, CEO, NCINO  
WILMINGTON

#### Alma mater

UPPER IOWA UNIVERSITY, B.S.

Since the South African moved to the U.S. in 1987, he's focused on financial technology. As nCino's CEO since 2012, he's joined co-founder Chip Mahan of Live Oak Bancshares to develop one of the nation's fastest-growing fintech companies. Making the loan-making process more efficient has helped attract \$150 million in capital from Wellington Management, Insight Venture Partners, Salesforce Ventures and others. nCino's payroll has more than tripled to about 600 in the last three years. Most of them work in Wilmington.

#### What is North Carolina's key challenge?

In my travels around the country, I've found that many people outside of North Carolina vastly underestimate our great state. This is an issue not with North Carolina, but with branding and perception. A key challenge will be to change that perception, which will help us attract innovative companies due to our great quality of life, favorable business climate and access to strong talent.

#### What is your proudest moment?

When I see individuals at nCino do great things, I feel an incredible sense of pride in the company we've built. If you create a culture where people can thrive and grow, it doesn't matter what educational or social background they have. The only thing that matters is what they can accomplish today, and how we as a company can give them the tools and support to succeed. Our people combined with our culture has been a sort of grand social experiment, and it has created extraordinary results.

#### What advice do you share with newcomers?

Embrace our culture of empowerment, take informed risks and pursue your dreams.

#### Share an insight about your community.

Wilmington isn't actually a "beach town." Rather, it's a great, medium-sized city that happens to be near the beach. As such, it offers the infrastructure, talent and resources to build a successful, innovative company.

#### What is something people don't know about you?

I came to America from South Africa when I was 29 with my wife and our 8-month-old baby. I started out as a programmer and business analyst, and those skills helped me establish myself and find my purpose. I've traveled all over the world, but I've found that nothing compares to the energy, drive and opportunity in America.



**POWER100**

## MICHAEL MARSICANO

### STRONG FOUNDATION

62, PRESIDENT AND CEO, FOUNDATION FOR THE CAROLINAS  
CHARLOTTE

Much of what happens in Charlotte civics crosses the desk of the top exec at a \$2.5 billion foundation. He gained his post in 1999 after 10 years of leading the city's arts council. Key initiatives include renovating the Queen City's historic Carolina Theater and promoting more affordable housing. Marsicano, who received \$673,000 in compensation in 2016, according to the foundation's latest filing, has a Ph.D. from Duke University.

## MIKE MCGUIRE

### MIKE'S MAGIC

59, CEO, GRANT THORNTON INTERNATIONAL  
CHARLOTTE

The chief whip-cracker for a 59-office network of accountants was named one of the country's best executives to work for by job-recruiting website Glassdoor, based on anonymous surveys in which 92% of his staffers gave him a pat on the back. CEO since 2014 and a fixture of Charlotte civic affairs, McGuire heads a company that also made best-place-to-work lists, got high marks for corporate equality and women execs, and not least, for how well it minds its clients' business. Revenue in fiscal 2018 increased 3.4%, topping \$1.8 billion.

## ABHISHEK MEHTA

### DATA DENIZEN

41, CEO, TRESATA  
CHARLOTTE

Tresata might be the most valuable N.C. startup you've never heard of: In October, a \$50 million investment by New York-based private-equity firm GCP Capital Partners valued the company at \$1 billion. Mehta co-founded Tresata in 2010; the software firm uses data analysis to help companies solve business problems. Last spring, Tresata committed \$2 million to UNC Charlotte to encourage health care entrepreneurship. The New Delhi, India, native also created hackathonCLT, which in its sixth year brought together more than 1,000 techies to study solutions to the city's economic-mobility problem.

## RICHARD MOORE

### CENTURY MARKER

58, CEO, FIRST BANCORP  
SOUTHERN PINES

In his 6 1/2 years as CEO, the former state treasurer has built the state's largest community bank with a series of acquisitions, aided by President Mike Mayer, who helps lead day-to-day operations. A key effort last year was integrating Asheville-based ASB Bancorp. The bank has more than 100

# TOM NELSON

### WALLED IN

56, CHAIRMAN AND CEO,  
NATIONAL GYPSUM  
CHARLOTTE



### Alma maters

STANFORD UNIVERSITY, B.S.  
HARVARD UNIVERSITY, MBA

This marks Nelson's 20th year leading the second-largest U.S. maker of gypsum wallboard, with 18 plants, including a 45-employee Wilmington site that reopened last year. The company was acquired in 1995 by his father-in-law, C.D. Spangler Jr., who died in July at age 86. His wife, Anna Spangler Nelson, is on the UNC System Board of Governors. If you see Nelson at Taco Bell or KFC, there's a reason: He's on the board of the Yum! Brands restaurant company. Closer to home, he's on the Atrium Health Board of Commissioners.

### What is North Carolina's key challenge?

Increasing third-grade reading proficiency, an educational milestone that greatly impacts whether a young student will succeed in school and the workforce. Studies have shown that students who can't read on grade level by third grade are four times more likely to leave high school without a diploma than proficient readers. Laying the foundation for reading proficiency starts with participation in a high-quality pre-K program, such as NC Pre-K. A group of North Carolina CEOs will be asking for continued increased funding to allow more eligible children to have access to NC Pre-K and will recommend changes needed to break down the barriers to expansion.

### What is something people don't know about you?

In 1992, I was one of 15 people selected for a White House fellowship, which began under President George H.W. Bush. During the fellowship, I was assigned to the Defense Department, where I served as an assistant to the secretary of defense for special projects. There, I worked for some remarkable leaders, including Defense Secretaries Dick Cheney and William Perry and Chairman of the Joint Chiefs of Staff Gen. Colin Powell.

### Key 2018 accomplishment?

Reopening our Wilmington plant was very gratifying. In only six months, our engineering and manufacturing teams had the plant ready for production with new equipment and advanced technology. During this process, National Gypsum created many new lucrative jobs at the plant.

### What advice do you share with newcomers?

Come with your ideas and energy, and a willingness to serve our customers and be a contributor to our collaborative culture. Many come to us looking for a job, and they end up staying for a career.

# VINCENT E. PRICE

BLUE DEVIL BOSS

61, PRESIDENT, DUKE UNIVERSITY  
DURHAM



## Alma maters

SANTA CLARA UNIVERSITY, B.A.  
STANFORD UNIVERSITY,  
MASTER'S, PH.D.

**T**he former provost of the University of Pennsylvania became Duke's 10th president in 2017, succeeding Richard Brodhead. Price leads one of the nation's most selective schools — the class of 2022 had an 8.6% acceptance rate, and Duke is tied for No. 8 on *U.S. News & World Report's* list of top U.S. universities. Duke has made significant investments in Durham's downtown business district, where it has 4,000 employees. He also led last year's launch of an undergraduate program in Kunshan, China.

## What is North Carolina's key challenge?

Economic empowerment. We are fortunate in North Carolina to have been among the leaders of the digital revolution, and cities like Durham are thriving. But we will have to work hard to ensure that the benefits of this success are felt by everyone who calls our state home.

Duke and other institutions of higher education have a responsibility and an opportunity to help improve the lives of our neighbors through research, health care and community engagement.

## What has been your biggest surprise about the state since you moved here?

My wife, Annette, and I were told to expect incredible friendliness and a strong sense of community, and we've found both in great supply. We weren't entirely prepared for the natural beauty of the state. We've loved exploring the mountains and the beaches, which are just a couple of hours from our front door in Durham. Few places have such a wealth of natural beauty within such ready reach.

## What is something people don't know about you?

I thought at one point I might pursue theater — among my first loves were writing and acting.

## Key 2018 accomplishment?

I'm very excited about what we're doing to engage with our city. I've often said that Duke wouldn't be Duke without Durham, and we are recognizing that this can be a truly reciprocal relationship. Through our community health initiatives, our redevelopment of the Chesterfield cigarette factory into a cancer-research center and our innovative collaborations with Durham Public Schools, Duke is striving to be an even more engaged citizen of the city.

branches, \$5.2 billion in assets and \$4.3 billion in deposits. After gaining more than 40% in 2017, the bank's shares declined about 10% last year, much less than the industry average. Such outperformance means less pressure for Moore to return calls from larger rivals itching to expand in North Carolina.

## DAVID MORKEN

BAND LEADER

49, CEO, BANDWIDTH

RALEIGH

What stock-market slump? Bandwidth shares traded above \$40 in early January, more than double its IPO price of \$20 per share in November 2017. Morken, a Marine veteran with a law degree from Notre Dame, co-founded the communications software company in 1999 and is chairman of spinout Republic Wireless. President John Murdock and board member Henry Kaestner, a co-founder, recently resigned, but that hasn't slowed Bandwidth's expansion plans: A securities filing in January showed the company is adding 30,000 square feet at its Centennial Campus headquarters at N.C. State.

## WARD NYE

ROCK STAR

56, CEO, MARTIN MARIETTA MATERIALS

RALEIGH

Last year's Hurricane Florence in the Carolinas and record rains in Texas — Martin Marietta's biggest state in sales — tested the leader of the construction-materials giant that operates in 27 states, the Bahamas and Canada. Shares declined more than 20% with an expected windfall from increased infrastructure spending failing to materialize. Still, the stock has more than doubled since Nye became CEO in 2010. A graduate of Duke University with a law degree from Wake Forest, Nye is leading the search to replace NC Chamber CEO Lew Ebert, who resigned last year.

## TODD OLSON

SOFTWARE SAVANT

43, CEO, PENDO

RALEIGH

The Carnegie Mellon University grad worked for several software companies before founding Pendo with three colleagues in 2013. The software firm has raised \$106 million from investors since 2015 and has more than 800 customers, including nearly 300 added in the fiscal year that ended in January 2018. With Red Hat, Realtor.com and others as clients, the Raleigh company plans to add nearly 600 employees to its downtown workforce of 171 over the next five years, part of a \$34.5 million investment.

## TOM PASHLEY

### PINING FOR SUCCESS

49, PRESIDENT, PINEHURST RESORT

PINEHURST

There's nothing stuffy about what the Duke MBA is doing at North Carolina's most famous golf venue. Last year, *Golf Magazine* rated its redesigned No. 4 course as the nation's best new course open to the public, while the company's new craft-beer parlor opened in the village's former steam plant. Pashley has worked at Pinehurst since 1997, serving as president since 2014.

## RON PAULUS

### GOING PUBLIC

56, CEO, MISSION HEALTH

ASHEVILLE

The physician with a Wharton MBA concluded Mission's \$1.4 billion in annual revenue was too small to compete, so his top-rated system agreed to sell to for-profit HCA Health Care for \$2 billion, including \$430 million in capital spending. N.C. Attorney General Josh Stein approved the plan in mid-January. Paulus could lead Nashville, Tenn.-based HCA's regional expansion. After six years on the UNC Asheville board, he stepped down last year.

## ART POPE

### "ART" OF THE DEAL

62, CHAIRMAN AND CEO, VARIETY WHOLESALERS

HENDERSON

Proving size doesn't always matter, the parent of Roses and Maxway discount stores won a notable legal victory in October when the family-owned business prevailed in a federal trademark-infringement dispute with retailing giant Walmart. The matter, with more than \$30 million at stake, involves branding of a grilling-products line. The former state representative and budget director also chairs his family foundation, which last year committed \$10 million to his alma mater, UNC Chapel Hill, half earmarked for cancer research. Pope has a law degree from Duke University.

## MICHAEL PRAEGER

### MAKING HIS PAYMENT

53, CEO, AVIDXCHANGE

CHARLOTTE

Now leading one of the fastest-growing technology companies in the country, Praeger helped found Charlotte-based unicorn AvidXchange in 2000. The accounts-payable automation company was valued at \$1.4 billion in mid-2017 and has attracted \$540 million in capital since 2015. AvidXchange in December announced plans to expand its corporate headquarters in Charlotte by adding more than 1,200 jobs. Prior to founding AvidXchange, the Georgetown and MIT

# NIDO QUBEIN

### CAN-DO KING

70, PRESIDENT, HIGH POINT UNIVERSITY

HIGH POINT



#### Alma maters

HIGH POINT UNIVERSITY, B.A.

UNC GREENSBORO, MASTER'S

**T**his man doesn't quit. In September, he and wife, Mariana, broke ground for a \$120 million arena, hotel and conference center bearing their names, one of 100 or so campus buildings added since he arrived in 2005. He also welcomed 1,500 new students, a record freshman class. The Lebanese transplant spends considerable time on projects including serving as a director at BB&T, La-Z-Boy and Great Harvest Bread Co., and co-chairman of the Piedmont Triad Partnership, while also leading downtown High Point's revitalization.

#### What is North Carolina's key challenge?

To attract more big industries to our megasites, create an abundance of jobs and show the world North Carolina's "can-do" spirit. As co-chair of the Piedmont Triad Partnership, we work diligently every day to promote the Carolina Core region and leverage the collective force of our communities.

#### Share an insight about your community.

The city of High Point and the Triad region are entrepreneurial and innovative communities. As honorary chairman of the Wyndham PGA tournament, I marvel at the dedication and support so many provide to ensure the success and impact of this international event. As chairman of High Point's Downtown Transformation Board, I'm blessed to see the major transformation taking place in center city, including a collaborative think tank for the furniture industry, a baseball stadium, a children's museum, an events center and new furniture ventures. The stewardship and philanthropy of High Pointers continue to carry us forward.

#### What is something people don't know about you?

I start my day at 4 every morning, drink some Turkish coffee, read and study, and then walk for an hour. Consequently, I'm in bed by 9 p.m.

#### Key 2018 accomplishment?

Raising \$58 million in philanthropic funds for High Point's downtown revitalization and securing an additional \$50 million investment for apartments and a hotel. And, of course, announcing two more academic schools [engineering and undergraduate sciences] and several new buildings at High Point University.

#### What do you enjoy most about your work?

Leading a premier life-skills university and partnering with faculty and staff to prepare our graduates for the world as it is going to be. As a "God, family, and country" school, we nurture students toward a growth mindset and encourage them to invest one-third of their life in earning, one-third in learning and one-third in serving.

# PAT RILEY

REAL-ESTATE ROYALTY

67, CEO, ALLEN TATE  
CHARLOTTE



## Alma mater

INDIANA UNIVERSITY OF  
PENNSYLVANIA, B.S.

Being the nation's 10th-biggest residential real-estate firm wasn't enough for Riley, who formed a joint-venture of his 47-office business with Pittsburgh-based Howard Hanna Real Estate Services, the third-largest and leading home seller in New York, Ohio and Pennsylvania. Size matters in capital and raising awareness, says Riley, who joined the business in 1992 and became CEO in 2015. He and the Tate family retain equity in the combined firm.

## What is North Carolina's key challenge?

Infrastructure, including transportation, sewer, water, air quality, school performance and open space. Growth is a beautiful thing but has to be tied tightly with proper planning and funding. Few generations can create something special. Most states and cities are rehabbing, rebuilding, and reinvesting. We just have to do it right from the start and learn from others' mistakes so that future generations look back and say we had our act together.

## Share an insight about your community.

Having served on many nonprofit boards, we are a caring people, and we are all-in for doing the right things for all people.

## What has been your biggest surprise about the state since you moved here?

I grew up in Lancaster, Pa., and served and chaired the planning commission for many years. The push and pull between the Amish and tourism, business development and growth — all the while preserving the beauty — was a constant give-and-take and arm-wrestle. It was no different then than the competing issues we are facing here.

## What was your proudest 2018 moment?

Working with [Raleigh-based nonprofit] Best NC to reform, step-by-step, some of the building blocks to move our public schools ahead. Two examples include promoting leadership development for principals and mentoring for teachers.

## What do you enjoy most about your work?

Giving back to the community is, and always will be, at the root of our legacy. We concentrate on public education, United Way agencies and the arts, because they ensure that home values appreciate and newcomers will continue to come. We make a difference in people's lives with, in most cases, the biggest thing they possess: their home. It is a huge responsibility, and we've been involved in 22,000 transactions stretching from the Triangle down to Seneca, S.C. That's my passion internally and externally: making a difference in the lives of our clients and team members.

grad spent 20 years establishing, managing, merging and selling technology and web-services companies.

## JULIAN RAWL

CARY CAPTAIN

66, CO-OWNER, PRESTON  
DEVELOPMENT  
CARY

## TIM SMITH

CHATHAM CHIEF

69, CO-OWNER, PRESTON  
DEVELOPMENT  
CARY

Their 7,000-acre, 22,000-home Chatham Park complex will take decades to materialize, though landing Amazon.com's second headquarters would have sped the process. That didn't happen, but local officials have approved a project with apartments, offices and a hotel, joining existing retail and medical tenants. Backing from software billionaire Jim Goodnight and their track record in Cary gives big credibility to the duo's plans.

## ERNIE REIGEL

CHAMBER CHOOSER

61, PARTNER, MOORE & VAN ALLEN  
CHARLOTTE

When leaders of the Charlotte Chamber and Charlotte Regional Partnership needed someone to unite the groups and find a new leader, they turned to the Davidson College graduate and corporate lawyer as transition chief. The new Charlotte Regional Business Alliance will be challenged with balancing the interests of Charlotte/Mecklenburg with 15 other nearby counties. Reigel, who isn't a candidate, chaired the largest Charlotte-based law firm for 15 years before stepping down last January. He and his two sons played basketball at Davidson.

## PAT RODGERS

NOT STANDING PAT

71, CEO, RODGERS BUILDERS  
CHARLOTTE

Again in 2018, the contractor seemed to top out another health, education or commercial project weekly. Highlights included Winston-Salem State University's \$53 million science building; Central Piedmont Community College's biggest building ever, a 154,000-square-foot classroom complex; and Vidant Health's \$174 million Greenville cancer center. Rodgers joined the family business as a receptionist in 1972 and rose to CEO in 1987. Last year, the Charlotte World Affairs Council gave her its annual World Citizen award.

## BILL ROPER

FILLING THE VOID

70, INTERIM PRESIDENT, UNC SYSTEM  
CHAPEL HILL

Maybe pain keeps him young. The CEO of UNC Health Care took a battering last year for promoting a partnership with Charlotte-based Atrium Health — critics accused him of selling out. Alas, the proposed combination fell apart. When UNC System President Margaret Spellings decided to move on after three years in Chapel Hill, the board picked Roper to take charge, starting in March. It showed the respect the University of Alabama-trained physician has built over his 21 years at UNC. He sits on the boards of DaVita and Express Scripts.

## SEPIDEH SAIDI

PROJECT MANAGER

56, CEO AND PRESIDENT, SEPI  
ENGINEERING AND CONSTRUCTION  
RALEIGH

An Iran native who moved to Raleigh in 1978, the N.C. State University graduate has built a company with more than 310 people at offices in the capital, Charlotte and Wilmington. Much of the firm's business involves projects with the N.C. Department of Transportation, where she worked for 12 years before starting her firm in 2001. Saidi is the sole female on the RDU Airport Authority and a member of the NC Chamber's board.

## JUDE SAMULSKI

GENETIC CONDITION

65, DIRECTOR, GENE THERAPY  
CENTER, UNC CHAPEL HILL  
CHAPEL HILL

In 1993, UNC Chapel Hill's \$430,000 grant enticed Samulski from the University of Pittsburgh. Since then, the molecular biologist has become a research superstar, studying the use of transplanted normal genes to fight genetic diseases. He holds more than 200 patents, and in 2016 sold Bamboo Therapeutics, created to advance his work, to Pfizer Inc. The deal could eventually be worth more than \$600 million. That same year, Samulski met with Pope Francis at a blessing of children suffering from rare neurological diseases.

## STEVE SHOWFETY

HIGH FLYER

71, PRESIDENT, KOURY CORP.  
GREENSBORO

For two decades the East Carolina University graduate has led the developer whose interests include Four Seasons Town Centre mall and Grandover Resort & Conference Center, which completed a \$10 million renovation last year. He also helps keep Piedmont Triad International Airport aloft, serving as chairman since 2014. Sign-

# GERALD ROACH

WAKE RUNNER

60, MANAGING PARTNER,  
SMITH ANDERSON  
RALEIGH



### Alma mater

WAKE FOREST UNIVERSITY,  
B.A., J.D.

Leading the largest Triangle-based law firm and advising on mergers and capital raisings to-

taling billions of dollars is his day job. But Roach also exerts influence as chairman of the board of trustees at Wake Forest University, where his wife, Stephanie, and two children also are graduates. He's also leading a multimillion-dollar fundraising campaign at White Memorial Presbyterian Church.

### What is North Carolina's key challenge?

The state is a national leader in economic growth, and that is going to continue over the next decade. Our challenges are to take advantage of that growth in a way that benefits rural counties as well as urban ones, provide infrastructure for growth, and have business leaders involved in promoting bipartisanship to enable N.C. to put its best foot forward.

### Share an insight about your community.

The Triangle is remarkably diverse and inclusive. I would like to think the friendly Southern culture and N.C.'s progressive attitude over the last 75 years bring out the best in everyone. We need to continue to promote discourse and not discord.

### What is something people don't know about you?

I used to officiate football. I love to water ski. I like chick flicks.

### Key 2018 accomplishment?

Does being a new grandfather count? Working as a team to raise \$20 million at church to address the needs of future generations of our members and our community.

### What advice do you share with newcomers?

Have a good heart. Build relationships. Know what you don't know. Seek other views. When feasible, make decisions incrementally. Focus on excellence rather than success. Attitude and outlook matter.

### What do you enjoy most about your work?

The people I work with inside and outside the firm and the platform Smith Anderson provides to be involved in other interests that matter.

ing discounter Spirit Airlines was a highlight last year for PTI, which says it has a \$2 billion annual economic impact.

## JIM SHUFORD

TAPE TITAN

52, CEO, STM INDUSTRIES  
HICKORY

## STEPHEN SHUFORD

STICKING WITH IT

50, CEO, SHURTAPE  
TECHNOLOGIES  
HICKORY

In December, the family-owned business formed in 1880 announced plans for a \$31.4 million Shurtape manufacturing and distribution plant that will create 100 jobs in Catawba County. It's the latest expansion for a fifth-generation business that is the world's second-largest tape maker, trailing only 3M Corp. The company's 1,500-plus global employees make hundreds of kinds of tape, including Duck. The Shufords' philanthropy includes an \$18 million pledge to UNC Chapel Hill for business education.

## ANDREA SMITH

EFFICIENCY CZAR

51, CHIEF ADMINISTRATIVE  
OFFICER, BANK OF AMERICA  
CHARLOTTE

Smith's job was created in 2015 because she was overseeing so many different projects involving efficiency, security, real estate and procurement. Last year she was given even more responsibility, including marketing, communications and data analytics. She's also stayed active civically, chairing the Charlotte Chamber in 2017 and co-chairing the My Future NC Commission, which is pressing for improved public education across the state.

## HARRY SMITH JR.

BOARD GAMER

48, REAL-ESTATE INVESTOR  
GREENVILLE

Smith left his day job in 2014, two years after selling his Washington, N.C.-based Flanders air-filtration company. His key influence today lies in his role as chairman of the 28-member UNC System Board of Governors, where he has pushed for improved graduation rates and more efficient operations. Smith succeeded Asheville lawyer Lou Bisette in July; his term runs through 2020. Marred by infighting, increased politicization, debate over the removal of the Silent Sam Confederate statue at UNC Chapel Hill and the resignations of Carol Folt and Margaret Spellings, the board has faced more public scrutiny. Tension between Smith and East Carolina University Chancellor Cecil Staton over

a student-housing project and other issues continues to simmer.

## DAVID STEVENS

SUNNY OUTLOOK

60, MID-SOUTH DIVISION  
PRESIDENT, SUNTRUST BANKS  
DURHAM

This year's N.C. Bankers Association chairman worked for 29 years at Wachovia and Wells Fargo before jumping to Atlanta-based SunTrust in 2010 to lead its central N.C. region. He was promoted to his current post in 2014, overseeing business in the Carolinas and Tennessee. The Elon University graduate is also an NC Chamber director. SunTrust had 118 N.C. offices and \$8.5 billion in deposits as of June 30, ranking fifth in the state.

## BEN SUTTON JR.

ATHLETIC SUPPORTER

60, FOUNDER AND CHAIRMAN,  
TEALL CAPITAL  
WINSTON-SALEM

Few have had more influence on collegiate athletics than the Murfreesboro native who helped build ISP Sports and, later, IMG College into a business valued at \$2.4 billion. He left IMG in 2015 and two years later formed a private-equity group whose investments include Winston-Salem's minor-league baseball team and other sports-related businesses, an energy-beverage company, and a Napa Valley winery. A graduate of Wake Forest University School of Law, Sutton's family foundation has given \$40 million to his alma mater and other area nonprofits.

## TIM SWEENEY

EPIC SUCCESS

48, CEO, EPIC GAMES  
CARY

The University of Maryland graduate created video games and wrote software as a Baltimore teenager, then opened his business in 1991. Epic, which officially moved to Cary in 1999, struck gold with Fortnite, a shooter game that grossed an estimated \$2.4 billion in 2018. Fortnite's success prompted a company valuation of almost \$15 billion in its most recent capital raising, according to *The Wall Street Journal*. *Forbes* estimates the boss' net worth to be \$1.8 billion. Chinese giant Tencent owns more than 40% of Epic.

## STEVEN TANGER

HE'S DEALIN'

70, CEO, TANGER FACTORY  
OUTLET CENTERS  
GREENSBORO

Nearly 189 million shoppers annually visit Tanger's 44 outlet centers, where occupancy rates have topped 95% for more than 25 years. Unlike traditional malls, outlet stores haven't faced the massive up-

heaval spurred by e-commerce. "In good times, people love a bargain, and in tough times, people need a bargain," the company said in a November presentation. The UNC Chapel Hill graduate succeeded his late father, Stanley, as CEO in 2009. His name recognition will rise upon completion of an \$85 million, 3,000-seat Gate City performing-arts center bearing his name. It is scheduled to open in 2020.

## DAVID TEPPER

THE NEW BIG CAT

61, OWNER, CAROLINA PANTHERS  
CHARLOTTE

The manager of \$14 billion in assets took his eyes off CNBC and Bloomberg long enough last year to buy the Carolina Panthers for \$2.3 billion. While the team's late-season collapse stunned fans, Tepper didn't take a wrecking ball to his new business, retaining Coach Ron Rivera. He also hired two veteran sports-business executives to run the team, knowing that NFL honeymoons are notoriously short.

## MIKE WALDRUM

CRITICAL CARETAKER

56, CEO, VIDANT HEALTH  
GREENVILLE

The University of Michigan MBA has pushed back hard against efforts by State Treasurer Dale Folwell to cut charges to members of the giant State Health Plan. He's organized grassroots support for the not-for-profit \$1.7 billion institution, which operates a regional medical center and seven community hospitals. He's also criticized Blue Cross and Blue Shield of North Carolina for using its influence to hurt N.C. hospitals. A critical-care physician, he came to North Carolina in 2015 after leading university hospitals in Tucson, Ariz., and Birmingham, Ala. He chairs the N.C. Healthcare Association board.

## ANDY WARLICK

TEXTILE TITAN

61, CEO, PARKDALE  
GASTONIA

To hear him tell it, America's manufacturing system is broken, which is why many textile companies have offshored or disappeared. But privately held Parkdale thrives with about 30 plants and distribution centers in the U.S., South America and Mexico. Warlick, who assumed the mantle in 2000 from textile legend Duke Kimbrell, his father-in-law, credits innovation and automation. He's also shown a conscience, pioneering zero landfill manufacturing and use of biodegradable materials. The Citadel grad is a minority owner of Michael Jordan's Charlotte Hornets.



# MICHAEL SMITH

TOWER POWER

50, PRESIDENT & CEO, CHARLOTTE CENTER CITY PARTNERS  
CHARLOTTE



## Alma maters

UNC CHAPEL HILL, B.S.  
NORTHWESTERN UNIVERSITY, MBA

In downtown Charlotte, cranes reign: In its 2018 annual report, the center-city booster group reported 5.1 million square feet of office space, 8,363 housing units and 2,276 hotel rooms planned or under construction. A spate of announcements near the end of the year, including new towers planned by Duke Energy and Lincoln Harris, and emerging development along the 9.3-mile light-rail extension will accelerate the growth. At the helm of the downtown organization is Smith, who has held the position since 2005 and received \$482,000 in compensation in 2016, the group's most recent filing shows. With this month's NBA All-Star Weekend and the Republican National Convention in 2020, Smith and his organization will be busier than ever.

## What is North Carolina's key challenge?

How we maintain the values and essence that have drawn us all to this state while growing exponentially. This is a first-world problem, but it will require intentionality. These are the challenges we normally face at the city-planning level, but we now must consider them at a statewide level as they present themselves in our approach to public education, inclusive economic development, affordable housing, congestion and natural-resource conservation.

## What is something people don't know about you?

Live music shows recharge my soul. I am constantly seeking out live music in a variety of settings — from breweries to intimate music halls to outdoor venues.

## Key 2018 accomplishment?

This decade will be center city's most prolific for residential, office and hotel construction. We will deliver more housing than the previous three decades combined and will increase our office supply by 42% and our hotel-room inventory by 73%.

## What do you enjoy most about your work?

I am able to bring my faith and belief system to work every day. This is mission-based work for me. It is a calling. I have an amazing board — some of the best minds in our city — and a talented staff that is the best in their respective fields. Because we are in the city-building business, everybody brings their A-game to our work.

## JIM WHITEHURST

MIXING RED AND BLUE

51, PRESIDENT AND CEO, RED HAT  
RALEIGH

Since joining the major distributor of open-source software and technology, Whitehurst has helped grow Red Hat's revenue from more than \$523 million in February 2008 to nearly \$3 billion for the fiscal year ending Feb. 2018. Red Hat is being acquired by tech giant IBM in a deal valued at about \$34 billion, the third-biggest in U.S. tech history. The Harvard MBA previously served as chief operating officer at Delta Air Lines.

## FRED WHITFIELD

GETTING BUZZED

60, PRESIDENT,  
CHARLOTTE HORNETS  
CHARLOTTE

Charlotte has been selected to host this month's 2019 NBA All-Star Weekend thanks in part to the Hornet head honcho and his push to repeal HB2, which required transgender people to use the bathroom of their gender at birth. Controversy over the so-called "bathroom bill"

had caused the NBA to rescind its selection of Charlotte as the site of the 2017 All-Star Weekend in favor of New Orleans. The weekend is taking place during the Hornets' 30th anniversary season and is expected to have an impact of about \$100 million. Whitfield, an N.C. Central University law school grad who has been president since 2006, has overseen the team's rebranding and arena renovations.

## EUGENE WOODS

WARD DEALER

54, CEO, ATRIUM HEALTH  
CHARLOTTE

While state officials blocked the combination of the state's biggest health care system with UNC Health Care, the Penn State MBA stayed busy in his third year in North Carolina by changing the not-for-profit's name, settling a federal antitrust lawsuit without admitting wrongdoing, unveiling a \$1 billion capital-projects plan, buying a Macon, Ga.-based hospital group and battling a couple of physician groups that disagreed with system policy. A former chairman of the American Hospital Association, Woods joined Best Buy's board last year.

## RANDY WOODSON

PACK ATTACK

61, CHANCELLOR, N.C. STATE UNIVERSITY  
RALEIGH

As N.C. State's profile rises amid demand for technology and life-sciences workers, so does Woodson's. He's the highest-paid chancellor in the UNC System at \$664,387 and last year received a contract extension through June 2023. Fundraising is a big part of Woodson's job leading the system's largest institution, which in mid-December said it had raised more than \$1.4 billion toward a \$1.6 billion capital-campaign goal. Woodson has a Ph.D. in plant physiology from Cornell University. He was provost at Purdue before coming to N.C. State in 2010.

# ICONS

There's influence, and then there's *serious* influence: These senior business leaders are no longer as active in day-to-day affairs but still wield enormous clout.

## JOHN ATKINS

DURHAM ARCHITECT, CIVIC ACTIVIST IN VARIOUS TRIANGLE AREA PROJECTS

## DON BEAVER

HICKORY NURSING-HOME KINGPIN OWNS CHARLOTTE'S MINOR-LEAGUE BASEBALL TEAM

## SMOKY BISSELL

VETERAN DEVELOPER WHO SOLD HIS BALANTYNE OFFICE PARK FOR \$1.2 BILLION TO NORTHWOOD INVESTORS

## ERSKINE BOWLES

CHARLOTTE INVESTMENT BANKER; DIRECTOR AT FACEBOOK, MORGAN STANLEY

## FRANK DANIELS JR.

VETERAN NEWSPAPER EXECUTIVE; PART OWNER OF *BUSINESS NORTH CAROLINA*

## DICK DAUGHERTY

RETIRED IBM EXECUTIVE AND LONGTIME PROMOTER OF RESEARCH TRIANGLE PARK

## PAUL FULTON

EX-SARA LEE PRESIDENT; LEADS GROUP FAVORING MORE HIGHER-ED SPENDING

## ALLEN GANT JR.

CHAIRMAN AND FORMER CEO OF TRIAD TEXTILE GIANT GLEN RAVEN

## BOYD GEORGE

CEO OF HICKORY-BASED ALEX LEE, OWNER OF LOWES FOODS AND MERCHANTS DISTRIBUTORS

## JIM GOODMON

CEO AND CHAIRMAN OF CAPITOL BROADCASTING, OWNER OF WRAL, DURHAM BULLS AND AMERICAN TOBACCO CAMPUS

## JOHNNY HARRIS

CHARLOTTE DEVELOPER AND CIVIC LEADER, HEIR TO THE MORRISON LAND FORTUNE

## BOB INGRAM

FORMER CEO OF GLAXO WELLCOME; PRIVATE-EQUITY INVESTOR IN HEALTH CARE

## LEON LEVINE

FOUNDER OF FAMILY DOLLAR STORES; NOW A PROMINENT PHILANTHROPIST

## BOBBY LONG

SOLD HIS LIFE-INSURANCE BUSINESS; BACKS MANY TRIAD PROJECTS AND EVENTS

## JAMES MAYNARD

FOUNDER OF GOLDEN CORRAL RESTAURANT CHAIN; PRIVATE-EQUITY INVESTOR

## HUGH MCCOLL JR.

RETIED CEO OF BANK OF AMERICA; CHARLOTTE'S MOST FAMOUS LEADER

## JIM MELVIN

EX-BANKER AND FORMER GREENSBORO MAYOR; HEADS BRYAN FOUNDATION

## WENDELL MURPHY

LEADING PORK PRODUCER; FORMER STATE SENATOR; N.C. STATE UNIVERSITY BOOSTER

## MACK PEARSALL

LAWYER WHO HAS HELD KEY CIVIC LEADERSHIP ROLES IN ROCKY MOUNT, ASHEVILLE

## RUSSELL ROBINSON

LAW-FIRM FOUNDER WHO HAS REPRESENTED MANY KEY BUSINESS LEADERS

## O. TEMPLE SLOAN JR.

FOUNDER OF GENERAL PARTS, BOUGHT BY ADVANCE AUTO FOR \$2 BILLION IN 2014

## O. BRUTON SMITH

CREATED PUBLIC COMPANIES FOR HIS CAR DEALERSHIPS, NASCAR SPEEDWAYS

## SHERWOOD SMITH JR.

CEO OF CAROLINA POWER & LIGHT FOR 17 YEARS; LED \$442M CAPITAL CAMPAIGN AT UNC CHAPEL HILL

## FRED STANBACK

HEADACHE POWDER HEIR AND BEST MAN AT WARREN BUFFETT'S WEDDING; MAJOR DONOR TO ENVIRONMENTAL GROUPS

## MIKE WEAVER

GREENSBORO CONTRACTOR, DEVELOPER, INVESTOR AND PHILANTHROPIST

## JERRY AND STEVE WORDSWORTH

ROCKY MOUNT BROTHERS SOLD THEIR FOOD DISTRIBUTOR TO BERKSHIRE HATHAWAY IN 2012; HAD MORE THAN 15% STAKE IN CAROLINA PANTHERS

## SMEDES YORK

FORMER RALEIGH MAYOR, VETERAN CONTRACTOR AND REAL-ESTATE INVESTOR

## BOB YOUNG

FOUNDER OF RED HAT; EARLY INVESTOR AND FORMER CEO OF DRONE-EQUIPMENT SUPPLIER PRECISIONHAWK

# POWER100

76

AGE OF MOST ELDER POWER 100 MEMBER, JIM GOODNIGHT

40

AGE OF MOST JUNIOR POWER 100 MEMBERS, PATRICK CONWAY, JIM HANSEN, JOHN HARRIS AND VIVIAN HOWARD

17

PUBLIC COMPANY CEOS ON THE LIST

17

REAL-ESTATE EXECUTIVES, BENEFITING FROM HOT MARKET

13

TECH-INDUSTRY EXECUTIVES, THE FASTEST-GROWING SECTOR

2

TOTAL EXECUTIVES FOCUSED ON FURNITURE, TEXTILES AND TOBACCO, THE STATE'S FAST-FADING TRADITIONAL INDUSTRIES

35

CHARLOTTE

30

TRIANGLE

15

TRIAD

20

REST OF THE THE STATE