

EDGE ::

# Edge4 Investors Index

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## EDGE 4

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The EDGE4 – Growing Great plan has been created to further solidify our position at the top by crafting an economic development program that focuses on five separate strategies. These strategies focus on:

- Regional competitiveness and cooperation
- New business attraction and career creation
- Existing industry retention and support
- Talent recruitment
- Talent retention and community quality

Like its predecessor, edge<sup>3</sup>, the EDGE4 program is designed to continue an aggressive economic development agenda that will help to generate the momentum necessary to keep our area at the top in the U.S. for job growth and quality of life. By continuing this momentum over the next five years, Raleigh and Wake County will continue to yield significant tangible results, which will ensure our community is *growing great*.

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## Leadership Team

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### Co-Chairs

**Jim Westlake**  
*RBC Bank*

**Bill Johnson**  
*Progress Energy*

### Development Council Co-Chairs

**Dr. William Atkinson**  
*WakeMed Health & Hospitals*

**Jack O. Clayton**  
*Wachovia Bank; NA*

**Dr. Victor Dzau**  
*Duke Medicine*

**Jim Goodman**  
*Capitol Broadcasting Co., Inc.*

**Ann Goodnight**  
*SAS*

**Bob Greczyn**  
*Blue Cross Blue Shield of North Carolina*

**Mayor Charles Meeker**  
*City of Raleigh*

**Harold Webb**  
*Wake County Board of Commissioners*

### Advance Division Co-Chairs

**William Pappas**  
*Parker Poe Adams & Bernstein LLP*

**Kari Stoltz**  
*Bank of America*

**Walter Wells**  
*AT&T North Carolina*

### Leadership Division Co-Chairs

**Cid Hickman**  
*Dixon Hughes PLLC*

**Gary Joyner**  
*Kilpatrick Stockton LLP*

**Mike Smith**  
*Kane Realty Corporation*

### Pacesetter Division Co-Chairs

**Clymer Cease**  
*Pearce Brinkley Cease + Lee – Architects*

**John McKinney**  
*Alfred Williams & Co.*

**J.P. Sakey**  
*Headway Corporate Resources*

### Publicity Chair

**Phil Zachary**  
*Curtis Media Group*

## Edge4 Investors *(by category)*

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### Accountants

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#### **Cherry, Bekaert & Holland LLP**

*Sheila Ahler*, Partner  
919.719.4213  
sahler@cbh.com

Cherry, Bekaert & Holland, L.L.P. (CB&H) has provided high-quality financial and management services to a diverse and successful client base. CB&H serves as a valued advisor to over 25,000 clients by providing guidance on important operational and individual matters.

#### **Deloitte.**

*J.R. Shearin*, Managing Partner  
919.546.8029  
wshearin@deloitte.com

Deloitte is one of the largest professional services organizations in the world. As of 2008, Deloitte had approximately 165,000 staff at work in 140 countries delivering audits, tax, consulting, and financial advisory services.

#### **Dixon Hughes PLLC**

*Cid Hickman*, Managing Partner  
919.875.4967  
chickman@dixon-hughes.com

Headquartered in North Carolina, Dixon Hughes has grown to be the largest CPA firm in the Southeast. With a local and national presence, Dixon Hughes provides a wide array of assurance, tax and consulting services to clients of all sizes in a variety of industries.

#### **McGladrey, Inc.**

*Cindy Anderson*, Consulting Director  
919.645.6861  
cindy.anderson@rsmi.com

RSM McGladrey, Inc. is a leading national business consulting, accounting, and tax firm that focuses on middle market companies.

## Architects

### **BJAC, pa**

*Lou Jurkowski*, Owner  
919.645.3212  
lou@bjac.com

BJAC's architects and designers help medical, research, technological, academic and municipal clients realize vital business objectives through specialized design, management, planning and project delivery. Our core philosophy is to create highly functional and successful environments that foster healing, discovery and learning. BJAC is a NC WBE.

### **O'Brien/Atkins Associates, PA**

*John Atkins III*, Chairman and CEO  
919.941.9000  
jatkins@obrienatkins.com

O'Brien/Atkins offers architecture, interior design, landscape architecture, master planning and mechanical, electrical, plumbing, and engineering services. Focus areas include science and technology, corporate office environments, and public projects.

### **Pearce Brinkley Cease + Lee - Architects**

*Clymer Cease*, AIA/Partner  
919.836.9751  
clymerc@pbclarchitecture.com

Pearce Brinkley Cease + Lee Architecture is one of the most respected firms in North Carolina. PBC+L was established in 1945 and is a medium sized firm with offices in Raleigh and Asheville.

## Art Galleries

### **ArtSource Consultants Inc.**

*Nancy McClure*, Vice President  
919.755.1323  
nancy@artsourcefineart.com

ArtSource Fine Art is a Raleigh, North Carolina fine art gallery and consulting firm serving corporate and residential clients in the selection, placement, and purchase of fine art and framing. We are an excellent resource for design professionals seeking the perfect piece of art to complement their client's home or workplace.

## Attorneys

### **Kilpatrick Stockton LLP**

*Gary Joyner, Attorney/Partner*  
919.420.1750  
gjoyner@kilpatrickstockton.com

Kilpatrick Stockton, with nearly 500 attorneys in nine offices, is an international law firm whose trusted advisors focus on providing superior client service. Collaboration among the firm's corporate, litigation and intellectual property attorneys delivers innovative solutions and comprehensive guidance for companies at every stage of the business life cycle.

### **Moore & Van Allen, PLLC**

*Drake Brinkley, Associate*  
919.286.8057  
drakebrinkley@mvalaw.com

Moore & Van Allen is one of largest law firms in the Southeast, advising over half of the NC based Fortune 1000 companies. The attorneys at MVA provide sophisticated legal services within their nationally recognized Corporate, Finance, Litigation and IP law practices for national banks & manufacturers, energy leaders, and growing healthcare & technology companies.

### **Myers Bigel Sibley & Sajovec**

*F. Michael Sajovec, Shareholder*  
919.854.1400  
msajovec@myersbigel.com

Myers Bigel is a full-service intellectual property firm with an emphasis on patent law. The practice concentrates on acquiring, protecting, and exploiting patent assets, including patent preparation, prosecution, licensing, and litigation.

### **Parker Poe Adams & Bernstein LLP**

*Bill Pappas, Attorney/Partner*  
919.828.0564  
billpappas@parkerpoe.com

Parker Poe Adams & Bernstein LLP has over 225 lawyers in six offices across North Carolina and South Carolina. The firm represents domestic and international clients in a broad spectrum of corporate and commercial matters including mergers and acquisitions, economic incentives, and regulatory matters such as employment, environmental and government affairs.

### **Poyner Spruill LLP**

*Joseph B. "Bo" Dempster Jr., Managing Partner*  
919-783-6400  
jbdempster@poynerspruill.com

Our state-wide law firm assists new and expanding businesses with commercial real estate, development; zoning and land use issues, tax credit and other incentives, employment and relocation issues.

## **Attorneys** *(cont'd)*

### **Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, LLP**

*Martin Lancaster, Of Counsel*

919.821.6747

mlancaster@smithlaw.com

Smith Anderson is the largest Triangle-based law firm and one of the largest in North Carolina. Representing diverse organizations with local, state, national and international interests, these lawyers focus on building and strengthening relationships by understanding clients' businesses and customizing legal solutions accordingly.

### **Williams Mullen**

*Randolph H. Lickey, Attorney- Partner*

919.981.4048

rlickey@williamsmullen.com

Williams Mullen is a full service legal and governmental affairs firm of over 300 attorneys and professionals with offices in Washington D.C., Virginia, and North Carolina. Our clients include multinational *Fortune*500 companies, publicly traded and privately held business, nonprofit organizations and government entities and agencies.

### **Womble Carlyle Sandridge & Rice, PLLC**

*Johnny Loper, Attorney/Managing Member*

919.755.2100

jloper@wcsr.com

A full-service business law firm, Womble Carlyle serves a wide range of regional, national and international clients in industries that include financial services, commercial real estate, information technology, health care, manufacturing and telecommunications.

### **Wyrick Robbins Yates & Ponton LLP**

*Larry Robbins, Partner*

919.781.4000

lrobbins@wyrick.com

Founded in 1979, Wyrick Robbins is an entrepreneurial law firm with a focus on growth-oriented businesses. We handle sophisticated financial and corporate transactions and complex commercial litigation as well as other legal needs of dynamic companies. We also serve as trusted advisors to founders, investors, directors and management.

## **Automobile Parts**

### **CARQUEST/ General Parts**

*Rick Guirlinger*, Vice President, Strategic Planning & Analysis  
919.573.3217  
rick.guirlinger@gpi.com

CARQUEST Auto Parts is the premier supplier of replacement products, accessories, supplies and equipment for virtually all makes of automobiles. Additionally, it distributes and sells tools, equipment, chemicals, paint and accessories.

## **Banks/Financial Services**

### **Bank of America**

*Kari Stoltz*, Triangle Market President  
919.829.6521  
kari.stoltz@baml.com

Bank of America is one of the world's largest financial institutions, serving individual consumers, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services.

### **Branch Banking & Trust Co.**

*David Weaver*, President/Triangle Region  
919.716.9100  
dweaver@bbandt.com

BB&T Corporation, headquartered in Winston-Salem, N.C., is among the nation's top financial-holding companies with \$165.3 billion in assets. Its bank subsidiaries operate more than 1,800 financial centers in twelve different states.

### **Credit Suisse**

*Jim Captain*, Raleigh Site Head  
919.994.5000  
jim.captain@credit-suisse.com

Credit Suisse provides companies, institutional clients and high-net-worth private clients worldwide with advisory services and comprehensive financial solutions. Credit Suisse in RTP employs over 1,000 people primarily supporting the investment banking activity with IT, operational, analytical and accounting services.

### **First Citizens Bank**

*Barbara Thompson*, Senior Vice President  
919.716.2716  
Barbara.thompson@firstcitizens.com

First Citizens Bank provides a broad range of financial services to individuals, businesses, professionals and the medical community through a network of 430 branch offices, telephone banking, online banking and ATMs.

## **Banks/Financial Services** *(cont'd)*

### **Paragon Commercial Bank**

*Bob Hatley, President/CEO*

919.788.7770

bhatley@paragoncommercial.com

Paragon provides banking products and services tailored to meet the needs of small to medium-size companies with revenues from \$50 million to \$100 million including commercial real estate companies, residential construction firms and professional service firms. Paragon also provides corporate finance services for firms with annual sales from \$50 million to \$100 million.

### **RBC Bank USA**

*Jim Westlake, Chairman/CEO*

919.788.6060

jim.westlake@rbc.com

RBC Bank, headquartered in Raleigh, N.C., offers a wide range of financial services and advice to individuals, businesses and public institutions throughout the Southeast. RBC Bank's network includes more than 430 full-service banking centers in six states.

### **SunTrust Bank**

*John Stallings, Regional President/CEO*

919.381.3219

john.stallings@suntrust.com

Through its banking subsidiaries, the company provides deposit, credit, trust, and investment services to a broad range of retail, business, and institutional clients. Other subsidiaries provide mortgage banking, brokerage, investment management, equipment leasing, and capital market services.

### **Wachovia Bank a Wells Fargo company**

*Jack Clayton, Regional President*

919.881.6448

jack.clayton@wachovia.com

Wells Fargo & Company is a financial services company with \$1.2 trillion in assets, providing banking, insurance, investments, mortgage and consumer finance through more than 10,000 stores and 12,000 ATMs and the internet (wellsfargo.com) across North America and internationally. It has the number one market share in the Triangle and Eastern North Carolina.

## **Broadcasting Companies**

### **Capitol Broadcasting Co., Inc.**

*Steven Hammel*, Vice President & General Manager of WRAL-TV  
919.821.8500  
shammel@wral.com

Capitol Broadcasting is a diversified communications company which owns and operates many television and radio stations in North Carolina, and real estate interests including American Tobacco Project and Diamond View office buildings.

### **Curtis Media Group**

*Phil Zachary*, President  
919.882.3795  
pzachary@curtismedia.com

Curtis Media Group is North Carolina's largest independent radio broadcaster with 25 radio stations and 70 affiliates reaching more than two-million weekly listeners across the state. In addition, Curtis Media operates the North Carolina News Network, Triangle Traffic Network, CMG Interactive Marketing and an array of collateral marketing firms.

## **Building Contractors**

### **Bovis Lend Lease, Inc.**

*Tom Plant*, Vice President – Community Relations  
919.841.5100  
tom.plant@bovislendlease.com

Bovis Lend Lease is one of the world's leading project management and construction companies operating in more than 30 countries worldwide and employing over 8,000 people. Using industry best practices, we work with clients to create high quality, sustainable property assets and are committed to operating Incident & Injury Free wherever we have a presence.

### **Clancy & Theys Construction Co.**

*Scott Cutler*, Vice President- Marketing  
919.834.3601  
scottcutler@clancytheys.com

Clancy & Theys Construction is a general contractor and construction manager. The company builds commercial, industrial, and institutional buildings, and specializes in a team approach to design and construction.

## **Building Contractors** *(cont'd)*

### **Shelco, Inc.**

*Dan Perry*, Executive Vice President  
919.877.2610  
dperry@shelcoinc.com

Shelco, Inc. is a privately owned, North Carolina based company that provides complete construction services including planning, new construction and renovation. Shelco's expertise in construction includes office, biotech, healthcare, mission critical, educational, industrial and retail.

### **Skanska USA Building, Inc.**

*Allen Jones*, Senior Vice President, Business Development  
919.941.7943  
allen.jones@skanskausa.com

Skanska USA Building is a leading national and local provider of construction; pre-construction consulting, general contracting and design build services. The company also provides validation services to clients in the pharmaceutical industry

### **York Properties/McDonald York, Inc.**

*George York*, President  
919.821.1350  
georgeyork@yorkproperties.com

The York Companies is an umbrella company that covers York Security, York Commercial, McDonald York Building Company, Affiliated Mortgage, and Bloomsbury Landscapes. McDonald York has services such as budget development, estimating, value analysis, constructability reviews and project management.

## **Colleges & Universities**

### **North Carolina State University**

*Kevin Howell*, Assistant to the Chancellor for External Affairs  
919.515.9340  
kevin\_howell@ncsu.edu

With more than 31,000 students and nearly 8,000 faculty and staff, North Carolina State University is a comprehensive university known for its leadership in education and research, and globally recognized for its science, technology, engineering and mathematics leadership.

## Computers

### **Lenovo**

*Karen Ondrick*, Program Director for Community and Government Relations  
919.294.0467  
kondrick@lenovo.com

Lenovo is dedicated to building exceptionally engineered personal computers. Lenovo's business model is built on innovation, operational efficiency and customer satisfaction as well as a focus on investment in emerging markets.

## Construction & Equipment

### **Gregory Poole Equipment Co.**

*J. Gregory Poole*, Chairman, President & CEO  
919.890.4227  
greg3@gregpoole.com

Gregory Poole Equipment Co., a Caterpillar equipment dealer since 1951, is headquartered in Raleigh, NC. They provide sales, rentals, parts and service to various industries including construction, industrial, marine power, truck engines, power generation, forestry, and agriculture. They have 20 locations located across eastern North Carolina, parts of Virginia and South Carolina.

## Country Club

### **Prestonwood Country Club**

*Matt Massei*, General Manager  
919.467.2566  
mmassei@prestonwoodcc.com

Prestonwood Country Club is a true retreat—refined and elegant. Amenities include 54 holes of golf, tennis facilities, swimming pools, a fully equipped fitness center, Kids Club and flexible meeting space. Fine dining, a luxurious clubhouse and state-of-the-art ballroom make for a truly complete club lifestyle.

## Employment Agencies/Human Resources

### **Elinvar**

*Patti Gillenwater*, President & CEO  
919.256.1900  
patti@elinvar.com

Elinvar provides executive search for emerging and experienced leaders, organization development and executive coaching, all centered on helping our clients achieve their business goals. In business since 1986, Elinvar knows the local pool of talent and brings a thoughtful approach to building and augmenting teams, assuring you of great results.

## **Employment Agencies/Human Resources** *(cont'd)*

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### **Greene Resources, Inc.**

*Gary Greene*, President  
919.862.8602  
gary@greeneresources.com

Greene Resources is an employment solutions company headquartered in Raleigh, North Carolina. Greene is dedicated to improving productivity and profitability by helping recruit, and develops talented employees.

### **Headway Corporate Resources**

*JP Sakey*, President  
919.376.4929  
jpsakey@headwaycorp.com

Headway Corporate Resources provides a spectrum of adaptive workforce solutions that accelerate operational and financial performance. Headway's technology driven service delivery platform and Center for Operational & Recruitment Excellence (CORE) connect business with superior talent and cost-effective human capital solutions on a nationwide basis.

### **Manpower**

*Jeff Stocks*, President/CEO  
919.755.5800  
jstocks@manpowernc.com

Manpower Inc. is in the employment services industry. The company offers employers a range of services for the entire employment and business cycle including permanent, temporary and contract recruitment.

### **VACO Raleigh, LLC**

*David Rhode*, Managing Partner  
919.719.6500  
drhode@vaco.com

Vaco matches proven professionals in accounting, finance, information technology, logistics management, e-learning and gaming with the unique needs of clients on a project and permanent basis. Vaco has a national reach, employs staff with experience in their field, and uses cutting-edge technology driven tools that lead to the best possible client solutions.

## Engineers

### **Jacobs**

*Rick Bourn*, Operations Manager  
919.859.5740  
rick.bourn@jacobs.com

Jacobs is one of the world's largest and most diverse providers of professional technical services. Jacobs offers a full spectrum of support to clients in industrial, commercial, and government and across multiple markets. Services include scientific and specialty consulting as well as all aspects of engineering and construction, operations, and maintenance.

### **Kimley-Horn and Associates, Inc.**

*Stephanie Hachem*, Vice President  
919.677.2000  
stephanie.hachem@kimley-horn.com

Kimley-Horn and Associates, Inc. is a Raleigh-based engineering, planning, and environmental consulting firm with 50+ offices nationwide. Kimley-Horn provides consulting services related to the environment, land development, parking, transit, transportation, landscape, architecture, and water resources.

### **LandDesign**

*Brent Martin*, Partner  
910.692.2788  
bamartin@landdesign.com

LandDesign offers award-winning urban design, planning, branding, civil engineering, and landscape architecture solutions to public and private sector clients across the globe.

### **Withers & Ravenel**

*Wes Cook*, Project Manager  
919.238.0322  
wcook@withersravenel.com

Withers & Ravenel is a full-service civil and environmental consulting engineering firm that provides the following services: construction administration, environmental, GIS/IT solutions, land development, planning, solid waste, surveying, transportation and water resources.

## Food/Drink Distributor

### **Harris Wholesale**

*Worth Harris*, President  
919.833.3609  
wharris@harriswholesale.com

Harris Wholesale is a local distributor of Anheuser-Busch, Redhook, and Kirin Products.

## **Food/Drink Distributor** *(cont'd)*

### **Pepsi Bottling Ventures**

*George Suddath*, Vice President, Corporate Affairs

919.865.2300

George.suddath@pbvllc.com

Pepsi Bottling Ventures is the nation's largest privately-held manufacturer, seller, and distributor of Pepsi-Cola beverages.

## **Government**

### **City of Raleigh**

*J. Russell Allen*, City Manager

919.996.3070

russell.allen@ci.raleigh.nc.us

The City of Raleigh supports the recruitment of new industry and the expansion of existing businesses in Raleigh through the funding of marketing programs and support of a staff member dedicated to executing a Raleigh-focused economic development program.

### **Wake County Government**

*David Cooke*, County Manager

919.856.6160

dcooke@co.wake.nc.us

Wake County Government supports the recruitment of new industry and the expansion of existing businesses through the funding of marketing programs and support staff to serve all twelve municipalities in Wake County.

## **Graphic Design**

### **Liaison Design Group**

*Jeff Denny*, Principal

919.855.9200

jeff@liaisondesigngroup.com

Liaison Design Group is a graphic design and marketing communications firm. Stressing the marriage of disciplined strategic thought with strong creative execution, its principals bring together many years of experience and a diversity of talents in the areas of advertising/marketing, copywriting, graphic design, web design, and business development.

## Healthcare

### **Allscripts**

*Diane Adams*, Executive Vice President Human Resources  
919.329.1705  
diane.adams@allscripts.com

Allscripts is the clear leader in software, services, information and connectivity solutions that empower physicians and other healthcare providers to deliver best-in-class patient safety, clinical outcomes and financial results. Allscripts is headquartered in Chicago and employs 2,500 people across the US.

### **Blue Cross and Blue Shield of North Carolina**

*Lynne Garrison*, Vice President, Corporate Communications  
919.489.7431  
lynne.garrison@bcbsnc.com

BCBSNC is a leader in delivering innovative health care products, services and information to more than 3.7 million members. For 76 years, the company has served its customers by offering health insurance at a competitive price and has served the people of North Carolina by promoting good health.

### **GlaxoSmithKline**

*Gary Salamido*, Director, State Government Affairs  
919.274.0251  
gary.j.salamido@gsk.com

GlaxoSmithKline is one of the world's leading research-based pharmaceutical and healthcare companies committed to improving the quality of human life by enabling people to do more, feel better and live longer.

## Hospitals

### **Duke University Medical Center & Health Systems**

*Victor Dzau*, President/CEO/Chancellor Health Affairs  
919.684.2255  
victor.dzau@duke.edu

Duke Medicine conceptually integrates the Duke University Health System, the Duke University School of Medicine, and the Duke University School of Nursing. It is the combination of research, clinical care, and education that takes place through the efforts of our faculty, staff, students, and trainees at many different sites throughout our region and worldwide.

## Hospitals *(cont'd)*

### **Rex Healthcare**

*David Strong*, President

919.784.7264

david.strong@rexhealth.com

Rex Healthcare, a private not-for-profit system, was founded in 1894. It is a member of the UNC Health Care System, a not-for-profit integrated health care system, and has more than 4,400 co-workers.

### **WakeMed Health & Hospitals**

*Bill Atkinson*, President and CEO

919.350.8102

batkinson@wakemed.org

WakeMed Health & Hospitals, one of the first hospital systems in the country, is a private, not-for-profit health care organization based in Raleigh, N.C. The 870-bed system comprises a network of health care facilities throughout Wake and Johnston Counties.

## IT/Software

### **Cisco Systems**

*Kirsten Weeks*, Community Relations Manager

919.392.9979

kiweeks@cisco.com

Cisco Systems is an American multinational corporation that designs and sells consumer electronics, networking and communications technology and services.

### **Red Hat, Inc.**

*Tom Rabon*, Executive Vice President Corporate Affairs

919.754.3700

trabon@redhat.com

Red Hat is an open source solutions provider and a component of the S&P 500 and headquartered in Raleigh, NC. Red Hat provides high-quality, affordable technology with its operating system platform, together with virtualization, applications, management and Services Oriented Architecture (SOA) solutions.

### **SAS**

*Ann Goodnight*, Director of Community Relations

919.531.7077

ann.goodnight@sas.com

SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market.

## Life Sciences

### **Inspire Pharmaceuticals**

*Betsy Terrett*, Manager

919.941.9777

bterrett@inspirepharm.com

Inspire Pharmaceuticals is a biopharmaceutical company focused on researching, developing, and commercializing prescription pharmaceutical products for ophthalmic and pulmonary diseases.

### **Quintiles Transnational Corp.**

*Steve Brechbiel*, Senior Director, Community Relations & Global HR Communications

919.998.2548

steve.brechbiel@quintiles.com

As the global pioneer in pharmaceutical services, Quintiles helps deliver new drugs and cures for the world's most challenging diseases. They are the only fully integrated biopharmaceutical services company offering clinical, commercial, consulting and capital solutions worldwide.

## Manufacturers

### **John Deere Worldwide**

*Tim Merrett*, Vice President of Marketing

919.804.2000

merretttim@johndeere.com

John Deere founded in 1837, with ten locations in the Wake County and does business around the world and employs approximately 56,000 people. John Deere consists of three major business segments agriculture and turf, construction and forestry, and credit.

### **LORD Corporation**

*Rick McNeel*, President & CEO

919.468.5979

rick\_mcneel@lord.com

LORD is a worldwide leader in adhesives and coatings, vibration and motion control, and magnetically responsive technologies. Operating from world headquarters in Cary, N.C., LORD has 17 manufacturing facilities in nine countries and 90 strategically located sales and support centers worldwide.

### **Teleflex Medical**

*Cary Vance*, Executive Vice President North America

919.361.4163

cgvance@teleflexmedical.com

Teleflex is a diversified company that designs, manufactures and distributes quality engineered products and services for the medical, aerospace and commercial markets worldwide.

## **Moving & Storage**

### **Excel Moving & Storage, Inc.- Allied Van Lines**

*Jody Hatley*, President  
919.832.1960  
jhatley@excelms.com

Excel Moving & Storage handles residential moving to commercial moving for local, interstate and international moves. The company offers many professionals who are qualified to handle every aspect of the move from the move counselors to the drivers.

## **Office Furniture & Equipment**

### **Alfred Williams & Co.**

*John McKinney*, Vice President Sales/Marketing- Raleigh Region  
919.459.3258  
jmckinney@alfredwilliams.com

Alfred Williams & Co. can provides a complete line of office furniture solutions and can augment your facilities department with a fully-capable professional to integrate with your department or we can lead in the development and implementation of a facility management program.

### **SHARP Business Systems**

*Bob Neil*, Branch Sales Manager  
919.465.3123  
Bob.neil@sharpusa.com

Sharp Business Systems is the Office Equipment and Solutions division of Sharp Electronics Corporation. Sharp is a company known for its unique one-of-a-kind electronic products and solutions. Sharp products are designed to help individuals, families, and corporate teams connect effortlessly, communicate clearly, and unleash creativity like never before. Sharp is dedicated to improving people's lives through the use of advanced technology and a commitment to innovation, quality, value, and design

## **Public Relations**

### **Capstrat**

*Ken Eudy*, CEO  
919.882.1962  
keudy@capstrat.com

Capstrat, a communications agency based in Raleigh, N.C., solves the complex issues that health care, technology, energy/infrastructure and financial organizations face at critical moments. We blend marketing communications, interactive communications, public relations and public affairs to tell stories with power and persuasion.

## **Public Relations** *(cont'd)*

### **MMI Public Relations**

*Patty Briguglio*, President

919.233.6600

patty@mmipublicrelations.com

MMI Public Relations is a full-service PR firm that helps its clients start big conversations and make powerful connections. With a strong base in traditional PR activities, MMI has strategically evolved into a market leader in emerging PR tools such as social media, online video and podcasting.

## **Publications**

### **The News & Observer Publishing Co.**

*Orage Quarles*, President & Publisher

919.829.4659

orage.quarles@newsobserver.com

The News & Observer Publishing Co. publishes The News & Observer, one of the nation's best regional newspapers, and nine other weekly and bi-weekly newspapers offering community coverage throughout the Triangle.

## **Real Estate**

### **Capital Associates**

*Hugh Little*, General Partner

919.233.9901

hlittle@casso.com

Capital Associates is a full-service commercial real estate company, providing development, leasing and sales, property management, and consulting services. Capital has also developed medical office buildings, for-sale townhomes, rental apartments, and raw land for multi-use business parks and residential communities.

### **Duke Realty Corp.**

*Jeff Sheehan*, Senior VP, Raleigh Operations

919.461.8000

jeff.sheehan@dukerealty.com

Duke Realty is a publicly traded (NYSE: DRE) national commercial real estate developer. Locally, Duke Realty owns more than 5 million square feet of office and industrial properties, making it the largest commercial Landlord in the Triangle. Duke Realty was recently rated as one of *Forbes* Most Trusted Companies in America.

## **Real Estate** *(cont'd)*

### **Highwoods Properties, Inc.**

*Skip Hill*, Vice President  
919.875.6670  
thomas.hill@highwoods.com

Highwoods Properties is a fully integrated, self-administered real estate investment trust that provides leasing, management, development, construction and other customer-related services for its properties and for third parties.

### **Kane Realty Corporation**

*Mike Smith*, President/COO  
919.833.7755  
msmith@kanerealtycorp.com

Kane Realty Corporation, the developer of North Hills, is focused on the development and management of retail, office, residential, senior living and mixed-use properties of the highest quality. Kane's mission is to build places that improve the quality of life of their businesses, their employees, residents and visitors.

### **NAI Carolantic Realty, Inc.**

*Steve Stroud*, SIOR/Chairman  
919.832.0594  
sstroud@naicarolantic.com

NAI Carolantic Realty, founded in 1972, is the Raleigh/Research Triangle area's leading commercial property brokerage company. NAI is the exclusive Raleigh/Durham representative of NAI Global, a network of leading commercial brokerage firms serving major cities throughout the United States and abroad.

### **Preston Development Company**

*Julian "Bubba" Rawl*, Executive  
919.481.3000  
bubba@prestondev.com

The Preston Development Company Team, over the past 25 years, has built numerous landmark communities in Raleigh, Cary and the Research Triangle Park. Each new project is designed to provide a superb standard of living in first-class communities and commercial developments.

## **Real Estate** *(cont'd)*

### **Research Triangle Foundation of North Carolina**

*Rick Weddle*, President

919.549.8181

weddle@rtp.org

The Research Triangle Foundation is the developer of Research Triangle Park, one of the highest regarded research parks in the United States. With more than 170 companies employing more than 11,000 highly skilled scientists and researchers, the RTP is an engine for the region.

### **Spectrum Properties**

*John Boylan*, President

919.832.0768

jboylan@spectrum-properties.com

Spectrum Properties is a commercial real estate services company providing development, leasing and construction management, project maintenance, investment sales, tenant representation and corporate services for institutional and private clients. All new projects are LEED certified, and we employ "smart growth" principles to all our projects.

### **Toll Brothers, Inc.**

*Thomas Anhut*, Division President

919.321.4800

tanhut@tollbrothersinc.com

A Fortune 1000 company, Toll Brothers is the nation's leading builder of luxury homes and has been creating the Triangle's finest communities such as Brier Creek Country Club, since 1994. Toll is currently crafting luxury homes in Raleigh, Cary, Durham, Apex and Wake County.

## **Relocation Services**

### **Allen Tate Realtors**

*Renee Daniels*, Business Development Manager

919.719.2929

renee.daniels@allentate.com

Allen Tate Company, the Carolina's #1 real estate and home services company, operates six offices in the Triangle region, with more than 200 agents. The company also provides leadership and input to the local business community through its involvement with local chambers and other civic groups.

## **Relocation Services** *(cont'd)*

### **Coldwell Banker Howard Perry Walston**

*Nancy Harner*, Senior Vice President

919.782.5600

[harnern@hpw.com](mailto:harnern@hpw.com)

Coldwell Banker Howard Perry Walston consists of a new homes division, an award winning relocation division, an REO Division, and the area's number one real estate school. Coldwell is the Triangle's leading full-service residential real estate company and one of the leading realty firms in the nation.

### **Fonville Morisey Realty, Inc.**

*Camille Mims*, Director of Relocation

919.785.4351

[cmims@fmrealty.com](mailto:cmims@fmrealty.com)

Fonville Morisey is a full service real estate company focused on new and resale residential real estate, Fonville Morisey has 11 sales offices located strategically throughout the Triangle region.

### **Prudential York Simpson Underwood Realty**

*Merritt Brinkley*, Business Development Director

919.645.3112

[Merritt.Brinkley@pruysu.com](mailto:Merritt.Brinkley@pruysu.com)

Prudential York Simpson Underwood is a full-service residential real estate firm combining national presence with 50 years of experience in the Triangle. They offer award-winning relocation services, residential real estate, mortgage services and title insurance.

### **Temporary Living Co.**

*Mary Greune*, CEO

919.881.2364

[mary@temporarylivingcompany.com](mailto:mary@temporarylivingcompany.com)

Temporary Living specializes in providing upscale, affordable short-term housing. These corporate accommodations are ideal for individuals and families who are relocating to the area, between homes, or visiting the area for extended business or medical treatment.

## Restaurants

### **Golden Corral Corp.**

*Dale Whitworth*, Vice President and Controller  
919.781.9310  
dwhitworth@goldencorral.net

Golden Corral opened in Fayetteville, NC back in 1973, a fledgling Golden Corral® Corporation took a confident first step into the restaurant business. It now has 438 restaurants nationwide and nine locations in the Triangle.

## Sports Team

### **Carolina Hurricanes**

*Ben Aycock*, Director of Marketing and Brand Development  
919.861.6233  
bena@carolinahurricanes.com

The Carolina Hurricanes are a member of the National Hockey League located in Raleigh. The Hurricanes established their roots in North Carolina in 1997 and won the Stanley cup 9 years later in 2006.

## Trade Shows

### **Exhibit Resources**

*Lana Calloway*, CEO  
919.832.4700  
lanac@exhibitresources.com

Exhibit Resources is a full-service exhibit design and face-to-face marketing agency. Founded in 1991, Exhibit Resources designs, builds, installs and manages custom, modular, and portable displays for trade shows, events, showrooms and other branded corporate interiors.

## Transportation/Logistics

### **Longistics**

*Duane Long*, Chairman  
919.87.7626  
duane@longistics.com

Longistics is a full-service provider of global logistics services, with a long history of technological innovation and superior customer service. Specializing in serving the pharmaceutical industry, and have built one of the industry's best records for on-time delivery, cargo integrity, safety and security.

## Telecommunications

### **AT&T North Carolina**

*Walter Wells*, Regional Director- External Affairs  
919.835.1370  
ww7245@att.com

AT&T Inc. is a premier communications holding company. Offering the world's most advanced IP-based business communications services, the nation's fastest 3G network and the best wireless coverage worldwide, and the nation's leading high speed Internet access and voice services.

## Utilities

### **Duke Energy**

*John Geib*, Director, Economic Development  
336.632.3832  
jgeib@duke-energy.com

Duke Energy is one of the largest electric power companies in the United States. By supplying and delivering energy to approximately 4 million U.S. customers and 2.4 million in North Carolina.

### **Progress Energy**

*Lloyd Yates*, President & CEO Progress Energy Carolinas  
919.546.5222  
Lloyd.yates@pgnmail.com

Progress Energy, headquartered in Raleigh, N.C., is a Fortune 500 energy company with more than 21,000 megawatts of generation capacity and \$9 billion in annual revenues. Progress Energy includes two major electric utilities that serve approximately 3.1 million customers in the Carolinas and Florida.

### **PSNC Energy**

*Linda Harris*, Manager- External Relations  
919.836.2338  
lharris2@scana.com

PSNC Energy is a regulated public utility that purchases, transports, sells and distributes natural gas to 28-county service area in North Carolina including Raleigh, Durham and Chapel Hill. PSNC Energy a wholly owned subsidiary of SCANA Corporation (NYSE: SCG).

## Edge4 Investors *(by alphabetical)*

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Alfred Williams & Co.  
Allen Tate Realtors  
Allscripts  
ArtSource Consultants, Inc.  
AT&T North Carolina\*  
Bank of America\*  
BJAC, pa  
Blue Cross and Blue Shield of North Carolina\*  
Bovis Lend Lease, Inc.  
Branch Banking & Trust Co.  
Capital Associates  
Capitol Broadcasting Co., Inc.\*  
Capstrat  
Carolina Hurricanes\*  
Cherry, Bekaert & Holland LLP  
Cisco Systems, Inc.  
City of Raleigh\*  
Clancy & Theys Construction Co.  
Coldwell Banker Howard Perry & Walston  
Credit Suisse  
Curtis Media  
Deloitte  
Dixon Hughes PLLC  
Duke Energy\*  
Duke Realty Corp.  
Duke University Medical Center & Health Systems\*  
Elinvar  
Excel Moving & Storage, Inc.-Allied Van Lines  
Exhibit Resources  
First Citizens Bank  
Fonville Morisey Realty, Inc.  
General Parts / CARQUEST  
GlaxoSmithKline, Inc. \*  
Golden Corral Corp.  
Greene Resources, Inc.  
Gregory Poole Equipment Co.\*  
Harris Wholesale, Inc.  
Headway Corporate Resources  
Highwoods Properties, Inc.  
Inspire Pharmaceuticals, Inc.  
Jacobs  
John Deere Worldwide  
Kane Realty Corporation\*  
Kilpatrick Stockton LLP\*  
Kimley-Horn & Associates, Inc.  
Land Design, Inc.  
Lenovo  
Liaison Design Group  
Longistics  
LORD Corporation  
Manpower  
McGladrey, Inc.  
MMI Public Relations\*  
Moore & Van Allen, PLLC  
Myers Bigel Sibley & Sajovec, P.A.  
NAI Carolantic Realty, Inc.  
The News & Observer Publishing Co.\*  
North Carolina State University  
O'Brien/Atkins Associates, PA  
Paragon Commercial Bank  
Parker Poe Adams & Bernstein LLP  
Pearce Brinkley Cease + Lee - Architects  
Pepsi Bottling Ventures  
Poyner Spruill LLP  
Preston Development Co.  
Progress Energy\*  
Prestonwood Country Club  
Prudential York Simpson Underwood Realty  
PSNC Energy  
Quintiles Transnational Corp.  
RBC Bank\*  
Red Hat, Inc.  
Research Triangle Foundation of North Carolina\*  
Rex Healthcare  
SAS\*  
Sharp Business Systems  
Shelco, Inc.  
Skanska USA Building, Inc.  
Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, LLP  
Spectrum Properties  
SunTrust Bank  
Teleflex Medical  
Temporary Living Co.  
Toll Brothers  
VACO Raleigh, LLC  
Wachovia Bank, NA\*

## **Edge4 Investors** *(alpha- cont'd)*

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Wake County Government

WakeMed Health & Hospitals\*

Williams Mullen

Withers & Ravenel

Womble Carlyle Sandridge & Rice, PLLC\*

Wyrick Robbins Yates & Ponton LLP

York Properties, Inc. / McDonald-York Building Company

## **Edge4 Investors** *(by division)*

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### **Development Council** (\$250,000+)

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Blue Cross Blue Shield of North Carolina  
City of Raleigh  
Duke University Health System  
GlaxoSmithKline, Inc.  
Progress Energy  
RBC Bank  
SAS  
Wachovia Bank, NA  
Wake County Government  
WakeMed Health & Hospitals

### **Advanced Division** (\$150,000-\$249,999)

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Bank of America  
Branch Banking & Trust Co.  
Carolina Hurricanes  
Parker Poe Adams & Bernstein LLP

### **Leadership Division** (\$75,000-\$149,999)

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AT&T North Carolina  
Capitol Broadcasting Co., Inc.  
Credit Suisse  
Dixon Hughes PLLC  
Duke Energy  
Golden Corral Corp.  
Gregory Poole Equipment Co.  
John Deere Worldwide  
Kane Realty Corporation  
Kilpartrick Stockton LLP  
LORD Corporation  
MMI Public Relations  
North Carolina State University  
Preston Development Co.  
Quintiles Transnational Corp.  
Research Triangle Foundation of North Carolina  
Rex Healthcare  
SunTrust Bank  
Womble Carlyle Sandridge & Rice, PLLC

## Edge4 Investors *(by division)*

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### Pacesetter Division (\$25,000-\$74,999)

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Alfred Williams & Co.  
Allen Tate Realtors  
Allscripts  
ArtSource Consultants, Inc.  
BJAC, pa  
Bovis Lend Lease, Inc.  
Capital Associates  
Capstrat  
Cherry, Bekaert & Holland LLP  
Cisco Systems  
Clancy & Theys Construction Co.  
Coldwell Banker Howard  
Perry & Walston  
Curtis Media Group  
Deloitte.  
Duke Realty Corp.  
Elinvar  
Excel Moving & Storage, Inc. –  
Allied Van Lines  
Exhibit Resources  
First Citizens Bank  
Fonville Morisey Realty, Inc.  
General Parts/ CARQUEST  
Greene Resources  
Harris Wholesale, Inc.  
Headway Corporate Resources  
Highwoods Properties, Inc.  
Inspire Pharmaceuticals, Inc.  
Jacobs  
Kimley-Horn  
Land Design, Inc.  
Lenovo  
Liaison Design Group  
Longistics  
Manpower  
McGladrey, Inc.  
Moore & Van Allen, PLLC  
Myers Bigel Sibley & Sajovec, P.A.  
NAI Carolantic Realty, Inc.  
The News & Observer Publishing Co.  
O'Brien/Atkins Associates, PA  
Paragon Commercial Bank  
Pearce Brinkley Cease + Lee- Architects  
Pepsi Bottling Ventures  
Poyner Spruill LLP  
Prestonwood Country Club  
Prudential York Simpson Underwood  
Realty  
PSNC Energy  
Red Hat, Inc.  
SEPI Engineering Group, Inc.  
Sharp Business Systems  
Shelco, Inc.  
Skanska USA Building, Inc.  
Smith Anderson Blount Dorsett Mitchell &  
Jernigan, LLP  
Spectrum Properties  
Teleflex Medical  
Temporary Living Co.  
Toll Brothers  
VACO Raleigh, LLC  
Williams Mullen  
Withers & Ravenel  
Wyrick Robbins Yates & Ponton LLP