

Nancy Howell Agee

President and CEO, Carilion Clinic, Roanoke



Carilion has 11,300 employees, making it the biggest employer in western Virginia. Its operations include seven hospitals, a multispecialty physician group, the Jefferson College of Health Sciences and a medical school, which is a joint venture with Virginia Tech. In January, Carilion's 116,000-square-foot Institute for Orthopaedics and Neurosciences opened in a former supermarket building that underwent a two-year, \$32 million renovation. In 1986, Agee was the administrator of a grant involving cancer care at all Roanoke Valley hospitals. In 1996, she was named vice president and assumed increasing executive leadership roles. Agee has been a member of the American Hospital Association's Committee on Commissioners to The Joint Commission, the Section for Health Care Systems Governing Council and the Medicare DSH (Disproportionate Share) Advisory Group. Agee has served on the boards of the Virginia Hospital and Healthcare Association, the Foundation of Roanoke Valley and the Virginia Tech Carilion School of Medicine and the Radford University board of visitors.

PC and Neil Amin

Shamin Hotels, Chester



PC Amin



Neil Amin

Thirty years ago, Pramod C. "PC" Amin, co-founder of Shamin Hotels, was just getting his start in the hospitality industry. "I was running my first hotel and building my second," he says.

He had emigrated to America from India in the 1960s to attend graduate school, in hopes of finding a better life for him and his family. Next year, the Chester-based company is on track to own 50 hotels.

Although Shamin has grown to 2,000 employees and more than \$750 million in assets, it is still family-run. PC's son, Neil, who lived in his father's hotels until he was 13, is now the company's CEO.

While the Amins have had many successful projects, they still consider the opening of the Hilton Richmond Hotel & Spa in Short Pump to be their greatest achievement. The hotel opened in December 2009 during one of the worst periods in the hospitality industry while their lender, Wachovia, was being sold to Wells Fargo.

The hoteliers are involved in the community. Neil is chairman of the Richmond Region Tourism board of directors and sits on the boards of Treasury of the Commonwealth of Virginia, Virginia Small Business Financing Authority, Better Housing Coalition and Virginia Community Development Corp.

PC is chairman of the Cultural Center of India and is on the board of the Chesterfield Center for the Arts Foundation.

Away from the office, Neil is an avid runner, and PC can be found on the tennis court almost every evening.

G. Robert Aston Jr.

Chairman and CEO, TowneBank, Portsmouth



In 1986, Aston was president and CEO of Commerce Bank, a community bank with offices throughout Hampton Roads.

Today he heads TowneBank, a fast-growing bank and financial services firm with more than \$6 billion in assets that he started in his Portsmouth garage in 1999. TowneBank continues to grow and should complete its acquisition of Chesapeake-based Monarch Financial Holdings Inc. in the second quarter. The combined bank is expected to rank No. 1 in market share for bank deposits in Hampton Roads, becoming the only community bank to hold that distinction among the country's 50 largest metropolitan areas. At the beginning of 2015, TowneBank expanded into Richmond with its acquisition of Franklin Financial Corp. and announced plans to open a Richmond headquarters in the new 18-story Gateway Plaza building. The bank has 37 banking offices and offers a wide range of financial services, including mortgages, insurance and investments.

Martin J. Barrington

Chairman, CEO and president, Altria Group Inc., Richmond



Barrington has worked at Altria for more than 20 years, serving in executive roles for virtually all of the companies in its group. He is a member

of the board of trustees at the Virginia Museum of Fine Arts and the board of directors of the Richmond Performing Arts Center. In January, Altria, the parent company of giant cigarette maker Philip Morris USA, announced that it would eliminate about 490 jobs from its U.S. workforce in an effort to save roughly \$300 million a year by the end of next year. Two hundred to 250 of those jobs are held by salaried employees in the Richmond area. The company had close to 4,000 full-time-equivalent employees in the area at the beginning of last year.

G. William "Billy" Beale

President and CEO, Union Bankshares Corp., Richmond

Thirty years ago, Beale was the founding CEO of a new bank that had just opened in Dallas. The bank grew to profitability and was sold in 1988.

"That experience gave me a lot of empathy for the entrepreneurs who start their own businesses," says Beale. "The difficulty of attracting customers in a crowded market of similar entities cannot be overstated."

Beale began working at Union & Trust, then based in Bowling Green, in 1989. He became president and CEO in 1991, succeeding Walt Mahon who had grown up with Beale's father.

Through a series of acquisitions and mergers, Union has become the largest community bank based in Virginia, with \$7.6 billion in assets. It expects to reach \$10 billion by the end of 2018.

That threshold is important, Beale says, because an amendment to the Dodd-Frank bank reform law places a ceiling on debit-card interchange fee revenue for banks with



The Big Book: Most Influential Virginians

more than \$10 billion in assets. Once Union crosses that line, “we will lose about \$10 million in revenue,” he says.

To offset the lost revenue and other regulatory costs, most banks, including Union, expect to acquire or merge with another bank to create a company with \$13 billion to \$15 billion in assets. “This merger scenario could include acquiring a bank located outside Virginia,” Beale says.

Beale is treasurer, member of the executive committee and chair of the investment committee of the American Bankers Association; a Virginia Bankers Association board member; Venture Richmond executive committee member; Management Roundtable member; Virginia Foundation for Independent Colleges trustee; and president of the Society of the Cincinnati in Virginia. He recently was elected to the boards of the Greater Richmond Partnership and the Virginia Chamber of Commerce.

Gilbert T. Bland

Chairman, The GilJoy Group, Virginia Beach



Bland became a business owner in December 1985 after moving to Virginia from Chicago where he was a commercial banking officer. Now

a major Burger King franchisee, Bland has owned and operated more than 70 restaurants in three states. He is on the board of directors of the Burger King National Franchisee Association and is national president of the Burger King Minority Franchisee Association. In Virginia, he is a member and a former chairman of the State Council of Higher Education for Virginia and has served on the boards of Old Dominion University and the James Madison University Foundation. He also is a board member at LEAD Virginia, the Virginia Chamber of Commerce and Elevate Early Education and is past chairman of Sen. Mark R. Warner’s Diversity and Inclusion Council. In his home region, he serves on the boards of the Hampton Roads Community Foundation and Greater Norfolk Corp. and is chairman of Healthy Neighborhood Enterprises and treasurer of the New E3 School.

Ramon W. Breeden Jr.

President and CEO, The Breeden Co., Virginia Beach



By 1986, the real estate development company that Breeden had founded almost 20 years earlier had amassed \$150 million worth of property

and had moved just two years earlier to its current headquarters on Lynnhaven Parkway. Today the company continues to be one of Virginia’s leading real estate development companies. The Breeden Co. is

building the 25th Street project in Virginia Beach, which includes a parking garage and iFLY Virginia Beach, an indoor skydiving facility, both of which opened last year. The final phase of the project, which should be finished this spring, includes 147 luxury apartments. Last year, Breeden finished the 420-unit Marshall Springs at Gayton West. The company has many ongoing projects, including four new multifamily communities totaling 637 units and a combined investment of almost \$100 million. Breeden is expected to break ground soon on a 264-unit luxury apartment community, The Marq, near Town Center of Virginia Beach. Breeden makes donations to many charities, but the Virginia Beach SPCA is closest to his heart. He serves on the boards of the Virginia Symphony Orchestra and the Hampton Roads Military and Federal Facilities Alliance.

Wesley G. “Wes” Bush

Chairman, president and CEO, Northrop Grumman Corp., Falls Church



The past year was a lucrative one for contracts for Northrop Grumman, a global defense giant. Facing intense competition, the company landed the

Long-Range Strike Bomber contract in 2015, a \$80 billion program that will give birth to the next generation of stealth bombers. Making good on Bush’s promise to increase international sales, Northrop also won a \$286 million contract from Japan to upgrade its reconnaissance fleet with the E-2D Advanced Hawkeye aircraft. Bush, the company’s CEO since 2006, is a strong believer in the importance of research and development. R&D spending rose 12.2 percent to \$569 million in 2014. Bush also serves on the board of Norfolk Southern Corp.

Whittington W. “Whitt” Clement

Partner, Hunton & Williams, Richmond



Whitt Clement today heads Hunton & Williams’ government relations practice group. In 1986, he was a partner at Clement & Wheatley in Dan-

ville, focusing on building the law firm’s core competencies. He also was contemplating a run for the House of Delegates the next year. That election launched a political career that included service as a delegate from 1988 to 2002 and Virginia secretary of transportation under Gov. Mark Warner from 2002 to 2005. He co-chaired Gov. Terry McAuliffe’s transition team in 2013. Clement is a past chairman of the Virginia Chamber of Commerce, the State Council of Higher Education for Virginia and LEAD Virginia. He also is a former president of the Virginia Bar Association. He now is a member of the board of visitors at the University of Virginia.

Richard Cullen

Chairman, McGuireWoods LLP, Richmond



Thirty years ago, Cullen was preparing to take a leave of absence from law firm McGuireWoods to work as special counsel to the con-

gressional Iran-Contra Committee. The committee was investigating President Reagan’s approval of the sale of arms to Iran and use of those profits to support rebels fighting Nicaragua’s socialist government. Cullen, a former Virginia attorney general and U.S. attorney for the Eastern District of Virginia, is a prominent white-collar defense and government investigations lawyer with a long history of well-known clients. Cullen now is leading a legal team representing Joseph “Sepp” Blatter, head of FIFA, the subject of U.S. and Swiss government investigations of allegations of bribery and corruption in the international soccer organization. Cullen also led a team of lawyers representing Virginia businessman Jonnie Williams, who received full immunity for testifying about gifts and loans worth more than \$170,000 he made to former Gov. Bob McDonnell and his wife that ultimately led to federal convictions. Cullen also represents many leaders of multinational corporations, including Lamar McKay, head of BP America, and other BP executives, who were witnesses in litigation related to the 2010 explosion of BP’s Deepwater Horizon oil rig. Cullen has led McGuireWoods, Virginia’s largest law firm, since 2007. In December, the firm announced a strategic alliance with Shanghai-based Fijae Partners to serve clients in China. Cullen is a trusted Republican confidant and is serving as an adviser to Ed Gillespie’s 2017 gubernatorial campaign.

Ben J. Davenport Jr.

Chairman, Davenport Energy Inc. and First Piedmont Corp., Chatham



Davenport Energy is 75 years old this year. Last year, it bought two fuel oil companies from Roanoke-based Petroleum Marketers Inc.:

APB Whiting Oil Co. in Roanoke and Whiting Jamison Oil Co. in Covington. Davenport has led many statewide organizations, including the Virginia Chamber of Commerce, and served as rector of the Virginia Tech board of trustees. He currently serves on the boards of the Virginia Tech Foundation and the Virginia Tech Carilion School of Medicine. He also is a board member of the Virginia Chamber, Danville-based American National Bankshares and Hargrave Military Academy. In addition, he is involved in GO Virginia, an initiative for encouraging economic development through regional cooperation. Davenport co-founded the Future of the Piedmont Foundation, which developed a plan using tobacco settlement

money to reshape the economy of Danville and Pittsylvania County. In 1986 as he does today, Davenport was running Davenport Energy and First Piedmont, a waste management business that he founded in 1969. "1986 was a good year for us," he says.

James W. Dyke Jr.

Senior adviser, Virginia State Government Relations, McGuireWoods Consulting, Tysons Corner



Last year was a big one for Jim Dyke. He supported his daughter Jamie Clancey's successful election to the Culpeper Town Council, ushering

in a second generation of public service in his family. Dyke, appointed to a state board by every Virginia governor since Chuck Robb, continues to be a civic leader. He's chairman of the PreK-12 Committee of the Virginia Chamber of Commerce and just finished his first year as an at-large member of the Commonwealth Transportation Board as an appointee of Gov. Terry McAuliffe. He also received a Lifetime Achievement Award from the Fairfax County Chamber of Commerce. Thirty years ago, Dyke was a partner at Sidley & Austin law firm and served as bond counsel for the District of Columbia's first bond issue.

Richard D. Fairbank

Founder, chairman and CEO, Capital One Financial Corp., McLean



With Fairbank at the helm, Capital One — the nation's sixth largest bank in terms of deposits — continues to be an innovative technology leader.

The company recently launched SwiftID, a way to authenticate account users with just a swipe on a smartphone's screen. It also was the first U.S. bank to offer a mobile payments service through its Capital One app for Android phones. The company also continues to tweak plans for an expanded 26-acre Tysons headquarters campus. Capital One employs 4,200 people in Fairfax County, where a 14-story, 940,550-square-foot headquarters — the tallest in the county — is under construction. The building will be outfitted with many bells and whistles, including a nice employee perk — a Wegmans grocery store on the building's ground floor.

Thomas F. Farrell II

Chairman, CEO and president, Dominion Resources Inc., Richmond



Farrell has led energy giant Dominion Resources since 2006. The Fortune 500 company is a leader on the state's biggest energy projects. An

economic analysis found that Dominion's

projects during the next six years will create thousands of jobs and add \$10.1 billion to the economy. Some of Dominion's most notable projects include a proposal to build the country's first offshore wind project and plans to build a \$5.1 billion, 542-mile natural gas pipeline that has drawn opposition from environmentalists and some property owners along its planned route. Farrell sits on many industry, government and philanthropic boards. He is the presiding director at Altria Group, chairs the Colonial Williamsburg Foundation board of trustees and is the chairman of the Institute of Nuclear Power Operations. In 1986, Farrell was an attorney at McGuireWoods.

Heywood Fralin

Chairman, Medical Facilities of America Inc., Roanoke



Economic development and higher education are key passions for Fralin. He and other members of the Roanoke/New River Valley business

community are funding research at Virginia Tech and Virginia Western Community College, which he hopes will lead to the development of a new marketing plan for the region. "My guess is that we will complete the research in the next 30 to 60 days," he said in December. As vice chairman of the State Council of Higher Education for Virginia, Fralin also had a voice in helping to fashion that group's new long-term strategic plan, which calls on universities to serve as economic engines because of their research. Thirty years ago he was managing partner at a Roanoke law firm.

Thomas R. Frantz

Chairman emeritus, Williams Mullen, Virginia Beach



Frantz, chairman emeritus of one of the state's largest law firms, is a prophet for change in economic development.

He helped form the Hampton

Roads Business Roundtable, a group pushing for a mega-region linking Richmond and Hampton Roads (see story on Page 38). He also chairs the Virginia Beach Bio Task Force, which is looking to develop the bioscience industry in Hampton Roads. In addition, he serves on the board of the Virginia Business Higher Education Council, a force behind a new bipartisan, statewide coalition (GO Virginia) that's urging localities to collaborate for state incentive grants on new projects. Thirty years ago, Frantz was coaching his children's sports teams and working as a corporate law and tax partner with Clark & Stant, which merged with Williams Mullen in 1999.

Chris French

Chairman, president and CEO, Shenandoah Telecommunications Co., Edinburg



Shenandoah Telecommunications (Shentel) made a big splash last year when it announced plans to acquire Waynesboro-based Ntelos Holdings Corp. in an all-cash deal valued at approximately \$640 million.

When the deal closes this year, the company will have more than a million wireless customers, making it the leading provider of Sprint-branded communications services in the mid-Atlantic. The company's workforce will increase from more than 700 to more than 1,000.

French has been president of Shentel since 1988 and chairman of its board of directors since 1996. He joined the company in 1981 and was executive vice president and chief operating officer in 1986.

French has held board and officer positions on state and national telecommunications associations. He was a director of the Organization for the Promotion and Advancement of Small Telecommunications Companies (now part of NTCA-The Rural Broadband Association) and was president and director of the Virginia Telecommunications Industry Association. He currently is a member of the Leadership Committee of the United States Telecom Association.

French is chairman of the Shentel Foundation, which supports a variety of community projects, including a multiyear commitment to the Shenandoah County Community Health Center and, more recently, Shenandoah Memorial Hospital.

Michael Friedlander

Executive director, Virginia Tech Carilion Research Institute, Roanoke



Friedlander is the founding executive director of the Virginia Tech Carilion Research Institute and senior dean for research at the Virginia Tech Carilion School of Medicine. Since its opening in 2010, the institute has

grown to 25 research teams employing more than 250 people, creating an economic impact of more than \$250 million on the Roanoke-area.

Last year Friedlander received the Regional Leadership Award from Roanoke Blacksburg Technology Council and the Norman Cohn Silver Hope Award for increasing public awareness of multiple sclerosis from the Roanoke Chapter of the Multiple Sclerosis Society.

He also is co-founder of Virginia Tech's Translational Biology, Medicine and Health graduate program and co-developed the Virginia brain state initiative, a collaborative research group involving universities throughout the commonwealth.

Friedlander also serves on several boards, including the Virginia Biosciences Health Research Corp., Virginia Bio Academic Council, Science Museum of Western Virginia and the Roanoke Blacksburg Technology Council.

In 1986, he was named the founding director of the neurobiology research center at the University of Alabama at Birmingham School of Medicine. "Like a lot of parents, I was trying to balance a busy career — in my case as a scientist — with dad-hood and related activities," says Friedlander, who has five children and five grandchildren.

Gerald L. Gordon

President and CEO, Fairfax County Economic Development Authority



In 1986, Gordon ran in the Marine Corps Marathon. He was the second-ranking official at the Fairfax County Economic Development Authority

and would be named president and CEO the following year. Fairfax, at the time, was still a bedroom community of Washington, D.C. During his time at FCEDA, office space in the county has grown from 32 million to more than 115 million, and the total number of jobs in the county has increased from 243,000 to almost 600,000. Gordon has received the Jeffrey A. Finkle Award for Organizational Leadership from the International Economic Development Council. He chaired the George Mason University Honors College board and the Foundation for Fairfax County Public Schools. In 2010, he was named Virginia Business' "Virginia Business Person of the Year."

Sheila C. Johnson

Founder and CEO, Salamander Hotels & Resorts, Middleburg



Johnson joined an elite group of business leaders with her 2015 induction into the Washington, D.C., Business Hall of Fame. A co-founder with her first husband, Bob Johnson, of Black Entertainment Television, she came into a fortune when the cable network was sold for \$2.9 billion in 2001. (She and Johnson later divorced.) Last year, she ranked No. 22 on Forbes' new list of America's Richest Self-Made Women with a net worth of \$700 million. Besides the hospitality industry, Johnson is influential in sports and film. She is the only African-American woman with an ownership interest in three professional sports teams, the NBA's Washington Wiz-

ards, the NHL's Washington Capitals and the WNBA's Washington Mystics. She also serves on the executive committee of the U.S. Golf Association. Johnson started the Middleburg Film Festival, which is going into its fourth year. In 1986, "I was living in Washington, D.C., as co-founder of Black Entertainment Television and executive vice president of community affairs," she says.

Steve Johnson

President and founder, Johnson Commercial Development, Bristol, Va.



Johnson's retail development, The Pinnacle, has been transformative in the Bristol area, creating new jobs and attracting new retailers. The first phase — more than 500,000 square feet of retail, dining and entertainment in Bristol, Tenn. — established the Tri-Cities area as a regional shopping destination.

"There's a standing bet if you ever come to The Pinnacle and you don't see cars from five states represented [Virginia, Tennessee, Kentucky, North Carolina and West Virginia], I'll give you a \$100 bill on the spot," says Johnson. "I've never had to pay it."

The developer is gearing up for a second phase: a \$30 million, 122,600-square-foot expansion in Washington County, Va. It will include a 15,000-seat amphitheater and the region's first CarMax.

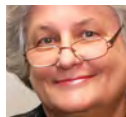
A 1988 graduate of Virginia Tech, Johnson played tight end for Coach Frank Beamer. He went on to play for the Dallas Cowboys and New England Patriots before getting into commercial development.

He has kept his ties to Virginia Tech, pledging \$1 million toward the construction of an \$18 million indoor football practice facility, which opened last year next to Lane Stadium. Tech named its outdoor football practice fields after Johnson. "Everything I do in business is a mirror image of what sports taught me," he says.

Thirty years ago, "I was a sophomore at Virginia Tech, playing football, drinking 50-cent beer and eating lots of late-night pizza," Johnson says.

Bobbie G. Kilberg

President and CEO, Northern Virginia Technology Council



From her perch atop one of the largest technology councils in the country, Kilberg is a model of a woman in a high-profile STEM job. The NVTC won White House recognition with the

expansion of its Veterans Employment initiative, which matches veterans with jobs, internships, mentors and certifications in the technology community. Kilberg is a staple on "best of" lists. In 2015, she was named to FedScoop's D.C.'s Top 50 Women in Tech. A power broker with a political background as a White House staffer under four Republican administrations, her phone line has been ringing with questions about the presidential candidates, with many people wanting to know: "What in the world is going on with Donald Trump?" Thirty years ago, she was a stay-at-home mom raising four children and serving on the Potomac School board of trustees.

Jeffrey M. Lacker

President, Federal Reserve Bank of Richmond



Lacker, an inflation "hawk," laid out his case for the Federal Reserve raising interest rates in a September speech in Richmond. The Federal

Open Market Committee, however, waited until December to increase rates a quarter of a percentage point, the first uptick since 2006. Lacker dissented at September and October meetings when the FOMC left rates unchanged. During his previous turn as a committee voting member, in 2012, he dissented at every meeting. Lacker will become a voting member again in 2018. Thirty years ago, he was teaching monetary policy to graduate students at Purdue University. He became president of the Richmond Fed in 2004. Lacker is a board member at the University of Richmond, the Council for Economic Education and the World Affairs Council of Greater Richmond. He also serves on advisory boards for ROSMY and Junior Achievement of Central Virginia and is a member of the Venture Richmond executive committee.

Mike Lawrie

Chairman, president and CEO, CSC Corp.; Chairman, CSRA Inc. Falls Church



Last year was a big year for information technology giant Computer Sciences Corp. (CSC), which spun off its public-sector division and com-

bined it with Fairfax-based SRA International to form CSRA. Lawrie was named chairman of CSRA's board of directors, a company focused on government business that is expected to have annual sales of around \$5.5 billion. Lawrie continues to lead CSC, where he has been CEO since 2012. Last year he also was named chairman. Now focused on commercial business, CSC is expected to bring in about \$8 billion in annual revenue. Both companies are based in Falls Church.

John R. Lawson II

President & CEO, W.M. Jordan Co.,
Newport News



One of the biggest general contractors in the state, Newport News-based W.M. Jordan Co. is behind some of the major developments in Virginia and beyond.

The company is the general contractor on The Main, a 23-story

Hilton hotel and conference center in downtown Norfolk, which will have 300 rooms and more than 80,000 square feet of conference space.

The company also is the builder and developer of the \$450 million Tech Center at Oyster Point in Newport News, whose first building opened in July.

In addition, the company is a partner in the \$260 million renovation of the Cavalier Hotel project in Virginia Beach, which includes redevelopment of a historic hotel and construction of a new hotel tower.

Lawson serves on many boards, including the Children's Hospital of the King's Daughters and the Myers-Lawson School of Construction at Virginia Tech. He also chairs Christopher Newport

University's campaign to raise \$42 million. Last year, the Hampton Roads Association of Fundraising Professionals named him Outstanding Philanthropist.

In 1986, Lawson became president of W.M. Jordan Co. The company's founder had retired the previous year, and his shares in the company were bought by Lawson and his father. Since then, the company's annual revenue has grown from about \$49 million to more than \$350 million.

Ted Leonsis

Founder and CEO, Monumental Sports & Entertainment; founder and partner, Revolution Growth, Washington, D.C.



Leonsis is a major force in the Washington, D.C., sports and business scene. Monumental Sports & Entertainment owns the Washington Wizards, Washington Capitals and Washington Mystics, plus the 20,000-seat Verizon Center. Last year, he was named to Washingtonian magazine's list of Tech Titans. Leonsis also is an award-winning filmmaker, who recently produced "The Market Basket Effect," the story of the boycott of New England-based grocer Market Basket. He sits on the boards of several companies, including Fairfax County-based CustomInk

and FedBid. In 1986, Leonsis founded Redgate Communications. It was eventually acquired by AOL where he served as a senior executive. "During this time it was clear to anyone who knew me that I was obsessed with the idea of digital and digitizing information, and I could feel something big was on the horizon," he says.

Gracia C. Martore

President and CEO, Tegna, McLean



In 1986, Martore was just getting her feet wet at Gannett Co., having been hired a year earlier as the publishing company's assistant treasurer. She rose through the ranks to become Gannett's CFO and CEO. Last year, she led the separation of Gannett's businesses and now heads Tegna, the former broadcast and digital arm, a move she considers a career milestone. In addition to Tegna's board, Martore serves on the boards of The Associated Press, FM Global and WestRock Co. She also is a trustee of the Paley Center for Media. In her spare time, the New England native roots for Boston-based sports teams. "Especially the Red Sox," she says.



Celebrating 85 Years of Progress!

Headquartered in Richmond with a history that dates back to Chase City in 1931, Estes Express Lines has grown from a one man, one truck operation to a leading, full-service freight transportation provider offering a complete range of shipping solutions.

Join us in celebrating our 85th anniversary year online, where you can view an interactive timeline and video that chronicles our journey. While you're there, be sure to request a copy of our anniversary brochure!

LTL • Time Critical • Volume & Truckload • Global • Custom Solutions
www.estes-express.com • 1-866-ESTES4U (378-3748) • Service Is What Our People Deliver!



ESTES

The Big Book: Most Influential Virginians

Tom Monahan

Chairman and CEO, CEB, Arlington



Monahan leads fast-growing CEB. It provides business intelligence to more than 10,000 companies (including more than 90 percent of the Fortune 500 firms) to help manage their human resources, customer service and operations. With more than \$1 billion in annual revenue, the company last year acquired Quebec City-based Wanted Technologies, a provider of analytics for human resources professionals; San Francisco-based Sunstone Analytics, whose technology screens résumés; and the Australian CEO Forum Group, which includes executives of foreign-owned companies doing business in Australia. CEB, which Monahan has led since 2005, is consolidating its headquarters operations into what will be known as CEB Tower, occupying 15 of the tower's 31 stories. Monahan is on the boards of Convergys Corp. and PeaceTech Lab. Monahan was an undergraduate student at Harvard University in 1986. Although he can't recall exactly what he was doing that year, he was "probably listening to [British pop groups] Lloyd Cole and the Commotions and/or The Style Council while I was doing it," he says.

Anthony J. Moraco

CEO, SAIC, McLean



Tony Moraco has led SAIC since it was spun off from its parent company (now known as Leidos Holdings) in September 2013. Since then, the government services company has increased its revenues and workforce.

For the first three quarters of fiscal year 2016, revenues were up 11 percent to \$3.2 billion. Last year, SAIC purchased for \$790 million Reston-based Scitor Corp., to expand SAIC's intelligence and Air Force business.

The company also increased its contract awards in 2015, expanding business from the Federal Aviation Administration, General Services Administration and NASA. SAIC added about 2,500 employees last year and expects to hire more in 2016.

Moraco is on the College of Engineering Advisory Board at Virginia Tech (where he is an alum) and the boards of the Northern Virginia Technology Council and Operation Homefront, a Sterling-based nonprofit that provides emergency assistance to military families.

He chairs the steering committee of the Defense Industry Initiative on Business Ethics, which promotes ethical conduct among companies serving the U.S. military.

In 1986, Moraco was working as a photogrammetrist and software engineer on a Tomahawk Cruise Missile project for government contractor Autometric Inc. Photogrammetry is the science of making measurements from photographs.

Christopher J. Nassetta

President and CEO, Hilton Worldwide Holdings Inc., McLean



Nassetta continues to keep his brand on top of the innovation curve with initiatives in areas as diverse as energy management and paternal

leave. Hilton employees who are new parents get 10 weeks of paid time off. Plus, the company rolled out its newest brand in January, Tru by Hilton, a midscale-sector hotel chain aimed at the millennial market. Last year, Nassetta was inducted into the Hospitality Industry Hall of Honor at the University of Houston Conrad N. Hilton College of Hotel and Restaurant Management. Hilton Worldwide has expanded to more than 100 countries and in 2015 welcomed more than 140 million visitors to the more than 4,500 properties in its portfolio. Thirty years ago, Nassetta was working his way through the ranks at the Oliver T. Carr Co., in Washington, D.C., where he helped oversee the renovation of the historic Willard Hotel.

Phebe Novakovic

Chairman and CEO, General Dynamics, Falls Church



In 1986, Novakovic left the CIA to pursue an MBA at The Wharton School at the University of Pennsylvania, according to Fortune maga-

zine. Today, she continues to shun the spotlight as CEO of General Dynamics, the largest defense contractor in Virginia and one of the largest in the world. Novakovic has streamlined the company, returning it to profitability and boosting revenues. She joined the company in 2001 and became chairman and CEO in 2013. In 2015, General Dynamics reported revenues of \$31.5 billion and a profit of almost \$3 billion. Just three years ago, the company had reported a loss of \$332 million. General Dynamics makes Abrams tanks and Gulfstream business jets and is one of two builders (with Newport News-based Huntington Ingalls Industries) of nuclear-powered submarines. She was No. 10 on Fortune magazine's "Most Powerful Women" list last year.

Proudly serving Southside and Southwest Virginia

75 Years

Davenport Energy

CELEBRATING 75 YEARS 1941-2016

800-971-3835
DavenportEnergy.com

CHATHAM + GREYTN + SOUTH BOSTON + BEDFORD + MARTINSVILLE
ROCKY MOUNT + ROANOKE + BLACKSBURG/CHRISTIANSBURG + COVINGTON

Connie Nyholm

Majority owner and CEO, Virginia International Raceway, Alton



Nyholm continues to develop the 1,370-acre Virginia International Raceway (VIR), which she helped reopen in 2000.

The property bills itself as a "motorsport resort," offering six road courses, onsite lodging, a spa and a restaurant. Adjacent to VIR is the VIRginia Motorsport Technology Park, home to Virginia Tech's Global Center for Automotive Performance Simulation. VIR welcomes more than 50,000 visitors a year, and spectator ticket sales were up 48 percent in 2015 from the previous year. "The most challenging part about my job is gaining VIR the recognition it deserves as a driving economic force, especially in the Southern Virginia region," she says. In 1986, Nyholm was preparing to become a self-employed real estate agent, leaving a career as a senior credit analyst at HBO in New York.

Milt and Jon Peterson

Principals, The Peterson Cos., Fairfax



Milt Peterson



Jon Peterson

The development company celebrated its 50th year in 2015. Milt Peterson, 79, retains the title of chairman, but his son, Jon, is playing an increasingly prominent role in the company. He's chairman of the company's executive committee and is involved in the ongoing development of National Harbor, the com-

pany's signature mixed-use waterfront destination in Prince George's County, Md. The Peterson family has been a big supporter of George Mason University, where Jon was recently appointed by Gov. Terry McAuliffe to serve on the board of visitors. Last year, the Peterson Family Foundation donated \$10 million to the school for scholarships in the arts and for completion of a health sciences building that will be named in honor of the Peterson family.

C. Michael Petters

President and CEO, Huntington Ingalls Industries Inc., Newport News



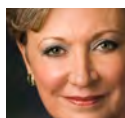
Petters leads the nation's largest shipbuilder and Virginia's largest industrial employer. Its Newport News Shipbuilding division has

more than 20,000 employees. During the past year, the company acquired The Columbia Group's Engineering Solutions Division to position HII in the growing unmanned underwater vehicle market. HII also delivered two ships: the submarine John Warner and the cutter James. The company opened an employee health

center in Newport News earlier this year. HII, however, is in the midst of cutting more than 1,500 workers at its Newport News shipyard as it completes work on three aircraft carriers (including the construction of the Gerald R. Ford, midlife overhaul of the Abraham Lincoln and the inactivation of the Enterprise.) Petters serves on the executive committee of the Aerospace Industries Association, Virginia's Advisory Council on Revenue Estimates and the boards of directors of the U.S. Naval Academy Foundation and the National Bureau of Asian Research. He also is on the board of advisers for the Center for a New American Security. In 1986, Petters was a junior officer on the USS George Bancroft, which was homeported in Charleston, S.C.

Linda Rabbitt

Founder, chairman and CEO, Rand Construction Corp., Washington, D.C.



Rabbitt's profile continues to rise. As a 2016 recipient of a Horatio Alger Award, she joins an elite group of leaders with a commitment to

philanthropy and higher education. The Horatio Alger Association of Distinguished Americans, which honors 10 to 12 business leaders a year, supports scholarship programs for at-risk students. Rabbitt serves on the board of Willis Towers Watson. She also has funded a program at Harvard Business School to assist women serving on corporate boards. The program, similar to a pilot program Rabbitt funded at George Washington University, is scheduled to begin in the fourth quarter. In 1986, she left KPMG to start her general contracting firm.

John Reinhart

CEO/executive director, Virginia Port Authority, Norfolk



Since Reinhart took the helm of the Port of Virginia two years ago, the state-owned port authority reported in fiscal year 2015 its first profit (\$16.1 million) since 2008. After shoring up its finances, the port has had several major announcements. They include extending its leases at the Port of Richmond and the Virginia International Gateway marine terminal (although the latter is still being finalized). In 2015, the port's terminals handled a record-setting 2.5 million TEUs, up 6.5 percent over 2014. The port also is slated to receive \$350 million from the commonwealth to help expand Norfolk International Terminals. Reinhart serves on the Hampton Roads Accountability Transportation Commission, the Hampton Roads Business Roundtable and the

Greater Norfolk Corp. In 1986, Reinhart was living in Cincinnati with his pregnant wife and their two children. He worked in the restaurant industry.

Bob Sasser

CEO, Dollar Tree Inc., Chesapeake



Sasser guided Dollar Tree, a Fortune 500 company, through its \$9.1 billion acquisition last year of Family Dollar, beating out a competing

bid from rival Dollar General (see story on Page 49). The Family Dollar deal is expected to raise the company's annual revenue to \$19 billion. Dollar Tree sells almost all of its merchandise for \$1 or less. Sasser has been CEO of Dollar Tree since 2004. He was the company's chief operating officer from 1999 to 2004. Before his career with Dollar Tree, he was senior vice president of merchandise and marketing for Roses Stores Inc. and vice president, general merchandise manager for Michaels Stores Inc. Before 1994, he held several positions at Roses, ranging from store manager to vice president and general merchandise manager. Sasser has served on the boards of Dollar Tree since 2004 and The Fresh Market since 2012.

Knox Singleton

CEO, Inova Health System, Falls Church



Singleton has led Inova Health System for more than 30 years, but he's not planning on easing into retirement. He is the catalyst behind Inova's

Center for Personalized Health, a campus for researchers, clinicians, educators and patients centered on the growing field of personalized medicine. Last year, Inova made a major step toward achieving its dream, purchasing for \$180 million the 117-acre former Exxon Mobil campus across the street from Inova Fairfax Hospital. The health system also has been attracting top researchers to its translational medicine and cancer institutes, which will be housed on the campus. Outside of work, Singleton is on the board of the Global Good Fund and the Community Coalition for Haiti. He was previously president of that organization and still volunteers in Haiti twice a year. Virginia Business named Singleton its Business Person of the Year in 2015 in recognition of his accomplishments.

James A. Squires

Chairman, president and CEO, Norfolk Southern Corp., Norfolk



Since taking over Norfolk Southern's top job less than a year ago, Squires has faced no shortage of major decisions. During that time period, Norfolk Southern has rejected three takeover offers from Canadian Pacific railroad, citing regulatory concerns and calling the proposals "grossly inadequate." Squires has worked at Norfolk Southern since 1992, starting in the law department. Before becoming CEO, he was the company's chief financial officer and president. Squires has been a board member at Sentara Healthcare and the U.S. Chamber of Commerce. He also is a former chairman of Virginia's Transportation Accountability Commission and former trustee of the Norfolk Public Library.

Bruce L. Thompson

CEO, Gold Key | PHR Hotels and Resorts, Virginia Beach



When it comes to high-profile projects, Bruce Thompson is the developer of choice in Virginia Beach. His company plans to open the renovated Cavalier Hotel late this year, and it's toiling away on the new \$126 million The Main, a hotel and conference center in downtown Norfolk. Plus, Thompson is the developer that the owners of an old Virginia Beach resort recruited for a major project on the city's south end. The proposed \$245 million project would cover three blocks and include a new 15th Street pier, possibly with a giant Ferris wheel and a surfing hall of fame. Thompson is definitely riding a wave, literally and figuratively. He recently purchased a new boat and enjoyed breaking it in on a Caribbean vacation.

David Thompson

President and CEO, Orbital ATK, Dulles



This has been a big year for Orbital ATK, the aerospace and defense company Thompson co-founded in 1982. In January, Orbital nabbed a NASA contract for more than \$1 billion to continue delivering cargo to the International Space Station (ISS) through 2024. The contract is welcome news for Orbital, which made national headlines in October 2014 after one of its rockets bound for the space station exploded seconds after takeoff. The accident caused \$15 million in damage to the Wallops Island launch pad. The facility, however, now has been repaired, and Orbital ATK expects to continue missions from Wallops to the ISS in mid-2016 with an upgraded rocket. In 2015, the company absorbed ATK's aerospace and defense units.

Warren Thompson

President and chairman, Thompson Hospitality, Reston



In 1986, Thompson was working as a regional manager for Roy Rogers, a fast-food chain then owned by Marriott Corp. Six years later, he founded Thompson Hospitality after buying 31 Big Boy restaurants from Marriott. Those restaurants eventually were sold, and Thompson Hospitality expanded into contract food service. Today, Thompson Hospitality provides food service in nearly 50 states and abroad, and its restaurant and retail division serves 1.9 million guests each year. The company, which logged \$525 million in revenue in 2015, is a regular on Black Enterprise magazine's list of 100 largest black businesses in the country. Thompson sits on the boards of Federal Realty Investment Trust, Compass Group and Pizza Studio. Thompson Hospitality is a major supporter of Cornerstones of Reston, a nonprofit that provides food, shelter, affordable housing and other human services. Thompson's company also donates \$1.2 million each year to historically black colleges and universities. Thompson is a visiting lecturer at the University of Virginia, where he received his MBA in 1983.

Ed Walker

Managing member, ReGeneration Partners and Commonwealth Capital Partners, Roanoke



Walker has spearheaded Roanoke's revitalization by rehabbing old buildings. He has worked on more than 20 reclamation projects valued at more than \$80 million in Virginia and elsewhere. Nonetheless, he remains humble, saying he doesn't believe his career achievements are that great. "My feelings are anchored more in gratitude for the opportunities and the colleagues that worked together to make them happen," he says. Walker also has taught at Washington and Lee University's School of Law, owns two co-working spaces in Roanoke and founded the City-Works (X)po, a yearly event that brings people to the Star City to "share big ideas for better places." With those accomplishments under his belt, it's no wonder he was named Roanoke's 2014 Citizen of the Year. Thirty years ago, Walker was 19 years old studying at the University of St. Andrews in Scotland. "Super dark, super cold, super good Scotch," he reminisces.

John O. "Dubby" Wynne

Retired president and CEO, Landmark Communications and former chairman of The Weather Channel, Virginia Beach



Wynne is the coordinator of GO Virginia, a proposed state program that would use incentives to promote regional cooperation among localities. The former media executive says the initiative, for which he has been gathering support for years, could be "transformational." Many other areas of the country, he notes, already are taking a regional approach to economic development. Wynne has experience in bringing big projects to fruition. Thirty years ago, he was developing the 4-year-old Weather Channel while serving as Landmark's head of broadcasting and new ventures. He is chair of the Hampton Roads Community Foundation, a trustee at Princeton University, vice chair of the Council on Virginia's Future and a member and co-founder of the Hampton Roads Business Roundtable. 

Macon and Joan Brock*Virginia Beach*

The Brocks have been major Virginia philanthropists for many years, donating more than \$45 million to a variety of charitable causes. Last year, they received the national Outstanding Philanthropist award from

the Association of Fundraising Professionals. Virginia beneficiaries of the Brocks' generosity include Randolph-Macon College, Longwood University, Eastern Virginia Medical School, Chrysler Museum of Art, Old Dominion University and Virginia Wesleyan College. Macon Brock is one of three founders of Chesapeake-based Dollar Tree Inc., which opened its first stores in 1986. A former CEO of the company, he has been chairman since 2001. Macon serves on the board of Toano-based Lumber Liquidators Inc. He also is a board member of the Hampton Roads Community Foundation, a Virginia Aquarium trustee and a Hampton Roads Business Roundtable member. Joan became the first woman to chair the Chrysler Museum of Art board of trustees in 2005-06.

Steve and Jean Case*McLean*

Steve and Jean are passionate about promoting entrepreneurship, which makes sense given their backgrounds. Steve, the co-founder and former head of AOL, now heads investment firm Revolution

LLC. He has led Revolution's Rise of the Rest tour, in which he visits different regions and invests in promising startups. The last leg of a recent tour included a stop in Richmond, where local company WealthForge won a \$100,000 investment during a pitch competition. Jean led AOL's marketing and branding efforts and now is CEO of the Case Foundation, which the Cases founded in 1997. This past year, the foundation helped fund the Forbes 30 Under 30 challenge in which young entrepreneurs competed for \$1 million in investments. (Jean was one of the judges.) The Cases also own Early Mountain Vineyards in Madison County. Steve is adding a new title this year: author. In April, he is releasing his first book, "Third Wave," which is being described as "part memoir, part manifesto and part playbook for the future." The Cases have come a long way since 1986, when AOL's predecessor company was just a year old. "We were focused on building the service that would bring America online and revolutionize information sharing in the new digital age," says Steve.

William and Alice Goodwin*Richmond*

The Goodwins are well-known philanthropists. They recently made headlines by pledging \$150 million to help build an independent children's

hospital in Richmond. However, two of the project's key players, the Virginia Commonwealth University and Bon Secours Richmond health systems, pulled out of the project, saying the model was not viable for them. "...We are disappointed that in the current times, we are not making headway on having an independent children's hospital in Richmond," Bill says. He is the retired chairman and president of CCA Industries, a Richmond-based holding company whose properties include The Jefferson Hotel in Richmond and Hermitage Hotel in Nashville, Tenn. Bill also is rector of the board of visitors at University of Virginia, where he received his MBA at the Darden School of Business. Alice is on the board of The Virginia Home, a facility providing care to adults with permanent physical disabilities. Thirty years ago the Goodwins were getting used to raising five children, Bill says.

Vincent and Suzanne Mastracco*Norfolk*

Vincent Mastracco continues to advise some of the biggest players shaping the future of Hampton Roads. As a partner at Kaufman & Canoles, he works with the companies building the

Elizabeth River Crossings (which includes construction and renovation of the Midtown and Downtown tunnels connecting Portsmouth and Norfolk); the builders of The Main, a Hilton hotel and conference center in Norfolk; and the new owner of the Bank of America tower in Norfolk, who plans to convert the tower into high-end apartments. Vincent also works with a group trying to establish a 4,000-acre megasite in Chesapeake. He recently was appointed to the board of the Virginia Economic Development Partnership and is a member of the Hampton Roads Business Roundtable. He also serves on the boards of the Hampton Roads Community Foundation and the Slover Library Foundation. Suzanne is a trustee of the Chrysler Museum of Art, a member of the Public Art Virginia Beach Foundation and a director of the Virginia Arts Festival. In 1986, "Suzanne and I were mostly spending time raising three young children and going to soccer and field hockey games," says Vincent.

James and Frances McGlothlin*Bristol*

The Virginia Museum of Fine Arts in Richmond last year received the McGlothlins' 73-piece American art collection, worth more than \$200 million. A \$30 million donation by the couple to the VMFA in 2005 was criti-

cal to the success of a \$150 million campaign to expand the museum by 165,000 square feet. The McGlothlins recently built a new building for The Morrison School, which serves special-needs children in Bristol. They also support the Mountain Mission School in Grundy, enabling its graduates to attend college without going into debt. In Bristol, a soup kitchen established by their foundation will feed 1,200 people in 2016, up from 850 last year. Another program supplies coats, hats and shoes to needy children. Jim McGlothlin is chairman, CEO and sole owner of The United Co. in Bristol, a company begun in 1970 with the purchase of a coal mine. In 1986 he was busy building United into a diversified private company with annual revenue of \$500 million.

William and Pamela Royall*Richmond*

The Royalls have made a name for themselves in business and philanthropy. Bill is the founder of Richmond-based Royall and Co., where Pam heads research. The student recruitment and enrollment

management services company has come a long way since 1986 when it had only two employees. Today, it has 450 workers. Last year, it was sold to the Washington, D.C.-based The Advisory Board Co. for \$850 million. The Royalls donated \$5 million to Virginia Commonwealth University's Institute for Contemporary Art, which is set to open spring 2017. Bill, a VCU alumnus, has served as vice rector of VCU's board of visitors. Pam chairs the university's Massey Cancer Center advisory board and also serves on the VCU School of Business Foundation board. Last year, the Royalls donated paintings and sculptures to the Virginia Museum of Fine Arts, where Bill is president of the board of trustees. Pam is a trustee at Carleton College, her alma mater.

On the move

People who are making their mark

Listed below are emerging movers and shakers who are making a difference in a wide range of fields in Virginia.

Carolyn S. Berkowitz
Managing vice president,
community affairs, Capital One
Financial Corp.
**President, Capital One
Foundation, McLean**
Berkowitz is responsible for
Capital One's corporate com-
munity investment strategy and
oversees corporate philanthropy.
She recently developed Future
Edge, the company's \$150 million
nationwide initiative to improve
workers' digital skills.

Sherrie Brach
President and CEO, The
Community Foundation Serving
Richmond & Central Virginia,
Richmond
Brach became head of the
Richmond-based organization,
the largest of Virginia's 27 grant-
making community foundations, in
July. She previously was executive
vice president of investor relations
for United Way International.

**Fred Bryant,
Mat Dellorso,
Cofounders, WealthForge,
Richmond**
Dellorso and Bryant started their
company in a dorm room at the
University of Richmond. Last
spring, they edged out seven
other Richmond-area startups to
win a \$100,000 investment from
AOL icon Steve Case during his
Rise of the Rest tour.

Anesh Chopra
Co-founder and executive vice
president, Hunch Analytics,
Arlington
Chopra, a former Virginia
secretary of technology, was the
nation's first chief technology
officer. He ran for the Democratic
nomination for lieutenant gov-
ernor in 2013.

Bob Dickey
President and CEO, Gannett Co.
Inc., McLean
The publishing company last
year separated from Gannett's
broadcasting and digital division,
now called Tegna Inc. Dickey
previously was Gannett's president
of U.S. community publishing.

Deborah DiCroce
President and CEO, Hampton
Roads Community Foundation,
Norfolk
DiCroce is the former president
of Tidewater Community College.
The Hampton Roads Community
has become a catalyst for change
in the region's economy.

John Dooley
CEO, Virginia Tech Foundation,
Blacksburg
As head of the foundation, Dooley
oversees an endowment of more

than \$800 million and foundation
assets of more than \$1.5 billion.

William Farrell
President, Berglund
Management Group, Roanoke
Farrell runs the day-to-day opera-
tions of Berglund, which owns
and operates 10 auto dealerships
and employs more than 700
people in the Roanoke area. He is
growing the family-owned busi-
ness' exposure, signing a naming
deal for the Roanoke Civic Center
(now The Berglund Center).

**John Fees, executive chairman,
and Peyton S. "Sandy" Baker,
president and CEO, BWX
Technologies Inc., Lynchburg**
BWX Technologies is a publicly
traded company that resulted
last year from the division of The
Babcock & Wilcox Co., based in
Charlotte, N.C. The Lynchburg
company includes the former
Babcock & Wilcox nuclear opera-
tions, technical services, nuclear
energy and mPower (small modu-
lar reactor) businesses.

Gloria Flach
Chief operating officer,
Northrop Grumman Corp., Falls
Church
Northrop Grumman, a Fortune
500 company, is one of the top
five defense companies in the
U.S. Flach was corporate vice
president and president of
Northrop Grumman's former
Electronic Systems sector. She
chairs the Maryland Business
Roundtable for Education and
serves on the Loyola University,
Maryland, board of advisors.

**Thomas S. Gayner and Richard
R. Whitt III**
Co-CEOs, Markel Corp., Glen
Allen
Gayner was president and chief
investment officer and Whitt was
president and co-chief operating
officer before their promotions in
January at Markel, which is known
for its specialty insurance. The
company has a long history of
collaborative leadership.

Lou Haddad
President and CEO, Armada
Hoffler Properties Inc., Virginia
Beach
Haddad heads one of Virginia's
largest commercial real estate
and construction companies.
Armada Hoffler is building a \$100
million, 156-room hotel at the
oceanfront and recently sold a
downtown Richmond office build-
ing to help fund a \$170 million
acquisition of 11 retail centers
located throughout the mid-
Atlantic and the Southeast.

Jonathan Hagmaier
CEO and co-founder, Interactive
Achievement, Roanoke
The firm's educational software
is being used in 12 states. Next
spring, it will begin selling its
products in the United Kingdom.
Hagmaier last year was one of
two CEOs named Entrepreneur of
the Year by the Southwest Virginia
Business Hall of Fame. The other
was David Poteet of NewCity.

George Holm
President and CEO, Performance
Food Group, Goochland County
One of the country's largest food
distribution systems, Performance
Food Group went public in Sep-
tember, raising \$292 million in its
initial public offering.

Rebecca Hough
Co-founder and CEO, Evatran,
Richmond
Evatran is pioneering the devel-
opment of wireless recharging
systems for electric cars. In January,
a Chinese auto parts company
announced it would help Evatran
raise \$10 million to sell its recharg-
ing systems in China.

Marc Katz
CEO, co-founder, CustomInk,
Fairfax
Katz's online clothing company
continues to grow, logging
approximately \$300 million in
sales in 2015. Earlier this year, it
announced plans to acquire Repre-
sent, a Los Angeles-based startup
that helps celebrities sell T-shirts
and merchandise and counts
Ashton Kutcher and James Franco
as investors.

Howard Kern
CEO (effective March 3), Sentara
Healthcare, Norfolk
In March, Kern succeeds David
Bernd who led Sentara for more
than 20 years. Kern has been presi-
dent and chief operating officer of
the health system, which includes
12 acute-care hospitals in Virginia
and North Carolina.

Justin Knight
President and CEO, Apple
Hospitality REIT Inc., Richmond
Two years after replacing his father,
Glade Knight, as the company's
CEO, Justin has continued to
broaden Apple's reach in the hotel
industry. The real estate income
trust began selling its shares on the
New York Stock Exchange last May.
It owns a \$4 billion portfolio of
upscale hotels in 32 states.

Roger Krone
Chairman and CEO, Leidos
Holdings, McLean
Krone has led Leidos since 2014.
The defense contractor made
a big splash in January when it

reached a deal to combine with
Lockheed Martin's information
systems and government services
business, which will create a
\$10 billion government services
provider.

Diane Leopold
President, Dominion Energy,
Dominion Resources Inc.,
Richmond
Leopold oversees anything related
to natural-gas infrastructure at
Dominion. She took charge of
its successful application to the
Federal Energy Regulatory Com-
mission to build the East Coast's
first natural-gas liquefaction plant
at Dominion's Cove Point facility in
Calvert County, Maryland. Leopold
also is prominent in the debate
over the \$5 billion, 554-mile Atlan-
tic Coast Pipeline proposed by a
coalition led by Dominion.

Dr. John Niederhuber
CEO, Inova Translational
Medicine Institute, Falls Church
The former director of the National
Cancer Institute, Niederhuber
leads ITMI, which conducts
genomic research studies and uses
those findings to help doctors
improve patient care.

Timothy J. O'Shaughnessy
President and CEO, Graham
Holdings, Arlington
The former CEO of LivingSocial
became CEO of Graham Holdings
in 2015. The company, the former
owner of The Washington Post,
has a portfolio of education, media
and health-care services.

David Poteet
Founder and CEO, NewCity,
Blacksburg
Poteet got his start more than 20
years ago designing Radford Uni-
versity's first website. His company
today focuses on digital marketing.
Last fall, Poteet was one of two
people named as Entrepreneur of
the Year by the Southwest Virginia
Business Hall of Fame. (The other
was Jonathan Hagmaier of Interac-
tive Achievement.)

Dr. Marsha Rappley
Vice president for health sci-
ences and CEO, VCU Health
System, Richmond
Rappley was dean of Michigan
State University's College of
Human Medicine before joining
VCU in August. She oversees
VCU's Massey Cancer Center and
its hospitals, clinics and medical,
nursing, pharmacy, dentistry and
allied health professions schools.

Horacio Rozanski
President and CEO, Booz Allen
Hamilton Inc., McLean
Rozanski took the reins of the
government contractor in 2015.

Booz Allen has more than \$5
billion in annual revenues, and
analysts expect the company to
perform well this year through
organic growth.

Susan K. Still
President and CEO, HomeTown
Bank, Roanoke
A well-known banking executive
in the Roanoke region, Still is one
of the newest members of the
board of directors of the Federal
Reserve Bank of Richmond. She
was elected to a three-year term
in November. Still has led the
Roanoke-based bank since 2008
and has 40 years of banking
experience.

Todd Stottlemeyer
CEO, Inova Center for
Personalized Health, Falls
Church
A longtime technology executive
in Northern Virginia, Stottlemeyer
leads Inova's ambitious plans
to create a health-care medical,
clinical and research campus
focused on the growing field of
personalized medicine.

Kenneth Sullivan
President and CEO, Smithfield
Foods Inc., Smithfield
Sullivan leads the largest pork
processor and food producer in
the world. He joined the company
in 2003, rising through the ranks
until being named CEO earlier
this year.

Frank Williams
CEO, Evolent Health, Arlington
Making Forbes' list of "America's
Most Promising Companies,"
Evolent Health is a leader in help-
ing health systems provide better
care profitably. The company
raised \$195 million last year in an
initial public offering.

James Xu
CEO, co-founder, Avail Vapor,
Richmond
Avail Vapor opened its first
electronic cigarette store in 2013
and has expanded rapidly. At the
end of 2015, the company had
65 locations in Virginia, North
Carolina, Tennessee, Maryland,
Kentucky and Ohio.

Dan Yates
CEO, founder, Opower,
Arlington
Opower helps utilities and their
customers reduce energy con-
sumption. Its software is used by
more than 95 utilities worldwide
and reaches more than 50 million
homes and businesses. The com-
pany recently announced it will
spend \$10.45 million to expand its
headquarters operation in Arling-
ton County, adding 70 jobs.