2000-2001 Season Programs

Coppelia

October 26-29, 2000 Raleigh Memorial Auditorium

Music by Léo Delibes; Choreography by Robert Weiss after Marius Petipa

Classical ballet's full evening comic masterpiece where everyone lives happily ever after, especially the audience.

Messiah

December 21-27, 2000 Raleigh Memorial Auditorium

Music by George Frideric Handel; Choreography by Robert Weiss,
with additional choreography by Tyler Walters, Amy Seiwert and Timour Bourtasenkov

Be swept away by the majesty, beauty and spirituality of this incredible holiday celebration.

Carmina Burana

April 19-22, 2001 Raleigh Memorial Auditorium

Music by Carl Orff; Choreography by Lynne Taylor-Corbett

Broadway choreographer Lynne Taylor-Corbett returns to blow you out of your seats with Carmina Burana,
supported by the full North Carolina Symphony and 150 Raleigh Oratorio Society singers.

Ciompi—New & Newer

May 5-6, 2001 Reynolds Theatre, Duke University
May 10-20, 2001 AJ Fletcher Theatre, Raleigh

Carolina Ballet continues its Durham premieres with Ciompi Quartet, then presents two weeks
with Ciompi in the New AJ Fletcher Theatre with three of today's most gifted choreographers,
as well as the return of the successful Kreutzer Sonata & While Going Forward.

Classics

June 7-17, 2001 AJ Fletcher Theatre, Raleigh

Music by Johann Sebastian Bach, Ernest Chausson & Henry Purcell;
Choreography by George Balanchine, Antony Tudor & José Limón

The final program of the season presents a total package of three twentieth century masterpieces:
George Balanchine's Concerto Barocco, Antony Tudor's The Lilac Garden, and José Limón's The Moors Pavane.

Subscriptions on sale 919-303-6303
www.carolinaballet.com Group sales 919-469-8823
Experience
A Different
Kind Of
Shopping.

The Shops of Cameron Village

Escape. To a place where ordinary and average simply are not a part of the vocabulary. A place where shady trees and covered walkways usher you from store to store. And expansive parking areas put you face-to-face with everything you’re shopping for. Sneak away. To a village nestled just inside the beltline, with more than 100 distinctive stores, fine restaurants, cozy cafes and special services. All blended to coexist with their surroundings.

Take exit 4 or 4A off the I-440 Beltline in Raleigh
www.shopsofcameronvillage.com
LIKE BAYONETS & BUTTERFLIES

THE NOBLE AUTHORITY
OF FINE FRENCH COGNAC
IS CHARMED BY THE DELICATE BALANCE OF BENEDICTINE®

B&B® THE COGNAC LIQUEUR
If you're like me, you know we live in one of the world's leading high-tech regions but what, you ask yourself, do these companies actually do? It used to be easy. We sort of knew what IBM did when they opened a facility here 35 years ago. They made computers and computers were things that businesses used to compute things. They hired "engineers" and advertised for "keypunch operators" to program cards with holes in them. Data processing, it was called.

Back then the only computers were big computers that soon were taught to talk to other big computers. Smaller businesses could log on to these "mainframes" and "timeshare" their computing needs. The mainframes soon begat mini-frames and small businesses could afford their own. These smaller models could keep track of inventory, spit out financial statements, keep personnel records and do all sorts of things that people used to do. Computers, it was feared in those early days, would replace humans and then where would we be?

Things went along pretty smoothly for a period and then all hell broke loose. The personal computer was the new kid on the block itching for a fight with the big guys in the neighborhood. But the big guys ignored them and went about their business until they realized their mistake. The PC was spreading like kudzu in mid-July. The earth moved, then shook. The big guys almost went under, pecked to near extinction by millions of little computers filled with little silicon chips that kept getting smaller and smaller.

All these little computers with their little chips became stronger and stronger. A PC the size of a lunchbox could perform as many functions and calculations as the old mainframes that wouldn't fit into the hold of a 747. Then these millions of little computers borrowed some old technology from the early mainframe days and started talking to each other too, except this time it wasn't just big businesses talking to each other, it was a people's revolution that has forever changed the dynamics of human existence.

The Internet, founded in the spirit of communal democracy, was unregulated, unrestricted and used simple existing telephone lines to hook up the whole world in a nanosecond. The consequences of this epochal phenomenon are yet to be known. It is the present and the future and the future beyond that. And a lot of it is happening right here in the Research Triangle and the surrounding region.

But there is so much more. Our region is home to diverse and cutting edge firms in biotechnology, telephony, medical research, pharmaceuticals, software development, networking, health care, hardware manufacturing, online services, entertainment and Internet technology.

For the rest of the story consult Metro's special section crafted by Senior Editor Rick Smith in this issue. The High Tech 100 is designed to guide you through the myriad of diverse companies and people who make the Triangle and Eastern North Carolina a renowned leader in the dazzling world of high technology.

AND THAT'S NOT ALL

In this special double issue for July and August we present Design Editor Diane Lea's report from the gardens of Chatwood, Food Editor Nancie McDermott's compendium of the best of the best of recent cookbooks, Arch Allen authoring this month's MetroBooks, Philip van Vleck on the popularity of "home concerts" in the Triangle, and Frances Smith has the low down on what to do and where to go in MetroPreview. Enjoy. We'll see you in September.

—Bernie Reeves, Editor & Publisher
With that, your server is shucking oysters in your mouth, quickly followed by a hot dog? Well, I'm partial to Bill's Hot Dog's style...
Ferguson has the recipe for great kitchen ideas.

At a Ferguson Bath, Kitchen and Lighting Gallery, you can trust our professional consultants to guide you through a full menu of extraordinary kitchen and bathroom ideas. We put the most innovative products from the world’s premier manufacturers right at your fingertips. Like the new Pull-Out Spray Faucet™ by Delta®. Then we add the kind of unrivaled service and expertise only a highly trained Ferguson consultant can offer. Visit one of our conveniently located showrooms today!

FERGUSON
Bath, Kitchen & Lighting
GALLERY
Products You Know. People You Trust.™

Raleigh, 2700-A Yonkers Road, (919) 828-7300 • Apex, 2000 N. Salem Street, (919) 363-0566
Chapel Hill, 104 Highway 54, Unit EE, (919) 933-6994
Please call for an appointment.

www.ferguson.com
I am 22, a very recent UNC-W grad, and I do not profess to be Republican or Democrat, only that I am for the right approach (whatever that may be).

I happened to pick up your April 2000 issue while at my parents' house, and I found myself entangled in an editorial by Bernie Reeves ("Growth is good," May 2000) near the end of the magazine. I feel very strongly about your views concerning the growth of the Raleigh area, mostly because I was born and raised in Garner, and I am about to enslave myself to the rat race that exists in the Triangle (if I can find a job at one of the big computer companies).

I became enraged when I read that you believe North Carolina is underpopulated. I agree that if you fly over our wonderful state, you will see mostly fields and forests. This awe-inspiring view from your airplane window may fill you with relief, until you get to the Raleigh area or your favorite place to be, Charlotte. These places are headed toward imminent destruction, just as is the world's urban role model, New York City.

Another comment in your article caught my attention, when you said that all of the man-made structures in the U.S. would not overflow Nebraska when jammed together. I find this comment completely untrue, and I wonder where you found this bit of information to back your argument.

I think that you could only be blind and deaf to not realize the worldwide overpopulation problem. Have you not spent one full day on the Beltline, bumper to bumper on a highway informally known as "Hellway 440." How ironic is it that you can stay on this wretched highway your entire life and still not be able to leave Raleigh?

Your single saving argument for the advancement of growth is its positive effect on economic stability. But how can we be happy with our economic condition when we are elbow to elbow? Managed growth, as you say, is definitely the way to go, but only if we must grow. I, for one, do not look forward to living in places as overpopulated as India or China, or even in New York City.

Is this the sort of place you want to be? Patting Research Triangle Park on its back for mowing down our needed trees in order to put in another Eckerd's or empty office complex is not my idea of a good thing.

Jeremy Black
Garner

Bernie Reeves replies:
I cited my sources, the Atlantic Monthly. I recommend that you investigate the data yourself so that you can see for yourself that propaganda and emotion have replaced objectivity and truth in the matter of environmental and population politics.

Christian Dziadek
Goldsboro

WRITE US: MetroMagazine seeks to keep the record straight. Please write us and include your full name, hometown, and daytime phone number. Address correspondence—as well as corrections or clarifications of fact—to: Editors, MetroMagazine, PO Box 6190, Raleigh, N.C., 27628, or e-mail the magazine at email@metronc.com.
Baby Boomers. No other generation has been studied more and understood less. Just when you think you've got them wired, they confound. First they rebelled against Main Street. Then they bought it.

Today, at 76 million strong, their wealth is unprecedented and their corporate clout, undeniable. In the next few years, they'll inherit $10 trillion, making their power unavoidable. So where do you find this unpredictable bunch of Boomers? Right here. In the magazines that capture their lifestyle and chronicle their intriguing journey — City & Regional Magazines.
They're out of their minds. When Whit and Richard walked out the gates of a major software developer to build a board game, friends thought they’d lost it. But they put their heads together with an art guru, a wordsmith and a talkative mime — and the result was Cranium®. It's the first game designed to use both sides of the brain. It's selling like crazy, and they're looking pretty smart.

They're Dewar's.
COVER STORY...

HT-1 METRO'S HIGH-TECH 100 SPECIAL 32-PAGE SECTION
The world is watching the Triangle and Eastern North Carolina in its meteoric rise to the top ranks of the “new economy.” Senior editor Rick Smith lets you know who's who and what’s what in high-tech heaven.

PROFILE...

HT-24 COMMUNICATING KNOW-HOW
Known from Wall Street to San Francisco as one of the business world's most widely respected management consultants, William Dunk helps companies merge onto the road of success.

FEATURES...

12 A GRACIOUS GARDEN
Called "one of the finest private landscapes in the United States," Chatwood Garden flourishes in the rich farmland surrounding a 19th-century National Register residence on the edge of historic Hillsborough.

46 WHAT'S COOKING IS COOKBOOKS
A summer compendium for your reading and cooking needs. Food editor Nancie McDermott reads ‘em and ranks ‘em.
**DEPARTMENTS...**

18 **METROPREVIEW**
A summer storm of events—drama, music, sports and more—will drench you in pleasure and lift your wilting spirits, edited by Frances Smith.

63 **PvV**
What are house concerts? Find out why these small venues are growing big in popularity. Music critic Philip van Vleck has the skinny—plus the best new releases and what’s hot in video.

67 **METROBOOKS**
Arch Allen reviews a new book that takes on the culture wars and the struggle for “the soul of America.”

71 **ADC**
“Wild Bill” Stealey’s move to ITParade, North Carolina’s prominence in high-tech, a new use for old PCs and a look at “bioarchaeology”—these are on tech writer Rick Smith’s plate.

74 **SOS**
Artful diplomacy, local woman in national religious revival, Carolina Ballet’s rave reviews, Raleigh’s fourth-place ranking among major metros, what lies ahead for the Pulstar reactor, Jeffrey MacDonald’s prosecutor publishes book; and Tom Wolfe finally meets the campus radicals.

---

**PLUS...**

4 **CORRESPONDENCE**

73 **METROINDEX**

79 **MY USUAL CHARMING SELF**
Recommended equipment: Ford Explorer.
79.8 cargo-carrying cubic feet (2nd-row seats folded).
Optional Control-Trac 4WD, your new best friend
when pavement gives way to dirt.
Standard 4-wheel ABS.
And effortless power windows, locks and mirrors,
in case you didn't get your carbs this morning.

35° 33' 43" N
Garden grandeur

CHATWOOD GARDEN IN BLOOM

Two miles from the main square, one of historic Hillsborough’s most treasured assets is tucked away down a rural road that winds through farmland lush with wheat and fescue, paralleling the Eno River and ending at a narrow lane where a small white sign announces Chatwood Garden. Through thick cedars and a newly planted bank of cascading shrubs, the lane opens into a circular drive beneath mature black walnut trees and the first view of Chatwood, an 1808 National Register Federal-style residence and its nationally recognized garden.

The two and one half story home overlooks a grassy lawn with ancient boxwoods, a towering magnolia, and borders of mock orange, Japanese hollies, old-fashioned viburnums and the colorful blooms of various annuals and perennials. Beyond the house, a split-rail fence holds back a luxuriant climbing rose and frames a long row of rugosa roses. The scene is breathtaking.

Described with characteristic Carolina understatement as “a Piedmont garden in Hillsborough, North Carolina,” by the brochure in the local visitor’s center, Chatwood Garden was created between 1956 and 1992 by Mrs. Helen Blake Watkins, an early rose preservationist. Today, after more than three years of concentrated effort, Chatwood Garden is one of the most spectacular settings in a state noted for diverse and lovely gardens.

The person responsible for the current glorious condition of Chatwood Garden is Susan Lueck, an energetic woman whose interest in Chatwood was originally as a country estate and retirement home for herself and her husband Bruce. “I came to Hillsborough with the idea of starting an antiques business,” says Lueck, “but Bruce and I fell in love with Chatwood, the historic house and the lovely countryside which surrounds it. Refurbishing Chatwood Garden has been an extension of my interest in design and my realization that a major restoration was necessary to preserve it.”

Lueck opened the gardens to tours by appointment on a limited basis in spring of 1999 and is now hosting tours on Thursdays and Saturdays. She also offers luncheons and teas in conjunction with her tours and once a year holds an antiques sale on the grounds. On this sunny early-summer day, she gathers a group of fellow garden enthusiasts and begins her tour with a history of Chatwood’s historic residence. “The house is the centerpiece of the garden,” Lueck says, “and part of one of the

A collector of fine garden art and antiques, Lueck displays some of her treasures.
METRODESIGN

state’s few surviving mill-tavern complexes. You can see there are two front doors, one for the early-19th-century travelers who came to stay the night while waiting for their grain to be ground at the grist mill on the Eno, and one for the family who tended the tavern and probably helped work the mill. The mill, though no longer part of Chatwood, is still standing at the end of the lane. It is owned by the daughter of the family who saved Chatwood in the 1930s.”

Chatwood was rescued from dereliction by its owners at the time, Mr. and Mrs. F. L. Altvater, who began a substantial restoration of what they called the Coach House. The Altvaters eventually and her first husband, retired M. I. T. professor Dr. Charles Blake, the house was surrounded by almost 200 acres. Lueck notes that Chatwood’s life as a nationally

recognized garden began simply enough with Mrs. Watkins’ efforts to beautify her new old home. “She planted an herb garden and some borders along the length of a split-rail fence where the magnolia tree stands today,” says Susan Lueck. “Her husband, a dedicated student of birds and their migrations, set up his nets in a shady dell at

the rear of the house where he captured, banded and released the birds he studied. It was from the gentle chattering of birds that the name Chatwood came.”

Mrs. Watkins took an active part in the life of Hillsborough, serving as Chairwoman of the Horticultural Committee of the Hillsborough Historical

Beyond the house, a split-rail fence holds back a luxuriant climbing rose and frames a long row of rugosa roses.

Society. Her work led her to write a book on old Hillsborough gardens and to a growing fascination with the early varieties of roses that she found in her neighbor’s gardens. She began planting slips from these old plants in her own garden, and from that grew her serious interest in heritage roses and rose preservation.

“The Sanctuary is where Mrs. Watkins planted her first old roses,” says Lueck, as she pauses at the rear of the residence before a semi-circle of delicately petaled roses arranged around an antique sundial. “I retained all the original lines of her garden. It encompasses about three acres of densely planted landscape with about five distinct garden spaces and

A green sea of tranquility invites birds and people
Roses in the first room of the Williamsburg Garden are bordered by yaupon holly.

A pedestal planter is the focal point of the middle room.

A shady bench invites guests to linger and enjoy the third room.

350 varieties of old roses.

Called “one of the finest private landscapes in the United States,” by Gregg S. Lowery, owner of California’s Vintage Gardens and a leading collector of heritage roses, Chatwood Garden offers a series of intimately scaled garden rooms, each painstakingly refurbished and replanted by Lueck during her almost four years here.

“The small scale Sanctuary Garden is complemented by the formal walled Williamsburg Garden,” says Lueck. “That garden is now replanted with heritage roses interspersed with annuals and perennials to give texture and color when the roses aren’t blooming.” The Williamsburg Garden is a long, narrow rectangle divided into three rooms. In the first room, the roses are enclosed within closely clipped hedges of native yaupon holly. In the middle room, the rose beds are arranged around a pedestal planter, and in the third room a rustic bench is sheltered beneath an arbor. “The Williamsburg style was popular for decades after the restoration of Historic Williamsburg caught the public’s imagination,” says Lueck. “It’s not surprising that Mrs. Watkins added a Williamsburg element to her growing garden.”

Located southwest of the residence, the Williamsburg Garden forms a visual terminus to the garden as viewed...
from the home's rear elevation. It is then a delightful surprise to open a hand-wrought iron gate at the northern end of the garden and overlook a pastoral landscape from the vantage point of a charming gazebo. The vista includes a newly restored meadow, a line of cedars along a split-rail fence and a continuation of Mrs. Watkins' garden. It was here that she planted her 120-foot Rugosa Rose Border and a Horseshoe Garden with stately pillar roses supported by sturdy ropes and tall posts. Using the exterior wall of the Williamsburg Garden as a backdrop, Lueck has added a spectacular 100-foot Long Border of white, blue and yellow plants. It is her own design and draws upon models of English herbaceous borders for its inspiration. "I loved doing the border," says Lueck. "It gave me a chance to experiment with combining colors in the garden, something that Nancy Goodwin, of Hillborough's Montrose Garden, is famous for."

Moving back toward the residence, Lueck points out a charming arrangement of an antique garden bench with matching chairs. "This is Mrs. Watkins' Secret Garden," says Lueck. "She went on adding to her garden almost until the end of her life when she was in her nineties." Beyond the Secret Garden is the Shade Garden with its Stream...
Garden. A large and ambitious setting, the Shade Garden has the feel of an arboretum with a tall canopy of trees and lush clusters of hellebores, columbines, mayapples, and beautiful specimens of deciduous azaleas, native rhododendron and a deciduous magnolia. “The stream element in the garden was created by Doug Ruhren, a master horticulturist who is associated with Montrose Garden,” says Lueck. “When I came to Chatwood, it had been neglected for many years. We replaced the pump and cleared out the overgrowth around it, and it’s now one of our most delightful features.”

Renovating the infrastructure of Chatwood Garden occupied Lueck for almost two years. “There are about three acres of garden and almost 20 acres of setting around the house,” says Lueck, “and we had to begin the process of bringing all this back to life with very basic tasks like clearing dead and damaged trees, putting in a new irrigation system, digging more wells to insure an adequate source of water, rebuilding the edges around the formal Williamsburg Rose Garden and restoring the 1940s greenhouse and cold frame.”

While engaged in the restoration, Lueck became interested in heirloom fruits and vegetables and created a Williamsburg Parterre Garden. “We were working with a master mason and stone man,” says Lueck. “He put in all our limestone walks and rebuilt the old stone walls in the Shade Garden. It was wonderful to have him available to build the foundation of the Williamsburg Parterre Garden, which is authentic in every detail. Our craftsman even charred the base of each rail of the picket fence before
Lueck’s Parterre Garden is a favorite stop for her guests who enjoy seeing the seasonal rotation of vegetables and flowers.

How did she do it? The sheer magnitude of the restoration and replanting of a complex and multi-faceted garden would overwhelm most people, especially those with no formal horticultural training. “I understood the context of the garden,” says Lueck, “and I took some logical next steps.” Lueck found that the seminars and experts available through the Southern Garden History Society in Winston-Salem provided most of the information and support she needed. “I’ve been going to their seminars since I moved to Hillsborough,” says Susan. “I’ve been fortunate to be able to visit the gardens at Tryon Palace, Monticello, Old Salem, and Mount Vernon. The people working at those gardens have been very helpful.”

Lueck also credits her gardening staff and consultants with helping her to implement her plan for the restoration and enhancement of Chatwood Garden. “I work with four gardeners, one of whom is very good with the heritage roses and another who focuses entirely on the fruits and vegetables in the Williamsburg Parterre Garden.”

Tours of Chatwood Garden are offered from early spring through late Fall at 2 p.m. on Thursdays and at 11 a.m. on Saturdays. An Heirloom Vegetable Garden Tour is offered at 10:15 a.m. on Saturdays. Group Tours and special events may be arranged for a minimum of 10 people, and self-guided tours are available if staff time and weather permit. Call Chatwood Garden for reservations at 919-644-0791 between the hours of 9 a.m. and 5 p.m.

Gardens, along with a colonial courthouse, Native American artifacts and fine old homes, have long been a feature on Historic Hillsborough’s landscape. Cathleen Turner, Director of the Alliance for Historic Hillsborough, says gardening has been important to life in the village for more than 200 years. “Individual gardens were delineated on a map of the village done in the 18th century by surveyor Claude Sauthier,” Turner says. “In Hillsborough our gardens and landscapes are as important to our identity and sense of place as our architectural heritage.”

Turner is especially pleased that the two private gardens now open for tours complement one another. “Montrose Garden is known for owner Nancy Goodwin’s horticultural innovation and for the garden’s dramatic color schemes and year-round displays,” she says. “And thanks to Susan Lueck’s creativity and dedication, Chatwood Garden continues Mrs. Helen Watkins’ legacy of heritage rose preservation. The two gardens are such a pleasure and a genuine community asset.”

The Alliance for Historic Hillsborough, created in 1992, coordinates the activities of six community organizations, which emphasize and support historic preservation, and operates the town’s Tourism and Visitor Services Program. Alliance offices are at 150 East King Street in Hillsborough. Telephone 919-732-7741 or visit www.historichillsborough.org.
Summer’s Cup Runs Over

T he full swing of summer has sent us flying so high that we may not come down before Labor Day. Spirits are soaring because it’s summertime and warm rains have melted away the worry-witches of the East. It’s time to play with abandon. Though the pleasures and events of July and August are too numerous to name, here’s a rich and varied sampling.

The Fourth always introduces July with a lively blast. Many towns in the region are having concerts and fireworks to celebrate. But following in the stardust of the Fourth, dramas and musicals will be opening in many of the region’s playhouses. Raleigh Memorial Auditorium has two productions scheduled for July, as does the East Carolina Summer Theater. Then in August, plays at Theatre in the Park in Raleigh and the Opera House Theatre at Thalian Hall in Wilmington will open.

Pop concert tickets are selling fast at Alltel Pavilion [Walnut Creek] and at the Entertainment and Sports Arena in Raleigh. Elsewhere, jazz and blues will be hitting the beat and down in Jacksonville, feet will be stomping to the rhythm of bluegrass. Fun and frolic festivals still abound. Look for special street fairs and gatherings in Raleigh, Cary, Durham and Robbins.

If you have the sporting spirit, you’ll want to know about the bass fishing tournament on the Roanoke River, a sailboat race on Edenton Bay, and the Cobras’ arena football games in Raleigh.

The season offers opportunities to learn more about the absorbing history of North Carolina. Several military reenactments are planned; we’ll tell you about two unusual ones. And the N.C. Museum of History will present some arresting new exhibits and programs, including one on OSS secrets during World War II and a Durham man’s participation in the society’s esoteric pursuits.

Some of the biggest events of the season, already previewed here, continue. In July the North Carolina Symphony will conclude its well-loved Summerfest at Regency Park in Cary, and the American Dance Festival will perform another full month of concerts, concluding with a program by the time-honored Paul Taylor Dance Company. Festival Rodin continues through August at the N.C. Museum of Art, so there’s still time to see it if you’ve missed it or if you’ve seen it, to return again and again.

Potpourri is always a bag of mixed delights—a film and video exhibit at the Ackland Art Museum; a new Butterfly Pavilion with native butterflies, next to the Magic Wings Butterfly Conservatory at the Museum of Life and Science in Durham; a Morehead Planetarium show about our recent “Extreme Weather”; a Summer Seminar at UNC-Chapel Hill in honor of the 100th anniversary of Thomas Wolfe’s birth; a fine arts exhibit and festival in Southern Pines; and a celebration in honor of the U.S. Coast Guard in Elizabeth City.

Then, of course, there are the hundreds of priceless, everyday pleasures that make summertime unforgettable—hand-cranked ice cream, rope hammocks, summer breezes, fresh-picked fruit and veggies, the scent of honeysuckle, dancing in the moonlight, homemade lemonade, naps in the shade. ... Excuse me, I think I’ll take a break now.

—Frances Smith, events editor

THE PLAY’S THE THING

The Best Little Whorehouse in Texas, a musical satire of sex and politics in the Lone Star State, is being presented by the North Carolina Theatre in Raleigh Memorial Auditorium, July 14-23. Winner of two Tony awards and three Drama Desk awards, the musical contains humor and drama with a lilting score interwoven with the storyline. The N.C. Theatre brings together a star-studded cast including a talented local actor: Cary resident Tim Caudle will play the role of Governor. Call 919-831-6941.

Though rock star Buddy Holly died more than 40 years ago, his life and music live on through a poignant musical. The Best of Broadway Series will present The Buddy Holly Story, a nostalgic and tragic memoir of one of the early rock musicians, on July 4-9 in
**THESPIAN SECRETS AT ECU**

Eastern Carolina University in Greenville is now presenting its 31st season of **East Carolina Summer Theater**. Who knew?

Two shows will play in July in the 630-seat McGinnis Theatre, on campus at the corner of 5th and Liberty Streets. George Bernard Shaw's **Misalliance**, a century-old farce, and **You're a good man, Charlie Brown**, a musical comedy, are pleasant escapes for hot summer nights. Plus, the consistent quality of these productions insures that top-notch actors will perform in these plays and will return to ECU again and again.

"I would put the quality of these shows up against that of any show anywhere else in North Carolina," says Jeff Woodruff, the theater's managing director.

In **Misalliance**, a Polish aviatix crashes her airplane into a summer garden party thrown by an upper-crust Surrey family. The fact that all the men in the family are smitten is made even more hilarious when the modern, free-wheeling Una, played by Raleigh actress Lynda Clark, wants nothing to do with any of them. Clark has performed on national television and in numerous regional performances.

In **You're a good man, Charlie Brown**, based on the late Charles Schultz's comic strip "Peanuts," Linus, Schroeder, Patty, Lucy and Charlie all come to life. And Snoopy is still the world's happiest dog as he contemplates suppertime.

The theater is located on the ECU campus in Greenville. **Misalliance** runs July 4-8; **You're a good man, Charlie Brown** runs July 18-22. Call 252-328-6829.

—Alan Hall

---

**A lighter moment in the bittersweet Buddy Holly Story**

Raleigh Memorial Auditorium. Call 919-831-6011.

**Anastasia**, Marcelle Maurette's widely recognized play about the daughter (fact or fraud) of a Russian Czar, will be dramatized at Theatre in the Park on the NCSU campus on Aug. 4 & 5; 10-13; 17-19. Directed by Ira David Wood, the play acts out the remarkable story of a peasant girl who confesses to a hospital nurse that she is Anastasia, sole survivor of Russia's last Czar, Nicholas II and potential heir to the Romanov fortune. Theatre in the Park is located at 107 Pullen Road, near the NCSU bell tower. Call 919-831-6058.

The popular musical **Grease** will be presented by the Opera House Theatre of Wilmington on the Mainstage of Thalian Hall, Aug. 9-13; 18-20; Sept. 1-3. This rollicking 1950s musical is the story of greaser Danny Zuka, Sandy Dunbrokki, the Burger Palace Boys and all the other inhabitants of Rydell High School. Call 910-343-3664.

**IT'S THE BEAT, MAN**

Some of the hottest performers making tours this summer will be giving concerts in this area. At the **Raleigh Entertainment and Sports Arena** N'Sync will cut their strings and turn up the energy with their "No Strings Attached Tour" on July 5. Then Tim McGraw and Faith Hill will capture the arena audience with their "Soul 2 Soul Tour" on July 15. The Entertainment and Sports Arena is located at 1400 Edwards Mill Road in Raleigh. Call (Raleigh/Durham) 919-834-4000; (Fayetteville) 910-223-2900.

Out at the **Alltel Pavilion at Walnut Creek**, concert goers can enjoy rock, Irish dancing, beach music and almost any pop music you can hum during their busy, jumping season. Highlights for July and August will include The Beach Boys, July 7; The Masterworks Tour with special guest Kansas, July 27; Alabama, Aug. 5; and Lord of the Dance, Aug. 9. Alltel Pavilion at Walnut Creek is located southeast of Raleigh off I-40 and I-440. Call 919-834-4000.

---

**The mysterious re-appearance of a princess is chronicled in Theatre in the Park's production of Anastasia at 107 Pullen Road, near the NCSU bell tower. Call 919-831-6058.**

**Grease** will be presented by the Opera House Theatre of Wilmington on the Mainstage of Thalian Hall, Aug. 9-13; 18-20; Sept. 1-3. This rollicking 1950s musical is the story of greaser Danny Zuka, Sandy Dunbrokki, the Burger Palace Boys and all the other inhabitants of Rydell High School. Call 910-343-3664.

---

**THESPIAN SECRETS AT ECU**

Eastern Carolina University in Greenville is now presenting its 31st season of **East Carolina Summer Theater**. Who knew?

Two shows will play in July in the 630-seat McGinnis Theatre, on campus at the corner of 5th and Liberty Streets. George Bernard Shaw's **Misalliance**, a century-old farce, and **You're a good man, Charlie Brown**, a musical comedy, are pleasant escapes for hot summer nights. Plus, the consistent quality of these productions insures that top-notch actors will perform in these plays and will return to ECU again and again.

"I would put the quality of these shows up against that of any show anywhere else in North Carolina," says Jeff Woodruff, the theater's managing director.

In **Misalliance**, a Polish aviatix crashes her airplane into a summer garden party thrown by an upper-crust Surrey family. The fact that all the men in the family are smitten is made even more hilarious when the modern, free-wheeling Lina, played by Raleigh actress Lynda Clark, wants nothing to do with any of them. Clark has performed on national television and in numerous regional performances.

In **You're a good man, Charlie Brown**, based on the late Charles Schultz's comic strip "Peanuts," Linus, Schroeder, Patty, Lucy and Charlie all come to life. And Snoopy is still the world's happiest dog as he contemplates suppertime.

The theater is located on the ECU campus in Greenville. **Misalliance** runs July 4-8; **You're a good man, Charlie Brown** runs July 18-22. Call 252-328-6829.

—Alan Hall
Sonny Fortune, soprano, alto and tenor saxophone legend, will pay tribute to his lifetime inspiration, jazz great John Coltrane, in a concert at the ArtCenter in Carrboro on July 22. Fortune will play excerpts from his new release, *In the Spirit of John Coltrane.*

Also at the ArtCenter, the Paperboys, a high-energy band from Vancouver, will perform its fusion of Celtic, Bluegrass, Latin and Roots pop on July 29. The six-member band has received international acclaim, and their popularity has taken them across America from coast to coast 16 times since 1992. The ArtCenter is located at 300-G East Main St. For both concerts call 919-928-2787.

Another cool happening is The Cape Fear Blues Festival, a four-day celebration featuring local, regional and national blues talent. Music can be heard at various venues in Wilmington, July 27–30. Call 910-350-8822.

A few miles inland at Jacksonville, feet will be tapping night in Joslyn Hall on Carteret Community College campus in Morehead City when Robert Jospe and Kevin Davis will demonstrate the rhythmic structures of swing, rock, salsa, mambo, calypso and other genres of pop music. Friday and Saturday night the festival will move to the Crystal Coast Civic Center for concerts in jazz and blues. The Crystal Coast Civic Center is located at 3035 Arendell St. in Morehead City. Call 888-899-6088.

Rain or shine the 21st Festival for the Eno plans to celebrate the river and its natural surroundings on July 1–4 at West Point on the Eno City Park in Durham. The festival, which annually brings more than 35,000 people to the green banks of the Eno River, this year features three music stages, a spoken word stage and a children's stage and offers an eclectic mix of contemporary and traditional music, storytelling, poetry, puppetry, demonstrations and more. The Festival raises money to buy and protect land in the Eno River Basin. West Point on the Eno is located on Roxboro Road. Parking is at the Durham County Memorial Stadium on Duke Street. Call 919-477-4549.

The 24th annual Cary Lazy Daze, a rollicking street festival featuring food, fun and

FESTIVAL FEVER

Walking in the footsteps of Sonny Fortune, the Crystal Coast Jazz Society calls its Jazz and Blues Festival 2000 the “Best Beat on the Best Beach,” and we're sure this festival is way cool. The celebration runs July 6–8, beginning on Thursday at the Super Jam 2000: America's Bluegrass Festival on July 8. You'll hear bluegrass and classic country with pickin’ and singin’ by Ralph Stanley and the Clinch Mountain Boys, Larry Cordle and Lonesome Standard Time, Ramona Church and Carolina Road and others. The festival, sponsored by Jacksonville Radio Station WSMO-AM, will be staged at the White Oak High School auditorium. Call 910-455-0822.

Cephas & Wiggins is just one of the fine blues acts putting in an appearance at the Crystal Coast's Jazz and Blues Festival 2000
METROPREVIEW

The more the merrier—on a tent-lined street at Cary Lazy Daze

over 400 artists and crafts­men, will stop traffic in down­town Cary on Aug. 26. Expect 50,000 people to be on hand for what has become one of the premier festivals in the Southeast. Call 919-462-3864.

Insect invasion! The new N.C. Museum of Natural Sciences will be a buggy place on Aug. 5 when BuGFest returns. You can munch on insect entrées or snacks at Café Insecta, watch giant bird-eating tarantulas and cheer for your favorite competitor in the roach races. Seeing the spacious new museum itself is even more exciting than watching the bugs! The Museum of Natural Sciences is located at 11 West Jones Street in Raleigh. Call 919-733-7450.

More than 600 horses will be on parade for the 44th annual Farmer’s Day and Wagon Train Festival in Robbins, Aug. 3-5. A carnival, street dancing, gospel music, crafts and special demonstrations are on docket, in addition to the big parade. Call 910-948-3746.

SPORTS: VYING FOR VICTORY

Rods and reels will be weapons of choice at the 6th Annual Martin County United Way Invitational Two-Day Team Bass Fishing Tournament, Aug. 5 & 6 on the Roanoke River. Blast-off and weigh-ins will be from the Williamston Wildlife Boat Ramp both days. Guaranteed purse, $6500. For entry forms and other information, call 800-776-8566.

A special weekend for sailboating on Edenton Bay is coming up July 29 & 30 when the 5th Annual Edenton Bay Challenge calls out sailors of all levels—Flying Scots, Tanzer 16s, Windmills, Sunfish and Moths. Whether you’re a sailor or spectator you can enjoy a social and dinner on the waterfront after the races on Saturday. Make dinner reservations in advance. Call 252-482-3400.

The Cobras, that high-energy arena football team that vents its venom in the Entertainment and Sports Arena, will mix it up with the New Jersey Red Dogs on July 14 and with Tampa Bay Storm on July 21. The Arena is located at 1400 Edwards Mill
OPENING DOORS TO THE PAST

A new exhibit of formerly secret and ingenious intelligence objects called America's Secret Warriors: The OSS and the George Watts Hill Collection opens at the N.C. Museum of History in Raleigh on July 25. The Office of Strategic Services (OSS) carried out ultra-secret intelligence operations for the U.S. Government during World War II. A prominent Durham business leader, the late George Watts Hill, was a major in the OSS Research and Development Branch and helped develop the "gadgets" that represent America's early involvement in international Intelligence. The museum exhibit is built around secret OSS objects from Hill's private collection. "America's Secret Warriors" will be on display until Jan. 2002. The N.C. Museum of History is located at 5 East Edenton St., Raleigh. Call 919-715-0200, ext. 203.

Also at the Museum of History, a program called Lighthouse Songs, will be the Aug. 13 presentation of the Summer Family Music Series. Bett Padgett will share tunes recalling the beacon's past and celebrating its endurance. The program will express the pride and romance that have grown up around the storied beacon of Cape Hatteras. Have you ever seen a Mortar live-fired? At the Summer Artillery Demonstration on Fort Fisher Historic Site, July 23, the museum staff and volunteers will be dressed as Confederate soldiers and will demonstrate the site's Coehorn Mortar and 12-pounder gun. The Mortar will be live-fired with a ball. Fort Fisher, off the coast of Wilmington, is the only historic site in the state to live-fire artillery for the public. Call 910-341-4030.

House in the Horseshoe Battle Reenactment is a recreation of a Revolutionary War militia skirmish to be held in Chatham County on Aug. 5 & 6. The skirmish left bullet holes throughout the home of Whig Colonel Phillip Alston. Now known as the House in the Horseshoe, the home is a State Historic Site. It is located at 324 Alston House Road in Sanford. Call 910-947-2051.

CONTINUING PLEASURES

Three outstanding events that Preview listed earlier are still open. The artistic twirling and leaping continue at the American Dance Festival on Wilmington, is the only historic site in the state to live-fire artillery for the public. Call 910-341-4030.

House in the Horseshoe Battle Reenactment is a recreation of a Revolutionary War militia skirmish to be held in Chatham County on Aug. 5 & 6. The skirmish left bullet holes throughout the home of Whig Colonel Phillip Alston. Now known as the House in the Horseshoe, the home is a State Historic Site. It is located at 324 Alston House Road in Sanford. Call 910-947-2051.

CONTINUING PLEASURES

Three outstanding events that Preview listed earlier are still open. The artistic twirling and leaping continue at the American Dance Festival on
Duke University stages in Durham. Unique among the July concerts is Twyla Tharp Dance with Donald Knaack, July 6–8 in Page Auditorium. Tharp, a world-famous choreographer is recognized for the freshness, joy and originality she brings to the stage.

The final concert of the 2000 American Dance Festival is by the Paul Taylor Dance Company, July 20–22 at Page Auditorium. Taylor, considered by many to be the greatest living choreographer, has created a broad spectrum of awe-inspiring dances. Performances by his dance company have long been a tradition at ADF.

North Carolina Symphony’s Summerfest continues at Regency Park in Cary. After the rousing 4th of July celebration, the orchestra will present on July 8 “A Night in Vienna,” featuring light classical favorites. The program will include Mozart’s Overture to The Marriage of Figaro and Beethoven’s Symphony No. 5 in C Minor, Op. 67. Call 919-733-2750.

Festival Rodin at the N.C. Museum of Art has captured the hearts of thousands. It continues through August with workshops, lectures and special programs that you won’t want to miss. Call 919-839-6262.

POTPOURRI
When you walk through the lush garden of Magic Wings Butterfly Conservatory in Durham and see exotic butterflies in flight, you’ll think the tropics have come to the Triangle. Butterflies from Asia, Africa, Central and South America populate the conservatory, including the iridescent Blue Morpho (editor’s favorite), the delicate Clearwing and gigantic Owl butterfly. The Conservatory is open year-round and now until Oct. 1 the seasonal Carolina Butterfly Pavilion is hosting butterflies native to Southeastern North America. Both the conservatory and the outdoor pavilion are part of the Museum of Life and Science, located at 433 Murray Avenue, Durham. Call 919-220-5429.

Since this year marks the 100th anniversary of his birth, Thomas Wolfe, literary artist and citizen of the world, will be the subject of one of the Summer Seminars at the University of North Carolina at Chapel Hill, July 20–22. Through a pictorial biography, the seminar, Thomas Wolfe—the First Hundred Years, will examine the events of Wolfe’s life from his youth in Asheville and his schooling at Chapel Hill and Harvard to his time as writer in New York City and abroad. Joseph M. Flora, professor of English at UNC-CH and former president of the Thomas Wolfe Society, will be faculty leader of the seminar. Location of the seminar will be given upon registration. To register or for more information, call 919-962-1544.

From Duke’s Center for Documentary Studies this summer, Wendy Ewald, an internationally renowned photographer and research associate at the CDS, is showing her first exhibition of the collaborative artwork she has done with Durham public school children. The exhibit, Durham: Collaborations with children (1990–97), is on display at the Partobject Gallery in Carrboro, now until July 29. The gallery is located...
METROPREVIEW

at 103-C West Weaver St., Carrboro. Call 919-933-2225.

For the first time, the Ackland Art Museum on the UNC-Chapel Hill campus is presenting an exhibit of innovative film and video art. Illuminations: Contemporary Film and Video Art brings together the recent work of internationally recognized artists from around the world. Their work captures and interprets social, political, psychological and spiritual themes in today's world. The exhibit will be on view July 25-Oct. 8. The Ackland is located in Chapel Hill on South Columbia St. Call 919-406-9837.

Extreme Weather, a new show at the Morehead Planetarium's Star Theater in Chapel Hill, explores the rhymes and reasons for the unusual weather events North Carolina has experienced recently—severe hurricanes, drought, heat waves, floods, record snowfall and tornadoes. Written and produced by the Planetarium staff and narrated by WRAL-TV meteorologist Greg Fishel, "Extreme Weather" will be showing daily throughout the summer. The Morehead Planetarium is located on East Franklin St. in Chapel Hill. Call 919-962-1236.

The 20th Annual Fine Arts Festival, a competition sponsored by the Arts Council of Moore County, will be held Aug. 4-Sept. 29 in the Campbell House Galleries in Southern Pines. Awards will be made in 10 categories, but all entries, 250 to 300 expected, will be displayed in three galleries. This year's judge will be Mark Gordon, assistant professor of art at Barton College. The awards ceremony will be held Aug. 4 in the Campbell House Garden. The Campbell House is located at 482 East Connecticut Avenue in Southern Pines. Call 910-692-4356.

The U.S. Coast Guard Base in Elizabeth City will be open to the public on Aug. 4 for Coast Guard Day. Highlight of the day will be the dedication ceremony for the Coast Guard Aviation Memorial, a large monument to aviators from the Coast Guard Air Station in Elizabeth City who have died in the line of duty. Dignitaries will participate. In addition, the day will offer a North Carolina Pig Pickin' and entertainment including a 3-D virtual reality ride and a firehouse hose-down. Now the largest employer in northeast North Carolina, the Coast Guard has maintained a presence in Elizabeth City since 1938. Call 252-335-6482.

The 24-student jazz band from The University of North Carolina at Chapel Hill is going to Europe in July to perform in three upcoming European jazz festivals. But on July 6, the night before they leave, they will perform a free Europe Send-Off Concert in 107 Hill Hall, Chapel Hill. In Europe, the band will perform in Vienne, France; Montreux, Switzerland; and The Hague, The Netherlands. UNC-CH music professor Jim Ketch is director of the jazz band. Call 919-962-7560.

The Outer Banks Wildlife Shelter (OWLS) Sand Sculpture Contest on Aug. 12 will be held at the Atlantis Lodge on Pine Knoll Shores. The contest is a benefit event that contributes to the shelter's operating budget. The shelter's clients include seagulls, shore and wading birds, foxes and other coastal creatures that have been injured. For more information call 252-726-5168.

The 24-student jazz band from The University of North Carolina at Chapel Hill is going to Europe in July to perform in three upcoming European jazz festivals. But on July 6, the night before they leave, they will perform a free Europe Send-Off Concert in 107 Hill Hall, Chapel Hill. In Europe, the band will perform in Vienne, France; Montreux, Switzerland; and The Hague, The Netherlands. UNC-CH music professor Jim Ketch is director of the jazz band. Call 919-962-7560.

The Outer Banks Wildlife Shelter (OWLS) Sand Sculpture Contest on Aug. 12 will be held at the Atlantis Lodge on Pine Knoll Shores. The contest is a benefit event that contributes to the shelter's operating budget. The shelter's clients include seagulls, shore and wading birds, foxes and other coastal creatures that have been injured. For more information call 252-726-5168.

EDITORS NOTE: In the September Issue, Metro will publish it's Fall Preview of Events, covering Sept.-Dec. Send entries and photos by July 15 to Frances A. Smith, MetroMagazine, 5012 Brookhaven Drive, Raleigh, N.C. 27612. E-mail: frances33ldearthlink.net
Who's hot in high-tech

NEW-ECONOMY COMPANIES AND DOT COM's ARE REGION'S ECONOMIC ENGINE FOR NOW AND TOMORROW

SO WHERE WOULD NORTH CAROLINA'S ECONOMY BE TODAY WITHOUT HIGH-TECH?

"THERE'S NO DOUBT IN MY MIND THAT THIS STATE WOULD BE IN SERIOUS ECONOMIC TROUBLE," SAYS DR. MICHAEL WALDEN, AN ECONOMICS PROFESSOR AT NORTH CAROLINA STATE UNIVERSITY.

(CONTINUED ON PAGE HT-5...)
e-business.
e-xperts.

New economy insight and foresight from television’s most respected analysts every business day. Instant. In-depth. Indispensable.

Watch CNBC all Business Day Weekdays 5:00AM-7:30PM ET.

cnbc.com
With more than 246 flights a day between Raleigh/Durham and destinations of interest to you, there’s no better way to take flight. 1-800-44-MIDWAY. www.midwayair.com.
MetroMagazine’s “High-tech 100” is a presentation, in actuality, of some 110 companies in nine different sectors of the high-tech economy that represent the driving dollars-and-sense forces in the region. As textile plants close, tobacco sales slow and many other traditional manufacturing jobs disappear, the high-tech industry’s importance to Tar Heels—especially from Research Triangle Park to Down East—increases.

Estimates on just how many people hold down jobs in various sectors of the so-called new economy vary. But go down the list—biotechnology; pharmaceuticals; chemicals; Internet dot-com ventures; software design; new technology hardware research, development and manufacture, from wearable computers to next-generation mobile phones; interactive games; Internet publishing—and you will find that every sector has a major presence in the Triangle or the outlying region.

From the phenomenal, enduring success of software giant SAS Institute to the remarkable startup successes of Red Hat, Open Site and many more, Triangle technology companies have helped form a Silicon Valley South based in large part on the visionaries who created RTP more than 40 years ago. Gov. Jim Hunt recalled recently that 20 years ago at a conference he was approached by a group of Chinese bureaucrats all dressed in Mao suits. They all knew that North Carolina was the home of the “golden triangle.” In a sense, that has become true today.

A recent study found that at least 125,576 jobs in North Carolina are linked directly to high-tech. The American Electronics Association says high-tech jobs have grown 33 percent, or by more than 31,000, in five years. And the average high-tech salary is $49,443 as compared to the average private sector wage of $27,953. (For more on the study, see the After Dot Com column in this issue.)

That same study found more than 215,000 people still work in textiles. But more people are involved in high-tech than other North Carolina staples such as furniture (76,000), agriculture (49,000) and tobacco (16,000).

“There’s no doubt in my mind that this state would be in serious economic trouble,” says Dr. Michael Walden, an economics professor at North Carolina State University.

Research Triangle Park ranks in the top 20 nationally as a hub for high-tech growth, according to a recent Milken Institute study. But high-tech doesn’t stop at the Johnston County line. A variety of companies in Greenville, Franklinton, Pittsboro, Wilmington and elsewhere are focused on e-commerce, genetics research and the next generation of software.

So what are the companies that have forged this dot-com transformation? And which companies are good bets for growth in the future?

To identify them and to assist in gathering background material on the impact of high tech, MetroMagazine approached a number of different people and organizations for input. Among them were:

- William Dunk, internationally known business consultant in Chapel Hill
- Dick Daugherty, former IBM chief executive in North Carolina and now head of development for NCSU’s Centennial Campus
THE PANELISTS:

Dan Allred is director of strategic program development at the Council for Entrepreneurial Development and annually works with the CED's FastTrac Tech program. In little over a year, FastTrac has helped more than 100 early-stage companies in their search for financing.

Dick Daugherty was IBM's chief executive in North Carolina for many years and helped build what has become the company's largest collection of employees and facilities. He now is responsible for recruiting partners and businesses for N.C. State's Centennial Campus.

William Dunk is one of the country's most respected business consultants. He heads William Dunk Partners, with offices in Chapel Hill and other cities. (He is profiled in this issue of MetroMagazine.)

Frank Taylor, one of the founders of Starport.com, has been a high-tech entrepreneur in the Triangle since 1994. He founded TriNet Services and later was an executive with Interpath. Taylor also is now an investor in startup companies.

Barry Teater is director of corporate communications for the North Carolina Biotechnology Center. He is responsible for media relations, a number of different publications, the center's web site, and also assists in trade shows and visitor briefings.

Dr. Michael Walden, a professor of economics at N.C. State, is one of North Carolina's most respected and distinguished economists. He is quoted quite often in the media and is widely published.

- Dr. Michael Walden, NCSU
- Bill Allred of the Council for Economic Development
- Triangle entrepreneur and investor Frank Taylor
- Southeast Interactive Technology Fund
- Intersouth Partners
- The North Carolina Biotech center

Participants were asked to identify industry leaders and companies to watch in specific categories:
- Software research and development
- E-commerce and business-to-business transaction enablers
- Biotechnology, pharmaceuticals and medical research
- High-tech equipment research, design and manufacturing
- Internet, network infrastructure and telephony
- Internet publishing
- Networking services and systems integration
- Computer games and interactive entertainment

Added at the suggestion of one panelist is a category for environmental research. Each person or group participating forwarded to Metro their suggestions for what companies should be included and reasons why. Final selections, as determined by Metro, include many companies that appeared on more than one—in a few cases, most—of the lists.

Among the strongest suggestions was Foveon, a company devoted to gathering market intelligence on Internet users. Another was NxView, a 3-D software company. Another was Cogent Neuroscience. Also included in the list are the accepted industry leaders such as IBM, Ericsson, Cisco, Red Hat, SAS and NorTel.

Among the criteria used in making selections were:
- Principal office in Triangle or Down East
Biotech and pharmaceutical industries

TRIANGLE BOOMS AS BIOTECH COMPANIES GROW, NEW ONES SPRING UP

The 21st century has been predicted to be the "life sciences century," as the race to map the human genetic code and the competition to enhance the lifestyle of an aging population heat up.

North Carolina is well positioned to benefit from expected growth in the biotechnology and pharmaceutical sectors. Already, more than 100 biotech companies call North Carolina home, making the state the largest biotech hub in the South. Employees now number more than 20,000.

A remarkable success story is Embrex, a startup company out of N.C. State that focuses on injecting vaccines into poultry eggs. Embrex also is working to produce heavier chickens in a faster period of time.

In the field of genomics, Xanthon has developed a means of detecting DNA or RNA with electrochemical technology rather than through radioactive or other means. The company recently expanded its facilities and is ramping up quickly for full-scale production.

Paradigm Genetics is building a new research and development headquarters in Research Triangle Park, having recently gone public. The company's IPO raised better than $47 million. Paradigm also is focused on genomics. And Covance Biotechnology Services, which is a contract manufacturer, is growing its workforce.

Cogent Neuroscience of Durham is at the forefront of neuroscience and could have a large market given its efforts to combat Alzheimer's, Parkinson's Disease and the effects of strokes. CEO Max Wallace of Cogent also founded Triangle-based Trimeris.

To help better monitor patients, Sicel technology has developed an implantable device that tracks cell behavior. The information can help physicians recommend a course of treatment.

MERIX Bioscience is tackling cancer. It is developing technology to fight cancers that are resistant to current treatments.

Norak Bioscience has developed a technology platform that can be utilized for multiple drug discovery.

Rapid treatment and closure of wounds is the specialty of Quill Medical.

AlphaVax of Durham is developing a proprietary means of delivering vaccines. The company also is working to develop a vaccine for HIV.

Triangle Pharmaceuticals of Durham is racing to develop HIV treatments as well. In addition, the company is researching hepatitis and other viral disease treatments, and after raising $15 million in private financing, it spun off a new company, Intelligent Therapeutic Solutions. This company wants to use artificial intelligence technology for the management of chronic and complex diseases.

Also at the forefront of biotech research is Inspire Pharmaceuticals of Durham. This drug-discovery company plans to go public and has a major contract with Genetech.

BioStratum at Centennial Campus is developing so-called laminins, or recombinant molecules, for wound repair and also is exploring the use of laminins into biomaterials for implant applications.

Another company to watch is ICagen, which has several drug development contracts with larger pharmaceutical companies.

A recent study found that at least 125,576 jobs in North Carolina are linked directly to high-tech.

Fresenius Kabi, based in Sweden, has a large operation in Clayton. This firm develops non-traditional means of dispensing drugs.

Bioscience has been used to develop cleaner ways of treating ship bilgewater by EnSolve Biosystems of Raleigh. It has
developed an oily water separator called Petroliminator.

Meanwhile, industry giants Glaxo, Bayer and Becton Dickinson, among others, continue to maintain large operations in the Triangle area. Another big firm, Biogen, is expanding its manufacturing plant in RTP for its Multiple Sclerosis drug Avonex.

The American Electronics Association says high-tech jobs have grown 33 percent, or by more than 31,000, in five years.

The Triangle area also is home to numerous clinical research organizations. Among the world's largest are Quintiles and ClinTrials Research.

Contrary to popular opinion, not all the biotech and pharmaceutical growth is taking place in RTP.

Novo Nordisk has expanded its operations in Franklinton, making the facility there its largest in North America. Novo produces enzymes there and also donates its biomass waste to local farmers for use as fertilizer. Novo also is working with the NC Biotechnology Center to develop and test a new community college course for bioprocess operators.

In Greenville, Catalytic Pharmaceuticals operates a former Glaxo plant. The facility employs more than 1200 people and manufactures drugs for Glaxo as well as other companies.

Applied Analytical Industries of Wilmington, meanwhile, recently announced a series of web-based clinical trial management applications. Applied Analytical also researches and tests drugs.

And not all the growth in biotech and medical science is taking place in the lab. Several other companies are utilizing the web to make a variety of information more readily available.

Imaginis.com is a web community site designed for women who have breast cancer to exchange information.

AwayMed, which has former Glaxo chairman Charles Sanders on its board of directors, is trying to improve communication between doctors and patients through the web.

Healing Tree Corporation offers a variety of medical supplies and equipment for sale directly over the web.

And Blue Cross Blue Shield of North Carolina is working with Health Dialog to enable patients to get in touch immediately with nurses online or over the Net.

The medical schools at Duke and UNC-Chapel Hill are among the world's leaders in medical research and delivery of services. East Carolina's medical school also is rapidly gaining prestige. Much of the research being done at these schools is finding its way to North Carolina-based companies and helping further the biotech-pharmaceutical boom. Another significant contributor is the Research Triangle Institute. •

BIOTECH, PHARMACEUTICAL WATCH LIST
(Note: only those companies with web sites are listed.)

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applied Analytical</td>
<td><a href="http://www.aaiintl.com">www.aaiintl.com</a></td>
</tr>
<tr>
<td>AwayMed</td>
<td><a href="http://www.awaymed.com">www.awaymed.com</a></td>
</tr>
<tr>
<td>Bayer</td>
<td><a href="http://www.bayer.com">www.bayer.com</a></td>
</tr>
<tr>
<td>Becton Dickinson</td>
<td><a href="http://www.bd.com">www.bd.com</a></td>
</tr>
<tr>
<td>Biogen</td>
<td><a href="http://www.biogen.com">www.biogen.com</a></td>
</tr>
<tr>
<td>BioStratum</td>
<td><a href="http://www.biostratum.com">www.biostratum.com</a></td>
</tr>
<tr>
<td>ClinTrials</td>
<td><a href="http://www.clintrialsresearch.com">www.clintrialsresearch.com</a></td>
</tr>
<tr>
<td>Cogent Neuroscience</td>
<td><a href="http://www.cogentneuro.com">www.cogentneuro.com</a></td>
</tr>
<tr>
<td>Embrex</td>
<td><a href="http://www.embrex.com">www.embrex.com</a></td>
</tr>
<tr>
<td>EnSolve Biosystems</td>
<td><a href="http://www.ensolve.com">www.ensolve.com</a></td>
</tr>
<tr>
<td>Fresenius Kabi</td>
<td><a href="http://www.fresenius-ag.com">www.fresenius-ag.com</a></td>
</tr>
<tr>
<td>Glaxo</td>
<td><a href="http://www.glaxowellcome.com">www.glaxowellcome.com</a></td>
</tr>
<tr>
<td>Healing Tree</td>
<td><a href="http://www.healingtree.net">www.healingtree.net</a></td>
</tr>
<tr>
<td>ICagen</td>
<td><a href="http://www.icagen.com">www.icagen.com</a></td>
</tr>
<tr>
<td>Imaginis.com</td>
<td><a href="http://www.imaginis.com">www.imaginis.com</a></td>
</tr>
<tr>
<td>Inspire Pharmaceuticals</td>
<td><a href="http://www.inspirepharm.com">www.inspirepharm.com</a></td>
</tr>
<tr>
<td>MERIX Biosciences</td>
<td><a href="http://www.merixbio.com">www.merixbio.com</a></td>
</tr>
<tr>
<td>Novo Nordisk</td>
<td><a href="http://www.novo.dk">www.novo.dk</a></td>
</tr>
<tr>
<td>Paradigm Genetics</td>
<td><a href="http://www.paragen.com">www.paragen.com</a></td>
</tr>
<tr>
<td>Quintiles</td>
<td><a href="http://www.quintiles.com">www.quintiles.com</a></td>
</tr>
<tr>
<td>Triangle Pharmaceuticals</td>
<td><a href="http://www.tripharm.com">www.tripharm.com</a></td>
</tr>
<tr>
<td>Xanthion</td>
<td><a href="http://www.xanthonic.com">www.xanthonic.com</a></td>
</tr>
</tbody>
</table>

Environmental science
CO2 PROCESS IS CLEANING THINGS UP

One of the Triangle's budding success stories is MiCell Technologies, which is another Centennial Campus startup. MiCell, which is the result of work done by two professors at UNC-Chapel Hill and N.C. State and then commercialized by former NCSU students, has developed ways to dry clean clothes using carbon dioxide. A
number of dry cleaners in Wilmington have processed a million pounds of clothing with the new process which reputed to be more environmentally friendly than traditional dry cleaning and less damaging to clothes.

But there's more to MiCell than dry cleaning. The company also is working with DuPont to use CO2 to produce Teflon. A large factory is being built in Fayetteville to house the new process.

MiCell also has received grants from the National Science Foundation to research other uses of its CO2 process.

For more information on MiCell, visit www.micell.com

Software designers

SAS, RED HAT AREN'T ALONE AS TRIANGLE SOFTWARE SUCCESS STORIES

Most people's knowledge of software in the Triangle is limited to SAS, the multi-billion-dollar business applications company, and Red Hat, the best-known builder of Linux. But numerous other software developers continue to push the technological edge.

Among the most promising is ID Technologies Corp., which is based at N.C. State's Centennial Campus. In these days of ever-increasing concern about hackers and secure online commerce, ID Technologies holds a patent for an identification card to authenticate fingerprints as identification. The so-called biometrics technology enables the personal information to be stored aboard ID cards or panels.

Increasing demand for real-time patient information is a need attempting to be met by MDeverywhere, a Durham-based company. MDeverywhere provides software that turns hand-held devices such as Palm Pilots into real-time patient record keepers. MDeverywhere also is attempting to streamline the time and manpower needed to process paper records and thus reduce transaction costs.

Triangle companies also are developing new ways to view the Internet.

Dr. Julian Lombardi, a former biology professor at UNC-Greensboro, is developing a new web operating system called ViOS. Instead of using a static web browser such as Netscape or Microsoft Explorer, end-users will be transported across the Net as if they were playing a video game. ViOS also will segment content by properties similar to shopping malls.

Adding further depth of experience to the web is the goal of NxView Technologies in Cary. NxView is bringing 3-D to the web, building on the technology first developed by the late Virtus corporation. This software enables end-users to manipulate images, such as features on a new cellular phone, and therefore better understand how a device works.

Extensibility of Chapel Hill is at the forefront of enhancing web-based software. Its expertise is XML programming language, an improvement of typical web language known as HTML. Utilizing XML, Extensibility enables businesses to develop more robust, secure business-to-business applications. The company already has software bundling agreements with more than 2500 clients.

Making computer-based characters more lifelike is the goal of LIPSinc. This Cary-based firm, as its name implies, helps make facial expressions on the PC more lifelike. Among its first customers is Michael Crichton's Timeline computer

SOFTWARE COMPANIES TO WATCH

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alternate Access</td>
<td><a href="http://www.alternateaccess.com">www.alternateaccess.com</a></td>
</tr>
<tr>
<td>Blast Software</td>
<td><a href="http://www.blast.com">www.blast.com</a></td>
</tr>
<tr>
<td>Extensibility</td>
<td><a href="http://www.extensibility.com">www.extensibility.com</a></td>
</tr>
<tr>
<td>HAHT Software</td>
<td><a href="http://www.haht.com">www.haht.com</a></td>
</tr>
<tr>
<td>HiddenMind Technology</td>
<td><a href="http://www.hiddenmind.com">www.hiddenmind.com</a></td>
</tr>
<tr>
<td>INOIZ</td>
<td><a href="http://www.inoiz.com">www.inoiz.com</a></td>
</tr>
<tr>
<td>iRenaissance</td>
<td><a href="http://www.irenaissance">www.irenaissance</a></td>
</tr>
<tr>
<td>LIPSnc</td>
<td><a href="http://www.lipsnc.com">www.lipsnc.com</a></td>
</tr>
<tr>
<td>MDeverywhere</td>
<td><a href="http://www.mdeverywhere.com">www.mdeverywhere.com</a></td>
</tr>
<tr>
<td>NxView</td>
<td><a href="http://www.nxview.com">www.nxview.com</a></td>
</tr>
<tr>
<td>Planet Portal</td>
<td><a href="http://www.planetportal.com">www.planetportal.com</a></td>
</tr>
<tr>
<td>Red Hat</td>
<td><a href="http://www.redhat.com">www.redhat.com</a></td>
</tr>
<tr>
<td>SAS</td>
<td><a href="http://www.sas.com">www.sas.com</a></td>
</tr>
<tr>
<td>Ultimus</td>
<td><a href="http://www.ultimust.com">www.ultimust.com</a></td>
</tr>
<tr>
<td>Usendit</td>
<td><a href="http://www.usendit.com">www.usendit.com</a></td>
</tr>
<tr>
<td>ViOS</td>
<td><a href="http://www.vios.com">www.vios.com</a></td>
</tr>
</tbody>
</table>
entertainment company.

Ultimus Software of Cary won Comdex Best of Show in 1999 for its web business application software. Ultimus helps companies streamline—and thus reduce the costs of and manpower required to handle—so-called work-flow processes, such as vacation requests, timecards and expense reports.

Making online calendar software even more useful is the goal of iRenaissance. The RTP-based firm has developed calendars that can be utilized by different work groups and even with employees in other companies.

PlanetPortal, meanwhile, is developing one-keyboard touch links to specific Internet sites as well as “WebCards” which, when swiped through a reader, send people to specific locations. Deutsche Telekom, the German telephone giant, is the company's primary investor.

Integrating computers into a company’s telephony infrastructure is the service provided by Alternate Access. One of the few African-American owned high-tech businesses in the Triangle, Alternate Access was founded in 1994 by husband-and-wife team Kelly and Adrienne Lumpkin. Adrienne worked at Hewlett Packard and Kelly at IBM before starting their own business—long before being able to talk via computer and over the Internet was a foregone conclusion.

Usendit is trying to make the typical “web wait” shorter for moving of large files. Its software can compress large digital files for faster movement over the Internet, an application needed by anyone or any company dealing with large multi-media files containing audio, video or both.

BLAST Software in Pittsboro, meanwhile, has developed automated file transfer software that enables information to be sent to multiple remote locations simultaneously. BLAST’s software was used by the U.S. Army in the Gulf War.

In Wilmington, meanwhile, INOIZ has developed an online software library of audio and visual special effects. The company sells these files to a variety of production, entertainment and gaming companies.

At SAS, the explosion of electronic data and huge databases has only enhanced the company’s opportunity to help clients “data mine” its records for additional details, information and trends. SAS also is moving rapidly into the data-laden medical research field and is contemplating going public.

Much of the stock market glow has disappeared from Red Hat, only months after its highly successful initial public offering. But the Linux market for open-source code (in which programmers share enhancements and improvements) continues to grow into PC game markets and other niches. Red Hat also recently launched efforts to help fund startups in Linux research.

HAHT Software also bears watching as it moves aggressively into e-commerce. The company is still privately held and recently received another big round of investor financing. But HAHT could be the next big RTP company to go public.

Another Triangle company, HiddenMind, is attempting to capitalize on the wireless data market. HiddenMind, located in Cary, is developing software to enable Internet commerce over devices such as digital phones, pagers and hand-held computers.

High-tech research, development and manufacturing

IBM, ERICSSON LABS CREATING THE FUTURE

Companies such as Advanced Digital Systems and ECI Telecom Ltd. are making their marks in the Triangle’s high-tech manufacturing world. But the big players remain industry stalwarts IBM, Ericsson, NorTel and Cisco.

The RTP now represents the largest
A collection of Big Blue facilities and employees (more than 14,000), and there are no signs of that number being reduced. In fact, even as IBM has shrunk its headcount over the years, the number of RTP-area jobs continues to increase. The Park's primary tenant for 35 years continues to pay dividends. Among the reasons is the wide variety of tasks performed locally. For example, IBM's slick, new line of black desktop PCs with the flat LCD panels was designed in RTP. The "Net Vistas" are hot sellers. And RTP remains the home of the ThinkPad laptop. Also designed locally are IBM's high-capacity computer servers called "Netfinity." Although manufacturing represents only some 7 percent of the jobs in RTP, PCs are still being produced by the truckload.

Research and development for other products also keeps RTP engineers busy. Two buildings have been added to house team members for Tivoli, a so-called middleware software application that enables PCs based on different operating systems, such as Linux and Windows NT, to talk with each other.

But the most intent media interest probably has been given to IBM's so-called wearable PC. The miniature device, which has been featured in TV ads, includes a miniscule screen smaller than an eyeglass lens and can be operated by voice. IBM's Emerging Technologies group recently tested prototypes at Duke Medical Center. Other "toys of the future" are in development, according to an IBM spokesperson.

IBM researchers also are working on "transcoding," a new process that will enable wireless platforms such as Palm Pilots and digital phones to connect with the Internet.

Also based locally is IBM's huge global services unit. This team provides sales support, consulting, installation and training for a variety of PCs and software applications.

Ericsson, the Swiss electronics giant, continues to grow its Triangle operations with more than 4,500 people now on board. And RTP has become one of Ericsson's most important research-and-design facilities.

The new "Pocket Net" phone was designed in RTP by a team of 100 or so people, and the model R280 LX already is a hot-seller for AT&T's wireless Internet service.

RTP designers also are working on so-called WAP (wireless application phone) technology which is all the rage in Europe.
In fact, all three standards for wireless telephones are being developed in North Carolina.

Another promising research effort includes "Blue Tooth." This is a short-range wireless technology designed to help various appliances communicate with each other.

NorTel, with better than 4000 employees, continues to push the envelope in fiber-optic technology.

Cisco, which has built most of the so-called routers that transport Internet traffic, recently announced plans to expand its RTP location. It now employs 2000.

Lucent Technologies also is expanding its RTP operations.

Among the up-and-comers is Advanced Digital Systems. Based at North Carolina State’s Centennial Campus, ADS is developing wireless Internet-enabled hardware, software and application services.

ECI Telecom utilizes 32 employees at Centennial Campus as part of its efforts to design and manufacture transmission and access equipment.

---

**Games industry growing in region**

**ENTERTAINMENT MARKET EXPECTED TO TOP $8 BILLION THIS YEAR**

Doug Littlejohns, the former star submarine commander in Britain’s Royal Navy, gets a bit defensive when asked about the money-making potential of computer games companies.

He should know. He runs one—Red Storm Entertainment of Morrisville.

"That idiot needs an education," Littlejohns said when told of a reporter’s remarks that computer games have limited potential, small profit margins, and really won’t be big players in the Triangle’s high-tech market. He then noted his company’s own revenues of more than $60 million in 1999 and a margin of more than 10 percent. "It is not a low-margin business. I won’t give you our specific numbers, but they are in the range of 12 to 15 percent. "It’s low margin," he added, "if you produce a dud."

So far, duds have been few for Triangle-area companies such as Red Storm, Southpeak Interactive, Epic, Sinister, Shrapnel, IE Network, Perpetual Motion and Random. Collectively, they have helped establish the Triangle as one of the hot spots in the multi-billion dollar PC and console game market. RTP’s profile will be raised only higher when Michael Crichton’s Timeline Computer Entertainment rolls out its first game later this year.

According to PC Data of Reston, Va., interactive games and the platforms on which they are played generated a market of up to $7.4 billion in 1999. Online entertainment is forecast to generate another $1 billion or more in 2000, according to another estimate.

Red Storm is the dominant Triangle game company, especially with founder Tom Clancy’s “Rainbow Six” book on counter-terrorism and as a product line. Red Storm has produced several versions that have cracked several game best-seller lists. Littlejohns also has moved Red Storm from designing games just for play on personal computers to the so-called platforms, such as PlayStation, Dreamcast, and GameBoy.

Southpeak, an arm of Cary’s giant software company SAS Institute, has published a number of hits, including “Dukes of Hazzard” which was designed by Sinister Games of Chapel Hill. Sinister recently was acquired by Ubi Soft, a huge European-based game company. Southpeak may have another hit on its hands shortly, a soccer game endorsed by UNC star Mia Hamm, but Southpeak is moving away from game design to publishing and distribution.

Epic Games has produced multi-million sellers in "Unreal" and "Unreal Tournament" and announced recently that "Unreal Tournament" will soon be available for play on traditional platforms in addition to the Internet.

---

**GAME COMPANIES TO WATCH**

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>IE Network</td>
<td><a href="http://www.ienetwork.com">www.ienetwork.com</a></td>
</tr>
<tr>
<td>Numerical Design, Ltd.</td>
<td><a href="http://www.ndl.com">www.ndl.com</a></td>
</tr>
<tr>
<td>Perpetual Motion Enterprises</td>
<td><a href="http://www.pmenterprises.com">www.pmenterprises.com</a></td>
</tr>
<tr>
<td>Random Games</td>
<td><a href="http://www.randomgames.com">www.randomgames.com</a></td>
</tr>
<tr>
<td>Red Storm</td>
<td><a href="http://www.redstorm.com">www.redstorm.com</a></td>
</tr>
<tr>
<td>Shrapnel Games</td>
<td><a href="http://www.shrapnelgames.com">www.shrapnelgames.com</a></td>
</tr>
<tr>
<td>Sinister Games</td>
<td><a href="http://www.sinistergames.com">www.sinistergames.com</a></td>
</tr>
<tr>
<td>Southpeak Interactive</td>
<td><a href="http://www.southpeak.com">www.southpeak.com</a></td>
</tr>
<tr>
<td>Timeline Computer Entertainment</td>
<td><a href="http://www.timelineworlds.com">www.timelineworlds.com</a></td>
</tr>
</tbody>
</table>
THE 7th ANNUAL

JIMMY V CELEBRITY
GOLF CLASSIC

AUGUST 27, 2000
Prestonwood Country Club
Cary, NC
for more information,
visit www.golfclassic.org

DON'T GIVE UP. DON'T EVER GIVE UP.
At Random, the specialty is turning traditional board games into electronic versions and game giant Hasbro is one of its largest clients. Random also has produced the CD-ROM version of "Rules of the Game," a hot-selling board designed locally.

IE Network, formerly known as Interactive Magic, is the Triangle's only publicly traded game company and is offering a variety of games over the Internet. Most are available for free. IE Network still designs games internally but doesn't produce shrink-wrapped titles for sale in stores.

Shrapnel Games, meanwhile, is geared at niche audiences. Rather than publish games in the traditional fashion—with expensive marketing materials and advertising campaigns in order to secure shelf space—Shrapnel designs and helps other developers create games that are sold directly through its web site.

At Perpetual Motion, the company has designed and produced seven titles. Among them are versions of air hockey and darts. Perpetual also offers to work with game designers to provide infrastructure support, such as artwork and graphics.

But much of the game-world buzz continues to center around Crichton's "Timeline" company. Based on the title of his latest best seller about time travel, Timeline Computer Entertainment recently unveiled a new web site with a middle-age motif. The company did show selected visitors a preview of its first game at the recent E3 interactive entertainment show in Los Angeles.

In Chapel Hill, Numerical Design Ltd. is one of the driving forces for gaming companies with its 3-D game engine called NetImmerse. The company just announced a contract with Totally Games which will include NetImmerse 3.0 in several games, including Star Trek Bridge Commander.

---

**E-commerce enablers**

**TRIANGLE COMPANIES HELP IGNITE ONLINE FRENZY**

On the web, data about customers can be king. Who is shopping? Who is browsing? What are they looking at? What are they buying?

Among the Triangle's hottest companies is Foveon, established to monitor Internet traffic and then develop "models and metrics derived from randomly sampled and aggregated Internet transaction data." Foveon works with online retailers to help e-tailers improve their marketing programs and web sites in order to draw more traffic and to keep people on these sites for longer periods of time.

Also red-hot is ITParade, which acts as a middleman between large companies seeking to sell used equipment and the thousands of worldwide dealers seeking to buy. ITParade helps the large companies avoid having to deal with scores of prospective buyers and bidders. (For more details on ITParade, see Rick Smith's After Dot Com column in this issue of *Metro*.)

Online stores seeking to improve customer relations are signing on with Alerts.com. The company has developed a software that enables online shops to update automatically their clientele with news and information geared to their specific interests.

Another company helping to identify customer trends is Saffron Technologies. Offering an artificial intelligence learning algorithm software, Saffron helps companies understand their customers and then

---

**E-COMMERCE WATCH LIST**

<table>
<thead>
<tr>
<th>Company</th>
<th>Web Site</th>
</tr>
</thead>
<tbody>
<tr>
<td>123Raleigh.com</td>
<td><a href="http://www.123raleigh.com">www.123raleigh.com</a></td>
</tr>
<tr>
<td>Alerts.com</td>
<td><a href="http://www.alerts.com">www.alerts.com</a></td>
</tr>
<tr>
<td>BlueBolt</td>
<td><a href="http://www.bluebolt.com">www.bluebolt.com</a></td>
</tr>
<tr>
<td>BuildNet</td>
<td><a href="http://www.buildnet.com">www.buildnet.com</a></td>
</tr>
<tr>
<td>Foveon</td>
<td><a href="http://www.foveon.com">www.foveon.com</a></td>
</tr>
<tr>
<td>ITParade</td>
<td><a href="http://www.itparade.com">www.itparade.com</a></td>
</tr>
<tr>
<td>Open Site</td>
<td><a href="http://www.opensite.com">www.opensite.com</a></td>
</tr>
<tr>
<td>OpenVertical</td>
<td><a href="http://www.openvertical.com">www.openvertical.com</a></td>
</tr>
<tr>
<td>Relativity</td>
<td><a href="http://www.relativity.com">www.relativity.com</a></td>
</tr>
<tr>
<td>Research Triangle Commerce</td>
<td><a href="http://www.rtti.com">www.rtti.com</a></td>
</tr>
<tr>
<td>Saffron Technologies</td>
<td><a href="http://www.saffron.com">www.saffron.com</a></td>
</tr>
<tr>
<td>SciQuest</td>
<td><a href="http://www.sciquest.com">www.sciquest.com</a></td>
</tr>
<tr>
<td>Task Point</td>
<td><a href="http://www.taskpoint.com">www.taskpoint.com</a></td>
</tr>
<tr>
<td>TexBid</td>
<td><a href="http://www.texbid.com">www.texbid.com</a></td>
</tr>
<tr>
<td>WebWide Integration</td>
<td><a href="http://www.webwideinfosystems.com">www.webwideinfosystems.com</a></td>
</tr>
<tr>
<td>ZisZas</td>
<td><a href="http://www.ziszas.com">www.ziszas.com</a></td>
</tr>
</tbody>
</table>
offer products or information those buyers want.

Two other companies to watch are WebWide Integration and OpenVertical. WebWide is designed to help companies transact business electronically, down to accounts payable. OpenVertical, meanwhile, offers customized e-commerce software solutions on both the buyer side and seller side. Both companies also rely on open source software models as opposed to proprietary, closed systems.

Comparison shopping also has become popular on the Net, with software that searches for prices of products at various sites. ZisZas, which is based in Raleigh, shops with a difference—speakers of French, Spanish and German can comparison shop in those languages and more.

Triangle companies also are working globally to sell everything from building materials to old telephone and computer equipment. And Open Site, which recently was sold for more than $500 million, has been among the leaders with its online auction software.

Other leaders include BuildNet, which helps construction companies locate and purchase goods on a business-to-business (B2B) basis.

TaskPoint works on B2B in heavy construction equipment. And Transportmart is in business to do the same for the trucking industry.

SciQuest, a successful Triangle startup that went public, offers online auctions for scientific equipment and works B2B to facilitate chemical sales. But the company doesn’t stop there, having developed a news and information portal about scientific developments.

Relativity Technologies has a different spin, working with companies to upgrade antiquated computer and software systems. Among its clients is the U.S. Air Force. Relativity also employs some 50 people in Russia in part because it has been unable to recruit employees in the tight RTP labor market. Of the 50, 48 are based in St. Petersburg and two are in Siberia.

A Centennial Campus startup, TexBid, is moving to bring B2B to the textile industry as well. Companies can use TexBid to buy or sell surplus assets.

BlueBolt Networks, meanwhile, has established a B2B exchange for the interior design industry.

Some companies still need help in devising a B2B strategy, and that’s where Research Triangle Commerce comes in, providing consulting and software services.

Then there are sites devoted to matching job lookers and employers. A number of companies in the Triangle also help match employees with jobs. Among them is 123Raleigh. This is an online job site where companies post jobs and prospective employees can post resumes. Recruiters also get involved.

---

**Internet publishing**

**A NEW DOT-COM INDUSTRY IS POSTING NEWS, SPORTS, FUN AND GAMES ON THE WEB**

While Internet publishing sites have in many cases come, shrunk and gone, the Triangle is home to several which have thus far escaped "dot-com" oblivion. Some have even flourished.

And one of the web's hottest is Zoom Culture. The Chapel Hill startup already has offices in Studio City, Calif., and Washington, D.C., and is offering people as well as organizations to post video clips on the web. Among the first features, for example, is a

---

**ONLINE PUBLISHERS TO WATCH**

<table>
<thead>
<tr>
<th>Publisher</th>
<th>URL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerial Images Photography</td>
<td><a href="http://www.aerialimages.com">www.aerialimages.com</a></td>
</tr>
<tr>
<td>City Search</td>
<td><a href="http://www.citysearch.com">www.citysearch.com</a></td>
</tr>
<tr>
<td>Dbusiness</td>
<td><a href="http://www.dbusiness.com">www.dbusiness.com</a></td>
</tr>
<tr>
<td>Fayetteville Observer</td>
<td><a href="http://www.fayettevillenc.com">www.fayettevillenc.com</a></td>
</tr>
<tr>
<td>How Stuff Works</td>
<td><a href="http://www.howstuffworks.com">www.howstuffworks.com</a></td>
</tr>
<tr>
<td>Koz</td>
<td><a href="http://www.koz.com">www.koz.com</a></td>
</tr>
<tr>
<td>NANDO.net</td>
<td><a href="http://www.nando.net">www.nando.net</a></td>
</tr>
<tr>
<td>New 2 USA</td>
<td><a href="http://www.new2usa.com">www.new2usa.com</a></td>
</tr>
<tr>
<td>The News &amp; Observer</td>
<td><a href="http://www.newsobserver.com">www.newsobserver.com</a></td>
</tr>
<tr>
<td>Starport</td>
<td><a href="http://www.starport.com">www.starport.com</a></td>
</tr>
<tr>
<td>Total Sports</td>
<td><a href="http://www.totalsports.com">www.totalsports.com</a></td>
</tr>
<tr>
<td>Triangle Business Journal</td>
<td><a href="http://www.bizjournals.com/triangle">www.bizjournals.com/triangle</a></td>
</tr>
<tr>
<td>The Wargamer</td>
<td><a href="http://www.wargamer.com">www.wargamer.com</a></td>
</tr>
<tr>
<td>WNCN TV</td>
<td><a href="http://www.nbc17.com">www.nbc17.com</a></td>
</tr>
<tr>
<td>Women Gamers</td>
<td><a href="http://www.womengamers.com">www.womengamers.com</a></td>
</tr>
<tr>
<td>WRAL TV</td>
<td><a href="http://www.wral-tv.com">www.wral-tv.com</a></td>
</tr>
<tr>
<td>Zoom Culture</td>
<td><a href="http://www.zoomculture.com">www.zoomculture.com</a></td>
</tr>
</tbody>
</table>
VALUE.
You've never experienced home entertainment like this—digital packages that give you more channels and value-added programming!

CHOICE.
Up to 200 channels of movies, sports, news, arts, education... with 36 premium movie channels, 40 music channels, and 36 Pay-Per-View channels!

CLARITY.
A picture so sharp, you won't believe your eyes. And sound so crisp, you'll think you're listening to a CD!

CONTROL.
With interactive Navigator, scan programming choices at a glance. Search listings by time, channel, or genre!

SPEED.
Road Runner High Speed Online Service—Internet access up to 50 times faster than standard telephone modems!
complete area of video clips about disc golf. Said one of Metro’s technology panelists: “everybody keeps bringing up Zoom Culture to me. Apparently neat bunch of kids. We will all be recorded to death in videos.”

Relatively new and geared to attract the ever-increasing number of immigrants to the United States is www.new2usa.com, which is based in Chapel Hill. The site is designed to help newcomers figure out how to apply for a license, deal with immigration laws, get a checking account and much more. Additional features include chat and e-mail.

The established leader, by far, remains Nando.net, the online publishing arm of The News & Observer and its newspaper chain parent, McClatchy, which is based in Sacramento, Calif. NANDO offers domestic and international news, business and sports online seven days a week, 24 hours a day. NANDO also provides content to other news sites that put their private label on the NANDO offering. The News & Observer’s own web site recently underwent an extensive redesign and continues to operate separately from NANDO.

Online newsreaders also can get extensive content from WRAL-TV’s site, which has won numerous awards and has pioneered such features as online radar images and web cameras to track traffic. Raleigh’s NBC affiliate, WNCN, recently upgraded its web site in order to compete more aggressively with WRAL.

Two niche web sites also continue to draw attention and high-traffic levels that, in turn, generate advertising revenue. Womengamers.com and Wargamers.com are both devoted to electronic interactive games players.

Womengamers.com was founded by sisters Phaedra and Ismini Boinodiris in 1999. It’s motto for existence: “Because women do play.” The sisters note that women make up anywhere from 35 percent to 43 percent of the PC and online game market. And their site includes reviews of female characters, as well as games of general interest to men and women.

Wargamer.com, managed by Mario Kroll, focuses on the ever-growing war-game market. The site includes product news, reviews, newsletters and related content.

For space fans, Triangle entrepreneurs Frank Taylor and Andy Schwab helped create Starport. The site is devoted to space travel and exploration and has under development interactive features, such as piloting a space shuttle. Taylor and Schwab have been a fixture in local high-tech since TriNet services was launched in 1994 and later merged with Interpath.

For fun and information, thousands check out daily How Stuff Works. The site, founded by former N.C. State professor Matthew Brain, is a repository of facts about everything from web browsers to digital cameras. Its traffic is increasing dramatically each month, and Brain recently hired several additional editorial writers, including a “chief knowledge officer,” the equivalent of a chief technology officer and chief financial officer combined.

Triangle City Search, meanwhile, offers calendar and entertainment information on a daily basis. Triangle Business Journal, although published weekly, recently began offering daily news updates. Dbusiness.com, part of Digital South magazine, has a staff based in Durham and offers Triangle-based news stories and features on a daily basis.

Another growing company is KOZ, which bills itself as a community-based software. Co-founded by former News & Observer executive editor and family owner Frank Daniels III, KOZ leases its software primarily to other media companies that want to build online communities of interest. KOZ features chat and other interactive services—even online whiteboards for group discussions. KOZ also offers products to special interest communities such as soccer leagues, which can use the software for group-use calendars, newsletters and announcements.

But Total Sports—a second Daniels creation and a competitor of sorts for Nando—is struggling. Despite some high-profile relationships with companies such as The Wall Street Journal and NBC, TotalSports recently laid off a quarter of its staff while its president, George Schlukbier also left. TotalSports’ primary activity is to “webcast” sporting events, such as Major League baseball games. Online viewers get constant access to statistics and play-by-play. TotalSports has also invested in the wireless Internet.

**Internet and telephony wars rage**

**COMPANIES BIG AND SMALL COMPETE TO WIRE TRIANGLE, DOWN EAST TO THE WORLD**

While the North Carolina General Assembly and the state, through its Rural Prosperity Task Force, is mulling ways to increase Internet connectivity across the state, private enterprise companies already are leading the way.

The Triangle has been a hotbed for
CHANCELLOR JAMES R. LEUTZE ESTABLISHES THREE SWEEPING CHANGES IN THE WAY UNCW STUDENTS AND FACULTY WILL EXPERIENCE THEIR TECHNOLOGICALLY ENRICHED CAMPUS.

STANDARD 1 Students will have the opportunity to develop technology skills relevant to their academic programs through the use of online forums, online library resources, Internet research searches and many other options for collaboration and learning.

STANDARD 2 The Information Technology Systems Division at UNCW has developed a "Universal Access Plan" to give students and faculty access to computer labs, increased connection ports and a wireless computing pilot within Randall Library. By 2002, UNCW will have both wired and a wireless network campus-wide.

STANDARD 3 UNCW has developed high-quality support for a student-centered learning environment to assist students and faculty with the use of technologies. With expanded services at the help desk, training, repair services and campus WebMail students may utilize technology for their class, research and general information needs.

PIONEERING EFFORT IN "TEAM-BASED" WEB COURSE DEVELOPMENT
The approach to web course development at UNCW is attracting national attention through its team-based/mentor initiative. Faculty work across disciplines to craft courses with a rich web interface. Throughout the development process, which has led to more than 60 online courses (see them at http://www.uncwil.edu/online/), faculty are surrounded by instructional technology support staff, given access to lab development settings and tools, and may draw upon one another's expressions and counsel to develop dynamic and highly interactive courses.

OASIS: ONLINE ACADEMIC STUDIES THROUGH INTEGRATED SYSTEMS
OASIS is the umbrella concept under which UNCW supercomputer research, aSCEND (Alliance of Southern Community Colleges and UNCW), the HELIX Habitat that includes e-learning innovation and exploration, and Aquarius—the world's only undersea website—are organized and managed.

INFORMATION TECHNOLOGY INNOVATIONS
The Information Technology Innovations awards allow the university to capitalize on the creative talent and strategic resources of the university to foster innovations which hold promise for advancing the mission of UNCW.

TECHNOLOGY HORIZONS IN HIGHER EDUCATION FORUMS
UNCW has created the Technology Horizons in Higher Education Forum as a proactive forum where critical questions facing higher education institutions, such as the rapid change in information technology, local and regional economic impact can be considered. For more information contact the Forum at http://www.uncwil.edu/itsd/techhorizons.

For more information contact UNCW at http://www.uncwil.edu

UNCW is an EEO/AA Institution
FINALLY, A BUSINESS LAWYER YOU'LL CONNECT WITH.

Poyner & Spruill attorneys understand the needs of businesses. We'll be there with you, every step of the way.

For advice on everything from benefits issues to mergers and acquisitions to The Family and Medical Leave Act, Poyner & Spruill attorneys are here to assist businesses across North Carolina.

Contact us to create a relationship that will keep your business clicking along.

Poyner & Spruill LLP
EXCELLENCE IN PRACTICE
www.poynerspruill.com

Charlotte
704.342.5250

Raleigh
919.783.6400

Rocky Mount
252.446.2341
Internet Service Providers and worldwide web site developers since 1993. But an amazing story Down East is the saga of privately funded Coastal Net.

Founded by Jacob Roquet in New Bern in 1994, Coastal Net quickly built a network linking counties, communities and towns that larger providers, such as Interpath and even Sprint, chose to ignore. Where some companies perceived lack of demand or revenues, Roquet saw opportunity. And he was right.

Coastal Net now offers a wide variety of Internet services across much of the East with 19 dial-in locations. The company is even offering high-speed DSL (digital subscriber line) access in some locations as well as standard dial-up (most locations offer 56K access) plus dedicated connections.

Coastal Net services the obvious locations Down East, such as Wilmington and Fayetteville. But its network also reaches Gatesville, Goldsboro, Greenville, Jackson-ville, Kinston, Morehead City, New Bern, Plymouth, Roanoke Rapids, Rocky Mount, Washington, Wilson, Windsor—plus Bertie, Dare, Craven and Pamlico counties.

Roquet sold Coastal Net a year ago to Duro Communications of Orlando, Fla.

Also competing with Sprint in wiring the East is Time Warner Communications with its Road Runner high-speed Internet service. Time Warner already offers Internet via cable throughout much of the Triangle and has aggressive plans for expansion in Fayetteville, Wilmington and other locations. Time Warner Telecommunications, meanwhile, is offering local phone services to businesses, posing a threat to BellSouth.

In the Triangle, there's no need for state assistance. Competition is fierce.

BTI of Raleigh continues its rapid growth and recently began offering DSL Internet services. While BTI got into the ISP business a bit behind other companies, it aggressively promotes the service now.

MebTel, based in Mebane, which offers services in the western part of the Triangle, was among the state's first local telephone companies to embrace the Internet. Its subsidiary, Madison River Communications, not only offers DSL service but long-distance as well.

Even though ISP Mindspring of Atlanta was swallowed up by Earthlink, it retains a substantial footprint in the Triangle and also has moved into the high-speed access game. Many Mindspring old timers can date their Internet service back to a
Research Triangle Park ranks in the top 20 nationally as a hub for high-tech growth through a play on keywords—the way people find topics on AOL. The billboards read: “AOL: Keyword slow.”

The saga of Interpath, founded in 1994, is a strange one. Once the region’s dominant ISP, it was acquired by CP&L and moved away from its ISP focus. Recent turmoil led to the departure of its CEO, and CP&L’s fiber-optic network, which once was controlled by Interpath, was moved to another unit. Now, Interpath is being re-invented as an Application Service Provider which permits clients to lease, rather than buy, expensive software applications.

Several of the key founders of Interpath bolted the company to join NewSouth Communications. The entry of this new competitor into the market only adds further competition to the Triangle mix.

BellSouth and Sprint remain the dominant telephone companies in the region, but who knows how the pending acquisition of Sprint by Worldcom will affect local operations. And the high-profile complex MCI built in Cary before it was swallowed up by Worldcom may be in for adjustment—if not shrinkage—as Worldcom slowly continues to push aside MCI plans, people and facilities in favor of its Mississippi-based operations.

On the telephone and Internet front, BellSouth faces ever-increasing competition. To its credit, BellSouth has recovered from a late start into the ISP business and now is aggressively moving into the DSL game; it even offers home security services. However, the Baby Bell’s home base is under assault. Not only are companies such as BTI and Time Warner taking away Internet business, but they are also seeking local telephone dial-up services.

So-called local exchange carriers (CLEC) have targeted BellSouth’s and Sprint’s commercial and home telephony domains. Among them is USLEC, which is based in Charlotte but has a substantial presence in Raleigh. A CLEC targeting Sprint is KMC Telecom, a five-year-old company which has built facilities in Fayetteville.

An ace in the hole for the larger companies, such as Sprint, could be wireless data delivery. This might speed access to remote rural areas where laying new phone lines would be extremely expensive. Sprint and BellSouth are already major players in this new field of Internet competition.

Another new field of data delivery also could affect the markets. Capitol Broadcasting of Raleigh, which founded Interpath then sold it, is a leader in high-definition television and is exploring ways to deliver ISP access over the air. Its new subsidiary, DTV Plus, recently began testing data delivery to some 200 people in the Triangle.

Other smaller, traditional ISPs continue to flourish or pop up across the region.

### Systems integrators and networking

**TRIANGLE FIRMS WIRE BUSINESSES, HOMES FOR E-WORLD**

The rapidly expanding availability of high-speed Internet access for homes has led to a need for home networks. And an IBM spin-off in Morrisville is poised to take advantage.

Home Director offers a variety of ways to link PCs together in existing and new homes. The company has been growing rapidly, adding new employees, products and services with its sights set on going public.

A variety of other information technology firms, meanwhile, focus on networking or upgrading networks for new businesses.

InterLAN recently received an investment of $1.5 million and is rapidly expanding its operations. There is talk of a public offering at some point. One of the Triangle’s enduring success stories is Alphanumeric, led by Darlene Johns. Strategic Technologies also is growing rapidly.

**WIRED COMPANIES TO WATCH**

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alphanumeric</td>
<td><a href="http://www.alphanumeric.com">www.alphanumeric.com</a></td>
</tr>
<tr>
<td>Home Director</td>
<td><a href="http://www.homedirector.com">www.homedirector.com</a></td>
</tr>
<tr>
<td>InterLAN</td>
<td><a href="http://www.interlan.com">www.interlan.com</a></td>
</tr>
<tr>
<td>Strategic Technologies</td>
<td><a href="http://www.stratech.com">www.stratech.com</a></td>
</tr>
</tbody>
</table>
William Dunk may be a hard-working hot-shot high-tech consultant, but he believes in setting priorities and for him, family always comes first. Here he takes a moma

When Mitch Mumma, one of the Triangle's most successful and high-profile venture capitalists, went looking for a consultant to assist Intersouth Partners, he didn't have to look long—or far.

William Dunk, widely respected on Wall Street and head of William Dunk Partners in Chapel Hill, fit the bill.

"He provides experienced insight in a nutshell," says Mumma in a precise, matter-of-fact manner. "He has good thoughts, and he thinks a little out of the box sometimes. "Having been around the block a few times, having fought many battles, and having grown companies, he knows how to help other companies accomplish their goals."

Standing nearby in Intersouth's Durham headquarters, Dunk breaks into a huge smile. "Translation of all that," he says with a laugh, "I've been beat up."

Perhaps. But even if he has been bruised as a corporate executive, company owner and consultant, Dunk also has flourished. He may be one of the best-known and most widely respected management consultants in these parts today, but most people—even in Chapel Hill where he and his family have lived for five years—know little about him.
Companies looking for insight on the state of business call Chapel Hill's
William Dunk

by Rick Smith

MetroProfile:
The World According to Dunk

Companies looking for insight on the state of business call Chapel Hill's
William Dunk

by Rick Smith

Dunk never made one of those American Express “know my name” commercials because, where it counts in corporate America, he is known. Frequently quoted by the national media and retained by Fortune 500 companies, Dunk has built his firm to 18 employees with offices in New York, Dallas, San Francisco and Chapel Hill since its founding in 1982. Louis Rukeyser once called Dunk “a leading authority on corporate communications,” and Dunk’s annual, sometimes scathing, review of corporate annual reports is as widely anticipated as some IPOs. For example, he called the 1992 crop “the worst-designed and worst-written annual reports in 30 years.”

Mumma, who met Dunk at a Durham Academy fundraiser where he has children enrolled, brought Dunk in to help not only Intersouth but also several of its portfolio companies. In these days of “dot com” mania and wild fluctuations in company value, Dunk can provide a calming hand.

“He is helping us in the way we run Intersouth, and he is a sounding board for internal and external ways of doing things,” Mumma explained. “He knows what business is all about, what the parameters should be, and he makes us a better partner.”

Toward that end, Dunk has striven to make Intersouth a breed apart from other venture capital firms, some of which are known to be ruthless as a thirsty camel in a tent once a client has used their money. Says Dunk: “Intersouth is unusual in that they act in a more collegial way. They are a true partner.”

And Mumma has been so pleased by Dunk’s expertise that he has employed Dunk to work with several Intersouth clients. “He makes sure that I pay attention to their portfolio companies,” Dunk said of Mumma. “I try to bring insight to them.”

MOVING AT INTERNET SPEED

“I’ll park it for a moment,” Dunk says as he takes a break from his frantic pace for lunch in Chapel Hill. Over salad, mineral water and an imported beer, he finds time to talk about himself and family, the so-called new economy, his latest review of Internet-dominated annual reports, and just how he advises clients on management.

“The basis of my business is knowing a lot about a lot of things, then imparting that knowledge to others and getting feedback from others,” Dunk explained. “The most helpful part of this business is how I build intellectual capital.”

Web readers can get a weekly dose of knowledge and insight from Dunk and his brood of consultants and thinkers through an Internet-delivered newsletter called “Global Province” (www.globalprovince.com). He and his contributors search the world for interesting stories, anecdotes and trends within particular areas of interest he calls “provinces.” Thus the name.

And he has recruited a staff that he says “are comfortable having conversations with CEOs outside the CEO’s narrow province of interests. That’s so the CEO can let his or her hair down, so to speak.” He wants these CEOs to talk about things other than “skus,” or shelf-keeping units.

“We find solutions to their problems,” Dunk adds, “but it’s not enough to deliver a solution if it’s too slow. We have to move at Internet speed, to use today’s jargon.” For example, the days of building costly prototypes may be passing. “There are more novel ways of moving forward,” he says. For example, he encourages CEOs to define narrowly their competition then look closely at those competitors and seek ways to circumvent the threats. While not encouraging theft, Dunk says thorough analysis may reveal a solution other than starting from scratch. “Why reinvent the wheel when you can steal it?” and adding, “if you just pick the wheel—that doesn’t build a car. You have to steal market position, not steal the wheel.”

True to free enterprise, Dunk also likes a good fight. “It’s awfully good when you have an enemy,” he explains. His clients are alerted to “make sure they know who the competition is ... picking out the enemy and really understanding who the competition is.”

Dunk also offers management tips called “Dunk’s Dictums” which are sometimes caustic and to the point. Dunk writes: “Business advisors are usually long-winded, often contradictory, and, like Greek prophets, trying to be ambiguous enough so that their rhetoric fits any outcome. In this advice column for business executives,
we want you to know just what we mean, even if you disagree."

For example, a recent "dictum" chastised companies for bad incentive plans. Labeling them "paying to lose," Dunk noted restricting "the real loot to a few top managers," and the failure to "set tough numbers and tight objectives for your top five guys," "Send your employees off in six directions" and "give out dink incentives" are among the ways to "take the incentive out of your incentive plan."

Dunk also decries the lack of attention paid to quality in business, society and media today. He calls the degradation "debranding" and "brand extinction." "If you're good today, you will be attacked," his dictum reads. "The press and the pundits, already debranded, will spend more time picking apart the best and the brightest than they will devote to jousting with the mediocre. Any wart will be magnified. Sooner or later, you will misstep. It's only

**FAMILY KEEPS DUNK YOUNG**

William Dunk recently learned that a fellow Yale graduate was on the faculty at UNC-Chapel Hill, so he went to visit. They had little in common.

"He said he was getting ready to retire," says Dunk, who left Yale in 1960. But Dunk, well into his 60s now, is hardly ready to step out of the consulting business. "I feel like I have many years to go. Retirement is not even a possibility, yet all the guys I went to college with are pulling back."

He attributes his enthusiasm, energy and desire to work to his family: wife Courtenay, a native of Texas; his daughter Alexandra, 14; and his son, Angus, 11. Both children are athletes and attend private schools. Adding further energy at the Dunk house is a loving Springer Spaniel named Domino. And some pretty competitive games of croquet in the backyard add levity to the mix.

Courtenay is a consultant in her own right, having founded Courtenay & Co. two years ago. She specializes in what she calls "matters of corporate style," helping companies rediscover the art of hosting dinners, presenting appropriate gifts to visiting dignitaries, and even designing reception areas "that present the right image."

Courtenay is also an author, having published *Beinhorn's Mesquite Cookery* (Texas Monthly Press) in 1986. Among the recipes are Quail in Lime and Tequila, and Lemon Shrimp and Chicken with Red and Green Peppers.

William gets credit in the book for surviving some of his wife's cookery. Wrote Courtenay: "[His] sensitive palate and cast-iron stomach stood him in good stead as chief taster, helpful critic, and creative idea man."
let your business experience the power of the river

Madison River is ready to provide your business with a powerful alternative for its business communications needs:
• high speed Internet access / DSL
• competitive long distance solutions
• local area service

And all of our services are further enhanced through:
• bundled packaging
• 24/7 network monitoring
• personal-contact service
• accurate, easy-to-read billing
• system redundancy ensuring continuity of service

Call us toll free at 888-484-CALL (888-484-2255) for more information.

Madison River Communications
Integrated Communications Division

high speed Internet/DSL • competitive long distance solutions • local service
When It Comes to Computer Training, One Source Towers Above the Rest!

NC STATE UNIVERSITY
The Computer Training Unit
Microsoft Certified Instructors
Technical Support
One Person, One Computer
Lunch & Refreshments Included

COURSES INCLUDE:
• Basic PC Introduction • Word Processing
• Spreadsheets/Accounting • Database
• Desktop Publishing • The Internet
• Computer Programming/Networking • A+ Certification
• Online Classes and MCSE • Plus Others!

THE COMPUTER TRAINING UNIT
NC STATE UNIVERSITY
Jane S. McKimmon Center
919-515-8163 Phone • 919-515-7663 Fax
www2.ncsu.edu/ctu

CALL TODAY! 919-515-8163
a matter of time. And the legions of middlemen will rush to pull you down into their morass. Brand extinction."

A writer coined the "Dunk's Dictums" term for an article about managing consultants in 1995, and Dunk was pointed in his criticism of his own field. He tells CEOs to "make sure management consultants stay on the reservation and deliver real value." Profit must be the first word in dealing with consultants, he adds, and he also says hire lean. "Fat consulting cats seldom win a war."

Dunk also wants clients to avoid allowing the urgent needs to swallow up the important. He chides other consultants for being "superb tacticians" who can win a battle or two but are "lousy strategists" who can't win a war.

But if he has one "dictum" of all, it's to stay focused on what's important. "Our key observation for years has been that businessmen and businesswomen at every level in every walk of life are too busy doing all the wrong things, things that don't count or could get done in some other way."

LOOKING IN LOTS OF POTS
When he talks with a potential client, Dunk has one motto: "If you are going to be my client, I am here to help you." If he can't help, or a client won't listen, he walks. "I've even fired clients," he adds.

Dunk, an affable sort with a quick wit and a hearty laugh, doesn't fit the mold of stuffed-shirt Wall Street brain. He likes barbecue, and he says Chapel Hill "is my last stop," although he does long for a better selection of wine at local shops. When he does wear a tie, it's likely to be of the bow variety. Normal dress is business casual.

But the soft demeanor is deceptive. Dunk wouldn't be able to pick clients of his choosing (1 million to $100 billion in annual revenue) and wouldn't have the respect of giants such as Rukeyser if he didn't back up his dictums with insight and success.

"I'm hired permanently by my clients, not by projects," he says. For his retainers, he therefore must stay abreast of all the latest trends, from technology to self-improvement. And Dunk has embraced the Internet for doing business just as strongly as the gurus at Red Hat.

But while Dunk utilizes the web and advises several high-tech companies, he doesn't consider himself a techie. He sees technology as a means to an end, not the end game, noting that "lots of technology companies have failed that had the best technology." Remember Betamax? Netscape?

He also doesn't want to become a specialist. "If you have one horse, you tend to ride it," he explains. "Therefore, other parts of the life tend to atrophy a bit. And if a client hits him with a particular problem, "I find the people to deal with it. The CEO and I have a discussion about how to put this solution together." While Dunk is always expanding his horizons, he knows that when it comes to the 1's and 0's of programming, for example, he will need help. He's not the Shell Answer Man all the time. "A client does not hire me for a compendium of knowledge. They know I will be looking into lots of pots."

E-BOOM NEARLY OVER?
Dunk was graduated with a degree in English from Yale in 1960 but was drafted in 1961 and ended up stationed in San Francisco. A conservative in many ways, he says other students considered him "a friendly fascist" as he earned a master's at San Francisco State in Urban American History. He later "wandered east" and ended up working toward a doctorate in economics at New York University. "I got stopped short of a thesis," he acknowledges, but the business education sent him to a company called "Corporate Annual Reports," which became the largest producer of Fortune 100 company annual
reports. Over the years Dunk rose to head up the firm. But in 1982, he sold his interest and became a consultant. "The short answer is—boredom," he says when asked why he sold out. "I'm back in the Renaissance world I want to be in. I have a chance to work in a more diverse setting with diverse clientele, and helping clientele solve problems is the only product I have. Before, I had a product (the reports). There's no product getting in the way of what I do now."

Now, in his 60s, Dunk gains substantial notoriety and income from reviewing the annual reports he once helped write. Along the way, he's also worked for IBM, Chase Bank, Citibank, Sperry and several international clients.

Each year he reviews up to 1000 annual reports, looking for "trends and tips," not just budgets and bottom lines.

For example, his recently published review of 1999 reports tells him the Internet boom is in trouble—if not over. "It's cresting," he says. Dunk was on track to that conclusion well before the recent Wall Street high-tech meltdown.

"There's a suspicion that we are at the end of the boom," he says. The reports are all about "stock price and the Internet" and "keep saying 'I'm an e-commerce company, in case you didn't know it.'" And all the emphasis on the new e-millionaires is something he finds disconcerting. Rather than building strong companies and quality products, he sees too many entrepreneurs trying to build up, go public, and cash out. Says Dunk solemnly: "When everybody is chasing fortunes, you are near the end."

The 1998 reports he studied focused on what he called "Innovation: The new religion." Wrote Dunk: "...more and more, companies are turning to innovation as their holy grail, looking for regeneration, not from external crutches, but from internal agility."

But there is no Holy Grail solution, he believes. "The first rule of innovation is that the greater the need, the less likely it will happen. It's relatively easy to put forward all-talk radio or three-door cars. But campaign finance reform or the healthcare revolution, the lack of which are draining our society, are far from liftoff. To get them done, we will need some variation of Jesse 'The Body' Ventura."

TRIVIALITY A THREAT
Dunk wouldn't consider himself a pessimist. Rather, he's a realist. And he's very concerned about three factors weighing heavily on the minds of executives today.

One is triviality. "Everywhere I go, we're dealing with triviality. Everything has achieved equal importance, and to continue that paradox nothing is important," he says. So he strives to help his clients to differentiate, to set priorities. He wants them "to be able in a single sentence not only to list their priorities but also the important issues at hand."

If he gets 15 pages of challenges, he sets about getting the client to "pick one—and get to it in a reasonable manner."

Another concern is stress.

"Almost universally, there is stress," he says, shaking his head. "Secretly, too many people are saying, 'O Lord, there's another crisis out there.' There is so much stress and indecision."

The third is environment. Not fossil fuels and ozone, but today's culture. "There is an endless set of stimuli," he explains, then points out the constant interruptions of our conversation by an eager waiter. "More than they know," Dunk says of people, "the atmosphere is weighing them down."

He calls life now in many respects "the rat maze" with executives and people scurrying around in lives "full of little boxes."

So what does Dunk the consultant recommend in terms of solutions to these problems?

Set priorities, first of all. Something Stephen Covey calls "First Things First." In Dunk's case, his family is No. 1. He often picks up his children at school and tries never to miss school or athletic events.

But Dunk doesn't stop there. For example, he hates cubicles. "When you put people in cubicles, you're in trouble," he says. Open space works best so there can be what he calls "cross-pollination."

Then there's something called person-to-person communication. At some companies, he's also appalled to discover that employees only communicate by e-mail. Dunk tells them, "You need to work on this openness thing."

INTERESTING CHALLENGES?
HOW ABOUT BUFFALO HUNTERS, WEB WOES AND INCUBATORS

Asked to talk about particular challenges clients have faced, Dunk chuckles as he recalls the story of a prestigious law firm. The chief partner came to Dunk, complaining: "My problem is I have too many buffalo hunters here."

He wasn't talking about Buffalo Bill Cody but those Eastern "dudes" who rode in trains and shot buffalo grazing nearby.

Dunk helped devise a strategy to move the hunters on to other territory.

The web is a headache for many companies, says Dunk. He often has to remind clients that "web sites are global" and the companies "have to have the breadth of mind" to build truly successful sites that can bring in business from Rio Linda, Calif., to Sri Lanka.

"You don't have a choice not to be local, not even national," he added. "The web is internationalizing everything in business, no matter how small your area."

Dunk also strongly encourages clients truly interested in innovation to create separate operations. To innovate, businesses should set up "an incubator or greenhouse, totally isolated from the host corporation, to mature something different that will thrive in the new dynamics of the 21st century."
Tired of coloring inside the lines?

Resolve is for people and companies who see things their own way—and who seek fresh ways to face today’s business challenges. A new system from Herman Miller, Resolve performs without asking you to conform. Give us a call and see if you’re ready for a little Resolve around your workplace.
Had your fiber today?

Time Warner Telecom fiber networks offer Raleigh businesses...

Dedicated Transport Services • Switched Services
High-Speed Internet Access • Long Distance
ISDN, Data & Video Communications

Call Time Warner Telecom now!

919-573-7700

Network Driven By

TIME WARNER TELECOM

www.twtelecom.com

Lucent Technologies
Other Cooks in the Kitchen

Food editor Nancie McDermott offers a comprehensive ranking of cookbooks to pass away the hot summer days

In the still, moist heat of a North Carolina summer afternoon, when the steering wheel singes your fingers and the air feels like a wool-flannel shirt, cooking may hold down last place on your list of ways to pass the time. Air conditioning helps, and there's the ancient heat-beating solution of getting up early and staying up late to cherish the cooler hours of the day. Even so it can be too hot to cook, but not, I hope you agree, too hot to read.

To keep you reading about food, even on days when the sight of your stove brings on the vapors, here are enough food-infused books to fill a grocery sack. Since good things often come in threes, you get three lists of cookbooks, one from the International Association of Culinary Professionals, one from the James Beard Foundation, and one from yours truly, made up of cookbooks by North Carolina writers—including an entry of my own.

Sweet summer to you, and may you slow down, stay cool, eat good things and enjoy good people. And keep these food books handy while you endure the sweltering season, remembering always that while it is possible to over-eat, one can never, ever over-read.

List I:

THE IACP CRYSTAL WHISK COOKBOOK AWARDS

The International Association of Culinary Professionals held its grand awards gala in Providence, Rhode Island, in April of this year, as the centerpiece of its annual conference. With more than 4000 members worldwide, the IACP membership includes a "who's who" of the food world, representing virtually every profession within the culinary field, from cooking teachers, food writers, chefs, caterers and restaurateurs, to television cooks, editors and publishers, marketing professionals, vintners and leaders of major food corporations. Eligible were all food-related books published in English in 1999, and from some 450 entries from the United States, Canada, Great Britain and Australia, a panel of 33 respected food writers narrowed the list down to three finalists in each category. The winner in each category is listed first.
IACP CRYSTAL WHISK
COOKBOOK AWARDS

The IACP Crystal Whisk Cookbook of the Year:
The French Laundry Cookbook, by Thomas Keller; Artisan

The Julia Child Award for Best Cookbook by a First-Time Author
1. The French Laundry Cookbook, by Thomas Keller; Artisan
2. The Cook and the Gardener: A Year of Recipes and Writings from the French Countryside, by Thomas Keller; Artisan
3. The Wisdom of the Chinese Kitchen, by Grace Young; Simon & Schuster

American Cookbooks that focus on ethnic, cultural or regional cooking in the United States of America
1. American Home Cooking, by Cheryl Alters Jamison & Bill Jamison; Broadway Books
2. Butter Beans to Blackberries, by Ronni Lundy; Farrar Straus & Giroux

Bread, Other Baking and Sweets KitchenAid Award, for cookbooks that focus on desserts, confections and sweets or savory pastries or doughs
1. Simply Sensational Desserts, by Francois Payard; Broadway Books
2. Room for Dessert, by David Lebovitz; HarperCollins Publishers
3. The Art of the Cake, by Bruce Healy and Paul Bugat; William Morrow & Co.

Chef and Restaurant California Table Grape Association Award, for cookbooks by or about chefs, collections of recipes from chefs, or books that focus on the cuisine of a specific restaurant
1. Chez Panisse Café Cookbook, by Alice Waters; HarperCollins Publishers
2. The French Laundry Cookbook, by Thomas Keller; Artisan
3. The Tra Vigne Cookbook: Seasons in the California Wine Country, by Michael Chiarello with Penelope Wisner; Chronicle Books

Food Reference/Technical Reference books of culinary terms, histories, techniques, or ingredients
1. The Oxford Companion to Food, by Alan Davidson; Oxford University Press
2. A Mediterranean Feast, by Clifford Wright; William Morrow & Co.
3. Essentials of Cooking, by James Peterson; Artisan

General Multiple-subject books, all purpose cookbooks and personal recipe collections
1. Julia and Jacques Cooking at Home, by Julia Child and Jacques Pepin; Alfred A. Knopf
2. Country Weekend Entertaining, by Anna Pump with Gen LeRoy; Doubleday

Health and Special Diet Bertolli Olive Oil Award for cookbooks that focus on healthy eating, nutrition, dietary concerns and special or restrictive diets
1. A Spoonful of Ginger, by Nina Simonds; Alfred A. Knopf
3. 99% Fat-Free Italian Cooking, by Barry Bluestein and Kevin Morrissey; Doubleday

International Cookbooks that focus on particular geographical regions or cultural identities outside the United States of America
1. The Wisdom of the Chinese Kitchen, by Grace Young; Simon & Schuster
2. Madhur Jaffrey's World Vegetarian, by Madhur Jaffrey; Clarkson Potter
3. The Italian Country Table, by Lynne Rossetto Kasper; Simon & Schuster

Literary Food Writing Gourmet Magazine Award for non-fiction or fiction food and beverage books that are distinguished by the quality of their prose
1. The Cook and the Gardener: A Year of Recipes and Writings from the French Countryside, by Amanda Hesser; W.W. Norton & Co.
2. Memories of a Lost Egypt, by Colette Rossant; Clarkson Potter
3. Postcards from Kitchens Abroad, by Diane Holguìe; New Holland Publishers

Single Subject Cookbooks that focus on specific cooking methods, techniques or appliances
1. Martha Stewart's Hors d'oeuvres Handbook, by Martha Stewart with Susan Spungen; Clarkson Potter
2. An Apple Harvest: Recipes and Orchard Lore, by Frank Browning and Sharon Silva; Ten Speed Press
3. The Great Tomato Cookbook, by Gary Ibsen with Joan Nielsen; Ten Speed Press

Wine, Beer or Spirits Geyser Peak Winery Award for books on the history, evaluation, or production of alcoholic beverages; serving or pairing with food
1. Italian Wines 1998, by Daniele Cernilli and Carlo Petrini, eds; Gambero Rosso, Inc.
3. The Wine Lover’s Cookbook, by Sid Goldstein; Chronicle Books

Design Award
The French Laundry Cookbook, by Thomas Keller; photography by Deborah Jones; design by Cliff Morgan and David Hughes, Artisan

The Jane Grigson Award (a tie this year)
A Drizzle of Honey, by David Gittitz and Linda Kay Davidson; St. Martin’s Press

The Oxford Companion to Food, by Alan Davidson; Oxford University Press

List II: The James Beard Awards

The first of May in New York City, the James Beard Foundation celebrates the birthday of the father of American gastronomy with presentation of the James Beard Awards, honoring excellence in all aspects of culinary endeavor. The Foundation hosts delicious events throughout the year at its headquarters, James Beard’s townhouse in Greenwich Village, where food professionals and food lovers gather for feasting and fellowship, the feast often cooked up by rising stars in the culinary universe. Membership is open to those who enjoy food as well as those for whom the food profession provides their daily bread, and its publications for members dish up the scoop on who’s who and what’s what in the world of food.

2000 JAMES BEARD FOUNDATION/KITCHENAID BOOK AWARDS

KitchenAid Cookbook of the Year
A Mediterranean Feast, by Clifford A. Wright; William Morrow & Co.

Americana
1. American Home Cooking, by Cheryl Alters Jamison and Bill Jamison; Broadway Books
2. A Gracious Plenty: Recipes and Recollections from the American South, by John T. Egerton; G.P. Putnam’s Sons

Baking and Desserts
1. The Bread Bible, by Beth Hensperger; Chronicle Books
2. Butter Sugar Flour Eggs, by Gale Gand, Rick Tramonto and Julia Moskin; Clarkson Potter
3. No Need to Knead, by Suzanne Dunaway; Hyperion

Chefs and Restaurants
1. The Kitchen Sessions, by Charlie Trotter; Ten Speed Press
2. The French Laundry Cookbook, by Thomas Keller; Artisan
3. The Tra Vigne Cookbook: Seasons in the California Wine Country, by Michael Chiarello with Penelope Wisner; Chronicle Books

Entertaining and Special Occasions
2. The Barefoot Contessa, by Ina Garten; Clarkson Potter
3. B. Smith Rituals and Celebrations, by B. Smith; Random House

General
1. Julia and Jacques Cooking at Home, by Julia Child and Jacques Pépin; Alfred A. Knopf
2. The Best Recipe, by Editors of Cook’s Illustrated Magazine; Boston Common Press
3. Learning to Cook with Marion Cunningham, by Marion Cunningham; Alfred A. Knopf

Healthy Focus
1. A Spoonful of Ginger, by Nina Simonds; Alfred A. Knopf
3. Steven Raichlen’s High Flavor, Low Fat Mexican Cooking, by Steven Raichlen; Viking
International
1. Madhur Jaffrey's World Vegetarian, by Madhur Jaffrey; Clarkson Potter Publishers
2. The Cook and the Gardener: A Year of Recipes and Writings from the French Countryside, by Amanda Hesser; W.W. Norton & Co.
3. The Wisdom of the Chinese Kitchen, by Grace Young; Simon & Schuster

Writing on Food
1. A Mediterranean Feast, by Clifford A. Wright; William Morrow & Co.
2. Pig Tails ’n Breadfruit, by Austin Clarke; Random House Canada
3. The Bread Builders: Hearth Loaves and Masonry Ovens, by Daniel Wing and Alan Scott; Chelsea Green Publishing Co.

Reference
1. The Oxford Companion to Food, by Alan Davidson; Oxford University Press
2. Cheese: A Complete Guide to Over 300 Cheeses of Distinction, by Juliet Harbutt; Willow Creek Press
3. Essentials of Cooking, by James Peterson; Artisan

Single Subject
1. The Cook's Illustrated Complete Book of Poultry, by the editors of Cook's Illustrated Magazine; Clarkson Potter
2. The Rice Bible, by Christian Teubner; Viking Studio
3. Stylish One-Dish Dinners, by Linda West Eckhardt and Katherine West DeFoyd; Doubleday

Wine and Spirits
1. Terroir, by James E. Wilson; University of California Press
2. Champagne for Dummies, by Ed McCarthy; IDG Books
3. Christie's World Encyclopedia of Champagne and Sparkling Wine, by Tom Stephens; The Wine Appreciation Guild

Best Food Photography
1. New Food Fast, by Donna Hay; photography by Petrina Tinslay; Whitecap Books

Cookbook Hall of Fame
Classic Italian Cooking, by Marcella Hazan; Alfred A. Knopf

List III:
Home-Grown North Carolina Cookbooks
The following will get you started on reading and cooking your way through cookbooks written by authors who are either from here, have been transplanted here, or both.

Jean Anderson Herewith only a partial listing of Ms. Anderson's body of work, which won her the high honor of induction into the James Beard Cookbook Hall of Fame in 1999
1. The American Century Cookbook: The Most Popular Recipes of the 20th Century; Clarkson Potter
2. Art of American Indian Cooking, co-authored with Yeffe Kimball; Lyons Press
3. The Food of Portugal; William Morrow & Co.
4. The Grass Roots Cookbook; Bantam
5. The New Doubleday Cookbook with Elaine Hanna; Doubleday
6. The New German Cookbook, co-authored with Hedy Wurz; HarperCollins Publishers
7. 1001 Secrets of Great Cooks; Berkeley Publishing Group

Giorgios N. Bakatsias and Jane Sears Thompson Fabulous Food Made with Bread; Chef's Press

Sharon Kebschull Barrett
1. Desserts from an Herb Garden; St. Martin's Press
2. Morning Glories; St. Martin's Press

Mildred Council/Mama Dip Mama Dip's Kitchen; University of North Carolina Press
Off the Menu

EASTERN FEASTIN'
When you’re hungry on the North Carolina coastline, set sail for the Beaufort Grocery Company, located at 117 Queen Street in beautifully restored Historic Beaufort. Chef/Owners Charles and Wendy Park cook uptown food in a welcoming, Down East setting, with lunch and dinner Monday though Saturday and a bountiful brunch on Sundays, 11 a.m.–2 p.m. (252-728-3899).

For a quick lunch, grab a Smoothie’s Midday Sammich (layers of cheddar, Swiss and provolone with tomato, mayonnaise and country ham on grilled sourdough); for cool and green order the Cobb Salad or Caesar Cardindi Salad; and for a brunch that will both satisfy you and justify that nap you know you need to take, the Benedict Arnold (crab cakes topped with poached eggs, pico de gallo and hollandaise sauce.)

SOLID GOLD MAGNOLIA
Magnolia Grill’s chef-owner Ben Barker took home the big prize in national culinary circles at the James Beard Foundation’s annual ceremony in Manhattan in May, honoring the best of the best in the world of food. Honored with the title of American Express Best Chef: Southeast, Barker finished first in a field of five superb Southern chefs. Pastry chef-owner Karen Barker was nominated for the prestigious Outstanding Pastry Chef crown as well.

COMFORT FOOD REDUX
For one who remembers browsing at the Intimate Bookshop and seeing Women In Love at the Carolina Theater before it became a Gap, how comforting it is to see three food landmarks reopen on Franklin Street. The Carolina Coffee Shop, the Rathskeller, and Spanky’s all closed their doors this winter to beautify and modernize themselves just in time for a new millennium, but now all are cooking again.

COOKING CAMP FOR GROWN-UPS
The Fearrington House offers a second season of summertime getaways for the culinarily inclined. Fearrington chefs will teach hands-on cooking classes three Monday mornings for inn guests who opt for a package including accommodations and meals from Sunday afternoon tea through the next day’s lunch and wine tasting. Chef de Cuisine Warren Stephens teaches July 31, Executive Chef Cory Mattson teaches August 21 and Pastry Chef Peter Edris teaches a bread and pastry class on August 28. Call 919-542-2121 for details.

SURE CURE FOR THE BLUES
Pick your own blueberries and blackberries at heavenly Herndon Farms, 7110 Massey’s Chapel Road, between Fayetteville Road and Route 751 in southern Durham County. Starting July 4, you can pick Tuesdays, Thursdays, and Saturdays, 7 a.m.–7 p.m. Call 919-544-1235 for updates—occasionally the blackberry vines have to rest up for a day or two. If you’re worn out from strawberry season, take heart: You can pick the blues and the blacks standing up, and this variety of blackberry is thorn-free.
Wilmington's most unique radio station

smooth jazz

106.7

wlgx.fm

Ocean Broadcasting, LLC
25 North Kerr Avenue Suite C
Wilmington, NC 28405
phone 910.791.3088
fax 910.791.0112
If you could sit in a living room with about 50 or 60 other music lovers and listen to a couple of sets by Slaid Cleaves or Greg Trooper or Fred Eaglesmith or Hazel Dickens, would you buy a ticket?

Dave Tilley and Steve Gardner figured a lot of people would be attracted to such a concert idea. Both of them sponsor house concerts in Durham on a regular basis, offering a semi-acoustic setting for singer/songwriters and their fans. These gigs are staged in the most intimate of all music environments—the living room of someone’s home—and the artists perform without mics, for audiences that range in size from 50 to 70 people.

The house concert idea has taken root in the Triangle. The response in Durham alone has been particularly positive, possibly because Durham is the most club-impaired city in the Triangle. There’s not a single credible music club in the Bull City, so anyone who wants to catch a band in a bar has to head for Chapel Hill, Raleigh or Cary.

Tilley and Gardner come from distinctly different backgrounds, but they share a love of roots music and a passion for doing radio. Both have their own shows on Duke University’s superb student-run radio station, WXDU.

Dave Tilley was born and raised in Durham. A past president of the Triangle Blues Society, Tilley works as a freelance software developer and consultant for “Web-based stuff,” i.e., Web development, e-commerce, networking, and so on. Steve Gardner, a California native, is promotions manager for the bluegrass/Americana label Sugar Hill Records, which is based in Durham.

Tilley has been doing radio at WXDU for about 11 years, and he’s responsible for giving Gardner his first show on the station. Their radio shows have kept both of them very much on top of what’s happening in the various roots, country and Americana genres, as well as making them anxious to showcase some of their favorite artists.

“There are many places in the Triangle where we see different types of music,” Tilley noted. “Small clubs, big clubs, auditoriums, but there were lots of people I was playing on my show who weren’t getting a chance to perform in the Triangle. They were artists that nobody knew about, or people who’d self-released a record, and I kept thinking, ‘how are we ever gonna get these artists to play here.’”

The house concert idea came to life as a result of this frustration. Gardner was the first to try it, though Tilley had been booking music in the Triangle for much longer than Gardner had. “I’d been organizing concerts for about 10 years in various capacities, through the Triangle Blues Society, for instance, and through WXDU. But Steve is the first one I know of in the area who was actually doing house concerts in an organized fashion. I don’t really know how long this idea has been around, however.”

Of course, there are any number of precedents for staging a concert in someone’s home. Bluegrass and mountain music pickers have been gathering on front porches and in people’s homes for centuries, and musicians have entertained royalty in their living spaces for even longer.

Of course, there are any number of precedents for staging a concert in someone’s home. Bluegrass and mountain music pickers have been gathering on front porches and in people’s homes for centuries, and musicians have entertained royalty in their living spaces for even longer. In recent times, the rent party was a common occurrence in African American neighborhoods from Durham’s Hayti area to Chicago, Detroit and...
Harlem, and an awful lot of legendary bluesmen played these gigs.

"And we all know about house parties, with bands," Gardner remarked. "House parties are usually ended by the police," Tilley added. "Yeah," Gardner replied. "I think of a house party as a party in someone's house with a punk rock band in the basement and a keg and the police showing up to disperse the partygoers."

"Maybe the distinguishing difference between house parties and house concerts is a police presence versus no police presence," Tilley laughed. "That's what we'd like to point out about our house concerts: No police."

Tilley and Gardner agreed that once their decision to stage house concerts was made, the biggest hurdle was getting people to buy into the idea. "It seems hard to believe now," Gardner remarked, considering the speed with which house concerts sell out in Durham, "but it took awhile to get people interested. You see, you don't have any money, so you can't advertise. You've got to do it by word-of-mouth, e-mail, the Internet—like posting to local music boards."

"I was used to having more resources to promote concerts," Tilley added. "I'd print a lot of posters and maybe even take out an ad in the Triangle, but I had to go into the house concerts with almost no resources, so I didn't know how it was gonna turn out."

"And it's taken some time for people to feel comfortable going into a stranger's living room," Gardner said. "That's a big step for a lot of people. They hear about the concerts and think they're private functions, because they can't imagine that they can just go to this gig in someone's home."

Indeed, a lot more people in the Triangle are comfortable with the idea of house concerts now than, say, four years ago. Tilley and Gardner have both experienced ticket sales increases for their shows that are dramatic, to say the least.

Artists are pleased with the shows as well. "It's not uncommon for an artist to say it was the best show of their tour," Gardner noted. "I just got an e-mail from the band Frog Holler. They did a house concert with me and they said it was the best show they'd ever done."

Both Tilley and Gardner talked about artists who were somewhat alarmed to learn that they were expected to work without a P.A. Usually they had been misinformed by their booking agents as to the exact nature of the gig. They always find, however, that they sound great in the living room settings. "I've had experiences with large bands who were worried about what it was gonna sound like," Tilley said. "I tell them, don't worry. It's a great room; the acoustics are good. We'll just noodle some with the amps and it'll come out great. And everybody loved it."

The house concerts have also provided artists with valuable exposure in the Triangle market. "Dave did a show with Stacey Earle," Gardner said, "and then, like six months later. ArtsCenter booked her. I don't know that ArtsCenter would've taken the chance if she hadn't been in town before."

"Dave did a show with Stacey Earle, and then, like six months later ArtsCenter booked her. I don't know that ArtsCenter would've taken the chance if she hadn't been in town before."

—Steve Gardner

ArtsCenter would've taken that chance if she hadn't been in town before. We can give these performers an entrée into our market and once they've played here and proved that people are interested in their music, sometimes it leads to bookings in larger concert venues.

Finding a house in which to do house concerts is an obvious hurdle, but neither Tilley nor Gardner had much trouble securing a place. Gardner now is using two houses, as well as booking some shows in the Skylight Exchange in Chapel Hill. A bigger problem has been the growing popularity of the house concerts, which has sent them looking for additional homeowners who are willing to lend their living rooms to the cause.

Both have made good use of e-mail to promote their house concerts. They've created mailing lists that they use to inform interested fans of upcoming concerts, and both have created Web sites, allied with their WXDU radio shows, which promote the house concerts as well as their radio programming. Gardner has also started a non-profit corporation called Forty Acres to promote and produce house concerts.

Tilley and Gardner would be happy to help anyone who's interested start their own house concert scene. They don't see it as creating competition. Rather, they see it as a potential network connection. And they don't think it's possible to offer too much music in any market. "Don't let anyone tell you that there's not gonna be enough room for more music in the Triangle or anywhere else," Tilley said. "The more the merrier."

Dave Tilley can be reached at either: dave@hoedown.org or dave@headspin.com. Steve Gardner resides at steve@forty-acres.org or steve@topsoil.net. Gardner's Forty Acres house concert listings are available on the Internet at: www.forty-acres.org.
Redman and quartet return to progressive jazz with a flourish on this latest collection of original tunes. The opening track, "Courage (Asymmetric Aria)," written in the insane 13/4 time signature, is a fitting preamble to what follows. The second track, "Belonging (Lopsided Lullaby)," continues the inspired interplay between Redman's alto sax and Aaron Goldberg's piano initiated on the opening number. Redman's prowess and versatility on sax is well documented throughout the tracks. He moves from the fiery improvisations on the bop-like "A Life?" and the expansive groove of "Stoic Revolutions" to the modal figures of "Last Rites Of Rock 'N' Roll" to the more contemplative, measured lines of "Twilight... And Beyond." Goldberg, on piano, is with Redman every step of the way, playing with a wonderful fluency and clarity, providing an ideal foil to Redman's agile, intrepid style. One of the premier jazz releases of 2000.

In the last few years, Guy Davis has become a force to be reckoned with in the blues world. This new album is further proof, if any is needed, that Davis has developed a serious case of the deep blues. His original material is inspired by everything around him, while his guitar work hearkens back a couple of generations to the era of the great Delta and Piedmont blues players. His rich, raggedy voice, his unfailing wit, and his smooth guitar chops have taken him to the forefront of modern acoustic blues, which is still alive and well—thanks to artists like Davis. Songs such as "Waiting On The Cards To Fall," "Never Met A Woman Treats Me Like You Do," "Come On Sally Hitch A Ride" and "Ain't No Bluesman" are pretty much definitive of the neo-traditionalist blues groove currently being fueled by several gifted, young, black musicians.

It's difficult for anyone who's serious about country music to listen to anything produced by a major Nashville label nowadays. Most of the real country tunes are found on indie labels, but Lee Ann Womack is someone who, despite the fact that she records for MCA, has to be given a hearing. She continues to cling desperately to a country ethos. Her latest album has a bit of pop garbage, i.e., "Thinkin' With My Heart Again," but this is but a transient episode of boredom easily overcome by tunes like "After I Fall," "Lord I Hope This Day Is Good," "Ashes By Now" and "I Feel Like I'm Forgetting Something." Near the end of the album, Womack knocks off a powerful version of Buddy and Julie Miller's "Does My Ring Burn Your Finger" that could only come from someone who demands some intestinal fortitude in her country music.
**Devo:**

**Pioneers Who Got Scalped: The Anthology**

Rhino

This double CD chronicles the strangeness that was Devo, the spudboys from Ohio who, in 1977, interrupted our post-Vietnam malaise before it really got started and confronted us with the fact of devolution (hence their band name). Devo’s sound was a revelation; it was prototypical punk in its energy, but the songwriting was intelligent; it was prog-rock, but without the wimpy pretensions. The band was at least a decade ahead of everyone else, but they persevered for some time by virtue of the power of their music. All the good stuff is here, too: their unmatched cover of “Satisfaction,” “Mongoloid,” “Stiff,” “Whip It,” “I Wouldn’t Do That To You,” “Love Without Anger,” “That’s Good,” “Through Being Cool.” Groundbreaking music from a bunch of guys in yellow jump suits and flowerpot hats. Dig it.

**Joni Mitchell:**

**Both Sides Now**

Reprise

Mitchell is probably the greatest female songwriter of her generation, though her output of original material slowed a bit in the ‘90s. This album finds Mitchell covering pop standards from 1925 through the ‘70s (over half the songs were written before 1957). She throws in a couple of original tunes—“Both Sides Now” and “A Case Of You”—but mainly she’s dealing with songs like Rodgers and Hart’s “I Wish I Were In Love Again” and Koehler and Arlen’s “Stormy Weather.” Backed by a gigantic orchestra, led by ex-husband Larry Klein, Mitchell fares pretty well. She’s always had significant vocal limitations, but with the orchestra carrying the load, Mitchell is able to focus on her interpretive gift. Don’t expect some kind of jazz singer tour de force, however; Mitchell’s never had that kind of timing as a vocalist.

**Reggae fans must not let this DVD slip by.** Filmed in Kingston, Jamaica, in 1999, this tribute concert features a ton of great musicians and some wonderful Bob Marley tunes. Highlights include Darius Rucker’s performance of “War,” Tracy Chapman doing “Three Little Birds,” Queen Latifah’s “Who The Cap Fit,” the legendary Jimmy Cliff working “Jammin’” and “No Woman No Cry,” with Erykah Badu, Lauryn Hill singing “Turn The Lights Down Low” and Ziggy and Stephen Marley, with Chapman, performing “Trenchtown Rock.” The backing band is none other than Marley’s band, The Wailers. If we can’t have Bob, this is the next best thing.

**Never Cry Wolf**

Anchor Bay Entertainment; 105 mins. Feature film. DVD.

Just released on DVD, *Never Cry Wolf* is a wondrous film about a biologist (Charles Martin Smith) sent far into the Alaskan wilderness to study wolves and their predation on the caribou herds. Adapted from a book by Farley Mowat and directed by Carroll Ballard, the film is a tale of spiritual awakening that succeeds in large measure due to Smith’s performance, which is finely detailed, rich in wit and sublimey understated. Brian Dennehy co-stars, but the wolves have more face time than any of the actors except Smith. The filmmakers have done a great job of letting their scenic locale speak for itself. The transformation the wilderness provokes in Smith’s character is readily understood visually.
THE WAR FOR THE SOUL OF AMERICA

The culture wars continue. They erupted into full battle during the late '60s and the Vietnam War era. They continued into the '80s with the "battle of the books" over the college curriculum. Traditionalists such as philosopher Allan Bloom, novelist Saul Bellow and intellectual William Bennett defended the traditional curriculum based on the canon of Western civilization. Their critics labeled them the "Killer Bs" of the Right and, adopting their own label of the Cultural Left, agreed. The Cultural Left won another battle.

In the 1992 election year, the culture wars went below the mainstream media radar screen. Ross Perot and "It's the economy, stupid," became the headlines. The traditionalist George Bush lost his re-election bid to Bill Clinton, our first postmodernist president.

Traditionalists respect human experience and the concept of truths learned from that experience, and most of them rely on religious beliefs for moral guidance. Postmodernists rely on theories and reject traditional "truths." They substitute for religious morality subjective relativism, in which the only "truths" are those proclaimed by the postmodernists themselves. Although Buchanan's assaults in the 1992 presidential election wounded Bush, other factors doomed his bid more than the postmodernist Cultural Left. On the other hand, Bill Clinton, the victor, a masterful communicator masquerading as a New rather than a Leftist Democrat, carefully campaigned at a public distance from the Cultural Left. For example, even after he stiffed black radical Sista Soulja, the Cultural Left overlooked the slight and nevertheless rallied to Clinton's defense in his time of need. To help him, several declared him our "first black president."

Bill Clinton's ensuing impeachment, the Cultural Left proclaimed in his defense, was "sexual McCarthyism." One Leftist historian likened the impeachment inquisitors to zealots and witch hunters, and, ironically, threatened that "history" would track them down should they convict Clinton. In another ironic anecdote, actor Alec Baldwin, an icon of the Cultural Left and its Hollywood version of tolerance, said he would like to shoot an impeachment leader. Fittingly, the Cultural Left rallied to save Clinton since his presidency and his trial turned on the postmodernist refrain of "what the meaning of 'is,' is."

Many Americans did not care about the meaning of "is" or about the sex, the lies, the tapes, or the cover up. Their indifference prompted William Bennett's book The Death of Outrage and other expressions of dismay. Clinton's contribution to our cultural condition remains to be seen completely, but the early signs are eye openers. One example is the survey showing that most teenagers do not regard oral sex as "sex." Another is the actor Robin Williams' recent tribute to Clinton. Joking at a fundraiser about the children present learning new words, Williams chose the four-letter variety, including the infamous "F***" word, to celebrate the Clinton presidency.
The first political flames of the culture wars were ignited in the culture itself. Just as war is often the continuation of politics by other means, politics reflects culture. The culture wars are hot in the arts, the mainstream media, the entertainment industry, and throughout the education establishment. Consistent with the mantra that Clinton's impeachment was "just about sex," many of the culture wars are indeed about sex. This sex is not sex in the sense of gender studies in the new college curriculum. It is sex as in sadomasochistic and homoerotic academic conferences. It is sex in the sense of purported AIDS-prevention education featuring not only instructions for use of condoms, but illustrations of oral sex for 14-year-old school children. It is sex in the sense of the Vagina Monologues, an off-Broadway show now fashionable on college campuses across the country, celebrating the lesbian rape of a 14-year-old girl.

But amid this tolerance of all matters sexual, the politically correct Cultural Left does not tolerate traditional morality. For example, consider the current furor raging around Dr. Laura Schlessinger, the host of the nationally syndicated radio talk show. A psychologist and an orthodox Jew, she is the author of the best seller, The Ten Commandments, and advocates traditional morality. Because she criticized homosexual behavior on her radio show, she is now engaged in battle with gay pressure groups to keep her planned television show off the air.

Under the guise of anti-discrimination, it appears those demanding tolerance are intolerant themselves. Consider too the recent example of an organization of Christian college students opposed to homosexual behavior. Their student government ordered the organization to admit a lesbian to the group's leadership or lose recognition and use of campus facilities. Similar organizations advocating traditional morality have been barred from other campuses recently. These cases are under appeal while the United States Supreme Court is deliberating whether the Boy Scouts of America must include homosexuals as troop leaders.

How did we get to this point in the culture wars? In One Nation, Two Cultures, historian Gertrude Himmelfarb examines and explains the current battle lines and their deeper historical causes. Distinguished by her earlier scholarship, this professor emeritus writes authoritatively. Her works include On Liberty and Liberalism: The Case of John Stuart Mill, that examines the full implications of Mill's "one very simple principle" that the sole justification for interference with the liberty of any individual is "self-protection" and that societal power can be exercised over an individual only "to prevent harm to others." Under Mill's principle the individual's "own good, either physical or moral, is not a sufficient warrant." The implications of Mill's theory include not only the nature of individual liberty, but also the consequences of a libertine culture lacking societal morality.

In Victorian Minds, another of her books on this theme, Himmelfarb finds Victorian virtue reassuring for our tolerant times, explained best by Senator Patrick Moynihan as "defining deviancy down." She has earlier explored Mill's libertine implications in On Looking into the Abyss: Untimely Thoughts on Culture and Society. And she has re-evaluated Victorian virtue in The De-Moralization of Society: From Victorian Virtue to Modern Times.
Schumpeter's explanation, soon after the Great Depression, of the cultural dissonance between intellectuals and the bourgeois they disdained. He observed, as Himmelfarb paraphrases him, that intellectuals "flaunted their contempt for the capitalist society in which they flourished, indulged their sense of moral superiority over the materialistic culture that nurtures them, and exploited the freedom granted to them by the laws and institutions of the bourgeois society they reviled."

Put simply, economic success brings ambiguous effects. As the post World War II American economy became more affluent, its society became more open; "morality and culture were liberalized and democratized." These effects, (as explained by Daniel Bell in The Cultural Contradictions of Capitalism), created an economic and cultural conflict. To succeed, capitalism requires the moral and cultural restraints of self-discipline and deferred gratification. Drawing on Max Weber's The Protestant Ethic and the Spirit of Capitalism, written nearly a century ago, Bell analyzes some effects of capitalism's subsequent success. As it succeeded, it stimulated hedonism and self-indulgence. As Bell puts it, asceticism was replaced by acquisitiveness. The two distinct moral schemes observed earlier became blurred, and the elites' loose one became available for all. Those effects accelerated in the '50s and early '60s.

They came to a head in the late '60s. More than economics was in the heady mix of the era, of course, as explained by Himmelfarb. She credits Lionel Trilling for his early analysis of the "adversary culture" that became the full-blown "counterculture." Among the sexual and other revolutions underway, the civil rights and women's rights movements also occurred. Combined with the counterculture, they caused a cultural revolution.

Commenting on the results, Himmelfarb comments the nation's efforts to end race and sex discrimination. On the negative impact of the counterculture, however, she finds persuasive Myron Magnet's analysis in The Dream and the Nightmare: The Sixties' Legacy to the Underclass that posits that the culturally elite Haves of the '60s legitimized and glamorized the counterculture, but they only dwelled there temporarily. For many of the less fortunate Have-Nots, the counterculture meant permanent disaster. "In disparaging the Puritan ethic, the counterculture undermined those virtues that might have better served the poor," writes Himmelfarb. The counterculture affects white suburban teenagers differently than black inner-city ones. It affects the children of unmarried welfare recipients differently than children of unmarried professional women.

Vice-presidential candidate Dan Quayle was crucified for his "Murphy Brown" speech during the 1992 presidential campaign, in which he criticized the popular television program for celebrating illegitimacy. However, he was vindicated in "Dan Quayle Was Right," an article by Barbara Defoe Whitehead that is rarely cited today. The Cultural Left had won again.

In her descriptions, Himmelfarb refers to the emerged counterculture as the "dominant" culture of today. The traditional culture, now in the minority, is the "dissident culture." Labels can be confusing and misleading, as Himmelfarb shows through her scholarly study of these two broadly defined cultures, so she chooses not to use the term Cultural Left. Nor does she refer to the Dan Quayle "Murphy Brown" speech, presumably because her son, William Kristol, an intellectual in is own right and now publisher of The Weekly Standard magazine, was then Quayle's chief of staff and policy adviser.

The mention of labels and names merits additional comments about Himmelfarb. She is among a group of New York intellectuals who came of age in a left-liberal milieu and matured into neo-conservatives, while others in that crowd became outright anti-American Leftists during the late '60s and the Vietnam War. Prominent leaders among the neo-conservatives are Himmelfarb's husband, Irving Kristol, and their colleague Norman Podhoretz. Kristol and Podhoretz led Commentary magazine to become an intellectual venue for advocating American interests, capitalism, and traditional Judaic-Christian morality. In essence, they have believed that a nation needs the traditions of both Adam Smith's economic liberty and Edmund Burke's moral and political conservatism.

Commentary looked beyond its American neo-conservative circles for a reviewer of One Nation, Two Cultures going abroad to the historian Paul Johnson, an English neo-conservative. In his praise for the book, Johnson maintains that the new nation of America was able to embrace capitalism "with a whole-heartedness that Europe and Japan cannot muster even today. That is why America is the global engine of enterprise and will continue to be so for the foreseeable future." In our revolutionary nation, Johnson notes, "culture wars are inevitable," and in a sense "one nation, two cultures" is normality for America. He
adds: “America is the freest country on earth, and that freedom is its salvation. It is freedom that makes it possible for every American to fight the good fight in the culture wars....”

That American freedom often brings the culture wars into our elections. Recently writing in *Commentary* (May 2000), Himmelfarb explored the implications of the culture wars for the 2000 elections. Prosperous and generally contented, she feels, Americans are enjoying a new Gilded Age and a new Era of Good Feelings, although the prosperity and general contentment overshadow many unfavorable social indicators, such as the high incidence of out-of-wedlock births and the prevalence of violence and vulgarity in popular culture.

Products of the earlier counterculture, those unfavorable indicators do not concern the now “dominant” culture and the traditionalists concerned about them are now the minority. The “dissident” or traditional culture, however, “can be disproportionately influential,” according to Himmelfarb.

Both Al Gore and George W. Bush ignore them at their peril, as evidenced by the popularity of defeated presidential primary candidate John McCain. Moreover, the traditionalists, including the religious conservatives, cannot be entirely stereotyped and ignored as all being Pat Robertson followers. “Politicians may not appreciate just how varied this group is—not only theologically and denominationally but also socially and politically,” writes Himmelfarb.

She advises that “public figures, religious and political alike, cannot refrain from recognizing and responding to the serious issues at stake in these culture wars....” Indeed, they have a duty to do so. But, she warns, “they also have a duty to exercise prudence and discretion so as not to exacerbate conflict into open warfare.” She concludes in the book: “Americans can justly pride themselves on surviving both the cultural revolution and the culture war without paroxysms of persecution or bloodshed, without, indeed, serious social strife.” Fortunately, “for all their differences, the ‘two cultures’ remain firmly fixed within ‘one nation.’”

But within the nation, the culture wars continue. She agrees with James Davison Hunter, author of *Culture Wars*, that basic moral and philosophical differences are the root causes of the culture wars. They are “the long-drawn-out struggle for the soul of America between traditionalists on the one hand and the apostles of liberation on the other.”
Bill Stealey, who has always insisted on being called “Wild Bill” from his Air Force fighter-pilot days, has seen the best—and worst—of high-tech times. And he’s back looking to score once more.

Stealey, the founder of computer games company Interactive Magic, took the company public but ended up being ousted last year. He has bounced back to become chairman of ITParade, a rapidly growing business-to-business firm in Research Triangle Park (www.itparade.com).

“He’s been there. He’s done this,” said ITParade founder Robert Davie Jr., a former IBM employee, when asked why he brought in Stealey to help get more funding. “He’s our cheerleader.”

Stealey, as charismatic as ever, is helping Davie and ITParade in its search for more venture capital funding. And he was quick to leap when Davie asked him to jump onboard.

“I talked with Bill, and he says, ‘Whoa!’” Davie said, recalling their first conversation.

The two men met through their sons, who work together in the Park. Stealey, who took time off after the Interactive Magic ouster to work on his golf game, had vowed to help grow another company. When he studied ITParade’s business plan, he was ready to park the golf cart.

“Sounds like I had a plan,” Stealey said of his return to business. “I had nothing else to do,” he quipped. But that comment doesn’t reflect his seriousness about the opportunity he sees in ITParade, which despite its young age (three years) and small size (10 employees) has been tracked by prestigious research firm Forrester and recently was written up by the J.C. Bradford & Co. analysis division in a book on vertical “emarkets.”

ITParade’s primary niche is to broker sales and auctions of used equipment by large corporations such as AT&T, Sun, Lucent and IBM to smaller firms which remanufacture the equipment and then resell it to other companies. ITParade gets a fee from every successful sale. Davie, who has lived in the Triangle since 1993, started the company three years ago in his home with one other employee. Among Stealey’s first jobs was to help find the company more space—and he did, at the old Interactive Magic headquarters. (The company is now called IENetwork.)

ITParade booked $950,000 in revenue in 1999, according to Davie, and it represents one of the niche firms that Wall Street has identified as a possible big player. ITParade also generates revenues from site subscription sales and advertising.

Davie has positioned his company to meet the needs of large companies looking to move equipment but don’t want to deal with the estimated 2500 used equipment dealers. And J.C. Bradford praised what ITParade offers: efficiency. “The market for used computer equipment is poorly defined, inefficient and dominated by dealers,” the Bradford report says. “The lack of a central marketplace generates high search costs for buyers and sellers while providing little market transparency.”

Stealey is changing a bit with the times in his new job. It was very strange to see him at a recent business conference sans his Air Force flight suit, his standard dress at Interactive Magic. Another
change, too, can be seen on his business cards, which read: "J.W. 'Bill' Stealey" (not "Wild Bill").

Positive growth

**STATS BEAR OUT N.C.' S HIGH-TECH PREEMINENCE**

Need further proof that North Carolina is slowly transforming itself into a high-tech hotbed? The new Cyberstates report, published by the widely respected American Electronics Association in conjunction with NASDAQ, provides plenty of ammunition.

High-tech jobs in the state numbered 126,000 through 1998, placing the new economy sector second in private sector employment behind textiles and apparel (215,000). According to various statistics compiled by the AEA, high-tech jobs have soared 33 percent, or 31,100, in the state in five years.

Much of that growth has taken place in the high-tech manufacturing sector, which makes up 58,806 of those jobs. That's good for ninth nationally. (California is No. 1 at 452,780.)

The number of related technology firms is now above 4000. And high-tech exports have jumped to $3.6 billion, or 24 percent of the state's export total. That 1999 total was good for 11th in national rankings. (California led at nearly $53 billion.)

Leading the growth surge is software development and services, which has more than doubled in jobs to 15,400 from 7200. Communication services employment has jumped 6000 to 30,200; but computer and office equipment manufacturing is up only slightly to 20,500. Still, the latter figure is good for 6th nationally. The state also is 5th nationally with 15,112 jobs specifically associated with communications equipment manufacturing.

But North Carolina, the country's 10th largest in population, still has room to grow. It ranks 14th in high-tech employment, a consistent figure since 1993, and the average high-tech wage of $49,443 ranks only 23rd nationally.

However, the high-tech workers are still much better off than average private-sector wage earners. They come in at $27,953 per year.

Cyberstates also reports that North Carolina ranks 12th in venture capital investments for 1999 and only 21st in research-and-development per capita as of 1997.

By the way, Georgia's high-tech job growth is up 48 percent since 1993, to 142,648 jobs. Virginia's high-tech jobs are up 42 percent, to 169,653. But South Carolina's are up a meager 14 percent, to 31,656.

Nationally, Cyberstates reports that high-tech job growth from 1993-1999 is up 32 percent, or nearly 5 million. And high-tech wages totaled better than $279 billion through 1998, an increase of some four years in age.

"Got a boat?" the friend replied. Yes, Daugherty said. "Use it as an anchor!" the friend proclaimed.

Daugherty laughed then said, "Now wait a minute! I had a hand in manufacturing those!"

The bone reader

**UNC PROF STUDIES NATIVE AMERICANS**

Clark Spencer Larsen, an anthropology professor at UNC-CH and President of the American Association of Physical Anthropologists, has a fascinating story about the impact of Europeans on Native Americans in the June issue of Scientific American. (The story can be found online at www.sci.am.com).

Larsen, relying on what he calls bioarchaeology, discusses in great and fascinating detail how the health of Native Americans declined post-Christopher Columbus, but not entirely due to new diseases introduced by Europeans. Altered diet and living conditions also contributed to the decimation, says Larsen, who studied remains of Indians who lived near missions in "La Florida" (covering Florida and coastal Georgia) and found "telltale signs of disease and malnutrition."

Writes Larsen: "The bone chemistry findings thus show that the Indians' diet changed after the Europeans came— but not for the better."
Only student who has ever won the North Carolina State Spelling Bee back-to-back: 13-year-old Sarah Sinnett of Powellsville, N.C. (this year and last)

<table>
<thead>
<tr>
<th>Economic impact in 1999 from the 11 outdoor dramas across North Carolina: $63.7 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount of this total coming from out-of-state tourists: $49.8 million (78 percent)</td>
</tr>
<tr>
<td>Number of Americans, including some North Carolinians, charged with insubordination for refusing the anthrax vaccine that inoculates against biological warfare: 350</td>
</tr>
<tr>
<td>Of the 4.2 million service members in the U.S., number inoculated in the last two years: 240,000</td>
</tr>
<tr>
<td>Number of North Carolina homes now equipped with special cellular foam retaining walls designed to withstand hurricane-force winds: 500</td>
</tr>
<tr>
<td>Percentage increase in overall building strength from the panels: 25 percent</td>
</tr>
<tr>
<td>Number of bushels per acre produced by new dwarf apple trees in their 15th year: 1450</td>
</tr>
<tr>
<td>Number of bushels per acre produced by normal-sized trees, twice the size of the new government-produced cultivars: 850</td>
</tr>
<tr>
<td>Tab to raise a child to age 17 in 1999: $69,333</td>
</tr>
<tr>
<td>Cost for a field trip to “identify turtles basking on logs at a distance”: $20</td>
</tr>
<tr>
<td>Cost for a banquet and program to walk in the footsteps of author Thomas Wolfe on the Chapel Hill campus: $85</td>
</tr>
<tr>
<td>Number of new INS agents specializing in “criminal aliens” in North Carolina: 6</td>
</tr>
<tr>
<td>Resultant ratio increase in number of criminal alien cases handled by the local INS in the past year: 10:1</td>
</tr>
<tr>
<td>Amount of money anticipated to be spent in grants to farmers following the Hurricane Floyd flooding last year: $7.5 million</td>
</tr>
<tr>
<td>Amount actually spent: $615,000</td>
</tr>
<tr>
<td>Street value of marijuana grown in the Appalachia region each year: $3.9 billion</td>
</tr>
<tr>
<td>Average taxable household income in that region: $8000</td>
</tr>
<tr>
<td>Tons of tobacco consumed in China annually: 2,820,000</td>
</tr>
<tr>
<td>Tons consumed in Russia each year: 213,000</td>
</tr>
<tr>
<td>In the U.S.: 775,000</td>
</tr>
<tr>
<td>Pounds of potatoes, corn and squash “gleaned” (recovered) from harvested North Carolina fields by the state for distribution to the poor: 2,082,520</td>
</tr>
<tr>
<td>Cost per pound for taxpayers: .03 cents</td>
</tr>
<tr>
<td>Number of North Carolina trout farming operations: 63</td>
</tr>
<tr>
<td>Annual worth of the state’s trout harvest: $6 million</td>
</tr>
</tbody>
</table>
"We could have easily been somewhere along Mulberry Street in Italy...the voice of Frank Sinatra drifts through the smokey haze of the bar and mixes with the noises of glasses tinkling, lots of talk, lots of laughs."

BUSINESS NORTH CAROLINA

- New York Style
- Chop House
- USDA Prime Beef
- Fresh Seafood
- Italian Specialties
- Premium Liquors
- Fine Wines
- Exceptional Cigars
- Banquet Facilities
- Late Night Dining

...at Peachtree Market
7440 Six Forks Road, Raleigh
(919) 847-7319
4pm-12am 7 Days A Week

...at Wrightsville Beach
1900 Lumina Station
(910) 256-0995

World art

DUKE HEIRESS SCOURS THE STATES FOR EMBASSY ART

The next U.S. ambassador to Norway jetted into Raleigh the other day on a mission to secure a permanent gallery of American art for display in embassies around the world.

Duke heiress Robin Chandler Duke, whose late husband Angier Biddle Duke served as ambassador to Spain, Denmark and Morocco, is

Washington, Robin Duke has always had an eye for art, decoration and fashion—"I loved that hat you wore," Kennedy once wrote to Duke—as well as a special appreciation for embassy art through her years traveling the globe and living in State Department quarters.

"This is going to be a very important and historic collection," says Duke, whose committee has already

secured works from artists such as Roy Lichtenstein, Jasper Johns and William Wegman. "We want the collection to identify us as a whole country, not just as emissaries from Washington."

Stateswoman Robin Duke, government art collector Lee Kimche McGrath, and local project representative Charlotte Purrington are searching for North Carolina art treasures.

also the charming, worldly chairwoman for a new gambit to gather 200 pieces of American art as a gift to the nation—and to the world.

A close confidante of Jacqueline Kennedy in 1960s...
To that end, Duke has hopes of finding a collection of original North Carolina glass, requested by the U.S. Embassy in Stockholm, Sweden, a country with a similar penchant for blowing glass. The committee has just begun its North Carolina search and will announce the artist when a deal has been struck.

Duke admits that the search has been hampered by the refusal of the Congress to pass a bill that would allow artists to establish a value on unsold art, enabling them to deduct the gift on their taxes. Since the bill would also affect taxes on the sale of the President’s personal letters, the bill is in a “political morass,” Duke says.

Duke’s Millennium Committee is a new adjunct to the State Department’s volunteer Friends of Art and Preservation in Embassies project, which has since 1986 collected prints of famous American works, but has never established a permanent collection. The committee has also agreed to help restore the public rooms at Hotel de Talleyrand in Paris, where the Marshall Plan was composed.

Duke and Lee Kimche McGrath, the director of the Friends project, visited North Carolina Museum of Art Director Larry Wheeler during a short sojourn south. They were escorted about town by Charlotte Purrington, recently appointed by Sen. Jesse Helms as a member of the Millennium board. Purrington recently attended a Millennium Committee reception at the Talleyrand.

Femme evangelist

**RALEIGH’S ANNE LOTZ HEADS WOMEN REVIVALS**

Raleigh’s Anne Graham Lotz, the second daughter of the Rev. Billy Graham, America’s evangelist, has brought women ministries to the forefront of the modern religious movement with a new revival tour.

Married to former University of North Carolina basketball star Danny Lotz, now a Raleigh dentist, Anne Lotz has gone from a small-time Sunday school teacher and Bible study leader at Raleigh’s Providence Baptist Church to a scion of a national revival movement. In May, she launched a five-stop national tour that brought tens of thousands of women to arenas from Knoxville to Minneapolis before taking her “Just Give Me Jesus” revival to Europe.

Appealing primarily to women, her popularity straddles a wide sweep of denominations, a sign that the old patriarchal church hierarchies are, if not falling, at least crumbling a bit, says Bill Leonard, a professor at the moderate Wake Forest University Divinity School in Winston-Salem.

Lotz’s sudden preeminence, which comes from nearly two decades of touring as a guest speaker at events across the world, is not a personal challenge by Lotz to a church where men sometimes turn their back to her as she speaks. In fact, Lotz, 51, has said that “God has closed the door on women for ordination” and that she has no particular aspirations for higher church office.

Still, it has irked many male evangelicals that the New York Times recently named Lotz as one of five possible inheritors of Billy Graham’s mantle. In June, the Southern Baptist Convention is expected to add a sentence to its declaration of faith that would preclude women from being ordained, despite the surge of feminine power coming out of the largest and most conservative wing of the Church.

Fancy footwork

**STUNNING CAROLINA BALLET LANDS POST PLAUDITS**

There’s a lot of people saying that the Carolina Ballet has become the premier dance troupe in the country, following a string of remarkable shows and glowing write-ups by the country’s leading art critics.

Following a rave New York Times review for Artistic Director Robert “Ricky” Weiss’ work in Raleigh, the Washington Post turned its critical eye on the two-year-old company last month and could barely contain its praise for the dramatic retelling of the classic opera Carmen.

Unflinchingly, Post correspondent Terry Teachout writes, “The best full-evening story ballets of the past quarter century are being choreographed right here in the Barbecue Belt.”

Pulling away from his Balanchine training in “plotless ballets,” Weiss has instead incorporated symbolic plot elements into the dance, creating “a near-symphonic clarity of structure that keeps the eye engaged,” the Post says.

Ironically, the Raleigh city bureaucrats who control the scheduling of the company’s
string of offerings may not have gotten the idea yet, shutting the company's most recent productions—the highly praised Carmen and the company's highly acclaimed and rousing presentation of Cabaret and Rodin, Mis en Vie—within three weeks of each other at Memorial Auditorium.

Making it big
TRIANGLE RANKS 4TH AMONG MAJOR METROS
The AARP recently pegged Raleigh as the 4th best place to live and work for older persons. Such felicitous rankings are old hat by now, so what makes this latest acclamation special? Usually placed in the 'mid-sized metro' category, Raleigh/Triangle now appear in the AARP's 'big city' category.

Power play
RALEIGH REACTOR LIKELY TO STAY
For years, university nuclear reactors, used primarily for teaching and research, have been folding in masse, as though they were family farms in the Indiana heartland.

Assuredly, as interest in nuclear continues to flag, bureaucratic eyes have also narrowed at the aging PULSTAR nuclear reactor at N.C. State's Burlington Labs, the descendant of the 1953 Raleigh Research Reactor that was the first teaching plant in the world to "go critical." But, despite an alarmist N&O story that the reactor may be on the chopping block, its continued use instead seems fairly assured, principals say.

"We just don't see any way of fulfilling this country's future energy needs without nuclear power," says Nino Masnari, dean of engineering at N.C. State, making the few remaining teaching reactors, including the PULSTAR, crucial for the public good.

Plus, the reactor is the site of myriad investigations and research using the reactor's surge of neutrons culled for various tests and experiments. "There's a lot of people who are starting to come in and do some very neat things with the reactor," notes Pedro Perez, N.C. State's associate reactor director.

As late as last month, a group of "neutron users" from all over the world descended on the Cold War-era reactor at the top of the hill on the State campus, ordering tons of services for their pure physics research—much of it being done in Europe.

Forty of the country's once-dominant fleet of 70 teaching and research reactors have closed in the past two decades, presenting a grim picture for nuclear's future. Still, enrollment at N.C. State, which now stands at two dozen students in the nuclear engineering department, has begun to inch up as N.C. State takes up its role as the sole regional teaching reactor still standing. The University of Virginia and Georgia Tech recently decommissioned their plants.

Ironically, the pressure on teaching reactors is coming to a head just as the nuclear industry, after two decades of stagnation following the Three Mile Island accident in 1979 and the Chernobyl disaster in 1986, is showing signs of life again.

Out of the ashes
MACDONALD PROSECUTOR BOOK NOW AVAILABLE
The Jeffrey MacDonald case just won't go away. The case of the former Army doctor who was first acquitted and then convicted for the murder of his wife and two small daughters looms large as MacDonald continues to protest his innocence from his jail cell. James Blackburn, the prosecutor responsible for convicting MacDonald nine years after his acquittal, also ended up spending time behind bars.

Blackburn has recounted his experience in a new book, Flame-out, published by Leslie Books, L.P., with a foreword by notable Raleigh defense attorney Wade Smith, who has served off and on as the attorney of record for Jeffrey MacDonald.

Although on opposite sides of the murder case, Blackburn and Smith became close friends during Blackburn's lapse into a manic-depressive state after becoming a defense attorney following his successful prosecution of MacDonald.

The book centers around Blackburn's fall from grace, his time in prison and his recovery from mental illness. For several years, he worked on building back his life while working as a waiter at the 42nd Street Oyster Bar and Seafood Grill, a famous Raleigh eatery.

Radical scholars beware
THE TRUTH ACTUALLY IS THE TRUTH
The scandal in academia created by radical professors has come closer to reaching the public at large with the publication of an article by
novelist Tom Wolfe in the June 2000 Harper's entitled "In the Land of the Rococo Marxists."

Wolfe, in his inimitable style, skewers the Marxist campus radicals for their vacuous theories and singles out for special treatment our very own Stanley Fish, who, as Wolfe writes, "achieved stardom as the Rococo head of the English department at Duke ... and now has assembled a stable of Rococo stars in para-proletariat studies, not excluding," he says, "study of body parts, excretory functions, the sex trade, dildos, bisexuality, transvestism, and lesbian pornography," in his new $230,000 a year post at the University of Illinois at Chicago.

Wolfe sums up the sea change in historical reality created by the release of secret documents by the NSA and CIA (the Venona Files) and the brief opening of the KGB archives from 1992 to 1996 that proved conclusively that Western leftist intellectuals were, willingly or unwillingly, pawns of Soviet propaganda. As Wolfe dramatically points out, the reality that Marxist ideology is bankrupt does not seem to have penetrated the walls of academe.

**EYES ONLY**

Look for a new book by Raleigh native Armistead Maupin, the well-known gay columnist and novelist, allegedly about growing up in Raleigh.

---

**Tallest ships**

**2000 REGATTA SWEEPS UP COAST**

A grandiose fleet of tall ships swept through Morehead City last month on its way to a July 10–16 millennium regatta in Boston, but it’s still not too late to hop aboard.

Organizers say sailor slots are still available on several ships, which will continue the regatta after the Boston event, racing to Halifax, Nova Scotia, and then across the Atlantic to Amsterdam.

"Tall Ships 2000" is both a racing and sail-training event, and will convene in Boston to salute the venerable USS Constitution berthed there. The race began in Cadiz, Spain, on May 7 and crossed to Bermuda in early June. Several of the ships were expected to harbor in Morehead City en route north. To stow-away or find out more, go to http://tallships.sailtraining.org.

---

Copyright AMERICAN SAIL TRAINING ASSOCIATION

---

**Look for a new book by Raleigh native Armistead Maupin, the well-known gay columnist and novelist, allegedly about growing up in Raleigh.**

---

The National Weather Service is predicting 12 named storms this coming hurricane season, with four potentially turning into major hurricanes—as a result, NWS is beefing up its fleet of climatic data stations in Eastern North Carolina.

The U.S. Education Department just gave the Triangle South Asia Consortium more than $900,000 in grants to create a national resource center for graduate students.

As reward for refraining from "showboating, taunting and trash talking" at this year's State Games, organizers handed out sportsmanship plaques to those who "accept victory graciously."

---

The U.S. Agriculture Department recently moved into its eastern regional office at N.C. State's new Centennial Campus, with a 150-man workforce.

A new $3 million Genome Research Laboratory on Centennial Campus holds rooms of automated DNA sequencers and other high-tech gadgets to help would-be agriculturists get a handle on emerging plant pathology.

---

New Hampshire poet Robert Frost purportedly once wandered into North Carolina's Great Dismal Swamp with the idea to kill himself, but changed his mind after ambling through the legendary wetland, says Swamp director Penny Leary-Smith.

---

Saved from three killer hurricanes and an attempt to sell out, New Hanover County's Airlie Gardens is now being completely renovated on behalf of the public, thanks in part to a $6 million grant from the state Clean Water Management Trust Fund.

---

The J.C. Raulston Arboretum at North Carolina State University has received its largest gift ever. Ruby McSwain of Sanford has donated $1.2 million to help fund construction of a long-proposed public education center on Arboretum grounds.
Spring has sprung. Fall is coming...

Be sure to catch what’s new in Fall Preview.

Metro
For advertising information, call (919) 831-0999.
The vote by Southern Baptists recently to forbid women in the pulpit is only the latest in a series of last-ditch stands by Protestant denominations in America to draw the line in the sand and shout “no more” to their national leaderships. The result is that Presbyterians are not speaking to each other, nor the Methodists, and the Episcopalians are so divided they can’t figure out whom to yell at any more: the evangelicals, the papists or the conservatives.

Meanwhile the Catholics can’t build churches fast enough. The authoritative and unflappable Pope John Paul II doesn’t countenance any post-modern claptrap. The agents of secular modernization are silenced and the Church rolls on gaining converts, most notably right here in the Protestant, formerly virulently anti-Catholic Bible Belt. What is going on here?

Starting with the issue of women in the priesthood (although Protestant denominations don’t apply that term) the Catholic church sticks with the “apostolic succession,” the unbroken line of the consecration of bishops and priests of the Church that extends back to the “laying on of the hands.” As Christians believe, Jesus anointed the apostle Peter with the charge to carry on his mission by establishing a church in his name. Peter then laid his hands on the first bishops of the Christian church and the process has continued uninterrupted for 2000 years. However, and this is a big however, the unbroken laying on of hands has been passed down through men only.

The Episcopal Church in America has broken the line with the consecration of women priests and, in an historic—and some think illicit—unilateral action, the diocese of Massachusetts consecrated a woman bishop in the early ’80s. This set off a firestorm in the Anglican community, still smoldering despite what appears on the surface to be acceptance and complacency from Lambeth Palace, the seat of the Archbishop of Canterbury, the titular head of the worldwide Episcopal Communion.

This may appear to be a tempest in an ecclesiastical teapot but it’s torn the Episcopal Church apart. How this issue reaches the Baptists brings the issue to the political forefront—since Baptists (and there are many sects) personify the Protestant devolution away from Catholicism set off by Martin Luther in the 16th century. Luther, a Catholic priest himself (there weren’t any other Christian religions) became upset with the corruption that had overtaken his priestly brethren. Many were enriching themselves selling “indulgences” (a writ that guaranteed forgiveness of sins in heaven, for a price here on earth), and using their position to engage in illicit sexual activity and simony, the selling of holy relics.

But the over-arching issue back then, that appertains to today’s holy wars in the church, dealt with the very essence of the priesthood itself. Before Luther led what is now called the Reformation,
the individual, whether he or she be high born or peasant, was not allowed to speak directly to God. The power of intervention with God wielded by the priesthood was therefore enormous, and to Luther, exploited.

Consequently, the central thesis of Protestantism was the elimination of the power of the priesthood. The Protestant

The purpose of the awakening should be to rid churches of the radicals who have taken over doctrine from their distant and isolated perches and bring it back to the people.

denominations that came to America and sought their own counsel with God only allowed the concept of priests in varying but controlled ways. Called ministers, or deacons, or simply lay leaders, Protestant sects are identified around the Lutheran concept of grace, the belief that man is in direct touch with God and can be saved from Hell by faith alone, without the need for the intercession of priests. The Counter-Reformation, which preceded the settlement of America, reaffirmed for Catholics that faith alone is not enough: Good works and adherence to scripture and liturgy are the path to heaven (with an intervening stop in Purgatory, a concept not countenanced in the Protestant canon).

Why the Baptists, the sine qua non of anti-priest Protestantism, are so wrought up over women in leadership roles in their church stems from the politicization of society and religion by Marxist interpretation of Christian doctrine that began with Jean Paul Sartre, the French writer of the post-World War II period who created the theory of Christian Existencialism. By the turbulent 1960s, radicals went after the church as they did society, labeling them both racist, chauvinistic, and homophobic and in need of “deconstructing” and “sensitivity training.”

The Episcopal church was the most compliant, its priesthood in tact since it was not part of Luther’s Reformation but of Henry VIII’s need to marry whom he pleased. This provided the activists with a pliable in-place Protestant priesthood to propagandize that could then wield power over its congregations. Episcopalians found themselves in a Soviet-style tyranny in which the central bureaucracy sought to impose its theoretical beliefs against the parishes, demanding their approval with show trials in which church members were browbeaten into accepting the new Marxist interpretation of the sacraments.

This is best exemplified by the imposition of the “new” Book of Common Prayer in 1979 that threw out the dignity and doctrine of the established book for a more “relevant” deconstructed version that sounds like verses from the Living Bible found in waiting rooms of dentists’ offices. If a group attempted to try the same thing and tamper with the wording of the United States Constitution, they would be drawn and quartered.

The radical attack has ruined the Episcopal Church, leaving it rootless and susceptible to zany whims and political positions, from holy rolling to smells, bells, genuflection, a call for a boycott of Mt. Olive pickles and an official apology to South Africa for past recognition of its existence under apartheid. It doesn’t know what it is anymore, much less where it is going. Original members are leaving, creating schismatic churches or “going for Rome,” as they say. That leaves it reliant upon new members who sense a social cachet with its history and bring their free form evangelicalism to its once undemonstrative demeanor.

The success with the Anglicans encouraged the radicals to infiltrate the Presbyterians, Methodists and Baptists, and other Protestant sects with their deconstructionist agendas. And they used the same strategy of influencing the national headquarters of these churches, which then imposed it down the line to the guy sitting in a small town Baptist church wondering what has happened to his faith, his rock of certainty in a world of accelerating change. No wonder American Protestants are upset and closing ranks over issues that may sound petty in our secular society, but are symbols of other deeper matters affecting their lives and their very souls.

Something like 90 percent of Americans believe in God, with 65 percent believing there is a Hell, so these apparently obscure religious skirmishes are actually far more important in our lives than U.S. policy in Bosnia or the future of the World Trade Organization. America was basically founded on the concept of religion and religious freedom, yet the “secular humanists,” who thought the Soviet model was more appropriate for simple folk, deride religion at every opportunity. School prayer has to go, they shout, while thinking it perfectly normal to have “In God We Trust” on our coins, prayers at the opening of Congressional sessions and city council meetings, and the President presiding over Prayer Breakfasts in the White House.

Perhaps we are in the throes of a new “Great Awakening,” similar to the era of religious dislocation and growth in early 19th-century America. But this time, the purpose of the awakening should be to rid churches of the radicals who have taken over doctrine from their distant and isolated perches and bring it back to the people—the inheritors of the American identity as the birthplace of religious freedom.
<table>
<thead>
<tr>
<th><strong>The Net Set... see our advertisers on the web!</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BLOCKADE RUNNER</strong></td>
</tr>
<tr>
<td>BEACH RESORT &amp; CONFERENCE CENTER</td>
</tr>
<tr>
<td>blockade-runner.com</td>
</tr>
<tr>
<td><strong>THE SHOPS OF CAMERON VILLAGE</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>shopsofcameronvillage.com</td>
</tr>
<tr>
<td><strong>COBRA</strong></td>
</tr>
<tr>
<td>CAROLINA COBRAS</td>
</tr>
<tr>
<td>cobrasfootball.com</td>
</tr>
<tr>
<td><strong>JIMMY CELEBRITY GOLF CLASSIC</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>golfclassic.org</td>
</tr>
<tr>
<td><strong>NORTH CAROLINA Museum of Art</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>ncartmuseum.org</td>
</tr>
<tr>
<td><strong>TIME WARNER CABLE</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>twc-nc.com</td>
</tr>
</tbody>
</table>

To advertise with the Net Set please call **919-831-0999**
WE'LL COME TO YOU.

PRIVATE BANKING SHOULD BE EASY. THAT'S WHY AN INDIVIDUALLY ASSIGNED CENTURA PRIVATE BANKING PARTNER WILL COME TO YOUR HOME OR OFFICE TO CONDUCT BUSINESS WHENEVER IT'S CONVENIENT FOR YOU. IT'S THE DIFFERENCE BETWEEN HAVING A BANK AND HAVING A BANKER.

CENTURA PRIVATE BANKING.
YOU'RE THE BOSS. WE'RE THE BANK.