



**MICHAEL SMITH**  
Kane Realty Corp.

## He oversees day-to-day operations for Kane

After three years with Kane Realty Corp., Michael Smith now has been given the duty of overseeing the company's day-to-day operations.

His new responsibilities are to ensure that the company's development efforts are progressing on schedule. He is also responsible for the daily duties of the company, including the finance and human/resources functions.

Occupying most of his time is the company's North Hills redevelopment. Its Lassiter at North Hills project is already open, and the North Hills mall reincarnation is due to open in fall 2004.

"We have historically been retail focused here, but this project (North Hills) is a mixed-use development with Class A office space, residential and retail," Smith says. "It's in an infill location - everything has grown around it. This is definitely Kane's signature project right now."

When the North Hills project is complete, Smith says, Kane's offices will be relocated onto the site to be closer to the action. The company is currently housed in the BTI Building across the street.

Smith also is overseeing Kane's other projects: Flowers Plantation, Rams Plaza and the redevelopment of University Mall in Chapel Hill.

Raleigh-based Kane Realty Corp. is a commercial real estate company that focuses on development, management and leasing of retail and mixed-use properties. Kane plans to employ 65 people by the end of 2004, Smith says.

#### BACKGROUND

Smith was born in Houston and raised in Wilmington, Del. He moved to North Carolina, where he attended Wake Forest University and received a bachelor's degree.

Upon graduation, Smith worked for The Shelton Cos. in Charlotte and then moved to Chapel Hill and got his MBA from the University of North Carolina at

#### Chapel Hill.

While in graduate school, Smith worked in the office of political affairs at the White House in Washington, D.C., and for Citicorp's Asia China venture capital fund in Hong Kong. He also worked a stint with Trammell Crow Co.

After grad school, Smith remained in Charlotte to work for NationsBanc Montgomery Securities, now known as Bank of America Securities. After those operations were transferred to New York, Smith started commuting there from Charlotte. Smith and his wife then wanted to start a family and decided to settle down in Pittsburgh, where Smith served a two-year stint as managing director of PNC Capital Markets Inc. Smith then made the move to Raleigh and joined Kane Realty in 2001. He has been at his current post for three months.

#### EDUCATION

B.A. from Wake Forest University, MBA from the University of North Carolina at Chapel Hill.

#### PERSONAL

Smith and his wife, Mary Dee, have three children, Cameron, Madison and Redmond.

#### GOAL

"I want us to continue to build upon John (Kane)'s vision for the North Hills area," Smith says. "And whatever we do, I want to do it with excellence and exceed expectations."

#### LAST BOOK READ

"Good to Great: Why Some Companies Make the Leap ... and Others Don't" by Jim Collins

#### QUOTE

"It's terrific to have a culture that everyone enjoys what they're doing. We have that here."

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