

# W. RANDALL JOHNSON, MBA

Wilmington, NC

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## RECENT PROFESSIONAL EXPERIENCE

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**NORTH CAROLINA BIOTECHNOLOGY CENTER, Wilmington, NC**

January 2006 – present

*Executive Director, Southeastern Office*

- As founding director of the Southeastern Office, develop working relationships with area, national, or international professionals involved with the biotechnology industry; work with other agencies for information, contacts, and practical strategies
- Identify and respond to possibilities for establishment, relocation, or development of biotechnology companies in the Region; develop short and long-term strategies for industry targets and unfolding areas of opportunity
- Seek ways to involve and strengthen a wide range of educational, economic development, industry, and agency partners in biotechnology-directed activities
- Develop proposals and plans to help companies with incubator and manufacturing facilities, financing, workforce training, academic and support resources, and partnerships
- Initiate reports, meetings and other activities to position biotechnology in the community
- Articulate the societal, ethical, policy, environmental, and cultural issues involved in the development, commercialization, and application of biotechnology
- Established the *Advisory Committee for Biotechnology in Southeastern North Carolina*, a team of 25 regional leaders initially chaired by UNCW Chancellor Rosemary DePaolo, to build biotechnology in the region.

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## EDUCATION

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**WAKE FOREST UNIVERSITY, Winston-Salem, NC**

**BABCOCK GRADUATE SCHOOL OF MANAGEMENT**

*Master of Business Administration, 2002*

- Concentrations: Entrepreneurship, Operations Management, IT/E-Business Management
- Officer: Babcock Entrepreneurs
- Member: Operations Club, Technology & E-business Club
- Co-founder: Net Impact, Babcock chapter
- Chairperson: The Elevator Competition, Babcock Entrepreneurs

*Bachelor of Arts, Psychology, 1993*

- Cum Laude
- Honor Society: Psi Chi (Psychology)

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## PROFESSIONAL ACHIEVEMENTS

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**LEADERSHIP NORTH CAROLINA CLASS XV—GRADUATE; LEGISLATIVE & ENVIRONMENT SESSION COMMITTEES.**

**COMPLETED INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL COURSES: BASIC ECONOMIC DEVELOPMENT; TECHNOLOGY-LED ECONOMIC DEVELOPMENT; ENTREPRENEURIAL AND SMALL BUSINESS DEVELOPMENT STRATEGIES; ECONOMIC DEVELOPMENT STRATEGIC PLANNING; AND BUSINESS RETENTION AND EXPANSION.**

**U.S. PRESIDENT'S VOLUNTEER SERVICE AWARD—AWARDED FOR VOLUNTEER WORK WITH *LEADERSHIP NORTH CAROLINA*. THE NATIONAL HONOR AWARD RECOGNIZES INDIVIDUALS WHO HAVE ANSWERED THE CALL TO MAKE A LIFELONG COMMITMENT TO VOLUNTEER SERVICE.**

**BIOFUELS CENTER OF NORTH CAROLINA—PARTICIPATED IN DEVELOPMENT OF *NORTH CAROLINA'S STRATEGIC PLAN FOR BIOFUELS LEADERSHIP*, WHICH LED TO CREATION OF THE BIOFUELS CENTER OF NORTH CAROLINA.**

**NORTH CAROLINA'S AGRICULTURAL BIOTECHNOLOGY STRATEGIC INITIATIVE: GROWING NORTH CAROLINA'S AGBIOTECH LANDSCAPE—PARTICIPATED ON AQUACULTURE AND MARINE STRATEGIC WORKGROUP TO SHAPE THE EFFORT TO GROW THIS SECTOR IN THE STATE.**

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**PROFESSIONAL ASSOCIATIONS**

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**STATE, NATIONAL, INTERNATIONAL**

**BIOTECHNOLOGY INDUSTRY ORGANIZATION (BIO)**—MARINE BIOTECH INTEREST GROUP  
**INTERNATIONAL BIOMARINE BUSINESS CONVENTION**—U.S. CO-HOST FOR 2015 CONFERENCE IN WILMINGTON  
**INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL (IEDC)** —MEMBER  
**NORTH CAROLINA ECONOMIC DEVELOPERS ASSOCIATION (NCEDA)**—BOARD MEMBER; PROFESSIONAL DEVELOPMENT COMMITTEE CHAIR  
**NORTH CAROLINA SUSTAINABLE ENERGY ASSOCIATION**—BOARD MEMBER; STRATEGIC PLANNING COMMITTEE  
**INSTITUTE FOR EMERGING ISSUES**—ENVIRONMENT ISSUES COUNCIL MEMBER; FORUM WORKING GROUP ADVISOR  
**NORTH CAROLINA BIOTECHNOLOGY INDUSTRY ORGANIZATION (NCBIO)** —MEMBER  
**NORTH CAROLINA ENTREPRENEURSHIP SUMMIT**—CO-CHAIR 2010 SUMMIT; LEADERSHIP TEAM  
**NORTH CAROLINA MARINE BIOTECHNOLOGY CENTER OF INNOVATION**—FOUNDING TEAM MEMBER  
**COUNCIL FOR ENTREPRENEURIAL DEVELOPMENT**—MEMBER

**REGIONAL**

**SOUTHEASTERN ECONOMIC DEVELOPMENT COMMISSION**—APPOINTED TO BOARD AND EXECUTIVE COMMITTEE, ELECTED TO VICE CHAIR  
**ADVISORY COMMITTEE FOR BIOTECHNOLOGY IN SOUTHEASTERN NORTH CAROLINA**—FOUNDING MEMBER  
**NORTH CAROLINA SOUTHEAST REGIONAL ECONOMIC DEVELOPMENT PARTNERSHIP**—TECH ADVISORY GROUP  
**SMALL BUSINESS AND TECHNOLOGY DEVELOPMENT CENTER (SBTDC)**—SOUTHEASTERN ADVISORY BOARD  
**NC COAST CLINICAL RESEARCH INITIATIVE**—FOUNDING LEADER  
**BRUNSWICK ECONOMIC DEVELOPMENT ALLIANCE**—MEMBER  
**CARTERET COUNTY MARINE SCIENCE AND EDUCATION PARTNERSHIP**—MEMBER  
**UNC WILMINGTON HEALTHCARE TRANSFORMATION ADVISORY COMMITTEE**—MEMBER  
**AGRICULTURAL BIOTECH ACTION TEAM**—FOUNDING LEADER  
**MARINE BIOTECH ACTION TEAM**—FOUNDING LEADER

**LOCAL**

**WILMINGTON INVESTOR NETWORK**

**FORMER ASSOCIATIONS**

**COUNCIL FOR ENTREPRENEURIAL DEVELOPMENT**—COASTAL DIVISION  
**CAPE FEAR RESOURCE CENTERS**—BOARD MEMBER; FUNDRAISING AND FINANCE COMMITTEES  
**COLUMBUS COUNTY ECONOMIC DEVELOPMENT COMMISSION**—AGRICULTURE COMMITTEE  
**COASTAL ENTREPRENEURIAL COUNCIL**  
**CAMPUS COMPACT**—BOARD MEMBER  
**GREATER WILMINGTON CHAMBER OF COMMERCE**—LOCAL GOVERNMENT AFFAIRS COMMITTEE, INFRASTRUCTURE COMMITTEE, CAPE FEAR FUTURE INITIATIVE  
**GREATER WILMINGTON ARTS AND CULTURAL ALLIANCE**—BOARD MEMBER, TREASURER  
**NORTH CAROLINA BOARD OF SCIENCE AND TECHNOLOGY GREEN BUSINESS FUND**—GRANT REVIEW COMMITTEE  
**NORTH CAROLINA BUSINESS INCUBATION ASSOCIATION**—MEMBER  
**NORTH CAROLINA CHAMBER/NORTH CAROLINA CITIZENS FOR BUSINESS & INDUSTRY (NCCBI)** —MEMBER  
**NORTH CAROLINA COMMUNITY COLLEGE SYSTEM BIONETWORK BIOAG CENTER**—ADVISORY BOARD  
**NORTH CAROLINA FORUM FOR RESEARCH AND ECONOMIC EDUCATION (NCFREE)** —MEMBER  
**NORTH CAROLINA ECONOMIC DEVELOPERS ASSOCIATION (NCEDA)**—LEGISLATIVE COMMITTEE  
**PARTNERS FOR ECONOMIC INCLUSION**—CAPITAL TEAM; LEADERSHIP BOARD  
**UNC WILMINGTON CENTER FOR INNOVATION AND ENTREPRENEURSHIP**  
**WILMINGTON YOUNG PROFESSIONAL NETWORK**  
**WILMINGTON DOWNTOWN, INC.**—MARKETING COMMITTEE; ECONOMIC DEVELOPMENT COMMITTEE  
**CAPE FEAR COMMUNITY COLLEGE**—ADJUNCT INSTRUCTOR , *“SMALL BUSINESS BOOTCAMP: THE ESSENTIAL COMPONENTS OF OPERATING A SUCCESSFUL SMALL BUSINESS”*—THIS COURSE WAS BASED ON A BUSINESS PLAN FORMAT.