

## MEN + WOMEN IN BUSINESS

**Best Business Advice We Have Ever Received:** Always treat people the way you would want to be treated. The products we sell are used and depended on every day. Take the time and put forth the effort to make sure that each customer chooses the product that is best for them and their lifestyle.

**Why We Chose This Career:** All four of us are 2nd or 3rd generation owners. We've all seen firsthand how hard our parents or grandparents worked to establish a successful organization. Knowing that makes us want work just that much harder to grow our business and succeed.

**Why We Love Doing Business In Wilmington:** Wilmington and Southeastern North Carolina is one the most desirable places to live and call home in the United States. As a result, we have the opportunity to meet, and work with, people from all over the country. We welcome them to our area.



**Atlantic Appliance  
and Hardware**  
Wade Tillery, Kevin Edwards,  
Hampton Tillery and Mark Edwards  
910-791-2222  
[atlanticappliance.net](http://atlanticappliance.net)



**Best Business Advice I Ever Received:** Thinking of your team's strengths horizontally. Everybody brings so much creativity, expertise, and dedication to what they do, and everything they do is important to the overall success of your company. Recognizing that, as opposed to thinking of things as a structural hierarchy, brings all different positions together as a whole.

**Why I Chose This Career:** It's so important to elevate your everyday experiences in interior spaces, both commercial and residential. Surroundings matter and great design and human ingenuity are a beautiful thing. It can be so impactful to live or work in a space that's inspiring and colorful. I love that through our design services we can assist people in developing their dream home. I am especially excited about our new Big Sky Shop & Studio because our goal is to provide design inspiration and beautiful furnishings, décor and art to take home for immediate satisfaction!

**Why I Love Doing Business In Wilmington:** We're so blessed that Wilmington has such a thriving economy, and how much of a destination it is. People here have a desire to live and work in spaces that offer elevated experiences and want our professional design services to create residential or commercial spaces that are very well designed, comfortable, and beautiful.

## Big Sky Design

Front row: Stephanie Radack, Jennifer Kraner (owner), Rileigh Wilkins and Lauren Brown; Back row: Drea Butler, Hannah Lowe, Camille Covey, Haley Daber, Cassie Howell, Emily Young, and Jess Sihler

910-793-3992

[bigskydesignonline.com](http://bigskydesignonline.com)



# Nest Fine Gifts & Interiors

Monika Williams (owner), Marie Polak, Rachel Hoenig  
and Suzanne Reid (designers)

910-256-6378

[nestfinegifts.com](http://nestfinegifts.com)

**My Business:** A Home Interiors Boutique with full service interior design.

**Best Advice to Other Men/Women:** Try to keep a positive attitude, because owning a business can be very hard at times.

**My Mission Is To:** Bring an eclectic mix of beautiful and unique pieces of home décor for clients to enjoy.

**Why I Chose This Career:** It's my passion

and what I would be doing if it weren't my job.

**The Secret to Good Business Is:** Having a great team that works together towards a common goal and providing excellent customer service to our clients.

**Why I Love Doing Business in Wilmington:** We are so lucky to have a wonderful, enjoyable client base. I consider myself very lucky to be able to do what I do best in the place I love the most.

**My Business:** My mom and I had a vision of the perfect shop for women. One where women could find the perfect gift, and also one where she could find all the things she loves for her home, like local art, gorgeous bedding and the perfect pillows in an inviting atmosphere.

**Best Business Advice I Have Received:** The best business advice I have received is to remember to always put forth my best effort. And at the end of the day I can be proud of what I accomplished.

**Word of Wisdom To Other Men/Women:** When you're doing something you love, it's never work.

**Why I Chose This Career:** It's my dream job!

**You'd Never Guess That:** You'd probably never guess that right after graduating college, I repo'd cars as part of my management training program in banking. So, needless to say, not much scares or intimidates me.



**Crabby Chic**  
Pam Thibault  
910-799-4216



**My Business:** Havana's Restaurant serves up the freshest seafood, steaks and garden salads. We have been serving locals and tourists of Carolina Beach for over 12 years. We focus on the complete dining experience. Awesome Food, Great Service & Fantastic Beach Atmosphere.

**Words of Wisdom to Other Men/Women:** "Clients do not come first. Employees come first. If you take care of your employees, they will take care of your clients." Richard Branson

**Why I Chose This Career:** I really didn't pick my career in the restaurant business; it really chose me. I moved from Washington DC to Wilmington when I was 20 years old. I didn't want a 9-5 job in an office. I wanted to be at the beach with my friends. I started managing and running restaurants right away in Wrightsville Beach. Surfing and boating were my passion, so I needed a job that worked around my lifestyle. The restaurant business seemed like a great way to make it all work. Over the years, I found that delivering great food and service to smiling faces was a bonus. 30 years later, I couldn't think of doing anything else. After all these years, I still love my job.

**You'd Never Guess That:** Havana's Restaurant hires & employs over a 100 people every summer. We hire and train every week in the spring & summer. If you are looking for a fun job that makes great money, come talk to us at Havana's Restaurant.

## Havana's Restaurant

Peter Donat  
910-458-2822

[havasrestaurant.com](http://havasrestaurant.com)

A smiling man with short grey hair, wearing a light blue button-down shirt and khaki pants, stands in front of a modern, multi-story house with large windows and a balcony. The background is slightly blurred, showing greenery and a clear sky.

# Vance Young

The Vance Young Team

Intracoastal Realty

910-232-8850

[vanceyoung.intracoastalrealty.com](http://vanceyoung.intracoastalrealty.com)

**My Business:** Real Estate. We are a team of 23 agents specializing in the finest residential properties in our 3-county region. We also have agents that specialize in commercial and farm land.

**Best Business Advice I Ever Received:** Work hard, play hard and make history! Attention to detail never goes out of style.

**Why I Chose This Career:** I started working as a stockbroker until the market crashed in '87. Around this time, Landfall was starting to be developed and I was offered the position as an on-site agent. The roads were dirt and there were 12 houses under construction. I worked on site from 1987-2000 and made some wonderful life long friends

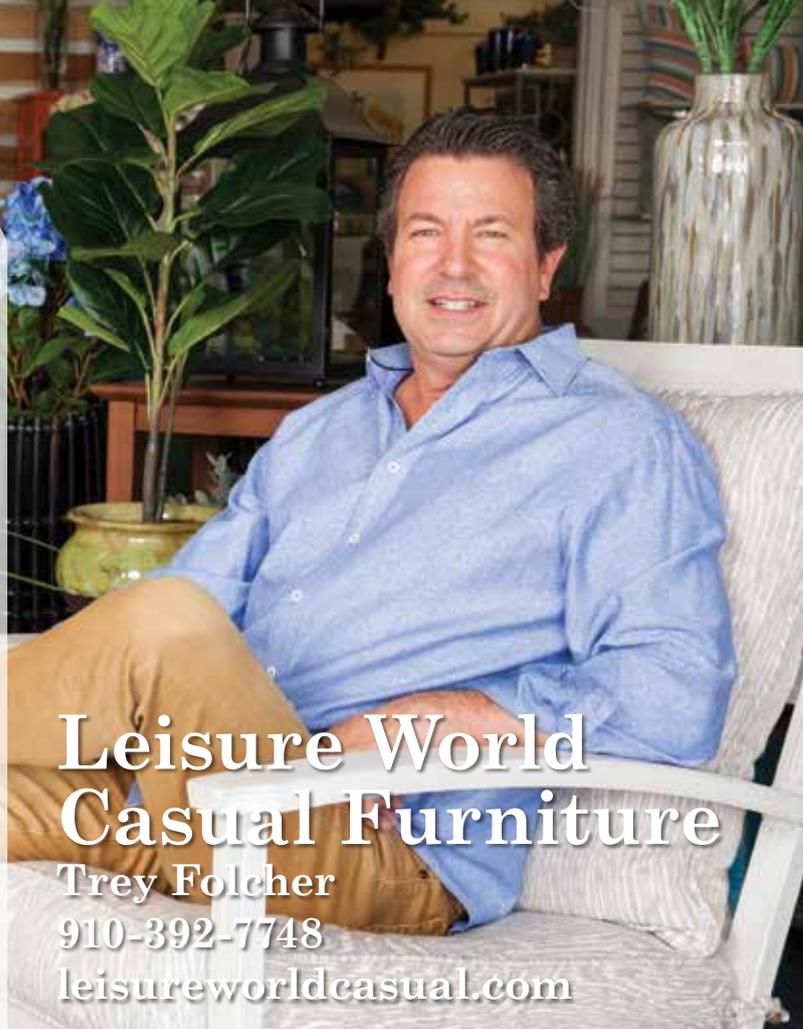
**One Thing I've Learned The Hard Way:** In the words of Ronald Reagan, "Trust but verify."

**Why I Love Doing Business In Wilmington:** The size of the community is perfect. It's not too big, not too small. Your reputation will make or break you here.

**My Business:** We are the region's leading outdoor living specialty store, offering the finest selection of quality outdoor furniture & accessories. Our products, product knowledge and design experience is second to none, and we take great pride in helping to create that perfect setting for our customers - both residential and commercial. We have proudly served the region for over 35 years and have worked hard at earning a great reputation, both locally and in our specific industry nationally.

**Best Advice:** I love quotes, and many stay with me often. One, from Einstein, states, "Logic will get you from A to B. Imagination will take you everywhere." This resonates with my creative side, as yes, some things are black and white, more standard, basic, easy. But to think outside the box, put some thought into it, and successfully create something varied from the original idea, is something on which I thrive and excel.

**One Thing I've Learned The Hard Way:** To take the time to smell the roses - or the fresh saltwater at the beach! I am pretty much a workaholic, and I tend to cater to our clients at times more so than I do my family. But I have an incredible wife and family and I've learned - be it somewhat anti-normal retail - that life is short, and it's fine to close up for holiday weekends and spend quality time with family & friends, as everyone should!



## Leisure World Casual Furniture

Trey Folcher  
910-392-7748

[leisureworldcasual.com](http://leisureworldcasual.com)



## McKenzie Baker Interiors

(left to right) Patti Baker (owner), Kathleen Abrams, Tammy

Anderson with dog Gracie and Tracy Barnard

910-762-4222

[mckenziebakerinteriors.com](http://mckenziebakerinteriors.com)

**Our Business:** McKenzie Baker Interiors is a full service design firm.

**Best Business Advice We Ever Received:** Always own your mistakes.

**Words of Wisdom to Other Men/Women:** Don't always play it safe.

**One Thing We Learned The Hard Way:** Every job is different, and it is always worth it to go the extra mile.

**Why We Love Doing Business In Wilmington:** Wilmington is a place of constant change and provides many opportunities.



**Uptown Market**  
 Andrea Cumming, Jo Ann  
 Latshaw and Rhonda Bellet  
 910-686-0930

**My Business:** We have quickly emerged as a one stop shop destination housing unique and affordable home décor items. From an extensive home décor selection including custom furniture pieces to art, gifts, bath, jewelry, clothing and accessories, we offer a multitude of styles and price points in a fun fast paced environment. We also take delight in supporting our local artisans.

**Best Advice:** Words of wisdom. Don't let the bumps in the road discourage you. From hurricanes, power outages, road work and the pandemic, retail can be brutal. It's how you navigate the down times and apply creative solutions that will set you apart. Problems are opportunities for achieving success.

**You'd Never Guess That:** You'd never guess that we have five interior designers aboard, and our store is much larger than it appears on the outside. If you see something you love, you better grab it or it will be gone. New merchandise arrives daily and treasures can be found around every corner. We are also dog friendly and welcome your well mannered pooches.



**Get to know these seasoned entrepreneurs, business owners, and leading men & women of the greater Wilmington community.**

- Abrams, Kathleen .....McKenzie Baker Interiors
- Anderson, Tammy .....McKenzie Baker Interiors
- Baker, Patti .....McKenzie Baker Interiors
- Barnard, Tracy .....McKenzie Baker Interiors
- Bellet, Rhonda .....Uptown Market
- Brown, Lauren .....Big Sky Design
- Butler, Drea .....Big Sky Design
- Covey, Camille.....Big Sky Design
- Cumming, Andrea.....Uptown Market
- Daber, Haley .....Big Sky Design
- Donat, Peter.....Havana's Restaurant
- Edwards, Kevin.....Atlantic Appliance and Hardware
- Edwards, Mark.....Atlantic Appliance and Hardware
- Folcher, Trey .....Leisure World Casual Furniture
- Hoenig, Rachel.....Nest Fine Gifts & Interiors
- Howell, Cassie .....Big Sky Design
- Kraner, Jennifer .....Big Sky Design
- Latshaw, Jo Ann .....Uptown Market
- Lowe, Hannah .....Big Sky Design
- Pokak, Marie .....Nest Fine Gifts & Interiors
- Radack, Stephanie .....Big Sky Design
- Reid, Suzanne.....Nest Fine Gifts & Interiors
- Sihler, Jess.....Big Sky Design
- Tibault, Pam.....Crabby Chic
- Tillery, Hampton .....Atlantic Appliance and Hardware
- Tillery, Wade.....Atlantic Appliance and Hardware
- Wilkins, Raleigh.....Big Sky Design
- Williams, Monika.....Nest Fine Gifts & Interiors
- Young, Emily .....Big Sky Design
- Young, Vance .....Intracoastal Realty

*A special advertising section of Wilmington Magazine.*