

Business doings - The News & Observer, (Raleigh, NC)
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Duke Realty executive moves up the ranks
Duke Realty is shuffling its local ranks.

The Indianapolis real estate investment trust, which owns almost 5 million square feet of Triangle commercial real estate, is promoting its top local executive to a position that's based in Washington.

Andrew Kelton, Duke's senior vice president in charge Triangle operations, will become regional senior vice president for the Mid-Atlantic region. He will oversee operations that manage Duke's 9 million square feet of offices, warehouses and flex space in the Washington-Baltimore metropolitan area and the Triangle.

Kelton, 47, also will focus on expanding Duke's portfolio from New Jersey to the Carolinas.

Kelton joined Duke in 2000. Since then, the company has developed 5 million square feet of offices and industrial space and sold about 1.8 million square feet in the Triangle. He helped persuade Lenovo to move to Perimeter Park in Morrisville, and helped the company acquire the East Raleigh land that led to the development of Walnut Creek Business Park.

Kelton starts his new position Jan. 1. Duke expects to name his replacement in January.
Deals

Lanier Law Group, a Durham-based personal injury law firm founded by Lisa Lanier, is opening offices in Wilmington, Greenville and Fayetteville, giving it eight locations.

Trana Discovery, a drug discovery company in Cary, and Southern Research Institute, a contract research organization, made a research agreement to discover new classes of drugs for the treatment of patients with HIV.

Partners Tom Maxson, Edward Perry and Jesse Conniff joined forces to create a contracting company in Cary. Phase One Contracting will focus on land preparation for the Triangle's residential real estate developers and builders.

Crossroads Public Relations in Raleigh has two new clients: JBM Electronics, which provides wireless routers to the ATM and POS markets, and Virtual Heroes, an advanced learning technology company.

Tranzyme Pharma, a biopharmaceutical company that develops therapeutics for the treatment of gastrointestinal and metabolic disorders, was issued a European patent to protect key aspects of the company's drug discovery technology, Macrocyclic Template Chemistry.

Tilson Financial Group, a wealth management group based in Watchung, N.J., has opened an office in Chapel Hill. James R. Miller has been named senior vice president responsible for new business development in the Chapel Hill area.

Metabolon in Durham has a new service that allows researchers to understand the effects of investigational drugs during animal testing. MVivo will complete Metabolon's series of three metabolomic drug safety and efficacy testing solutions.

M&F Bank chose Rella:Cowan Advertising and V.K. Fields & Co. Public Relations to manage its yearlong 100th anniversary campaign. Rella:Cowan also was selected to develop a brand identity and marketing materials for historic Parrish Street in Durham.

Paula A. Wolf has formed Paulatics, a government affairs, political relations and political consulting firm that specializes in legislative, executive, grassroots and cyberlobbying for nonprofit organizations.