



THE POWER 100

The brains behind the political players that shape our nation, the media minds that shape our opinions, the developers who revitalize our region, and the business leaders and philanthropists that are always pushing the envelope ... power, above all, is influence

The Washington socialite–hostess gathers the ripe fruit of political, economic, and cultural orchards and serves it up as one fabulous cherry bombe at a charity fundraiser or a private soiree with Cabinet secretaries and other major political players. Two men shake hands in the U.S. Senate and a bill passes – or doesn’t. The influence to effect change, be it in the minds or actions of one’s fellow man, is simultaneously the most ephemeral quantity (how does one qualify or rate it?) and the biggest driving force on our planet.

In Washington, the most obvious source of power is political. However, we’ve omitted the names of those who draw government paychecks here, figuring that it would be too obvious to list all the senators, congressmen, and political appointees in Washington, as a quick glance at Google with the aforementioned keywords shows. For our purposes, power is knowledge, access, influence, and, perhaps as important, it is the perception of power itself.

These things by their very nature cannot remain static – and therefore our list changes with the times.

Power in Washington is different than in other big cities. Unlike New York, where wealth-centric power glitters with the subtlety of old gold, wealth doesn’t automatically confer power; in Washington, rather, it depends on how one uses it.

Washington’s power is fundamentally colored by its proximity to politics, and in this presidential season, even more so. This year, reading the tea leaves, we gave a larger nod to the power behind the candidates: foreign policy advisors, fundraisers, lobbyists, think tanks that house cabinets-in-waiting, and influential party leaders. When one takes the nature of that beast into consideration, it would make sense that power would change direction, bending with the current of the moment. This year in particular, it would be impossible to call Washington’s power anything but supercharged with political electricity.

ILLUSTRATION BY J.C. SUAREZ



REAL ESTATE



Left to right: Wesley Foster, Jr., Jim Abdo, Joe Robert, Jr., Tom Anderson, and Ted Lerner

“FoxNews Sunday” show, it’s no wonder he makes our Power 100 again this year. With his quick and aggressive demeanor, this guy can get anyone to talk...which is probably why he has won nearly every major broadcast news award.

KATHARINE WEYMOUTH
PUBLISHER, THE WASHINGTON POST
AND CHAIRMAN, WASHINGTON POST
MEDIA GROUP

Weymouth, a Stanford educated lawyer and granddaughter of the late Katharine Graham, became vice president of newspaper advertising for the \$8.8 billion media and education company in 2005. In February of this year, she was named chairman of Washington Post Media, solidifying her role as an integral part of this media power-conglomerate.

GEORGE F. WILL
SYNDICATED COLUMNIST

He may be as old-school as bobby socks and fraternity pins, but George Will remains a voice of reason for conservatives. An op-ed writer for *The Washington Post* (his column is also syndicated in more than 450 newspapers), his trophy case is chock-full of editorial nods, including a Pulitzer Prize for distinguished commentary. Will also writes a column for *Newsweek*, is a contributing analyst for ABC News, and has been a regular participant on ABC’s “This Week” on Sunday mornings since 1981.

REAL ESTATE

JIM ABDO
FOUNDER, ABDO DEVELOPMENT

Abdo revitalized Dupont Circle, and now-burgeoning Logan Circle, where nightclubs, high-end boutiques and galleries line the corridors. Most recently his \$200 million investment on H Street NE is transforming the former “riot corridor” (now known as Senate Square) into a luxury residential development that has attracted such high-profile buyers as former Mayor Anthony Williams and Mystics owner Sheila Johnson. Abdo currently has his sights set on redeveloping the New York Avenue gateway to Washington, where he controls 16 acres of land now approved for 3.5 million square feet of development. On the philanthropic front, he and his wife Mai are a driving force behind the National Children’s Museum, scheduled to reopen in 2012 at the National Harbor. Abdo’s ability to gain access and influence the powers-that-be in local government bodes well for him as he reshapes the face of Washington.

TOM ANDERSON, DANA
LANDRY, WILLIAM F.X.
MOODY AND MARC
SCHAPPELL
FOUNDERS, WASHINGTON FINE
PROPERTIES

Despite the challenging real estate market, this firm continues to set records in high-end sales. They sell 40 percent of their own listings (the national average is 17 percent) by uniting all of their agents, who include stars Nancy Taylor Bubes, Giselle Theberge and Jim Bell, behind each client. From \$25 million homes to \$500,000 condos, WFP handles a substantial percentage of the sales and purchases of the most valuable properties in the area.

A. JAMES CLARK
CHAIRMAN, CLARK ENTERPRISES

As the grandfather of one of the largest construction companies in the U.S. with just over \$2 billion in annual revenue, Clark’s name carries plenty of clout. He and CEO Larry Nussdorf have personally touched almost every major building project in town (the National’s Stadium and the Verizon Center), and as the winning bidder are the force behind the controversial proposed development of Anacostia National Park.

P. WESLEY FOSTER, JR.
AND BRENDA SHIPLETT
PRESIDENT, L & F COMPANIES AND
GENERAL MANAGER, LONG & FOSTER
(RESPECTIVELY)

Under Foster and Shiplett’s leadership, the L&F Companies (which encompass Long & Foster Real Estate, Inc., Prosperity Mortgage Company, Mid-States Title Insurance Agency, Inc. and Long & Foster Insurance Agency, Inc.) continued to grow despite a tough market, reporting a sale volume of \$61 billion last year. Shiplett is the top exec and Foster’s right-hand woman (she’s general manager for Long & Foster’s Virginia/West Virginia region).

JOHN T. “TIL” HAZEL
PARTNER, REED, SMITH, HAZEL &
THOMAS

Since the ’60s, the Hazel family’s major commercial developments (Tysons Corner, for example) have been legendary and far-reaching, and the sheer number of companies under family auspices is staggering. Among them are Hazel Land Companies, Inc.,

Hazel Peterson Development Company, William A. Hazel, Inc., and the ubiquitous law firm of Reed, Smith, Hazel & Thomas, the undisputed expert in matters involving D.C. government.

BENJAMIN JACOBS, DONALD
BROWN AND JOSEPH
GILDENHORN
PARTNERS, JBG COMPANIES

Real-estate giant The JBG Companies has recently been redeveloping tracts of land in Bethesda, and most recently closed the purchase of Bethesda commercial hub Artery Plaza for \$135 million. A power player since 1960, JBG continues to be one of the dominant players (with Mike Glosserman acting as managing partner) in the Washington-area real estate market.

TED LERNER
PRESIDENT, LERNER ENTERPRISES
AND PRINCIPAL OWNER OF THE
WASHINGTON NATIONALS

Nobody tells this guy what to do. He’s a key player in Washington-area real estate growth, developing more than 6,000 apartments and over 22,000 homes, creating one of the largest privately-owned real estate operations in the region, and making the *Forbes* 400 richest Americans list. His tactical and quiet approach to business won him ownership of the Washington Nationals, and this Washington native made headlines recently with the kickoff of the Nationals’ third season in their splashy new \$661 million stadium.

HERB MILLER
CHAIRMAN & CEO, WESTERN

BUSINESS



Top row, left to right: Abe Pollin, James Johnson, Fred Malek, Anthony Lewis, Michael Harreld. Bottom row, left to right: David Rubenstein, Sheila Johnson, Steve Case, Ted Leonsis, and Vernon Jordan. At right: Daniel Snyder

center left think-tank. A number of CAP's fellows are busy advising Clinton, and even more have signed on with Obama. Talbott, who was a Rhodes Scholar with President Clinton, helms the centrist Brookings Institution, whose reports are the third-most cited by members of Congress. Brookings fellows are advising all three campaigns. Since 1986, Christopher DeMuth has presided over the growth and rising influence of AEI on the Republican right, bringing in neo-conservative architects of the Iraq war such as Richard Pearle. AEI's Kevin Hassett is one of John McCain's key economic advisors.

HOWARD WOLFSON
COMMUNICATIONS DIRECTOR,
HILLARY CLINTON FOR PRESIDENT

When chief strategist Mark Penn was stripped of his title, political consultant and former Glover Park Group partner Howard Wolfson took over the top job in the Clinton campaign. Ironically, though the titles may have changed (and pollster/strategist Geoff Garrin has been brought in), much is the same, with Penn's firm, Burson-Marsteller continuing "to poll

for the campaign and play an important role advising both Senator Clinton and former President Clinton" (according to an internal email), while Wolfson and Garrin are tasked with helping to shape the Senator's message.

GENERAL ANTHONY ZINNI
AND **GENERAL WESLEY CLARK**

These two outspoken anti-Iraq war generals have helped bolster the Democratic party's position on foreign policy. Zinni is considered a top choice for vice president on an Obama ticket and Clark, who has Southern and national security credentials, has been an ardent advocate for Senator Clinton and is likely to be tapped for a senior role if either Democratic candidate wins.

BUSINESS AND
PHILANTHROPY

LYLES CARR AND
NELS OLSON
HEADHUNTERS, THE MCCORMICK
GROUP AND KORN FERRY
(RESPECTIVELY)

Who needs Washington Post Classifieds when you have these top Washington headhunters to find your next job? Known for being key players in the K Street business scene, Carr and Olsen have each skillfully landed major private sector posts for former government officials and top legal professionals around the city. In this market, their phones must be ringing off the hook. Just hope you aren't put on terminal hold.

STEVE AND JEAN CASE
CHAIRMAN, REVOLUTION AND
CHAIRWOMAN, THE CASE
FOUNDATION (RESPECTIVELY)

Steve Case may have left the helm of AOL, but he's still been quietly working to revolutionize the health and wellness industry with his aptly named Revolution Health, as well as Exclusive Resorts and Miraval. He is developing an \$800 million, 650-acre luxury resort in Costa Rica. His star power helped attract Carly Fiorina and others to his latest projects. In 2007, Case and Ted Leonsis joined in a \$5.5-million investment in widget syndication specialist Clearspring Technologies. He and his wife Jean, have leveraged two

decades of business experience to make a mark in philanthropic circles.

THOMAS DONOHUE
PRESIDENT & CEO, U.S. CHAMBER OF
COMMERCE

Since Donohue took over in 1997, the Chamber has tripled its annual revenues to \$160 million and has been influential in helping to lower trade barriers and win new free trade agreements on the international stage. Through its grassroots organization, www.vote4business.com, the Chamber has become highly influential in helping to elect pro-business candidates.

RICHARD D. FAIRBANK
AND **NIGEL MORRIS**
CEO & CO-FOUNDER, CAPITAL ONE
(RESPECTIVELY)

Americans are buying more and paying later than ever before, thanks in part to Fairbank and Morris, the grand viziers of credit lines. For 11 years, Fairbank has been CEO of Capital One Financial (COF), which ranks number two within diversified financials. Co-founder Morris grew the company's customer base to