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ECONOMIC OUTLOOK IS BRIGHT

Signs of the times: Owners report strong upward trends

BY DAVE FRIEDMAN

Unemployment rates are trending down, business is picking up, and cautious optimism bounds as the local economy continues to rebound. While the worst of times appear to be in the rear view mirror, Golden Crescent businesses are looking for continued growth, albeit slow.

"We still have a hit or miss economy," said Wells Fargo Se-



ZIEGLER

nior Economist Mark Vitner. "The recovery is slower than we've seen in the past. Interest rates are low, home build up is taking place, and there is population growth. This year is better than last. Next year should be better than this. But this where we're at for the foreseeable future."

One big client last year helped KS Audio Video in Cornelius to their best May in years. Numbers for May 2013 were double May 2012. But so far this year, business is exceeding last year, but not by a lot, says KS Audio Video owner Ken Ziegler.

See OWNERS' OUTLOOK, Page 16

Wells Fargo economist: business is on the mend

BY DAVE VIESER

After a rough first quarter, North Carolina's economy is on the mend, but there is still a sizeable number of individuals who are unemployed or underemployed according to Michael A. Brown, regional economist for Wells Fargo. Brown offered his assessment of local and national economic conditions before a room full of local business and govern-



BROWN

mental leaders at the May 29th BusinessToday's Newsmakers Breakfast at The Peninsula Club in Cornelius.

"The early part of the year was rough, as an unusually harsh winter impacted retail sales, businesses inventory slowed, and we witnessed a slight downshift in China's economy," Brown said. "Things are now looking up. In the mid-year economic outlook coming out in a few weeks, we're looking for a sizeable bounce back, as an anticipated 2.75 percent growth in the Gross Domestic

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With redevelopment, you do get second chances

BY DAVE FRIEDMAN

In the case of West Catawba Avenue in Cornelius, the old adage you don't get a second chance to make a first impression is being proved wrong. What was once called the ugliest road in the Piedmont is apparently on the way to being redeveloped block by block.

By the end of this year Publix will open a 49,000 square

foot grocery store in Magnolia Plaza at Jetton Road and West Catawba. For an aging boulevard that has had more than its share of hard times, it is significant that Publix chose that particular location.

"Cornelius is a wonderful community," said Publix spokesperson Kim Reynolds. "They have the demographics, population, and that is just a great site."

Meanwhile, just to the east on Catawba, Bank of the Ozarks opened a handsome Craftsman-style branch in May where a modest brick home stood for years.

A new Dunkin' Donuts, along with adjoining retail space could open later this year on a site that has long been an eyesore—an aging do-it-yourself car wash that was, oddly enough, within

easy walking distance of the landmark headquarters of a public company, Aquesta Financial Holdings.

Commercial real estate brokers agree that West Catawba is coming into its own as an attractive location because of significant efforts that have gone into making the road more appealing, with the old

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15521 Jetton Road, Cornelius

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In 2012, Jonathan Kepner became a Licensed Funeral Director and Embalmer and represents the fifth generation in the family business. "It's a true blessing to live here and serve the Lake Norman community with my family." — Jonathan Kepner

Along with assisting families during the most difficult times in their lives, Jonathan is in charge of Raymer-Kepner's new crematory. "It is an honor to oversee the on-site facility. Adding the crematory has set us apart as a full-service provider, allowing us to better serve the needs of families." — Jonathan Kepner



Rendering of the new Trinity Capital Building in Concord

Cabarrus spec buildings enhance outlook for relocating businesses

BY DAVE YOCHUM

When Trinity Capital Advisors broke ground on a 277,253-square-foot speculative industrial building on International Drive in Concord last month, Margie Bukowski was delighted.

The senior vice president of economic development for Cabarrus County says the building is just the latest in a string of spec buildings that she expects to attract a lot of interest in the world of site selection.

Trinity is expected to complete the building at 215 International Drive by the end of the year.

Bukowski said the building is slightly smaller than two other spec buildings in various stages of completion in Cabarrus, which means more choices for new and expanding companies that are looking for ready space sooner rather than later.

A spec building Childress Klein is constructing in the Afton Ridge Business Park is 360,000 square feet. Meanwhile, the Silverman Group has begun construction on two speculative buildings in the Concord Airport Business Park. One building is 400,000 square feet; the other is 150,000 square feet. Both are being built simultaneously. They're expected to finish up in December.

Bukowski is looking for considerably more activity with improvements to I-85 nearing completion, as well as a general upswing in the economy. North Carolina's steady improvement in national rankings of tax and regulatory burdens also helps.

The Trinity building, which has easy access to I-85, is a flexible industrial building, with the ability to combine distribution, manufacturing and office space within an appealing "business

park" design facing International Boulevard, Bukowski said.

"The user can say how they want the mix to be; the loading docks are in the back and the structure will be clean and corporate looking," she said.

The architect is Merriman Schmitt in Charlotte

The incentive package amounts to a three-year tax grant, with all the taxes paid up front and 85 percent granted back for three years.

Bukowski said interest among companies seeking to expand or relocate is up considerably from last year.

There have been 68 requests for information during the 10 and a half months of the current fiscal year. For all of FY 2012-13 there were 71.

"So we still have roughly six weeks to go to end the year and we should surpass that number in a big way," Bukowski said. Inquiries during the last several years stagnated, reflecting the national economy.

One marker of an improving economy is the jobless rate. The Cabarrus unemployment rate hit 13 percent in early 2010. It was 7.7 percent in the summer of 2013, and 5.8 percent more recently.

Bukowski said the new spec buildings can't do anything but provide new jobs.

"Expanding companies are looking for buildings on the ground or in the process of being built...all that pent up demand that has been sitting their for the past years because of the economy," Bukowski said.

She is encouraged by reports from her peers in other counties. "Everybody is busy. No matter which county I talk to we are all really busy and we have a lot of inquiries, so North Carolina is being seen as a great place to do business," she said.

ENTREPRENEURS

Going coastal: OhanaKey takes next step, moves into space in Cornelius

BY DAVE VIESER

These are busy and exciting days for Charleston native Shelia Brumlow who just opened OhanaKey's first office, warehouse and retail store at 9216-C Westmoreland Road in Cornelius.

OhanaKey, which does most of its business through mail order, features beach-inspired collections of apparel—including their trademark flip-flops, home accessories and jewelry.

Brumlow is glad to move the operation out of her home in Cornelius, into 600 square feet of sublet space.

"Four rooms and our garage have been filled with shirts and apparel for years," Brumlow said. "Now we can finally see the walls again."

She launched the company in 2007, originally focusing on custom printing and embroidery. In 2008 she trademarked the OHK-Beach Collection line of apparel inspired by the casual, coastal lifestyle.

Four years later she added the "Going Coastal" design and then last year, the PeaceFlops Designs and OHK-Mountain Collection. Their latest ad-



OhanaKey owner Shelia Brumlow with some of the Coastal design clothing on display at her new Westmoreland Road showroom in Cornelius.

dition is the WoodeyeZ, a wooden and bamboo sunglasses collection.

The company also provides designs for both Appalachian State and Coastal Carolina Universities. Last year, husband Chris Brumlow left his job in sales management at Best Buy and went to work for OhanaKey full time.

"We decided to jump in with both pair of flip-flops," Shelia says, pointing

out that Chris has an MBA from The McColl School of Business at Queens. Shelia has a degree in marketing from Florida State University, and worked in sales, marketing and advertising before becoming a full-time mom—her job for 15 years.

Their plan was for Chris to come on board next year or the year after. "We started The OhanaKey Co. in 2007 and

although I was the primary one working the business, Chris always had his hand in it with design and marketing," Shelia says.

To make the business more manageable, they have divided it into various departments, including apparel design, printing and embroidery businesses and schools; beach, mountain and lake collections; and license apparel for colleges and universities.

"I'm thrilled beyond belief about our university gigs," Shelia says.

Growth has been great since the couple fully committed to the business, she explains. Sales during the first five months of this year are already ahead of last year's total revenue.

On working with her husband, 24-7: "We will have been married 27 years in September and absolutely love working together."

Biggest challenge: "Financing growth and getting the message out to our specific target market, and finding the sales talent to help us grow all the departments."

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BT People

People On The Move

California company names Cornelius man executive vice president

Joseph M. Hart of Cornelius has joined Vertical Capital Markets Group LLC of Irvine, Calif., as executive vice president and director of business development. Most recently, he served as EVP of Institutional Sales for Realty Capital Securities in Boston. Before that, he headed up retail sales for ING Investment Management. He also held senior-level positions with Bank of America and Wachovia. Hart will maintain his office in Cornelius.



HART

New broker at Sperry Van Ness in Cornelius

Paula Quickel is a new commercial real estate broker at the Sperry Van Ness office in Cornelius. Quickel, who has a background in sales and marketing in the motorsport industry, is a lifelong resident of the area.



QUICKEL

Anderson parks at Charlotte bank's Lake Norman office

Matt Anderson has joined Park Sterling Bank as senior vice president and market executive for Lake Norman. He will be responsible for commercial business in Mooresville, Denver, Cornelius, Huntersville, Davidson and Statesville. A native of Lake Norman with more than 11 years of financial experience, Anderson most recently served as the commercial banking team leader for BB&T in Charlotte. He is a member of the Denver/Lake Norman Rotary Club.



ANDERSON

NAWBO Names Business Women of the Year



NAWBO's 29th Annual Business Women of the Year Awards Gala was held May 20 at the Charlotte City Club. NAWBO-Charlotte finalists: Shay Prosser, May Kathryn Ewart, Nicole Odum, LeeAnn Shattuck, Rochelle Rivas, Rosa Dest. Ewart, based in Concord, is an associate with ALFAC.

Rolle appointed to UNCC 49ers sports medicine team

May 16 Dr. Richard R. Rolle Jr., an oral and facial surgeon with a practice in Cornelius, was appointed to the UNCC 49ers Sports Medicine Team as the official Oral Surgeon of Athletics. "As a former college athlete, I am ecstatic to be working with the UNCC 49er athletes here in my own backyard," says Rolle, who played varsity football for Notre Dame.



ROLLE

Charlotte Motor Speedway's general counsel joins Moretz & Skufca

Lauri Eberhart, the former general counsel at Charlotte Motor Speedway, has joined Moretz & Skufca in the firm's Concord office. She played a key role in the formation of Speedway Motorsports, which became a publicly traded company



EBERHART

on the NYSE in 1995. During her law studies at Wake Forest, she interned at Charlotte Motor Speedway where she went on to become corporate general counsel. Mallory Willink has also joined Moretz & Skufca to provide expertise in the area of family law. A graduate of West Virginia University and The Charlotte School of Law, she was with a firm in Union County, where she focused on criminal and family law.

Kannapolis hires new director of communications

Annette Privette Keller is the new director of communications for the City of Kannapolis. She is currently serving as the communications director for the Town of Matthews, and has also worked as a consultant for a number of businesses and non-profit organizations. In Kannapolis, she will oversee all public relations, communications and marketing activities, including resident



KELLER

outreach, business and economic development marketing, and implementing the city's new "healthy life" branding initiative. She will also be involved in Kannapolis' new wayfinding program.

Speedway promotes seven veteran executives

Speedway Motorsports has promoted seven veteran SMI executives. The promotions, announced by SMI Chairman O. Bruton Smith, are: Donald G. Hawk, Jr., senior vice president of business affairs; James Scudder, senior vice president and chief accounting officer; Randall A. Storey, senior vice president and tax director, assistant secretary and assistant treasurer;

Cynthia M. Jacobson, senior vice president of human resources; J. Cary Tharrington IV, senior vice president, chief legal officer, general counsel and secretary; Michael D. Burch, senior vice president/national sales and marketing; and Braun Smith, vice president/sales



SMITH

"Combined, these hard-working executives have nearly 100 years of experience within the Speedway Motorsports family and much more industry experience beyond that," Smith said. "With their unmatched expertise, unwavering passion for our brand and continued efforts to expand customer expectations, I'm confident these leaders will continue to place Speedway Motorsports at the forefront of innovation and customer satisfaction for years to come."



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CABARRUS COUNTY

The Christy's went down the garden path and thrived

BY DAVE FRIEDMAN

For Steve and Rachel Christy, two major milestones are approaching. The couple who have been married for 60 years will celebrate their daughter Mari-Ann's 50th birthday on July 10. The same day marks the half-century celebration of their business, Christy's Nursery.

"The day our daughter was born people came to grade a lot in our backyard to start the nursery," said Steve. "I get accused of not coming to see her, but I did."

Before opening their business together, Rachel was running a beauty shop while Steve made and sold ladies hose. As demand for panty hose declined, a new venture with low overhead costs was needed.

"A nursery was something we could do without money," said Steve. "We started from scratch. We didn't buy in, we grew into it." We started with little stuff, and learned how to grow it. Then we'd take it to market and sell it. We started that way and still do it the same way."

While Rachel continued to work at the beauty shop to support their family, Christy's Nursery made \$1,600 in revenue during their first year. Last year the business had revenue of \$1.7 million.

"It's the American Dream," said Steve. "We wanted to do better and we have."

What sets Christy's apart from major competitors are the three prongs of their business. They grow retail, and plant. While retail is the most lucrative aspect of the nursery, they've found a unique niche.

"There is a lot of competition, but not many do what we do," said Steve. "Most people buy and sell, or landscape, buy and install. Making money has never been our first criteria. Being sure what we do looks good and is done right is the goal."

Steve's 20 employees must sometimes wonder what will happen when the now 79 year old decides to retire. However, he's not offering any clarification on when that may occur.

"We have the option to work or not



Owners Steve and Rachel Christy, owners of Christy's Nursery, 2400 Concord Pkwy. S., Concord

work," said Steve. "We like it. I don't know what's next. We'll be here as long as we can."

Over 50 years Christy's has had some of the same employees for decades. They've weathered recessions without laying off anybody, and on a recent Saturday were so busy that when a call

came into the store for Steve the person answering the phone said it would take an hour to find him with all of the people around. More than anything, Steve Christy has enjoyed every step along the way.

"It's a way to make a living, be independent, and mingle," he said.

Harrisburg student lands Morehead-Cain scholarship

When Daverian "Tre" Williams graduated from Cabarrus-Kannapolis Early College High School and Rowan-Cabarrus Community College, Gov. Pat McCrory shook his hand. He is the the recipient of the Morehead-Cain scholarship, the oldest merit scholarship program in the nation. He will receive his bachelor's and master's from UNC-Chapel Hill for free thanks to his tuition-free associate degrees from Rowan-Cabarrus.

Morehead-Caine scholars are provided with four full years, including summers, of fully-funded education at the University of North Carolina at Chapel Hill. People from all over the globe seek out this recognition, but only 3 percent – about 50 – of each year's nominees are selected as Morehead-Cain scholars.

In addition to a rigorous course load as a high school and college student, Williams has been actively engaged in the community. He has volunteered at the Community Free



Daverian Williams accepts his diploma from Gov. Pat McCrory

Clinic and led his varsity intramural football team to the championship games. He also started his own book and movie club and worked at McDonald's as a crew trainer. Williams successfully balanced his academic pursuits and community interests, all while setting an example for his four younger siblings.

CABARRUS COUNTY



David H. Murdock Core Laboratory Building

All kinds of building going on at the NC Research Center

BY JENNIFER WOODFORD

Summer at the NC Research Campus is heating up with building of all kinds.

Nicholas Kottyan, DataChambers CEO, anticipates that the warmer weather will allow the company to finish site work and begin construction this month on the company's 50,000-square-foot data center at the NC Research Campus. Substantial completion is slated for late 2014. The contractor is Raleigh-based Clancey & Theys Construction Co.

DataChambers, which provides services from IT management to cloud computing for small businesses to billion dollar corporations, is already doing their part to build the local economy by hiring two business development and one marketing manager for the Charlotte area. As space in the new data center fills up, Kottyan expects to have a staff of at least 20 people.

"We have signed very substantial clients in the Charlotte-area, and we are talking to and negotiating with many others in Charlotte and other markets," Kottyan said. "We are excited about the interest in our newest location considering we are seven months out from even opening the doors."

As construction begins on the data center, the NCRC's scientific reputation builds with the announcement of new discoveries. Appalachian State Univer-

sity's identification of a new biomarker for measuring oxidative stress when exercising may change the understanding of how oxidative stress contributes to aging and diseases like cancer. NC State University's creation of a food ingredient that can reduce peanut allergens has life-saving potential for those who live with the allergy.

Building the campus' workforce and scientific capacity, the Duke Energy Foundation contributed \$150,000 to the Plant Pathway Elucidation Project (P2EP) topping their previous donation of \$100,000. P2EP is an educational, research program that pairs NCRC's scientists with high school through graduate students to investigate how plants make bioactive compounds that are beneficial to human health and to establish a knowledge base of genetic data.

"It is important that we participate with the research campus because it is a vital part of this community that is having an impact on the entire state much like the Research Triangle did," said Randy D. Welch, Duke Energy district manager of Government and Community Relations, "but the one thing that attracts us to P2EP is the collaborative effort. The collaboration that happens at the campus and as part of P2EP is exactly the type of program Duke Energy wants to support."

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Paula Quickel and Barbara Brown Needham with Sperry Van Ness

Women still an anomaly in the world of commercial real estate

BY DAVE YOCHUM

When Lisa Dula got into the commercial real estate business back in the 1980s, it really was a mad, mad men's world. The handful of female brokers and property managers back then—just like women bankers and lawyers in those days—wore navy blue “penguin suits” and bow ties in hopes of being treated equally.

“Sadly we didn’t copy the men’s shoes,” Dula laughs, “we still had to wear two-inch heels.”

The Cornelius-based broker was among the vanguard of women in the commercial real estate industry in the early 1980s when men ruled the office, retail and industrial leasing and sales game. Even now most women in real estate are concentrated on the residential side.

There are at least three high-level career women in the commercial real estate business in the Golden Crescent. While there are a handful of women in the buildings trades all around the region—architect Barbara Walker in Cabarrus and contractor Nicole Goolsby, the former chairman of the Lake Norman Homebuilders Association—women are the exception.

Barbara Brown Needham was one of the founders of Charlotte’s Commercial Real Estate Women back in the early 1980s. She has been selling and leasing commercial space for

30 years. Today, along with partner Paula Quickel, she’s associated with Sperry Van Ness, a national commercial real estate brokerage.

Kate Gaither, the owner of Mooresville-based Newport Commercial, turned the tables on gender equality in the workplace. She employs her husband Bill, who she says is “one of my top agents in commercial,” quickly adding that her “other agents and staff are all important to me.”

Gaither got into the commercial side of the real estate business back in 1999.

Knowing the market and “when to share information and when not to” helps level the playing field. “You have to know the players and the market or you are out,” she said.

Asked if she works in a man’s world, Kate Gaither declared: “No.”

Many people in business say women are better listeners, a good thing when it comes to client relations and negotiations. Then, too, women are less inclined to want to declare a winner and a loser in a deal—they have more of a win-win approach to things, Needham explained.

And as anyone who’s tried to reach someone in business at 10 a.m. knows, the white-collar workaday world revolves around meetings. Flynn Heath Holt Leadership, a Charlotte-based

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COMMERCIAL

from page 8



Lisa Dula with was among the vanguard of women in the commercial real estate

leadership consulting firm, in an article in Harvard Business Review, said confidence, language choice, timing and communications styles contribute to how women are perceived in meetings.

Needham got her start in real estate as the secretary to a Charlotte real estate developer. But all the sizzle—and money—was on the leasing side of the business. When she asked her boss for a shot at being a leasing agent, he said she would never be able to make it.

“He told me I was a woman, I didn’t have the connections and I wasn’t from this area,” Needham remembered.

She showed him.

“I went and got my real estate license and didn’t tell him. Once I had my license, I said, ‘now I’m able to be a commercial broker’ and he said I still couldn’t make it,” Needham said. She promptly went to work as a broker at what was then The Brackett Co. and made a region-wide name for herself—no small feat in a fast-growing city.

But even so she was often be asked to get coffee for everyone in a property conference, despite the fact that she was the one in charge of the meeting.

“You’re trying to appease everyone, so I would in fact get the coffee...so I

guess the meeting was not going to start until I got them coffee,” Needham said.

“It totally is,” Needham said. “It’s still the perspective that the man knows more about commercial real estate as opposed to the woman. Of course it’s getting better, and it’s not as bad as it was 25 years ago.”

She said she



GAITHER

wouldn’t hesitate to recommend commercial real estate as a lucrative career for women starting out today.

Dula, a single parent who adopted two children, said she wouldn’t do it any other way. She successfully juggles work and parenting, and sometimes works into the night after her children have gone to bed.

“It’s challenging sometimes, but where there’s a will, there’s a way,” Dula said. “I’m a better listener...and I have tenacity. I’m just bound and determined to get it done.”



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CATAWBA

from page 1



An ugly thoroughfare in Cornelius is redeveloping. Aquesta looms in the background

giving way to the new.

"New buildings, street widening, and putting in sidewalks makes a difference," said Robbie Lowrance, a veteran broker with Merit Properties. "It's simple, but it is transforming the area. It's more inviting. Robbins Park transformed a big portion of Catawba Avenue. When you manicure the land, it improves the visual effect."

Of course, some of the resurgence may be attributable to an improving economy.

For another veteran broker, Barbara Brown Needham at Sperry Van Ness, the changes to West Catawba have opened the door to a different type of business.

"It's not Independence Boulevard anymore," said Brown. "It's a great place to start a business and get off the ground. It is affordable and more progressive."

While the perception of the area is changing, lease prices haven't gone through the roof. That makes it a great fit for a variety of different enterprises.

"Exit 25 used to have much more appeal," said Brown. "Now you don't need to pay \$31 a square foot. You can pay \$15. It's perfect for a lot of companies."

Those businesses don't have to be

start-ups either. Dula Real Estate's Lisa Dula suggested that the entrepreneurs who live right down the road don't have to spend their mornings and afternoons in traffic.

"It's the gateway to some of the nicest residential real estate in North Carolina," said Dula. "Those people don't just go home. They can shop and go to offices in the area."

BV Belk Properties recognized an opportunity on West Catawba almost a decade ago. Shortly after power lines were put underground they began plans for development. However, the economy tanked, and the project was put on hold. When Publix began discussing their location a couple of years ago, B.V. Belk Jr. went to work. He expects Dunkin' Donuts and Penn Station East Coast Subs to open by the end of this year, and if plans are approved, his vision for a 20-acre parcel nearby will blossom.

"We're going to have our own little SouthPark here," said Belk. "It's a mixed-use development. We're working with a very high-end developer. It's going to have high-end tenants. It's always been a premium location. Infrastructure is the main thing. We have got to have the right road system. Hopefully we'll get all the planing done and finalized by the end of the year."

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*Offers subject to change without notice. See a sales associate for complete Lake Norman Commercial Advantage program details and requirements.

Small Business Toolbox

Are you building an enterprise or a livelihood?

Whether you are in a start-up mode how your thinking still needs to evolve.

or have been conducting business on your own for years, knowing where your business is headed is critical to your future well-being as well as the livelihood of others who may be depending on the success of your venture. This is why strategy is so important in a business, starting with the long-term vision of your venture in order to make better decisions and to identify and pursue opportunities effectively.

While some of what I write here will seem basic to a portion of you reading this, I hope those of you who are more established and strategically driven in your business will still pause to consider



BizGrowth 5.0

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Contracted Employee When you are totally reliant on a single client or contract source for your income, you are in essence a contracted employee. While you may be getting a 1099 for tax purposes at the end of each fiscal year indicating you are self-employed, you are at the dangerous mercy of this single source of income. You are an individual providing your expertise or competency independently on a contractual basis.

Self-Employed: Once you gain multiple clients, contracts or sources of income from your services or expertise, you are elevated to being self-

employed as a sub-contractor serving a diverse base of income sources. If payments are made to you as an individual accompanied with 1099s for tax purposes, then you are not an established business entity. You are still being viewed as an individual conducting business independently, a sole proprietor, in the eyes of the marketplace.

Business Owner: When you have established a business entity and presence, accompanied with a business structure such as a partnership, LLC, LCCP, S-Corp or C-Corp, then you have entered the realm of owning a business with the investment that is involved in establishing the company. You are conducting business as an officer or partner of the company. The company feels and looks like a business to your marketplace when you are also sourcing and conducting commerce as a means of operating your business in addition to providing your services and products.

Entrepreneur: The key distinction, in my opinion, between a business owner and an entrepreneur is in the areas of product and service innovation, target market due diligence, and enterprise value building. An entrepreneur is strategically focused on how to continually evolve the enterprise beyond where it is currently in what it offers and brings to the marketplace, not just in realizing a larger customer base with what the business is currently offering.

Shareholder: While you may be listed as a shareholder in the corporate papers of your company, are you really thinking like a shareholder in how you are strategically building your company? A shareholder mindset is one that is seeking ways to build value in the company beyond the ownership or the enterprise as it exists today. If you are strategically thinking like a shareholder, you are making decisions based on what will make the company more valuable to the marketplace as well as for potential acquisition. This does not mean you are seeking to take the company public, but then, this is dependent on your ultimate strategy for your company beyond you, isn't it?

The mindset from which you operate and make decisions within your business is as important as the strategy and its implementation. If you are still operating like someone who is self-employed and desire to build an enterprise you can sell one day, it is time to shift your mindset to be in alignment with your desire.

Sherre DeMao is author of nationally acclaimed books and is founder of SLD Unlimited Biz Growth Inc., a full-service marketing, branding and operational strategy firm based in Denver, NC. Her column seeks to help business owners build and grow sustainable enterprises with economic value and preference in the marketplace. DeMao can be reached at 704.483.2941 or sherre@sldunlimited.com.

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Visionary sales from synergy

The bottom line in the most successful business is: Everyone is in sales. The best sales department in a decade cannot generate

high repeat sales to customers if the shipping department has slow cycle times or high rates of error. Nor can a stellar marketing department drive business in if the service call center staff are caustic or unhelpful and drive business away.

Organizations must work as an organism, with one purpose, in one direction, and with a unified effort.

Whether one creates the product, provides a direct service, performs a support role, or seemingly has no link to the end product or service (such as facility maintenance), they are all in sales. In the direct or indirect link of communication and support to and with the customer everyone must view the significance of the task they do in an organization in light of its ultimate connection to the end product or service and the customer.

It is the responsibility of every supervisor, middle manager, and executive leader to see each employee understands their role in helping sales to occur-and to re-occur.

1. **Define** the organizational vision in a way everyone can use it as a guide to their individual actions.

2. **Use** the vision statement when demonstrating how to act toward the customer, apply creativity in problem solving, and achieve high quality outcomes.

3. **Map** processes so each job can be viewed as a vital tie-in to the end product or service, in the satisfaction of customers, and the quality and image of the company's reputation.

4. **Hold** orientation sessions to expand organizational knowledge so all within the organization comprehend the way your business works.

5. **Insist** on fluid communication up and down the hierarchy so that best ideas can win with ease.

6. **Establish** primary channels and synchronized practices to ensure essential communications are current at all times throughout the organization.

7. **Build** interdependent relationships between departments to eliminate traditional conflicts.

8. **Train** cross-functional teams to competitively solve problems together.

9. **Highlight** how goals fit together from all divisions developing organizational competitive advantage.

10. **Celebrate** wins together with everyone included to affirm the fact: Everyone is responsible for sales.

Superior organizations do many things well. They built their unmatched strength by first having a plan, then doing small things well which let them fulfill larger goals. Everyone in their organization understands the vision. Everyone knows how the work they do connects in a relationship with other workers, and with the satisfied customer.

Evaluate the level of synergy your organization is achieving. Make sure your vision is effectively being used to drive sales. Remember: Everyone should be in sales, with one purpose, one direction and in a unified effort.

Cheryl Kane, MBA, is a business consultant, sales trainer, and professional speaker specializing in service quality. If you seek assistance in growing your business, need a business speaker, or have a question you would like to see answered in this column, Cheryl welcomes your communication at (704) 795-5058 or through her web site, www.cherylkane.net.



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MEETINGS AND EVENTS

Meeting needs: Here's a look at Golden Crescent venues

BY SUZANNE FULTON

If you want to plan an event in one of the towns around Lake Norman or Cabarrus, you might be surprised at how many venues there are to choose from—or how few there are. It depends. Size matters, alcohol matters, weather too. Let's not forget food service, audio-visual, on-site event assistance, vendors and sleeping rooms.

If your participants number in the hundreds and you want to corral them in one facility for meetings and overnight accommodations, the best option is Embassy Suites Charlotte-Concord Golf Resort and Spa in Concord. Its location overlooking a golf course near Charlotte Motor Speedway, Z-Max Dragway and shopping at Concord Mills earns high marks. Embassy Suites offers a host of amenities in addition to sleeping rooms - complimentary breakfast cooked to order, fitness center, swimming pool, beauty/relaxation spa, and 50,000-square-feet of flexible event space and comprehensive exhibit/trade show services.



Rural Hill: A rural and charming event venue with modern amenities.

Another large facility in Concord is the Cabarrus Arena and Events Center. It is the site for many high school and college graduations and events such as the Better Living Home and Garden Show.

The Hilton Garden Inn, also located near the Speedway, offers a ballroom that seats 80 to 200-plus people de-

pending on seating style. Call 704-979-2900.

A lovely plantation setting for a wedding and reception just outside of Concord in Mt. Pleasant is Saratoga Springs. Call 704-436-2249.

Go to www.visitcabarrus.com to get an overview and web links for a longer list of hotels, attractions, as well as meetings and conference space.

As for venues near Lake Norman, Sally Ashworth, executive director of Visit Lake Norman, says the three towns of Huntersville, Cornelius and Davidson have lost business from Fortune 500 corporations because they can't accommodate large groups.

Event planner Vickie Stevens said she had to inform the organizer of the Miss North Carolina Teen USA pageant last year that the plan to schedule the pageant near Lake Norman could not be accommodated because there isn't a hotel that offers the combination of sleeping rooms and a ballroom big enough for 300 participants.

While there isn't a large hotel/conference center in Lake Norman, there is a wide array of facilities ranging from golf and yacht clubs to farms and lake-front properties.

Certified Meeting Planner Karen Lawrence of It's My Affair, says Lake Norman may not have full-service convention hotels, but meeting planners and hotel event staff can work together on creative solutions, highlighting what is unique about Lake Norman. For example, there are several venues in the area within 10 to 20

minutes that can accommodate large group day meetings. "I encourage clients not to be afraid to explore a different way of hosting a meeting. The traditional way of doing meetings is changing."

"Concerning limited-service hotels, you can always work with the venue to set up a tent on the property that can host your breakfast, lunch or dinners to get people outside of the traditional ballroom," Lawrence adds. "For day meetings, consider booking a unique venue that is close by, such as the The Pit (indoor kart racing in Mooresville), that have a large conference room and can accommodate large groups."

She suggests, "Consider changing your seating style from the traditional classroom or theater set-ups to seating that is more interactive and conducive for today's learning styles."

"You will be surprised at the results and what people take away from your meeting when you do the unexpected. It takes just a little creativity to overcome space challenges," Lawrence explains.

Quaint venues

Historic Rural Hill, located in Huntersville, boasts a new, barn-like building for gatherings. This "Cultural Center" can serve as a wedding or business meeting site for those who want modern amenities in a rural setting. It features a large pull-down screen and audio-visual equipment. The 2,000-square-foot room can seat about 140 guests. Meeting planners must hire an off-site caterer. Call 704-875-3113.

Beaver Dam, a Federal style house in Davidson, was built in the 1800s and renovated in the 1970s. Its grounds, graced by magnolia trees as well as a rustic barn, are available to the public for rental throughout the year. It is managed by Armin's Catering. Call 704-947-1670.

In Mooresville, Johnson Carriage House & Meadows provides an equestrian and old world ambiance. On-site kitchen. Call 704-360-2962.

If you want theater seating for your business event, the Energy Explorium at McGuire Nuclear Station in

EVENTS

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Huntersville offers its auditorium for free. Plus, the building and grounds are next to Lake Norman. A Community Open House is scheduled for June 11, 6 p.m. to 8 p.m. Staff will provide a brief presentation about McGuire Nuclear Station and the Lake Norman area. Children are welcome and light refreshments will be served. Although it's a drop-in event, visitors are asked to RSVP by calling 980-875-5600.

More meeting locations

In Cornelius The Peninsula Yacht Club dining room and veranda overlook a private marina and can seat up to 200 people. Many people have enjoyed weddings and receptions on the lawn. Call 704-765-1043.

If you prefer a high-end golf club setting, there are several choices.

In Huntersville, NorthStone Country Club can accommodate a party of as many as 350 people. Call 704-949-1281. The Peninsula Club in Cornelius hosts many local meetings in its ballroom and lakeside meeting room, a feature of which is a 70-inch presentation monitor. Call 704-896-7080.

With a fine Lake Norman view, the Trump National Golf Club in Mooresville can handle events seating up to 350 people. The number to call for planning is 704-799-7300 ext. 204.

The Pearl Weddings and Events center opened in Cornelius last year and has hosted numerous social events but it can be configured for a business meeting as well. The seating capacity is 225 and it features a full kitchen and chef as well as a stage and dance floor. Call 704-947-1670.

Waterford Hall is a large space above the Galway Hooker restaurant in Cornelius. It can hold more than 200 people for a cocktail party and the floor is danceable. Audio-visual equipment, a staffed bar and restrooms complete the layout. Call 704-895-1782.

The City of Mooresville owns a large facility that is put to good use by a host of business and civic and charitable organizations—The Charles Mack Citizen Center in the heart of downtown. Its six large banquet rooms adapt easily to many kinds of events. A kitchen is on the premises but a caterer must be selected from the Center's approved list. This large facility boasts a broad list of banquet and meeting and projection equipment. Call 704-662-3334.



Pit indoor go karts

Mooresville also has a few unique venues.

Carrigan Farms is a working family farm that is a resource for event planners seeking a unique outdoor environment, the property has a gorgeous quarry with a sandy beach for a variety of types of gatherings for children and adults. Call 704-664-1450.

The Pit on Hwy. 150 east of Exit 36 features go kart racing and other indoor activities for variety of types of groups and events, including team-building exercises, bachelor parties and business meetings. Call 704-402-2596.

Conference center coming

Ashworth would like to see a facility emerge that provides a marriage of a conference center and hotel rooms

MEETINGS AND EVENTS

similar to Concord's Embassy Suites and its conference center. The good news is that plans are under way for just such a facility.

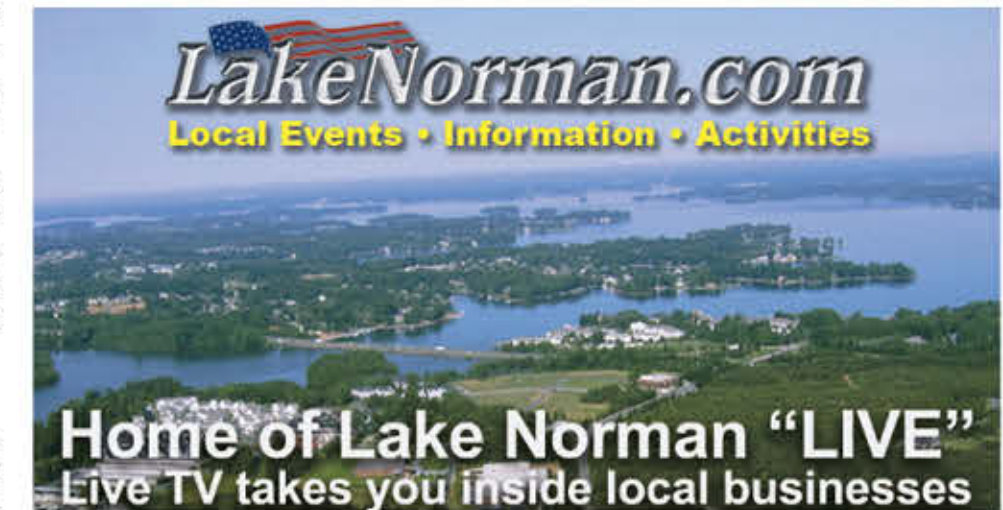
LangTree Lake Norman, at I-77 Exit 31, will be home to a high rise, 254-room hotel overlooking the lake and connected to a 23,000-square-foot convention center, with the space divisible into smaller spaces and break out rooms.

The property is in the design phase. Ground-breaking will occur early in 2015 and construction will take about 22 months.

The Piedmont Renaissance Center in downtown Concord is an elegant set-

ting with beautiful columns and high ceilings. It is used for community and social events like weddings and birthday parties as well as company meetings. There are several space choices. The ballroom was a bank lobby and is more than 1,700-square-feet. Call 704-262-1551.

About an hour east is Lucky Clays Farm in Norwood. This venue, with cottages, woods and ponds, can be used for corporate retreats and other functions. It boasts a new 4,800-square-foot, two-story conference center featuring reclaimed brick on the walls and maple on the floors plus a full kitchen and technology for presentations. Call 1-855-858-5825.



Big Day at the Lake is July 19, register to be a Boat Host 'Celebrity Bartender' fundraiser-party is June 19 at Alton's

The 10th year of Big Day at the Lake is off and running with online Boat Host registration open and the annual Celebrity Bartending party set for June 19 at Alton's Kitchen and Cocktails in Cornelius.

Big Day at the Lake is Saturday, July 19. More than 100 Boat Hosts are needed to take at-risk children in Big Brothers Big Sisters—complete with built-in chaperones—out on Lake Norman for a morning of fun, concluding with a picnic for 600-plus participants at Duke Energy Explorium.

The Celebrity Bartending event June 19 is a fundraiser, with political leaders like Mayor Chuck Travis and sports figures dueling for tips. This year's total fundraising goal is \$100,000. "To date, more than \$65,000 has been raised, thanks to the incredibly generous support of local businesses large and small, national companies and individuals in and around Cornelius, Huntersville and Davidson," said Dave Yochum, the founder of Big Day at the Lake.

Volunteer mixologists include former Carolina Panther Rod Smith, former NBA player Eric "Sleepy" Floyd (NJ Nets, Golden State Warriors, Houston Rockets & San Antonio Spurs), former NFL kicker for Colts and Rams Dean Biasucci, former NFL player Adrian Murrell (Jets, Redskins & Cowboys), and WCNC Meteorologist John Wendel.

The organizing committee seeks 60-70 picnic volunteers to help run the picnic. Individuals, as well as non-profit and sponsor teams can volunteer.

"So many Boat Hosts and so many volunteers have made a difference in the lives of literally hundreds of at-risk children over the years. I so appreciate our volunteers and sponsors who give back to our community in a meaningful and efficient way, said Yochum, who is also the editor of Cornelius Today and Business Today.

To register as a Boat Host or to volunteer, go to:

www.bigdayatthelake-lkn.com

OWNERS' OUTLOOK

from page 1

“More people are in the showroom. We’re seeing both business and residential clients. There are a lot of small and medium-size jobs to work on. Through five months we’re very close to last year and those numbers were skewed by one big project.”

The boating industry is afloat, thank you very much. At Hall Marine Lake Norman, the Sea Ray dealer says service never slowed during the winter and is up 20 percent over last year. While the number of boats being purchased is flat, the type of craft people are buying has shifted.

“The last two years people bought our less-expensive models,” said Hall Marine General Manager Tim McClare. “We’ve run out of our high-end pontoon boats already this year.”

In 2013, the six Hall Marine locations combined to sell 15 high-end boats. This year they’ve already equaled that number and have been scrambling to find more. Three boats have been purchased for more than \$100,000. Last year Hall Marine didn’t sell any of them.

The uptick in high-end boat purchases mimics increased interest in real estate by the water. Reed Jackson of Ivester Jackson Distinctive Properties said showings are up despite a late

start to the season.

“There are just under 150 homes under contract on Lake Norman for over \$500,000,” said Jackson. “Last year there were about 130 at this time, and that was the best in five years. A lot of the luxury market comes from the northeast corridor and they just got sledgehammered by the weather this spring. That meant they had to dig out from the storms, and there was a domino effect. Everything is backed up.”

Interest is clearly strong. Jackson is able to track the number of people who look up information on properties for sale using their smart phone. While drive-by inquiries were down 20 percent thru March 1, between March 1 and May 1 they were up by 40 percent.

With homes under contract up from 32 to 40 in Cornelius, from 11 to 19 at The Point, and equal to last year’s phenomenal numbers in Davidson, Jackson is optimistic.

“The 500 to 999K market is really zooming,” said Jackson. “Our showing activity points to a strong second half. There is low inventory and plenty of interest.”

Vitner, the Wells Fargo economist, is not surprised that things by the lake are doing well. However, he doesn’t think real estate by the water is always the best economic indicator.

“Areas around the lake have done better,” said Vitner. “Waterfront has a



Artist’s conceptualization of the mixed use development at Langtree at the Lake

limited supply. Suburban development away from the center city is still struggling.”

Iredell County’s LangTree mixed-use project is coming alive with more than a dozen new tenants, mostly retail.

Located close to the airport, both Electrolux and TIAA CREF located on property that is already developed near UNC-Charlotte. Vitner thinks that LangTree “could prove to be a catalyst” for businesses to get up and running quickly with infrastructure already in place.

And it takes a car to get ahead. Lake Norman Chrysler Dodge Jeep co-owner Jack Salzman has seen a dramatic

turnaround in the Cornelius-based business.

“We were on the brink of going out of business five years ago,” said Salzman. “We had weeks to go. We didn’t sell 100 cars, new or used, in a month back then. We’re in the 280’s now.”

Lake Norman Chrysler has gone from having less than \$5 million of inventory on the lot to over \$18 million on the grounds. Salzman could never have imagined his largest “problem” today in the late 2010’s.

“The economy is good,” said Salzman. “The region is doing really well. Our biggest issue is not enough space.”

ECONOMIST

from page 1

Product (GDP) makes up for most of the loss from the first quarter.”

Brown nevertheless waved a caution flag. He said the recovery will continue to be gradual and will not float every boat. “North Carolina generally tracks the national trends quite closely, and we anticipate some unemployed workers in specialized fields will have a difficult time finding work.”

It is those workers, Brown said, who may give up trying to find a job. When factored with the unemployed, the “real rate” mushrooms to almost 13 percent.

Brown made a number of keen observations:

- Commercial real estate is on the move. “In Charlotte there’s a construction project on almost every corner. This is something we have been waiting for.” Brown sees continued strength in commercial lending dur-



Michael Brown speaks on the economy at the Newsmakers Breakfast in May.

ing the next 12-24 months and thinks that commercial construction spending will help to perpetuate business investment in the year ahead.

- A full recovery in small business remains off in the future. “Among small business owners their major concern has shifted from fears about sales to concerns about taxes and regulation.”

- There has been a significant shift from purchase to rental among young people starting households. Brown says this shift portends changes in consumer preferences—including home-building, a key economic engine—over the next decade.

- Home prices continue to rise both nationally and locally, as consumer confidence slowly improves. Brown says the shift in North Carolina is less dramatic than other parts of the country where the housing bubble was bigger. The rise in home prices helps fund small business creation, he said.

- Unemployment is reverting to its long-run average of 6.37 percent, while employment growth is running around 1.28 percent.

Looking ahead, Brown offered the following expectations for the economy:

- A sustained modest pace of economic growth
- Business spending will improve over the next year
- Investment in commercial real

estate will support growth

- Consumer spending will remain modest
- Deleveraging and rebuilding of wealth will continue
- The housing market, as well as the employment picture, will slowly continue to improve

Brown, who has been featured in Bloomberg News, Reuters and other media, writes Wells Fargo’s Weekly Economic & Financial Commentary, and provides analysis of state and local budget issues, as well as the interface between education and the economy. He has a B.S. in business economics and a master’s degree in economics from the Sam M. Walton College of Business at the University of Arkansas.

The presenting sponsor of the Newsmakers Breakfast was Allen Tate Realtor Dixie Dean. Breakfast sponsors are Donna Moffett Accountants and Consultants and Hyde Park Storage Suites. Coffee sponsors were Davidson Wealth Management and Master Title Agency.

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NEWS.e

Cabarrus manager proposes \$209.7 million budget

May 19 Cabarrus County Manager Mike Downs proposed a \$209,684,590 budget, a 1.77 percent decrease in spending from the FY14. The proposed budget represents a tax rate of 70 cents, the same rate as FY13 and FY14.



DOWNES

FY15 budget highlights:

- A reduction in departmental current expenses of approximately \$2.7 million;

- A new branch of the Cabarrus County Public Library System in the Midland (southern Cabarrus) area and an additional Emergency Medical Service (EMS) station in the Concord Mills/Speedway area;

- Additional \$2,696,438 in proposed funding for annual salary increases and building maintenance for Cabarrus County and Kannapolis City school districts;

- Workers compensation costs funded through the current expense budget;

- And the revision of the County's Five Year Plan to provide additional capital and current expense funding to schools.

The proposed FY15 budget, Downs said, balances economic and growth forecasts; decreases related to lottery funds, the Tax and Tag Together program and debt proceeds; the unemployment rate; the financial impact of Federal and State healthcare programs and services; operational and capital needs of the Cabarrus County and Kannapolis City school districts and Rowan Cabarrus Community College; and the Governor's budget proposal. It also considers County programs, services, staffing



New McGuire transformer to generate traffic delay May 27

May 20 On Tuesday, May 27, McGuire Nuclear Station received a new 800,000 lb. transformer. Delivered by rail, the transformer will be installed in 2015.

and productivity.

The FY15 budget does not include cost-of-living or merit salary increases for County employees. The budget does include \$100,000 for proposed salary adjustments for positions considered below market rate and internal equity.

The Board will hold a public hearing on the proposed budget and consider its adoption at its June 16 meeting. A final budget must be adopted by June 30.

Master Water Management plan flowing in for the region

May 14 The Catawba-Wataree Water Management Group (CWWMG) has worked with stakeholders for more than four years to design a basin-wide water supply master plan that can help ensure our water supply will fully support the growing needs of the region into the next century.

"Without significant effort to manage water consumption, this generation could see a time when there will not be enough water flowing in the Catawba-Wataree River to support

more people moving into the heart of North or South Carolina," said Barry Gullet, Charlotte-Mecklenburg Utility Department Director. "Not enough water to support new jobs, produce more electricity to drive new industry or ensure the quality of life we currently enjoy."

The CWWMG solicited input from a 19-member public stakeholder team representing environmental interests, lake users, local governments and state agencies. Together, they updated long-term water use projections, evaluated options and developed long-term basin-wide conservation strategies. The plan calls for a series of measures to make water more available, use water more efficiently and continually improve basin-wide drought management.

Gullet says the water supply master plan is the most significant water supply management and planning endeavor undertaken in the Catawba-Wataree River Basin since original construction of the eleven-reservoir system in the 1900s. Once implemented, it will provide the following regional benefits:

- Dependable, resilient, regional water supply that can support more than two million people and a vibrant, growing economy.

- Efficient, balanced water use to produce electricity to power the region.

- Environmental protection in accordance with agreements developed during Duke Energy's Federal Energy Regulatory Commission hydro relicensing process.

- A shared regional vision and implementation plan for coordinated investments in the region's shared water future.

"Communities along the hardest working river in the Carolinas have an approaching problem," said Jimmy Bagley, Deputy City Manager, City of Rock Hill, SC. "Responding to future water needs is inevitable and is best done when we aren't staring in the face of an actual water shortage. This master plan is a collaborative, long range, and effective way to respond now rather than in the midst of a crisis."

Funding for plan development was provided by North and South Carolina, the Duke Energy Foundation and by the CWWMG.



See NEWS-E, Page 19

Continued from page 18

Register to be a Boat Host for Big Day at the Lake on July 19

The 10th year of Big Day at the Lake is off and running with online Boat Host registration open and the annual Celebrity Bartending party set for June 19 at Alton's Kitchen and Cocktails on North Cove Road.

Big Day at the Lake is Saturday, July 19. More than 100 Boat Hosts are needed to take at-risk children in Big Brothers Big Sisters—complete with built-in chaperones—out on Lake Norman for a morning of fun, concluding with a picnic for 600-plus participants at Duke Energy Explorium.

To register as a Boat Host or to volunteer, go to:

www.bigdayatthelake-lkn.com.

Celebrity fundraiser June 19

Big Day at the Lake's Celebrity Bartending event June 19 is a fundraiser, with political leaders like Mayor Chuck Travis and sports figures dueling for tips. This year's total fundraising goal is \$100,000. "To date, more than \$65,000 has been raised, thanks to the incredibly generous support of local businesses large and small, national companies and individuals in and around Cornelius, Huntersville and Davidson," said Dave Yochum, the founder of Big Day at the Lake.

Volunteer mixologists include former Carolina Panther Rod Smith, former NBA player Eric "Sleepy" Floyd (NJ Nets, Golden State Warriors, Houston Rockets & San Antonio Spurs), former NFL kicker for Colts and Rams Dean Biasucci, former NFL player Adrian Murrell (Jets,



Bigs and Littles having fun on an inner tube at Big Day at the Lake 2013

NEWS.e



S&D bags top awards in North American iced tea contest

June 1 Concord-based S&D Coffee & Tea received nine awards in the recent Iced Tea Class Competition sponsored by the North American Tea Championship, including first places in the for its food-service bag in box teas and bagless teas as well as filter pack teas.

Grant Cates, a "beverage technologist" at S&D said functional fruits that provide high levels of Vitamin C, E, B5, B6 and B1 were a hit with judges at NATC really liked that.

The North American Tea Championship, previously known as the World Tea Championship, is an independent competition complete with professional cuppers who assess each submission based on flavor, body, color, clarity and balance.

"We plan to continue tracking emerging flavor trends and increase our portfolio of offerings. We recognize that consumers are becoming more sophisticated in their tea choices and we plan to be able to deliver these options to our customers," said Maya Zuniga, director of product innovation at S&D.

Redskins & Cowboys), and WCNC Meteorologist John Wendel.

Big Day at the Lake is a local organization with three goals:

- Provide a full day of fun on Lake Norman for children who would not otherwise experience the lake.
- Recruit "Bigs" to mentor at-risk children in BBBS. There are 250 boys and girls who are part of BBBS in North Mecklenburg County.
- Raise money for a well-regarded non-profit devoted to at-risk children.

Chamber recognizes Lake Norman leadership graduates



Leadership Lake Norman, part of the Lake Norman Chamber of Commerce, graduated 27 business leaders at the Pearl Event Center in May. Graduates of the 2013-2014 program include: Cathy M. Acuff, Cannon School, Cpt. David R. Baucom, Cornelius Police Department; Mark Becker, Ingersoll Rand Industrial Technologies; Chris Brewer, Brewer Co.; Robin R. Byrd, Lake Norman Lucky Cat Program; Jean Cronkhite, Royal Cleaning; Lisa Fletcher, Carolinas HealthCare System; Greg Greer, BB&T; Laurie Griswell, Novant Health Huntersville Medical Center; Kendall Heath, Ballas Chiropractic; Amy Holthouser, The McIntosh Law Firm; William Ingram, Wells Fargo Bank; Susan Johnson, Keller Williams Lake Norman; Shawna

Madison, Huntersville Family Fitness & Aquatics; Ernest Massey, Capstone Hospitality; John McHugh, StaSys Inc.; Miranda Miller, Integrity Heating & Cooling; J.J. Morse, Park Avenue Properties; Andrew R. Pavlin, Northwestern Mutual; Sue Patterson, Keller Williams Realty-Huntersville; Lauren Petervary, Rural Hill; Darla Redmond, Boatsman Gilmore Wagner; Susan Sells, UNC-Charlotte; Corey Slovick, Jason's Deli; Zac Snyder, First Community Bank; and Dillard Williams, Spectrum Properties.

Leadership Lake Norman helps develop informed, committed and qualified individuals capable of providing "visionary and progressive leadership for the Lake Norman region."

THIS MONTH

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NEW CORPORATIONS24

REAL ESTATE TRANSACTIONS

These are recent property transactions over \$200,000 as recorded by the county Register of Deeds in Cabarrus, Iredell and Mecklenburg.

Cabarrus County

04/17/14 \$201,000 Marc & Catharine Law-son to Amanda Harris, 2613 Torrington Ln., Concord

04/17/14 \$277,000 Brandon & Carissa Garrett to Michael & Rebeka Talbert, Lot 2, McCloud Acres, Midland

04/17/14 \$334,500 Parker & Orleans Home-builders, Inc. to James & Patricia Collins, 2600 Mill Wright Rd., Concord

04/17/14 \$259,000 Parker & Orleans Home-builders, Inc. to William & Elizabeth Stielau and Matthews Family Trust, 2512 Mill Wright Rd., Concord

04/17/14 \$950,000 Krimminger Properties of Cabarrus, LLC to Kenneth Miller, 400 Penny Ln., Concord

04/17/14 \$202,500 Michael & Roxanne Fox to Susan Tompkins, 6076 Village Dr., Concord

04/17/14 \$213,000 Philip Stefanelli to Jef-frey & Angela Taylor, 3200 Drakewood Pl., Midland

04/17/14 \$285,000 BMS Investment Prop-erties, LLC to Craig MacPhee & Jennifer Smith, 3612 Stockton Ave., Concord

04/17/14 \$338,000 Kristin Laprise & Barbara Lom to Vu Dang Nguyen & Tu Anh Thi Dang, 1925 Carolota Ct., Concord

04/17/14 \$245,000 U.S. Bank National Assn. to WGH North Carolina LLC, 603 Marthas View Dr., Huntersville 28078

04/17/14 \$375,000 Bruce & Kimberly Warren to James & Nina Bradshaw, 9572 Numenore Dr., Charlotte 28269

04/17/14 \$245,000 David & Tricia Brown to Kenneth Long III, 8630 Butterfield Ct., Har-risburg

04/17/14 \$237,000 Lennar Carolinas, LLC to William & Helen Charrier, 10749 Sapphire Tr., Davidson 28036

04/17/14 \$393,000 Lennar Carolinas, LLC to Justin & Brandy Anovick, 3264 Basalt Pl., Davidson 28036

04/17/14 \$227,000 Roland & Lorella Johnson to Andrew & Rebecca Van Haitsma, 1469 Astoria Ln., Concord

04/17/14 \$274,000 Lennar Carolinas, LLC to Charles & Krystal Morehead, 9311 Persever-ance Dr., Harrisburg

04/21/14 \$207,000 Sergio & Heather Chait to Daemon & Angela Woods, 3539 Burnage Hall Rd., Harrisburg

04/21/14 \$297,500 Parker Orleans Home-builders, Inc. to Balaji Venkatesan, Revathy Narayanaswamy and Revathy Ananthakrish-nan, 2612 Mill Wright Rd., Concord

04/21/14 \$265,000 Janice Beatty to Kevin & Anna Desanty, 5629 Fetzer Ave., Concord

04/21/14 \$250,000 Antonio Dibacco to Rishi & Rashmi Srivastava, 2258 Elendil Ln., Charlotte 28269

04/21/14 \$242,000 NVR, Inc. to Joseph & Danielle Kurtz, 2250 Galloway Ln., Concord

04/22/14 \$435,500 Shea Real Estate Invest-ments, LLC to Udaya Gadiredddy & Vinita Gurram, 778 Franklin Tree Dr., Concord

04/22/14 \$204,500 NVR, Inc. to Antionne & Kenekea Reynolds, 2230 Galloway Ln., Concord

04/22/14 \$348,000 Andrew & Jennifer Miller to Patrick & Melanie Coughlin, 861 Kings Crossing Dr., Concord

04/23/14 \$205,000 D.R. Horton – Regent, LLC to Maurice & Nikki George, 11621 Mud Dr., Midland

04/23/14 \$373,500 Shea Real Estate Invest-ments, LLC to Noble Joy & Janet George, 10623 Euclid Ave., Concord

04/23/14 \$302,500 Mattamy Carolina Corp. to Shaun & Whitney Ellis, 3352 Helmsley Ct., Concord

04/24/14 \$234,500 Nathan Ward to Douglas & Lisa Martin, 1061 Arrowhead Dr., Concord

04/24/14 \$265,000 Parker & Orleans Home-builders, Inc. to Matthew & Jami Fischer, 2508 Treeline Dr., Concord

04/24/14 \$290,000 Phillip & Tara Morton to Lee & Kathy Moerke, 4550 Waldens Pond Thruway, Concord

04/24/14 \$293,000 Lennar Carolinas, LLC to Abraham Beyene & Eden Berhane, 9186 Perseverance Dr., Harrisburg

04/24/14 \$252,000 Mattamy Carolina Corp. to Anderw & Jennifer Miller, 299 Perennial Dr., Concord

04/25/14 \$246,000 D.R. Horton, Inc. to Johnny & Judith Aldridge, 3330 Keady Mill Loop, Kannapolis

04/25/14 \$274,000 Lennar Carolinas, LLC to Shak Farok, 8895 Amazing Ct., Harrisburg

04/25/14 \$298,000 George & Marjorie Newhook to Christopher & Heather Meiden-bauer, 9857 Legolas Ln., Charlotte 28269

04/25/14 \$285,000 Jack & Mary McNeely to Robert & Mary Glennon, 49845 Benhill Dr., Harrisburg

04/25/14 \$227,500 M/I Homes of Charlotte, LLC to Mark & Kelly Augustine, 3533 Alister Ave., Concord

04/25/14 \$253,500 Mattamy Carolina Corp. to Ortega & Susan Cabarcas, 3201 Helmsley Ct., Concord

04/28/14 \$249,000 D.R. Horton, Inc. to Vir-ginia Watkins, 10986 River Oaks Dr., Concord

04/28/14 \$286,500 Parker & Orleans Home-builders, Inc. to Milind & Mitali Shah, 2620 Mill Wright Rd., Concord

04/28/14 \$383,000 Daniel & Kim Sees to Patrick Overstreet, 8871 High Ridge Ln., Concord

04/28/14 \$309,000 Lennar Carolinas, LLC to Phllip Wood & Xia Cao, 9194 Perseverance

Dr., Harrisburg

04/28/14 \$410,000 Richard & Faith Fellman to Christopher & Carlyn Linker, 4011 French Fields Ln., Harrisburg

04/28/14 \$225,000 Alvin & Carole Vaught to Raegan Broderick, 2604 Sunberry Ln., Concord

04/28/14 \$231,000 NVR, Inc. to Paul & An-nette Register, 3329 Linetender Dr., David-son 28036

04/28/14 \$279,000 NVR, Inc. to Dan Parsons, 3147 Keady Mill Loop, Kannapolis

04/28/14 \$250,000 Lennar Carolinas, LLC to Alan Estrada & Maria De Perez, 10761 Sap-phire Tr., Davidson 28036

04/28/14 \$238,000 Rodney & Carole Han-cock to Michael & Linda Beirne, 1397 Whit-man Dr., Concord

04/28/14 \$401,000 Marshall & Laura Gaskey to Robert & Angela Dillner, 1507 New Gate Ct., Concord

04/28/14 \$335,000 Douglas & Mariela Noto to Rakesh Madhavan & Divya Rakesh, 538 Geary St., Concord

04/29/14 \$280,000 Branch Banking and Trust Co. to Gary & Sonya Hodges, 611 Burr-age Rd., Concord

04/29/14 \$5,553,500 Dynasty One Enter-prise, LLC to ZFIW One LLC, Outparcel A-4 of Concord Mills Outparcel Block A, Concord

04/29/14 \$292,000 Lennar Carolinas, LLC to Balasankararao Challa & Varalakshmi Padala, 9209 Perseverance Dr., Harrisburg

04/29/14 \$225,000 Edison & Michelle Hall to Cheri Turner, 2477 Forrestbrook Dr., Kan-napolis

04/29/14 \$334,000 Pulte Home Corp. to Ra-man & Ishita Seth, 9567 Clarkes Meadow Pl., Concord

04/29/14 \$371,500 Micah Smith & Britt Luzzi to Cameron & Cristy Lee, 708 Mercer Pl., Huntersville 28078

04/29/14 \$200,000 Eddie & Rita martin to Benjamin & Kendra Hann, 3624 Grove Creek Pond Dr., Concord

04/30/14 \$336,000 Parker & Orleans Home-builders, Inc. to Joaquin & Cynthia Alicia, 5241 Kindling Pl., Concord

04/30/14 \$217,000 Shirley Kenney to Caro-line Price, 4737 Morris Glen Dr., Concord

04/30/14 \$295,000 Richard & Jennifer Pat-rick to William & Kathryn Nolen, 30 Georgia St., Concord

04/30/14 \$257,000 Robert & Stacey O'Neale to David & Leslie Harnish, 8405 Bampton Dr., Concord

04/30/14 \$290,000 Michael & Gabrielle Carneglia to Ryan & Melissa Golden, 9566 Indian Beech NW, Concord

04/30/14 \$289,500 Jonathan & Annie Holt to Derrick & Cheryl Green, 2368 Barrowcliffe Dr., Concord

04/30/14 \$283,500 Gregory & Cheryl Smith to Bank of America, 1381 Napa St., Concord

04/30/14 \$254,000 Aridia Caceres & Dulce Luzon to Christiana Trust, 309 Royal Windsor Dr., Midland

04/30/14 \$300,000 Lennar Carolinas, LLC to Donald & Tonja Johnson, 9245 Perseverance Dr., Harrisburg

04/30/14 \$241,000 Lennar Carolinas, LLC to Darshan Patel & Payalben Parikh, 9304 Swimming Dr., Harrisburg

04/30/14 \$229,000 Matthew & Heather Elgin to Ramana Atmakuru & Venkata Damera, 10132 Montrose Dr., Charlotte 28269

04/30/14 \$325,000 Richard & Carolyn Pepe to John & Cheryle Larrabee, 2043 Solway Ln., Charlotte 28269

04/30/14 \$370,000 James & Debora Robin-son to John & Jenny Kirwin, 9339 Cub Run Rd., Concord

05/01/14 \$242,500 Brian Godfrey to Fifth Third Mortgage Co., 3720 Ayrshire Ct., Har-risburg

05/01/14 \$296,500 Parker & Orleans Home-builders, Inc. to Rodney & Audrey Pettus, 5245 Afterglow Ave., Concord

05/01/14 \$352,000 Gerald & Elaine Hall and Kevin & Jodi Case to Jonathan & Robin Lane, 6001 Barrier-Georgeville Rd., Concord

05/01/14 \$282,500 D.R. Horton, Inc. to Kyle & Christine Winchester, 11010 River Oaks Dr., Concord

05/01/14 \$303,000 Lennar Carolinas, LLC to Michael Pulakos, 9221 Perseverance Dr., Harrisburg

05/01/14 \$471,000 Shea Real Estate Invest-ments, LLC to Krishnakumar Muthuselvan & Abirami Shanmugavadivel, 748 Barossa Valley Dr., Concord

05/01/14 \$305,000 Lennar Carolinas, LLC to Steven & Lori Buckner, 9229 Perseverance Dr., Harrisburg

05/01/14 \$260,000 Stephan & Andrea Nel-son to Ryan Butler, 9581 NW Valencia Ave., Concord

05/01/14 \$265,000 M/I Homes of Char-lotte, LLC to Renee Lutz, 4388 Triumph Dr., Concord

05/01/14 \$273,000 Jennifer Cyr to Gina Klinker, 1275 Middlecrest Dr., Concord

05/02/14 \$603,000 Bank of North Carolina to SSC, LLC, 4909 Stough Rd., Concord

05/02/14 \$260,000 Robert & Karen Aiken to Christopher & Brandy Thomas 5605 Monti-cello Dr., Concord

More Cabarrus Transactions
online at www.BusinessTodayNC.com

Mecklenburg

4/23/14 \$274,000 South Creek Homes to John & Sandra Newman, Lot 204 Bailey's Glen, Cornelius

4/24/14 \$289,000 Mattamy Carolina Corp. to Jordan & Amanda Devore, 11132 Hollis Hill Ln., Huntersville

4/23/14 \$144,000 Matthew & Casey Lom-bardi to Natale & Camille DiCosmo, Lot AE5 Antiquity, Cornelius

4/24/14 \$615,000 Oliver & Betty Stallings to Donald & Joyce Benes, Lot 11 Norman Shores subdivision, Cornelius

4/24/14 \$249,000 Teal & Heidi Brown to Eryn Linkous, 119 Park Forest St., Davidson

4/24/14 \$253,000 Travis & Jennifer More-

See **TRANSACTIONS**, Page 21

TRANSACTIONS

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head to Susan Rizzi, 16947 Summers Walk Blvd., Davidson

4/24/14 \$470,000 Philip & Michele Hara-don to Phillips Wiegand Jr., 17433 Spring-winds Dr., Cornelius

4/24/14 \$410,000 Max & Carrie Haber to Spehen & Linda Hill, 18708 Nautical Dr. #5, Cornelius

4/25/14 \$220,000 Kevin & Llsa Donnelly to Michael & Lisa Thompson, Lot 106 Lake Norman Cove at Jetton, Cornelius

4/25/14 \$195,000 Dennis Jr. & Kathleen Shirk to James Mullins, 17344 Caldwell Rush Cir., Cornelius

4/25/14 \$527,000 Cunnane Group to Richard & Alison Boughrum, 20102 Dowry Ct., Cornelius

4/25/14 \$362,500 Eduardo Abrao-Netto & Cybil Abrao to Michael Caravaggio & Wei Chen, 19534 Dufour Ct., Cornelius

4/25/14 \$725,000 Jerry II & Paula Harris to Gabriel & Erica Schoen, 19906 River Fall Dr., Davidson

4/25/14 \$415,000 Thomas Pansa & Patricia Dock-Pansa to Frederick & Barbara Livings-ton, 12506 Mettinghouse Dr., Cornelius

4/25/14 \$187,500 NVR to David Twomley, 22310 Market St., Cornelius

4/28/14 \$169,000 Benjamin & Heather Smith to Stephen Batsa & Sha Ou, 19515 Deer Valley Dr., Cornelius

4/28/14 \$710,000 Peter & Breland Fischer to Christopher & Megan Harris, 17908 River Ford Dr., Davidson

4/28/14 \$60,000 Charlotte Robinette to James Rippy & Julianne Boone, 20010 Mul-berry St., Cornelius

4/29/14 \$463,000 Bonterra Builders to wayne & Maria Dozier, 10909 Brandie Meadow Ln., Huntersville

4/29/14 \$235,000 Landis Reed Homes to Joyce Loomis, 20145 Lamplighters Way, Cornelius

4/29/14 \$225,000 Micheal & Marla Guerity to Garry & Deborah Martin, 15545 Cross-ing Gate Dr., Cornelius

4/29/14 \$175,000 Pamela Ward to Louis III & Frances Ryan, 18255 Conductor Ct., Cornelius 28031

4/29/14 \$320,000 Angela & Robert McK-enzie to Christopher & Rebecca Hendren, 8337 Cottsbrooke Dr., Huntersville

4/29/14 \$1,350,000 Richard & Jayne Kline to David II & Elizabeth Kovach, 19000 Mary Ardrey Cir., Cornelius

4/29/14 \$245,000 Purnell Jr. & Judy Ren-ninger to Makr & Misty Zelent, 20714 Waters Edge Ct., Cornelius

4/29/14 \$279,000 Cunnane Group to Wilma Gallo & Mark Anglemyer, 1140 Inn Keepers Way, Cornelius

4/29/14 \$534,500 Bonterra Builders to Shawn & Melissa James, 10735 Brandie Meadows Ln., Huntersville

4/29/14 \$531,000 Classica Homes to Fred & Cheryl Jenkins, 9129 Robbins Preserve Rd., Cornelius

4/30/14 \$150,000 Scott & Cathy Fletcher to Catherine Huddle, 10513 Conistan Pl., Cornelius

4/30/14 \$439,000 Davenport Jr. & Janet Scott to Benny & Jill Cockerman, 8916 Leyanne Ct., Huntersville

4/30/14 \$1,250,000 Micheal & Carolynn Bayne to Gerard & Kirsten Thorez, 17528 Paradise Cove Ct., Cornelius

4/30/14 \$335,000 Richard JR & Carrie Coffee to Charles & Jessica Danesi, 15737 Gathering Oaks Dr., Huntersville

4/30/14 \$185,000 Cynthia Griffin to Victor Phillips, 18621 Bonham Ln., Cornelius

4/30/14 \$435,000 John & Frences Charles to Scott & Sonia Pape, 16109 Henry Ln., Huntersville

4/30/14 \$206,000 Justin & Marilia Gray to Russell Smith 12003 Regal Lily Ln., Hunt-ersville

4/30/14 \$215,000 Christopher & Kristyn Clark to Beulah Call & Norman Call, Lot 19 Vermillion, Huntersville

4/30/14 \$350,000 Billue Guignard to Thomas & Susan Clayton, 226 S. Faulkner Way, Davidson

4/30/14 \$327,000 Alex & Catherine Arce to Brian Lee, 14335 Harvington Dr., Hunters-ville

4/30/14 \$172,000 William & Heather Sum-row to FREQ North Carolina LLC, 11215 Suunto Ln., Cornelius

4/30/14 \$264,500 Thomas & Nancy Vasil to Douglas & Rachel Stokes, 12419 Brenthav-en Dr., Davidson

4/30/14 \$206,000 Michael & Marcia Poz-niak to Mary Pittman, 19611 Deer Valley Dr., Cornelius

4/30/14 \$426,500 Mattamy Carolina Corp. to John & Patricia Reich, 12925 Blakemore Ave., Huntersville

5/1/14 \$212,000 Kay Cotney & Keith Statler to Alex & Cathy Arce, 15907 Spruell St., Huntersville

5/1/14 \$466,000 South Creek Homes to Thomas & Edith O'Regan, 18339 Glenealy Dr., Cornelius

5/1/14 \$210,000 Clyde Morris to Edward & Jilinda Conway, Lot 133 of New Neigh-borhood in Old Davidson, Davidson

5/1/14 \$420,000 Gilbert Jackson II & Mary Schaffer to Todd & Kimberly Williams, 8817 Brentfield Rd., Huntersville

5/6/14 \$187,500 NVR to Greg & Kammi Jakobek, 19771 Paywrights Way, Cornelius

5/7/14 \$173,500 NVR to Jacob Pennington, 19767 Paywrights Way, Cornelius

More Mecklenburg Transactions
online at www.BusinessTodayNC.com

Mooresville

4/21/14 \$950,000 David & Kathleen Tucker to Gene & Maria Kostecki, 114 Tradition Ln. 28117

4/21/14 \$1,300,000 Scott & Amanda Speed to Stewart & Kristen Nelson, 131 The Pointe Dr. 28117

4/22/14 \$235,000 Michael & Kristin Richards

to Richard Salazar, 106 Lakeshore Hills Dr. 28117

4/22/14 \$247,500 Jacques & Jeaninne Sevi-gny to David & June McClune, 115 Turnberry Ln. 28117

4/23/14 \$293,000 Juan & Wanda Rivera to D.E. Moore Family Properties, 158 Bay Laurel Dr. 28115

4/23/14 \$382,450 Thomas & Jacqueline Pawuette to Eric Disher, 131 Mussel Ln. 28117

4/23/14 \$213,000 Scott & Veronica Lusted to Scott & Christie Raney, 263 Glennallen Rd. 28115

4/23/14 \$408,000 Michael & Stacey Fox

to Nick & Nicole Perrelle, 101 High Sail Ct. 28117

4/23/14 \$272,500 Murali Sundararajan & Sheela Murali to National Residential Nomi-nee Services, 273 Montibello Dr. 28117

4/23/14 \$379,000 Lakeshore Holdings to Kristin & Michael Richards, 106 Lakeshore Hills Dr. 28117

4/24/14 \$301,000 Standard Pacific of the Carolinas to Stephen & Sara Miller, 168 Rainberry Dr. 28117

4/24/14 \$245,000 Carlton & Crystal Davis to

See **TRANSACTIONS**, Page 22

PEAK

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WOODY WASHAM - Mayor Pro Tem of Cornelius

ROD SMITH - Former Carolina Panther

ERIC "SLEEPY" FLOYD - Former NBA player, New Jersey Nets

DEAN BIASUCCI - Former NFL Kicker, Colts & Rams

ADRIAN MURRELL - Former NFL Player, Jets, Redskins, & Cowboys

JOHN WENDEL - WCNC Meteorologist

Thursday, June 19, 5:45 p.m.

Alton's Kitchen & Cocktails,

19918 N Cove Rd, Cornelius

Supported by Business Today & Cornelius Today for Ten Years

TRANSACTIONS

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Brett & Katherine Eichler, 147 E. Warfield Dr. 28115

4/24/14 \$380,000 Robert & Tiffany McDonald to Ronald & Carole Stoehr, 286 Big Indian Loop 28117

4/24/14 \$245,000 Tammy & Philip Oliver to Brian & Danielle McCants, 139 Rougemont Ln. 28115

4/24/14 \$1,807,500 Valerie Green to George & Adrienne McKee, 145 Falmouth Rd. 28117

4/25/14 \$459,000 Tom Palmer Homes to Tony Shelton & Andrea Francis, 184 Riverchase Ln. 28115

4/25/14 \$379,000 Deutsche Bank National Trust to Garin Grose, 287 Greenbay Rd. 28117

4/25/14 \$200,000 Blaine & Lara Fingado to Josef & Rhea Ditttrich, 118 Easy St. 28117

4/25/14 \$240,000 Charles & Kristen Bentley to Michael Flemming, 438 Presbyterian Rd. 28115

4/25/14 \$272,500 National Residential Nominee Services to Charlene Sellman, 273 Montibello Dr. 28117

4/25/14 \$371,000 Scott & Beverly Williams to Patricia Fuller & Katherine Reyes, 185 Longboat Rd. 28117

4/28/14 \$290,000 Robert Harkey to Edward & Sherry White, 108 Pebble Brook Ln. 28117

4/28/14 \$221,000 Joanne Trevino to Lori & Robert Church, 126 Easy St. 28117

4/28/14 \$215,000 Constance Holmes to Lisa Kistler Jones, 127 Ivy Creek Ln. 28115

4/28/14 \$247,500 Kelly & Alina Harkey to Hogg Lake Property, 107 Pier 33 Dr., Unit 108 28117

4/28/14 \$395,500 Lakeshore Holdings to Marcelino & Michele Perez, 125 Flowering Cherry Ln. 28117

4/29/14 \$222,000 Diane L. Skinder to Ryan & Ashley Stell, 105 Middleton Pl. 28117

4/29/14 \$323,500 Carroll & Sheri Luft to Jonathan & Virginia Marino, 159 Pampas Ln. 28117

4/29/14 \$295,000 Gregory & Mary Ellen Kawalec to David & Shelley Fago, 129 N. Wendover Trace Ave. 28117

4/30/14 \$242,000 Eastwood Construction to Brendan & Tammy Boone, 128 Millen Dr. 28115

4/30/14 \$565,000 Judith & John Tucker to Mark & Sandy Tingley, 655 Big Indian Loop 28117

4/30/14 \$451,000 Herman & Anita Jordan to Cullan Reilly & Claire Covington, 134 Wynward Ln. 28117

4/30/14 \$950,000 Ealon & Victoria Thompson to Eric & Aeerat Seidel, 148 Sunrise Cir. 28117

4/30/14 \$590,000 Welsh & Danielle Davis to Shaun & Allison Rigby, 260 Indian Trl. 28117

4/30/14 \$325,000 Mary Catherine Bishop to New Quest Homes, 131 Stuttts Rd. 28117

4/30/14 \$775,000 Halle Properties to John & Kimberly Struble, 108 Marbury Ct. 28117

4/30/14 \$385,000 Marilyn G. Galloway to Ali-

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son & Jeffrey Cossar, 154 Vineyard Dr. 28117

4/30/14 \$239,000 Gregory & Lindsay Johannessen to Lee & Kelly Korak, 139 Colborne Dr. 28115

4/30/14 \$334,000 Robert & Irma Kay to Jeffrey & Shasta Minton, 238 Bay Harbour Rd. 28117

5/1/14 \$1,500,000 Dirk & Kathy Wells to Marshall & Marion Fall, 173 Brawley Harbor Pl. 28117

5/1/14 \$215,000 Lois Mannon to Antonio & Aida Ferre, 637 Williamson Rd., Unit 108 28117

5/1/14 \$251,500 Willow Creek Homes to Dina & Christopher Boggess, 127 Wellshire St. 28115

5/1/14 \$338,000 Jeffrey & Rebecca Appel to Aaron & Natalie Caldwell, 149 Crimson Orchard Dr. 28115

5/1/14 \$382,500 Sean & Patricia Pragano to SunTrust Mortgage, 107 Riverchase Ln. 28117

More Mooresville Transactions
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FORECLOSURES

Foreclosure actions have been started on the following properties. Items show the date, owners, property address, lien holder, lien amount. After required notices are published, the property is sent to auction. The property then can be sold, not sold (examples: bankruptcy files or action dismissed without prejudice) or the sale postponed.

Cabarrus County

04/11/14 Randy & Priscilla Earnhardt, 612 Marigold Dr., Kannapolis, Nationstar Mortgage, \$210,000

04/14/14 Todd & Dana Riley, 5880 Mahogany Pl., Concord, Christiana Trust, \$107,922

04/14/14 Tony & Yavonne Fuller, 8289 Deer Dr., Harrisburg, Deutsche Bank National Trust Co., \$160,000

04/14/14 Estate of Andrew Peeples, 5020 Wheat Dr., Concord, Department of Veterans Affairs, \$124,550

04/15/14 Jacob & Eugenia France, 9627 Ravenscroft Ln., Concord, JP Morgan Chase Bank, \$207,200

04/15/14 Johnny & Lorie Goodman, 11 Winter St., Kannapolis, Beneficial Mortgage Co., \$60,606

04/15/14 Brandie Furr, 1051 High Meadows Dr., Concord, CitiMortgage, Inc., \$101,851

04/15/14 Heirs of Priscilla Summers, 300 Triage St., Kannapolis, U.S. Bank National Assn., \$600,000

04/16/14 George & Sandra Goularte, 709 Orphanage Rd., Concord, Countrywide Home Loans, \$462,000

04/17/14 Thomas & Laci Smith, 602 Fair-

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view St., Kannapolis, Nationstar Mortgage, \$90,000

04/17/14 Garnett Ford, 260 Union St., N., Concord, Bank of America, \$625,500

04/17/14 Fred & Sharon Sarauw, 4107 Miami Church Rd., Concord, Deutsche Bank National Trust Co., \$83,500

04/21/14 Troy Penn, 6013 Firethorne Ln., Concord, Deutsche Bank National Trust Co., \$136,800

04/22/14 Dennis & Temple Hudson, 3445 Placid Rd., Davidson 28036, CitiMortgage, Inc., \$82,150

04/22/14 David & Angela Mounts, 4763 Asherton Pl., Concord, SunTrust Mortgage, \$166,920

04/23/14 Joseph Gosha, 140 Lake Concord Rd., Unit D-12, Concord, Wilmington Trust, \$75,190

04/23/14 Randy Allen, Jr., 113 Todd Dr., Concord, North Carolina Housing Finance Agency, \$66,939

04/23/14 Keith & Lirio Rosas, 130 Cypress St., Concord, National Residential Assets Corp., \$37,056

04/23/14 Milton & Natasha Jones, 1235 Turnleaf St., Concord, JP Morgan Chase Bank, \$153,050

04/23/14 Ashlyn Hedgepeth, 1255 Piney Church Rd., Concord, Citibank, \$124,636

04/24/14 Robert & Ellen Hagopian, 1723 Old Charlotte Rd., Concord, Bank of North Carolina, \$195,500

04/25/14 Karl Elmore, 5075 Overcrest Dr., Kannapolis, Christiana Trust, \$299,000

04/28/14 Felicia Misenheimer, 4884 Keeneland Pl., Concord, State Employees' Credit Union, \$193,500

04/28/14 Pamela Hartley, 9844 Walkers Glen Dr., Concord, Bank of America, \$145,319

04/29/14 Steven Cobert, 454 Spring St. Concord, Bank of America, \$83,000

04/29/14 Raymond & Elizabeth Kowalski, 6151 Roseway Ct., Harrisburg, Green Tree Servicing, \$205,200

04/23/14 Alexander Santiago & Christine Collazo, 9738 Linksland Dr., Huntersville 28078, Bank of New York Mellon, \$276,000

04/29/14 Wayne & Megan Baker, 5540 Hwy. 73 E., Concord, JP Morgan Chase Bank, \$96,800

04/30/14 Carol Trew, 2152 Helen Dr., Concord, PHH Mortgage Corp., \$156,000

04/30/14 Christina Cannon, 1270 Madison Ave., Kannapolis, Green Tree Servicing, \$60,000

04/30/14 Clarence & Krista Shuler, 3081 Clover Rd., Concord, Christiana Trust, \$206,552

05/01/14 Raymond & Jesett Kelly, 1108 Edgewood Ave., Kannapolis, JP Morgan Chase Bank, \$97,469

05/01/14 Frank & Debra Patterson, 6512 Sisk Carter Rd., Rockwell 28138, U.S. Bank National Assn., \$157,500

05/01/14 Jeffrey & Debbie Beck, 2570 Odell School Rd., Concord, Green Tree Servicing, \$143,576

05/02/14 Joe & Patricia Morris, 543 Kingfield Dr., Concord, CitiMortgage, Inc., \$107,260

05/02/14 Timothy & Janice Rowe, 1003 Venus St., Kannapolis, Wells Fargo Bank, \$70,903

05/05/14 James Allmon, 4801 U.S. Hwy 601 S., Concord, JP Morgan Chase Bank, \$88,775

05/05/14 Charles & Joann Abernathy, 11411 Terrill Ridge Dr., Davidson 28036, JP Morgan Chase Bank, \$200,800

05/05/14 Anthony & Rebecca Pappalardo, 8959 Cherrys Ford Ct., Harrisburg, Federal National Mortgage Assn., \$167,900

05/07/14 James & Teresa Gillespie, 5940 Smith Lake Rd., Mt. Pleasant, Wells Fargo Bank, \$134,730

05/08/14 David & Sarah Moore, 320 Hamilton Dr., Concord, Fifth Third Bank, \$380,000

05/09/14 Robert & Michelle Cutinella, 745 Nannyberry Rd., Concord, Nationstar Mortgage, \$242,173

05/09/14 Heirs of Pamela Rimer, 5700 Goldhill Rd., Concord, Ocwen Loan Servicing, \$82,500

05/12/14 Mary White, 255 Elm Ave., Concord, Security Lending Wholesale, \$48,600

05/12/14 Joseph & Rachel Perry, 11066 Dry Stone Dr., Huntersville 28078, Bank of America, \$161,500

05/12/14 Christopher Baldwin, 2656 Captains Watch Rd., Kannapolis, PNC Bank, \$111,668

5/12/14 Gregory Malloy, 6840 Thistlewood Dr., Harrisburg, Bank of America, \$161,488

05/12/14 Linda Sickles, 552 Tarlton Pl., Concord, Federal National Mortgage Assn., \$60,000

05/12/14 Stephen & Sharon Andrews, 4493 Alexander Hill Ct., Harrisburg, Federal National Mortgage Assn., \$132,400

05/12/14 Clayton & Brenda Lore, 6007 Bost Cut Off Rd., Concord, Bank of New York Mellon, \$119,000

05/13/14 William Mesimer, 304 Universal St., Kannapolis, Tony Harrison, \$42,000

05/14/14 Honore & Rebecca Alexander, 146 Cline St., Concord, Bank of America, \$135,000

05/15/14 Robert & Laurel Barnes, 144 Eastcliff Dr., Concord, Wells Fargo Bank, \$138,600

More Cabarrus Foreclosures
online at www.BusinessTodayNC.com

Mecklenburg County

4/14/14 Willis & Nancy Horton, 4228 Wynborough Ln., Charlotte 28269, First Bank \$50,000

4/14/14 Rodney & Luisa Caverly, 2061 University Heights Ln., Charlotte 28213, Bank of America \$104,000

4/15/14 Leonard & Beverly Watts, 419 Austin Dr., Charlotte 28213, Circle One Mortgage \$83,500

4/15/14 James & Daisy Burton, 6804 Rain Creek Way, Charlotte 28262, FRMC Mortgage \$98,100

4/17/14 Kolonji Murray, 12726 Candle Leaf Ct., Charlotte 28269, Countywide Bank

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\$120,700

4/21/14, Glenys Gomez 10725 Claude Freeman Dr., Charlotte 28262, First Residential Mortgage \$203,000

4/22/14 Carolina Highland Investments, 7001 Highland Creek Pkwy., Charlotte 28269, Romspen Investment Corporation \$10,920,000

4/22/14 Birkdale GC, 16500 Birkdale Commons Pkwy., Huntersville, Romspen Investment Corporation \$10,920,000

4/22/14 Tradition Golf Club, 3800 Prosperity Church Rd., Charlotte 28269, Romspen Investment Corporation \$10,920,000

4/22/14 Natasha Ugalde & Andrea Connors, 19134 Long Pond Ln., Cornelius, Myers Park Mortgage \$155,149

4/22/14 Maria Silva, Jorge & Jose Quevedo, 2927 Meadow Knoll Dr., Charlotte 28269, Aegis Wholesale Corporation \$148,000

4/23/14 Calvin Fields & Pat Honeycutt, 4918 Springview Rd., Charlotte 28213, Bank of America \$79,754

4/24/14 Ngan Tran & Huy Hoang, 3223 Mint Leaf Dr., Charlotte 28269, Bank of America \$95,790

4/24/14 Carlene & Reginald Farrar, 3413 Misty Wood Dr., Charlotte 28269, SunTrust Mortgage \$50,000

4/25/14 Michael & Sheree Austin, 4513 Devonhill Ln., Charlotte 28269, New Century Mortgage \$102,240

4/25/14 Lemeh Horace, 3226 Burkston St., Charlotte 28269, Bank of America \$130,000

4/30/14 Brendetta & Mark Scott, 12528 Dervish Ln., Charlotte 28269, First Franklin Bank \$110,800

4/30/14 Ericka C. Neal, 4423 David Cox Rd., Charlotte 28269, Cornerstone Home Mortgage \$164,586

4/30/14 Bobby Jo Merwin, 6110 Colonial Garden Dr., Huntersville, American Mortgage Network \$217,500

5/1/14 Elizabeth Murray, 4527 Thornwood Rd., Charlotte 28213, Sidus Financial \$157,500

5/2/14 William & Tammy Edwards, 11001 Shandon Way Ln., Charlotte 28262, First Franklin Financial Corporation \$140,800

5/2/14 Estelle W. Boyles, 807 Squirrel Hill Rd., Charlotte 28213, Bank of America \$86,462

5/5/14 Ezekiel Luna & Laresha Fortson, 4328 Canipe Dr., Charlotte 28269, Sterling National Mortgage \$103,120

5/6/14 Susan D. Cox, 9127 Glenashley Dr., Cornelius, Countrywide Home Loans \$150,208

5/6/14 Christopher & Rebecca Dunn, 6611 Dunton St., Huntersville, GreenPoint Mortgage Funding \$118,000

5/6/14 Nichelle Nzazi, 14037 Mallard Lake Rd., Charlotte 28262, Beazer Mortgage \$159,600

5/7/14 Skyler F. Cobbs, 5806 Twin Brook Dr., Charlotte 28269, Bank of America \$166,704

5/7/14 Reggie A. Foster, 4512 Trillium Fields Dr., Charlotte 28269, Bank of America \$128,756

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FEATURED LISTINGS

33 Lake Concord Rd., Concord For Sale - 55,003 s.f. Office building on .38 acre lot. The property has its own parking lot with 19 spaces. Outstanding location adjacent to CMC - Northeast Hospital. Great visibility and high traffic volume. Property is zoned C-1 and could be used as medical office or for a number of commercial uses.

988 Lee Ann Dr., Concord For Lease - 51,000 s.f. Office space. Class "A" office space in a great location with high visibility. Parking lot with ample parking spaces. Located near CMC-Northeast Hospital. Excellent access to major highways and I-85.

136 Oak Ave., Kannapolis For Sale - Retail buildings with large parking lot located in Cannon Village. Property is adjacent to the North Carolina Research Campus. Buildings total 48,818 s.f. and sit on 2.85 acres with 266 feet of road frontage. Site would be good for retail, office or as a potential research building.

1411 Dale Earnhardt Blvd., Kannapolis For Sale - 529,280 s.f. Warehouse building on 2.907 acres. Warehouse has 6 docks, high ceilings and is sprinklered. Additional space on the property would provide for expansion or outside storage. This property also has a rental house and a duplex that could be retained for income or removed for expansion. The site is located just blocks away from US-29 and has good access to interstates and major highways.

56 Cabarrus Ave., Concord For Sale - 5,500 s.f. professional Office Building. Near Downtown Concord with good access to city and county offices and Court House. Large lot with paved parking for 19 cars. Potential room for Expansion.

166 Union St., Concord For Sale - 5,547 s.f. office building. Great location in Concord near downtown and governmental offices. Located on Union St., minutes from I-85, US-29, and US-601 Business.

S. Union Shopping Center, Concord For Lease - 900 - 2,000, s.f. of retail space. Excellent space currently available in this popular neighborhood shopping center. Ample parking and high visibility.

2048 Wishon Rd., Concord For Sale - Land on Wishon Rd. in Cabarrus County. 10.73 acres zoned CR. Please call for details.

923 Union St. S, Concord For Lease - 650 s.f. of attractive office space that is professionally upfitted. Ample parking on site.



RCP
Bill Rinker
ph: 704.782.8080
cell: 704.699.1406
Email billrinker@ctc.net

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5/7/14 Chad M. Barcomb, 2309 Treymore Ln., Charlotte 28262, Wells Fargo Bank \$304,000

5/8/14 Mohammed & Farah Khatru, 1811 Jeffrey Bryan Dr., Charlotte 28213, JPMorgan Chase Bank \$141,288

5/8/14 Shariffe & Lakiesha Samuels, 4918 Lynn Lee Cir., Charlotte 28269, Fairway Independent Mortgage \$166,660

5/8/14 Jervarion Larome Perry, 2306 Jordi Way, Charlotte 28213, Countrywide Bank \$89,675

5/9/14 Pearl & Clarence Williams, 6426 Sackett Way, Charlotte 28269, America's Wholesale Lender \$172,200

5/9/14 Jafrica Maske, 4929 Patricia Ann Ln., Charlotte 28269, Sterling National Mortgage \$93,320

5/9/14 Jeffrey W. Corbett, 637 Moutainwater Dr., Charlotte 28262, SunTrust Mortgage \$98,950

5/12/14 Kathleen D. Ledford, 2621 Dellinger Dr., Charlotte 28269, Bank of America \$64,313

5/12/14 Fransisco Solis & Valentin Gutierrez, 4430 Cochran Farm Ln., Charlotte 28269, Beazer Mortgage \$131,142

5/12/14 James Rivers, 1434 Squirrel Hill Rd., Charlotte 28213, Branch Banking and Trust \$113,900

5/12/14 George O'Ross, 21405 Aftonshire Dr.,

Cornelius, EquiFirst Corporation \$156,165
5/12/14 Gary & Amanda Brendle, 12543 Jessica Pl., Charlotte 28269, Chase Manhattan Mortgage \$131,073

5/12/14 Darrin & Holly Rankin, 8742 Laurel Run Dr., Charlotte 28269, American Home Mortgage \$156,000

5/13/14 Denise Broome, 7146 Rounders Club Ct., Charlotte 28269, Countrywide Bank \$142,026

5/13/14 Luis & Mirna De Andrade, 5518 Hedgecrest Pl., Charlotte 28269, Everbank \$152,000

5/13/14 Jo Ann Abernathy, 6150 King George Dr., Charlotte 28213, Novastar Mortgage \$91,500

5/14/14 James M. Woods, 2030 Mallard Woods Pl., Charlotte 28262, Fidelity First Home Mortgage \$114,122

5/14/14 Damon Stinson, 13669 Coram Pl., Charlotte 28213, Freedom Mortgage \$171,636

5/14/14 Anthony Jakel, 5521 Allen Rd. East, Charlotte 28269, Credit Suisse Financial \$59,920

5/15/14 Brian & Charla Hicks, 9611 Vinca Cir., Apt. C, Charlotte 28213, American Mortgage Network \$45,200

5/15/14 Jon & Jennifer Martin, 8403 Appledale Dr., Charlotte 28262, American Security Mortgage \$122,805

5/16/14 Willie Ramseur, 3529 Hatwynn Rd., Charlotte 28269, First Horizon Home Loans \$274,773

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Donald W. Parker Jr., 1041 Bent Branch Dr. SW, Concord

4/28/14 Eagle Wing Tuscarora School, Robert Yellow Fox Boyd, 9 Union St., 4th Floor, Concord

4/28/14 Empower Cheer, Lerene Brantley, 3340 Ashton Ct., Concord

4/28/14 ERH Enterprises LLC, Ellen R. Hago-pian, 710 Georgetown Dr. NW, Concord

4/28/14 Lamb's Quarters Inc., 1st Source Business Solutions LLC, 349L Copperfield Blvd., Suite 323, Concord

4/28/14 Max Siegel Inc, Traci Siegel, 5254 Pit Rd. South, Concord

4/29/14 A Place for Hope of Rowan and Cabarrus County, Anthony Bishop Hall Sr., 608 Little Texas Rd., Kannapolis

4/29/14 Concord Civic Garden Council Inc., Jacqueline J. Whitfield, 520 Union St. South, Concord

4/29/14 Grumpy Performance Inc., Sherry S. Cheek, 4952 Somerled Ct., Concord

4/29/14 Jean's Royalty Inc., Torie Chapmon, 503 Old Charlotte Rd. SW, Concord

4/29/14 Southeast Siding LLC, Jong Ja Ho, 7140 Bovine Ln., Harrisburg

4/29/14 Superior Highway Safety Solutions LLC, Martin M. Williams, 8418 Camelot Dr., Harrisburg

4/30/14 Gator Slam LLC, Mark C. Robson, 5711 Monticello Dr. NW, Concord

4/30/14 Irvin Properties & Investments Inc., 119 Old Airport Rd., Concord

5/1/14 Carolina's Project Managers LLC, Lean Sigma Progressionals LLC, 18 Cabarrus Ave. W, Concord

5/1/14 DJ Molles Books LLC, Jon Michael DeVine, 8410 Pit Stop Ct. NW, Suite 126, Concord

5/1/14 Fairth with Service LLC, Michael Ryan Skonieczny, 7168 Weddington Rd. NW, Concord

5/2/14 Corporate Funding Associates II LLC, Tracey Brown, 270 Copperfield Blvd. NE, Suite 205, Concord

5/2/14 FCL Metal Works LLC, JRW/RDW Inc., 174 Church St. NE, Concord

5/2/14 Mt. Pleasant Town Center LLC, Tommy K. Earnhardt, 2138 Lentz Harness Shop Rd., Mt. Pleasant

5/2/14 Sundae Art Gallery LLC, Andrea Sowle, 1619 Barbara Ann Cir., Kannapolis

5/5/14 Carpet Specialist LLC, Jose A. Sanchez, 292 Hamilton Dr. NE, Apt. 3, Concord

5/5/14 Humrickhouse Realty LLC, Donna Brady, 4839 Morris Glen Dr., Concord

5/5/14 Kapland Inc., William Duffy, 5283 Scarlet Oak Ct., Harrisburg

5/5/14 Silverman Studio Group LLC, Erik Olsen, 70 Washington Ln. SE, Concord

5/6/14 991-Guns.com Inc., Monroe Turner Gaultney IV, 6085 Diamond Pl., Harrisburg

5/6/14 Ashley Property Solutions Inc., Brian Clark, 3716 Amarillo Dr. SW, Concord

5/6/14 Cincinnati Acres LLC, Elizabeth Hardin, 4502 Gold Hill Rd., Concord

5/6/14 Irmo Automotive Holdings LLC, Timothy S. Marburger, 288 Concord Pkwy. North,

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NEW CORPORATIONS

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Concord

5/6/14 Shree Sai Ventures LLC, Vinita Gurram, 778 Franklin Tree Dr. NW, Concord

5/7/14 National Landmark of Billing LLC, Jon Michael DeVine, 8410 Pit Stop Ct. NW, Suite 126, Concord

5/7/14 PRASEVA Inc., Radha Krishma Swayampakala, 741 Barossa Valley Dr. NE, Concord

5/7/14 TC Logistics and Transportation LLC, Bryan Randall, 778 Candlestick Ct. SW, Concord

5/8/14 FPL DRYWALL SYSTEMS LLC, Faustino Perez, 138 High Ave. SW, Concord

5/8/14 HWY. 29 OFFICE CENTER, LLC, Douglas W. McManus, 3661 Concord Pkwy. South, Concord

5/8/14 JUJJI INVESTMENT, LLC, Jay Patel, 9752 Ravenscroft Ln. NW, Concord

5/8/14 Leather and Things, Inc., Thomas James Allen, 4265 French Fields Ln., Harrisburg

5/8/14 Nilman Management Inc., Ashok C. Patel, 10411 Goosefoot Ct. NW, Concord

5/8/14 Odell China LLC, LGP Compliance LLC, 3296 Hawick Commons Dr., Concord

5/8/14 Vicarious Clt. LLC, Kyle Gladly, 307 Summerlake Dr., Concord

5/9/14 Arc Properties & Investments Inc., Christopher Thomas McCrimmon, 211 Marshdale Ave. SW, Concord

5/9/14 BRK Investment Group LLC, James E. Sinclair, 1125 S. Cannon Blvd., Kannapolis

5/9/14 Pamper Us Mobile Massage Service LLC, Brandi Fox, 112 Thanet St. SW, Concord

5/12/14 Natalia Caggiano CPA PLLC, Natalia Caggiano, 56 Quiet Cove Trl., Concord

5/12/14 Tanner Legal Nurse Consulting PLLC, Kelly W. Tanner, 1086 Arrowhead Dr. SE, Concord

5/12/14 Woodland NC Properties, Patrick D. Woodland, 713 Double Eagle St. SW, Concord

5/13/14 Kannapolis Capital Corporation, Mike Legg, 246 Oak Ave., Kannapolis

5/13/14 Sushi Wasted LLC, Yeng Moua, 85 Concord Commons Pl. SW, Concord

5/14/14 Hometown Security Solutions LLC, Chad Brewer, 9824 Chestnut Hills Rd., Harrisburg

5/14/14 Mia Valeria Cheese Products Inc., Christopher Velazquez, 164 Wright Meadow Ln., Kannapolis

5/14/14 Protodyne LLC, Kyle Hill, 3806 Ben Creek Dr. SW, Concord

5/14/14 Providence Properties of the Carolinas LLC, Johnny Page, 2601 Wyoming Dr., Kannapolis

5/15/14 1st Class Life Enterprises Inc., Matthew Benvegna, 5058 Hwy. 49 South, Harrisburg

5/15/14 Impact Technologies LLC, Zac McCombs, 608 McCombs Ave., Kannapolis

More Cabarrus New Corporations
online at www.BusinessTodayNC.com

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Mecklenburg County

4/23/14 Cybermax Computers Corp., John Vargas Garcia, 1649 Arlyn Cir., Apt. C, Charlotte 28213

4/23/14 Denmark Consultants Inc., La Shawn Middleton, 8800 Cliff Cameron Dr., Ste. 306, Charlotte 28269

4/23/14 Fiver Corner Stones LLC, Shayla Stone, 3736 Amber Meadows Dr., Charlotte 28269

4/23/14 Glam Beauty Bar LLC, Tyshiekay Y. Bailey, 8825 Arbor Creek Dr., Charlotte 28269

4/23/14 Hawkeye Protection Services LLC, Letitia L. Harvey, 3200 Pierpoint Dr., Ste. H, Charlotte 28269

4/23/14 Lucid Design Group, Matthew Stavits, 3305 Grandee Dr., Charlotte 28269

4/23/14 Uwinone Solutions LLC, Ian D'Abreo, 434 Senate Court Way, Huntersville

4/23/14 Yettum Enterprises LLC, Joseph Bivin, 12019 Lavershire Ct., Charlotte 28262

4/23/14 Your Janitorial Solution LLC, Jerney Brown, 13748 Cedar Pond Cir., Huntersville

4/24/14 Dallas 1 Construction Services LLC, Tim Pirce, 4330 Peter Brown Rd., Charlotte 28269

4/24/14 Greg Whitford Inc., Gregory Whitford, 14009 Island Dr., Huntersville

4/24/14 H-Pack LLC, Kevin Hawkins, 9815 J Sam Furr Rd., #261, Huntersville

4/24/14 Mooresville Metal House Inc., Colby Ray Bankston, 20215 Middletown Rd., Cornelius

4/24/14 Westbrook Sales and Marketing Consultants Inc., Robert Nixon Westbrook Jr., 3918 Wilgrove Way Dr., Charlotte 28213

4/25/14 Alto Roofing Corp. LLC, Mark Alvarez, 19308 Ruffner Dr., Cornelius

4/25/14 Rehoboth Ark, Earl Garrett Sr., 3411 Pondridge Ct., Charlotte 28269

4/25/14 Robinsons Group Counseling Inc., Janet Torres-Robinson, 8325 University Station Cir., Apt. 1011, Charlotte 28269

4/25/14 Timothy W. Fowler CPA, Timothy West Fowler, 350 Jib Ct., Davidson

4/25/14 Vipperman Holdings LLC, Heather Scovel, 6812 Fairway Point Dr., Charlotte 28269

4/25/14 Xchannel Consulting LLC, Brent Whittington, 4506 Poplar Grove Dr., Charlotte 28269

4/26/14 Ciprian IT Technologies LLC, Ciprian Florian, 14206 Sullivan Watch Dr., Huntersville

4/26/14 The Lynn Network LLC, Janet Barry, 8106 Ship St., Charlotte 28269

4/28/14 360 Bistro LLC, Charles George Heller, 4119 Amber Leigh Way Dr. 28269

4/28/14 The Building Blocks to Excellence LLC, Brian P. Higley, 5326 Prosperity Ridge Rd., Charlotte 28269

4/28/14 Burke Investment Group Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

4/28/14 Embellish Lash and Brow Lounge LLC, Bob Mickerson, 1914 J N Pease Pl., Charlotte 28262

4/28/14 Jakur Resources Inc., Vivienne Merle Paynter, 19701 Bethel Church Rd., Suite 103-257, Cornelius

4/28/14 Orchaid Enterprises Inc., Danielle Hummell, 301 McCullough Dr., 4th Floor, Charlotte 28262

4/28/14 Skyy Flow Promotions LLC, Scotty Randall Williams, 8031 Pike Rd., Apt. 1015, Charlotte 28262

4/29/14 Affordable Source Trucking LLC, Jeffrey Mitchell, 4822 Autumn Oak Dr., Charlotte 28269

4/29/14 Churchwell Insurance Agency LLC, Charles Churchwell, 16610 Spruell St., Huntersville

4/29/14 Macias Sanchez Construction Inc., Alfredo Macias-Sanchez, 3604 Chepstone Ct., Charlotte 28262

4/29/14 NC Eden LLC, Robert G. McIntosh, 209 Delburg St., Ste. 203, Davidson

4/29/14 Number Ten Investments & Consulting LLC, Stan Ragley, 18315 Invergordon Ln., Cornelius

4/29/14 Watson Investment Management Inc. George A. Watson, 1251 Bridgeford Dr. NW, Huntersville

4/30/14 ARSM Research LLC, Thomas Stern, 16607 Northcross Dr., Ste. F, Huntersville

4/30/14 Creative Innovations of NC Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

4/30/14 Eagles Nes Services LLC, Hugh Franklin, 19421-A Liverpool Pkwy., Cornelius

4/30/14 Events by Anderson LLC, Latasha R. Anderson, 10511 Pickerel Ln., Charlotte 28213

4/30/14 Fry's Wholesale LLC, Brennon G. Fry, 19109 W. Catawba Ave., Cornelius

4/30/14 Generations Financial Strategies, David L. Bublick, 8936 North Pointe Executive Park Dr., Ste. 190, Huntersville

4/30/14 Integrity Counseling Center PA, Cristina Wehner, 9816 Sam Furr Rd., Ste. 202, Huntersville

4/30/14 Ivy Quinn LLC, Lori Michelle Patterson, 208 Gilead Rd., Huntersville

4/30/14 Jonathan K. Nazeer, LLC, Jonathan Kearse, 7037 Somerset Springs Dr., Charlotte 28262

4/30/14 One-Third Inc., Dannielle Gary, 9661 Terrier Way, Charlotte 28269

4/30/14 Palmetto Team LLC, Json Michael Guffey, 9109 Old Barnette Pl., Huntersville

4/30/14 Pinefield Inc., Tim Tucker, 8819 University East Dr., Ste. 200, Charlotte 28213

4/30/14 PK Reality LLC, Thomas Kurtz, 15734 Glencastle Dr., Huntersville

4/30/14 Precisely Unique Boutique LLC, Willanna N. Davis, 13509 Morgan Lee Ave., Charlotte 28213

4/30/14 Preset Payment Solutions Inc., Patrick Dean Handley, 14123 Magnolia Bend Dr., Huntersville

5/1/14 AAC Internet Solutions LLC, Allyn Cabral, 2032 Aberglen Dr., Charlotte 28262

5/1/14 Choice Homes LLC, John Zachary Bender, 8700 Taunton Dr., Huntersville

5/1/14 Diantete Agency Inc., Natalie Diantete, 230 E. WT Harris Blvd., Ste. B, Charlotte 28262

5/1/14 Fuentes Cleaning LLC, Ciro Fuentes, 7117 Gallatin Ln., Charlotte 28213

5/1/14 Global Funding Services LLC, JC Garner, 13016 Eastfield Rd., Ste. 200-250, Huntersville

5/1/14 Helms Home Care LLC, Laura Piccolo Helms, 13310 Centennial Commons Pkwy., Huntersville

5/1/14 JBC Holdings LLC, Shawn A. Cope-land, 215 South Main St., Ste. 301, Davidson

5/1/14 North Charlotte Realty Inc., Carolyn M. Farr, 8312 C. Dunmore Dr., Huntersville

5/1/14 The Sparks Group LLC, Jessica O'Grady Bronzert, 15104 Macbeth Ct., Huntersville

5/1/14 Technology Veterans LLC, Marty D. Wallace, 8600 Escaliber Way, Huntersville

5/1/14 U-Techme LLC, Sambou Tidiane Kamissoko, 9408 C. Lexington Cir., Charlotte 28213

5/1/14 Xiques Photography LLC, Phuong Lan Le Xiques, 19015 Harbor Cove Ln., Cornelius

5/2/14 704 Investments LLC, Michael Albert Iosue, 9724 Cadman Ct., Cornelius

5/2/14 Adisil LLC, Logeshwaran Janarthanan, 2115 E. Arbors Dr. 190, Charlotte 28262

5/2/14 AEDC Asian-American Economic Equipment Center Inc., Lucinda Yang Lo, 2700 Black Cherry Dr., Charlotte 28262

5/2/14 Hattie's Heavenly Care LLC, Amanda Wilson, 812 Friendly Pl., Charlotte 28213

5/2/14 J. Price Interiors Inc., Kenneth Hall, 8425 Middleton Cir., Harrisburg

5/2/14 Munoz Home Improvement LLC, Newton Munoz, 9121 Orin Thomson Rd., Charlotte 28213

5/5/14 A&G Core Supply Metal Recycling Inc., Gerald M. Gray Sr., 9710 Caycee Dr., Davidson

5/5/14 Bhramani One Inc., Sanket Patel, 10536 Adlin Ave., Charlotte 28262

5/5/14 Executive Group Transports LLC, Mehdi Syed, 1820 Harris Houston Rd., Unit 621411, Charlotte 28262

5/5/14 Mansa Singh LLC, Jaswant Nanda, 10120 Tavernay Pkwy., Charlotte 28262

5/5/14 Opal Hotels – Mooresville LLC, Rajnikant R. Desai, 19004 Mountainview Dr., Cornelius

5/5/14 Pioneer Holding Company LLC, John F. Hanzel, 19425 G Liverpool Pkwy., Cornelius

5/5/14 Pope-Daniels inc., John F. Hanzel, 19425 G Liverpool Pkwy., Cornelius

5/5/14 Reliable Access Provider Inc., Toria Douglas, 2427 Fabyan Ln., Charlotte 28262

5/5/14 Seven Hills Real Estate Holdings LLC, Buket Yengulalp, 18615 Victoria Bay Dr., Cornelius

5/5/14 Tony's Therapeutic Touch Inc., Anthony Hill, 13816 Mallard Lake Rd., Charlotte 28262

5/6/14 Chrisarco 897 LLC, Colin Christie, 5791 Underwood Ave., Charlotte 28213

5/6/14 Givens Hair Braiding LLC, Melanie Bitota Kabasele, 9369 Glenwater Dr., Charlotte 28262

5/6/14 Integrity Landscapes LLC, James Phillip Broome, 6036 Downfield Wood Dr., Charlotte 28269

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ON THE RECORD

NEW CORPORATIONS

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5/6/14 Mallen Consulting, Michelle Allen, 8422 Chaceview Ct., Charlotte 28269

5/6/14 McMahon National Lease LLC, Michael P. McMahon, 3609 Trailer Dr., Charlotte 28269

5/6/14 Mint Strategic Consulting LLC, James E. Mitchell, 7803 Wiltshire Ridge Rd., Charlotte 28269

5/6/14 Tomlinson United Holdings LLC, Latoya Nicole Tomlinson, 11020 Featherbrook Rd., Apt. 3F, Charlotte 28262

5/6/14 Transforming Youth Movement Inc., Reginald McNeil, 10818 Dry Stone Dr., Huntersville

5/7/14 Lemmond Holdings LLC, Shawn Lemond, 246 S. Faulkner Way, Davidson

5/7/14 Tiffany Lee Dickey LLC, Tiffany Lee Dickey, 15821 Trenton Place Rd., Huntersville

5/7/14 Tillis Consulting LLC, Thomas Ryan Tillis, 16116 North Point Rd., Huntersville

5/7/14 Vape City LLC, Jason Tyrone Davis, 9222 White Aspen Pl., Charlotte 28269

5/8/14 Alpha Giant Delivery Services LLC, Kristen Parker, 4017 Chandler Haven Dr., Charlotte 28269

5/8/14 Autumn Property Solutions LLC, Dennis Edward Andrews, 9734 Kennerly Cove Ct., Charlotte 28269

5/8/14 Caterpillar Ministries, Anne Crawford, 22043 Lady Glencim Ct., Cornelius

5/8/14 Cleveland Mills Holdings LLC, Alan Shane Henry, 7713 Dunoon Ln., Charlotte 28269

5/8/14 LA Bookkeeping LLC, Lakesha Anruem, 4220-134 Sugarstone Ln., Charlotte 28269

5/8/14 My Braziliam Look LLC, Maria L. Staves, 13112 Homewood Dr., Charlotte 28262

5/8/14 Sharon's Roses LLC, Sharon L. Muhammad, 10106 Pintail Pl., #205, Charlotte 28269

5/8/14 Southend Building Products Inc., Michael R. Harmon, 17505 W. Catawba Ave., Ste. 100, Cornelius

5/8/14 Spa Veda LLC, Meek Law Firm P.C., 10130 Mallard Creek Rd., St. 300, Charlotte 28262

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Mooresville

4/21/14 Chowan Gliden Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

4/21/14 Chowan Jehu Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

4/21/14 Chowan Virginia Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

4/21/14 New Homes LLC, Todd Jason Farlow, 114 Morlake Dr., Suite 203 28117

4/21/14 SE 1 Solar Investments Lessee LLC, Kenny Habul, 192 Raceway Dr. 28117

4/22/14 Anchor Leather Company LLC, Ethan William Martin, 118 Steam Engine Dt., #208 28115

4/22/14 Break Free Ministries, Shannon Parker, 203 Goodwin Cir. 28115

4/22/14 Dave's Property Management Service LLC, David A. Scott, 147 Pleasant Grove Ln. 28115

4/23/14 Brinkley Management LLC, James A. Brinkley, 1108 Briarhill Rd. 28115

4/23/14 Klanduch Medical Care, Frank Anthony Klanduch, 122 White Horse Dr. 28117

4/23/14 Liberty Scholars LLC, Jessica Piatt, 121 Karlstad Ln. 28115

4/23/14 Restaurant Re-Sale Inc., Keith R. Martin, 100 Jade Spring Ct. 28117

4/24/14 Chiro Candy Promotions LLC, Stefanie Gross, 120 Monument Ct. 28115

4/24/14 PCGA Enterprises Inc., Rudy Alexander, 164 Normandy Rd. 28117

4/24/14 Princeton Communities LLC, Jeffery Cernuto, 132 Joe V. Knox Ave., Suite 105 28117

4/25/14 Circusdog Enterprises LLC, Richard Gonzalez, 21358 Charlotte Hwy. 28117

4/25/14 GM All American Services LLC, Gina Marie Krost, 562 Linwood Rd. 28115

4/25/14 NC Hydro-Dipping LLC, Heather Smith, 1319 Mount Ulla Hwy. 28115

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4/28/14 APEX Home Solutions of NC, Bob L. Rose, 107 Freshwater Ln. 28117

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OPINION

There's both good PR and an awful lot of awfully bad PR

Good public relations is an art and a science. Well-done PR can result in good stories in any medium, and friendly treatment when the chips are down. When bad news occurs, it's going to help if you have a friend in the news-room.

So it amazes me as nonsensical, unusable and outright incorrect press releases pour in here, not by the dozens, but by the hundreds. Literally. And sometimes they follow up with more emails wanting to know why it wasn't printed.

Let me say I'm grateful that people consider us a worthy news vehicle, but I'm still floored by some of the tactics (or lack thereof) and the content.

A few that rose above the rest if you think in terms of flies and their habitat.

• "Entre 'pee' neur Establishes Bathroom Lighting System to Increase Privacy. Allen created the Tooshlights public restroom lighting system with a 'green' light indicating a free stall, a 'blue' light designating an available handicapped stall, and a 'red' light to denote an occupied stall."

I was relieved (OK bad pun on my part) for the opt-out link at the bottom (sorry) of the email.

But the email started out with "Hi Dave," giving me the false impression that I knew this lunatic. Lots of press releases launch with a clever ruse, sort of like a telemarketer, to hook editors. "How was your weekend" is a popular greeting on Mondays. Here's one that got me:

• "Good Morning, how are you? I wanted to follow up to see if you might be interested in doing a piece on the groundbreaking of Daniel Libeskind's Century Spire building in Manila, Philippines."

Good God. The client's name is spelled right, but Philippines has one "l," not two.

One might think this PR firm would also have an understanding of our market footprint. For us, Gastonia doesn't exist (no, that is not an editorial com-

ment on my part), nor do Dilworth and NoDa.

• Mis-spellings and getting important things flat-out wrong. One firm that's now churning out press releases wrote that a client graduated from the University at Notre Dame. Of course, it's "of," but it made me wonder if the client went to school there in the first place. The same firm sent out a press release about a construction supervisor having managed The Peninsula and The Point. Really? Hawthorne Management Co. does that for homeowners in both communities.

Then there's the flawed concept of inundating people (namely me) one doesn't really know over and over again. SOMETIMES YOU JUST WANT TO SWAT YOUR LAPTOP.

(I'm kidding. The use of all upper-case letters comes next.)

I have to share this one: "URGENT PRESS RELEASE: [a local regional planning group] announces its regular monthly meeting..."

I'm not sure how this particular agency would announce the Second Coming, but I am picturing posters on every telephone pole between Statesville and Belmont.

I was fortunate enough to get to know the late Henry Rogers, who is the dean of modern public relations. He co-founded Rogers & Cowan, a great Hollywood PR firm back in 1935. By the 1990s, it had a thriving corporate practice.

When we ate lunch at the Hillcrest Country Club, he introduced me to George Burns who was at the next table. My point is that Mr. Rogers tried to get to know me and my needs as an editor in Los Angeles. (Of course, I was thrilled to get to know him and Mr. Burns.)

The New York Times said this about him: "Rogers was known as the man who elevated industry ethical standards, particularly through his insistence that public relations professionals had as much responsibility to the news media as they did to their clients."

You see good PR practiced here and there. Duke Energy does it right, also Novant/Presbyterian and Allen Tate.

But good PR is so rare I actually saved one pitch that impressed me. Here's how it started out:

"My name is Jamie Prince, and I run a boutique marketing/public relations firm in Greenville, South Carolina,

called Flourish..." And then she gave me a little background on the client, Blue Ridge Mountain Club near Blowing Rock.

She went on to say: "I'd like to begin sending you news about them that may be relevant to what you cover. I'd also like to learn more about what your publication covers, so that - going forward - I can send you the kind of news you find valuable."

It was well done. I normally delete these kinds of emails as fast as I get them. Hers, I didn't. I emailed this back: "Hi Jamie...it's a nice pitch and I commend you for asking what I'm looking for. To be right up front, our pubs are strictly, strictly local. I wouldn't ordinarily respond to a pitch, but I thought your approach was first-class."

So when it came time to ask for some useful tips on how to handle public relations, I went to Ms. Prince. Here's what she said:

Get personal. Being on a first-name basis with anyone in the media community begins with making an honest attempt at getting to know them, the publication(s) they contribute to, and what they like (and don't like) to write about.

Stay above the radar. Communicate relevant news to the media on a regular basis. This way, you're on their radar, and you become top of mind when they have a story in development.

Give back. Just as you would any other professional colleague, be helpful to editors and writers in areas outside of your clients. Be a valued connection.

Relationships may be created but are rarely built digitally.

As critical as good digital communication is to creating relationships, the most rewarding connections are those that allow opportunities for phone and face-to-face conversations. Don't be so reliant on new technology that you forget the tried-and-true of social networking.

Remember: Coverage is a privilege, not a right.

Earning editorial coverage through the media is far from a given these days. These folks are very, very busy. Do not forget to take time to express gratitude and thanks for their time and consideration.

Ms. Prince's comments are brilliant, and I'm sure Henry Rogers would agree.

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HOT PROPERTIES

Super-luxury price range lags other parts of high-end market

BY DAVE YOCHUM

The market for \$2 million-plus homes looks like it is sizzling. Here's a look at what you get when your pockets are deeper than the other 99 percent.

- The former estate of racing legend Michael Waltrip—it's now owned by NASCAR driver David Gilliland and his family—is on the market for \$4.9 million. The 66-acre lakefront property in Sherrill's Ford features a historic residence, equestrian facilities, two race shops, a nine-hole golf course, indoor basketball, racquetball and shuffleboard. **Nancy Hucks** and **Nancy Helms** of Lake Norman Realty have the listing.



16505 Jetton Road in Cornelius is listed for \$3.995 million by Dixie Dean, Allen Tate

of opulent space, complete with long lake views, a pool and a private dock. It has a special—and secure—ground-floor room for dogs, with access to a fenced-in, grassy yard. There is a natural sandy beach and 200 feet of shoreline.

- **Lori Jackson** and **Reed Jackson**, of Ivester Jackson Distinctive Properties, have listed a Mediterranean style villa at 16125 Jetton Road at \$4.95 million. The estate has a barrel tile roof, a wine room, billiards room and a resort-style spa. There are seven fireplaces and an elevator.

While some media outlets are reporting a lot of sizzle in the market for super-luxury homes, some of it is just that—sizzle.

Through June 1, there has only been one house in Cornelius sold in the \$2

Cynthia Team of Lake Norman Realty says very high-dollar homes are often highly customized. Besides the air being very thin in the \$4 million price range, not everyone's tastes are the same. "At \$4 million the properties are definitely unique and are likely to be customized for a very specific person," she said.

Nevertheless, the number of showings is strong, an indication that the market for the Piedmont region's high end is coming back. "I think we will have a pretty strong year," Jackson said, explaining that 60 percent of sales take place June through November.

The luxury home selling business is changing, with more companies chasing the high-dollar deals, but it's still an expensive proposition and not for the faint of heart.

"The rate of change and competition in this business, not unlike a lot of other businesses, is breath-taking," Jackson said.

Lance Carlyle and Dixie Dean explain that the sellers in this price range typically expect their brokers to be on premises during all showings. Likewise, the brokers are expected to be well-versed in the unique features that make a \$2 million home a \$2 million home.

"Generally houses at that level have so much customization, detail, systems, in-house sound and security, that a conventional home won't have," Jackson said, explaining that some of these homes have features like carved stone fireplaces and aged wood paneling and timbers.



Hearst apartment in Manhattan: \$38M

Prudential Preferred Realty is rebranding as Berkshire Hathaway Home Services. It reflects the cachet

See HOT PROPERTIES, Page 31

HOT PROPERTIES

from page 30

around billionaire Warren Buffet's holding company, which acquired Prudential in 2012.

Sotheby's Realty has landed in Charlotte. Meanwhile, firms like Allen Tate Realtors are promoting their affiliation with Luxury Portfolio International, part of the Leading Real Estate Companies of the World, of which Allen Tate is a member. It enables local agents to market estates around the world in a glossy magazine and online.

Ivester Jackson has affiliated with Christy's International. The \$4.95 million home on Jetton has been featured on Christy's swank home page just a couple of slides away from newspaper magnate William Randolph Hearst's \$38 million New York apartment.

Christie's says low interest rates, limited inventory and pent-up demand will help drive sales in the over \$1 million-dollar range. The buyers consist of local people trading up, often at the lower end of the luxury market, millennials and overseas buyers at the top end.

Meanwhile, the company says they see a strong correlation with the top end of the real estate market and fine art sales. Of course, Sotheby's is also in the art auction business.



210 Yeoman Road in Mooresville is listed for \$5.4 million by Carlyle Properties

Jackson said super-luxury clients require special handling and "fairly extensive marketing," an understatement when it comes to marketing properties to millionaires in every part of the globe.

Dixie Dean holds exclusive, by-invitation-only cocktail parties in the highest-price houses, complete with one-on-one

HOT PROPERTIES



16125 Jetton Road is listed by Lori Jackson and Reed Jackson for \$4.95 million.

tours with pre-qualified clients.

Lance Carlyle and Jackson sometimes show properties by boat, including during the key evening hours when sunset views are prized. Indeed, a luxury lakefront home without a view is likely to sell for considerably less than

one with an expansive, miles-long view of Lake Norman.

Jackson just mailed a special luxury home magazine to the owners of 1,200 of the most expensive homes in the area. The bottom end of the mailing list was homes valued at \$1.2 million.

This, in an area where mobile homes were on lakefront lots only a dozen years ago.

...

In Cabarrus

A large home that had been in foreclosure has sold in the Pine Creek subdivision in Kannapolis. The house, at 5977 Willowood Road, has sold for \$825,000 after being listed for +\$950,000. The tax value on the 6,646 square foot property is \$1.16 million. The four-bedroom house has 4.5 baths and a pool on a two-acre lot. The listing agent was **Jason Benham** of Benham Real Estate, the selling agent was Brandy Sellers of Exit Elite Real Estate



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