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## Eco-devo under seige in Cabarrus

BY DAVE FRIEDMAN

Blue-J Eco Friendly Small Office Cleaning is more than a business. For owner Janet Schultz, it is a vehicle to achieve two goals. A former special education teacher, Schultz started BlueJ late in 2012 with the goal of running a successful company that employs people living with autism.

Like virtually every business in the county, hers benefits from new and expanding enterprises. The 3-2 vote by the Cabarrus County Board of Commissioners to cut business recruitment spending surprised her.

"I'm disappointed that we're sending the wrong message by not supporting our businesses," Schultz says. In fact, businesses of every stripe and color are looking at the profoundly dys-

## ANALYSIS

functional board of commissioners for answers. The three power-brokers in this decision are lame ducks, having lost the primary elections May 6 against members of their own party.

Two of them are aligned with the Tea Party wing of the Cabarrus Republican party. The third will not be a member of Mensa any time soon.

"There couldn't be a worse time for funding to be pulled," says Patrick Coughlin, CEO of Cabarrus Economic Development. His primary role, in addition to heading up the Chamber of Commerce, is attracting new companies to the community. When the EDC, the chamber and state and local government

work together on site selection and tax incentives, the result can be more jobs, a larger tax base, and significant growth.

On June 16 the EDC had its legs cut out from under it. Without public comment, the three renegade members—remember, they lost the election—eliminated all county funding for the EDC. The \$332,000 cut equates to 59 percent of their 2014 total projected budget.

Outgoing commissioners Larry Burrage, Chris Measmer, and Jason Oesterreich spearheaded the initiative. Widely scorned in the business community, the trio is aligned with the Tea Party faction in Cabarrus, which resorted to name-calling and savage cartoons in their bid to retain power.

See CABARRUS, Page 14

## Growth comes with lots of work at local companies

BY DAVE FRIEDMAN

While many businesses in the Golden Crescent have seen slow but steady growth after weathering the recession, some companies are managing through dramatic growth. Reporter Dave Friedman talked to three thriving outfits about what spurred their success and how they've dealt with increased demand.



MORETZ

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Six new people have joined the law offices of Moretz & Skufca over the last 10 months and by hiring people with specific specialties, the business has diversified and grown its clientele. Zac Moretz and Ron Skufca were law school classmates at Wake Forest in the late 1990s. They merged their prac-

See GROWTH, Page 16

## Airport, work force brought MSC to LKN

BY DAVE VIESER

Doug Jones, executive vice president of MSC Industrial Supply, one of the nation's largest direct marketers and distributors of metalworking supplies, is often asked why his company chose to open a co-headquarters in Davidson.

His answer is clear and forthright: Charlotte's airport and the talented work force in the area were the main reasons, combined with an ideal location.

"We had outgrown our Long Island headquarters," Jones said. "So we were searching for a new home. We narrowed the short list down to Austin, Raleigh and Charlotte, but with the hopes of finding a spot for our headquarters less than a two-hour flight from New York, Austin was eliminated."

Jones said the competition between Raleigh and Charlotte was fierce, but in the end, it was the number of flights at Charlotte Douglas International which tipped the

See MSC, Page 16



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### HOT PROPERTIES

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**\$850,000:** Rankin Road, Concord

### RECORDS

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| Cabarrus 20         | Mooresville 23      |
| Mecklenburg 21      | <b>Corporations</b> |
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## Exit 30 development thrives; Valspar coming to Davidson

BY DAVE VIESER

In 2004 Davidson officials drew up their Northeast Quadrant Plan outlining desired development near I-77 Exit 30. The recession put a hold on any prospects for a while, but now MSC Industrial, Homewood Suites and Wells Fargo have settled in.

They're all about to get more neighbors.

Site preparation has already begun for Two Harbour Place, a 51,000-square-foot, three-story office/retail building will rise at the northwest corner of Griffith and Jetton streets, and Valspar Paints will be relocating their Charlotte regional office there.

The development is a joint effort between Childress Klein Properties, the Lake Norman Regional Economic Development Corporation (LNREDC) and the Town of Davidson.

Two Harbour Place is expected to be completed by February 2015. The developers are working with Valspar to design a state-of-the-art training center as part of the project.

"We enjoy the culture of Davidson and knew this was the spot," said Kelly McGlynn, operations manager

for Valspar. McGlynn said her company is especially pleased that their employees will be able to enjoy walk to downtown Davidson while also enjoying a quick commute from the interstate.

Two Harbour Place is actually part of the 50-acre mixed-use Harbour Place development begun by Childress Klein in 2007. The development consists of approximately 500,000 square feet of space that includes a mix of office, retail, residential, hospitality and educational uses and is adjacent to a nature preserve, walking trails and park, with access to Lake Davidson.

"We've been negotiating with Valspar for a good six months" said Ryan McDaniels, Executive Director of LNREDC. "Valspar is a highly regarded company that will complement our growing collection of consumer and industrial products office locations."

While Davidson is clearly a hot area, it's not the only community near Lake Norman that's seeing increased interest among commercial developers, according to Cornelius Mayor Chuck Travis. "We're having more and more conversations."

## Mooreville ready for more companies

BY SUZANNE FULTON

The new 476-acre Mooreville Business Park East is apparently already attracting attention in the corporate relocation world.

"From the moment we announced the acquisition of this tract, we have received a good amount of interest in it," said Robby Carney, executive director of Mooreville/South Iredell Economic Development. "Since the beginning of this year, we've been working about 30 projects," he said. Active projects represent inquiries from "companies, brokers, realtors and consultants."

"I did not expect such a level of interest about land that is not yet site ready," he said.

The park is located on NC. 801, across from Mooreville Business Park, which was also purchased and developed by the South Iredell Community Development Corp. The infrastructure needed to make the land

site-ready includes road building, installation of water and sewer lines.

The land is priced at \$35,000 per acre and will be sold in parcels of 10 to 200 acres. Carney said he expects interest from a diverse set of entities, including defense, aerospace and medical device companies that use advanced manufacturing. They recognize that Mooreville already has an abundance of this type—notably the racing industry.

"I see a lot of synergy with what is already here, including the work force," Carney added.

Carney said the project couldn't go forward without a connector road for better access to Interstate 77. The Town of Mooreville along with the economic development entities were able to obtain \$750,000 from the state to toward the \$1.96 million estimated cost of the Mazeppa-Cornelius Road.

A new exit 38 on I-77 is proposed to complement the connector.

## Owners Kelly, Randy Waugh plan first business litter with Asheville location

*Franchise industry expected to grow at fastest rate since the 2009 recession*

BY DAVE VIESER

Randy and Kelly Waugh started Lucky Dog Bark & Brew in Cornelius less than two years ago. On a typical Saturday the parking lot is full as 100 to 150 dogs belly up to the water bowls while their owners belly up to the bar.

There's another 8,500 square feet outside for pups and people to roam in safety.



Revenue is on the order of \$600,000 to \$800,000 a year, and the Waughs are on the verge of successfully selling franchises.

An entrepreneur in Asheville appears ready to bite. The franchise fee: a cool \$35,000.

Meanwhile, in Concord, Blue-J Eco Friendly Small Office Cleaning hopes to start franchising later this year. Owner Janet Schultz says the business is a calling. The former special education teacher started Blue-J—the Concord-based company that cleans small offices and homes—late in 2012 with the objective of being successful and employing people living with autism.



Janet Schultz and volunteers give back to the community

She said it is a for-profit business with a social need. "It is a place for networking, to bring awareness to other employers, to get the word out about those with autism being excellent employees. The prospects for growth through replication are tangible

"I want this to be my model. To

make it marketable as a franchise. The goal is to employ people with autism. I am focused on selling my first franchise by the end of 2014," Schultz says.

PostNet franchisee Mike Ferretti has purchased a PostNet in Mooresville. In Kinston, Bojangles franchisee

Cameron McRae is a finalist in the Ernst & Young's southeast region for Entrepreneur of the Year. He opened his first location in 1980; he now has 60 stores, mostly in the eastern part of the state and Richmond, Va.

Indeed, it looks like franchising will grow significantly this year.

FRANData reports that demand for franchise units is expected to increase by more than 12 percent this year, the highest rate of increase since 2009. Separately, IHS Global Insight reports that the franchise sector will help the nation's economic rebound with an estimated 220,000 jobs this year.

"With seven out of 10 franchise business lines adding jobs faster than the private sector at-large, the franchise business model continues to provide jobs and entrepreneurship opportunities for workers and entrepreneurs in diverse sectors," said International Franchise Association President Steve Caldeira.

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# BT People

### People On The Move

#### Trade industry publication cites two of S&D's female executives

Jennie Jones, vice president of sales and marketing for convenience stores at S&D Coffee & Tea, and Wendy Redmond, director of sales for convenience stores, are two of 32 women cited as the 2014 Top Women in Convenience by Convenience Store News. Both Jones and Redmond were recognized in the Senior Level Executive category.



JONES

ments of the previous 12 months, including innovative corporate initiatives, extraordinary financial and strategic accomplishments, astute-problem solving acumen, exceptional performance, selfless charitable participation and other attributes that go above and beyond the call of duty. Jones has been with S&D since 2004; Redmond joined S&D in January.



REDMOND

#### OILES plant manager becomes first U.S. director of subsidiary

Ken Holsenback, the plant manager for OILES America's Cabarrus

County operations, has been named the first full-time director from the United States on the OILES America's board of directors.

"Mr. Holsenback has been a major contributor to the growth of OILES America," stated Yoichiro Hayashi, president of OILES America. "We are pleased to have him as a member of our board...his front-line and leadership experience will provide us with the insights needed to advance and grow our organization in the coming years."



HOLSENBACK

#### New attorney at McIntosh

Jennifer Errington, a graduate of Davidson College, has joined The McIntosh Law Firm in Davidson. She graduated with honors from the Charlotte School of Law. She focuses in the areas of general litigation, personal injury and wrongful death.



ERRINGTON

#### Ewart appointed to NAWBO board

Mary Kathryn Ewart, with AFLAC in Concord, has been appointed to the board of the Charlotte chapter of the National Association of Women Business Owners.



EWART

#### New agent at Keller Williams Lake Norman

Carolyn Beaver has joined the Keller Williams Lake Norman in the Cornelius office.



BEAVER

#### Presenter at Realtors Conference in November

Leigh Brown will be one of the speakers at the 2014 Realtors Conference & Expo in November in New Orleans. Brown, an agent with RE/MAX Executive Realty will present a session titled "Confessions of Top Listing Agents." The session will include ideas and practices for building a brand as a listing specialist and how to market in fresh and innovative ways.



BROWN

Also, Leigh Brown and Associates of Concord is on a nationwide list put out by the The Wall Street Journal. The "Top 250 Teams by Transaction Sides" is an annual feature in the publication.

### Business Notes

#### Mooreville outfit wins SBA Award

Corvid Technologies of Mooreville has captured one of this year's Tibbets award from the Small Business Administration. The Tibbets Awards are presented to companies and individuals from all over the United States which are considered models of excellence in high technology. Corvid Technologies, founded in 2004, provides high-fidelity physics analysis support to the defense and automotive industries. Their main office is in Mooreville, where they employ 115 workers. Corvid also has satellite offices in Washington D.C. and Huntsville, Ala. "It is the innovative entrepreneurs and high growth small businesses like Corvid Technologies who help power our economy and move it forward by creating new jobs and making our industries globally competitive," said Maria Contreas-Sweet, SBA Administrator.

—Dave Vieser



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# Reducing food allergies, healthcare costs and saving lives

**BY JENNIFER WOODFORD**

These days, company picnics and parties are just as worrisome as they are fun. Cost and logistics top the list of concerns, but add to that the potentially deadly affects of food allergies. Food allergies are a legitimate problem for anyone from restaurant owners to families. According to reports from the non-profit Food Allergy Research & Education (FARE), over 15



million Americans suffer from food allergies, and, according to the American College of Allergy, Asthma and Immunology, over 400,000 of them are children. A new food ingredient made from

peanut flour and cranberry extracts is being tested by scientists with the NC State University Plants for Human Health Institute (PHHI) at the NC Research Campus as a new option to treat food allergies, especially peanut allergens. Led by PHHI Director Mary Ann Lila, PhD, researchers bound peanut proteins with polyphenols from plants like blackcurrant, cinnamon, cranberry and green tea – all of which seemed to make the peanut proteins less allergenic in lab tests. Polyphenols are natural health-promoting chemicals found in fruits and vegetables.



A team of scientists led by Dr. Mary Ann Lila at N.C. State University's Plants for Human Health Institute have developed a peanut-based flour

"Of the 170 foods that cause allergic reactions, peanuts can be the most dangerous," said Lila. "We feel confident that the polyphenolic plant compounds make the peanut flour more hypoallergenic by masking or changing the allergy-inducing proteins, which is very promising." The cranberry compounds-peanut flour combination is the only one that has gone to animal trials so far. Researchers from UNC-Chapel Hill and the US Department of Agriculture contributed to the research. The results were published in the Journal of Agricultural and Food Chemistry in April 2014. "This is the kind of practical research that distinguishes the NCRC," said Lynne Scott Safrit, president of Castle & Cooke, North Carolina, the developer of the NCRC. "This product is the type of approach to dealing with a life-threatening healthcare issue that can help lower costs for individuals and companies by providing a very affordable and accessible solution to a problem that affects so many

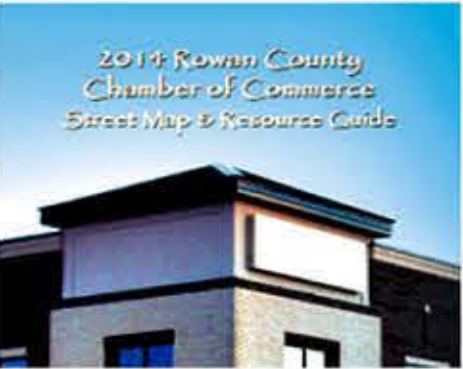


## Harrisburg has new eco-devo strategic plan

Harrisburg Town Council has adopted a new economic development strategic plan as well as a new logo after a six-month research project. The abstract graphic design represents the four compass points, indicating Harrisburg's proximity to Charlotte and accessibility to points throughout the region. Its shape draws on the numerous waterways that define the Town's topography. Colors are derived from the natural environment to emphasize the Town's commitment to open space, recreation opportunities and quality of life. The design was created by KM Design. "Our new logo will create an identity for Harrisburg that will strengthen our outreach to residents and businesses," said Mayor Steve Sciascia. "The logo is just one tangible piece of Town Council's broader vision to guide strategic growth by capitalizing on our assets." The economic development strategic plan, completed in 2013 to create a foundation for sustainable economic growth that is aligned with the Town's vision and core values, recommended the brand identity study to help guide development in the fast-growing town. Harrisburg's population has increased by 150 percent in the last decade. Other initiatives included in the strategic plan are product development, retail recruitment, increased internal and external marketing, Town Center development, and small business recruitment and retention. The Economic Development Strategic Plan is available online. The final branding research report will be presented at the July 14 Town Council meeting.

### Map available from Rowan Chamber

The Rowan County Chamber of Commerce has a new Street Map & Resource Guide, complete with a detailed map that includes Kannapolis. The guide, which is free for members, will be included in newcomer packets. They're available at the chamber offices in the Gateway Building, 204 E. Innes St., Salisbury. Non-members may purchase the maps at \$1 each.



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BDATL committee member Angela Swett and Christopher Hailey



Tom and Ann Dutton



WCNC weatherman John Wendell and Cornelius Commissioner Woody Washam

## Big Day at the Lake is July 19

Boat Hosts are still needed for Year No. 10 of Big Day at the Lake. The event takes place on Lake Norman and Mountain Island Lake on July 19.

Some 200 at-risk children in Big Brothers Big Sisters are expected for a full day of boating, tubing and swimming followed by a picnic for roughly 700 children, Boat Hosts and volunteers at Duke Energy Explorium.

Thanks to volunteers, Boat Hosts and sponsors, the BBBS children—each of whom comes with their "Big," or mentor—experience either lake in a way they would not be able to otherwise.

Boat Hosts are still needed; the final deadline to register online is July 11. For more information or to register visit [www.bigdayatthelake-lkn.com](http://www.bigdayatthelake-lkn.com) or call 704-895-1335.

Big Day at the Lake has three goals: Provide a day of lake fun for at-risk kids in BBBS; recruit "Bigs;" and raise money for Big Brothers Big Sisters.

So far this year, more than \$75,000 has been raised, all of which goes directly to BBBS.

For a look at sponsors, see the Big Day at the Lake ad on Page 29



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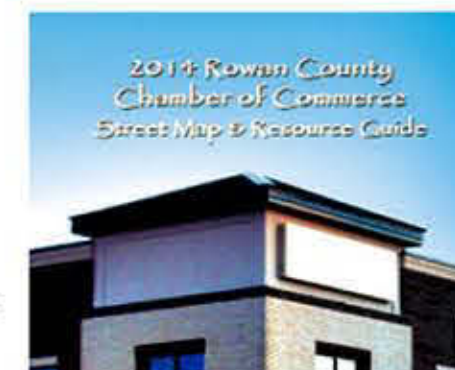
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## ONLINE EDUCATION

# Colleges keeping pace with online education evolution

BY SUZANNE FULTON

With online education in high demand—appealing to lifelong-learners as well as employers—local institutions of higher learning are taking the lead designing programs, earning industry certification and winning awards.

In fact, the director of e-learning for the 17-campus University of North Carolina, Margaret O'Hara, received the 2014 International Distance Learning Award for Outstanding Leadership

by an Individual from the U. S. Distance Learning Association. And UNC Charlotte's Lee College of Engineering received a top ranking by U.S. News & World Report.

Its online degree program was ranked 23rd out of 1,000 surveyed.

UNC's online classes are taught by the same faculty as on-campus courses. The school also offers academic advising and technical help, and their online efforts are evaluated every year



to pinpoint improvements.

Another local stand-out is Rowan-Cabarrus Community College. Rowan-Cabarrus earned the Quality Matters certification, a national benchmark, for their design of online instructor training as well as for four of their courses for students, reports Dean of Educational Resource Services Debra NeeSmith. Plans are to apply each year for such certification of other courses, she added.

"The number of online vs. on-campus classes has grown from 1 percent in 1999 to 18 percent as of Fall 2013; 36 percent of students took a blended curriculum, she reports, and added, "I am very excited to observe this growth," NeeSmith said.

She was part of a small group of faculty in 1999 who designed the online instruction program for the college. She pointed out that Rowan-Cabarrus was one of the first to do so.

Studies have shown that students do better with a mix of online and on-campus classes, called "blended learning."

RCCC requires that instructors take an internally developed online instructor training course prior to teaching any course online. "The training not only shows them how to use and teach within the Blackboard platform, but also covers the pedagogy and best practices of how to teach online," NeeSmith added.

The QM certification for instructor training was awarded to just four colleges last year, two of which were community colleges.

Of note also is that Rowan-Cabarrus' Business Administration Instructor Karen Lynden received an industry award in 2012. Blackboard, a global company

that provides learning technologies to millions of students, schools, governments and corporations, recognized her with its "Catalyst Award for Exemplary Course Program."

## Online courses generate similar revenue

Institutions of learning charge students charge the same fee for their online and on-campus credit hours. Fees for other college services are charged if used.

For example, according to the web site of UNC Charlotte's Distance Education Campus, tuition and fees for online 'courses are calculated on a per-credit-hour basis for the total number of such credit hours for which a student is registered."

Educational institutions earn revenue through a number of streams, including from corporations that pay for course development and delivery for the benefit of their employees—especially for specialized training in a desired niche, like cyber security. Online certificate programs comprised of short courses have been adopted by increasing numbers of colleges because they are an important source of revenue.

As for the matter of unique expenses for running online courses, NeeSmith explained that those would include the cost of software and hosting or licensing fees charged by software platform vendors, and/or costs related to financing and operating the system on campus servers.

Distance learning doesn't hurt RCCC's bottom line, NeeSmith said.

See ONLINE EDUCATION, Page 11

## ONLINE EDUCATION

from page 10

## The massive rise of MOOCs

Hundreds of millions of people around the world are familiar with Coursera and edX and Udacity. They are the best known of several online educational enti-

ipants from age 8 to 88 take such classes and benefit from delivery of lectures by top-tier university instructors.

Students get immediate feedback from the interactive programs and peer

## "The hardest part is getting a routine and sticking to it."

Eric Ashwell, age 45

*He recently completed an online course in project management from Colorado Technical University while juggling two jobs and a family*

ties that have exploded onto the scene in the last two or three years disrupting the evolution of delivery of online learning.

They collaborate with major universities (e.g., Stanford), corporations and government bodies in offering free classes. Established to serve the underserved, they are a type of entity known as MOOC (Massive Open, Online Courses). Partic-

ular review of their work and quick response by the instructor or by fellow students to their questions. As for Coursera and edX, which are non-profits, courses are free, with certain exceptions. A fee is charged to the student at the point of the choice to obtain a certificate of completion. Revenue from fees is shared with the collaborating universities.

## RCCC partners up with UNC-Greensboro to offer bachelor's degree in nursing

The nursing profession has seen a dramatic increase in demand for bachelor's trained nurses due to changing standards in the Affordable Care Act and from the Institute of Medicine. Rowan-Cabarrus Community College, in partnership with the University of North Carolina at Greensboro, will now be able to help our local area keep up with these demands.

Many hospitals in North Carolina are seeking recognition as magnet facilities, and prefer to employ nurses with Bachelor of Science in Nursing (BSN) degrees. However, at present over half of the Registered Nurses in North Carolina do not hold a bachelor's degree in nursing.

In response to the changing standards and employment trends, Rowan-Cabarrus Community College and the University of North Carolina at Greensboro School of Nursing have entered into a partnership to offer the UNCG RN to BSN program on the Rowan-Cabarrus campus located at the North Carolina Research Campus in Kannapolis.

The courses will be taught by UNCG faculty, and students will earn UNCG BSN degrees.

"This partnership will provide local practicing nurses access to baccalaureate education. The program will be cost

effective for the student since the RN-BSN classes will be offered locally. Students will also have the ability to take required pre-requisite and cognate courses through the community college," said Dr. Rod Townley, vice president of academic programs at Rowan-Cabarrus.

The program is available to all practicing nurses, including those who just completed their degrees at Rowan-Cabarrus. However, graduates of Rowan-Cabarrus are given first priority.

"We anticipate that the first courses will be offered as early as this fall," said Dr. Anita Tesh, Associate Dean for Nursing at UNCG. "One or two of the RN-BSN courses will be offered most semesters, to best accommodate working nurses."

Rowan-Cabarrus has received several letters of support from local employers endorsing this new partnership.

"Local employers have expressed enthusiasm for the collaboration, and indicated that they will support work schedules and assist graduates with tuition reimbursement to accommodate enrollment in the UNCG RN to BSN program," said Cathy Norris, RN, MSN, director of the College's nursing programs.

## ONLINE EDUCATION

"The number [of certificates] awarded has spiked 57 percent since 2003, compared to 52 percent growth in associates degrees and just a 27 percent increase in bachelor's degrees," according to the Georgetown University's Center on Education and the Workforce.

Coming soon from Udacity, "nanodegrees" developed in partnership with major corporations to close the gap in technology training.

MOOCs are making CFOs of many established colleges and for-profit train-

ing institutions very nervous about the prospect of losing revenue to these competitors.

According to the Harvard Crimson, Anant Agarwal, CEO of edX, said online learning is like a rising tide that will lift all boats. "It'll increase access to those who don't have access, and will improve learning for those who do have access. It really could help everybody. I really don't see it as a replacement. I see it as creating another extremely powerful tool in our educational arsenal."

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# Small Business Toolbox

## Perplexed by why your marketing isn't working?

How you approach your operations seems to have any sticking power.

from a marketing standpoint is key to its success. Marketing for many small businesses is viewed as a necessary evil or a mysterious phenomenon that seems to be all too elusive when it comes to getting results for the business. You try this tactic or that tactic. You implement this program or that program. You ramp up

your sales efforts or develop exciting new promotions. And yet, nothing

seems to have any sticking power.

If you are doing any of these five missteps, chances are your marketing isn't giving you the results you desire.

**Reactive vs. Proactive:** Too many businesses approach their marketing activity from a feast or famine mentality. What I mean by this is that marketing occurs in reaction to sales not happening or slowing down. When the business has plenty of business in the pipeline, then all marketing activity comes to a screeching halt. When your marketing is conducted in a reactive mode, you are guaranteeing a roller coaster sales cycle and a continuous feeling of needing to catch back up when sales slide.



**BizGrowth 5.0**

SHERRE DEMAO

**Transactional vs. Relational:**

Some businesses make the mistake of unintentionally being viewed as only interested in making a transaction with customers versus building a relationship with and caring about their customers. Could this be your business? Your choices in how you market your business can be viewed as transactional, further reinforcing to your customer that you are only interested in making a sale. If a customer only learns about you from paid advertising, and then the message being heard is all about what you are selling, the price, discounts, and limited-time-offer deals, you are telling your target audience you want their money and nothing more. A customer also needs to learn about your business in ways that demonstrate you are vested in building relationships. Public relations, charitable involvements, existing customer testimonials, community outreach and strategic involvements demonstrate that you value and appreciate relationships with customers and within the marketplace.

**Impulsive vs. Strategic:** The beauty of being a small business over big-company competitors is your ability to be nimble and responsive. However, another way in which businesses hurt their marketing effort is through impulsively trying a tactic or promoting an introductory offer without any strategic thought to how it works within an overall marketing action plan. Decisions are made based on short-term thinking with the intention to incite fast or quick sales. Then disappointment occurs when sales don't happen. Chances are the sales didn't happen because you veered away from your core strategy or don't have a strategy for making sound decisions.

**Sporadic vs. Cohesive:** Part of confidence building in marketing is in how consistent your business appears through its marketing before a customer decides to purchase from you.

When your marketing program is sporadic with nothing that cohesively glues it together such as branding, reinforcing messaging, and consistently executed tactics over time, your target audience may be viewing your business as unreliable or inconsistent in how it operates. Every initiative you take from a marketing standpoint should be determined based on how it is effectively reaching your ideal customer in multiple ways with an underlying objective to validate that your company is one that can be counted on to deliver as promised.

**Tactical vs. Targeted:** Some businesses get it half right in choosing the right tactics, but then missing the mark in how they are targeting their ideal prospective customer. A landscaping firm was sending thousands of direct mailers, but became frustrated when results attracted prospects that didn't want to spend the money. When a deeper study of who was truly an ideal customer was conducted, the company shifted to only sending a few hundred mailers and realized greater, more highly qualified results. Your tactics should always take your marketing to a higher level of effectiveness through well-conceived targeting.

Businesses that understand marketing as an integral part of everyday operations are leap-years ahead of the typical small business. Take a step back and view your business operations with marketing as the critical success factor that it is, and you will begin to realize better results and return on investment.

*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@stdunlimited.com.*



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## SMALL BUSINESS TOOLBOX

## The successful sales safety net: A team approach

Highly successful sales professionals are profoundly impressive. From the customers' view they are polished and proficient: intuitive

in evaluating and meeting the customer's needs, dedicated to quality service, and reliable-always timely in their communication. From the sales manager's perspective they are astute: insightful in their approach to their market, dogmatic in tracking leads, and efficiently effective in achieving goals. Sometimes the outstanding sales professional is so good they seem (and sometimes they believe themselves to be) infallible, unstoppable, and without need of an understudy, or redundant support from anyone.

But that is just not true. Sales professionals are not infallible, indefatigable, nor immortal. That is why teams provide your customer base built-in redundancy in the event of an error that can be corrected before it does harm, direct expertise in non-sales areas (billing, shipping), and an invisible service quality safety net when a specific sales professional is not readily accessible.

As humans, sales professionals are not always instantly accessible, they are subject to mistakes, they take vacation time, they become unexpectedly ill, and they leave their sales role by way of promotion, quitting, or for cause.

As humans, sales professionals are not always instantly accessible, they are subject to mistakes, they take vacation time, they become unexpectedly ill, and they leave their sales role by way of promotion, quitting, or for cause. There is need of a sales professional, and the processes they use, to be a part of a team whose other members are also knowledgeable and have ready, unfettered access to necessary information on customers, orders, billing, and related sales processes-orders placed or quotes in process.

Whether an absence is planned or unplanned, when a customer needs information or assistance they expect it now. They want their account to be recognized and understood by whomever they communicate with. They need to know someone is familiar with the details of their account; they want to have confidence their relationship with your company is being 'properly cared for' and that current orders are all moving along without pause. They want to see demonstrated and feel, regardless of anything else, their business is being well taken care of, uninterrupted.

Using a team approach as a safety net for customers is a strategic process.



**Sellers Market**

CHERYL KANE

needs them.

**3. Keep all messages current.** Email notices to customers, notes on invoices, auto-email replies, and voice-mails must be accurate in a planned or unplanned absence-even for one day.

**4. Coach customers.** Incorporate intermittent contact by non-sales persons so the customer is reminded of the team supporting their account.

**5. Use centralized databases.** Centrally accessible information is invaluable in providing seamless customer service quality.

**6. Demand current record keeping.** Everyone on the team must keep customer accounts up to date or the database is of no value. It should be treated as critical to the customer care process.

When a sales professional is inaccessible and does not have a reliable team

process in place to assist the customer, the reputation of the sales person and their company-can be temporarily marred, or permanently damaged. It wastes valuable selling time trying to repair a damaged customer relationship; and it is not always successful. A frustrated customer finds good reason to initiate contact with your competitor(s).

Building the safety net team your customers will need makes your organization stronger and allows your sales professionals to do what they do best, sell.

*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](http://www.cherylkane.net).*

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## CABARRUS from page 1

None of them returned repeated phone calls from Business Today.

"The last 10 months the EDC has been handicapped by the outgoing commissioners," said Stephen Morris, one of the two commissioners who voted against the trio. The second commissioner is Chairwoman Liz Poole, who has a mixed Vexingly for students of Democracy, not a single resident voted for Oesterreich. He was appointed to fill the unexpired term of Commissioner Jay White who resigned to run for the statehouse.

State law says local budgets take effect each July 1, so it was impossible to alter the vote prior to cuts being made across the county, ranging from schools to an experimental farm.

More business-friendly candidates were elected in May—Honeycutt, Grace Mynatt and Lynn Shue—but they don't take office until December. At that point the new board will have an opportunity to review and alter the budget.

Coughlin has his work cut out for him.

In response to the cuts, an updated EDC budget eliminates all travel outside the region. Of course, outside the region is where one would go to recruit new business. Also slashed were funds for staff development, conference registrations, expenses related to the annual report, and operations of the EDC. In addition to cuts, the marketing budget, funds for meeting with clients, and subscriptions for various data that helps evaluate and compare the community to others have been scaled back.

That accounts for \$50,000 to \$60,000 in savings. A vacant staff position will not be filled. The rest of the deficit will be made up by contributions from private companies and dipping into reserves. He expects much of the \$200,000 in reserves to be depleted in the new fiscal year.

Standard practice around the country calls for private-public partnerships to recruit new businesses. When stakeholders work together everyone is vested in the goals set forth, there are checks on each other, and a united front is presented to companies considering investment in the community.

Cabarrus presents everything but a united front to the world.

"A partnership is always best because businesses want to see both at the table," said Ronnie Bryant, president and CEO of Charlotte USA, a 16 county economic development agency for the region.

"They want to know that collaboration is possible. Everyone needs some skin in the game. It increases your chances for success."

In fact, the business of economic development hasn't gone smoothly in Cabarrus. There were public arguments with White and disgraced Commissioner Coy Privette whose peculiar financial arrangements with a prostitute became public in 2007. Nevertheless, he publicly castigated the EDC for inadequate reporting.

The debate on whether incentives

was sworn in, the county commission voted down a project that required an incentive grant. Windshear sought an 85percent tax break on \$105,000 in property taxes for three years on a proposed \$5 million expansion.

Burrage, Measmer, and Oesterreich voted no. Windshear, which said the expansion

would have added seven to 10 jobs, suspended plans to expand. Coughlin has not brought another incentive package up for a vote. He estimates five or six other projects of the same or greater size

**"We are not able to be competitive now with other areas recruiting business. The No. 1 issue for our citizens is economic development and job creation. To completely eliminate the EDC is not responsive to the people."**

Commissioner Steve Morris

should be allowed never really went away, but by stressing the importance of recruitment, industry expansion, and job growth, former EDC head John Cox kept the partnership alive.

During Cox's time in Cabarrus County, from 2002 until August of last year, every project he recommended that involved incentives—more than three dozen of them—was approved. He believes that through open communication channels, intelligent discussion, and common goals, working with the commission greatly improved the community.

"Incentives worked in every case," said Cox, now the president and CEO of the Greater Naples Chamber of Commerce in Florida. "We never gave an incentive where the county lost money. Not a dime."

Indeed, from 1997 to 2012 economic development recruits paid Cabarrus County \$159 million in taxes vs. county grants worth \$30 million. "Pretty good ROI," says Diane Honeycutt, one of three pro-business commissioners-elect and a former chairman of the Cabarrus Chamber of Commerce.

However, not long after Cox announced that he was stepping down, the climate changed. Jay White resigned his spot as a County Commissioner last July to run for the N.C. House. Oesterreich was appointed in August. On the same day that Cox started in Naples and Oesterreich

would have been presented to a business friendly commission.

In March Oesterreich told Business Today that he felt incentives should only be granted for "game-changing-type projects," and that he preferred a lower tax rate across the board instead of picking "winners and losers."

Commissioner Steve Morris disagrees. "We are not able to be competitive now with other areas recruiting business. The No. 1 issue for our citizens is economic development and job creation. To completely eliminate the EDC is not responsive to the people."

In March Kansas-based ETC Institute surveyed Cabarrus County residents on a wide range of questions about county services offered as well as gather input on community priorities. Among 13 possible "aspects of living" that leaders should prioritize, employment was the top vote getter at 44 percent, ahead of crime prevention, educational facilities and protecting the environment. Economic development was the No. 1 priority to preserve/enhance overall quality of life.

Commissioner Elect Honeycutt says she was flabbergasted by the Measmer-Burrage-Oesterreich vote.

"The survey says that citizens want jobs yet you cut the EDC, how do you do that? You don't care what the public says? It sends the message to people out-

side our community that we're closed for business," Honeycutt states.

A longshot attempt to shift the balance of power on the commission so that the EDC could regain their funding immediately was ongoing at press time. State Sen. Fletcher Hartsell was able to get the N.C. Senate to approve an amendment on a Union County bill that added two seats to the Cabarrus County Board of Commissioners. The N.C. House also would need to approve the amendment, and Gov. Pat McCrory would need to sign off on the bill to have Honeycutt and Mynatt join the board early. It would mean the board of commissioners would temporarily grow to seven members. It would go back to five when the Measmer-Burrage-Oesterreich terms expire.

A mediator is working now between the lame-duck trio which continues to wield so much power and cooler, more experienced heads in the business community and mainstream politics. But it's entirely possible voters will not get what they voted for.

Honeycutt, Morris, and Mynatt's daughter Cyndie Mynatt are founding members of the probusiness political action committee called Cabarrus Jobs Now. The CJN website, which was taken down after the election, sought to bring light to economic development incentives and job growth in a positive way.

The effort included information and statistics about economic development and job growth. Those who opposed the PAC argued it was setup specifically to impact the election and oust those who voted against the Windshear project. If that was the goal, Cabarrus Jobs Now succeeded, however, it doesn't change the immediate future.

In all likelihood, for at least six months, and perhaps a year, the EDC will rely more heavily on the private sector, not so much the public-private partnership approach that succeeds in other markets.

Real estate broker Harris Morrison says he understands the value of the organization.

"We're both in economic development," said Morrison. "They're public and we're private. I help people buy, sell, and lease properties. They drive buyers and users into the market. We both facilitate. The EDC puts a voice to a lot of people and companies that don't have a voice. We're considering how we can help out right now."

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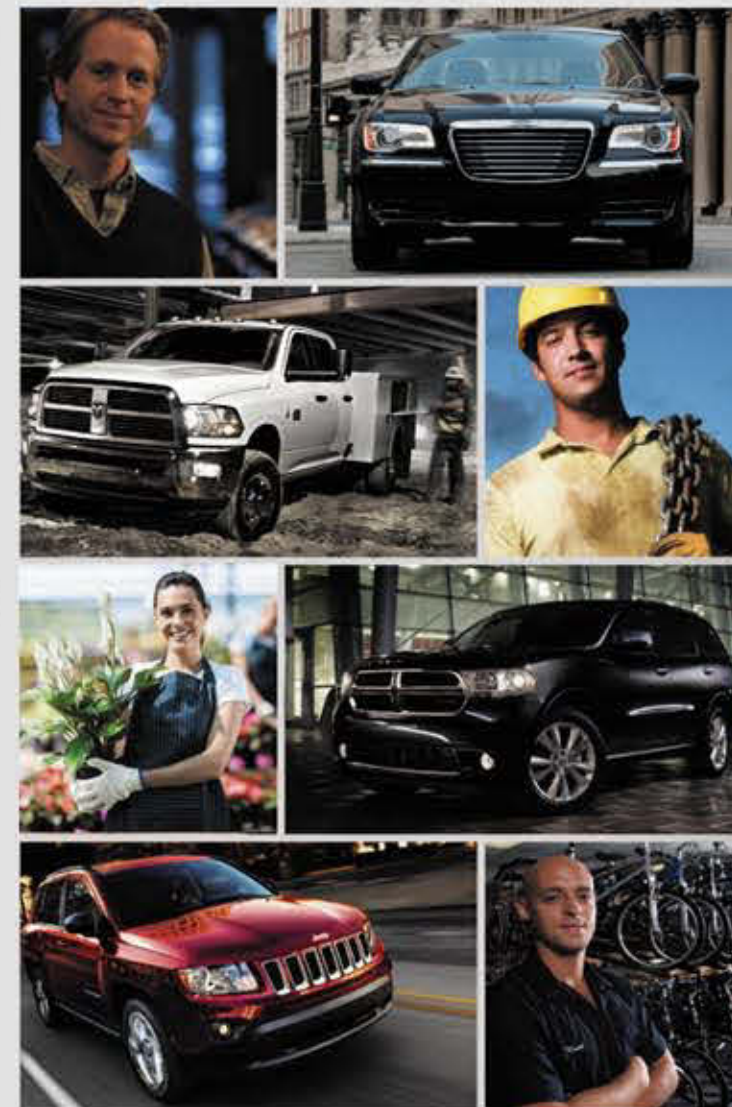
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**MSC** *from page 1*

scales in favor of Charlotte. "Getting customers and key personnel in and out of our headquarters

region was crucial and Charlotte's Airport, with frequent flights to many areas, really met our needs."

Jones was also impressed with the area's work force and the site on the west side of Davidson, near I-77. "Our most important asset is our people, and we liked what we saw in the Charlotte-Lake Norman area."

Once MSC settled on Charlotte, the former Manhattan Supply Co. focused on areas outside of center city. "We looked at places along Harris Boulevard, along with some other parts of the metro area, but we just couldn't find an existing building which worked for us."

Jones heard about the property in Davidson on the northeast sector of the Exit 30 development region. "Once we looked, we were sold. The local officials were fabulous and we knew before long that we had found our new home."

Plans and approvals for a 180,000

**GROWTH** *from page 1*

tices in 2006 and at the time had three attorneys and five employees. Now there are nine lawyers on board and five other support staff. Moretz believes that economic improvements have led to more demand for business law, and referrals is to credit for their growth.

"If you do good work for clients you get referrals," said Moretz. "Word got around with other attorneys too. Whether they were on their own, or wanted to leave their situation, a lot of people who were our friends found it attractive to join forces."

Both managing partners of the firm have a background in racing. They've taken on some work in the motor sports business, but mainly have focused on family law, business litigation, real estate, personal injury and homeowners associations.

Motorsports looks like a big growth area. Longtime Speedway Motorsports general counsel Lauri Eberhart joined the firm recently, bringing many motorsports contacts. She already had a relationship with key players at the firm. Moretz talked his way into an internship with Eberhart while he was a college student, and



**Doug Jones, executive vice president, global supply chain operations for MSC**

square-foot co-headquarters just off I-77 moved along very quickly, and with their new home selected, MSC set out to offer relocation packages to 500 plus workers on Long Island. Ultimately, 125 people chose to relocate and Jones thinks more may be on the way.

she knew Skufca because their children played youth sports together.

"Motor sports are a growing part of the business world in the Golden Crescent and we want to do more of that," said Moretz.



**Lori Ivester Jackson and Reed Jackson**

**Ivester Jackson**  
**Distinctive Properties**  
*Cornelius*  
*Residential real estate*

It has been an high-growth five years for Ivester Jackson. They've gone from eight agents to 36, growing from \$60 million worth of listings to \$250 million. During the recession they grew by a factor of three and gained market share. Jackson's approach to the market down-

"Whenever our Long Island workers come down to visit their friends, and they see our new headquarters as well as the quality of life down here, they seem quite interested in relocating too."

Jones said MSC, which aims to grow into a \$10 billion company, had a hard time recruiting new talent to Long Island. Charlotte, meanwhile, has an excellent reputation among recruiters and more recent grads.

MSC was a welcome find after a long dry spell in the world of economic development, according to Mayor John Woods. "We had approved a master plan for economic development back in 2006, but then the recession hit. Eventually things began to pick up and MSC's opening last year in Davidson was the successful culmination of a long, national search and a perfect fit for the Exit 30 location," Woods said.

MSC works with some 3,000 suppliers and distributes over 500,000 industrial products to some 300,000 customers in the United States and Canada. A key selling proposition is that 99 percent of MSC's stock is

turn varied drastically from their rivals.

"Competitors eliminated overhead and encouraged agents not to take many listings," said managing partner Reed Jackson. "We did just the opposite. It is expensive to put a house on the market, but we knew that if we did a good job then people would stick with us."

The company became an affiliate of Christie's International Real Estate early this year. Now web traffic and phone calls—from all over the world—are way up. There was significant financial risk, but Reed Jackson said reinvesting in the business is the only way to survive and grow.

**SERVPRO**  
**of Northwest Charlotte**  
*Lake Norman*  
*Fire and water damage remediation*

Penny Benkeser took over SERVPRO of Northwest Charlotte just over two years ago. The company that helps clean up and restore property after fire, smoke or water damage had four employees at the time and about \$400,000 in business. She now has 18 people working for her and is on pace to do more than \$3 million this year. Benkeser credits marketing and a relation-

available within the next business day. MSC also helps companies manage inventory.

The company was founded by Sid Jacobson over 70 years ago when he started selling tools out of his car in New York City. Mr. Jacobson passed away in 2005.

Most of MSC's \$2.4 billion in annual sales is generated from 18 million pieces of direct mail it sends each year. The Big Book catalog was introduced in 1964. Sales are also made online and by salespeople based in 100 regional offices.

Jones said MSC will eventually erect a twin building connected to the current building in Davidson connected by an overhead pedestrian bridge.

Jones was speaking at a the Business Today Newsmakers Breakfast sponsored by Dixie Dean, a Realtor with the Allen Tate office in Cornelius. Breakfast sponsors were Epcon Homes & Communities, Donna Moffett Accountants and Consultants. Coffee sponsors were Davidson Wealth Management, Master Title Insurance Agency and Payroll Plus.

ship with the Lake Norman Chamber of Commerce for helping to find business in what is primarily a referral industry. She also believes in aggressive hiring practices



**Penny Benkeser**

"How you spend working capital and reinvest is key," said Benkeser. "I didn't wait until I needed people, I hired anticipating business and recognizing needs. I pay people more than market value to get experience. That's what differentiates us. If you close business, and execute it well, you'll get referrals."

For Benkeser, the formula for success is very simple. Get the company name out, have experienced employees that do good work, and with satisfied customers comes more and more work.

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# NEWS.e

## Last-minute effort may delay I-77 'P3' contract

BY DAVE YOCHUM

**June 23** Nine North Mecklenburg elected officials, including four members of the Cornelius Town Board, have sent a letter to Gov. Pat McCrory and state legislators asking them to delay signing a commercial contract between the DOT and a Spanish company that would fund the widening of I-77 between Charlotte and Lake Norman with toll lanes. It's a symbolic blow to a controversial plan, but it's not a knock-out punch by any means. The toll issue reached a boiling point over the weekend. A 50-year pre-contract document with Cintra was supposed to be signed tomorrow. It was unclear this afternoon if the governor had received the letter. At 2 p.m. today a spokesperson in

the governor's office was unaware of the letter.

Mayor Pro Tem Woody Washam said: "Let's hit the pause button and see if what is actually in the contract is what we thought we were getting and make sure it is in the best interest of the community."

Tolls to fund construction and operation could run \$9 on morning drives into Charlotte and \$12 from Charlotte to Lake Norman in the evening—on what has always been a fully public freeway. Only one company—Cintra—responded to the state's request for proposals for what is called a P3, for public-private partnership. The tentative contract was hammered out over the past two months, but toll road opponents, spearheaded by Cornelius resident Kurt Naas, continued to poke holes in the logic behind the overall deal as well as contract

details.

Naas said the contract was one-sided, with a variety of conditions that could leave North Carolina taxpayers on the hook for shortfalls in toll road operations.

Naas brought the letter to a food truck competition in downtown Cornelius Saturday where commissioners Woody Washam, Jim Duke and John Bradford signed it. Commissioner Dave Gilroy had already signed it; Thurman Ross was expected to sign it later.

"Our fear of signing the 'commercial close' is no one is exactly certain about this contract and there appear to be costs around the possibility of signing the close and not signing the final contract...I want to give DOT time to respond," said Town Commissioner John Bradford. The plan to widen I-77 has been a lightning rod ever since it was dreamed up. Because shortfalls in the state budget, not to mention declining gas tax receipts, there is less money for road improvements all around the state. Funding the widening I-77 through traditional routes appeared to be decades in the future. The P3 partnerships have been used in other states to widen key arteries, with decidedly mixed reviews. "The plan for I-77 tolls has all the potential in the world to be catastrophic for the majority of Cornelius citizens," said Commissioner Gilroy, the toll lanes' chief critic on the town board. Town officials Initial were apparently taken aback by the tolls—\$9 in to Charlotte and \$12 back out—that would run \$21 per day. "This means that ordinary commuters, most of whom are not rich, will need to pony up \$420 per month to commute to Charlotte on weekdays using the new lanes. The tolls are then forecast to escalate to over \$42 round-trip in by 2035, meaning commuters at that point need to budget an additional \$840 per month," Gilroy said.

Meanwhile, commute times in the free lanes are expected to nearly double in less than 20 years. Gilroy said NCDOT's modeling pegs round-trip Mooresville to Charlotte and back commute time at 1 hour and 21 minutes for 2015. This round-trip commute in the general purpose lanes is forecast to take 2 hours and 21 minutes by 2035. Commissioner Bradford, who took considerable heat in the fall elections last year for backing the P3 plan, said he simply wants transparency all the way through the process. "All I wanted to do was make sure there was openness all the way

Hon. Governor Pat McCrory  
20301 Mail Service Center  
Raleigh, NC 27699-0301  
via email and facsimile  
Cc:  
Anthony Tata, Secretary of Transportation  
Sen. Kathy Harrington, Chair, Joint Legislative Transportation Committee  
Rep. John Torbett, Co-Chair, Joint Legislative Transportation Committee  
Rep. Frank Iler, Co-Chair, Joint Legislative Transportation Committee

Re: New Information Regarding Public-Private Partnership

Dear Governor McCrory,

We recently received new information regarding Occupancy Toll (HOT) lanes on Interstate 77 that raised questions regarding the purported benefits of committing the state- and our constituents- to

We therefore request you postpone the contract until our concerns can be adequately addressed by officials in the Lake Norman area and represent look forward to working closely with the NCDOT

Respectfully,

John Bradford III  
Commissioner, Town of Cornelius  
Jim Duke  
Commissioner, Town of Cornelius  
Dave Gilroy  
Commissioner, Town of Cornelius  
Rob Kidd  
Commissioner, Town of Cornelius  
Danny Iler  
Commissioner, Town of Cornelius

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through. I'm just a thorough, diligent guy. If this is a 50-year contract, there is nothing wrong with giving the DOT time to respond. If that means asking the governor to postpone by a day or even three months, I want us to make sure we have all the questions addressed," Bradford said.

Even former Mayor Jeff Tarte, now a state senator weighed in on the contract and the prospects of inking a 50-year-long agreement. "This may sound scary, but I do not feel like Kurt is over the top. He is closer to spot on. I am not privy to any of the details. It is a bizarre process at best."



## DOT goes ahead with Step 1 of I-77 toll project

**June 26** Over the objections of nine town commissioners in North Meck, the N.C. Department of Transportation has signed a contract with Cintra for a public-private-partnership (P3) contract to widen I-77 between Lake Norman and Charlotte.

According to the NCDOT, the P3 hastens the timetable for widening the freeway. The thrust of the letter from commissioners was that the contract signing should be delayed so that more details were clear. Cornelius Mayor Pro Tem Woody Washam signed the letter.

"I am surprised and a little disappointed that the contract between DOT and Cintra was signed. Based on the fact it was, must we must place high expectations with DOT and our state legislators that complete due diligence will now proceed with detailed transparency. In the

best interest of our citizens and our regional economy, we have to get this right," he said.

The state will invest about \$88 million and Cintra will secure the remainder of the \$655 million to design, build, operate and maintain the managed lanes project in exchange for toll revenue generated from the lanes.

This public-private partnership will complete the project within four years instead of the estimated 20 years it would take to secure enough state funding to move forward.

Nevertheless, opponents of the contract with a foreign company expressed major concerns.

"The NCDOT continues to charge ahead with this project and ignore legitimate concerns being raised by citizens and local legislators," said Kurt Naas, a spokesman for Widen I-77. "After the NCDOT sent us their analysis showing \$20 tolls, they quickly walked it back saying the numbers they sent were outdated." The NCDOT has not provided any updated toll or traffic estimates.

NCDOT Secretary Tony Tata said the P3 provide an option for reliable travel time while addressing long-term mobility concerns.

The I-77 project includes converting the current High Occupancy Vehicle (HOV) lanes, which already exist along I-77, and adding capacity to the roadway. The existing HOV lanes and new lanes will be High Occupancy managed lanes that allow free use for eligible carpoolers (three passengers or greater), buses and motorcycles, while allowing other drivers to pay a toll to use those lanes.

Tolls will vary during the day and night to manage the number of vehicles in the lanes and help ensure free-flowing traffic even during morning and evening rush hours.

Design and construction are anticipated to take 3.5 years, with completion scheduled for 2018.

Cintra projects include highways in Texas, Indiana and Illinois, as well as in Canada, Spain, the United Kingdom, Portugal, Ireland and Australia. raised



## Red Line doesn't make key DOT planning list

BY DAVE VIESER

Improvements to the existing railroad right-of-way to facilitate the implementation of a commuter "Red Line" to the Lake Norman area has failed to make a tentative, but, key list of over 100 transportation projects to be undertaken during the second half of the decade. The failure of the project to make the planning list which will eventually comprise the region's TIP (Transportation Improvement Plan) casts further doubt on whether the rail line will ever be a reality.

Meanwhile, widening Hwy.21 between Westmoreland and Northcross Center Circle scored high on the TIP list.

At their June 11 meeting several members of the Lake Norman Regional Transportation Commission (LNTC) indicated they had been recently advised that the funds needed to make the existing freight line customer connections compatible with a passenger rail operation were prohibitive.

The Charlotte Regional Transportation Planning Organization (CRTPO) has a complex process by which each future transportation project is assigned a certain number of points to establish its funding priority. No rail projects were included on the tentative list which is currently under review.

The subject of the Red Line status was raised by commission members as Neil Burke, CRTPO's senior planner, was explaining the next steps for the TIP at the June meeting. Burke revealed that the tentative list of

over 100 transportation projects to be funded between 2016-2020 will be the subject of public comment on their web site during the next month, as well as in-person public discussion at the July 16th meeting of CRTPO at the Government Center on East Fourth Street in Charlotte.

While there were no rail projects on the list, some road projects of interest to the Lake Norman area scored near the top, including the widening of Highway 21 from Northcross Center Circle in Huntersville to Westmoreland Road in Cornelius; improvements at the I-77 Exit 23 interchange in Huntersville; widening of Highway 73 in Huntersville and the widening of Highway 150 in Mooresville.

"The fact that a project scored high on this list is not a guarantee that the project will be funded" said Burke. "Rather this is meant to be the starting point for a 30 day public input/discussion period during which time we look forward to and strongly encourage community comment as well as local input."

Burke said that once the public review period is completed, CRTPO will analyze the comments and coordinate their findings with the state DOT, which will establish a final priority list. CRTPO is the federally designated Metropolitan Planning Organization (MPO) for the Charlotte Urbanized Area, whose primary function is to carry out the transportation planning process among the 27 jurisdictions within the region. LNTC is a joint agency of Huntersville, Cornelius, Davidson and Mooresville, and meets monthly at rotating town hall venues. June's meeting was held at Cornelius Town Hall.

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|                                       |
|---------------------------------------|
| <b>THIS MONTH</b>                     |
| <b>REAL ESTATE TRANSACTIONS ...20</b> |
| <b>FORECLOSURES .....22</b>           |
| <b>NEW CORPORATIONS .....23</b>       |

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

05/15/14 \$213,000 James & Sara Ayers to Justin Black, 2566 Sunberry Ln., Concord  
05/15/14 \$250,500 Mark & Lauren Lape to Raymond & Alicia Pratico, 9673 Capella Ave., Concord  
05/15/14 \$425,500 NVR, Inc. to Ronald & Gail Parker, 8436 Penton Pl., Harrisburg  
05/15/14 \$427,500 Justin & Jessica Helms to Aaron Eshbaugh & Kendra Hatfield, 4701 Granite Hill Dr., Davidson 28036  
05/15/14 \$300,000 Samuel & Jenny Knight to JUJJI Investment, LLC, 9752 Ravenscroft Ln., Concord  
05/15/14 \$257,000 Mattamy Carolina Corp. to Srujan Katanguri & Priyanka Vannam, 293 Laurel Bay St., Concord  
05/16/14 \$259,500 Gullledge Classic Homes, Inc. to Richard & Jennifer Patrick, 216 Spaniel Dr., Concord  
05/16/14 \$255,000 JPO Peach Orchard, L.P., Partnrp. to Casey & Kelly Clement, 11519 Blushing Star Ct., Charlotte 28215  
05/16/14 \$259,000 D.R. Horton, Inc. to Charles & Peggy Garcia, 1329 Grantwood Ave., Concord  
05/16/14 \$269,000 Parker & Orleans Homebuilders, Inc. to Kong & You Lor, 1015 Hearth Ln., Concord  
05/16/14 \$223,000 Robert & Cheryl Henry to Kenneth Reeves, 501 Peacehaven Rd., Kannapolis  
05/16/14 \$257,000 Patrick & Amelia White to David & Jaimee Arnold, 9588 Mahland Ct.,

Concord  
05/16/14 \$308,000 Rion & Debra Rivas to Antonio Massa, 3622 Burnage Hall Rd., Harrisburg  
05/16/14 \$290,000 Peter & Maria Obukhovskii to Huseyin & Laura Erturk, 7122 Founders Way, Harrisburg  
05/16/14 \$350,000 Lee & Dani Crane to Alex & Amanda Ellison, 9863 Flower Bonnet Ave., Concord  
05/16/14 \$251,500 Mattamy Homes to David & Whitley Harrison, 291 Perennial Dr., Concord  
05/16/14 \$281,500 Pulte Home Corp. to Keitra Manigault, 9525 Clarkes Meadow Pl., Concord  
05/16/14 \$255,000 Lennar Carolinas, LLC to Khushboo & Shreyas Patel, 9303 Perseverance Dr., Harrisburg  
05/16/14 \$235,000 Gretchen Cameron to Willard & Helen Helmuth, 6811 Timberwood Dr., Harrisburg  
05/16/14 \$218,500 Daniel & Crystal Emerick to Roddie & Tabitha Furr, 7628 Maple Bluff Ln., Concord  
05/16/14 \$219,000 Margaret Hinson to William & Becky Bartlett, 4650 Maple Crest Pl., Harrisburg  
05/19/14 \$444,000 Orleans-Conservatory Group General Partner, Inc. to Dewayne & Berlinda Lott, 3534 Grace Church St., Harrisburg  
05/19/14 \$274,000 Parker & Orleans Homebuilders, Inc. to Reginald & Sharon Rucker, 1117 Matchstick Pl., Concord  
05/19/14 \$290,000 Orleans-Conservatory Group General Partner, Inc. to James & Valerie Harrell, 11517 Glowing Star Ct., Charlotte 28215  
05/19/14 \$200,000 Edward & Sofia Schloemann to Charles & Morgan Fields, 6620 Burkwood Ct., Harrisburg  
05/19/14 \$210,000 Stephen & Kathryn Pigg to Robert & Donna Wallace, 9750 Herbut Flowe Rd., Charlotte 28227  
05/19/14 \$229,000 Lennar Carolinas, LLC to Tate & Joanna Harris, 10734 Sapphire Tr., Davidson 28036  
05/19/14 \$205,000 Paul & Ericka Kauer to Stephen Harding, 5488 Ives St., Concord  
05/20/14 \$300,000 Brian & Brooke Freel to Shawn & Michelle Squires, 9553 Mahland Ct., Concord

ON THE RECORD

05/20/14 \$286,000 Lennar Carolinas, LLC to Shirdevi Walvekar & Abdul Patan, 9290 Perseverance Dr., Harrisburg  
05/20/14 \$228,000 Lennar Carolinas, LLC to Adrienne Simmons, 10710 Sapphire Tr., Davidson 28036  
05/20/14 \$277,000 Lennar Carolinas, LLC to Shashank & Shweta Kadage, 9278 Perseverance Dr., Harrisburg  
05/20/14 \$291,000 Lennar Carolinas, LLC to Lieu Pham, 9198 Perseverance Dr., Harrisburg  
05/21/14 \$1,787,500 Store Capital Acquisitions, LLC to The Barnett Exemption Trust, 6081 Bayfield Pkwy., Concord  
05/21/14 \$333,500 Parker & Orleans Homebuilders, Inc. to James & Kelly Burgess, 7215 Old Valley Way, Harrisburg  
05/21/14 \$332,000 Lennar Carolinas, LLC to Robert & April Maston, 9182 Perseverance Dr., Harrisburg  
05/21/14 \$235,000 The Ryland Group, Inc. to Newell & Linda Charlton, 5389 Hackberry Ln., Concord  
05/21/14 \$219,000 Danita McKenzie to Ulle Ederma, 6094 Village Dr., Concord  
05/22/14 \$390,000 Christian & Amanda Childress to Ellis & Shawnda Jefferson, 4664 Snow Dr., Harrisburg  
05/22/14 \$3,369,500 AW I Limited Partnership, SB1 Waukesha and Jack Collier to Noble 4305 Hwy. 49 Harrisburg NC LLC, 1.76 ac. on N.C. Hwy. 49 at intersection with School Cr., Concord  
05/22/14 \$305,000 Caliber Homes Loans, Inc. to Matthew & Heather James, 11445 Terrill Ridge Dr., Davidson 28036  
05/22/14 \$265,500 Mattamy Homes to Todd & Kristi Hilliard, 3197 Helmsley Ct., Concord  
05/22/14 \$205,000 Randall & Sandra Laney to Colfin AH-North Carolina 1, LLC, 1220 Blackstone Ct., Concord  
05/22/14 \$225,000 Highway 49 Investment Group, LLC to Cedar Storage, LLC, 3 ac. on Cedar Dr., Harrisburg  
05/22/14 \$243,000 Shea Real Estate Investments, LLC to Michael & Herminia Castellana, 531 Sutro Forest Dr., Concord  
05/22/14 \$409,000 The Ryland Group, Inc. to Bradley Dunkle, 2623 Stonewood View, Kannapolis  
05/23/14 \$244,500 NVR, Inc. to Shawn & Kathryn Steward, 7300 Mill Ruins Ave., Concord  
05/23/14 \$336,000 Parker & Orleans Homebuilders, Inc. to Lynn Young  
05/23/14 \$2,850,000 HRW Associates, Inc. to Caldwell Crossing - Harrisburg, 16 ac. on Hwy. 49 & Caldwell Rd., Harrisburg  
05/23/14 \$1,300,000 RL BB-NC CCR., LLC to Vertex I, LLC, 9.5 ac. on Tom Query Rd., Harrisburg  
05/23/14 \$276,000 Rocky River (Charlotte) AIP III, LLC to NVR, Inc., Lots 193, 195, 253 & 298 of Abbington Subdivision, Harrisburg  
05/23/14 \$309,000 Ryan & Jennifer Harris to Luke & Jennifer Williams, 4393 Bridge Point Dr., Harrisburg

05/23/14 \$269,000 Lennar Carolinas, LLC to Michael & Jill Cody, 4915 Smiling Dr., Harrisburg  
05/23/14 \$283,000 Lennar Carolinas, LLC to Premananda Yessaballi and Chaitanya Kotreddy, 9282 Perseverance Dr., Harrisburg  
05/23/14 \$335,000 The Ryland Group, Inc. to Norman & Kim Wade, 2638 Stonewood View, Kannapolis  
05/23/14 \$327,000 Lennar Carolinas, LLC to Srikanth Thakkellapati & Anisha Putikam, 9205 Perseverance Dr., Harrisburg  
05/23/14 \$338,500 Mattamy Homes to Kenneth & Pamela Price, 3353 Helmsley Ct., Concord  
05/23/14 \$385,000 McCamie & Shirley Hill to Keith Cressman & Annette Sharpe, 10790 Pioneer Mill Rd., Concord  
05/27/14 \$353,000 Parker & Orleans Homebuilders, Inc. to Mary Thornley, 1005 Hearth Ln., Concord  
05/27/14 \$273,000 Paul & Linda Riviello to Ralph & Amy Quesada, 4012 Troon Dr., Concord  
05/27/14 \$409,000 Shea Real Estate Investments, LLC to Manikonda Reddy & Vidyulatha Cherlakola, 777 Franklin Tree Dr., Concord  
05/27/14 \$289,000 Lennar Carolinas, LLC to Jun & Hye Kim, 9193 Perseverance Dr., Harrisburg  
05/27/14 \$207,000 True Homes, LLC to Amy Weeks, 1950 Mallard Pointe Dr., Kannapolis  
05/27/14 \$512,500 RL BB-NC CCR, LLC to H & K Realty, LLC, Lot 1A of Caldwell Business Park, Harrisburg  
05/27/14 \$264,000 Lennar Carolinas, LLC to Richard & Melissa Tanferno, 10730 Sapphire Tr., Davidson 28036  
05/27/14 \$245,000 D.R. Horton, Inc. to Vinod Krishnankutty, 1315 Grantwood Ave., Concord  
05/28/14 \$500,000 Steven & Michelle Giolitti to Brian & Kelly Schmidt, 9520 Davidson Hwy., Concord  
05/28/14 \$200,000 Mitchell Hartsell Construction, Inc. to Joshua & Megan Carpenter, 6102 Village Dr., Concord  
05/28/14 \$229,000 Dennis & Shana Chapel to Michael & Ashleigh Price, 3721 Burnage Hall Rd., Harrisburg  
05/28/14 \$289,000 Tam Nguyen & Nhung Pham to Gregory & Lisa Malmstrom, 9815 Aragorn Ln., Charlotte 28269  
05/29/14 \$283,000 D.R. Horton, Inc. to Grady & Leann Jesseph, 1270 Middlecrest Dr., Concord  
05/29/14 \$269,000 John & Christina Nesta to Jimmy & Dimitra Forniotis, 119 Country Club Dr., Concord  
05/29/14 \$349,500 Parker & Orleans Homebuilders, Inc. to Troy & Michelle Snow, 7219 Old Valley Way, Harrisburg  
05/29/14 \$340,000 Michael & Christin Kennedy to Craig & Denise Burnett, 5415 Club View Dr., Concord

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TRANSACTIONS

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Mecklenburg

5/16/14 \$515,000 Daniel & Kerry Wolfe to Jeremy Desautels & Kimberly Tomlinson, 10030 Bayart Way, Huntersville  
5/16/14 \$309,000 Pasquale Jr. & Cynthia D'Eramo to Kenneth & Barbara Rutalis, 11628 Red Falcon Ct., Huntersville  
5/16/14 \$410,000 Michael & Patricia Winters to Craig & Jeanette Westmoreland, 13319 Robert Walker Dr., Davidson  
5/16/14 \$370,000 Michael & Melissa Zarkis to Elliott & Michelle Baatsen, 8123 Bytham Castle Dr., Huntersville  
5/16/14 \$412,000 Donald & Susan Rutz to Kenneth & Jamie Gebhardt, 17308 Players Ridge Dr., Cornelius  
5/16/14 \$330,000 South Creek Homes to David & Marjorie Lewis, 18010 Coulter Pkwy., Cornelius  
5/16/14 \$405,000 Mark & Patricia Leisure to Robert & Nancy Van Buskirk, 17425 Summer Place Dr., Cornelius  
5/16/14 \$365,000 Cynthia Scully to Francisco Crespo, 100 Martin St., Davidson  
5/16/14 \$295,500 Mattamy Carolina Corp. to Devon Rambert & William Harrison, 9804 Skybluff Cir., Huntersville  
5/19/14 \$730,000 Jessica Kane to Roland & Tracie Chan, 17623 Springwinds Dr., Cornelius  
5/19/14 \$242,000 James Jansen Sr. to Xiaojuan Yang, 18101 Harbor Mist Rd., Cornelius  
5/19/14 \$224,000 Victor Rosenberg to Timothy Gillespie & Elisa Nicolaou, 7918 Cotttsbrooke Dr., Huntersville  
5/19/14 \$345,500 Jeremy & Shireen Cmapbell to the Trustees of Davidson College, 412 Concord Rd., Davidson  
5/19/14 \$469,000 Classica Homes to Felicia Byrd, 9116 Robbins Preserve Rd., Cornelius  
5/19/14 \$208,000 Richard & Raven Lamber to Sean & Camerin Watson, 18012 Bluff Inlet Rd., Cornelius  
5/19/14 \$364,500 NVR to Amanda & Lance Feldman, 13725 Helen Benson Blvd., Davidson  
5/19/14 \$279,000 Ryland Group to Brett & Kristen Tyttle, 6511 Olmsord Dr. Huntersville  
5/20/14 \$285,000 Darryl & Brenda Keaton to American Homes 4 Rent Properties Nine, 20112 Verlaine Dr., Davidson  
5/20/14 \$290,000 Sean Doull-Connolly & Beryl Owen to Michael Elliott, 17509 Calverton Rd., Cornelius  
5/20/14 \$430,000 Penny & Randy Wheeler to Gary Fleming & Sandra Hannon, 21907 Riddles Ct., Cornelius  
5/21/14 \$397,500 Mattamy Carolina Corp. to Jeremy & Krista Mpaes, 14603 Old Vermillion Dr., Huntersville  
5/21/14 \$495,000 Kelly McCray & Patricia Scruggs to Jeremy & Shireen Campbell, 145 Parkview St., Davidson  
5/21/14 \$245,000 Mary Davis to Manuel & maria Cervantes, 18605 Cloverstone Cir., Cornelius

ON THE RECORD

5/21/14 \$289,000 Timothy & Deanna Mcauliffe to Joel & Tia McNelly, 15517 Crossing Ln., Huntersville  
5/21/14 \$253,500 William & Brenda Ryan to Todd Sigler & Patricia Brooks, 809 Kimbrough Square Ct., Davidson  
5/21/14 \$206,000 Peter & Elizabeth Nicholson to Nona Bcisenherz, 1119 Inn Keepers Way, Cornelius  
5/21/14 \$282,000 Jeremy & Miranda Sobon to Trevor & Kristie Tynon, 14915 Rosemary Way Dr., Huntersville  
5/22/14 \$535,000 Michael & Karen russo to Peter Komar & Jessica Rusconi, 9629 Cockeherham Ln., Huntersville  
5/22/14 \$253,500 Mattamy Carolina Corp. to Sandeep & Shobhaben Patel, 14833 Skyscape Dr., Huntersville  
5/22/14 \$353,000 Blair & Karen Hoey to Alvin & Catherine Castilow, 9622 Hillspring Dr., Huntersville  
5/23/14 \$298,000 Andrew & Susan Braman to Ally & Sean O'Donnell, 19724 Valiant Way, Cornelius  
5/23/14 \$468,500 Robert & Janet Harkins to Mark Smith, 8723 Brentfield Rd., Huntersville  
5/23/14 \$210,000 John Marcantonio to William & Maria Jenkins, 19112 Juanita Ln., Cornelius  
5/23/14 \$420,000 Mattamy Carolina Corp. to Kyle & Lauren Margrave, 12807 Forrester Ave., Huntersville  
5/23/14 \$243,000 Mark & Susan Olsen, Caren & James Young to Noah Halkins & Erin Lenz, 16523 Knox Run Rd., Huntersville

5/23/14 \$1,650,000 Anita Moerman to John & beth Gularson, 19300 Mary Ardrey Cir., Cornelius  
5/23/14 \$203,500 Albert & Marcelina Alvarez to Iris Martinez, 8221 Ballymore Ct., Huntersville  
5/23/14 \$422,000 Tamala Hoke to Iain & Jana Watt, 20028 Davidson-Concord Rd., Davidson  
5/27/14 \$210,000 Adrian & Maureen Witt to Roger & Cindi Philippi, 11016 Heritage Green Dr., Cornelius  
5/27/14 \$200,000 Monica Schwalbach to Timothy & Ava Nichol, 181006 Bluff Inlet Rd., Cornelius  
5/27/14 \$245,000 Sean & Heidi Keating to Kevin & Nancy McKee, Lot 150 Victoria Bay, Cornelius  
5/27/14 \$356,000 Michael & Gina Nichols to Matthew Hoy, 21210 Baltic Dr., Cornelius  
5/27/14 \$284,000 Ryland Group to Susa & Lawrence Severns, 3703 Hill Tree Cir., Huntersville  
5/28/14 \$658,000 Wendy Yeakley to Raymond Tilton, 18612 Harbor Light Blvd., Cornelius  
5/28/14 \$340,000 Clyde & Elizabeth Maddux to Stephen & Laurie Wallace, 18701 John Connor Rd., Cornelius  
5/29/14 \$295,000 Virginia Morgan Living Trust to George & Denise Sutherland, 12507 Kane Alexander Dr., Huntersville  
5/29/14 \$945,000 Alan Simonini Homes to Daniel Breault & Usha Reddy, 17011 Green Dolphin Ln., Cornelius

5/29/14 \$300,000 Janet Cooledge to Jonathan & Jennifer Boyce, 8517 Sandowne Ln., Huntersville  
5/29/14 \$420,000 David & Patricia Green to Joshua & Vanessa McCutchen, 18640 Greyton Ln., Davidson  
5/29/14 \$254,000 Pulte Home Corp. to Raymond & Christina Clark, 15324 Colonial Park Dr., Huntersville

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Mooreville

5/19/14 \$400,000 Meritage Home of the Carolinas to Garrett Alan Noel, 125 South San Agustín Dr. 28117  
5/19/14 \$220,000 Karen Ellis to John & Evelyn Ronan, 151 Keel Ct. 28117  
5/19/14 \$325,000 Gordon & Rita Barnes to Jerry & Karen Spruell, 147 Billy Jo Rd. 28117  
5/19/14 \$438,000 Gary & Nancy Lewis to Travis Dodd & Fatemeh Warner, 111 Bonner Ln. 28117  
5/20/14 \$520,000 Tom Palmer Homes to Jonathan & Lindsay Hartsell, 123 Ironwood Ct. 28117  
5/20/14 \$422,000 Meritage Homes of the Carolinas to Kristen & Cassie Bowring, 147 Belfry Loop 28117  
5/20/14 \$945,000 Ronald Morris to Gary & Beverley Scott, 131 Jeremy Point Pl. 28117  
5/21/14 \$254,000 Kenneth & Charlene Allen

to Mark & Judith Williams, 210 Didio Cir. 28115  
5/22/14 \$400,000 Meritage Homes of the Carolinas to Jason & Ellen Sanford, 159 Belfry Loop 28117  
5/22/14 \$325,000 Nickolas & Janine Giambruno to Matthew & Cherie Gallo, 217 Crimson Orchard Dr. 28115  
5/23/14 \$1,025,000 Whirl Properties to Traboh3, 107 Tea Olive Ln. 28117  
5/23/14 \$925,000 Jon & Donna Shoemaker to Eduardo & Avemailda Dona, 499 Agnew Rd. 28117  
5/23/14 \$207,000 James Robinson to Augustus & Ashley Kern, 299 Glenn Allen Rd. 28115  
5/23/14 \$263,500 Mattamy Carolina Corporation to Son Nguyen & Mylinh Tu, 208 Silverspring Pl. 28117  
5/23/14 \$268,000 Sandy & Cathy Fields to Timothy & Cheryl Pegelow, 281 Corona Cir. 28117  
5/27/14 \$216,500 Randy & Teresa Minoti to Jason Bradley Overbey, 135 Woodstork Cove Dr. 28117  
5/27/14 \$380,000 Brendt & Tammy Garlick to Paul & Sharon LoRusso, 132 Fernbrook Dr. 28117  
5/27/14 \$614,500 Kevin & Laurie Maguire to Perneet & Shalini Malhotra, 150 Bayberry Creek Cir. 28117

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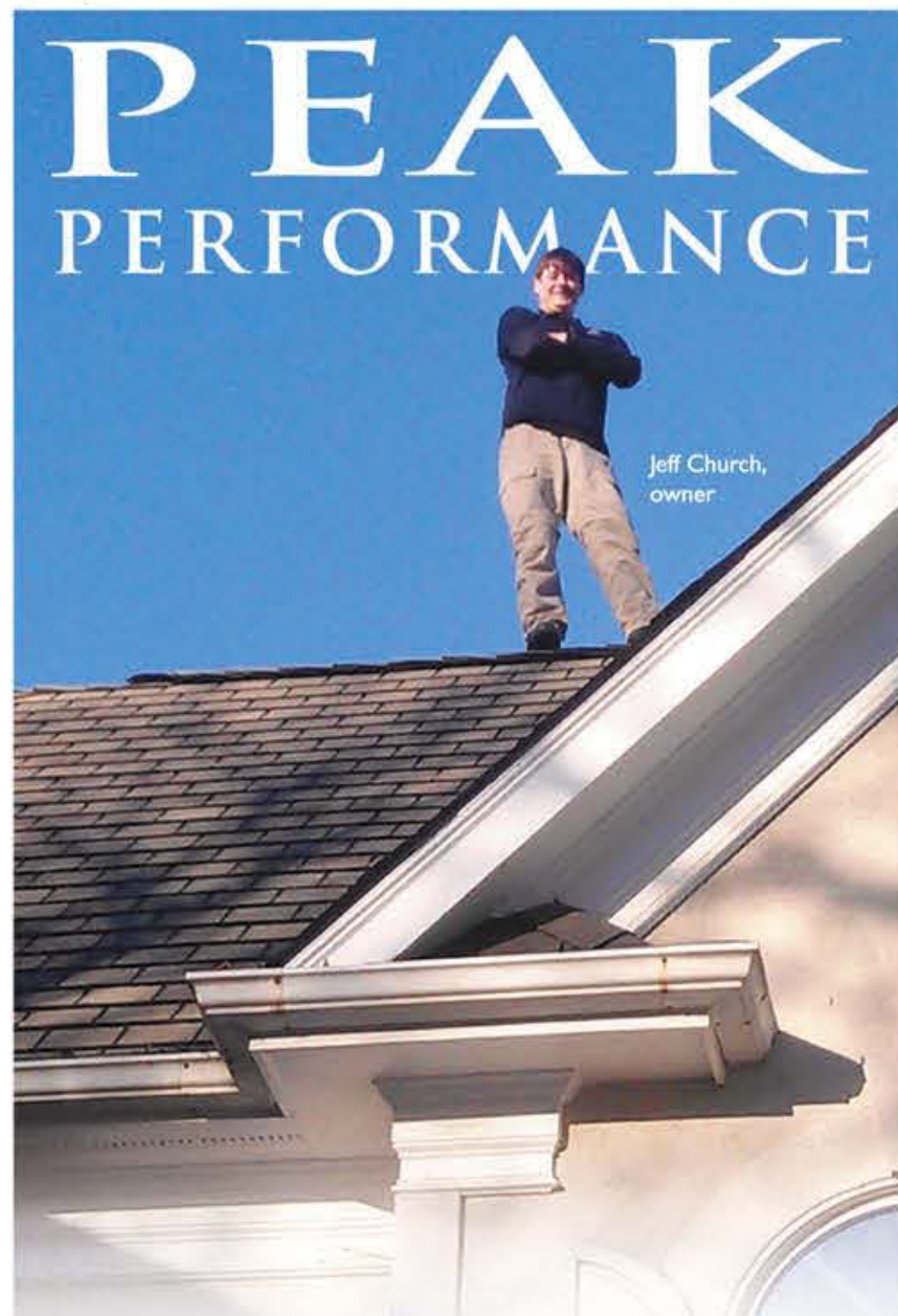
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## ON THE RECORD

### 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

06/02/14 Gary & Sheryl Shugart, 4568 Sunchase Ct., Concord, Bank of America, \$104,500

06/02/14 Estate of James Seamone & Randy Seamone, 135 Swink St., Concord, Wells Fargo Bank, \$22,862

06/02/14 Jon & Shannon Redwing, 5607 Hammermill Dr., Harrisburg, Wells Fargo Bank, \$172,650

06/03/14 Tonya Mixon, 6140 Cambridge Dr., Harrisburg, Provident Funding Associates, \$100,000

06/03/14 Brent & Linda Walsh, 3295 Eva Dr., Concord, U.S. Bank National Assoc., \$108,000

06/04/14 Larry & Jatana Savage, 4364 Sunrise Dr., Kannapolis, U.S. Bank National Assoc., \$97,600

06/03/14 Byron & Tessa MacRae, 926 Lynview Ct., Kannapolis, Branch Banking and Trust Co., \$206,097

06/03/14 William & Deidre Hamlin, 4265 Deacon Ct., Concord, Wells Fargo Bank, \$157,172

06/04/14 Kevin Anguzza, 4155 Adams Creek Dr., Concord, Decision One Mortgage Co., \$115,200

06/04/14 Christopher & Pamela Green, 3774 Lake Spring Ave., Concord, Wells Fargo Bank, \$114,750

06/04/14 Gordon & Hazel Corn and Hazel Ritchie, 12382 Ritchie Rd., Midland, The Bank of New York Mellon, \$92,000

06/06/14 Kristy Hazlett, 06 Elwood St., Kannapolis, Quicken Loans, Inc., \$117,911

06/06/14 Michael Burgess, 4137 Carl Parmer Dr., Harrisburg, U.S. Bank National Assoc., \$115,862

06/06/14 Jamison & Karen Seger, 104 Meadow Ave., Kannapolis, Wells Fargo Bank, \$94,665

06/05/14 Shepard & CarrieTyree and Eugene & Lori Cummings, 2680 Thistle Brook Dr., Concord, U.S. Bank National Assoc., \$112,100

06/06/14 Lewis & Cathy Whittington, 8082 Eagle St., Mount Pleasant, Federal National Mortgage Assoc., \$101,250

06/09/14 James Watts, 9772 Knightbridge Dr., Concord, Nationstar Mortgage, \$76,533

06/09/14 William & Frances Buttner, 2929 Trimble Cir., Concord, Wells Fargo Bank, \$99,316

06/10/14 Jeffrey & Shannon Frick, 3269 Sapp Rd., Concord, Bank of America, \$174,775

## Business Today

06/10/14 Lionel & Sharon Carlton, 3955 Kelybrook Dr., Concord, M & T Bank, \$151,500

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#### Mecklenburg County

5/19/14 Neila Gobin, 415 Tom Hunter Rd., Charlotte 28213, Urban Trust Bank \$80,800

5/19/14 Eleana E. Esquer, 3558 Calpella Ct., Charlotte 28262, Ryland Mortgage Company \$101,646

5/19/14 Michael & Rhonda Lennon, 11916 Cupworth Ct., Huntersville, Davidson Mortgage \$313,700

5/19/14 Christine & Christopher Mullally, 15415 Saxon Trace Ct., Huntersville, Countrywide Home Loans \$260,000

5/20/14 Michael & Susan White, 302 Glenora Dr., Huntersville, Washington Mutual Bank \$126,741

5/20/14 Afram & Andrea Kallah, 8609 Summer Serenade St., Huntersville, First Guaranty Mortgage \$189,600

5/20/14 Anibal de Jesus Tenas Reyes, 3825 Sipes Ln., Charlotte 28269, Bank of America \$144,900

5/20/14 Dorothy J. Williams, 15938 Statesville Rd., Huntersville, Centura Bank \$61,500

5/21/14 James Sonith & Catsy Saraun, 3134 Misty Creek Dr., Charlotte 28269, SunTrust Mortgage \$95,400

5/21/14 Sean Tonzola, 10949 Shelly Renee Ln., Cornelius, Bank of America \$185,000

5/21/14 Amanda Wilson, 2709 Wingdale Ave., Charlotte 28213, Bank of America \$132,500

5/21/14 Gregory & Jaclyn Mudrey, 11204 Tristan Ct., Charlotte 28213, SunTrust Mortgage \$163,728

5/21/14 Karoly & Maria Kis, 3901 Fernledge Ct., Charlotte 28269, American Security Mortgage Corporation \$125,816

5/23/14 Thomas D. Delk II, 6504 Wild Orchid Ct., Charlotte 28262, Wells Fargo Bank \$97,465

5/27/14 Hayward & Tara Marple, 102 Carlos Dr., Huntersville, Bank of America \$119,700

5/27/14 Winsley Bittle St., 5119 Curtiswood Dr., Charlotte 28213, Turner Harwood Mortgage \$63,466

5/27/14 Jahar Austin, 4427 Oakburn Dr., Charlotte 28269, Nationwide Advanantage Mortgage \$186,530

5/27/14 Rosemary Green & Tyrone Rouse, 7004 Frye Pl., Charlotte 28269, American Security Mortgage \$124,337

5/27/14 Christopher & Mike Grinage, 17053 Turning Stick Ct., Charlotte 28213, Quicken Loans \$142,709

5/27/14 Wesley Ganzala Dillard, 12306 Jessica Pl., Charlotte 28269, NVR Finance \$128,221

5/28/14 Marcelo & Melissa Cruz, 15388 Leslie Brooke Rd., Huntersville, PRLAP \$136,918

See **FORECLOSURES**, Page 23

## Business Today

### FORECLOSURES

from page 22

5/28/14 Teddy & Natia Petree, 4605 Belmar Place Rd., Charlotte 28269, JPMorgan Chase Bank \$168,667

5/30/14 Jason & Toni Kemelgor, 4505 Brandie Glen Rd., Charlotte 28269, Myers Park Mortgage \$136,000

5/30/14 Anamaria Miranda, 11626 Kempford Dr., Charlotte 28262, American Home Mortgage \$138,060

5/30/14 Timothy & Erica Oglesby, 341 Westbend Dr., Charlotte 28262, Allen Tate Mortgage Services \$133,808

5/30/14 Trisha Terry, 8639 Mineral Ridge Way, Charlotte 28269, Countrywide Home Loans \$95,840

6/2/14 Mehret Tekie & Habte Ab Berge, 6109 King George Dr., Charlotte 28213, First Horizon Home Loan \$82,350

6/2/14 Charles & Joanna Crapanzano, 8818 New Oak Ln., Huntersville, Guaranteed Rate \$148,400

6/3/14 Angela Buchanan, 1930 Gleen Ln., Charlotte 28213, Mortgage Electronic Registration Systems \$142,977

6/4/14 Tashina & Ronald Chambers, 6624 Tor Dr., Charlotte 28269, Bank of America \$140,865

6/4/14 Geovanny Romero & Karla Zepeda, 4202 Quinn Dr., Charlotte 28269, American Home Mortgage \$141,550

6/5/14 James Miliken, 11342 Heritage Green Dr., Cornelius, Fifth Third Mortgage \$129,530

6/5/14 Jerry & Norma Perez, 7114 Cornerstone Dr., Charlotte 28269, JPMorgan Chase Bank \$165,000

6/5/14 Thomas & Debra Self, 10533 Sam Furr Rd., Huntersville, JPMorgan Chase Bank \$172,649

6/6/14 Bridget S. McCrea, 13203 Freedom Valley Dr., Huntersville, Flagstar Bank \$155,409

6/6/14 Ebenezer Yaw Edjorna & Valerie Lowery, 5137 Burnaby Ct., Charlotte 28269, Ryland Mortgage Company \$97,190

6/6/14 Jerome & Katrina Alexander, 6300 Dumont Ln., Charlotte 28269, Aegis Funding \$139,000

6/6/14 Carl & Deanna Honaker, 107 Austen St., Huntersville, Ameritrust Mortgage Company \$176,000

6/6/14 Eddie & Vibha Robinson, 4823 Palustris Ct., Charlotte 28269, HomeBanc Mortgage \$126,150

6/9/14 Lamont & Matia Simmons, 4723 Reinbeck Dr., Charlotte 28269, W.R. Starkey Mortgage \$163,705

6/9/14 Jay R. Norris, 11620 Truan Ln., Cornelius, Bradford Mortgage Company \$178,571

6/10/14 John L. Bullard, 3103 Berrybush Ct., Charlotte 28269, Bank of America \$113,300

6/10/14 Tracey & Christina Gaiten, 2333 Sweet Flag Ct., Charlotte 28262, Bank of America \$158,735

6/10/14 Jacinda Andrews Teague, 10914 Carver Pond Rd., Charlotte 28269, WR Starkey Mortgage \$182,259

6/10/14 Wendy A. Garcia, 7107 Fox Point Dr., Charlotte 28269, Dover Mortgage Company \$145,906

6/10/14 Sabrenna D. Mumphery, 5621 Twin Brook Dr., Charlotte 28269, Sebring Capital Partners \$150,535

6/11/14 Joel A. Bonilla, 2918 Bridgeville Ln., Charlotte 28262, American Home Mortgage \$168,900

6/11/14 Joan Trapp, 2002 David Earl Dr., Charlotte 28213, BNC Mortgage \$124,355

6/11/14 Lakisha Brooks, 4803 Autumn Oak Dr., Charlotte 28269, Hartland Mortgage Centers \$159,304

6/12/14 Rodrigo Molina & Tanya Cruz, 10419 Pickerel Ln., Charlotte 28213, First Horizon Home Loans \$130,175

6/12/14 Luis Rodriguez, 7736 Rolling Meadows Ln., Huntersville, Pine State Mortgage \$160,752

6/12/14 Romero L. Massey, 1630 Termini Dr., Charlotte 28262, Countrywide Bank \$117,000

6/13/14 Casey Shady & Brandon Barnhardt, 12009 Long Forest Dr., Charlotte 28269, Embrace Home Loans \$120,399

6/13/14 Andrew & Autumn Hostetler, 9154 Sandburg Ave., Charlotte 28262, GreenPoint Mortgage Funding \$182,400

6/13/14 John & Sheryl Simmons, 15620 Centennial Forest Dr., Huntersville, HSBC Mortgage Corporation \$370,000

**More Mecklenburg Foreclosures**  
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#### Mooreville

5/22/14 Jeff & Michelle Taisey, 682 Franklin Grove Rd. 28115, Fidelity National Title Insurance \$177,750

5/23/14 Sean & Patricia Pragano, 107 Riverchase Ln. 28115, SunTrust Mortgage \$475,000

5/23/14 Miranda Leaver Kondalski, 104 White Horse Dr. 28117, National City Mortgage \$1,170,950

5/28/14 Karyn & David Dick, US 21 Charlotte Hwy. 28117, Piedmont Bank \$60,000

6/2/14 Barry & Karla Winecoff, 229 Shinnville Rd. 28115, New Day Financial \$135,000

6/2/14 Stacey & Steven Brink, 841 Hunter Dr. 28115, American Brokers Conduit \$215,910

6/3/14 Walter & Laura Everitt, 111 Ashford Hollow Ln. 28117, HomeBanc Mortgage \$208,900

6/9/14 Elmer D. Sides, 126 Maple Falls Way 28115, Ryland Mortgage Company \$148,310

6/13/14 Weston & Laura Mullis, 261 Honey-suckle Creek Loop 28117, The Bank of New York Mellon \$284,000

**More Mooreville Foreclosures**  
online at [www.BusinessTodayNC.com](http://www.BusinessTodayNC.com)

## NEW CORPORATIONS

These businesses have registered with the

## ON THE RECORD

### N.C. Secretary of State.

#### Cabarrus County

5/21/14 Caswell 105 LLC, Michael B. Coltrane, 110 Forest Cliff Ct. NE, Concord

5/21/14 Dameon Workman Enterprises LLC, Dameon Workman, 7362 Waterwheel St. SW, Concord

5/21/14 Inspira Marketing Group LLC, Whitney J. Johnson, 8611 Concord Mills Blvd., Concord

5/22/14 Doallot LLC, Ronald J. Wine Sr., 5341 Parkside Ct. SW, Concord

5/22/14 Keller Bartelli Group LLC, Mike Bartelli, 6370 Chamar Cir., Kannapolis

5/22/14 Skye Legacies LLC, Chris McCrimmon, 211 Marshdale Ave. SW, Concord

5/22/14 Village Furniture LLC, Richard L. Selvey, 146 West Ave., Kannapolis

5/23/14 Center for Emotional Health PC, Jonathan Stoudmire M.D., 280 Executive Park Dr., Ste. 100, Concord

5/27/14 Flowers Assisted Living, No Agent, 1600 Lane St., Kannapolis

5/27/14 Gulf Packaging Equipment Services LLC, John Ragsdale, 1046 Stirrup Pl., Concord

5/28/14 Harrisburg Town Center IX, LLC, Mark Swartz, 4350 Main St., Harrisburg

5/29/14 AMS Consulting Solutions LLC, Wendy Spagnoli, 2631 Danbury Circle Dr. NW, Concord

5/29/14 Floral Remembrances Inc., Paul E. Threath St., 6128 Village Dr. NW, Concord

5/29/14 Race Engines Plus-AK LLC, Zachary M. Moretz, 37 Union St. South, Ste. B, Concord

5/30/14 Carolina Country Weddings and Events LLC, Melanie M. Newton, 3500 Little Buffalo Creek Rd., Mt. Pleasant

5/30/14 Impact Sound Technologies LLC, Michael E. Masciarelli, 6768 Manatee Dr., Concord

5/30/14 Rocky River Accounting and Tax Service, No Agent, 3848 Grovesner St., Harrisburg

5/30/14 Signature Home Improvements LLC, Chadwick L. Heagerty, 2278 Jon-Chris Dr., Harrisburg

6/2/14 Cap5 Realty LLC, James York, 6145 Gofdon Ln., Harrisburg

6/2/14 City View Auto Repair & Auto Glass LLC, Michael Corley, 7107 Chase Ct., Concord

6/2/14 Out of the Books Inc., DJ Fullwood, 175 Sims Pkwy., Harrisburg

6/2/14 Sandoval Properties LLC, Norman Sandoval, 110 Famous Dr., Concord

6/2/14 Shrivinor Management LLC, Zachary Moretz, 37 Union St. South, Concord

6/4/14 CD Payne-Hayes Enterprise LLC, Cynthia D. Hayes, 307 Trillium St. NW, Concord

See **NEW CORPORATIONS**, Page 24



## 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.



**Bill Rinker**  
ph: 704.782.8080  
cell: 704.699.1406

Email [billrinker@ctc.net](mailto:billrinker@ctc.net)



NEW CORPORATIONS

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Robinson, 1498 Matthew Allen Cir., Kannapolis  
6/4/14 Love You Back Boutique, Amber R. Fadio, 4250 Main St., Ste. 111, Harrisburg  
6/4/14 Mulberry St. Pizza LLC, Hector Zumaeta, 9571 Marquette St. NW, Concord  
6/5/14 The Justice Seal Inc., Simon Arkley, 8410 Pit Stop Ct. NW, Ste. 126, Concord  
6/5/14 Southeastern Stone Supply LLC, Tamara Hutchison, 4512 Raceway Dr., Concord  
6/6/14 Blended Ideas Group LLC, Christopher Veronesi, 10961 Aspen Ridge Ln. NW, Concord  
6/6/14 Fabworks 1 LLC, Jerome Aho, 2211 Richards St., Kannapolis  
6/6/14 Hundley Properties LLC, Ronald D. Hundley, 691 Hanover Dr. NW, Concord  
6/6/14 Rocking Bee Farms LLC, Ronald Kinney, 3970 Tenneyson Ct., Concord  
6/9/14 Burrage Boys LLC, Robert E. Burrage Jr., 76 Eastcliff Dr. SE, Concord  
6/9/14 JC Electric of Concord LLC, Jeff Chunn, 342 Lenox Ave. SE, Concord  
6/9/14 To Make Men Free LLC, Leon Dunn, 366 George Liles Pkwy., PMB 101, Concord  
6/10/14 Warriors Nation Incorporated, Eddie Bennett, 1095 Chapel Creek Rd. SW, Concord  
6/10/14 Wormalution LLC, Zachary M. Moretz, 37 Union St. South, Ste. B, Concord  
6/11/14 Kanglong LLC, Longqiao Ma, 9623 Ravenscroft Ln. NW, Concord  
6/11/14 Michael Kilby LLC, Zachary M. Morte, 37 Union St. South, Ste. B, Concord  
6/11/14 World Overcomers Christian Church Charlotte, Brian E. Duley, 8249 Quail Hollow Dr., Harrisburg  
6/12/14 All Saints Early Childhood Foundation, Jacqueline Whitfield, 625 Lake Concord Rd. NE, Concord  
6/12/14 Freshway Express Inc., Luba Kirillov, 2938 Brooknell Ct. NW, Concord  
6/13/14 East-West Global Service LLC, Steve Niu, 4307 Abernathy Pl., Harrisburg  
6/13/14 En Dian LLC, Sumei Ding, 929 S. Concord Pkwy., Ste. F, Concord  
6/13/14 The Healthy Fit Chik LLC, Jessica Ash, 3829 Carl Parmer Dr., Harrisburg  
6/13/14 Papaw's Paradise LLC, Jean Furr Kennedy, 1109 Hess Rd., Concord



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6/13/14 Planet 3 Amusements LLC, John Lundy, 5272 Stonepath Ct., Harrisburg  
6/16/14 Belle River Companies LLC, Jon-Michael Devine, 8410 Pit Stop Ct., Ste. 128, Concord  
6/17/14 Hutchison Properties LLC, Bethany N. Hutchinson, 3785 Panthers Den Ct., Concord  
6/17/14 Reliable Links LLC, Amin Charania, 1000 Copperfield Blvd. NE, Ste. 124, Concord  
6/18/14 Dynamic Duo Trucking LLC, Robin Digsby, 1402 Azalea Ave., Kannapolis  
6/18/14 Firstray Systems LLC, Seerasha Anumukonda, 407 Sutor Forest Dr. NW, Concord  
6/18/14 Huie LLC, Chelsey Huie, 5705 N. Oakmont Dr., Kannapolis  
6/18/14 Shivalik Traders LLC, Daulatrai Pipalia, 457 Pebble Stone Ct. NW, Concord  
6/19/14 K Chemical LLC, Barry Lynn Ferguson, 5826 Mahogany Pl., Concord  
6/19/14 Luna Framing & Roofing Inc., Eracleo Luna Tapia, 516 Debra Cir. SW, Concord  
6/20/14 Kevin Lane Consulting Services LLC, Kevin A. Lane, 5919 Beckette Ct., Concord

More Cabarrus New Corporations  
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Mecklenburg County

5/21/14 CB Renovations LLC, Chris Wargin, 12914 Fallcross Ct., Huntersville  
5/21/14 Keen Property Management & Cleaning Inc., Patrick Keen, 9105 Olmsted Dr., #16, Charlotte 28262  
5/21/14 Kids for Joy, Francis J. Nyaforth, 734 Mountainwater Dr., Charlotte 28262  
5/21/14 Monogluam LLC, Josh Isreal, 21529 Ogden Cove Dr., Cornelius  
5/21/14 New Horizonz LLC, Nikita Mackey, 301 McCullough Dr., Ste. 400, Charlotte 28262  
5/21/14 Rupinski Management Group, Justin Rupinski, 10040 University Village Blvd., Apt. A, Charlotte 28262  
5/22/14 F2BFGT Team Parents Association, Melissa Thompson, 14311-B Hunters Rd., Huntersville  
5/22/14 High Caliber Real Estate Inc., Kimberly Renee Snyder, 21116 Cornelius St., Cornelius  
5/22/14 J and S Soaps LLC, Jerome Collins,

7027 Orr Rd., Unit D, Charlotte 28213  
5/22/14 Saltater Yuppie LLC, Debbie Herndon, 9868 Legolas Ln., Charlotte 28269  
5/22/14 Virgin Blue LLC, James J. Block II, 16019 Kelly Park Cir., Huntersville  
5/23/14 Art Residential Properties Inc., Rodney L. Purser, 2760 E. W.T. Harris Blvd., Ste. 200, Charlotte 28213  
5/23/14 Atop Services LLC, Teresa B. White, 1826 Conifer Cir., Charlotte 28213  
5/23/14 E & J Pro Construction Inc., Eduardo Martinez, 7202 Hubbard Woods Rd., Charlotte 28269  
5/23/14 KMC Enterprises LLC, Michael J. Carro, 2615 Highland Park Dr., Charlotte 28269  
5/23/14 Landmark Masonry LLC, Kenny Cardenas Arellan, 3632 Durham Ln., Charlotte 28269  
5/23/14 LBH Commercial Cleaning LLC, Lous B. Haynes III, 6518 Brentmoor Dr., #524, Charlotte 28262  
5/23/14 Minor League Rock Stars LLC, Nic Moncher, 15490 Stone Hollow Dr., Huntersville  
5/23/14 One Heart Ministries Legal, Joshua Johnson, 9762 Blossom Hill Dr., Huntersville  
5/23/14 Schoolfield Insurance LLC, Roy Wayne Schoolfield Jr., 9834 Dominion Crest Dr., Charlotte 28269  
5/23/14 Signature Styles PR LLC, Amber Reed, 10320 Lafoy Dr., Huntersville  
5/23/14 Sirat Fashion LLC, Reshma D. Kolagad, 18902 Victoria Bay Rd., Cornelius  
5/23/14 Strategic Pathways LLC, Brooke R. Fleming, 14549 Greenpoint Ln., Huntersville  
5/23/14 Sustainable L.I.F.E. Fitness LLC, Sonya Lucille Pelletier, 227 Harbour Place Dr., Davidson  
5/23/14 V7 Project Corporation, Arnaldi R. Lowery, 301 McCullough Dr., Ste. 400, Charlotte 28262  
5/27/14 365 Clothing & Apparel Corp., John Perry, 7738 Abbottsinch Ct., Charlotte 28269  
5/27/14 A.H. Real Estate LLC, Michael R. Harmon, 18951 Pannisula Point Dr., Cornelius  
5/27/14 Carnegie Mews Property Owners Association Inc., Rodney A. Graham, 618 James Alexander Way, Davidson  
5/27/14 Carolina Divas Cheer & Dance Corporation, Selesia Davis, 3731 Waterton Leas Ct., Charlotte 28269  
5/27/14 Fresh Edge Food LLC, Sokhun Moon, 20107 North Cove Rd., Cornelius  
5/27/14 Guardianor Osso Trapp LLC, The Guardianor Inc., 16821 America Cup Rd., Cornelius  
5/27/14 Harbor Light Realty LLC, David Hanby, 18038 Harbor Light Blvd., Cornelius  
5/27/14 HBV LLC, Michael R. Harmon, 18951 Peninsula Point Dr., Cornelius  
5/27/14 K T Xpress, Key J. Park, 5035 North Tryon St., Charlotte 28213  
5/27/14 Moon House Properties LLC, Brent Reino, 16512 Landen Forest Ln., Davidson  
5/27/14 Moore's Enterprise Inc., Garmon A. Moore, 1408 Clooney Ln., Charlotte 28262  
5/27/14 Premier Novelities LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius  
5/27/14 RHFS Sport Horses LLC, Yvonne

Business Today

Washburn, 10508 Quarrier Dr., Cornelius  
5/27/14 Sanita Moulton LMFT, PLLC, Sanita Moulton, 1973 J N Pease Pl., Ste. 102, Charlotte 28262  
5/27/14 Some Aces LLC, Jeremiah Rogers, 990 Liberty Bell Ct., Charlotte 28269  
5/28/14 Carolinas Food Mart Inc., Tareq Al-Shayeb, 6132 N. Tryon St., Unit F, Charlotte 28213  
5/28/14 Melza USA LLC, Li Chun Lee, 12345 Stowe Acres Dr., Charlotte 28262  
5/28/14 Olympic Inc., Lori Pasewaldt, 8021 Cottsbroke Dr., Huntersville  
5/28/14 The Portlock Group PLLC, Stepfon T. Portlock, 6710 Pattonsburg Dr., Charlotte 28213  
5/28/14 Raj Motel LLC, Bhavik Patel, 131 McCullough Dr. East, Charlotte 28262  
5/29/14 AHR Incorporation Inc., Brenda Roxana Ramirez Rivera, 3916 Atlas Dr., Charlotte 28269  
5/29/14 Carolina Housing Solutions LLC, Shawn Newton, 18710 Oakhurst Blvd., Unit 1D, Cornelius  
5/29/14 Emerald Ventures Group LLC, Jonathan Meek, 10130 Mallard Creek Rd., Ste. 300, Charlotte 28262  
5/29/14 GBC Distribution LLC, Michael L. Griffin, 19109 W. Catawba Ave., Ste. 200, Cornelius  
5/29/14 Intech LLC, Khalia Braswell, 135D Northbend Dr., Charlotte 28262  
5/29/14 Kindred Restaurant LLC, Katherine Kindred, 247 Jetton St., Davidson  
5/29/14 Nuza Holdings LLC, Jaylene Moss, 9624 Bailey Rd., Ste. 290, Cornelius  
5/29/14 Rexburg Holding Company LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Davidson  
5/29/14 Strategic Career Management Inc., Adria Belk, 10130 Mallard Creek Rd., Ste. 300, Charlotte 28262  
5/29/14 Total Home Renovations Inc., Wesley M. Priddy, 10630 Quarrier Dr., Cornelius  
5/29/14 Univista LLC, Sankalp Puri, 1913 J.N. Pease Pl., Ste. 204, Charlotte 28262  
5/29/14 WTC 5 Inc., Karen Payne, 15609 Mayberry Place Ln., Huntersville  
5/30/14 Akoustis Inc., Lora Shealy, 20513 Queensdale Dr., Cornelius  
5/30/14 Azalea Solar LLC, Michael D. Whitson, 442 S. Main St., Ste. 12, Davidson  
5/30/14 Brenchmark Credit Repair LLC, John Colin Ocello, 15204 Holly Trail Ln., Davidson  
5/30/14 Cattail Solar LLC, Michael D. Whitson, 442 S. Main St., Ste. 12, Davidson  
5/30/14 Coco-Belle LLC, Susan McDermott, 18628 Town Harbour Rd., Cornelius  
5/30/14 Cork Oak Solar LLC, Michael D. Whitson, 442 S. Main St., Ste. 12, Davidson  
5/30/14 GC's General Services LLC, Gustavo C. Castillo Cestari, 8615 Pinnacle Cross Dr., Apt. 5, Huntersville  
5/30/14 G.P.J. Transport Inc., Fanny Patricia Roseboro, 5325 Waverly Lynn Ln., Charlotte 28269  
5/30/14 GTPM Enterprises LLC, Geraldine P. Morgan, 15536 Fisherman's Rest Ct., Cornelius

See NEW CORPORATIONS, Page 25

Business Today

NEW CORPORATIONS

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lius  
5/30/14 James A. Lowe and Company LLC, James Anthony Lowe, 5920 Neck Rd., Huntersville  
5/30/14 Lake Norman Estate Services LLC, Ty Chapman, 6206 Downfield Wood Dr., Charlotte 28269  
5/30/14 M2 Capital Inc., Rebecca Metzger, 19413 Makayla Ln., Cornelius  
5/30/14 PU & GM International Inc., Edward Clemmons, 2701 M. Hutchison McDonald Rd., Charlotte 28269  
5/30/14 Ream, Wilson & Associates LLC, Rodney Ream, 400 Gilead Rd. #1115, Huntersville  
5/30/14 Reliance Home Health Services LLC, Latisha D. Fairley, 9700 Research Dr., Ste. 138, Charlotte 28262  
5/30/14 Smith Slovik Residential Design Group LLC, Troy S. Smith, 8817 Washam Potts Rd., Cornelius  
5/30/14 Sunflower Solar LLC, Michael D. Whitson, 442 S. Main St., Ste. 12, Davidson  
6/1/14 Reach Automata LLC, Heinrich Enslin, 12318 Lefferts House Pl., Huntersville  
6/2/14 A.M.A. Trucking Inc., Le Ricco A. McNealy, 529 West Sugar Creek Rd., Charlotte 28213  
6/2/14 Apostolic and Prophetic Training Bible Institute Inc., Simeon J. Frazier Sr., 1325 Rebecca Bailey Dr., Unit 301-B, Charlotte 28262  
6/2/14 Biota Diagnostics LLC, Michael Alan Pickard, 9800 B. Twin Lakes Pkwy., Charlotte 28269  
6/2/14 Premier Grooming Lounge LLC, Mark Moore, 30201 Prosperity Church Rd., Charlotte 28269  
6/2/14 Textile Solutions LLC, Peter Daniel Almirall, 1215 Rocky River Rd. West, Charlotte 28213  
6/3/14 Edev3 LLC, Ross Helfer, 9923 Willow Leaf Ln., Cornelius  
6/3/14 Hard Body Fitness Personal Training Group LLC, Terry A. Davis, 11946 Mourning Dove Ln., Charlotte 28269  
6/3/14 Joby's Grading & Demolition Inc., Joseph R. Wright, 13225 Asbury Chapel Rd., Huntersville  
6/3/14 Karo Association of America, Kourouma Losseni, 5141 Grays Ridge Dr., Charlotte 28269  
6/3/14 La Capelli Salon LLC, Amanda L. Forney, 20000 L. One Norman Cir., Cornelius  
6/3/14 Pivot LLC, Daniel Alvarez, 10309 Islay Ct., Huntersville  
6/3/14 Planet Mitsubishi of Gastonia LLC, Helmi Felfel, 110 Northchase Dr., Charlotte 28213  
6/3/14 Professional Advisory Resources LLC, Argylee M. Williams, 9529 Washam Potts Rd., Cornelius  
6/3/14 Sweet Morsells LLC, Noreen Morsell, 3536 Draycott Ave., Charlotte 28213  
6/3/14 United Sales & Marketing Inc., Michael A. Layel, 10130 Mallard Creek Rd., Ste. 300, Charlotte 28262

ON THE RECORD

6/3/14 Vogue Salons LLC, Christopher Buckner, 16930 W. Catawba Ave., Ste. 205, Cornelius  
6/3/14 Westphalian Energy LLC, Westphalian LLC, 4660 Sugar Plum Ln., Davidson  
6/4/14 Affordable Care Consultants LLC, John Francis Pendergast, 20132 Amy Lee Dr., Cornelius  
6/4/14 Analytical Force Inc., Scott Spanbauer, 403 Gilead Rd., Ste. L, Huntersville  
6/4/14 Blessed Hope House Inc., Mary Jenkins-Tillery, 13717 Elsie Caldwell Ln., Charlotte 28213  
6/4/14 Brown Bear Enterprises LLC, Eugene Brown, 12825 Angel Oak Dr., Huntersville  
6/4/14 Capital Auto Repair LLC, Miguel Angel Gamez, 4617 N. Tryon St., Charlotte 28213  
6/4/14 CFOALPHA L.P., John Matthews, 17819 Peninsula Club Dr. North, Cornelius  
6/4/14 Davidson Interiors LLC, Catherine C. Barkley, 504 Lorimer Rd., Davidson  
6/4/14 EN Investments LLC, Hugh Franklin, 19421-A Liverpool Pkwy., Cornelius  
6/4/14 Geechee Grub Lowcountry Cuisine LLC, Jamecina Shantea Jenkins, 2505 Derita Ave., Charlotte 28269  
6/4/14 G.H.S. Group LLC, Ghansyamkumar Patel, 2310 Apple Glen Ln., Charlotte 28269  
6/4/14 GLC Trading LLC, Robert S. Stamey, 18525 Statesville Rd., Ste. D-09, Cornelius  
6/4/14 Lockhart Real Estate LLC, Lauren Lockhart, 3220 Lakewood Edge Dr., Charlotte 28269  
6/4/14 Universal Installations LLC, Michael Graham, 6317 Burmith Ave., Charlotte 28269  
6/4/14 Universal Solutions Inc., Theresa Facenda, 9700 Research Dr., #147, Charlotte 28269  
6/5/14 Alternatives 4 Kids Inc., Jonathon Ford, 9310 Charolais Ln., Charlotte 28213  
6/5/14 Crosspoint of Gastonia Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius  
6/5/14 H2O Meyer LLC, Julie Rose Watermeyer, 20124 Schooner Dr., Cornelius  
6/5/14 Luxury RV Renting and Serving LLC, Joseph R. Gallo, 4622 Forestridge Commons Dr., Charlotte 28269  
6/5/14 NY and M Food Mart Inc., Musie Woldeghebriel Kelete, 3500 Brownes Ferry Rd., Charlotte 28269  
6/5/14 Our House Builders LLC, Heather M. Koz, 5039 Poplar Grove Dr., Charlotte 28269  
6/5/14 Piedmont Tarva LLC, Piedmont Land Development Inc., 568 Jetton St., Ste. 200, Davidson  
6/5/14 Schneider Properties of Lake Norman LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius  
6/5/14 Sunshine Home Care Agency LLC, Alyssa Robinson, 10894 Tigerton Ln., Charlotte 28269  
6/5/14 The Twisted Farmer LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius  
6/5/14 Vogue Salon Denver LLC, Christopher Shane Buckner, 16930 W. Catawba Ave., Ste. 205, Cornelius  
6/6/14 From Above Property Investors LLC, Martin M. Brennan, 13801 Reese Blvd. W, Ste.

110, Huntersville

6/6/14 Kingdom Cultures LLC, James Michael Wolff, 10012 Lattice Ct., Charlotte 28269  
6/6/14 The Marcella Wlch Memorial Art Foundation, La Shawnda Henry, 3422 Crutchfield Pl., Charlotte 28213  
6/6/14 Restaurant X1 Inc., Nazira Atme Camacho, 8217 Parkton Gate Dr., Huntersville  
6/5/14 Alternatives 4 Kids Inc., Jonathon Ford, 9310 Charolais Ln., Charlotte 28213  
6/5/14 Crosspoint of Gastonia Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius  
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More Mecklenburg New Corporations  
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Mooreville

5/21/14 Ahoskie Fia Solar LLC, Kenny Habul, 192 Raceway Dr. 28117  
5/21/14 Aulander Hwy. 42 Solar LLC, Kenny Habul, 192 Raceway Dr. 28117  
5/21/14 Long Farm Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117  
5/21/14 McDade Construction Company Inc., Newman B. McDade, 116 Farmstead Ln. 28117  
5/21/14 Rand Heating & A/C LLC, Thomas R. Principi, 149 Hickory Hill Rd. 28117  
5/21/14 River Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117  
5/21/14 Snug Harbor Solar LLC, Kenny Habul, 192 Raceway Dr. 28117  
5/22/14 The Mag Well LLC, Caleb B. Sparks, 140 Picwyck Dr. 28115  
5/22/14 Mt. Mourne Athletics Booster, Boen Nutting, 1431 Mecklenburg Hwy. 28115  
5/22/14 Progress Property Solutions Inc., Jeff Childers, 179 Berach Pl. 28115  
5/23/14 Davy Textiles LLC, Peter Scott Hay, 120 Tall Oak Dr. 28117  
5/23/14 EDM Applications LLC, James Terrence Neal, 165 Wood Duck Loop 28117  
5/23/14 Sunplicity LLC, Jeffery Austin, 115 Molly Rex Ln. 28117  
5/27/14 Choco Solar Lessor LLC, Kenny

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## NEW CORPORATIONS

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5/22/14 Mt. Mourne Athletics Booster, Boen Nutting, 1431 Mecklenburg Hwy. 28115

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5/23/14 Davy Textiles LLC, Peter Scott Hay, 120 Tall Oak Dr. 28117

5/23/14 EDM Applications LLC, James Terrence Neal, 165 Wood Duck Loop 28117

5/23/14 Sunplicity LLC, Jeffery Austin, 115 Molly Rex Ln. 28117

5/27/14 Choco Solar Lessor LLC, Kenny Habul, 192 Raceway Dr. 28117

5/27/14 Dawgs Lawn Care LLC, Taylor Streetman, 631-2008 Brawley School Rd., PMB 204 28117

5/27/14 KTB Innovations LLC, Marjorie Smith, 141 Stonewall Beach Ln. 28117

5/27/14 Stacy's Natural Notions LLC, Travis D. Ray, 121 Indian Springs Dr. 28117

5/28/14 Ahoskie 561 Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

5/28/14 Mikes Kustom Wiring LLC, Michael W. Weiner, 129 Hager Pointe Ln. 28117

5/28/14 VBJ LLC, La Von D. Collins, 148 Glade Valley Ave. 28117

5/29/14 Business Brand Builders LLC, Michael Elliott, 288 Bridges Farm Rd. 28115

5/29/14 CC Parker & Associates Inc., Charles C. Parker, 118 Argus Ln., Ste. C 28117

5/29/14 Rebel Scout Inc., Sara Carenia, 276 E. Center Ave. 28115

5/30/14 Ace Wake LLC, Antonia Silvia Nicks, 131 Chestnut Bay Ln. 28117

6/2/14 Prodigy Plumbing Contractor LLC, Jeffrey Falandysz, 121 Sycamore Slope Ln. 28117

6/2/14 Race City Donuts Inc., Rebecca A. Kemp, 192 Olympia Dr. 28117

6/2/14 Skyward Spring LLC, Susan Jakubowski, 128 Brownstone Dr. 28117

6/3/14 Ingram Services Inc., Clint Edward Ingram, 627 Gum St. 28115

6/3/14 LRC Strategies LLC, Melissa L. Cottrill, 150 Tennyson Ct. 28115

6/4/14 Jeskay Enterprises LLC, Kayla Schultz, 110 White Horse Dr. 28117

6/4/14 Topsail Holdings LLC, Andrew M. Shott, 136 Corporate Park Dr., Ste. B 28117

6/5/14 Anderson's of NC LLC, Robin Anderson, 315 Beaten Path Rd. 28117

6/5/14 Duckworth Automotive Inc., James Duckworth, 119 Poplar Pointe Dr. 28117

6/5/14 Higby LLC, Brenda H. Byrd, 1870 Charlotte Hwy. 28115

6/5/14 Monkey Wrench Garage LLC, James W. Amico, 113 Denver Business Park Dr., Ste. C & D 28115

6/5/14 Perfectone Cleaning Service LLC, Daniel Wegrzyn, 120 Sunhaven Ln. 28117

6/5/14 Thyme 2 Eat LLC, Theoloshini Bruce, 144 Blossom Ridge Dr. 28117

6/6/14 Comden Hwy 158 Solar LLC, Kenny

Habul, 192 Raceway Dr. 28117

6/6/14 Green Coast Investments LLC, Carla Warner, 114 Gateway Blvd., Ste. A 28117

6/6/14 Infiniti Actionwear LLC, Stacey Carlson, 111 Flanders Dr. 28117

6/6/14 MBK Trucking LLC, Mark Terreforte, 172 Spring Run Dr. 28117

6/6/14 Mobile Enterprises LLC, Jeremy Thompson, 129 Ridge Top Rd. 28117

6/9/14 G & S Motorsports LLC, Gary Stropko, 112 Old Willow Rd. 28115

6/9/14 Hoshicon Inc., Veronica Christopher, 202 Pamlico Ln. 28117

6/9/14 Renovia Tile & Stone LLC, Gokhan Altun, 500 S. Main St. 28115

6/10/14 Chat 24/7 Live LLC, Karen Marshall, 134 Larkhaven Ln. 28117

6/10/14 Symphony Development Group LLC, Dawn Bridget Kavanaugh, 171 Forest Ridge Rd. 28117

6/11/14 Carolina Cleaning Service Lake Norman LLC, Patti R. Myatt, 142 Nahcotta Dr. 28115

6/11/14 Choco Solar Holdings LLC, Kenny Habul, 192 Raceway Dr. 28117

6/11/14 Vaasnet LLC, Scott Forsyth, 237 Brook Glen Dr. 28115

6/12/14 Stir House Inc., Torie Mathis, 114 Hopedale Ct. 28117

6/13/14 Albertson Solar Lessee LLC, Kenny Habul, 192 Raceway Dr. 28117

6/13/14 Stage Left Investments LLC, Heather L. Davis, 128 Ballston Dr. 28117

6/16/14 National Association of Manufacturers of the United States of America Inc., Erica Shoe, 193 Gainwood Dr. 28117

6/16/14 Sound Management Group LLC, Holly Christine Gallo, 182 Honeysuckle Creek Loop 28117

6/17/14 Hychst Group Inc., Scott Wallace, 210 Milford Cir. 28117

6/17/14 Mulch Man LLC, Joseph Defeo, 108 Whitefield Trace 28115

6/17/14 Whitmock Properties LLC, Gregory M. Whitfield, 190 Riverchase Ln. 28115

6/18/14 Creswell Hwy 64 Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

6/18/14 HMS Motorsports Ltd., Joseph Marko, 117-119 Bevan Dr. 28115

6/18/14 Kelly's Acoustics LLC, Debbie L. Kelly, 157 Lynbrook Ln. 28117

6/19/14 1-2-3 Restore Inc., David Naylor, 441 Barfield Rd. 28115

6/19/14 1744 Concord Lake Road LLC, Todd Jason Farlow, 114 Morlake Dr., Ste. 203 28117

6/19/14 294 W. Plaza LLC, Jeremy Katz, 294 W. Plaza Dr. 28117

6/19/14 AHSE Holding Inc., Jeremy Katz, 294 W. Plaza Dr. 28117

6/19/14 Finalee Holdings LLC, Earl Sloane Whitehead, 102 Egrets Walk Pl. 28117

6/19/14 Marsh Electronics Inc., Michael Eliseo, 104 Umberly Ct. 28115

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## OPINION

## We try to be fair

I like to think of BusinessToday as a plain old-fashioned town newspaper, only our town is the local business community. For us that means our beat is small business in the motorsports region. We started calling it the Golden Crescent 12 years ago.

We resemble a town newspaper from way back. We have features and news stories, as well as something akin to obituaries—which everyone reads—called the “On The Record” section.

News and features are straight-forward. We strive to hew right down the middle and give every side in a controversy a chance.

So that’s why the story on the Cabarrus County Commission’s 3-2 budget vote on top of Page 1 is labeled “Analysis.” Despite reporter Dave Friedman’s repeated phone calls to three commissioners who stripped key services from the county budget, none of them called him back.

We don’t have any comments from them that might explain why they would cut an already lean budget, no insight as to why they would take a knife to schools and economic development.

But Friedman’s story is print-worthy.

It’s conceivable they won’t talk to us because of our editorial back in May when we endorsed the three pro-business, pro-school candidates: Diane Honeycutt, Grace Mynatt and Lynn Shue. They won, of course, defeating incumbents Chris Measmer, Jason Oesterreich and Larry Burrage.

Sadly, they chose not to listen to citizens and instead stripped the budget, causing no end of problems with county staffing and key services.

This relates to what we do this way: That editorial in May was clearly labeled “Editorial.” We also make sure our thoughts are way in the back of the newspaper, reflecting, I hope, a modest, respectful approach to the audience we have been granted by our readers after 12 years of doing what we do.

At press time, it looked like there was no chance for a noble effort by Sen. Fletcher Hartsell to stack the board by temporarily installing Honeycutt and Mynatt, a la Roosevelt and the U.S. Supreme Court in 1937.

Republicans and Democrats alike spoke loud and clear in the May 6 primary, and turned the three incumbents out of office. Members of both parties tell me this is payback gone wild. Judging by their woefully unsportsmanlike behavior during the campaign, we agree.

## Time to resign

It’s this newspaper’s opinion that Cabarrus County would be better off

if Measmer, Oesterreich and Burrage would resign. Oesterreich in particular should be ashamed of his antics having never been elected in the first place.

If you have an opinion you want to share, let me know. We’re glad to print letters to the editor.

## 10 Years of Big Day at the Lake

Cornelius Mayor Chuck Travis tells me all the time that “Big Day at the Lake is your legacy.” I love Mr. Travis, but two things come to mind right away:

1. I’m not croaking anytime soon.
2. It takes a village. Literally hundreds—if not thousands—of volunteers, sponsors (see page 29 for this year’s roster) and Boat Hosts have made our mission a boatload of fun all these years. I’m enormously grateful for everyone’s support. Even more so than seeing the joy in the eyes of the children from Big Brothers Big Sisters, I’m knocked back by the fundamental generosity of people. For that also I am grateful.

With some 200 at-risk kids descending with their Bigs on Lake Norman and Mountain Island Lake on July 19, we still need more Boat Hosts. Please go to [www.bigdayatthelake-lkn.com](http://www.bigdayatthelake-lkn.com). The deadline to register is July 11. If you have any questions about being a Boat Host, please don’t hesitate to call me.

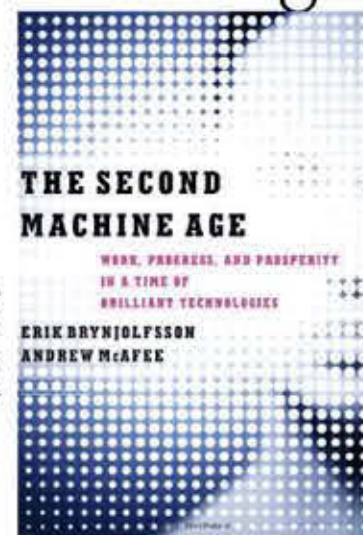
## Book Review: ‘The Second Machine Age’

Erik Brynjolfsson and Andrew McAfee of the MIT Center for Digital Business address the impact of digital technologies, moving smoothly from broad perspectives and historical syntheses to specific examples from contemporary scientific and business activity. The authors describe the changes digital technologies bring and show their historical roots, analyze their causes and explain their implications.

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Erik Brynjolfsson and Andrew McAfee. The Second Machine Age: Work, Progress, and Prosperity in a Time of Brilliant Technologies. W.W.Norton, 2014. 320 pages. ISBN-13: 978-0393239355.

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## In Concord

A house at 3400 Rankin Road, in the Cabarrus County countryside near the Don. T. Howell Reservoir has sold for \$850,000 after being listed for \$1,000 less by **Rusty Knox** in the Davidson office of Allen Tate Realty.

Built in 2011, the architecturally designed home has 4,088 square feet of living area on two levels, plus additional living quarters over the garages. A modern farmhouse on 5 acres, the

home is Energy Star Certified and features an Isokern fireplaces, tankless hot water heater, a sealed crawl space and a 40-year galvanized roof. There are hardwoods on all levels as well as a separate artist studio. Via Highway 3, the property is an easy shot to Davidson.

The tax value of the property is \$523,160. The selling agent was **Michael Emig** of Metrolina Estates. The property was on the market two weeks.



3400 Rankin Road, Concord, \$850,000

## In Cornelius

A lakefront home at 19039 Mountview Drive has sold for \$1.15 million after being listed for \$1.249 million by **Lori Jackson** of Ivester Jackson Distinctive Properties in Cornelius. According to Mecklenburg County records, the tax value of the half-acre lot and 5,000 square-foot home is \$1.2 million.

The custom-built house has four-inch hickory floors on the main level, five bedrooms and a master bedroom with a cathedral ceiling, French doors to a private lakeside balcony and his and hers

walk-in closets. There's a sandy beach and a shared pier as well as in-ground irrigation.

**Cherie Loftin** of Allen Tate in Mooresville brought the buyers to the table.

...

A property at 16329 Jetton Road just outside the Peninsula has sold for \$1.25 million after being listed at \$1.45 million by **Danielle Charpentier** of Allen Tate Realty in Huntersville.

**Lance Carlyle** of Carlyle Properties in Cornelius represented the buyers. The .87-acre waterfront property includes an older two-bedroom, 1,700 square foot home which will be torn down to make way for a much larger residence.

The flat lot has "huge" waterviews toward the north and northwest. The tax value was \$808,100. The property was on the market for two years.

...

A house at 18808 Coveside Lane in The Peninsula has sold for \$740,000 after being listed at \$749,000 by **Lance Carlyle** and **Jim Carlyle** for 45 days.

The four-bedroom house, which had 4,000 square feet of living area, was on the ninth tee box of The Peninsula Club. It has exceptional outdoor living space and a three-car garage.

The selling agent was **Lori Jackson** of Ivester Jackson Distinctive Properties.



152 Sandy Shore Drive, \$950,000

See HOT PROPERTIES, Page 31

## HOT PROPERTIES

## HOT PROPERTIES

from page 30



18808 Coveside Lane, \$740,000

## In Mooresville

A 3,865 square foot house at 123 Torrence Chapel Road in The Point has sold for \$769,000 after being listed at \$799,000 by **Doris Nash** of Ivester Jackson Distinctive Properties. The tax value is \$729,240.

The farmhouse-style home has a wrap-around porch, a screened porch with fireplace and a bar overlooking a saltwater pool and spa as well as a full outside bath. In addition to five bedrooms, there is a "flex" room with a full bath suitable for an office or exercise room. **Mark Downer** from Keller Williams in Mooresville represented the buyers.

...



123 Torrence Chapel Road, \$769,000

A rambling country-estate style home with 4,873 square feet of space has sold in The Farms. Located at 113 E. Cold Hollow Farms Drive, the house was listed at \$729,900 and sold for \$705,000. Iredell County values the property at \$739,910.

**Sandy McAlpine** of McAlpine Properties listed the home which has a traditional floor plan with four bedrooms upstairs, an office/bedroom on the main floor, four fireplaces as well as an apartment over the garage. The backyard has a fire pit, grill, patio and a screened porch.

**Annie Livingston** of Ivester Jackson Properties represented the buyers.

...

A lakefront house at 152 Sandy Shore Drive in the Surfside Estates neighbor-

hood of Brawley School Road has sold for \$950,000 after being listed at \$975,000 by **Debbie Monroe** of Lake Norman Realty. The agent, based in the company's Cornelius office, had both sides of the deal.

The house, which has about 4,500 square feet of heated living area, has three bedrooms and four baths, a gourmet kitchen and a master suite on the main level. The lake level has areas for exercise, theater and an office. The property has main channel views and a boathouse with a floating dock.

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