

## NEWS INSIDE



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## N.C. 98 candidate John Bradford is a real real estate powerhouse

BY DAVE YOCHUM

Cornelius entrepreneur John Bradford has put \$150,000 of his own money into his campaign for the seat in the N.C. House currently held by Speaker Thom Tillis. He's also raised more than \$100,000, serves on the Cornelius Town Board and has managed to grow his business, Park Avenue Properties, from \$1.6 million in revenue in 2010 to \$6.67 mil-



BRADFORD

lion last year.

The three-year growth was 318 percent, earning Bradford and Park Avenue the No. 1352 slot on the Inc. 5000 fastest-growing private companies list in August.

His opponent in the race for the District 98 seat is Natasha Marcus, a Democrat from Davidson. She has raised on the order of \$150,000 from 60-plus donors, in what's sure to be a hotly contested race. (See related story on Page 16.)

Bradford has had a swift rise in business and politics. He was elected to the Cornelius Town Board in 2011

after serving on the park department board, virtually the same path as Tillis, one of the most successful politicians in this century in North Carolina.

Neither man comes from wealth. Indeed, Bradford's father is a retired enlisted man who got a college degree at 46; his mother is a retired teacher's aide and administrator.

"My mom and dad are my mentors," Bradford says. "They offer me such different things: Dad is extremely handy, he can fix anything, loves the outdoors and taught

See BRADFORD Page 16

## Commercial real estate brokers upbeat, some more than others

BY DAVE FRIEDMAN

There is no question that Golden Crescent commercial real estate is on the upswing, although some sub-markets are further along than others. Business has picked up, industrial space is hot and improvements in infrastructure are leading

to more bullish investors. However, agents across the area are split on whether a slow recovery is continuing, or a major growth period is under way. While experts agree that the economy bottomed out and now real estate is on the rise, when assessing exactly

where we are in the market cycle and how quickly things are moving, perspective is key.

According to Integra Realty Resources' mid-year report, large markets like Charlotte are in the midst of a strong recovery, while smaller markets are poised to benefit from investment capital.

See COMMERCIAL Page 10

## Rowan Med, Campbell plan teaching hospital in '15

In 2013, Rowan Medical Center had a 5 percent increase in market share, not to mention 66 new physicians on the medical staff and a new bariatric surgery specialty. Now the Novant Health hospital in Salisbury has announced plans to partner with Campbell University to become a teaching hospital in 2015.

Dari Caldwell, president of 268-bed Rowan Medical, said the affiliation will help relieve a growing national shortage of doctors, especially in rural areas.

"This relationship will be beneficial for our medical center and community in a number of ways, from enhancing our ability to recruit future doctors to boosting the local economy," Dari Caldwell.

The teaching relationship with Campbell University's Jerry M. Wallace School of Osteopathic Medicine will include training in the areas of primary care, family medi-

See MEDICAL Page 14



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### HOT PROPERTIES

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15521 Jetton Road

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## Top-ranked Keller Williams agent joins Sotheby's Charlotte agency

*Swank real estate office to open in Jetton Village*

A veteran residential real estate agent is joining Sotheby's International Realty, lending more sizzle to the market for luxury homes in Lake Norman.



Cornelius seems to be the headquarters of the luxury real estate market in and around Charlotte. Now both Sotheby's and Christie's International have outposts there. Agencies like Lake Norman Realty and Allen Tate have luxury brokers in Cornelius as well.

Nadine Wynn Deason, a Realtor in Lake Norman for 10 years, says she will open a Sotheby's office in Jetton Village in Cornelius in the former Papaya Papers shop near the Harris-Tetter grocery store.

She had been with the Keller Williams' Cornelius office for four years, starting in August, 2010.

Deason and her team of associates will affiliate with Charlotte-based Premier Sotheby's International Realty, which is headed up by managing broker Matthew Paul Brown.

A Sotheby's press release said Deason had more than more than \$266

million in closed residential real estate sales since 2005. Prior to her real estate career, she spent 20 years as a registered nurse.

Premier Sotheby's has some 700 associates and employees in 22 locations along Florida's Gulf Coast and in the Carolinas. The agency is among the 50 largest brokers in the U.S.

It is an affiliate of the Sotheby's International Realty network which has 670 offices and 13,000 sales associates across 49 countries and territories.

Like Christie's International Real Estate, Sotheby's International is affiliated with a high-end auction house. Combining high-quality art and collectibles with luxury real estate has provided synergy for luxury realtors around the country.

Cornelius-based Ivester Jackson Distinctive Properties affiliated with Christie's late last year.



DEASON

CHRISTIE'S  
INTERNATIONAL REAL ESTATE

## Total regional exports rose 69 percent 2013 over 2012

The International Trade Administration reports that exports of merchandise from the Charlotte-Concord-Gastonia metropolitan area totaled a record \$10.7 billion, an increase of 69 percent or \$4.4 billion from 2012 to 2013. This growth helped Charlotte to remain a top export region in 2013.

According to international trade figures released today by ITA, 156 U.S. metropolitan areas exported more than \$1 billion in merchandise in 2013. Charlotte-Concord-Gastonia is one of only 33 metropolitan areas with merchandise exports worth more than \$10 billion. Thirty-three of the top 50 metropolitan areas for exports registered positive growth between 2012 and 2013 – with 26 reaching record export



INTERNATIONAL  
TRADE  
ADMINISTRATION

levels.

Key merchandise export categories for the Charlotte-Concord-Gastonia metropolitan area in 2013 included transportation equipment, machinery, chemicals, paper, and plastics and rubber products. Mexico, Canada, China, Germany, and France were the leading destinations for local exports.

## Lincolnton bank plans inroads In Lake Norman marketplace

*Veteran banker Washam brings team to Carolina Trust*

Lincolnton-based Carolina Trust Bank is opening a loan production office in Lake Norman to focus on the competitive South Iredell/North Mecklenburg market.

The loan production office will be the precursor to a full branch for Carolina Trust.

Bankers Woody Washam and Adam Stewart, most recently with Gastonia-based Alliance Bank, have been named senior vice president and vice president respectively at Carolina Trust. Their long-time loan assistant, Maria Weatherman—she worked with the commercial lending duo at Alliance and CommunityOne—will join Carolina Trust as well. Washam is in his first term as a town commissioner in Cornelius. Because he was the highest vote-getter in 2013, he was also named mayor pro tem by his peers.

No announcement has been made about the location of Carolina Trust's Lake Norman office, but it is expected to be close to Exit 33 on I-77.

Established in 2000, Carolina Trust Bank has \$267 million in assets. Traded on NASDAQ under the symbol CART, the state-chartered bank operates seven full service branches in Lincoln, Gaston, Catawba and Rutherford Counties in western North Carolina. It also maintains a loan production office in Hickory.

Carolina Trust Bank second quarter net income was \$610,000, compared to a net loss of \$1.49 million for the same period a year ago.

"The biggest difference this year is that we've been able to get our arms around asset quality, instead of spending so much time putting out fires," said President and CEO Jerry L. Ocheltree. "The entire financial industry has been beaten down. Now



Carolina Trust Bank main branch

that we have some momentum, we can get back to the business of banking."

The bank's mission statement says its market strategy is to be "the bank of choice for small business, professionals and high-end retail customers in the markets we serve."

The Lake Norman market continues to attract "families and businesses due to the relaxed lifestyle that is available close to major metropolitan opportunities," said Aquesta Financial CEO Jim Engel. "Even though the growth has been robust, there is still much more opportunity for growth ahead," he said.

Aquesta is based in Cornelius, and has branches in Mooresville, Davidson and a new one with 3,045 square feet opening this month in the Northcross Village shopping center in Huntersville.

Bank of the Ozarks opened a full-service branch in Cornelius with 3,700 square feet in May.

Tom Dutton, a veteran commercial lender at Bank of the Ozarks, said they were quizzed many times by town officials and others about why they would want to enter a market where so many other financial institutions are already located. "Our assessment has proven to be correct with the great reception we had...loan demand is very strong to the point where we need additional personnel," Dutton said.



ENGEL



WASHAM



STEWART



DUTTON

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# BT People

## People On The Move

### Physical therapist gets top award from Bayada

Huntersville resident David Hill was named Bayada's Home Health Care "national hero" for the second quarter. One of six employees chosen from 22 states, Hill works out of the Concord office.



HILL

### Two appointed at Cabarrus CVB

Samantha Fisk and Sophia Costner have joined the Cabarrus County Convention and Visitors Bureau in Concord. Fisk, who comes on board as visitor services manager, was the marketing manager at Texas Roadhouse in Concord. Costner is the new executive assistant for the CVB's CEO, Donna Carpenter. Prior to this she was executive assistant to the president of Stanly Community College.



FISK



COSTER

### Ken Kumpe now at Classic Graphics

Ken Kumpe is a new senior account executive at Classic Graphics, one of the largest privately held graphic communication companies in the Southeast. The Huntersville resident has some 20 years in the industry.



KUMPE



## 2014-15 Leadership Rowan New Class

The Rowan County Chamber of Commerce 2014-15 Leadership Rowan class begins in September with a two-day retreat. The class will attend a full-day session each month from September through May to enhance their leadership skills and knowledge of Rowan County. Class members for 2014-15 are: D. J. Barksdale (Bank of North Carolina); Curtis Walker (Catawba College); Keith Bowersox (City of Salisbury); Wendy Brindle (City of Salisbury); Jeannette West (CommunityOne Bank); Glenwood Oats, Jr. (Cornerstone Church); Jon Harding (Elium Exterminators); Rori Godsey (F&M Bank); Victoria Curran (Food for Thought of Rowan County); Shane Valley (Food Lion); Teresa Dakins (Home Instead Senior Care); Addison Davis (LandTrust); Deborah Johnson (Livingstone College); Gary Blabon (Novant Health Rowan Medical Center); Heather King (Novant Health Rowan Medical Center); Laurie Ritchie (Novant Health); Ashlee Hawkins (Partners in Learning); Thomas Cobb (NC Cooperative Extension Office); Janet Spriggs (Rowan-Cabarrus Community College); Keri Allman (R3 Center); Mary Burrige (Smart Start Rowan); Ann Pressly (Trinity Oaks); Jon Folstad (VA Medical Center) and Heather Crawford (Wells Fargo Bank).

### New commercial agent

Judy Sobo has joined G Brokerage Commercial Real Estate based in Cornelius. Practicing commercial real estate since 2004, she is a graduate of the University of North Carolina - Charlotte.



SOBO

### Scott Regene joins Allen Tate

Scott Regene has joined the Lake Norman office of Allen Tate Co. The appointment was announced by



REGENE

Stephanie Gossett, branch manager of the Lake Norman office.

### Sarah Porter named United Way's Cabarrus Community Director

United Way of Central Carolinas recently named Charlotte resident Sarah Porter Cabarrus Community Director. The position, formerly held by Barbi Jones, became vacant when Jones was promoted to vice president of communications in the Charlotte main office. Porter will now oversee United Way's operations and provide cam-



PORTER

paign and fund allocation leadership in Cabarrus County. Jones was previously marketing/office manager at Craven & Co. and marketing director for Habitat for Humanity, both in Concord.

### MSC hires new 'Chief People Officer' in Davidson

MSC Industrial Supply, the distributor co-headquartered in Davidson and New York, has named Kari Heerdt as the company's first Chief People Officer. She will be responsible for overseeing the company's people strategy and all aspects of MSC's associate relations, community relations and human resources. Heerdt, who will be based in Davidson, said "people are its greatest assets, driving the culture and living the values of an organization. Prior jobs include HR at Cerberus Capital Management.



HEERDT

### New manager The Business Center at South Main Square

The Business Center at South Main Square in Davidson is under new management. Steve Miller was brought on as manager after a career as an executive in the insurance industry. The Business Center provides networking opportunities and meeting space.



MILLER



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## CABARRUS COUNTY



Downtown Concord won the 2013 North Carolina Great Main Street Award

## Concord Downtown Development fine-tunes vision for historic district

The Concord Downtown Development Corp. has been at work to transform historic downtown Concord into a livable, foot-traffic-friendly district that will be considered the hub of culture and arts for the greater Concord area. Several projects are currently in the works that could take downtown to another level.

Right now downtown Concord has its highest commercial occupancy rate since the 2008 recession and buildings and space are being repurposed for new, higher-level uses.

Diane Young, executive director of the CDDC, answered Business Today's questions about the non-profit corporation and the state of downtown.

**Q: What are current commercial occupancy rates in historic downtown, both in terms of ground-floor retail and second floor office space? How many commercial vacancies are there in historic downtown and where are they?**

**Young:** Ground floor is less than 5 percent, while upper floor is around 10 percent of space that is ready to be occupied. This does not count space that would need to be significantly renovated for occupancy. Commercial vacancies include the former Chelish Moore Flowers space on Market Street, and the former PB&J Catering space on McCachern Avenue. All street-front re-

tail spaces on Union Street that are in leasable condition are now either occupied or under renovation to be occupied within the next 30 days.

**Q: How do occupancy rates compare to a year ago, or a couple of years ago?**

**Young:** Downtowns are fluid and roughly a year ago we had several vacancies pop up about the same time. Those have all been filled. We are certainly at our highest occupancy rate since the 2008 downturn in the economy.

**Q: What types of businesses are current prospective tenants?**

**Young:** We have a brew-pub running numbers on being in Downtown Concord. Our lack of space is making it difficult for us to recruit.

**Q: What's your ideal tenant at this point? Are the types of businesses desired related to the CDDC's plans to brand downtown Concord as the arts and cultural district? What businesses would the CDDC like to add to make downtown more livable and walkable?**

**Young:** Because brewpubs/microbreweries and wine shops are so prevalent in other historic downtowns there is the expectation that we should have those here. They are at the top of our list, along with an independently owned drug store to serve the everyday needs of em-

See CONCORD, Page 7

## CABARRUS COUNTY

## CONCORD from page 6

ployees and surrounding residents.

**Q: How will the expiration of historic tax credits affect the redevelopment of Hotel Concord?**

**Young:** We had a market analysis study completed in the spring and the results were favorable. While a few developers are looking at this project it will be more difficult to do now that it is certain the state historic tax credits will expire the end of December. Not knowing if another financial incentive will be put in place after the first of the year we must assume this project will need to work without any North Carolina incentives, essentially throwing us back to the financial tools that were available pre-1996 when there was no state historic tax credit. We are working on ways to close the gap now left by the lack of state tax credits to make this project happen.

**Q: Is the Heilig-Meyers Building, which is being converted to apartments, a game-changer?**

**Young:** Construction is under way, with a late spring 2015 anticipated completion. Having downtown residential will truly make Downtown Concord a 24-hour district. The new market-rate residential, new farmers market at Rotary Square that will be open on Saturdays, the trend of businesses expanded hours a few days of the week to later in the evening, these are all signs that Downtown Concord is on a successful trajectory and we intend to continue to build on this momentum.

**Q: How important is the art scene? How many galleries are there downtown?**

**Young:** The art scene both in Downtown and adjacent to Downtown (Clearwater, Gibson Mill, White Owl Antiques, etc.) is extremely important in defining this area of Concord and Cabarrus County as the arts district of our city and county. Presently we have The Galleries in the historic courthouse, Red Door Gallery (52 Union St. S.), Sundae Art Gallery (21 Union St. S.), the Cabarrus Art Guild (11 Union St. S.) as well as artwork on display in many of our shops and restaurants.

**Q: How many full service restau-**

**nants are there downtown?**

**Young:** What-A-Burger, Elies Coffee and Sandwich Shop, Lil'Roberts Place, The Atlas Kabob House, Havana Carolina Café, The Chocolatier Barrucand, MeKong Thai Restaurant, Gianni's Trattoria, The Pizza Loft at Gianni's, Union Street Bistro, Carm's Café, Not Just Franks, 2 Gals Kitchen & Sweet Life, and Dragon Palace. In addition: Chef's Choice Gourmet Pastries and the Cabarrus Creamery.



Diane Young Photo by Light Capture Photography

**Q: What is the approximate range of office space in dollars per square foot? Retail space?**

**Young:** All are running between \$8 and \$10 per square foot annually, typically with utilities in addition.

**Q: What makes downtown Concord special?**

**Young:** Our diversity. We are 100% independently owned and have niches in following areas:

Visual and performing arts (four galleries, two live theatres); diverse restaurants; Memorial Garden a four-acre botanical garden; fitness opportunities...and we are a part of the greenway with direct access to a city park; venues that accommodate small groups to large meetings and receptions, including The Loft at 14th, The Hotel Concord, the Piedmont Renaissance Center, private dining room at the Union Street Bistro, reception space above the Cabarrus Creamery, as well as Carolina Courts and Lotus Living Arts Studio that rent out their space for events.

— Marjorie Dana

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## Uwharrie Bank announces new divisions and leadership roles

Uwharrie Bank has created two new divisions: Pat Horton will be the new regional president of the retail banking division, while Bill Lawhon will be the new regional president of the commercial banking division.



HORTON

"The creation of retail and commercial divisions will generate numerous benefits by better aligning our resources and focus, the most important being the ability to provide superior customer satisfaction in all the bank's relationships and interactions," according to Brendan P. Duffey, President, Uwharrie Bank.

Horton joined Uwharrie Bank in 2004, but has been in the financial services industry for over 40 years. In this new position, she has assumed responsibility for the sales and delivery of bank products and services across all branches of Uwharrie Bank in Anson, Cabarrus and Stanly counties.

Horton is also a trustee for Rowan Cabarrus Community College and

chairman of the board for the Cabarrus County Foundation of the Carolinas. She is an active member of the Cabarrus Regional Chamber of Commerce and the Concord Rotary Club, where she serves as a director on the Rotary International Foundation.

The Commercial Banking Division, led by Bill Lawhon, is comprised of the bank's senior commercial lending relationship managers in Anson, Cabarrus and Stanly counties. Lawhon has over 35 years of experience in the banking industry with 15 of those years dedicated to customers of Uwharrie Bank.



LAWHON

The new division will focus on developing and servicing the bank's business lending relationships in the market through a dedicated business development team. In this new role, Lawhon will manage the team to grow and deepen Uwharrie's business customer relationships with the bank.

## Skipping Friday classes? Not a good idea with new RCCC plan

Rowan-Cabarrus Community College has organized "compelling course offerings" into a schedule that will allow students to only come to campus on Fridays to earn an associates degree. It can be done in as few as 64 Fridays.

RCCC says the degree is transferable to any of the four-year state universities in North Carolina. The one-day-a-week plan has appeal for business owners who employ students.

"Through conversations with students and local employers, we found that employers might not be able or willing to adjust their employees' schedules to take off multiple days or time periods each week to go to school. However, the idea of adjusting schedules to allow for a single free day is more appealing to employers and employees alike," said Dr. Carol S. Spalding, president of Rowan-Cabarrus.

Most of the classes are set up in a hybrid format which allows students to do

some work independently at their convenience outside of the classroom on the computer via Blackboard, and optimizes their time on campus. The schedule also provides some offerings exclusively online.

"You still get the face-to-face interaction that helps many students fully learn, but students don't waste unnecessary time on campus doing assignments, lectures or readings simply while sitting next to their peers," said Dr. Rod Townley, vice president of academic programs.

The Friday-only classes are available at both North and South Campuses and online.

Classes essentially meet every other Friday. The schedule is designed so that students have a full schedule on Fridays throughout the sixteen-week semester. One Friday a student will have one set of classes, and the next Friday will offer another set of classes, Townley explained.

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## COMMERCIAL from page 1

Integra says the Charlotte retail market is in the recovery stage and continues to be very active. Vacancy rates are expected to remain stable to declining while rental rates are expected to remain stable to increasing over the next five years.

In the multifamily market, significant growth continues in 2014 with 200-325 unit complexes that are Class A. It will start to slow down at the end of 2014 to the beginning of 2015. IRR predicts a flattening in 2015 - 2016 and start declining into the hypersupply market cycle.

But it appears it will be a challenge for the Charlotte and some submarkets to provide the necessary demand to absorb the amount of supply that has been added to the market. Because of the oversupply, vacancy rates will



MORRISON

## SPECIAL REPORT



Golden Crescent commercial real estate is on the upswing

likely increase over the next few years, which in turn will keep rent growth most likely flat.

In the office sector, both the Central Business District and the suburban markets show positive net demand as multi-family and single family development has increased significantly over the last 12 months.

"There have been slow improvements that are not always steady," said Harris Morrison, as he reflected on what his business, The

"We're still two or three years away from getting back a lot of the loses we suffered, Now there is a light at the end of the tunnel. That was very unclear for some time."

— Gordon Allebach

Harris Morrison Co., has experienced over the last few years in Cabarrus County. "There really have not been a whole lot of spikes or dips. Growth comes in waves."

While Morrison looks back on an economy picking up the pieces, his tone changes dramatically when talk of the future emerges.

"Where there's infrastructure, there's development," said Morri-

See COMMERCIAL, Page 11



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## COMMERCIAL from page 10

son. "Growth comes in tandem with infrastructure. We have a small renaissance going on in Cabarrus County with infrastructure and the sale of the Phillip Morris site. You can't look backwards."

For Barbara Brown at Sperry Van Ness in Cornelius, the recent past has seen distinct improvements, and the future looks even brighter.

"The market is getting tight," said Brown. "We've seen things get 70 percent better in the past two years. There is a significant need for smaller retail space, restaurants looking for second generation space are just not finding availability, and rental rates are not what they were two years ago. We need more product up here. We need a developer to put up a building."

At Cornelius-based G Brokerage, owner Gordon Allebach is observing an active market that hasn't been this busy since 2008. He thinks that the

quality of tenants, those growing their businesses into second and third locations, are improving. Allebach is also seeing escalators placed into rental agreements so that landlords are not locked into rates lower than future market values. He's optimistic, but measured in his assessment of current conditions.

"We're still two or three years away from getting back a lot of the losses we suffered," said Allebach. "Now there is a light at the end of the tunnel. That was very unclear for some time."

Cassidy Turley's Rob Cochran thinks it is fairly easy to understand why things have picked up. At the same time that uncertainty with



BROWN



COCHRAN

big local banks and the economy at large lessened, population growth soared. He says that this explains why industrial growth is "really hot," and is the reason that 90-percent of his flex market properties are leased. Demand is high from small business people.

While Cochran isn't sure that of-

land available in Mecklenburg that we have along the freeway in Cabarrus County. You can be right on 85 or 485. There are good locations available and quality builders working along 85. If they get leased quickly, investors will be all over them."

When Sealed Air announced plans to move from New Jersey to Charlotte last month, CEO Jerome Peribere cited affordable cost of living, good schools, and an international airport as major reasons to bring more than 1,250 jobs that average almost \$120,000 a year to the area.

For Harris Morrison, who has seen slow recovery but is optimistic about the future, that's great news for the Golden Crescent.

"Cabarrus County is where it will happen," said Morrison. "Look at the map. Charlotte has boomed. There's not much land available and it will drive development outward. Cabarrus County has land with improved infrastructure. Look at the pulse out of Charlotte. It is flowing up to the northeast. I see very good days ahead."

— Harris Morrison

office space in Cabarrus County has or will reach the "critical mass" it is experiencing in Charlotte, he does think Mecklenburg's neighbor to the north is well-positioned in a variety of ways.

"If you drive on 85 coming from Charlotte and hit Concord, you don't know that you've changed counties," said Cochran. "The 485 connector will have a big impact. There isn't

Veteran Cornelius-based commercial broker Lisa Dula say the owner-occupied office market is turning fast. Prior to 2009, a large percentage of her activity was owner-occupied office building and office condo sales. "Then, I didn't sell any for five years," she says, explaining that her last sale was in 2009. She just closed her third such deal in three months and a fourth is in contract negotiations.

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# Small Business Toolbox

## Is your business suffering an identity crisis?

In working with various entrepreneurial and small business clients, I have noticed a trend that beckoned to be explored further. Let's face it, business owners work hard in their businesses. So hard, in fact, that sometimes their vision can be clouded and their ability to make decisions can be stymied due to feeling attached to aspects of their businesses that are no longer serving them well. This "hanging on" tends to always boil down to an emotional attachment that derails strategic business or fiscal thinking.

for your business and what it brings to market is part of what has made you successful. The key is to not allow your passion to be misplaced into thinking that what may have served you well in the beginning is still serving you well today.

To follow are five areas I consistently see as emotional road-blocks to effective decision-making in businesses:



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**Customer Segments:** I am always amazed at how poorly businesses identify their most profitable

and least profitable customer segments. As a result, their efforts are wasted on markets that everyone is going after, while ignoring sub-markets or segments that are screaming for attention. Additionally, a customer segment that was a business' bread and butter in its start-up years becomes a drain to resources and profitability, yet the appreciation factor felt for these customers keeps the business serving them in the same way. The key is to find a different way to serve them or redirect them to other resources with loving appreciation.

**Capabilities:** Have some of your offerings become commodities in the eyes of your market, forcing price wars or a lack of distinction compared to competition? I see all too often the least profitable offerings being promoted heavily because they haven't been analyzed considering certain intangible, yet direct operational impacts on profitability. The result is the company spending more time delivering its least profitable products or services, distracting its team members from being able to market and deliver its most profitable ones.

**Employees:** Do you have long-time employees who cannot seem to step up to the demands of your growth? Change is never easy, especially for people. Growth dictates an evolution of the business in order to deliver in greater capacities or with higher efficiency or effectiveness. Sometimes, however, a business can outgrow some of its employees in what is required to step it up. As a business owner, you have two choices. Train and advance, or find a better match for the employee, perhaps in another company.

**Processes & Systems:** How you did things and are doing things with-

in your business versus how you may need to do things should be an ongoing assessment process. Sometime the greatest efficiencies can be realized from the simplest shifts if you are only willing to explore and allow your team members to explore options as well.

**Identity:** Is your company's name still serving you effectively? This is where I find the greatest emotional attachment with business owners. In one case, a company planning to franchise nationally had a name that was already being used in multiple markets coast-to-coast. In another case, customer feedback reinforced a company name was sending the wrong message. And in both cases, the owners were reluctant to change to high-appeal, distinctive names because of their investment in the names to-date. Even though they were citing monetary investment, it was really about their emotional investment.

If an aspect of your business no longer serves you, prior investment, emotional or financial, should not be used as a reason for denying the reality right in front of your eyes. Force yourself to see your business through clear lenses and you will find decision-making takes on a whole new realm of effectiveness.

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

## Panning for gold: The customer's view

When sales goals are all being met savvy sales professionals know that is no reason to relax good practices.

They realize well-planned, consistent processes created the current strong flow of sales. Thus, they keep evaluating everything they do through the eyes of their customers.

Current feedback from customers create fresh opportunities for increasing future sales.

Accurate, detailed feedback from customers is priceless and often like panning for gold-hard, time consuming, and requires fastidious attention to detail. These are reasons to continuously listen, invite feedback, actively seek information, and very carefully evaluate what you collect. And you must do all of this without wearing them out or annoying them.

**Passively Listen.** The first step-listening-does not always involve requiring additional time or effort from the customer, just the listener.

**Listen with a well-trained ear** (human or 'electronic ear'). Everyone who interacts with the customer (sales, support, shipping, or accounting) should be trained to ask carefully selected, open-ended questions when helping customers in order placement or problem-solving to gain the perspective of the customer in their words.

**Collect the data accurately.** The words customers use to phrase their expectations, opinions and experiences are telling and add invaluable insight. Don't miss being able to see these details while evaluating the big picture.

**Collect the data quickly.** Listening can seem easy (it is not always). But it requires a process through which a sales professional or support staff may quickly and easily remit a customer's comment to a central repository location for follow up.

**Make it easy for employees to collect the data.** It MUST be simple, it MUST be easy to do. Or the value of the comment will be lost forever. Your internal collection efforts must be fluid and become second nature to everyone in the company so anyone can collect the data anytime it is available.

**Highlight feedback opportunities.**

Passively incorporate ways for customers to initiate their feedback when they want. Granted this will bring in more dissatisfied comments but those may represent many valid concerns you have otherwise missed.

**Invite customers to speak up.** Actively notify customers how important their views are, and why. Tell them their full satisfaction is important to

you. And thank them.

**Make it easy for customers.** Do not badger your customers. Make the process fluid and seamless within the sales process. Some retailers have apparently trained their staff to hold the receipt away from the customer (me) as they explain their feedback policy 'inviting' one to respond by phone or email in a seemingly lengthy speech; it annoys me that they are holding me up-literally.

**Evaluate often, share data.** Establish a tiered method to evaluate collected information. Urgent items need attention now, while some data needs to be accumulated for a while to see the scale and weight of priority of importance some issues to customers. The points are: be diligent, consistent, and methodical. Share the findings with everyone who may benefit-hoarding this information is detrimental to high performance team efforts.

**Follow up.** Once improvements or corrections are acted on, review them

again in a timely manner. Compare the new process results with the reason(s) a change was made (see Step 9. Evaluation) to affirm the desired results were achieved.

If customers like what you do, don't like what you do, wish you did something different/better/less, you need to know. If you listen well, inquire effectively, gather data accurately, and evaluate that goldmine of information thoroughly and consistently, you will know how they feel and be able to create new opportunities for future sales.

*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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SMALL BUSINESS TOOLBOX

Five anti-diva tips for entrepreneurs

Approaching a start-up with a diva attitude is a great way to fail before you even begin. To launch a successful start-up you need to be willing to work harder, longer and for less (usually nothing at the beginning) than any other person out there to make your idea become a reality. Essentially, you need to be the anti-diva. All attention and energy should be focused on your startup, not you. If that sounds contrary to your ideal life scenario, you may want to take a pass on entrepreneurship, sister.

However, if you have a burning desire to transform your idea into an amazing business, here are a few anti-diva rules that will help pave the way to your start-

up's success:

**Share the limelight.** The quickest way to kill startup team mentality and creativity is to take all the credit for good ideas and company successes. Celebrate big successes by giving kudos to the appropriate people and rewarding your whole team with a happy hour or sporting event. Celebrate the little successes with thank you notes and a token gift like flowers or a Starbucks gift card. Small amounts of personal appreciation from you will pay huge productivity dividends from your team.

**Never let your mood dictate your manners.** It truly doesn't matter who you are, if you

are rude, people will not want to work with you or for you. Those stuck under your employ will be less inclined to "give it their all", which is exactly what you need for your company to be successful. An anti-diva can take a horrible mood/day and use her angst to power through projects instead of venting on innocent coworkers.

**Channel your frustrations into innovations.** Do you feel slighted by some part of the business startup world? Instead of throwing a pity party, or worse, a divalicious hissy fit, do something to fix the problem for yourself and future female entrepreneurs. The solution you find may pave the way for your startup's success and possibly thousands of others.

**Ask for help, even when it hurts your pride.** Everyone likes to feel completely confident and knowledgeable in matters pertaining to their business. In reality, launching a startup involves more questions than answers. The entrepre-

neurs who ask for help and wisdom when they face challenges are infinitely more successful than their peers who cobble together solutions to save face. If you want to see your startup succeed, you'll need to prioritize it above your personal pride.

**Support other women in business.** Be a mentor or simply connect young entrepreneurs with the people that can help make their business dreams come true. Paying it forward makes a huge difference to the people you help, and the ripple effect has a way of rewarding women who aid other women. Strong business women supporting each other inspire other women to start their own businesses, and who doesn't want to inspire positive change in the world?

*CEO of MissNowMrs.com, Danielle Tate, is a name change expert, on-camera personality, writer, author of a top rated Google newtyped blog and a bridal magazine contributor.*



Guest Columnist

DANIELLE TATE

MEDICAL

from page 1

cine, general surgery, ob-gyn, pediatrics and psychiatry, with an emphasis on the unique needs of underserved communities.

"This relationship will be beneficial for our medical center and community in a number of ways, from enhancing our ability to recruit future doctors to boosting the local economy," said Caldwell, the former chairwoman of the Cabarrus Regional Chamber of Commerce and the former vice president and chief



CALDWELL

operating officer of CMC-North-East medical center in Concord.

The affiliation won't have a huge economic impact, despite the number of students and families who may relocate to Salisbury. As students, they are not paid as residents who are further along in their studies would be. Caldwell said, however, that going forward a paid residency program with Campbell is a distinct possibility.

Rowan's total revenue last year was \$512 million.

In the second year of the Campbell affiliation—2016—Caldwell will host 44 medical students and their families who will rent and buy housing and shop. Students' average age is 26, Caldwell said.

Caldwell said no money will change



hands in the relationship with Campbell. "We are simply providing a place for the students to come and have their rotation," she said.

Rowan Medical Center physicians participating in the program will become part of the faculty of the Campbell University School of Osteopathic Medicine.

Osteopathy is in many ways a parallel track to a traditional doctor of medicine.

But with a shortage of physicians expected to reach more than 50,000

by 2020, smaller communities are increasingly underserved. Osteopathy programs address the needs of more rural communities, Caldwell said.

Across the United States and much of the world, osteopaths have equivalent rights and responsibilities as physicians with a doctor of medicine degree.

There are less than three dozen institutions in the U.S. that offer the D.O. degree, as opposed to 141 medical schools that offer the M.D. degree. Osteopathic training emphasizes a holistic approach as well as hands-on manipulation of the human musculoskeletal system.

About one in five medical students in the United States is attending an osteopathic medical school.

"This system of hands-on techniques helps alleviate pain, restores motion, supports the body's natural functions and influences the body's structure to help it function more efficiently," Novant said in a press release.

Caldwell, who said osteopathy is just starting to come into its own, said on-staff physicians will appreciate having medical students in the hospital. "Doctors tend to be life-long learners. They love to have an intellectual environment around them," she said.

Lake Norman Chamber of Commerce celebrates diversity

The Lake Norman Chamber of Commerce will hold its fourth annual "Champions of Diversity Breakfast" on Tuesday, September 16, 2014, 7:30-9am at the Birkdale Pavilion. Awards will be presented for Lifetime Achievement and to businesses, both small and large, that have demonstrated their support and commitment to a diverse workplace.

The following individuals have been

nominated for the Lifetime Achievement Award; John Foster, Patsy Wilson, Claudia Hiller, Dave Yochum, Harry Blue, Lynne Hinton and Babette Stewart.

In the small business category, the finalists include Lake Norman Woman Magazine and Sam James Funeral Home. The large business finalists are Champion Tire & Wheel and Curtis Screw Company.



2013 winners included Georgia Krueger, Lifetime Achievement Award; Mama's Pizza, Small Business Champion and Metrolina Greenhouse, Large Business Champion.

For more information on the event or to register to attend, please visit <http://www.lakenormanchamber.org> and click on the Champions of Diversity tab. You may also call the Lake Norman Chamber of Commerce at 704-892-1922.



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\*Based on a March 2013 national survey of bars and restaurants that subscribed to DIRECTV NFL SUNDAY TICKET during the 2012/2013 season who expressed an opinion. "COMMERCIAL XTRA PACK BILL CREDIT OFFER": Pricing for COMMERCIAL XTRA PACK based on Estimated Viewing Occupancy (EVO) 1-100 only. COMMERCIAL XTRA PACK (regularly \$133.99/mo.) includes local channels, COMMERCIAL XTRA (\$74.99/mo.), SPORTS PACK (\$12.99/mo.) and outlet fees for two receivers (\$44.51/mo.). Additional outlet fees of \$15/mo. apply for the third and each additional receiver. Purchase of 24 consecutive months of COMMERCIAL XTRA PACK required. DIRECTV will begin to credit the new customer's account \$133.99/mo. for five consecutive months for COMMERCIAL XTRA PACK once NFL SUNDAY TICKET is activated. NFL SUNDAY TICKET must be active on the account in order for credits to begin. Therefore, credits may begin after month two. Auto Bill Pay is required and enrollment must be maintained during the entire promotional offer period or credits will cease. Account must have "good standing," as determined by DIRECTV in its sole discretion, to remain eligible for all offers. IF BY THE END OF PROMOTIONAL PRICE PERIOD(S) CUSTOMER DOES NOT CONTACT DIRECTV TO CHANGE SERVICE THEN ALL SERVICES WILL AUTOMATICALLY CONTINUE AT THE THEN-PREVAILING RATES. IN THE EVENT YOU FAIL TO MAINTAIN YOUR PROGRAMMING AGREEMENT, YOU AGREE THAT DIRECTV MAY CHARGE YOU A PROMOTABLE CANCELLATION FEE OF UP TO \$400. LIMIT ONE COMMERCIAL XTRA PACK OFFER PER ACCOUNT. In certain markets, programming pricing may vary. NFL SUNDAY TICKET OFFER: In order to receive NFL SUNDAY TICKET, customer must subscribe to a Commercial base programming package with a 24-month agreement. NFL SUNDAY TICKET consists of all Sunday games broadcast on FOX and CBS. However, games broadcast by your local FOX and CBS affiliates will not be available on NFL SUNDAY TICKET. Blackout restrictions and other conditions apply to sports programming. To access HD programming, HD Access fee and HD equipment are required. Customers must order by 10/21/14 and activate by 10/21/14 to be eligible for the 5-Play option, and order by 10/21/14 to be eligible for the 3-Play option. Pricing based on FOX. The remaining balance of NFL SUNDAY TICKET, up to \$133.99/mo., will be charged to customer's account in the event of early discontinuation. LIMIT ONE NFL SUNDAY TICKET OFFER PER ACCOUNT. SPORTS SUBSCRIPTIONS AUTOMATICALLY CONTINUE EACH YEAR PROVIDED DIRECTV CARRIES THESE SERVICES, UNLESS SUBSCRIBER CALLS 1-866-945-PAY TO CANCEL PRIOR TO THE START OF THE SEASON. Offer void where prohibited or restricted. HD ACCESS OFFER: To access DIRECTV HD programming, HD Access fee (\$25/mo.) and HD equipment are required. Number of HD channels scales by package. Upon DIRECTV System activation, DIRECTV will credit the new customer's account for three consecutive months for HD Access, provided account is in "good standing," as determined by DIRECTV in its sole discretion. In the fourth month, HD Access will automatically continue at the then-prevailing rate. LIMIT ONE HD ACCESS BILL CREDIT OFFER PER ACCOUNT. HARDWARE OFFER: Programming agreement, as defined by customer's Commercial programming rate card, required. Up to four free HD or SD Receivers per commercial location. HD equipment also requires HD Access fee of \$25/mo. Additional outlet fees of \$15/mo. apply for the third and each additional receiver. Offer available to new Commercial customers in commercial structures no more than three stories high. No single-family residences allowed. Make and model of system at DIRECTV's sole discretion. All DIRECTV Receivers must be continuously connected to the same land-based phone line. SONIC.TAP MUSIC CHANNELS OFFER: 24-month agreement to a Commercial base programming package required. Upon DIRECTV System activation, DIRECTV will credit the new customer's account \$25.99/mo. for three consecutive months for SonicTap Music Channels, unless customer calls to cancel. In the fourth month, SonicTap Music Channels will automatically continue at the then-prevailing rate. INSTALLATION: Free standard professional commercial installation. Complex/custom installation extra. DIRECTV programming, pricing, terms and conditions subject to change at any time. Taxes not included. Receipt of DIRECTV programming subject to terms of DIRECTV Commercial Customer Viewing Agreement, copy provided with new customer activation packet. NFL, the NFL Shield design and the NFL SUNDAY TICKET name and logo are registered trademarks of the NFL and its affiliates. NFL team names and uniform designs are registered trademarks of the teams indicated. NFL - AP Photo. ©2014 DIRECTV. DIRECTV, the DIRECTV for BUSINESS logo and COMMERCIAL XTRA are trademarks of DIRECTV, LLC. All other trademarks and service marks are the property of their respective owners.



**BRADFORD** *from page 1*

me how to fish. My mother is ultra social and can juggle many balls at once. I am very close to my parents."

Besides being the parent, along with his wife Shea, of four children, Bradford is also the parent of a relatively new company with 53 employees and seven offices ranging from Raleigh and Wilmington to Memphis, Tenn.

He used the hub and spoke method to grow Park Avenue into one of the largest residential property manage-

ment firms west of the Mississippi.

Bradford runs the business that logs 25,000 minutes of phone calls a month out of a 5,300 square foot building on West Catawba Avenue. He has just expanded into 1,200 square feet of leased space across a parking lot for back shop operations and management.

Bradford has an engineering degree from Clemson and an executive MBA from the University of Memphis. He went to work as an engineer for Exxon Mobil, and then was recruited into sales at IBM as a soft-

ware account manager. He began investing in rental properties, got a broker's license in 2003 and opened the first physical office for Park Avenue in 2007. He left IBM in 2010 and dove into Park Avenue full time.

Now the company manages about 2500 total assets—mostly single-family homes—with about 1,800 unique owners.

Should he win in November, Bradford says Jennifer Stoops, vice president, will run Park Avenue. He would also step down from his second term on the Cornelius Town Board.

The market for rental properties exploded when the economy took a nosedive several years ago, leaving many first-time property investors and owner-occupants high and dry. At the same time some people lost confidence in the stock market.

Bradford uses the phrase "Wall Street has come to Main Street" to

describe investor interest in single-family dwellings.

A property management firm like Park Avenue collects 8 percent to 10 percent of monthly rental income, and in return provides advertising, showings, screened applications, leases, money collection, maintenance coordination, and if it comes to that, eviction proceedings.

Bradford, who owns six investment houses himself, says the next big thing in the industry will be consolidation among industry players as well as a nationwide property management brand, not unlike Century 21 25 years ago.

"There is no one brand company across the country. Our firm has worked hard to be a regional player with a corporate look and feel, but with a real personal feel so the homeowner feels like their house is the only one we serve," Bradford said.

## Natasha Marcus went from Republican to Democratic

### *Marcus opposing Bradford for Thom Tillis' seat*

Natasha Marcus is running against John Bradford for N.C. House District 98, the seat currently held by Speaker Thom Tillis.

A former attorney who worked for Brooks Pierce McLendon Humphrey & Leonard, a big statewide firm, Marcus says she has raised about \$150,000 from a wide range of individual donors. "I'm proud of that number but what I'm more proud of is the number of donors that it comes from—many donors from around the district and around the state, not special interest groups. People are willing to chip in, we are not self-funded, we're supported by a really wide range of individual donors," she says.

The Duke Law School graduate grew up in Brockport, N.Y., a small college town "like Davidson with a lot more snow." Her mother was a public school teacher while her father was a small town attorney with his own one-man practices. A Republican, he served in New York State General Assembly and chaired the

GOP for the county. Both her parents are retired.

Marcus, 45, says she was a Republican through her college years at Hamilton College in Clinton, N.Y., but became a Democrat during the 1990s. She worked for Pierce McLendon from 1994 to 2001 and was a law clerk to Judge Frank W. Bullock Jr., a Reagan appointee, from 2005-2006. She and her husband have two teenage daughters.

Marcus said she is running because she has "watched the legislature take a hard right turn that has been hard on most of the people who live here." She says her "advocacy skills and passion" will help her address critical issues in Raleigh including education and support for small business.

"Watching what our legislature has done to public education here in North Carolina has really gotten my attention," Marcus says. "North Carolina has always been known as the education state—we have stood out from other southern states—from preschool to higher education. Regarding small business, she said elimination of the small business tax credit and the earned income tax credit stifle job creation.



MARCUS

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# NEWS.e

## Lake Norman Chamber, Lake Norman Eco Devo have new logos

**Aug. 26** The Lake Norman Chamber of Commerce and Lake Norman Economic Development unveiled new logos in August. "The new, contemporary look modernizes and energizes our mark, and, at the same time, reflects the great history and tradition of Lake Norman," said Ryan McDaniels, executive director of Lake Norman Economic Development. The chamber collaborated with the EDC on the common brand. Visit Lake Norman, however, retains its logo. The new logos were designed by Granite Sky, a marketing and design firm in Huntersville.



## Raymer-Kepner adds 'life tribute professional'

**Aug. 25** Huntersville's Raymer-Kepner Funeral Home has brought on a "certified life tribute professional." Terrie Anne Hintz, who has degrees and certifications in mortuary science, funeral service science and arts and cremator operation, will help provide personalized services. There are more than 1,200 certified celebrants in the U.S. and Canada.



HINTZ



## Bank of America settlement valued at \$16.65 billion

**Aug. 21** U.S. Attorney General Eric Holder says the Department of Justice has reached a \$16.65 billion settlement with Bank of America to resolve federal and state claims against its units, Countrywide Financial Corporation and Merrill Lynch. It is the largest civil settlement with a single entity in American history. The bank agreed to pay a \$5 billion penalty under the Financial Institutions Reform, Recovery and Enforcement Act and provide billions of dollars of relief to homeowners, including funds that will help defray tax liability as a result of mortgage modification, forbearance or forgiveness. "This historic resolution—the largest such settlement on record—goes far beyond 'the cost of doing business,'" Holder said. "Under the terms of this settlement, the bank has agreed to pay \$7 billion in relief to struggling homeowners, borrowers and communities affected by the bank's conduct. This is appropriate given the size and scope of the wrongdoing at issue."

## E.S. Johnson to break ground on Build for Cure show home

**Aug. 22** Davidson-based E.S. Johnson Builders broke ground on the 2015 Build for the Cure show home in River Run. This is the fifth show home the business has built through Build for the Cure to benefit the Susan G. Komen Charlotte affiliate. The show home is expected to be finished in spring 2015, when it will open for tours and fund-raising events.

## Cabarrus County sees another year of record visitor spending in 2013

**Aug. 19** Tourism in Cabarrus County was worth \$371.87 million in 2013, an increase of 2.5 percent from 2012. Cabarrus ranks 12th in travel spending among North Carolina's 100 counties.



More than 3,980 jobs were directly attributable to travel and tourism. Payroll generated by the tourism industry totaled \$80.08 million. State and local tax revenues from travel to Cabarrus County amounted to \$27.36 million. "Visitor spending is critical to the vitality of our local economy," said Donna Carpenter, CEO of the Cabarrus County Convention and Visitors Bureau. "If not for state and local taxes generated by tourism in Cabarrus County, each household would pay \$424 more in taxes. The economic contribution of tourism also creates jobs and sustains income for residents which enhances quality of life and makes this area attractive to economic development opportunities."

North Carolina tourists spent a record \$20 billion in 2013, an increase of 4 percent from the previous year. State tax receipts as a result of visitor spending topped \$1 billion in 2013, and local tax revenues directly resulting from visitor spending totaled more than \$601 million. Visitor expenditures directly supported 198,270 jobs and generated more than \$4.6 billion in payroll income across North Carolina. Visitor spending increased in 95 of North Carolina's 100 counties in 2013.

## MI-Connection to launch SEC Network for digital cable subscribers

**Aug. 13** MI-Connection, the cable and telecommunications system owned by the towns of Mooresville and Davidson, launched the SEC Network on Aug. 14. The new channel will be



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Continued from page 18

part of the cable company's digital tier on channel 246 in standard definition and on channel 751 in high definition.



## JHE Production plans to buy Charlotte events firm

**Aug. 11** JHE Production Group plans to acquire Charlotte-based Total Event Production for an undisclosed amount. The acquisition is expected to close this month. The Total Event Production staff and equipment will transition to JHE's office located in Harrisburg over the next several months. Jay Howard, president of JHE, said the acquisition will provide a more "diverse skill set." The two companies have partnered on a number of events over the years.



Cornerstone Financial Partners, from left to right: Brian Needleman, Jeff Carbone, Craig Rubrecht, and Andy Smith

## Cornerstone Financial Partners move office to accommodate growth

**Aug. 4** Cornerstone Financial Partners recently relocated the firm's home office in Cornelius from West Catawba Avenue to an office with nearly twice the space at Kenton Circle. The firm, started in 2001, purchased the West Catawba property in 2003 with four partners and one staff member. There are now eight locations in the Carolinas. Cornerstone also recently hired Terri Fiessinger as Chief Operating Officer.

## Murdock eyes selling properties to City of Kannapolis

**July 30** It looks like billionaire David Murdock is ready to sell some of his properties in Kannapolis. The 91-year-old owner of Dole Foods, as well as real estate company Castle & Cooke, will focus his "funds and energies" on the North Carolina Research Campus, according to the City of Kannapolis.

The City itself is the likely buyer of certain properties Murdock might want to sell.

"Mr. Murdock indicated that he would like to concentrate his funds and energies on the North Carolina Research Campus and would be interested in selling some of his downtown properties to the City. He believes that this would provide an opportunity for the City to better plan for the development of Downtown," city officials said in an unusual press release.

It did not quote any elected officials or City Manager Mike Legg.

Ed McAfee, president and CEO of Locus Real Estate Advisors, a commercial brokerage in Kannapolis, said he applauds Murdock for "coming around to the fact that there can be growth downtown that doesn't include" the billion-dollar research campus.

"Other things can happen downtown that are beneficial to the research camps that are private in nature. I applaud him for taking that step," McAfee said.

Murdock acquired much of central Kannapolis in an interesting way.

He purchased the old Cannon Mills textile business along with some 660 acres of surrounding property back in 1982. Apart from the NCRC, the center of Kannapolis resembles what it was decades ago when the Cannon family controlled housing and shopping around their mills.

Murdock sold the company and adjacent properties to Pillowtex for some \$700 million, according to Wikipedia. Before long, Pillowtex itself ran into trouble, and filed for bankruptcy in 2000. It briefly came back to life but Pillowtex ultimately failed and Murdock bought the property at auction. Over the next few years he demolished literally mil-



Lynne Scott Safrit, the head of Atlantic American Properties in Kannapolis, and billionaire David Murdock

lions of square feet of old mill buildings, establishing the North Carolina Research Campus with much fanfare and anticipation in 2005.

"It's my opinion that whatever Mr. Murdock does in downtown Kannapolis is a legacy that will perpetuate itself," McAfee said.

Rowan Cabarrus Community College recently announced its cosmetology program would open in downtown Kannapolis, bringing 300 to 400 students each day to the village.

Kannapolis city officials and Murdock's Castle & Cooke staff have been discussing the downtown properties for some time.

"As the economy rebounds from the recession the City of Kannapolis has been evaluating how to best poise the City for job creation while maintaining the quality of life residents enjoy here. The City is completing in-depth studies on parks and recreation amenities, economic de-

velopment possibilities, and planning long-term for transportation and utility infrastructure," the city's press release said.

Here is an excerpt from the Kannapolis press release:

"As a result of these plans the City has been exploring a number of economic development options that could revitalize the Downtown Core and create an environment that would support the City's greatest asset – the growing North Carolina Research Campus and its partner organizations."

"Over the next few months we will carefully examine if this is a purchase the City should make; how this project would impact the City's financial resources and options available for redevelopment & renovation of these properties."

"Other key assets in our City include Kannapolis Intimidators, Village Park, N.C. Music Hall of Fame, the Dale Earnhardt Tribute, the Train Station, Gem Theatre, Veterans Park & the new City Hall. The new Rowan Cabarrus Cosmetology School will also be a significant asset."



ON THE RECORD

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<b>FORECLOSURES .....</b>	<b>22</b>
<b>NEW CORPORATIONS .....</b>	<b>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

07/10/14 \$288,000 D.R. Horton, Inc. to Stephen Marek, 10998 River Oaks Dr., Concord  
07/10/14 \$295,500 D.R. Horton, Inc. to Gregory Bell, 11002 River Oaks Dr., Concord  
07/10/14 \$248,000 Charles & Madeline Schuman to William & Natalie Alexander, 9667 Laurie Ave., Concord  
07/10/14 \$341,500 Kimberly Zegil to Tim & Lauren Chasey, 1780 Myers Ln., Harrisburg  
07/10/14 \$277,000 Robert & Nicole Milliron to James & Andrea Keyser, 7841 Woodmere Dr., Harrisburg  
07/10/14 \$285,000 Michael & Susan Luma-due to Robin Haskell & Debra Waldie, 6740

Untz Rd., Concord  
07/10/14 \$240,000 Michael & Nancy Mascheri to Scott & Christine Davis, 10112 Montrose Dr., Charlotte 28269  
07/10/14 \$309,000 Brian & Donna Mack to Kerri Thompson, 490 Montgrove Pl., Concord  
07/10/14 \$231,000 Anna & Staci Hess and Justin Lyell to Jeremy & Emily Zalacca, 507 Roxanne Ct., Concord  
07/10/14 \$223,500 John Baugh to FREQ North Carolina, LLC, 10708 Haddington Dr., Charlotte 28269  
07/10/14 \$220,000 Christ Atsidis to Kimberly Zegil, 7776 Orchard Park Cr., Harrisburg  
07/10/14 \$288,000 Douglas & Katherine Dennis to Jeff & Lauren Williams, 3000 Gin Ct., Harrisburg  
07/11/14 \$219,000 Jose & Lisa Napoles to Brian & Donna Mack, 1433 Prestbury Rd., Concord  
07/11/14 \$250,000 Stuart & Krista Kyle to Julie Dargani, 10230 Falling Leaf Dr., Concord  
07/11/14 \$216,000 James & Emily Steele to Michelle Fort, 9452 Coast Laurel Ave., Concord  
07/11/14 \$270,500 NVR, Inc. to Jeffrey & Sarah Fearn, 2271 Stone Pile Dr., Concord  
07/11/14 \$219,000 Larita Leighton to WGH North Carolina, LLC, 4642 Dunberry Pl., Concord  
07/11/14 \$260,500 Rachel Stogner and Lisa Hansil, AIF to Craig & Dawn Lamb, 2654 Kingsley Ave., Concord  
07/11/14 \$201,000 James & Tracy Sherman

and Larry Oldham, AIF to Reginald Johnson, 3421 Burnage Hall Rd., Harrisburg  
07/11/14 \$296,000 Philip & Bethany Heydt to Brandon Sharpe & Michele Lister, Lot 20, Woodcreek Subdivision, Concord  
07/14/14 \$620,500 Charlie & Hung Lim to Suntrust Bank, 3950 Windswept Dr., Concord  
07/14/14 \$230,000 Bryan Hoersten & Tiffany Miller to George & Marsha Johnson, 10773 Kingsview Dr., Davidson 28036  
07/14/14 \$208,000 Jeffrey & Sarah Fearn to Scott & Rocio Roberts, 8526 Magnolia Springs Dr., Harrisburg  
07/14/14 \$317,500 NVR, Inc. to Kishore Banerjee, 9989 Violet Cannon Dr., Concord  
07/14/14 \$3,136,500 Midland-Durban Retail Investors, LLC to ARCP TS Midland NC, LLC, 2.6 ac. on Hwy.601, Midland  
07/15/14 \$262,000 Barry Johnson to Antonio Spicer, 7213 Sandown Ct., Harrisburg  
07/15/14 \$975,000 Douglas & Alicia Caldwell to CDCG 3 MTH LP, PTNRP, 53.3.ac. off Robinson Church Rd., Harrisburg  
07/15/14 \$975,000 Randy Caldwell to CDCG 3 MTH LP, PTNRP, 35.38 ac. off Robinson Church Rd., Harrisburg  
07/15/14 \$232,000 Lennar Carolinas, LLC to Evan Barna, 2820 Gibraltar St., Davidson 28036  
07/15/14 \$251,000 Lennar Carolinas, LLC to Kevin & Lisha Whitlock, 9286 Perseverance Dr., Harrisburg  
07/15/14 \$319,000 NVR, Inc. to Bhumin Shah & Nikita Purohit, 9921 Violet Cannon Dr., Concord  
07/15/14 \$373,000 Weekley Homes, LLC to Randolph & Eleanor Howey, 4546 Sunprince Dr., Harrisburg  
07/15/14 \$252,000 MRECV-KW, LLC to BK Residential Construction, LLC, Lots 2-222, 2-223, 2-224 & 2-225 of Village of Kellswater Bridge, Kannapolis  
07/15/14 \$225,000 James & Susan Taylor to Joseph & Joy Hill, 5812 Leatherwood Ln., Harrisburg  
07/16/14 \$224,000 D.R. Horton, Inc. to Joseph & Christina Harris, 3194 Lock Erne Ave., Kannapolis  
07/16/14 \$310,000 Lance & Meko Smith to Calvin & Roseanne Estea and Catherine Scanlon, 9529 Muir Ct., Concord  
07/16/14 \$357,000 Joseph & Lynn Bracey to Jeffrey Myers, 5412 Ashbury Ln., Davidson 28036  
07/16/14 \$282,000 NVR, Inc. to John & Camilla McWilliams, 9962 Violet Cannon Dr., Concord  
07/16/14 \$330,000 Stephen & Rosellen Ross to Harlan & Carol Calhoun, 5399 Bedfordshire Ave., Harrisburg  
07/17/14 \$225,000 Todd Dickens to Mary Williams, 1216 Greenside Dr., Concord  
07/17/14 \$200,000 True Homes, LLC to James & Tandra Turner, 748 Bartram Ave., Concord  
07/17/14 \$325,000 Justin & Vendula Black to Thomas & Melissa Horn, 2010 Dairy Farm Rd., Concord  
07/17/14 \$241,500 Shea Real Estate Investments, LLC to Kenwaunna Jackson, 412

Sweet Shrub Ct., Concord  
07/18/14 \$251,500 True Homes, LLC to Joseph Keurzoneff & Kayla Coleman, 320 Royal Windsor Dr., Midland  
07/18/14 \$271,000 NVR, Inc. to Gregory Casey, 2227 Galloway Ln., Concord  
07/18/14 \$230,000 Timothy Creech & Gladys Wells to John & Jerri Prendergast, 2566 Old Ashworth Ln., Concord  
07/18/14 \$232,500 James, Emily, Alison & Steven Steele to Clayton Smith & Courtney Davis, 9807 Ravenscroft Ln., Concord  
07/18/14 \$260,000 Lennar Carolinas, LLC to Phillip & Jamie Goodwin, 10659 Sapphire Trl., Davidson 28036  
07/18/14 \$295,000 Lennar Carolinas, LLC to Richard & Linda Sanders, 8943 Happiness Rd., Harrisburg  
07/18/14 \$459,000 Shea Real Estate Investments, LLC to David & Lauren Cole, 775 Barossa Valley Dr., Concord  
07/18/14 \$486,000 Niblock Development Corp. to Charles & Octavia Knox, 2711 Tyn-dall Dr., Concord  
07/21/14 \$319,000 Kevin & Mary Johnson to Curtis & Vicki O'Donnell, 1005 Sprucewood St., Kannapolis  
07/21/14 \$219,000 Reginald & Patricia Forgays to Kevin & Mary Johnson, 2689 Tor-rington Ln., Concord  
07/21/14 \$360,000 Harold & Kim Blackwelder to BNK Investments of Harrisburg, LLC, .79 ac. on Hwy. 49, Harrisburg  
07/21/14 \$339,500 Roger & Starr Harrold to Joseph & Cora Mazingo, 268 Charter Ct., Concord  
07/21/14 \$314,000 NVR, Inc. to Kiran Van-geepuram & Rupa Balachandran, 10023 Violet Crossing Dr., Concord  
07/21/14 \$390,000 Jonathan & Colleen Hole to Davood Sarabadan & Sohaila Faramarzi, 4147 French Fields Ln., Harrisburg  
07/21/14 \$240,500 Shea Real Estate Investments, LLC to Sivarama & Aruna Eadala, 420 Sweet Shrub Ct., Concord  
07/21/14 \$300,000 Brant & Leslie Piper to Joseph Hunter, 81 Grove Ave., Concord  
07/22/14 \$225,000 Southgate Masonry & Lumber Co., Inc. to Ludmilla Breckner, 43.64 ac. on Hwy. 601, Concord  
07/22/14 \$290,000 Orleans-Conservatory Group General Partner, Inc. to Christopher & Michelle Hustek, 11513 Glowing Star Dr., Charlotte 28215  
07/22/14 \$259,000 Robert & Annie Jones to Jeremy & Staci Vredevel, 9170 Lazy Ridge Ln., Concord  
07/22/14 \$250,000 Paul & Elizabeth Slane to David & Lisa Terry, 7164 Bovine Ln., Harris-burg  
07/22/14 \$259,000 Carriage Towns at Chris-tenbury, LLC to Jane and Tom Properties, LLC, Concord  
07/23/14 \$330,000 Myron & Dorothy Caldwell to Richard & Leslie McMillan, 1262 Farm Ridge Rd., Concord  
07/23/14 \$367,500 Robert & Becky Metzger to Jeffrey & Keri Mumford, 2060 Solway Ln.,

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TRANSACTIONS

from page 20

Charlotte 28269  
07/23/14 \$240,000 Harold Hartsell, Rosalyn Greene, P.O. Greene, Jr., & Karen Greene to White Oak Farm – Cabarrus, LLC, 40.41 ac. on Flowes Store Rd., Concord  
07/23/14 \$276,000 Lennar Carolinas, LLC to Ezhilan Chandrasekaran, 9307 Perseverance Dr., Harrisburg  
07/23/14 \$248,000 Lennar Carolinas, LLC to Naseer Ahman & Nusrat Parveen, 9214 Perseverance Dr., Harrisburg  
07/23/14 \$280,000 Lennar Carolinas, LLC to Cameron & Elizabeth Faust, 9978 Alabaster Dr., Davidson 28036  
07/23/14 \$250,000 Ernest & Anna Petrone to Roy Cooper, 10957 Aspen Ridge Ln., Concord  
07/23/14 \$290,000 Paul & Elaine Drake to Jason & Ashley Hollern, 7888 Whisperingwood Dr., Harrisburg  
07/24/14 \$577,500 Kenneth & Kimberly Bost to Marc & April Bare, 6111 Bost Cutoff Rd., Concord  
07/24/14 \$344,000 Parker & Orleans Home-builders, Inc. to Stephen & Jennifer Vaughn, 5237 Kindling Pl., Concord  
07/24/14 \$415,000 John & Michelle Mar-telle to Michael & Shannon Chambers, 5887 Colwick Ct., Concord  
07/24/14 \$398,000 Sterling Real Estate Development of North Carolina, LLC to Weekley Homes, LLC, Lots 21, 40, 41, 45, 46 & 66 of Hawthorne Subdivision, Concord

More Cabarrus Transactions  
online at [www.BusinessTodayNC.com](http://www.BusinessTodayNC.com)

Mecklenburg

7/18/14 \$135,000 Mary & Wayne Sotile to Frances Walston, 19938 Crew Cottage Ct., Cornelius  
7/18/14 \$ Thomas & Carolyn Crawford to Michael & Karen Norton, 9913 Cockerman Ln., Huntersville  
7/18/14 \$131,000 Zachary & Sherri Klipowicz to Soho Grand Properties, Lot 125 Caldwell Station, Cornelius  
7/18/14 \$2,100,000 Bayview Loan Servicing LLC to Gina & Arthur Bottone, 18844 Flat Shoals Rd., Cornelius  
7/18/14 \$425,000 Juan & Seta Rincon to Marx Subramanian & Jagatha Raamakrish-nan, 13713 Bramborough Rd., Huntersville  
7/18/14 \$478,500 Classica Homes to Michael & Melissa Doebler, 8927 Robbins Pond Rd., Cornelius  
7/18/14 \$367,000 Terrence & Kathleen Ake to Jeffrey & Karen Hughes, 8635 Camberly Rd., Huntersville  
7/21/14 \$290,000 Craig & Kristin Hurlbut to Matthew & Sara Middleton, 8431 Bridges-tone Dr., Huntersville  
7/21/14 \$184,500 GLDesigns LLC to Ronald & Beth Ann LeBreton, 18801 Nautical Dr. #204, Cornelius  
7/22/14 \$282,000 Mattamy Catolina Corp. to Joseph & Jennifer Flaminio, 10001Sky Vista

ON THE RECORD

Dr., Huntersville  
7/22/14 \$275,000 Jed Kampe, Richard & Susan Kampe to Meshach & Marcy Cleary, 12514 Surreykirt Ln., Huntersville  
7/22/14 \$376,500 Weekley Homes to Bobby & Jessica Brasher, 18723Bartlette Creek Dr., Davidson  
7/22/14 \$344,000 MI Homes of Charlotte to Jeremy & Angela Antrim, 21717 Chapel Rd., Cornelius  
7/22/14 \$495,500 Classica Homs to Michael Gurley, 9111 Robbins Preserve Rd., Cornelius  
7/22/14 \$800,000 Lynnette & Shadley Schiffern to Karina & Gilboerto Padilla, 18623 Silent Falls Cove, Davidson  
7/23/14 \$250,000 Kevin & Rachel Schultz to Moses & Melissa Van Nort, 12011 Regal Lily Ln., Huntersville  
7/23/14 \$256,000 Alan & Courtney White to Shirshant & Shweta Sharma, 9728 Skybluff Cir., Huntersville  
7/23/14 \$326,000 John & Rachel Cunning-ham to Ian & Nicole Cowgill, 15427 Britley Ridge Dr., Huntersville  
7/23/14 \$547,500 Russell & Lileja Straith to Clyde Dickson III, 18821 Halyard Pointe Ln., Cornelius  
7/23/14 \$395,500 Brendan & Louisa Carey to Timothy & Megan Schmidt, 86338 Camberly Rd., Huntersville  
7/23/14 \$330,000 Francis Jr. & Katherine Horn to Randall & Lori Pelham, 12003 Law-ings Corner Dr., Huntersville  
7/24/14 \$383,000 John & Susan Reeves to Brian & Rebecca Esque, 219 Chambers St., Davidson  
7/24/14 \$275,000 MS Antiquity to Thomas & Debra Hunter, 1126 South St., Cornelius  
7/24/14 \$395,000 David & Jennifer Nelson to Nancy Poffenbaugh & Robert Vincent, 15802 Cordelia Oaks Ln., Huntersville  
7/24/14 \$710,000 Tammy & Robert Beck to David & Jennifer Nelson, 20627 Queensdale Dr., Cornelius  
7/24/14 \$207,000 Geoffrey & Lori Bodine to ColFin AH-North Caroline I LLC, 17216 Chablis Ct., Cornelius  
7/25/14 \$1,650,000 Tom Stevenson Build-ing Co. to Daniel & Dawn Zukowski, 20505 Queensdale Dr., Cornelius  
7/25/14 \$237,000 Markus Muller to Ronald MacGreagor, 19069 Natalie Michelle Ln., Cornelius  
7/25/14 \$161,000 John Hine Jr. to Grady Ingle, 11108 Aprilia Ln., Cornelius  
7/25/14 \$208,500 NVR to Qian Wang, 20026 Lamplighters Way, Cornelius  
7/25/14 \$270,000 Charles & Donna Baldwin and David & Andrea Lohr to Janet Helms, Beverly Howell, 7423 Chaddsley Dr., Hunt-ersville  
7/25/14 \$425,000 Gary & Carol Goldberg to Ann Wright, 13263 Robert Walker Dr., Davidson  
7/25/14 \$520,000 Matt & Stacy Borland to James Dryer, 21428 Rio Oro Dr., Cornelius  
7/25/14 \$236,500 NVR to Douglas Persson, 20102 Lamplighters Way, Cornelius  
7/25/14 \$152,500 William & Pauline Spitzer to Maria & Robert Lapp, 18832 Nautical Dr.

#42, Cornelius  
7/28/14 \$389,000 Edward & Elizabeth Heubel to Gary & Caireen Broadbent, 15118 Hugh McAuley Rd., Huntersville  
7/28/14 \$825,000 Rhonda Fisher & Theodore Duncan Jr. to Mario & Cynthia D'Ovidio, 18804 Windy Point Dr., Cornelius  
7/28/14 \$327,500 Peter & Elena Wagner to Michael & Jill Campbell, 17415 Summers Walk Blvd., Davidson  
7/28/14 \$329,000 Michael & Tammy Mor-rissey to Jeffrey Holloway, 7616 Dinniston Dr., Huntersville  
7/28/14 \$580,000 Edward & Cristene Klein to George & Leigh Griffith, 509 Three Greens Dr., Huntersville  
7/28/14 \$275,000 Mildred Dail to Michel & Donna Ealy, 17811 Half Moon Ln. Unit J, Cornelius  
7/28/14 \$111,500 James & Kathleen Gold-inger to Julianne Jones, 19731 Deer Valley Dr., Cornelius  
7/29/14 \$232,500 NVR to Larry Riggs, 20022 Lamplighters Way, Cornelius  
7/29/14 \$863,000 Craig & Doranda Mont-gomery to Ryan & Janet Esposito, 18349 Invergordon Ln., Cornelius  
7/29/14 \$239,000NVR to David & Carol Jones to 20018 Lamplighters Way, Cornelius  
7/29/14 \$300,000 Jan & Brown Pethel Jr. to Reagan Roland, 19610 Bustle Rd., Cornelius  
7/29/14 \$346,000 Steven & Melissa Frank to Richard & Gail D'Aversa, 19608 Galleon View, Cornelius

7/29/14 \$400,000 Sanjay & Jesika Patel to Todd & Jessica Dixon, 15704 Agincourt Dr., Huntersville  
7/29/14 \$290,000 Dion & Stephanie Vaughn to Terence & Kathleen Ake, 8016 Woods Run Ln., Huntersville  
7/29/14 \$230,000 Marc Pisall to Lorraine Coyle, Lot 418 Caldwell Station, Huntersville  
7/30/14 \$418,500 Devlin & Donna Reynolds to Aldo DaSilva & Patricia Cordeiro, 207 Lingle Dr., Davidson  
7/30/14 \$255,000 Pulte Home Corp. to Olin Williams III & Jessica Norton, 15303 Fred Brown Rd., Huntersville  
7/30/14 \$367,000 Carolina Cottage Homes to Edmond & Hollis Schorno, 10900 Brandie Meadow Ln., Huntersville  
7/30/14 \$309,000 MI Homes of Charlotte to Justin & Siara DeNicola, 21711 Chapel Way, Cornelius  
7/30/14 \$324,000 South Creek Homes to Roberts & Dorothy Moore, 18018 Coulter Pkwy., Cornelius

More Mecklenburg Transactions  
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Mooresville

7/14/14 \$316,000 Elizabeth Cheek Jones to Miriam Kelly, 193 Water Oak Dr. 28117

See TRANSACTIONS, Page 22

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TRANSACTIONS

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7/14/14 \$612,000 Craig Carter Builder to Paul & Suzanne Farrar, 253 Digh Cir. 28117

7/14/14 \$286,000 Christopher & Ashley Wakefield to Marvin & Barbara Woodall, 114 Sandreed Dr. 28117

7/14/14 \$624,900 John & Penny Kerhoulas to Clive & Deborah Wilson, 294 Shoreline Loop 28117

7/14/14 \$1,425,000 Doug & Kathy London to Scott & Andrea Dahl, 139 Broad Sound Pl. 28117

7/15/14 \$499,000 Kenneth & Joanne Jinnette to Kevin & Karen Shea, 336 Marietta Rd. 28117

7/15/14 \$458,000 Jenaper Loma Hill to Garth & Cheryl Monnat, 103 Webbed Foot Rd. 28117

7/15/14 \$439,500 Lakeshore Holdings to Jeffrey & Jacquelyn Pollard, 129 Flowering Cherry Ln. 28117

7/15/14 \$663,770 Aja Family Properties to David & Eileen Rainess, 107 Blue Sky Ct. 28117

7/15/14 \$1,135,000 John & Deborah Ross to Troy & Melissa Kilpatrick, 171 Knoxview Ln. 28117

7/15/14 \$229,500 Charles & Sandra Beddows to James Tobias, 281 Bridges Farm Rd. 28115

7/16/14 \$740,000 Gayle R. Hathcock to

Quentin & Deborah Guenther, 410 Oak Tree Rd. 28117

7/16/14 \$203,000 Robert & Leah Varner to American Homes 4 Rent Properties Nine, 111 Meandering Way Ln. 28117

7/16/14 \$386,500 Jonathan & Laurel Long to Todd & Alycia Stewart, 146 Keel Ct. 28117

7/16/14 \$517,000 Meritage Homes of the Carolinas to John & Susan Kennedy, 153 Leaning Tower Ln. 28117

7/16/14 \$235,000 Richard Salazar to Marlene Kerber, 113 Artisan Ct. 28117

7/17/14 \$287,000 Joseph & Ronda Futch to William Jodie Cook, 105 Grayfox Dr. 28117

7/17/14 \$267,500 Terry & Lelah Hannah to Robert & Beth Yarbrough, 291 Tuskarora Trl. 28117

7/17/14 \$332,500 Joseph & Gladys Sala to Ashley & Lee Ericson, 240 Crimson Orchard Dr. 28115

7/17/14 \$212,000 Kathleen Kissam to Samuel & Shelia Green, 208 Bluffton Rd. 28117

7/17/14 \$220,000 Haskel & Gail Sands to Joseph & Galdys Sala, 221 Wiggins Rd. 28115

7/17/14 \$365,000 Lewis F. Carpenter Construction to Michael & Laura Bosak, 254 Honeysuckle Creek Loop 28117

7/17/14 \$270,000 James W. Hedges to Kevin & Sean O'Hara, 131 Hedges Ln. 28115

7/18/14 \$575,000 Michael & Sarah Barnes to James & Yvette Worthington, 197 Bay Shore Loop 28117

7/18/14 \$799,000 Gary McKelvey to Larry &

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Dana Lotspeich, 224 Falmouth Rd. 28117

7/18/14 \$215,000 Bernard & Patricia Messier to Jessica Allen & Charles Lewandowski, 175 Scotland Dr. 28115

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FORECLOSURES

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

Cabarrus County

07/11/14 Cedric Smith, 486 Camrose Cr., Unit 7, Concord, NC, Myers Park Mortgage, Inc., \$97,900

07/11/14 Heirs of William McCulloh, Jr., 6730 Log Cabin Trl., Midland, Nationstar Mortgage, LLC, \$240,000

07/11/14 Nichole Phillips, 12864 Clydesdale Dr., Midland, JP Morgan Chase Bank, \$145,816

07/14/14 Chad Moore & Amber Nagel, 3910 Longwood St., Concord, Ocwen Loan Servicing, LLC, \$172,163

07/14/14 Sharon Banner, 322 Windrose Ln., Concord, Sterling National Bank, \$136,923

07/15/14 Delores Blackwelder, 3714 Patricia Dr., Concord, Green Tree Servicing, \$67,417

07/16/14 Nathan & Tiffany Brown, 5708 Hammermill Dr., Harrisburg, MidFirst Bank, \$224,477

07/15/14 Dwayne Simpson, 831 Ruebens Rd., Concord, Fifth Third Bank, \$126,000

07/16/14 Luis Venegas & Ma De La Solano, 504 N. Rose Ave., Kannapolis, Peoples Bank, \$63,650

07/17/14 Estate of Billy Ervin and Joe & Jeannie Ervin, 307 Saint Joseph St., Kannapolis, Wells Fargo Bank, \$187,500

07/17/14 Herman & Carla Black, 9033 Reid St., Mount Pleasant, Farmers & Merchants Bank, \$128,500

07/17/14 Herman & Carla Black, 110 Meadow Ave., Concord, Farmers & Merchants Bank, \$75,000

07/18/14 Timothy & Linda Vang, 6298 Chamar Cr., Kannapolis, Sun Trust Mortgage, Inc., \$644,000

07/21/14 Herman & Carla Black and JCM Investments, 131 Ervin Ave., Concord, Farmers & Merchants Bank, \$65,600

07/22/14 Rasheda McConnell, 251 Morning Dew Dr., Concord, North Carolina Housing Finance Agency, \$104,295

07/22/14 Russell Bonds, 8761 Archer Rd., Davidson 28036, Branch Banking and Trust Co., \$142,400

07/22/14 Geraldine Reddick, 905 Little-

ton Dr., Concord, JP Morgan Chase Bank, \$143,300

07/22/14 Ryan Day & Jennifer Sawtell, 9802 Waltham Ct., Charlotte 28269, JP Morgan Chase Bank, \$193,464

07/23/14 Heirs of Johnnie Allison, 87 Cascade Dr., Concord, Fifth Third Bank, \$32,000

07/25/14 Robert & Suelyn Thorton, 3611 Rock Hill Church Rd., Concord, CitiFinancial Servicing, LLC, \$73,317

07/25/14 Michael Renison, 726 Arbor St., Concord, Glenvest, LLC, \$20,000

07/25/14 Daniel Anticoli, 3057 Fountainview Ave., Concord, North Carolina Housing Finance Agency, \$170,763

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Mecklenburg County

7/14/14 Sheryl D. Mackey, 11905 Journeys End Trl., Huntersville, Bank of America \$200,906

7/14/14 Paul J. Ravenell, 14324 O'Casey Ln., Charlotte 28213, New Century Mortgage Corporation \$112,820

7/14/14 Timothy J. Farina, 6366 Royal Celadon Way, Charlotte 28269, Allen Tate Mortgage Services \$98,000

7/14/14 Krystle Norman & Ryan Van Abel, 11718 Long Forest Dr., Charlotte 28269, Bank of America \$147,300

7/14/14 Turbo J. Hobbs-Williams, 3019 Nevin Place Dr., Charlotte 28269, Bank of America \$98,550

7/14/14 Matthew & Amanda McGee, 12527 Twelvetees Ln., Huntersville, Allied Home Mortgage Capital Corporation \$140,780

7/16/14 Kay Castlebury, 18806 Coachmans Trace, Cornelius, SIB Mortgage Corp. \$253,200

7/16/14 Wanda Milanes Lane, 3201 Carver Pl., Charlotte 28269, Sher Financial Group \$146,900

7/16/14 John & Cathy Evans, 7804 Greenrock Ridge Ct., Charlotte 28269, Shea Mortgage Inc. \$258,400

7/16/14 Steve Smith, 8423 Blue Aster Ln., Charlotte 28269, IndyMac Bank \$102,400

7/17/14 David & Stephanie Jackson, 3629 Ribbonwalk Trl., Charlotte 28269, Village Capital & Investment \$156,005

7/17/14 Lebron Butts II, 6156 Prosperity Church Rd., Charlotte 28269, First Franklin \$139,600

7/18/14 Susan McGregor, 13318 Norseman Ln., Huntersville, Premium Capital Funding \$183,150

7/18/14 David Choice Sr., 11433 Callahan Mill Dr., Charlotte 28213, Mortgage Investors \$211,694

7/21/14 Tina H. Nguyen & Bao Chau Ha, 6546 Ziegler Ln., Charlotte 28269, ING Bank \$146,700

7/21/14 Debra & Brian Driggars, 6308 Elderlie Ln., Charlotte 28269, America's Wholesale Lender \$155,300

See FORECLOSURES, Page 23

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FORECLOSURES

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7/21/14 Mark V. Diebold, 10571 English Setter Way, Charlotte 28269, First Horizon Home Loan \$109,328

7/22/14 Matthew & Celeste Gruner, 6439 Skyline Dr., Charlotte 28269, First Franklin \$179,900

7/22/14 Martin Cruz Romero, 3015 Harris Houston Rd., Charlotte 28262, Peoples Bank \$133,000

7/23/14 Michael J. Ricks, 4934 Prosperity Ridge Rd., Charlotte 28269, NVR Mortgage Finance \$97,760

7/23/14 Joseph & Deborah Michalic, 2330 Castlecomer Dr., Charlotte 28262, Chase Manhattan Mortgage \$107,968

7/23/14 Zachary Kosofsky & Taylor Manuma, 19766 Feriba Pl., Cornelius, Alpha Mortgage \$120,175

7/23/14 Shantel Hilt, 8616 Old Potters Rd., Charlotte 28269, Countrywide Bank \$148,870

7/24/14 Jose Torres & Claudia Romero, 1709 Jeffrey Bryan Dr., Charlotte 28213, Bank of America \$102,600

7/24/14 Lori A. Finucane, 8730 Royal Bluff Dr., Charlotte 28269, Wachovia Mortgage \$167,000

7/25/14 Natalie Baghalzadeh, 2521 Fairstone Ave., Charlotte 28269, Self-Help Credit Union \$91,700

7/25/14 Michelle & Shawn Gray, 321 Owen Blvd., Charlotte 28213, Countrywide Home Loans \$92,000

7/25/14 Cathryn Kennedy, 7159 Somerset Springs 1-A, Charlotte 28262, Bank of America \$70,000

7/25/14 Wilton Leake & Brenda Lightford, 6554 Dougherty Dr., Charlotte 28213, Option One Mortgage \$161,500

7/29/14 Rhonda Brown, 4350 Perkins Rd., Charlotte 28269, Accredited Home Lenders \$139,253

7/30/14 Joni L. Dunn, 20305 Cathedral Oaks Dr., Cornelius, NBA Mortgage Group \$260,000

8/1/14 Tyrone & Deirdre Cherry, 10260 Garrett Grigg Rd., Charlotte 28262, NVR Mortgage Finance \$172,710

8/1/14 Eddie M. Shuler, 7014 Hopkins St., Charlotte 28269, American Security Mortgage Corporation \$198,171

More Mecklenburg Foreclosures  
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Mooresville

7/14/14 Yamileth Rojas & Mian Qamar, 109 Kallie Loop 28117, Countrywide Home Loans \$88,000

7/14/14 Richard & Tonja Oliphant, 802 Linwood Rd. 28115, Mooresville Savings Bank \$115,000

7/25/14 Terrance & Barbara Homan, 108 Pentland Ct. 28117, Amerisave Mortgage \$400,000

7/28/14 Mark & Joan Fitzner, 196 Pintail Dr.

ON THE RECORD

28117, SunTrust Mortgage \$367,000

7/31/14 Sandra Sparks & Matthew Daubert, 507 Woodberry Dr. 28115, AmeriSouth Mortgage \$200,305

More Mooresville Foreclosures  
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NEW CORPORATIONS

These businesses have registered with the N.C. Secretary of State.

Cabarrus County

7/22/14 AP Lopez Limited Liability Company, Alfreda Pauline Lopez, 7947 Heatherstone Dr., Harrisburg

7/22/14 R & B Rifleworks and Gunsmithing LLC, Phillip Bryan Burris, 1120 Odell School Rd., Concord

7/23/14 Alabaster Holdings LLC, Polly Burgess, 9622 Ravenscroft Ln. NW, Concord

7/23/14 Dytac Defense Inc., Richard B. Sorrell, 6573 Derby Ln. NW, Concord

7/23/14 Healthy Kid Eats LLC, Angela Eichenlaub, 9828 Ravenscroft Ln. NW, Concord

7/23/14 Luxury Limos and Executive Transportation LLC, Yvette Cianci, 472 Woodend Dr. SE, Concord

7/23/14 Morning View Inc., Josh McCombs, 5616 Winslow Ave., Concord

7/23/14 Move for More Inc., Rob Angle, 3725 Winterberry Ct., Concord

7/24/14 Alternate Fuel Technologies, John B. Bell Jr., 4377 Motorsports Dr., Concord

7/24/14 JHK Online Enterprises LLC, Josephine H. Kennedy, 110 Austin Run Ct., Kannapolis

7/24/14 Memorial Products & Services, Daniel Sullivan, 5513 Cold Creek Farms Rd., Concord

7/24/14 OHM Restaurants Inc., Rajan Thakorbbhai Kapadia, 970 Branchview Dr., Concord

7/24/14 Splatter Designs Inc., Thomas R. Grassmann, 1208 Pendleton Ave., Kannapolis

7/24/14 Synenergypoint Solutions Inc., Subramanyeswara Chinthala, 2435 Christenbury Hall Dr. NW, Concord

7/25/14 Tarlton LLC, Jeremy Tutt, 307 Jackson Park Rd., Kannapolis

7/25/14 Towncreek Enterprises LLC, Annette Heim, 99 Church St. North, Concord

7/28/14 BC Antiques Inc., Catherine A. Gaska, 289 Patrick Ave. SW, Concord

7/28/14 East Coast Custom Group Inc., Jose A. Oviedo, 1410 Geneva Dr., Concord

7/28/14 Furr Trading LLC, Jessica Furr, 6495 Harbor Dr., Concord

7/28/14 Nu Turf Management Inc., Chad W. Rice, 4112 Carl Farmer Dr., Harrisburg

7/29/14 Hezekiah's House, Shountel Sanford, 362 Pine Hill Ln., Unit 207, Kannapolis

7/29/14 James Odaniel Specailty Septic Inc.,

James Odaniel, 2211 Brookside Ave., Kannapolis

7/29/14 Parrot Head LLC, Leslie Waslo, 7728 Orchard Park Cir., Harrisburg

7/29/14 Ryder and James Properties LLC, Zachary M. Moretz, 37 Union St. South, Ste. B, Concord

7/30/14 Complete Power Washing LLC, James Greene, 8331 Burgundy Ridge Dr., Harrisburg

7/30/14 Corvette Angels, Billy W. Miller Jr., 2238 Donnington Ln. NW, Concord

7/30/14 Road Runner Vettes of Charlotte, Billy W. Miller Jr., 2238 Donnington Ln. NW, Concord

7/30/14 Ryder and James Inc., Zachary M. Moretz, 37 Union St. South, Ste. B, Concord

7/31/14 Bradshaw Real Estate Group LLC, Christy Bradshaw, 1388 Wynnbrook Way, Concord

7/31/14 CaBo Winery LLC, Sue A. Carter, 670 Wilmar St. NW, Concord

7/31/14 English Alpha LLC, Christopher English, 4402 Odell School Rd., Concord

7/31/14 Ritu Selects LLC, Ritu Bhat, 9798 Ravenscroft Ln. NW, Concord

7/31/14 Women at the Well Concord NC Division, John K. Meares, 558 Sunnyside Dr. SE, Concord

8/1/14 BP Financial Inc., Richard Brandon Powell, 9705 Ashmore Ln., Harrisburg

8/1/14 Kreative 4X4 Extreme LLC, Andrew J. Jensen, 745 Sir Raleigh Dr., Concord

8/1/14 Tonka 84 Inc., Karen A. Lopez, 829 Tanglewood Dr., Concord

8/4/14 Conquerors Youth Academy, Anthony Q. Hall Sr., 608 North Little Texas Rd., Kannapolis

8/4/14 Valentin Express Inc., Eduardo Valentin II, 101 Carriage House Dr., Kannapolis

8/4/14 Virtual Office North Carolina LLC, Kari K. Grigg, 998 Braxton Dr., Concord

8/5/14 Encounter Inc., Brian Mahiques, 1005 Oklahoma St., Kannapolis

8/5/14 (Matrimony Mime) LLC, Dukea Whitaker, 719 Capstone Ave., Concord

8/5/14 Supreme AC/Heat & Remodeling LLC, Yadenis Caceres, 2 Tower Cir. NW, Concord

8/5/14 Twilight Transportation Inc., Bruce P. Nalewajk, 315 Williams Rd., Harrisburg

8/6/14 AGR Properties LLC, Brenda Reynolds Drye, 6178 Irish Potato Rd., Kannapolis

8/6/14 Carolina Title Ventures LLC, John R. Barbee, 52 Union St. South, Ste. 28, Concord

8/6/14 Kismet Farm LLC, Laura Collander, 9371 Harris Rd., Concord

8/6/14 M E B Group Inc., Ulys W. Perry IV, 2609 Butler Ct., Kannapolis

8/6/14 PU'S USA Inc., Chao Rong Pu, 660 Georgetown Dr. NW, Concord

8/6/14 R.Y.S.E. (Redirecting Young Minds to Seek Excellence) Development Corp., Lothel Watson, 3072 Dale Earnhardt Blvd., Kannapolis

8/6/14 Sorrell Law Firm PLLC, Richard B. Sorrell, 6573 Derby Ln. 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 uplited. Ample parking on site.



**Bill Rinker**  
ph: 704.782.8080  
cell: 704.699.1406  
Email [billrinker@ctc.net](mailto:billrinker@ctc.net)



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## NEW CORPORATIONS

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8/6/14 Zia Green Chile Company LLC, Nathaniel Jay Cotanch, 4826 Brockton Ct. NW, Concord

8/7/14 Harrington and Associates Marketing Group Inc., T.A. Harrington III, 5425 Somerset Ln., Harrisburg

8/8/14 B and B Drywall Contractors LLC, Burt J. Hunt, 650 Lancashire Way, Concord

8/8/14 Build to Destroy Inc., Adonte Cherry, 194 Fairmont Cir., Kannapolis

8/8/14 Harris Farm of NC LLC, Meredith Allen, 1387 Odell School Rd., Concord

8/8/14 Laurick Enterprises LLC, Richard Tolbert, 65 Hillcrest Ave., Concord

8/8/14 McLintock LLC, Floyd Schwartz, 3030 Arbor Knoll, Concord

8/8/14 The Right Moves Transport Inc., Michael E. McCray, 535 Blue Sky Dr., Concord

8/11/14 Nicely Property Watch Inc., David E. Nicely, 1563 Andover St. NW, Concord

8/12/14 Blydesign LLC, Katherine Cromer, 2630 S. Main St., Concord

8/12/14 Cogor Automotive LLC, Evan Cogor, 396 Action Dr., Concord

8/12/14 Farm Hope Thrive Inc., Paula Yost, 5605 Highway 49, Mt. Pleasant

8/12/14 H & B Fencing Inc., Robert G. Hancock, 8101 Rocky River Rd., Harrisburg

8/12/14 Hookahut LLC, Aifan Subh, 208 Kerr St. NW, Concord

8/12/14 Mountain Top Quality Services LLC, Kevin De Wayne Coleman, 1113 Mistywood Ln., Concord

8/13/14 Max Flow Media LLC, Larry A. Crough, 8833 Kensington Forest Dr., Harrisburg

8/13/14 Passion Properties LLC, Matthew Dale Morris, 1016 Hearth Ln. SW, Concord

8/13/14 PFLAG Concord/Kannapolis, Joan A. Gale, 5513 Crofton Ave., Kannapolis

8/14/14 7.3 Transport & Recovery Inc., Ian Dalton, 63 Roberta Rd. SW, Concord

8/14/14 All That Have Served Inc., Andrew Ferraro, 242 S. Union St., Concord

8/14/14 T Squared Thompson Tutoring LLC, Michael W. Thompson, 440 Riverwalk Dr., Concord

8/15/14 D&C Coins LLC, Dustin Forbes, 700 N. Cannon Blvd., Kannapolis

8/15/14 Gardner Flooring Inc., Garrett Gardner, 9500 Caycee Dr., Davidson

8/15/14 IT4U LLC, Pepsi Boyer, 9748 Walkers Glen Dr. NW, Concord

8/15/14 Kiran & Hiren LLC, Kiran Patel, 2630 Dale Earnhardt Blvd., Kannapolis

8/15/14 MBPRCM LLC, Debra A. McCammon, 668 Summerford Ct. NW, Concord

8/15/14 OC Stucco LLC, Fernando Cordova, 801 Cloister Ct. NW, Apt. 17, Concord

8/15/14 Ron Perron Basketball Academy Inc., Ron Parron, 4869 Benhill Dr., Harrisburg

8/15/14 Shelby Jane & Co. LLC, Shelby Honeycutt, 363 Church St. N, Ste. 180, Concord

8/15/14 Vitafe LLC, Dionisio E. Arboleda,

1302 Sides Ave., Kannapolis

8/18/14 The Quilters Station Inc., Rebecca Verrier-Watt, 8401 Live Oak Rd., Harrisburg

8/18/14 VEND LLC, Vonn Fung Dent, 9590 Clarke's Meadow Dr. NW, Concord

**More Cabarrus New Corporations  
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## Mecklenburg County

7/22/14 Auto Inspections In/Out-Hwy 70 LLC, Gary D. Bailey, 4911 Old Fox Trl., Charlotte 28262

7/22/14 Auto Inspections In/Out North 21 LLC, Gary D. Bailey, 4911 Old Fox Trl., Charlotte 28262

7/22/14 Auto Inspections In/Out Sunset LLC, Gary D. Bailey, 4911 Old Fox Trl., Charlotte 28262

7/22/14 B Tech Group LLC, Gary D. Bailey, 4911 Old Fox Trl., Charlotte 28262

7/22/14 Fitness With Heather LLC, Heather Watkins, 19018 Serenity Point Ln., Cornelius

7/22/14 Flying Wisdom Studios Inc., Harrison Carriker, 301 McCullough Dr., 4th Floor, Charlotte 28262

7/22/14 Fresh Chef Inc., Bradley J. Blumer, 20601 Torrence Chapel Rd., Unit 14, Cornelius

7/22/14 Humphrey Fochler Racing LLC, Randy N. Humphrey, 18636 Starcreek Dr., Ste. G, Cornelius

7/22/14 Laughingbrook Spellcrafting LLC, Gabriella Tebbens, 15121 Colonial Park Dr., Huntersville

7/22/14 L.Y. Express LLC, Luis A. Urena Perez, 2203 Prestigious Ln., Apt. R, Charlotte 28269

7/22/14 Premier Dental Management LLC, David Modlin, 19824 W. Catawba Ave., Ste. B, Cornelius

7/22/14 Procore Technologies Inc., Casey Allen, 13206 Meadowmere Rd., Huntersville

7/22/14 Summer Smith & Associates LLC, Tonya Smith, 9326 Pondsides Ln., Charlotte 28213

7/22/14 Thorley Graphics Inc., Nicolas Thorley, 3407 Turtle Cross Ln., Charlotte 28269

7/22/14 Universal Medical Supplies and Rentals Inc., Samvel Saribekian, 8702 Statesville Rd., Ste. L, Charlotte 28269

7/22/14 Yodora Enterprise Inc., Keitha Gipson, 9008 Colshire Ct., Charlotte 28269

7/23/14 Atlantic Mechanical Enterprises Inc., Luis E. Alvarado, 10028 Green Hedge Ave., Charlotte 28269

7/23/14 BD&L Properties LLC, Booker Thomas Little Jr., 5500 Hilltop Cir., Charlotte 28269

7/23/14 BP Global Holdings Inc., Patrick McNamara, 18605 Northline Dr., Ste. A2, Cornelius

7/23/14 Custom Shirt Designs and More LLC, Julio E. Montenegro Jr., 9100 Avebury Dr., Apt. E, Charlotte 28213

7/23/14 Eliana Enterprises LLC, Richard R. Rolle Jr., 9615 Caldwell Commons Cir., Cornelius

7/23/14 Event Designs By Sydney LLC, Michelle L. Hunt, 7704 Horseshoe Creek Dr., Huntersville

## Business Today

7/23/14 Jennifer Militello Esthetics LLC, Jennifer Militello, 21500 Blakely Shores Dr., Cornelius

7/23/14 Kaneel Bay Development LLC, Tamara Renee Cornish, 19453 W. West Catawba Ave., Cornelius

7/23/14 Miss Wendy's Childcare LLC, Howard Kresner, 8127 Bramfield Dr., Huntersville

7/23/14 Ola Oncology & Holistic Healing Spa Inc., Ilia Henderson, 17029 Northstar Dr., Unit K, Huntersville

7/23/14 Simply France with Dawn LLC, Jesse C. Jones, 11330 Vanstory Dr., Huntersville

7/23/14 Teacher Paradigm LLC, Vicki Rose Merritt, 231 Wrayhill Dr., Charlotte 28262

7/23/14 Torance LLC, Robert B. Bowman, 13815 Cinnabar Pl., Huntersville

7/23/14 Two Tuncics Inc., Tim Randolph, 14726 Holly Springs Dr., Huntersville

7/24/14 Cryosport LLC, Michelle Campos, 9705 Rosewood Meadow Ln. C, Huntersville

7/24/14 The Golden Rule Club LLC, Carolina Parts Express LLC, 14222 Sullivan Watch Dr., Huntersville

7/24/14 Jameson LLC, Damon Gray, 8025 Bridgegate Dr., Huntersville

7/24/14 Mobile Care Marketing LLC, Leslie Jernigan, 6108 McIlwaine Rd., Huntersville

7/24/14 Pencils, Games, & High Fives Child Care Learning Center LLC, Lydia Grey-Cross, 8005 University Ridge Dr., Unit 101, Charlotte 28213

7/24/14 The Pick-It Furniture Co. Corn. Inc., Danette Edwards, 21348 Catawba Ave., Cornelius

7/24/14 Safe Haven Academy LLC, Alisa Dixon, 4931 Lynn Lee Cir., Charlotte 28269

7/24/14 Tuscarora Ranch II LLC, Richard J. Kline, 230 South Main St., Davidson

7/24/14 YouBuild1 LLC, Harry E. Youchak, 9202 Shepparton Dr., Huntersville

7/25/14 4Ever Sportz LLC, Rafael A. Ramos Jr., 4610 Hackberry Grove Cir., Apt. 221, Charlotte 28269

7/25/14 Chowan River Solar Park LLC, Praether L. Cooper, 5008 Shadow Pine Dr., Charlotte 28269

7/25/14 Connecting the Dots Treatment Services and Consultation LLC, Mary L. Saunders, 10206 Pineshadow Dr., Unit 107, Charlotte 28262

7/25/14 Crownholder LLC, Erik Margeson, 7435 Balancing Rock Ct., Charlotte 28262

7/25/14 Full Sail Construction LLC, Edwin J. Fuentes, 5405 Hilltop Cir., Charlotte 28269

7/25/14 Garcia Talent & Consulting LLC, William Garcia, 2618 Black Cherry Dr., Charlotte 28262

7/25/14 Jennings Express Transport LLC, Wayne Jennings, 5819 Cougar Ln., Charlotte 28269

7/25/14 SDC Insurance LLC, Leslie Jernigan, 6108 McIlwaine Rd., Huntersville

7/25/14 Solargreen — Ahoskie North LLC, Praether L. Cooper, 5008 Shadow Pine Dr., Charlotte 28269

7/25/14 Solargreen — Ahoskie South LLC, Praether L. Cooper, 5008 Shadow Pine Dr., Charlotte 28262

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## NEW CORPORATIONS

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Charlotte 28269

7/25/14 Solargreen — Ahoskie West LLC, Praether L. Cooper, 5008 Shadow Pine Dr., Charlotte 28269

7/25/14 Southern Horizon Enterprises LLC, Marie Komarnycky, 18713 Skysail Ct., Cornelius

7/25/14 Waitfort LLC, Daniel M. Theriault, 20427 Marblehead Ct., Cornelius

7/28/14 Creative Insight Psychotherapy PLLC, Michelle A. Coomes, 709 Northeast Dr., Ste. 20, Davidson

7/28/14 The Law Office of Ramey and Fennell PLLC, Justin D. Ramey, 14202 Waterfowl Ln., Charlotte 28262

7/28/14 Midnight Holdings LLC, Eric Schiefen, 319 Davidson Gateway Dr., Davidson

7/28/14 Sportingeasy Corp., Nishant Sasidharan, 19101 Chandlers Landing Dr., Cornelius

7/29/14 Full Stream Recycling LLC, Cynthia Payne, 10602 B. Bailey Rd., Cornelius

7/29/14 The Gen-N-I Inc., Jessie Elouis Harris, 8316 Paces Oaks Blvd., Apt. 713, Charlotte 28213

7/29/14 Highline Imports LLC, Karum Johnson, 10146 Loganberry Trl., Charlotte 28262

7/29/14 Lawrence Group Properties LLC, Craig Lewis, 108 S. Main St., Ste. B, Davidson

7/29/14 Lee General Contractor LLC, Phillip Dinh Tran, 6028 McDaniel Ln., #157, Charlotte 28213

7/29/14 L & M Legacy Group LLP, Marlo Lee, 5964 Prescott Ct., Charlotte 28269

7/29/14 MBC Construction Services Company, Corey A. Hunt, 9108 Agnes Park Ln., Huntersville

7/29/14 Optimed Management LLC, Mahdi Ajjan, 8712 Lindholm Dr., Ste. 302, Huntersville

7/29/14 Soon Lee Nail Inc., Lin In Sam, 14005 Mallard Lake Rd., Charlotte 28262

7/29/14 Southern Training and Testing Center LLC, Ijeoma Mije Nwangwu, 14202 Northridge Dr., Charlotte 28269

7/29/14 Taylored Fitness Charlotte LLC, De Anna Taylor, 8914 Legacy Park Dr., Charlotte 28269

7/29/14 Zukowski Consulting LLC, John F. Hanzel, 19425 G Liverpool Pkwy., Cornelius

7/30/14 10/40 Tribal Commission Inc., John F. Hanzel, 19425 G Liverpool Pkwy., Cornelius

7/30/14 Applause! Hair Designs Inc., Malik L. Glover, 13127 Rosedale Hill Ave., Huntersville

7/30/14 In Christ Unity (ICU), Adam Phillips, 14044 Garden District Row, Huntersville

7/30/14 Divinity Transportation LLC, Jerime Woodford, 4505 Appley Mead Ln., Charlotte 28269

7/30/14 Hokienole Enterprises LLC, Robert N. Sipp, 18540 Starcreek Dr., Cornelius

7/30/14 M Stewart Homes Inc., Sheryl Seabrook, 3817 Voeltz Dr., Charlotte 28269

7/30/14 Structured Cabling Solutions Inc., Ken Younger, 301 McCullough Dr., Ste. 400, Charlotte 28262

## ON THE RECORD

7/30/14 Vaper Square LLC, Yang Liu, 969 Tiger Ln., Charlotte 28262

7/31/14 Cherry Road Developers LLC, Macon Thomas Carroll, 19109 W. Catawba Ave., Ste. 200, Cornelius

7/31/14 Domestic Charm LLC, Brenna Morgan, 19323 Overleaf Ln., Davidson

7/31/14 The Empty Mind Inc., Anubhav Kumar, 10513 Adlin Ave., Charlotte 28262

7/31/14 Haycart Inc., Wesley H. Lev, 17511 Robbins Ridge Rd., Cornelius

7/31/14 Innovative Healthcare Distribution LLC, Andrew S. O'Hara, 2701 A Hutchinson-McDonald Rd., Charlotte 28269

7/31/14 J & J Management Services LLC, Lance C. Hudak, 9911 Rose Commons Dr., Ste. E-176, Huntersville

7/31/14 Koastal Trailer LLC, Gregory Schieve, 11525 Reames Rd., #113, Charlotte 28269

7/31/14 Larimar Logistics Inc., Deborah B. Beatty, 10400 Dickson Ln., Charlotte 28262

7/31/14 Larimar Transports Inc., Deborah B. Beatty, 10400 Dickson Ln., Charlotte 28262

7/31/14 The Marketexchange LLC, Kenneth D. Steadman, 12526 Deaton Hill Dr., Charlotte 28269

7/31/14 Tiffany Nicole's Beauty Supply LLC, Tiffany Fisher, 7808 Harris Hill Ln., Apt. A, Charlotte 28269

8/1/14 Clean Team Charlotte LLC, William Garcia, 2618 Black Cherry Dr., Charlotte 28262

8/1/14 Donna S. Taylor CPA PLLC, Donna S. Taylor, 18823 Swan Haven Ct., Davidson

8/1/14 Morton Family Holdings LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

8/1/14 Sharplink Cleaning LLC, Kendra M. Evans, 1725 Josie St., Charlotte 28213

8/1/14 TII Design LLC, Jennifer Tuttle, 10719 Waycross Dr., Huntersville

8/4/14 Abstract Foto LLC, Dennis Ganesh, 505 Park Ave., Unit #7, Davidson

8/4/14 David Self Law PLLC, David Kenneth Self, 13615 Waverton Ln., Huntersville

8/4/14 Eagle Group Logistics Inc., Servio M. Briones-Abad, 8101-D Statesville Rd., Charlotte 28269

8/4/14 Jose Austin Cruz LLC, Jose Agustin Cruz, 6316 Countryside Dr., Apt. 8, Charlotte 28213

8/4/14 Templin Construction Inc., Bradley W. Templin, 4009 Laurel Berry Ln., Huntersville

8/5/14 BLM Enterprises Holdings LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

8/5/14 Boyforreal Music LLC, Dameion Owens, 3020 Prosperity Church Rd., Charlotte 28269

8/5/14 Bunn Solar Two LLC, Olee Joel Olsen Jr., 17115 Kenton Dr., Ste. 206, Cornelius

8/5/14 Cami Concierge Medicine PLLC, Mahdi I. Ajjan, 8712 Lindholm Dr., Ste. 302, Huntersville

8/5/14 Integrated Concepts Inc., Ann O'Neal, 14530 Old Vermillion Rd., Huntersville

8/5/14 Intercity Expressway LLC, Delmy De Herrera Orellano, 3615 Marbury Rd., Charlotte 28269

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8/5/14 Lakenorman.com LLC, Frank E. Free Sr., 19900 W. Catawba Ave., Ste. 103, Cornelius

8/5/14 Romanstennine LLC, Sally D. King, 18212 Pompano Pl., Cornelius

8/5/14 Shutwell Dynamics Inc., Jennifer Ann Shutwell, 329 Cathey St., Davidson

8/5/14 Southern Piedmont Express LLC, Jimelle Peters, 5736 North Tryon St., Unit #201B, Charlotte 28213

8/5/14 Yantz's Sun is Back, Stacie Shirey, 17301 Huntersville Concord Rd., Huntersville

8/6/14 Ainsworth Consulting Group LLC, Melissa D. Ainsworth, 1600 Ivy Meadow Dr., Apt. 832, Charlotte 28213

8/6/14 Best of Both Worlds Basketball LLC, Juli Sati, 17113 Old Statesville Rd., Huntersville

8/6/14 Fairmont Solar Two LLC, Olee Joel Olsen Jr., 17115 Kenton Dr., Ste. 206A, Cornelius

8/6/14 Greg Walters Inc., Gregory R. Walters, 329 Cathey St., Davidson

8/6/14 H & A Furniture Installation Group Inc., Sabahudin Ajsic, 1609 Industrial Center Cir., Charlotte 28213

8/6/14 Macaroni Concrete Inc., Macedonio Tejeda Rodriguez, 6905 Old Concord Rd., Charlotte 28213

8/6/14 Maxton Solar Two LLC, Olee Joel Olsen Jr., 17115 Kenton Dr., Ste. 206A, Cornelius

8/6/14 Our Place LKN LLC, Linda Thunberg, 21304 Baltic Dr., Cornelius

8/6/14 Solargreen - Utility PV1 LLC, Praether L. Cooper, 5008 Shadow Pine Dr., Charlotte 28269

8/6/14 Sree Ganesha Inc., Hanill Patel, 15722 Centennial Forest Dr., Huntersville

8/7/14 Beaufort Design Build PLLC, Dolores H. Saltrick, 7315 Swansea Ln., Cornelius

8/7/14 Bluejay Enterprises Group LLC, Raul Gonzalez, 4624 Kirkgard Trl., Charlotte 28269

8/7/14 Carolina Healthcare Management LLC, Neil Pai, 10125 Coley Dr., Huntersville

8/7/14 Health Aid Liberia Inc., Kawii JayJay, 2413 Old Steine Rd., Apt. 904, Charlotte 28269

8/7/14 Liberty Wine Imports LLC, Fatma Gokalp, 9408 Fiarnead Dr., Charlotte 28269

8/7/14 Take My Home Smart LLC, Aaron Oosterbaan, 19120 Chandlers Landing Dr., Cornelius

8/7/14 Right on Q Inc., Jason Quermous, 11016 Heritage Green Dr., Cornelius

8/7/14 S & E Logo Promotions LLC, Eric Braxton White, 11707 Kennon Ridge Ln., Huntersville

8/7/14 Talent Place LLC, Victor J. Galu, 14926 Rosemary Way Dr., Huntersville

8/7/14 Team Tee Holdings LLC, Andre D. Thomas, 8215 - G Camberly Rd., Huntersville

8/8/14 Bark All About It, Valerie Smith, 4216 Coulter Crossing, Charlotte 28213

8/8/14 Breighner Institute LLC, Lydia Breighner, 10224 Hickorywood Hill Dr., Ste. 100-A, Huntersville

8/8/14 MAS-RMS LLC, Michael Sceau, 9911 Rose Commons Dr., Ste. 147, Huntersville

8/8/14 Prokrew Inc., Matthew Sredzinski, 302 Southland Rd., Huntersville

8/8/14 Snug Roofing Solutions Inc., Germain K. Snuggs, 1215 Lauren Village Dr., Charlotte 28213

8/11/14 Fiarent Property Services LLC, Ana De La Cruz, 2800 Grosbeak Ln., Charlotte 28269

8/11/14 Greensborough Property Services LLC, Ana De La Cruz, 2800 Grosbeak Ln., Charlotte 28269

8/11/14 Lake Norman Funeral and Nation Service LLC, Samuel S. James, 13415 Hiwassee Rd., Huntersville

8/11/14 LKN Sunset Holdings LLC, Michael Miltich, 18021 Nantz Rd., Cornelius

8/11/14 Nidhmantra LLC, Srikanth Ghantasia, 2001 Arbor Crest Ct., Charlotte 28262

8/11/14 Peadiatric Super Group Management LLC, Kevin McDonald, 9708 Aragorn Ln., Charlotte 28269

8/11/14 Pristine Properties of NC Inc., Ernest Bohn, 3308 Brownes Creek Rd., Charlotte 28269

8/11/14 The Thomas Venture Capital Group Inc., Marquis LeFant James Thomas, 11016 Lystra Ln., Charlotte 28262

8/11/14 TSG Residential LLC, David W. Stewart, 215 S. Main St., Ste. 306, Davidson

8/11/14 Wayne Hudson, 250 Springrun Dr. 28117

7/30/14 Patlen Corporation, Kimberly Argotti, 121 Grayfox Dr. 28117

7/30/14 Patriot Metal Finishing Systems Inc., Susan Devries, 191 Buckingham Place Rd. 28115

7/30/14 Pierce Brothers Rental LLC, Charles L. Pierce, 691 Mazeppa Rd. 28115

7/30/14 SDSG LLC, Samuel R. Glaberman, 180 Tennessee Cir. 28117

7/31/14 Blinds by Wayne LLC, Wayne A. Puckett, 150 Davidson Ridge Ln. 28115

7/31/14 Pierce Brothers Farm LLC, Charles L. Pierce, 691 Mazeppa Rd. 28115

8/1/14 Orange Palmetto LLC, Richard J. Lutzel, 542 Williamson Rd., Ste. A 28117

8/4/14 Black Stone Interiors LLC, Todd Jason Farlow, 114 Morlake Dr., Ste. 203 28117

8/4/14 Blitz Vinnig LLC, Richard Zulman, 288 Mazeppa Rd. 28115

8/4/14 Collins Sales & Marketing LLC, Robert Scott Collins, 125 Prestwood Ln. 28117

8/4/14 Prostrute.com LLC, Robert Scott Collins, 125 Prestwood Ln. 28117

8/5/14 Edgar Rivas Carpentry LLC, Edgar A. Rivas Lopez, 314 W. Lowrance Ave. 28115

8/5/14 Hinson Investigations LLC, Rick Hinson, 516-D River Hwy., #105 28117

8/6/14 Caln LLC, Bruce Krum, 127 Standish Ln. 28117

8/6/14 The Earth Diet Bakery and Bistro LLC, Amy Lynn Chappell, 112A Argus Ln., #314 28117

8/6/14 Integrus Executive Solutions Inc., Gerald Green, 143 Knoxview Ln. 28117

8/6/14 Marketing Masters LLC, Violet M. Henson, 148 Bain Ln. 28117

8/6/14 Northern Piedmont Counseling PLLC, Taryn K. Sweeting, 155 Mills Forest Ln. 28117

8/6/14 Wildcat Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

8/6/14 World Class Fence Distributors LLC, Mark Kennedy, 795 Oak Ridge Farm Hwy. 28115

8/7/14 Camden Mill Dam Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

8/7/14 Computer CPR LLC, Shawn Williams, 107 Lynch Cir. 28117

8/8/14 TL Edwards Enterprises LLC, Tara Leigh Edwards, 307 Glenn Allen Rd. 28115

8/8/14 Very Happy Living LLC, Matt Gersper, 149 Grand Bay Dr. 28117

8/11/14 Catalyst Athletic Rehab and Performance LLC, William Meritt, 300 Robinson Rd. 28117

8/11/14 Enchanted Elegance Event Services LLC, Elizabeth Kennon, 126 Summerchase Ln. 28117

8/12/14 PealNstik LLC, Walter H. Jones Jr., 149 Welton Way 28117

8/12/14 Rholitics LLC, Robert Anthony Levi, 115 Stamford Ct. 28117

8/13/14 BAM Enterprises LLC, Mark E. James O'Rourke, 164 Quiet Cove Rd. 28117

8/11/14 Color Burst Painting Inc., Yahn Corum, 108 Hedgewood Dr. 28115

7/30/14 Jamesville Pulp Mill Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

7/30/14 Mwandi Veterinary Project, Toby

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## Mooresville

7/22/14 Bayshore Tax Solutions LLC, Peggy M. Spivey, 1178 C. River Hwy. 28117

7/22/14 Colerain Hwy. 45 Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

7/22/14 DXB LLC, William A. Cooper, 166 Schooner Rd. 28117

7/23/14 Franchiseopps LLC, Mitchell Brink, 254 Forest Walk Way 28115

7/23/14 Hatchco LLC, Travis Hatch, 176 Markham Dr. 28115

7/23/14 NC Acupuncture and Wellness Clinic LLC, Jie Zhao, 131 Vance Crescent Dr. 28117

7/24/14 AMS Rentals LLC, Charles Bruce Ballard Jr., 177 Barley Park Ln. 28115

7/25/14 AKM Investment Properties LLC, Eugene Shelley, 116 Crossbow Ln. 28117

7/28/14 Brown Mountain Lodge Home and Cabin Rentals LLC, Jeff L. Shook, 215 Castaway Trl. 28117

7/28/14 Hinckley 45 LLC, Todd Jason Farlow, 114 Morlake Dr., Ste. 203 28117

7/29/14 Green Top Rentals LLC, Charles L. Pierce, 691 Mazeppa Rd. 28115

7/30/14 Color Burst Painting Inc., Yahn Corum, 108 Hedgewood Dr. 28115

7/30/14 Jamesville Pulp Mill Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

7/30/14 Mwandi Veterinary Project, Toby

Wayne Hudson, 250 Springrun Dr. 28117

7/30/14 Patlen Corporation, Kimberly Argotti, 121 Grayfox Dr. 28117

7/30/14 Patriot Metal Finishing Systems Inc., Susan Devries, 191 Buckingham Place Rd. 28115

7/30/14 Pierce Brothers Rental LLC, Charles L. Pierce, 691 Mazeppa Rd. 28115

7/30/14 SDSG LLC, Samuel R. Glaberman, 180 Tennessee Cir. 28117

7/31/14 Blinds by Wayne LLC, Wayne A. Puckett, 150 Davidson Ridge Ln. 28115

7/31/14 Pierce Brothers Farm LLC, Charles L. Pierce, 691 Mazeppa Rd. 28115

8/1/14 Orange Palmetto LLC, Richard J. Lutzel, 542 Williamson Rd., Ste. A 28117

8/4/14 Black Stone Interiors LLC, Todd Jason Farlow, 114 Morlake Dr., Ste. 203 28117

8/4/14 Blitz Vinnig LLC, Richard Zulman, 288 Mazeppa Rd. 28115

8/4/14 Collins Sales & Marketing LLC, Robert Scott Collins, 125 Prestwood Ln. 28117

8/4/14 Prostrute.com LLC, Robert Scott Collins, 125 Prestwood Ln. 28117

8/5/14 Edgar Rivas Carpentry LLC, Edgar A. Rivas Lopez, 314 W. Lowrance Ave. 28115

8/5/14 Hinson Investigations LLC, Rick Hinson, 516-D River Hwy., #105 28117

8/6/14 Caln LLC, Bruce Krum, 127 Standish Ln. 28117

8/6/14 The Earth Diet Bakery and Bistro LLC, Amy Lynn Chappell, 112A Argus Ln., #314 28117

8/6/14 Integrus Executive Solutions Inc., Gerald Green, 143 Knoxview Ln. 28117

8/6/14 Marketing Masters LLC, Violet M. Henson, 148 Bain Ln. 28117

8/6/14 Northern Piedmont Counseling PLLC, Taryn K. Sweeting, 155 Mills Forest Ln. 28117

8/6/14 Wildcat Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

8/6/14 World Class Fence Distributors LLC, Mark Kennedy, 795 Oak Ridge Farm Hwy. 28115

8/7/14 Camden Mill Dam Road Solar LLC, Kenny Habul, 192 Raceway Dr. 28117

8/7/14 Computer CPR LLC, Shawn Williams, 107 Lynch Cir. 28117

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7/30/14 Mwandi Veterinary Project, Toby

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# Technology jobs cross industries, but long-term prospects are good

BY DAVE FRIEDMAN

More than two decades ago Jerry Schroeder was relocated from Michigan to the Charlotte area when he worked for Bozell, one of the oldest and largest advertising agencies in the United States. When he left the company in 2006 to start his own digital firm, enCOMPASS Agency, he worked alone out of his home in Cornelius. Eight years, 10 employees, and more than five times the business later, Schroeder's technology-driven marketing company is a success in part because of his ability to navigate new technology before his competitors.

"We're just so far ahead of the curve," said Schroeder. "Technology has become a little bit like oxygen, you can't live without it. It is integrated in everything we do. Everyone is trying to do it now. Our old partners like television stations, magazines and radio are now selling digital and pay per click."

While technology has become a part of day-to-day if not the minute-to-minute life both at work and at home, Challenger, Gray & Christmas, the outplacement firm, suggests the industry is slumping. Through the first half of 2014 employers in the technology sector were cutting payrolls and laying off workers. Microsoft announced a plan to slash 18,000 jobs and Hewlett-Packard is eliminating 16,000 positions. The jump in job cuts during the first half of 2014 is 68-percent higher than 2013, according to the study.

At Charlotte USA President & CEO Ronnie Bryant says a decline in technology-based jobs is more about semantics than dollars.

"We do not characterize technology as an industry sector," said Bryant. "Technology is ingrained in every sector. Bank of America has more tech employees than most technology companies. Jobs that utilize technical skills both for developing and utilizing technology are growing."

It means that pure technology jobs may very well be transferred into service and finance jobs.



SCHROEDER

In and around Lake Norman, Regional Economic Development Executive Director Ryan McDaniels points to Implan as a major success story. After 35 years in business, the company which provides modeling software for economic-development, moved from the Minneapolis market to Birkdale Village. The company has grown from 15 employees to 25 since finding a new home, and there are plans to add more jobs soon. Implan is an illustration of why McDaniels seeks out technology companies.

"It's a target," said McDaniels. "They have highly educated workers, good high-paying jobs, and are a clean industry."

While Cabarrus Economic Development Senior Vice President Margie Bukowski does not specifically recruit technology companies, she says that whether it be advanced manufacturing, information technology, or any other modern business, technology is now a major part of all industries. In addition to the specific need of high bandwidth, Bukowski thinks that the Golden Crescent offers a lot of the qualities that companies with an emphasis on technology look for.

"They're looking for a certain lifestyle," said Bukowski. "Proximity, quality of life, office space, and attractions for a typically very young age bracket are important. Entertainment, restaurants, and cool housing are needed for a group of people that sometimes work around the clock. They also want down time activities and a great school system."

Lake Norman Chamber of Commerce President & CEO Bill Russell said that whether you view technology as its own sector or not, the world has changed.

"Millennials were born in an era with smart phones and computers," said Russell. "Technology advances everyday and they expect things immediately. It is integral to what we do."

For Jerry Schroeder, who counts Lake Norman Chrysler Dodge Jeep Ram as one of his more than 70 clients, staying ahead of new technology and working in an industry that rewards creativity makes going to the office everyday easy.

"Digital is so cool," said Schroeder. "If you can think of it, you can do it."

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## OPINION

# The 10th year of Top Women in Business

Over the centuries people have observed anniversaries of birthdays, nuptials, invasions (think D-Day) and even tragedies, like the Kennedy assassination or Sept. 11.

So in a celebratory spirit, we're observing the tenth year of honoring Golden Crescent women leaders in business, education, non-profits and government. Starting in 2005, we have recognized 65 women who, taken together, are a formidable force for jobs, economic vitality, creative thinking and doing good.

Our first class 10 years ago consisted of Joni Davis, now a senior executive at Duke Energy; Carol Lovin, a senior executive at Carolinas Health-Care System; Cyndie Mynatt, the president at the Mynatt auto dealerships; Kate Gaither, the owner of Newport Properties; Mary Hopper, a civic engagement consultant who is the former head of University City Partners; Pat Horton, a regional president for Uwharrie Bank; Abigail Jennings, the president of Lake Norman Realty; Diane Honeycutt, the head of Team Honeycutt, one of the largest Allen Tate teams and a Cabarrus County Commissioner-elect; Robin Smith, co-owner of Lake Norman Chrysler Dodge Jeep Ram; and Melanie O'Connell Underwood, the former head of Mooresville Economic Development; and Lynne Scott Safrit, the head of Atlantic American Properties.

"Being recognized as one of the Top Women in Business was an incredible honor for me in 2005. Since then I have been in awe of the women in our

community accepting this award each passing year. Now at the 10-year anniversary there will be hundreds of powerful women gathered together to celebrate past accomplishments and future goals. Wonderful stories will be shared and eyes opened to community needs, issues, and people that may have gone unnoticed without this wonderful program," Smith says.

The amazing thing, for me as a journalist, is that all these women are still go-to sources for information and understanding around the Golden Crescent business community. (Golden Crescent is our term for our market footprint consisting of Lake Norman, University City and Cabarrus. Think of us as the Not Charlotte Business Journal.)

And, ten years later, they are all contributing in unique ways to our communities.

It's interesting to contemplate, however, why women should be honored as opposed to all business leaders. We're all for honoring women at Business Today because, for one thing, there's still an uneven playing field in the corporate world for women. From our point of view, it's obvious that women achievers naturally gravitate to entrepreneurialism and small business, which is what Business Today is all about.

We have 31 nominees this year, so the competition is fierce. The winners have a high bar to reach, set not just by the Class of 2005, but all 65 Top Women from 2005 to 2013.

We're thankful for our judges this year, all of whom are past winners. They are

Hilary Broadway, an Allen Tate manager and the chairwoman of the Lake Norman Chamber; Diane Honeycutt; Kathleen Rose, president of Rose & Associates; Cheri Thebeau, of Thebeau & Associates; and Sherre DeMao, owner of SLD Unlimited Consulting.

**Our Champagne Reception honoring the Top Women is always awesome. It's at River Run Country Club Oct. 22, 6-8 p.m. Call us at 704-895-1335 to reserve a spot.**

## Top Women in Business 2014 Nominees

Barbi Jones - United Way

Carla Howell-Rowan Cabarrus Community College

Denise Hallet - Vulcan Materials Group

Dianne Snyder - Carolinas Healthcare

Dixie Dean - Allen Tate

Donna Moffett - Donna Moffett Accountants & Consultants

Dr. Pam Cain - Kannapolis City Schools

Gail Williams - Business Today

Georgia Krueger - Ada Jenkins Center

Holly Emerson - Ingersoll Rand

Jacqueline Patterson - Sheercom, LLC

Jenn Selby - Rowan Cabarrus Community College

Jennifer Parsley - Concord City Council

Judge Donna Johnson - Cabarrus County

Julie Mills - Progressive Pilates

Kathleen Reeder - Bead Lady Beads

Lisa Perry-Perry Productions

Mary Kathryn Ewart, MS - Aflac

Mel Miller - Business Sorority & Financial Advisor

Pat Verner - Cabarrus Arts Council

Ruth Brooks - Cabarrus Arts Council

Stephanie Gossett - Allen Tate

Shelly Johnson - Johnson LePage Realty

Laurie Walker - Central Piedmont Community College

Kristen Parsons Couch - Aquesta Bank

Lori Ivester Jackson - Ivester Jackson Realty

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**Business Today**  
P.O. Box 2062  
Cornelius, N.C. 28031

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HOT PROPERTIES



127 Thurstons Way, \$9,500,000, Agent: Jodie Lynn Widaseck

Business of selling swank homes requires deep pockets, fortitude

BY DAVE YOCHUM

Realtors are saying there is more interest—and more challenges—in selling the super-swank houses in Lake Norman and Cabarrus. While Lake Norman is well ahead of Cabarrus in terms of multimillion-dollar properties, the process of selling them can take thousands upon thousands of dollars.

Of course, the payoff can be in the six figures for the highest-price abodes.

Leigh Brown, broker/owner of Re-

High-priced homes in Lake Norman

Provided by Abigail Jennings, Lake Norman Realty			
ADDRESS	CITY		
127 Thurstons Way	Mooreville		\$9.5 million
151 Travis Pointe	Mooreville		\$5.9 million
210 Yeoman Road	Mooreville		\$5.4 million
16125 Jetton Road	Cornelius		\$4.95 million
16920 Harbor Master Cove	Cornelius		\$4.4 million

High-priced homes in Cabarrus

Provided by Leigh Brown, ReMax Executive			
ADDRESS	CITY		PRICE
8275 Mount Olive Road	Concord		\$4.5 million
525 Lake Lynn Road	Concord		\$2.47 million
9985 Enclave Circle	Concord		\$1.9 million
5861 Rolling Ridge Drive	Kannapolis		\$1.47 million
2210 W Mt Pleasant Road	Mount Pleasant		\$1.39 million

Max Executive says there haven't been any homes sold for more than \$1 million in the past six months in Cabarrus, nor are there any pendings.

Listing agents—and sellers—need a "rather extraordinary amount of patience," she said, as homes over the \$1 million mark can take a year and even two or three years to sell. Indeed the average Days on Market for \$1 million-plus homes in Cabarrus is 438 days.

"Homes tend to be customized and

personalized, which makes staging and prep ever more critical for buyers who need to visualize themselves in those properties," Brown said.

Agents in the rarified world of \$2 mil-

lion, \$3 million and \$4 million homes say many of the deals are all cash. But it's not easy operating at this level.

Buyers at this level expect an "intimate familiarity" with all the houses that are in the super-swank range, Reed Jackson says, "so you can make recommendations." Jackson, the managing partner at Cornelius-based Ivester-Jackson Distinctive Properties, affiliated with Christie's International to help market listings priced at about \$2 million and above. There are more and more, especially in the Lake Norman market. In fact, a long-time area broker, Nadine Deason, formerly with Keller Williams, has joined Premier Sotheby's International. She will open an office in Cornelius.

Showing a multimillion-dollar listing is just part of an enormous undertak-



8275 Mount Olive Road, \$4,499,000, Agent: Julie Breedlove

See HOT PROPERTIES, Page 31

HOT PROPERTIES

from page 30

ing, especially on the marketing side.

"We of course spend quite a bit on professional photography, we typically do inside shots, we do elevation shots from booms, and we also do drone video on our higher-end houses, so just launching a house pushes a couple of thousand dollars," Jackson says.

Then there are the ongoing print ads locally, in Charlotte and even internationally. Marketing expenses can run \$500 to \$1,000 a month for each ultra-luxury home.



16920 Harbor Master Cove, \$4,399,000, Agent: Reed Jackson

In fact, \$2 million—and up—is the new \$1 million for trophy houses with all the amenities.

Allen Tate's Dixie Dean, who has a niche in the high-end Peninsula and lakefront neighborhoods around Cornelius, says agents at this level often hold parties at these multimillion-dollar listings and invite well-heeled past and former clients to attend and tour the homes.

Reed Jackson says it's like holding a "small wedding."

Real estate signs in The Peninsula run \$150 each. A lakefront house also gets a sign on the water, doubling the expense.

Of course, paydays are something to celebrate.

Closings in the high-end luxury real estate market at Lake Norman continue to fare well considering the smaller pool of buyers in this price range, say Abigail Jennings, president of Cornelius-based Lake Norman Realty.

"As of the end of June, there were 42 sales over \$1 million, which was on par with last year's closings in this price range," Jennings explains. The average sales price for homes over \$1 million is \$1.6 million.

Over \$3 million, you enter the ultra-

luxury market, which means copper soaking tubs, amazing outdoor kitchens, secret doors, stucco interior walls, full-tilt theater rooms, barrel ceilings, an elevator, epic views, docks, walk-in closets the size of apartments and a cavalcade of custom features including six-figure security systems. And, of course, these homes are relatively new, something that appeals to out-of-state buyers who are often accustomed to older properties in the North and Midwest, according to Lance Carlyle of Carlyle Properties.

Four homes priced at more than \$3 million closed last year in Lake Norman; this year there are expected to be more. (One has closed so far this year and four more were under contract at press time.) "Overall, the Lake Norman luxury market is on track for continued success," Jennings said.

Agents in the rarified world of \$2 million, \$3 million and \$4 million homes say confidentiality agreements are more common, too, as well-heeled buyers from all over the country are in a luxury estate of mind when it comes to suburbs of Charlotte.

HOT PROPERTIES



At \$3.97 million, house sale in Cornelius is biggest in '14

A 10,300 square foot home at 15521 Jetton has sold for \$3.97 million after being listed at \$4.5 million. The father-son team of Jim and Lance Carlyle at Carlyle Properties say it is the most expensive home sale in Lake Norman in a couple of years. The buyers were represented by Lori Jackson of Ivester-Jackson Distinctive Properties.

The lakefront home was built in 2009 by luxury builder Patrick Joseph. Mecklenburg property records indicate the home, which has a pool and an elevator, sold for \$5.75 million when it was new. Records show the house has a tax value of \$3.8 million.



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