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LangTree has a new name, new tenants

Grand opening for billion-dollar mixed-use project is May 3

DAVE VIESER

Back in December, the only "open for business" sign near the 310-acre LangTree Lake Norman development was at the new convenience store and gas station just off Exit 31 on I-77. Today, construction continues at a furious pace on the first phase of the mixed-use complex; retail stores are beginning to open, apartments are being leased, and a sense of excitement is building as LangTree prepares for their official grand opening May 3.

The project's logo now has a capital "t" in the middle, signaling a break from the old Langtree put together by entrepreneur Rick Howard, and the brokerage firm, Langtree Real Estate Group, run by his

son, Brad Howard.

Barry Rigby, executive vice president of developer RL West, says he is excited about the official opening, as well as the long-term outlook. "There's a very real quality of life issue when you factor in the traffic motorists encounter on the interstate. If they can enjoy the same amenities here rather than fighting delays trying to reach Birkdale or Charlotte, that really plays to our advantage."

Even with eventual added lanes on the interstate, Rigby likes the positioning of LangTree. "Just look at those long exit

and entrance ramps the state built at Exit 31. That's a real plus for people coming to LangTree too."

Retail lease rates at LangTree run \$30 a square foot, a little less than Birkdale Village where retailers are paying up to \$34 a square foot. In Uptown Charlotte, retail lease rates at The Metropolitan are in the mid-thirties.

"It's a new and exciting project and I think it will be meaningful competition to Birkdale Village," said Barbara Brown, an advisor at Sperry VanNess in Cornelius. "I think LangTree is needed in the Mooresville area. Being on the lake, it's very unique."

See LANGTREE, Page 16



RIGBY

Conditional zoning smoothes way for developers

BY DAVE VIESER

Town officials in Cornelius are hopeful that a new seven-member committee will save conditional zoning applicants both time and money. Membership on the new pre-development review committee will include town commissioners as well as key planners and town staff, so applicants will receive feedback from actual decision makers as well as technical experts prior to filing any conditional zoning applications with the town.

This is happening in a town that has had a reputation for being somewhat less than business friendly in the past.

It will save builders and developers time

See ZONING, Page 14



Wayne Herron, Cornelius Director of Planning — and one of six members on the new pre-development review committee — looks over a plan in his Town Hall office

HOT PROPERTIES

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Rolling Ridge Dr., Kannapolis

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Team player: UNCC'S Judy Rose is at forefront of women in sports

BY DAVE YOCHUM

Judy Rose, UNC-Charlotte's athletic director, is not one to sit on the sidelines. The highly engaged sports educator is involved at the highest level of sport for years.

The Denver resident was named athletic director at UNCC in 1990-91 — just the third female AD at a National Collegiate Athletic Association Division I institution at the time. She became the first female named to the NCAA Division I Men's Basketball Committee in 2000. She was president of the National Association of Collegiate Directors of Athletics in 2003-04. She helped attract the 1994 NCAA Men's Final Four, the 1996 NCAA Women's Final Four and the 1999 and 2000 NCAA Division I Men's Soccer College Cups to Charlotte. She has overseen nearly \$100 million worth of athletic facility upgrades and construction and this past fall unveiled the 49ers first NCAA football team, which debuted in a new 15,314 seat stadium.

"I'm older than some of the buildings at UNCC," Rose said when she addressed the Women's Conference, organized by the Diversity Council at the Lake Norman Chamber of Commerce.

Her first love, she said, is women's basketball. She started coaching basketball at the University of Tennessee, making all of \$8,000 a year back in 1975. Rose earns \$250,000 a year as UNCC's AD.

UNCC's men's and women's basketball coaches, as well as the football coach, report directly to her.

Rose said she doesn't micro-manage her staff. "I want the people I work with to think they work with me, not for me. I want to hire people who are smarter than me. We will be a better university if the employee challenges me," Rose said.

During the academic year, she is home one night a week before 9 p.m., because she is "constantly asking for money" to support the school, which was launched in fits and starts shortly after World War II.

The Charlotte Center opened in 1946, offering evening classes in borrowed facilities at Central High School until the state closed the centers three years later. But with the backing of business leaders and legislators, land was acquired 10 miles from downtown Charlotte. In 1961, Charlotte College moved into two new buildings. Three years later, the state legislature



approved bills making Charlotte College a four-year, state-supported college. In 1965, the legislature officially created the University of North Carolina at Charlotte.

While UNCC has some 27,000 students now, the master plan calls for roughly 35,000 students on the 1,000 acre campus, Rose said.

"Our purpose is to meet the intellectual capital needs for this community and be part of the job creation here," she said.

She told a story about a special event in Charlotte where she was speaking. She and her husband, Ken Rose, a retired marketing executive, had just parked when he noticed a split seam in the back of her dress.

"It wasn't a little one," Judy Rose explained. She went into an office of a friend, Mike Crum, chief operating officer of the Charlotte Regional Visitors Authority and explained her predicament. He took her to a woman's office where the woman promptly closed the door and Rose took off her dress. They mended it with duct tape and staples.

Rose's message to the women at the conference: "Don't sweat the small stuff. We are who we are because of whom we come in contact with."

Aquesta may be only local bank with brick & mortar plans in '14

BY DAVE YOCHUM

Aquesta Bank has two new branches under way right now, one in Huntersville and one in Cornelius. It looks like it's the only community bank in the Golden Crescent with expansion plans written in concrete.

The Cornelius-based bank is about three months away from finishing a 3,045 square-foot branch on Highway 73 in Huntersville. A 1,888 square-foot branch in downtown Cornelius is being built-out now in an existing Food Lion shopping center.

Brick-and-mortar branches are the subject of considerable discussion as bankers weigh the costs of physical expansions — and the visibility branches gain in new markets — against the low cost of expanding via the internet.

"Few banks are expanding via de novo branches given the excess 'brick and mortar' capacity of the industry

and the convenience preferences of customers," said Brendan Duffey, president of Albemarle-based Uwharrie Bank, which has branches in Concord and Mt. Pleasant.

On the order of 80 percent of basic bank transactions today are virtual, occurring over the internet.

Duffey said Uwharrie Bank has been a leader in the industry augmenting its physical branches with virtual channels.

"We were one of the first banks in the country to offer mobile banking in March 2011," Duffey said.

Uwharrie is currently emphasizing "customer choice" to access banking services with its "3-D Banking campaign," for Branch, Online and Mobile.

"If you are not forward-thinking about what your industry can provide customers, someone else will be. For example, most mobile banking platforms offer adequate service: View account balances, internal transfers and alerts. But truly innovative providers will give customers simpler, comprehensive financial management tools; easy-to-use, personalized, responsive and engaging service anywhere at any time via any channel," Duffey said.

Nevertheless, Duffey said if the

right opportunity comes along to augment or expand market reach through additional branches, "we will certainly do so," he said.

Jim Engel, CEO of Aquesta — the only publicly traded company based in Cornelius — said one of the reasons the bank is opening up in downtown Cornelius is that there isn't another bank located in that part of town. Likewise, he said there are opportunities to capture market share in Huntersville, near Exit 25 on I-77.

"You need the branches for visibility, and for customer interaction," Engel said.

While "most customer interaction is through technology...if there is an issue, customers really want to be able to talk to an individual who actually knows them," the Aquesta CEO said.

In March, Aquesta rolled out a new mobile banking app with the slogan "We're growing your way." Customers can deposit checks, check their balances, transfer funds and pay bills with Android-based phones and Apple's iPhone.

Uwharrie Bank also has a mobile banking app for cell phones called e-zMobile. In fact, Uwharrie was one of the first banks anywhere to go mobile, beating the likes of Bank of America.

"There are huge opportunities to embrace innovations to build more engaging and dynamic customer experiences that people love," Duffey said.

Mooresville-based blueharbor bank offers online banking but not a mobile banking app. Asked if the bank would be investing in brick and mortar in 2014, CEO Jim Marshall said: "When we are ready to make that announcement we will be sure to let you know."

The bank headquarters is housed in manufactured structures at a prime location east of I-77 in Morrison Plantation. It also has a brick-and-mortar branch in Huntersville.



ENGEL



DUFFEY



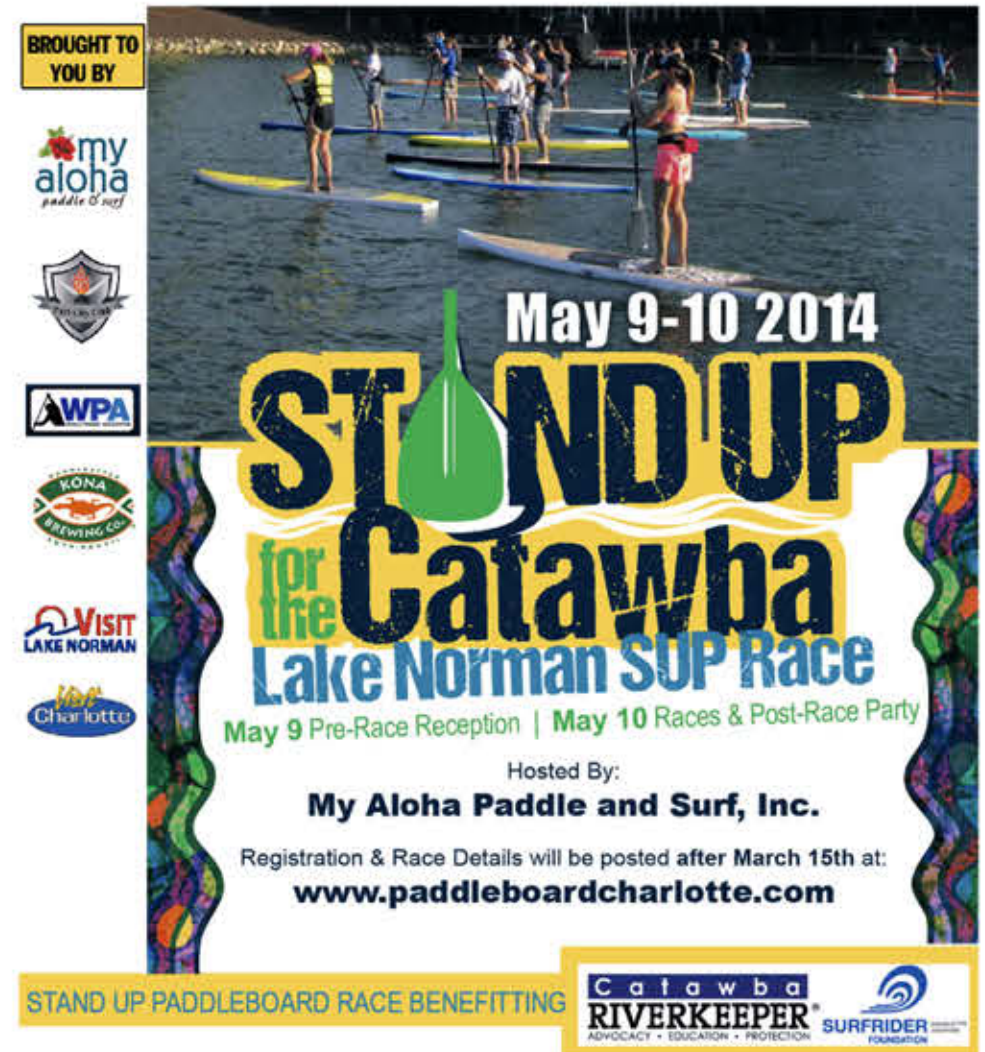
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GCG Wealth Management advisors Joel Burris, Don Campbell, Andy Howe, Dennis Howe, Jonathan Malone, John Moravek, Ron Olsson, Chuck Skipper, Roland Terrell, John Traynham and Eric Welch qualified for the 2014 Million Dollar Round Table, a global association of financial professionals. GCG is on Harris Corners Parkway in Charlotte.

Leigh Brown in Re/Max Top 100

Leigh Brown, of Leigh Brown and Associates in Concord, has been named one of the Top 100 RE/MAX agents Worldwide.

Leigh Brown has also been named to the Top



BROWN

Women's Conference brings out best in Lake Norman business

The Lake Norman Chamber of Commerce Women's Conference brought nearly 100 women to The Peninsula Yacht Club March 27, including Mecklenburg County Commissioner Karen Bentley as well as N.C. House District 98 candidates Lynette Rinker, Natasha Marcus and John Bradford. The event included a panel discussion, information sessions, a men's fashion show (with garb acquired from local thrift stores) and a networking reception with wine.

The keynote speaker was Judy Rose, UNC-Charlotte's athletic director (see story, page 2).



Wendy Moran moderates a panel discussion with Kendria Sweet, executive director of The Patriot Charities; Georgia Kreuger with the Ada Jenkins Center; Attorney Cheri Thebeau; Lucille Marciano with SafeAlliance and Victoria Sanders, Big Brothers Big Sisters of Greater Charlotte during the Lake Norman Chamber of Commerce Women's Conference



Wendy Moran of Peoples Bank and Mecklenburg County Commissioner Karen Bentley during the keynote address

250 Teams by the Wall Street Journal.

Bill Gaither lands commercial broker award

Commercial broker Bill Gaither of Mooresville-based Newport Properties has received the 2013 Charlotte Region Commercial Board

of Realtors Deal Makers Award. This is the fourth consecutive year that Gaither was honored and one of only 87 silver level award winners.

The CRCBR rec-



GAITHER

ognizes brokers who individually accumulated transactions totaling more than \$2 million in 2013 in the office, industrial, investment, land and retail sectors. For the 2013 competition, CRCBR members submitted 3,084 transactions worth a combined \$2.8 billion, a 20 percent increase over last year's submissions. Gaither and his wife, Kate, the president of Newport Properties, live in Cornelius.

Peninsula China Bistro is reopened for business



The Peninsula China Bistro has reopened after a renovation. The Lake Norman Chamber of Commerce hosted the Ribbon Cutting.



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CABARRUS COUNTY

Incentives to grow new businesses key to Commission race

BY DAVE FRIEDMAN

When Cabarrus voters cast ballots May 6 for three open spots on the five-member County Board of Commissioners, the choice among seven GOP candidates may come down to one divisive issue: Tax incentives for new and expanding businesses.

If last month's American Insights Signature Survey is correct that could be bad news for incumbents Larry Burrage, Chris Measmer and Jason Oesterreich. The poll indicates



MEASMER

that 67 percent of the state's registered voters support the use of incentives to attract more out-of-state business.

The trio of incumbents hoping to serve a new four-year term voted down Windshear's request for a \$105,000 tax break in August. Despite assurances that the company's \$5 million expansion would create seven high-paying jobs and net the county

more than the cost of the incentives, the proposal became the first economic incentives request ever turned down in the county for a business willing to invest at least \$1.5 million.

"We need to change the qualifications by which we give away incentives," said Oesterreich. "We should only give them for game-changing type projects."

Oesterreich pointed to the Phillip Morris property as an example where incentives would be appropriate. He prefers a lower tax rate that would benefit all businesses to incentives that hand pick "winners and losers."

Incentives are the norm

Long-time Cabarrus Realtor Diane Honeycutt, who is one of the seven running for a seat on the county board, does not like the fundamental idea of incentives but points out that they're the norm in the world of economic development. If bringing jobs to the county is the goal, the commissioners need to do what it takes.

"All of the areas around Charlotte are great," said Honeycutt. "So it's not a winning strategy to think they'll come here anyway when someone else offers a deal. Do you pay sticker price? Do you buy the special? Do you get rebates when they're offered on electronics? They're all incentives. It is a way of negotiating."

Honeycutt helped launch Cabarrus Jobs Now, a political action committee devoted to educating the public about economic development incentives. She resigned from CBN when she decided to run for the county commission. Honeycutt has teamed up with former Commissioner Grace Mynatt, who is also pro-incentives.

Incentives were less of an issue at the height of the economic boom. If a company demanded certain terms, another business was right behind them eager to move in. Unemployment lev-

els were low and leaders had more leverage with a lack of space available and more cash flowing in the system. Concord Mayor Scott Padgett says that the environment has changed.

Changing times

"When I first became mayor, 13 years ago, the climate was different," said Padgett. "Almost everyday opportunities came up. Because of our location and business climate, that has dramatically changed. It probably will never be like that again. We have to be competitive. The council needs to do what is best to bring opportunities to the community. Incentives are part of that."

One consideration for would-be corporate re-lo's is taxes. They're lower in South Carolina, so if you're not going to be in Charlotte, why not get the lower tax rate there.

Incentives are sometimes viewed negatively, but Cabarrus Regional Chamber President Patrick Coughlin thinks that when people understand that they provide a net gain for the community, objections decline.

Not just grants

"The term incentive is used broadly," said Coughlin. "It is not just cash. Grants do not provide cash up front. A company must come, invest in the community, and pay taxes before getting cash back. Grants should be designed not just for new businesses. If a company is here, and they are giving back, and steadily growing, why not give back to them?"

In the end, incentives are about money. Oesterreich, who prefers a lower tax rate to incentives and thinks \$1.5 million is "far too low a threshold" for grants, insists that projects are taking place in the community now that are not benefiting from incentives and therefore will generate more revenue



HONEYCUTT



PADGETT

What is personalized nutrition?

BY JENNIFER WOODFORD

Physicians know that some people respond to certain medications and some people don't. Similarly, some people metabolize medications quickly and others slowly. Whether a person is a responder or non-responder or a fast or slow metabolizer of medicine is based primarily on their genetics. Steven Zeisel, MD, PhD, director of the UNC Chapel Hill Nutrition Research Institute at the NC Research Campus, knows that what is true for medicine is also true for nutrition.

"We are born with many variants



or misspellings in our genetic code called single-nucleotide polymorphisms (SNPs). Some of them affect metabolism in very important ways," Zeisel stated. "As we understand which genetic differences make you a fast or slow metabolizer for a specific vitamin, mineral or nutrient, we should be able to tell you to eat more or less of specific foods."

The nutrient choline is an example. Zeisel was the first scientist to bring to light the important role of choline in human health. Choline is needed for the nerve cell division that forms



ZEISEL

Recall of 2.6 million small cars mobilizes long-time GM dealer

The way to hit a problem in the automobile dealership business — or any industry — is head-on, says Cyn-die Mynatt, CEO of the Ben Mynatt GM stores in Concord and a Nissan store in Salisbury.

"When there's bad news, you hit it head on and don't pretend it is not happening," Mynatt says. "Be honest, proactive, get in front of it and fix it. The motto should always be 'do the right thing.'"

GM customers across the country are asking about faulty ignition switches in



MYNATT

1.6 million small GM vehicles, including Chevrolet Cobalts and Pontiac G5s. The switches can turn off on their own, disabling air bags if an accident occurs. The flaw has been linked to a dozen deaths.

Mynatt, who is advising that drivers reduce the number of keys on their key chains to minimize the risk, says she has distributed Frequently Asked Questions to all 140 of her employees.

"The folks that have the cars in question are concerned about safety, what to do and the status of the recall as well as the part availability," she says.

GM has told dealers to expect the first replacement parts at the end of April. The giant automaker has hired an exec-

utive in charge of safety, a new position. "The biggest thing in the interim is for people to take everything off their

key chain. A lot of key chains get really big... take everything off except the key," Mynatt says.

Upcoming Events

To learn more, plan to attend the NRI's free Appetite for Life Academy Frontiers in Nutrition Series at 7 pm

in the David H. Murdock Core Laboratory Building, 150 Research Campus Drive. On Tuesday, April 8, Dr. Kyle S. Burger with the UNC-Chapel Hill Department of Nutrition presents "This is Your Brain on Sugar!" On Tuesday, April 22, Carol Cheatham, PhD, with the NRI, presents "Berries and the Brain: Partners in Life and Longevity." Webcasts are available. Visit www.uncnri.org to register.

To learn more about cutting-edge research, mark your calendar for the Catalyst Research Symposium on Tuesday April 15 from 11:30 am to 5 pm also at the David H. Murdock Core Laboratory building. Register at www.ncresearchcampus.net.



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See INCENTIVES, Page 7

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GOLFING THE GOLDEN CRESCENT

Winter weather woes: Golf rounds not quite up to par

For February 2014, rounds played were down 4.8 percent and days open were down 17.9 percent nationwide. February 2014 had the second-lowest number of days open and the second lowest number of rounds played since PerformanceTrak began keeping records. Nevertheless, February 2014 had the highest average rounds played per day open in nine years — 85.5 rounds per day open.

Although rounds played and days open were down, gross golf fee revenue was up 1.9 percent. Additionally, food and beverage revenue was up 5.3 percent, Total Facility Revenue was up 1.3 percent. But merchandise revenue fell 5.3 percent for the month.

Here's a roundup of what's new at golf courses around the Golden Crescent, BusinessToday's readership area spanning Lake Norman, Mooresville, Cabarrus County and Southern Rowan County.

Birkdale Public Golf Course
16500 Birkdale Commons Pkwy., Huntersville 28078
www.birkdale.com

Located across Sam Furr Road from the upscale Birkdale Village mixed-use complex, this Arnold Palmer designed public golf course has had its share of troubles with a former owner. Changes and improvements are anticipated with new ownership and a new management company, Traditional Golf Management. Golf course and driving range open from 7 a.m. to 8 p.m.

Info: 704.895.8038

Cabarrus Country Club
3247 Weddington Rd. NW, Concord
www.cabarruscc.org

The 18-hole George Cobb designed course features a U.S.G.A. rating of 73.9 and a slope of 136. Water is a factor on 11 holes, but sand offers its greatest challenge. Besides the golf program, the club offers social programs, dining, clay and hard tennis courts and swimming.

Info: Diana West, 704-786-3104 ext. 1, membership@cabarruscc.org.

The Club at Irish Creek
1196 Fairway Drive Kannapolis 28081
www.liveatirishcreek.com

This private club has one of the top courses in the state. Member casual dining. Spruced up for the spring, April 5-6 will be hosting the Irish Creek Collegiate, including Duke, Wake Forest, UNC Chapel Hill, Ohio State, among others. Open to the general public no charge. Food and beverage in Casual Grill. Hosting North Carolina Open in June. Cost to join: Prospective golf members can join via the member-sponsored recruiting plan for \$500.

Info: General Manager Jeff Austin 704-273-1134

Cowan's Ford Country Club
761 Club Dr., Denver 28164
www.cowansford.com

Built in 1963, Cowan's Ford Golf

See GOLF, Page 9

GOLF from page 8

Club is a private, member-owned club in the Lake Norman area. The 18-hole, par 72 golf course is open year-round for members to either walk or ride. This club offers equity, non-equity and corporate membership packages for its golf, swim and dining opportunities.

Info: 704- 827-3088 or cynthia@cowansford.com

Highland Creek Golf
7101 Highland Creek Parkway Charlotte 28269
www.highlandcreekgolfclub.com

This 18-hole championship course was designed by Clifton, Ezell, and Clifton. Information on memberships is "coming soon." You can book a tee time by phone 704-895-8038 or online at <http://bit.ly/1mpI7Vi>. The fee is \$49 weekdays and \$59 weekends and holidays. After 2 p.m., it's \$39 weekdays and \$49 weekends. After 5 p.m., it's \$29 weekdays and \$35 weekends.

The practice facility at Highland Creek includes a driving range, 12,000 square foot putting green, chipping green and practice bunker. The 15,000 square foot clubhouse has men's and ladies locker rooms and a restaurant with full bar.

Info: Tonya Vernon, tvernon@carolinatrail.com, 704-948-0180.

Mooresville Golf Course
800 Golf Course Drive Mooresville 28115
www.mooresvillegolfcourse.com

Since 1949, golfers have enjoyed this city-owned course which has two distinct personalities. The front nine was designed by Donald Ross and opened 65 years ago. The back nine holes were

GOLFING THE GOLDEN CRESCENT

At-a-Glance: Rounds of golf played in February 2014



PerformanceTrak At-a-Glance - February 2014					
February 2014 Highlights	February 2014 ^{1,2}	February 2013 ^{1,2}	Change	% Change	Sample Size ³
Mean (Average) Rounds Played - February	864	908	↓	-43.8%	2,654
Mean (Average) Days Open - February	10.1	10.1	↓	-17.9%	2,654
YTD February 2014 Highlights					
Mean (Average) Rounds Played - YTD	1,634	1,733	↓	-5.7%	2,596
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Median Golf Fee Revenue - February	\$34,172	\$33,538	↑	1.9%	1,090
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Performance Factor ⁵					
INDEX					
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Source: PGA PerformanceTRAK

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IRISH CREEK

Info: mgc@ci.mooresville.nc.us ; 704-663-2539 option #2.

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5801 Northstone Dr., Huntersville 28078
www.northstoneclub.com

Besides the P.B. Dye signature golf course, NorthStone offers members four swimming pools, three Plexi-pave tennis courts, a children's play center and a picnic area. The club serves lunch and dinner Tuesday through Sunday, and hosts an annual Spring Fling outdoor party, a July Fourth fireworks display.

See GOLF, Page 10

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GOLFING THE GOLDEN CRESCENT

Winter weather woes: Golf rounds not quite up to par

For February 2014, rounds played were down 4.8 percent and days open were down 17.9 percent nationwide. February 2014 had the second-lowest number of days open and the second lowest number of rounds played since PerformanceTrak began keeping records. Nevertheless, February 2014 had the highest average rounds played per day open in nine years — 85.5 rounds per day open.

Although rounds played and days open were down, gross golf fee revenue was up 1.9 percent. Additionally, food and beverage revenue was up 5.3 percent, Total Facility Revenue was up 1.3 percent. But merchandise revenue fell 5.3 percent for the month.

Here's a roundup of what's new at golf courses around the Golden Crescent, BusinessToday's readership area spanning Lake Norman, Mooresville, Cabarrus County and Southern Rowan County.

Birkdale Public Golf Course
16500 Birkdale Commons Pkwy., Huntersville 28078
www.birkdale.com

Located across Sam Furr Road from the upscale Birkdale Village mixed-use complex, this Arnold Palmer designed public golf course has had its share of troubles with a former owner. Changes and improvements are anticipated with new ownership and a new management company, Traditional Golf Management. Golf course and driving range open from 7 a.m. to 8 p.m.

Info: 704.895.8038

Cabarrus Country Club
3247 Weddington Rd. NW, Concord
www.cabarruscc.org

The 18-hole George Cobb designed course features a U.S.G.A. rating of 73.9 and a slope of 136. Water is a factor on 11 holes, but sand offers its greatest challenge. Besides the golf program, the club offers social programs, dining, clay and hard tennis courts and swimming.

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See GOLF, Page 10

GOLFING THE GOLDEN CRESCENT

GOLF *from page 9*

play with an outdoor party and a fall outdoor Blues, Brews and BBQ party. Membership categories range from social-fitness, individual sports, family sports, executive to individual, family, senior family and corporate.

Info, fees: Nicole Delp, 704-948-43286 ext. 236.

The Peninsula Club
Peninsula Club Drive
Cornelius 28031
www.thepeninsulaclub.com

This private club, located on the shores of Lake Norman, is one of the most beautiful golf courses in the Golden Crescent. The club has added a new Corporate membership allowing up to four executives to be members under the corporate umbrella. The Swim/Tennis Complex has been improved. The King of the Lake Tennis Tournament will be held at the club April 11.

Membership info, fees: Maureen Kindred 704-439-2919.

River Run Country Club
19125 River Falls Dr.,
Davidson, 28036
www.riverruncc.com

River Run is a private club with several membership offerings. It's not far from Charlotte and parts of Cabarrus County. The 18-hole championship golf course features Bermuda fairways and bentgrass greens year round.

Besides the golf course, which is host of the Chiquita classic, the club has several other amenities including dining and banquet facilities. The swimming has 27-foot waterslides and a lazy river, with a children's wading pool. The fitness center has Cybex training equipment and HDTV's with individual sound reception. The tennis complex features nine clay courts, three hard courts and four indoor courts.

Membership types include club, \$1,000 nonrefundable and \$165 monthly dues, debt service, food and beverage; swim/fitness, \$1,000 nonrefundable and \$205 monthly dues, debt service, food and beverage; sports, \$2,000 nonrefundable and \$300 monthly dues, debt service, food and beverage.

age; young professional younger than 30, \$3,000 nonrefundable and \$226 monthly dues, debt service, monthly food and beverage; young professional age 30-35, \$3,000 nonrefundable and \$283 monthly dues, debt service, monthly food and beverage; full golf, \$7,500,000 nonrefundable and \$565 monthly dues, debt service, monthly food and beverage.

Info: Rob Pollitt, 704-892-4633 ext. 308; rpollitt@riverruncc.com.

Rocky River Golf Club
6900 Bruton Smith Blvd
Concord 28027
www.rockyrivergolf.com

General Manager Ryan Brickley says the city-owned golf course was renovated two years ago, with all the greens being redone. He anticipates a clubhouse renovation after the city's next fiscal year gets under way July 1. Rocky River is one of a handful of public courses on the North Carolina Golf Panel's Top 100 course rankings.

Cost to play: \$49 Monday - Thursday \$55 on Friday. \$65 on weekends

Info: Ryan Brickley 704-455-1200 ryan.brickley@jqh.com.

Skybrook Golf Club
4720 Northgreen Dr.
Huntersville 28078
www.skybrookgolf.com

This John LaFoy Championship course opened for play in the summer of 2000. The 18-hole, par 72 course offers six sets of tees. Membership packages start at about \$50 a month for the seven-day basic, \$90 a month for the five-day premium, or \$180 a month for the seven-day premium. All 10 percent off food at the restaurant.

Info: General Manager Ben Pasquith, 704-948-6611.

The Tradition Golf Club
800 Prosperity Church Rd.
Charlotte 28269
www.thetraditiongolfclub.com

The Tradition Golf Club was designed by John Cassell II and opened for play in 1996. Three of the fairways on the 18-hole, par 72 course are dog-leg configurations and the remaining holes are straight away. The club includes a 5,400 square foot clubhouse, dining facilities, and a golf shop. The

practice area includes a driving range, two practice putting greens and two practice sand bunkers. Membership info is "coming soon."

Info: Chris Eichstaedt, general Manager, chrise@carolinatrail.com, 704-503-7529 or Tonya Vernon, tvernon@carolinatrail.com, 704-948-0180.

Trump National Golf Club
120 Meeting House Square,
 Mooresville 28117
www.trumpnationalcharlotte.com

The course at this private club was designed by Greg Norman and offers views of Lake Norman while playing. Membership opportunities include corporate, full golf, sports, health and fitness, and social.

Membership info, fees: Kristen Fister 704-799-7300, ext. 234; kfister@trumpnational.com.

Verdict Ridge Golf & Country Club
7332 Kidville Road
Denver 28037
www.verdictridge.com

In 2012, the semi-private club converted the greens to Champion Bermuda grass at a cost of \$350,000. Opened in 1998, the club has hosted the U.S. Amateur Qualifying as well as U.S. Open Qualifying. For a corporate designee, the cost to join is \$700, plus dues of \$280 a month. There is no food minimum. The 15,000 square-foot clubhouse includes the popular Guilties Bar & Bistro. One noteworthy upcoming event is the Stewards of the Game fundraiser April 23.

Membership info: Scott Knox, 704-257-0100 sknox@verdictridge.com.

Westport Golf Club
494 Golf Course Road S,
Denver 28037
www.westportGC.com

Golf membership fees include a \$1,000 initiation fee. Family membership, \$1,420; senior family, \$1,300; single, \$1,060; senior single, \$880; and junior 18 years and younger, \$880. Winter golf rates are \$20 weekdays for nine holes, \$30 for 18 holes; \$24 weekends and holidays for nine holes, \$39 for 18 holes. Special rates are offered for juniors, seniors, twilight tee times and more. **Info:** 704-489-8088.

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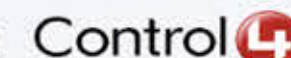
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Small Business Toolbox

Untapped sales leads

Alerting new customers to your product or service availability, reminding customers to buy, and capturing attention for top-of-mind product and service recall when customers are ready to buy can seem ordinary. But out of the ordinary ways can be used to achieve all three. These best ideas may be sitting mute inside your company with your employees.

Advertising and marketing are natural necessities in business to increase sales. The professional sales person knows it's their job to remind customers to buy. And many business leaders believe it is everyone's job to sell in some way. How many ways does your organization maximize the

use of generating nontraditional direct and indirect sales leads?



Sellers Market

CHERYL KANE

1. Sales professionals who know the customer's cycle of need intimately. Advertising and marketing campaigns are invaluable in showcasing what you sell. But a timely, caring inquiry or reminder that is helpful to the customer-before they realize their need surfaces creates appreciation and loyalty. It can become an extension of the customer's own support staff processes if done with tact and sincerity. Personalization of the sales

call, email, text or — yes, even still — paper reminder can distinguish your service quality above your competitors.

2. Employees who use the products and services. When customers and yet-to-be customers see employees confidently use the items or services they promote it can leave a lasting positive impression. It can underscore the perception the product or service is reliable, of quality, and dependable or enjoyable to use. Employee benefit programs where discount pricing is offered, or products or services are given free of charge to employees can help showcase it. (But if they use the product inappropriately, not at all, or use it and speak despairingly of it, that is not helpful-be sure there are written policies in place that will support the goal you set for its use.)

3. All employees can generate sales leads-even informally. Sales referrals don't have to be embedded in a highly structured (bureaucratic) internal referral program. In a high performing organization all employees need to be able to speak well of what they help make and or use, and they all know how communication links in the company work and how to link in to that communication. They should understand how to refer questions or referrals to the right person in the company in a timely manner. A potential customer needs to know the whole organization works well, together, to support customers. A prompt call from a knowledgeable sales professional, following a simple inquiry of a non-sales person at a weekend social event, can ignite a valuable long term customer relationship.

4. Placing the product in prominent places. Product placement is not just for ubiquitous items, or companies with large budgets. Many private or small companies overlook the simplest of opportunities to place their product or service into unique-use locations. Advertising and marketing sponsorships are common but don't always directly support placing the product or service in its best light. If you've not thought this out fully, consider your existing customer base, your competi-

tors, and your strategic plan for sales and market segmentation and growth. Involve all of your employees in generating innovative ideas that could fit this often untapped process. Remember, some of the best product placements have been striking because they are out of the ordinary.

5. Associate with complementary products and services. When considering product placement, advertising, sponsorships, and other common methods of promotion, sometimes the innovation is connecting with a strongly correlated product or service. This may take more time to consider and weigh, as there is added risk in association with a product or service you cannot control. But it can be highly innovative and could create synergism for both items.

Large advertising and marketing budgets are valuable, and sales professionals have their work cut out for them. But selling can be advanced in more unique ways as well-for all companies regardless of size or historical methods.

Often making time to generate "unique ideas" and soliciting "What can we do better?" discussion sessions throughout an organization can identify many opportunities employees didn't even know you would be interested in. It pays to ask your employees for their insight-if it's their idea it is more likely they will effectively help implement it. High performance companies already know this.

Does your company have untapped innovative genius setting mutely throughout the organization? If so, initiate the discussion that reveals them.

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



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SMALL BUSINESS TOOLBOX

Are too many hats slowing your momentum?

Wearing multiple hats is nothing new in the life of an entrepreneur. However, this column is going to focus on the hats you throw upon others.



BizGrowth 5.0

SHERRE DEMAO

Volunteer Hat
In an effort to ramp up sales an exposure, business owners will get employees involved in various business and charitable groups with the expectation of generating leads and opportunities. The pressure to come back with leads, even from non-sales people, overrides the good that is being done through volunteerism and charitable service. When generating leads is the focus versus it being a genuine values-driven initiative of giving back, employees are not as engaged and it will show in their demeanor. Then, the business is viewed as opportunistic versus a caring corporate citizen.

Friends & Family Favor Hat

Leveraging all potential resources, including connections and competencies available from family and friends, can give a business valuable loyal support and capability. However, I am always perplexed by business owners who are using family and friends for special projects or within positions in the company more from a cost-savings standpoint than in moving a supposedly important initiative forward through capable support. First, it actually devalues the family member or friend who is expected to perform. Second, what inevitably happens is a disappointing domino effect: 1) lack of initiative; 2) misunderstood expectations; 3) continuous delays and issues; and 4) dissatisfaction and frustration on both sides. So, if you "have a friend whose daughter does this" or "an old colleague who owes you a favor because of that," consider the price you ultimately pay in tension and frustration when neither of you feel appreci-

ated or get what you expected.

Grunt Work Hat

This seems to occur most with businesses using college interns, which is such a shame. An intern earning college credits for working at the enterprise is relinquished to doing all the administrative support and menial tasks that need to be done, but are viewed as grunt work. Interns are innately curious, and highly motivated to learn, grow and show that they can have an impact. They should be used to help you take a specific aspect of your business to its next level. Leverage their enthusiasm by engaging them in research, process improvements, or other due diligence within or for your company.

Income Diminishing Hat

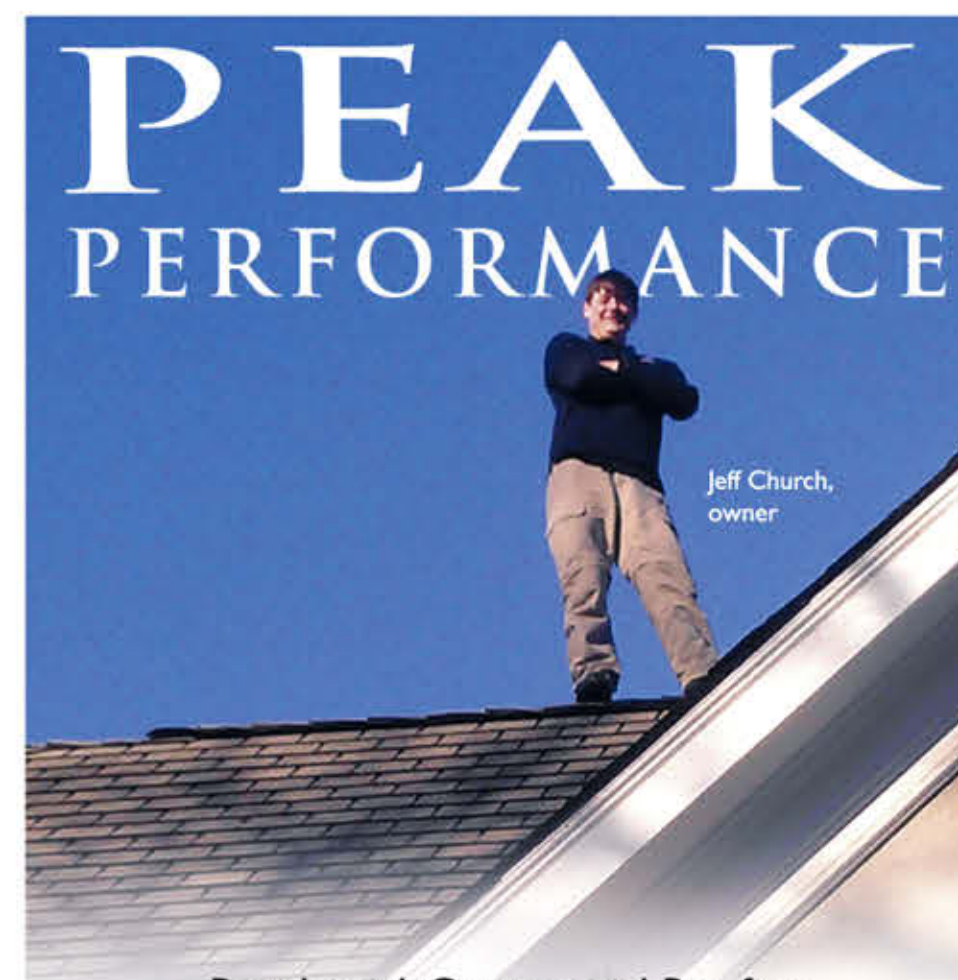
This is where business owners consistently blunder. Managing and understanding everyone in your company's time as income-based activity is critical to realizing a profit in your business. Every position inside and outside of the company is directly tied to income in one of these areas: Income generating; Income producing; Income sustaining; Income supporting; and Income enhancing. If you have anyone in the wrong role, or view anyone as overhead, then the amount of income and profits you are not realizing would astound you.

Take off all of your hats for just a

moment and consider the hats you are placing on others. Then adjust accordingly so your business can realize optimal success from a truly collaborative, passionate, and purposeful team utilizing their core strengths and competencies to your business' advantage.

Sherre DeMao is the author of nationally acclaimed books and 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 and businesses with economic value and preference in the marketplace. DeMao can be reached at 704.483.2941 or sherre@sliduntlimited.com.



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Chamber heads focus on providing value to small business owners

BY DAVE FRIEDMAN

Elaine Spalding's job has changed. When she graduated from Murray State University more than 30 years ago and transitioned into a career working for chambers of commerce in Oregon, Texas, Kentucky and North Carolina, bringing communities together was a major part of the position. After nearly a year as the President of the Rowan County Chamber of Commerce, Spalding is not doing the same tasks she signed up for in the 1980's.

"We used to do parades, festivals, and pageants," said Spalding. "We worked on getting the community together. Chambers have moved beyond that. We're focused on business advocacy issues."

At one time businesses joined chambers of commerce as a way to be involved in the area. There was a perception that it was the right thing to do. Lake Norman Chamber President Bill



SPALDING

Russell thinks those days are over. "If a business thinks we're a good return on investment they look at us," said Russell. "We don't try to be everything for everybody. We work with existing businesses who are here to make this a great place to work and do business, and represent businesses on a wide variety of issues."

Another major change for chambers is the way they disseminate information. For the most part mailings, fliers and banners are gone. They've been replaced by a presence on the internet, engagement through social media, and an ability to understand exactly what



RUSSELL

customers are looking for.

"You have to adapt and overcome obstacles," said Moore'sville-South Iredell Chamber President Kirk Ballard. "You need to be on the cutting edge of technology and speak to customers using today's instruments."

Ballard has replaced phone directories and print marketing with a dedication to Google Analytics. By studying what parts of the chamber's website and emails people click on he learns the type of information they are seeking and gets immediate feedback on how well the chamber is communicating to customers.



BALLARD

For Cabarrus Regional Chamber of Commerce President and CEO Patrick Coughlin, whether it be analyzing stats or talking to stake holders, recognizing that not every business is a fit for the chamber and targeting companies that will gain from being a part of the organization is a key.

"We need to understand our members better," said Coughlin. "If 100 percent of companies in one sector belong, we must be providing them value. Who else, related to that sector, would benefit being a part of the chamber? We're going to find areas where we don't or can't provide value. What they need we don't provide. Pursuing them is a waste of time for both of us."

The work of chambers has shifted from clowns with balloons to big business. Spalding understands that task.

"Our job is to nurture the assets of the community and leverage them for success going forward."



COUGHLIN

"Our job is to nurture the assets of the community and leverage them for success going forward."

Elaine Spalding, president, Rowan County Chamber of Commerce

ZONING from page 1

and money. A conditional zoning application is a legislative zoning process where the town considers a site-specific plan. Municipalities such as Cornelius — the practice is growing around the state — want to know if a proposal fits into a particular area and whether it is compatible with the uses that are currently allowed.

It's possible to save tens of thousands of dollars, based on casual input from the committee as opposed to a formal application process.

"One of the first items discussed last year by the Land Development Code Advisory Board (LDCAB) was the need to establish some type of process that would allow applicants to receive feedback from actual decision makers prior to filing an application" said Planning Director Wayne Herron. "Preparation of conditional zoning site plans, architectural drawings, traffic impact studies and landscape plans are all very expensive, so feedback from decision makers prior to final plan preparation and filing could save developers and applicants both time and money."

Conditional zoning is becoming more

Pre-Development Review Committee membership

- **Two Town Commissioners** on a rotating basis
- **Brian Simmons:** Planning Board Chair
- **David Eve:** Architectural Review Board Chair
- **Del Arrendale:** Parks and Recreation Committee Chair
- **Wayne Herron:** Planning Director
- **City Manager or Asst. City Manager**

popular in government circles because it permits zoning to be tailored more carefully to a particular situation. In some areas of the state, over 80 percent of rezoning applicants now use the conditional zoning process. The committee's comments will be non-binding, and membership among the town board will rotate at the discretion of the mayor and mayor pro-tem.

While board members on the committee can provide feedback on conditional zoning applications, they are not allowed to have pre-hearing discussions regarding any quasi-judicial cases.

A similar process was started several years ago in Concord, strictly on a staff level, according to city spokesman Pe-

ter Franzese. "The feedback we get is that our pre-design group has been a very useful tool for applicants, especially for new developers who may not be completely familiar with how the city functions."

Some other municipalities in the region make efforts to work with applicants, though on a somewhat less structured committee basis. Kannapolis, for example, doesn't have a formal pre-development review committee, but does encourage pre-application meetings between planning and zoning staff, key city leaders and potential developers.

Jeff Wells, Deputy Planning Director, says the pre-application meetings are

very helpful and productive for both the city and developers. "In these meetings, pertinent issues about the potential projects are discussed at length. This gives us a good idea of whether a project has the potential to move successfully through the approval process."

In Davidson, the planning department meets with developers to provide information and feedback before a project is submitted. "However, we do not have a formal process like Cornelius, and do not anticipate formalizing a process" said spokeswoman Cristina Shaul.

Herron said the reason Cornelius placed some commissioners on the committee was to ensure that applicants get the most complete information up-front. "The staff can provide feedback on technical issues, but it's the board members who can give applicants an opinion from the eyes of a decision maker."

He also cited another benefit from the new Cornelius committee: "In addition to assisting developers, it will save citizens and staff time and effort if modifications can be suggested prior to certain plans being proposed for staff and community consideration."

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Thursday, June 19, 2013
Alton's Kitchen & Cocktails,
19918 N Cove Rd, Cornelius
5:30 p.m.

Supported by Business Today & Cornelius Today for Ten Years



Sun Up Cafe opened in January and has already generated quite a following

LANGTREE from page 1

It remains to be seen whether the retail at LangTree will attract customers from North Meck, across the Lake Norman causeway to Exit 31.

In its initial phase, LangTree Lake Norman will have over 20 shops and restaurants. Women's clothing boutiques, lake life accessories, home décor, and jewelry stores will dominate the specialty retail shops dotting the LangTree landscape. A growing number of restaurants will adjoin the shops, providing a variety of choices for shoppers and residents.

Several of the eateries have already established themselves around Lake Norman. Novanta 90, which will open this summer, is actually owned by the same family which has scored big with Brooklyn Boys in Mooresville and Brooklyn South in Cornelius. "We pride ourselves in preparing our dough, sauces and dishes from our family recipes", said owner Vincent Caminiti. "Our employees are an extension of our family and Novanta 90 Pizzeria Napoletana will be the newest addition to our tradition."

The Kilted Buffalo is also expanding its operations from an already successful Birkdale location, hoping to capitalize on the same traffic issues raised by Rigby.

Sun Up Cafe opened in January and has already generated quite a following. LangTree will be much more than just shopping and eating; 300 luxury apartments will be available in the initial phase of the development, with a variety of floor plans up to three bedrooms. Some have already been leased.

Future construction plans include a 75,000 square foot medical/office building facing Langtree Road, additional re-

LangTree Retail

STORES CURRENTLY OPEN:

Fabric
 Lipp Boutique
 Swell Board Shop
 SunUp Cafe,
 Roost Real Estate
 LangTree Market
 Shell gas station

OPENING SOON

Bacchus' Wine & Tapas
 Orchid Nail Salon,
 Spectrum Eye Care

OPENING THIS SUMMER:

Beth & Co.
 Cafe Sky
 The Kilted Buffalo
 Mona's Martini & Cocktail Lounge
 Novanta Pizzeria Napoletana
 The Orient Express
 R. Gregory Jewelers
 Yoforia

tail south of the gas station, and the 227-room Hilton Double Tree Convention Center. Rigby says current plans call for construction on the convention center to begin late this year or early 2015; it will take 22 months to complete. A limited number of condos featuring views of Lake Norman will be available for sale in the hotel/convention center.

Future phases include the construction of an international swimming complex with three Olympic size pools, and a national movie theater chain multi-screen complex.

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NEWS.e

Aquesta forms holding company; new symbol AQFH

March 31 Aquesta Bank is forming a holding company for the bank and its affiliates, including Aquesta Insurance Services. Effective April 1, the new company, Aquesta Financial Holdings Inc. (stock symbol AQFH) will be the sole shareholder of Aquesta Bank. Former shareholders of Aquesta Bank now own the exact same ownership interest in the new bank holding company.

Shareholders will soon receive instructions to convert their current Aquesta Bank paper stock certificates into Aquesta Financial Holdings, Inc. shares. Shares of Aquesta will continue to trade on the OTC Exchange but will now trade with the new symbol AQFH.

Jim Engel, CEO and President of Aquesta Bank, said the holding company will "now allow Aquesta greater flexibility as to financing, a more efficient capital structure and faster more efficient execution on any acquisitions that may be identified." There will be no interruption of services of any kind.

'Green Idea Factory' is April 5 in Davidson

March 31 Davidson-based Project for Innovation, Energy & Sustainability (PiES) presents The Green Idea Factory Competition on Saturday, April 5 at noon, at the PiES Incubator Kaleidoscope Conference Center. This event is part of the 2014 North Carolina Science Festival.

PiES, a green business incubator located at The Business Center on South Main Street in Davidson, hosts this event in its third year. The Green Idea Factory Competition gives students from Lake Norman area high schools the opportunity to display their green ideas and innovations – including STEM learning – to compete for scholarships.

Over the past 3 years nearly \$20,000 has been awarded. More information can be found at: www.pies-northcarolina.org/education. It is sponsored in part by PiES, The Town of Davidson,



By the numbers: Residential realty heats up in Feb., March

March 25 The unusually harsh winter weather has been a "distraction" to homebuyers and sellers throughout the Carolinas, but listings, sales and closings remained steady at Allen Tate in the first two months of 2014.

"We closed out a strong year in 2013, up 26 percent over 2012, with 20,083 closings," said Allen Tate President and COO Pat Riley.

The company closed out the year with 41 listings per day, 63 sales per day and 55 closings per day. Nation-

ally, sales of existing homes were up 9.1 percent from 2012, with the mean price up 11.5 percent at \$197,100. Both the Carolinas and national markets saw double-digit sales increases for the second consecutive year.

Prices in the Carolinas are expected to increase 3-5 percent in 2014, said Riley, at the "normal" pace since 1950. "Inventory is increasing, but so are interest rates, so it definitely makes sense to buy now rather than later," said Riley.

Lime Energy, McIntosh Law Firm, Park Avenue Properties, Peoples Bank, Davidson PostNet and Fuel Pizza.

CEO of Fresh Market to speak on business ethics at Davidson

March 27 Craig Carlock, CEO and president of The Fresh Market chain of grocery stores, will discuss "Honor in Corporate America" on Wednesday, April 9 in the Alvarez College Union. A 1989 Davidson graduate, Carlock applies the Davidson College code of ethics to his own business. His talk will begin at 7 p.m.; there is no charge to attend.

Carlock worked at Procter & Gamble in various finance positions for six years after graduating as an economics major from Davidson and earning an MBA degree from the University of Virginia's



CARLOCK

Darden School. He joined The Fresh Market in 1999 and has served as its director of marketing, vice president of marketing and senior vice president of operations. He was named CEO and President in January 2009.

More info: Amber MacIntyre at 704-894-2095 or ammacintyre@davidson.edu.

New Cabarrus County GIS application will launch April 5

March 25 More people visit the Cabarrus County Geographic Information Systems (GIS) pages than any other section on the Cabarrus County website. On April 5, Cabarrus will launch its new application, GIS Data Explorer, which gives the public tools and datasets for comprehensive property research and data extraction. The application replaces the previous version, Cabarrus County GIS – OnPoint Map Viewer.

The GIS Data Explorer application

is used primarily by realtors, lawyers, surveyors and others who need in-depth GIS functionality.

To help with the transition, Cabarrus worked with a group of public users during the beta test phase and posted notification of the transition on the current GIS website.

The functionality provided through GIS Data Explorer gives users quick access to information, including current and historical tax and sale data, topographical contours of an area of the County, imagery and parcel data, zoning and permitting information, and other data.

For more information on Cabarrus County's GIS applications, visit <http://bit.ly/CabarrusGIS> or call Cabarrus County ITS at 704-920-2427.

Mooresville car show benefits Dove House

March 25 The Blue Oval Classic Car Show to be held May 3 in Mooresville. Benefitting the Dove House Children's Advocacy Center, the show is sponsored by Mooresville Ford for the Ford Owners Association of the Carolinas. The show will be held at the dealership on Highway 150 east of I-77.p.m. Admission is free for spectators.

Organizers are expecting more than 250 cars, including classic Mustangs.

Visit LKN volunteers honored

March 25 In honor of National Volunteer Week which is April 6-12, Visit Lake Norman (VLN) is recognizing its 22 ambassadors that volunteer and staff VLN's Visitor Center. The ambassadors staff the visitor center, answer all initial phone calls, perform visitor services for walk-ins, handle a variety of visitor related inquiries and even work visitor information booths at VLN affiliated events typically on the weekend.

The Independent Sector estimates the 2012 value of a volunteer hour to be \$22.14. VLN's ambassadors contributed 4,731 hours in fiscal year 2013, a cost

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NEWS.e

Continued from page 18

savings of \$104,744.34. "We make a living by what we choose to do but, we make a life by what we give. Those who give are our ambassadors. Thank you to all of our ambassadors for their dedication and sincere efforts in making Visit Lake Norman what we are today," said Sally Ashworth, executive director for VLN. Ten of VLN's ambassadors have been volunteering for five years or longer. Six of the 10 have been volunteering for eight years or longer.

DOT public meeting on widening of W. Catawba Avenue is Thursday April 10

March 25 A State Department of Transportation (NCDOT) public meeting concerning the proposed widening of West Catawba Avenue from Jetton Road to Sam Furr Road in Cornelius will be held on Thursday April 10 from 4-7 pm in the first floor community room at Town Hall. The purpose of the meeting is to inform residents about the proposed improvements and to obtain comments from impacted citizens in the Cornelius/Huntersville area.

—Dave Vieser

RCCC, businesses, push for larger bond referendum

March 24 The Rowan-Cabarrus Community College Board of Trustees recently passed three new resolutions of support for two local initiatives and a statewide campaign for community colleges.

In a 3-2 vote, Cabarrus County Board of Commissioners approved a plan to seek a \$43 million school bond referendum for the Cabarrus County Schools, Kannapolis City Schools and Rowan-Cabarrus Community College.

Some people in the business community, as well as candidates for the county board, are saying that \$43 million is not enough to make a dent in the need for educational facilities in Cabarrus.

The RCCC board's resolution is asking for a \$16 million allocation for the school's South Campus at exit 55 off of I-85. The Cabarrus campus hosts nearly 10,000 students over the course of a year and serves both students transferring on to four-year universities and those seeking career training ranging from fine arts

New exhibitors at business expo showcase improving economy



This is the way it is: Cornelius Town Commissioner John Bradford speaks with Mike Marlowe, owner of AlphaGraphics Lake Norman. Bradford, the owner of Park Avenue Properties in Cornelius, is running for NC House District 98.

March 11 About half the exhibitors at the Lake Norman Chamber's Business Expo last week were new exhibitors.

Chamber CEO Bill Russell says it appears to be a record, and a sign that the economy is continuing to improve. Many of the new exhibitors were in real estate- and construction-related fields, a big change from the past several years.

During the recession, real estate

and construction, of course, took it on the chin. "It looks as if they are coming back," Russell says. Merchants and service providers who had booths at the expo reported good results, despite cold, snow, rain and ice during much of the day.

Nearly 160 businesses and two dozen nonprofits had booths at the expo, which is one of the most successful chamber expos in the Charlotte region.

to motorsports management.

"In North Carolina, it's the responsibility of the local county commission to fund the construction and maintenance of community college facilities," said Carl M. Short, chair of the Board of Trustees.

Paddleboard race in May in Cornelius

March 17 The Stand Up for the Catawba Lake Norman Stand Up Paddleboard Race will be May 9-10 at Port City Club in Cornelius, according to Visit Lake Norman. The race is sanctioned by the World Paddle Association (WPA) and will be the first of its kind held on Lake Norman. My Aloha Paddle and Surf, in partnership with Visit Lake Norman, will host the race which benefits the Catawba Riverkeeper and the Charlotte Chapter of the Surfrider Foundation.

"After three years of promoting paddleboarding and introducing so many of our residents to the sport, it is so exciting to host a WPA race here in Lake Norman," said Rob Bennett, event director and owner of My Aloha. Paddleboarding is one of the fastest growing sports in the U.S.

managed/toll lanes in each direction on I-77 between Brookshire Freeway in Charlotte and Exit 28 in Cornelius. One toll lane would also be added in each direction between Exits 28 and 36. The total project price tag is estimated at \$550 million. The private contractor selected to build the lanes will finance most of the project, with the state contributing \$170 million.

Rochelle said bids were originally due on March 13. They will now be due instead on Monday March 31. The delay was granted by the DOT after several of the prospective bidders requested more time to get important financial information from the various bond rating agencies.

"We're a little disappointed but not overly surprised," Rochelle said. "The bond rating info is crucial for this project, and under this revised schedule, I would expect that we would award the job around the second week of April."

The DOT bid documents require the contractors to submit two packages; one outlines the technical details of their proposal, while the second addresses the financial aspects.

Rochelle said under the new schedule, the contract would be formally awarded in June, and completion is now projected for 2018, rather than 2017, although some sections could be done sooner.

In response to questions from several commissioners, Rochelle said the DOT is working with four different prospective contractors on the project bids, but he also admitted that "I will be shocked if we actually get four bids."

Technically the DOT needs only one responsive bidder, since they have formulated an in-house "model bid" to which any of the contractors' submissions can be compared and analyzed.

—Dave Vieser



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THIS MONTH

REAL ESTATE TRANSACTIONS ...20

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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

02/19/14 \$256,000 Bradley & Cindy Treece to Gary & Jennifer Hamilton, 3281 Keady Mill Loop, Kannapolis

02/19/14 \$210,000 True Homes, LLC to Bryan & Emily Menosky, 312 Royal Windsor Dr., Midland

02/19/14 \$263,500 The Ryland Group, Inc. to Chinyimbiri & Gloria Mwanza, 2263 Laurens Dr., Concord

02/20/14 \$249,000 Parker & Orleans Homebuilders, Inc. to John & Kimberly Sotak, 2604 Mill Wright Rd., Concord

02/20/14 \$270,000 D.R. Horton, Inc. to Richard Perry, 11034 River Oaks Dr., Concord

02/20/14 \$284,500 John & Kimberly Schilling to Suntrust Mortgage, Inc., 148 Spring St., S. Concord

02/20/14 \$460,000 Greg & Meredith Parker to Darin & Rachel Zaborski, 6317 Fox Chase Dr., Davidson 28036

02/20/14 \$362,500 Jamie & Mia Griggs to Seth & Melissa Roberts, 5613 Davis Ridge Dr., Charlotte 28269

02/20/14 \$233,000 Lennar Carolinas, LLC to Steven & Samantha Meiners, 10719 Sapphire Tr., Davidson 28036

02/20/14 \$281,000 Lennar Carolinas, LLC to Randy & Callie Kahn, 9178 Perseverence Dr., Harrisburg

02/20/14 \$207,500 BMS Investment Properties, LLC to David & April Showalter, 430 Central Heights Dr., Concord

02/20/14 \$306,000 Mark & Lillian Schadler to Sean & Amy O'Brien, 4100 Berryhill Ct., Concord

02/21/14 \$315,000 Marc & Roberta Galliani to Nathan & Donna Fields, 1815 Thompson Dr., Concord

02/21/14 \$266,000 Parker & Orleans Homebuilders, Inc. to Deepti & Pradip Sidana, 2501 Mill Wright Rd., Concord

02/21/14 \$372,000 Betty McClary to Derek & Erica Vaughan, 819 Kings Crossing Dr., Concord

02/21/14 \$388,000 Shea Real Estate Investments, LLC to Prasanth Ponnamthodiyil & Smitha Sukumaran, 758 Franklin Tree Dr., Concord

02/21/14 \$280,000 Edward McManus to Donna West, 7188 Ruth Fidler Dr., Harrisburg

02/21/14 \$289,000 Weekley Homes, LLC to Ramesh & Ann Shankar, 10534 Springcrest Dr., Harrisburg

02/21/14 \$276,000 M/I Homes of Charlotte, LLC to James Sikes, 4435 Bravery Pl., Concord

02/21/14 \$484,000 Pulte Home Corp. to Vinay Renukiuntla & Ramya Peddi, 2357 Herons Pl., Concord

02/21/14 \$225,500 NVR, Inc. to Jerry & Tina Green, 2243 Galloway Ln., Concord

02/24/14 \$230,000 Kevin & Mia Carr to Jeremy Hundley, 4344 Abernathy Pl., Harrisburg

02/24/14 \$254,000 D.R. Horton, Inc. to Jonathan Wood, 10960 River Oaks Dr., Concord

02/24/14 \$265,000 Parker & Orleans Homebuilders, Inc. to Kenneth Wiley & Stacy Garvin, 5253 Afterglow Ave., Concord

02/24/14 \$356,000 Shea Real Estate Investments, LLC to Asis Naispuri & Soma Nag, 10667 Rippling Stream Dr., Concord

02/24/14 \$267,000 Lennar Carolinas, LLC to Alvino & Helen Davenport, 8871 Amazing Ct., Harrisburg

02/24/14 \$243,500 Parker & Orleans Homebuilders, Inc. to Ernesto Ho & Yen Wong, 2605 Mill Wright Dr., Concord

02/24/14 \$225,000 M/I Homes of Charlotte, LLC to James Kenyon & Katherine Card, 3504 Larkhaven Ave., Concord

02/24/14 \$239,000 The Ryland Group, Inc. to Clyde & Audrey Ross, 5400 Hackberry Ln., Concord

02/24/14 \$263,500 NVR, Inc. to Jason & Jody Lagestee, 3317 Linetender Dr., Davidson 28036

02/24/14 \$655,000 ICV/Kings Grant Northwest, LLC to Calm Investment Group, LLC, Lot 4 of Kings Grant Crossing, Concord

02/25/14 \$228,500 Andre & Jennifer Friedmann to Bank of New York Mellon, 3585 Leighton Dr., Concord

02/25/14 \$260,000 Parker & Orleans Homebuilders, Inc. to William & Kiley Donnell, 2568 Treeline Dr., Concord

02/25/14 \$274,500 Orleans-Conservatory Group to Erika De-Kam & Robert McCachern, 11509 Glowing Star Dr., Harrisburg

02/25/14 \$317,000 Lennar Carolinas, LLC to Nilanjan & Sharmila Chakrabarti, 8890 Amazing Ct., Harrisburg

02/25/14 \$284,000 Lennar Carolinas, LLC to Chitrang & Dhara Patel, 8862 Amazing Ct., Harrisburg

02/25/14 \$235,000 Shea Real Estate Investments, LLC to Swamiathan Vadivelu & Sorna Gunaseelan, 10326 Shrader St., Concord

02/25/14 \$314,000 Niblock Development Corp. to Thomas & Dianne Wynne, 9458 Leyton Dr., Harrisburg

02/25/14 \$214,000 Walter & Michele Fisher to Barefish, LLC, approx. 33 ac. on Fisher Rd., Mount Pleasant

02/26/14 \$448,500 Orleans-Conservatory Group to Keith & Sandra Heinicke, 8459 Penton Pl., Harrisburg

02/26/14 \$305,000 Branful, LLC to Waffle House, Inc., .46 acs. on S. Cannon Blvd. at McLain Rd., Kannapolis

02/26/14 \$320,000 Cletus & Linda Bost to Denzil & Betty Morris, 1545 Chadmore Ln.,

Concord

02/26/14 \$403,000 NVR, Inc. to Eric Hall, 9818 Searwater Ave., Concord

02/26/14 \$207,000 Lennar Carolinas, LLC to Bret Haynie, 2870 Shale Dr., Davidson 28036

02/27/14 \$286,000 Parker & Orleans Homebuilders, Inc. to Adam & Donielle Rabideau, 5237 Afterglow Ave., Concord

02/27/14 \$252,500 The Ryland Group, Inc. to Jason & Amber Stokes, 10151 Shanaclear Ave., Concord

02/27/14 \$211,000 True Homes, LLC to Omar De Castilla & Dassendra Wiggins, 705 Shellbark Dr., Concord

02/27/14 \$316,500 Pulte Home Corp. to Sashi Majji & Madhuri Siripurapu, 9515 Heritage Farm Ave., Concord

02/27/14 \$343,000 James & Delia Wyatt to Rodger & Christina Hylton, 1306 Bennington Dr., Concord

02/27/14 \$240,500 Jorge Badel to Justin & Jenny Myers, 10933 River Oaks Dr., Concord

02/27/14 \$262,500 Justin & Shelley Widenhouse to Miles Ruffin, 1600 Lentz Harness Shop Rd., Mount Pleasant

02/27/14 \$255,500 Heather Seifel to Darcy Stalport & Catherine Zadzara, 2533 Serenade Ave., Concord

02/28/14 \$675,000 Wayne Patrick Holdings LLC to D.R. Horton, Inc., Lots 460-473 and 419 in The Farm at Riverpointe, Kannapolis

02/28/14 \$248,500 Parker & Orleans Homebuilders, Inc. to Jagdish & Urmila Mehta, 2505 Mill Wright Rd., Concord

02/28/14 \$345,000 Parker & Orleans Homebuilders, Inc. to Jack & Mary McNeely, 4452 Sourwood Ct., Harrisburg

02/28/14 \$220,000 James & Susan Thompson to Chad & Jamie Hansen, 5680 N. Oakmont Dr., Kannapolis

02/28/14 \$274,000 Ron & Sharon Cox and David & Masha McManus to William & Dana McComb, 1105 Ben Black Rd., Midland

02/28/14 \$281,500 Weekley Homes, LLC to Gibson & Kayren Cathcart, 10656 Sweethaven Ln., Harrisburg

02/28/14 \$200,000 James & Jennifer Shoe to David & Kaitlin Hardican, 1090 Arrowhead Dr., Concord

02/28/14 \$298,000 Lennar Carolinas, LLC to Jody & Allison Bolton, 8874 Amazing Ct., Harrisburg

02/28/14 \$411,000 Shea Real Estate Investments, LLC to Shalini Pai & Sreejith Kolore, 754 Franklin Tree Dr., Concord

02/28/14 \$310,000 Lennar Carolinas, LLC to Michael & Maria Cox, 10700 Alabaster Dr., Davidson

02/28/14 \$741,500 High Bid Properties, LLC to DV Apartment, LLC, 3.49 ac. on Hillandale Ave. & Hamilton St., Concord

02/28/14 \$8,650,000 TCA Edison, LLC to HCC-Edison Square, LLC, Lot 2, Edison Square on Harris Rd., Concord

03/03/14 \$291,000 Niblock Development Corp. to Matthew & Natalie Shaver, 605 Harrison Dr., Concord

03/03/14 \$250,000 D.R. Horton, Inc. to Erin Flynn & Eric Babbitt, 11006 River Oaks Dr., Concord

03/03/14 \$288,000 The Ryland Group, Inc. to Ronald & Rosanne Potter, 2282 Isaac St., Concord

03/03/14 \$312,500 New Height Properties, LLC to Guy & Ann Forrest, 2334 Donnington Ln., Concord

03/03/14 \$296,000 M/I Homes of Charlotte, LLC to Stephen & Kimberly Gilmartin, 4404 Triumph Dr., Concord

03/03/14 \$519,000 Classica Homes, LLC to Harjot Singh & Stuti Bose, 2445 Summers Glen Dr., Concord

03/03/14 \$327,000 Orleans-Conservatory Group to Carl & Shana Hill, 11501 Glowing Star Dr., Harrisburg

03/03/14 \$431,000 Shane & Gina Walker to Jeffrey & Deborah Watkins, 2414 Pine Cape Ct., Kannapolis

03/03/14 \$349,000 Paul & Amy Ambrose to Jared & Lindsay Simpson, 3865 Hounslow Ln., Harrisburg

03/03/14 \$250,000 First Assembly of God to The Benham Foundation, Inc., 32.159 Ac. on Camp Julia Rd., Kannapolis

03/04/14 \$338,000 Martin & Earlene Steger to Patrick & Nancy Lepore, 11431 Terrill Ridge Dr., Davidson 28036

03/05/14 \$225,000 Eastwood Construction LLC to Ashley Boyd, 311 Pulaski Dr., Concord

03/05/14 \$222,500 Nationstar Mortgage, LLC to Albert Miller, 1362 Fitzgerald St., Concord

03/05/14 \$323,000 Weekley Homes, LLC to Craig & Gwendolyn Nelson, 10529 Springcrest Dr., Harrisburg

03/06/14 \$253,000 Tucker Chase, LLC to D.R. Horton-Regent, LLC, Lots 134, 135, 139-142 & 145-147 of Tucker Chase Subdivision, Midland

03/06/14 \$269,500 NVR, Inc. to Daniel Arias, 2280 Drake Mill Ln., Concord

03/06/14 \$312,000 Timothy & Tracey Fiedorowicz to Gregory & Linda Singerle, 9403 Leyton Dr., Harrisburg

03/07/14 \$212,000 Ken & Bonnie Wilson to Mark Fuller, IV, 642 Peacehaven Rd., Kannapolis

03/07/14 \$235,000 Trivonna Blair to Eric Vogel & Kiera Moran, 1522 Dartmoor Ave., Concord

03/07/14 \$250,000 Wells Fargo Bank to Todd & Kriste Dimanno, 2061 Beechmont St., Harrisburg

03/07/14 \$219,000 Frederica Murray Crews to Michael & Elizabeth Mitchell, 1310 Gambel Dr., Concord

03/07/14 \$230,000 Harvey & Alice Edwards to Eric & Starla Tracy, 154 Mary Cr., Concord

03/07/14 \$275,000 Victory Industrial Park, Inc. to Christopher & Vanessa Christiansen, 3986 Langtree Dr., Harrisburg

03/07/14 \$226,000 NVR, Inc. to Luis & Rosaida Maldonado, 2124 Grist Mill Dr., Concord

03/11/14 \$404,000 Orleans-Conservatory Group to Michael & Wendy Britt, 8452 Penton Pl., Harrisburg

03/11/14 \$251,000 Dominic & Promise Nevers to Wei Zhong & Yantaqo Zhao, 9538 Indian Beech Ave., Concord

TRANSACTIONS

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03/11/14 \$470,000 Kerry & Catherine Ormond to Thomas & Kristen Yaroma, 3184 Basalt Pl., Davidson 28036

03/12/14 \$412,500 James & Kim Oran to Daniel & Stephanie Seay, 1324 Riding Trail Ln., Concord

03/13/14 \$246,500 Clint & Misty Little to Monty & Geneieve Fast, 8801 Erbach Ln., Mount Pleasant

03/13/14 \$212,500 Eastwood Construction LLC to Jacquelyn Jacks, 392 Winecoff Woods Dr., Concord

03/13/14 \$254,000 Parker & Orleans Homebuilders, Inc. to Michael & Rachael Carrickhoff, 2608 Mill Wright Rd., Concord

03/13/14 \$240,000 Lennar Carolinas, LLC to Andrew & Lauren Carter, 10707 Sapphire Tr., Davidson 28036

03/13/14 \$268,000 Lennar Carolinas, LLC to Keshar Adhikari & Ismrita Chalise, 9201 Perseverence Dr., Harrisburg

03/13/14 \$294,000 Clarence & Barbara Bradley to Howard & Agnes Layson, 4990 Nash Ave., Concord

More Cabarrus Transactions

online at www.BusinessTodayNC.com

Mecklenburg

2/28/14 \$239,000 DR Horton to Daniel Hudson II, 14011 Helen Benson Blvd., Davidson

3/3/14 \$219,000 NVR to Steven Goldstein, 22339 Market St., Cornelius

3/3/14 \$368,000 Greg & Barbara Benjock to Stephen & Karen Culbertson, 278 Harper Lee St., Davidson

3/3/14 \$234,000 Jennifer & Brian Smith to Mary Meadows & Tebecca Johnson, 16424 Kelly Park Cir., Huntersville

3/3/14 \$295,000 Landis Reed Homes to Donald & Janice Freyberg, 18003 Northport Dr., Cornelius

3/3/14 \$685,000 Custom Homes of the Carolinas to Josh Holby & Summer Hall, 18603 Silent Falls Cove, Davidson

3/5/14 \$239,500 NVR to Charles & Mary Bolton, 22325 Market St., Cornelius

3/5/14 \$580,000 Richard & Lee Kiley to Andrew II & Joan Gradus, 17404 Lynx Den Ct., Davidson

3/5/14 \$318,000 Landis Reed Homes to Derek & Janice Oliver, 18027 Northport Dr., Cornelius

3/6/14 \$249,500 Pulte Home Corp. to Donald II & Tara Gemmell, 12915 Heritage Vista Dr., Huntersville

3/6/14 \$245,000 Gerald & Maranda Judd to Corey & Melissa Leatherwood, 7806 Knox Ridget Rd., Huntersville

3/10/14 \$271,500 Brian Canipe to Michael & Ann Matthews, 14017 Holly Springs Dr., Huntersville

3/10/14 \$235,000 Michael Jr. & Rachel Wade to Scott Jr. & Kristen Ferguson, 9828 Sunriver Rd., Huntersville

ON THE RECORD

Huntersville

More Mecklenburg Transactions

online at www.BusinessTodayNC.com

Mooreville

2/27/14 \$259,900 Wolfpack Land & Development to John Hawkey & Glenda Yorganson, 128 Foxtail Dr. 28117

2/27/14 \$215,000 Gina & Joel McCune to Ursula Orsene & Johnthan Anderson, 276 Bridges Farm Rd. 28115

2/27/14 \$376,500 Meritage Homes of the Carolinas to Chris & Linda Wahlberg, 153 Belfry Loop 28117

2/27/14 \$290,000 Robert & Melissa Boody to Gregory Choate, 132 Kingfisher Dr. 28117

2/27/14 \$380,000 Scott & Leslie Teasley to Robert & Heather Jones, 148 Riverchase Ln. 28115

3/14/14 \$202,000 Anthony & Stephanie Munoz to WGH North Carolina, 7115 April Mist Trl., Huntersville

3/14/14 \$384,000 Mattamy Carolina Corp. to Ryan & Willow Heverley, 12918 Blakemore Ave., Huntersville

3/14/14 \$233,000 Casey & Margaret Cronan to Zachary & Anna Brock, 10233 Edgecliff Rd., Huntersville

3/14/14 \$1,275,000 Becky Brown to Paul Adkins, 20613 Lagoon Dr., Cornelius

3/14/14 \$332,500 John & Tanya Paxton to Michael & Jennifer Logan, Lot 142 Jetton Cove, Cornelius

3/14/14 \$2,005,000 Michael & Michelle Clark to Robert Zafari-Esfahani and Atesssa Samari Kermani, 18402 Peninsula Cove Rd., Cornelius

3/14/14 \$359,000 Michael & Christina Behling to James Jr. & Jamie Kopish, 15822 Stonemount Rd., Huntersville

3/14/14 \$324,000 Matthew & Jean Ramsden to Justin & Rebecca Shingleton, 8432 Bridgestone Dr., Huntersville

3/14/14 \$273,000 Pulte Home to Chad Shook, 239 Quail Crossing, Huntersville

3/18/14 \$159,000 Troy Rutten to Richard & Kathryn Clendenning, Unit 18736 Nautical Dr., Cornelius

3/19/14 \$360,000 Ellis Winton III to Susan Conley, 19603 Galleon View Dr., Cornelius

3/19/14 \$394,000 Weekley Homes to Duncan & Melissa Hunt, 11914 Bradford Park Dr., Davidson

3/21/14 \$740,000 Thomas & Susan Tillis to Andrew & Leslie Reed, 17209 Green Dolphin Ln., Cornelius

3/21/14 \$310,000 Kevin & Melissa Outz to Brent Gebhart & Madhura Marathe, 14451 Northridge Dr., Charlotte 28269

3/21/14 \$726,500 Jill Runnion to John & Jill Matthews, 17819 Peninsula Club Dr. North, Cornelius

3/25/14 \$280,000 Tower Inc. to Eric Symonds, 747 Amalfi Dr., Davidson

3/25/14 \$237,500 Mattamy Carolina Corp. to Dvid & Barbara Roe, 11118 Hollis Hill Ln., Huntersville

3/25/14 \$242,500 Bonterra Builders to Laura & Adam Young, 10903 Brandie Meadow Ln.,

3/4/14 \$513,000 Greg & Rikki Myers to Michael & Dana Kelley, 120 Parkside Ln. 28117

3/5/14 \$205,000 Kurt & Terry Stukbauer to Jeffrey Bill & Virginia Crouse, 131 Farmstead Ln. 28117

3/5/14 \$210,000 Frank Fischer to Nicholas David, 137 Cornata Rd. 28117

3/6/14 \$252,000 IQ Custom Construction to Brad & Alycia Blanchard, 366 Montibello Dr. 28117

3/7/14 \$418,000 Bobby & Audra Axsom to Brian & Cynthia Janko, 106 Wynswept Dr. 28117

3/7/14 \$386,000 True Homes to Dayna & Colin McGee, 124 Riverwood Rd. 28117

3/7/14 \$300,000 The Dowd Company to Ernest & Betsy Pruitt, 124 Kirkwall Pl. 28117

3/12/14 \$655,000 U.S. Bank National Association to Thomas & Lori Galbo, 108 Tweed Pl. 28117

3/12/14 \$205,000 Steven & Elizabeth Shoro to Kendra & Eric Intihar, 821 Pine St. 28115

3/12/14 \$485,000 Jerry & Karen Spruell to Steven & Marietta Torrico, 394 Catalina Dr. 28117

3/13/14 \$256,000 Andrew & Lauren Carter to Jon S. Myers, 261 Bridges Farm Rd. 28115

3/13/14 \$288,500 John & Mary Perrien to Southern Clover Properties, 276 South Main St. 28115

3/14/14 \$230,000 Lake Lifestyles to Branch Banking and Trust, 264 Langtree Rd. 28115

3/14/14 \$320,000 Belk Construction to Williams & Joyce Poole, 380 Monticello Dr. 28117

3/14/14 \$5,850,000 BHC Country Club to LHNH Country Club Apartments, 900 West Wilson Ave. 28117

3/14/14 \$397,000 Sheila & Ryan Savageau to Aronold Wehrenberg & Amber Crawford, 162 Castles Gate Dr. 28117

More Mooreville Transactions

online at www.BusinessTodayNC.com

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

ON THE RECORD

FORECLOSURES

from page 21

02/17/14 David Long Estate, Melissa Patterson, Timothy Long, Kellie Furr & Connie Honeycutt, 185 Alberta Ct., Concord, Federal National Mortgage Assoc., \$64,750

02/18/14 Daniel & Jaimee Veltri, 5505 Hamermill Dr., Harrisburg, Wells Fargo Bank, \$142,888

02/18/14 Thomas Goedeke, 525 Englewood St., Concord, HSBC Mortgage Corp., \$127,602

02/18/14 Thomas & Cheryl Lawyer, 4468 Greystone Dr., Concord, Wells Fargo Bank, \$115,867

02/18/14 Piedmont Concord Lake, LLC, 1744 Concord Lake Rd., Concord, Branch Banking and Trust Co., \$2,623,200

02/18/14 Mark & Dorinda Ammons, 2055 Dairy Farm Rd., Concord, Village Capital & Investment, LLC, \$178,291

02/19/14 Michael & Erin Davis, 719 Hope St., Huntersville 28078, Bank of America, \$162,815

02/20/14 Tommy Pressley, 6621 Charlie Walker Rd., Kannapolis, Green Tree Servicing, \$70,000

02/21/14 Martin & Linde Varrallo, 8130 Altacrest Dr., Concord, Wells Fargo Bank, \$154,530

02/21/14 Justin Chapman & Erika Garmon, 5133 Hildreth Ct., Concord, JP Morgan Chase Bank, \$91,372

02/21/14 Hessie Rice, 813 Shellbark Dr., Concord, American Security Mortgage Corp., \$214,877

02/24/14 Kevin Elkins, 822 Littleton Dr., Concord, JP Morgan Chase Bank, \$96,373

02/24/14 Violeta Peterson & Gregory Parker, 10189 Falling Leaf Dr., Concord, JP Morgan Chase Bank, \$306,521

02/25/14 Wendell McInnis, 933 Oxford Ct., Concord, US Bank National Assn., \$113,600

02/25/14 David & Brooke Cheek, 3878 Elkwood Ct., Concord, Wells Fargo Bank, \$178,386

02/25/14 George & Betty Caudill, 5930 Hardwood Ln., Concord, JP Morgan Chase Bank, \$38,943

02/26/14 Roger & Jennifer White, 964 Olde Creek Tr., Concord, Wells Fargo Bank, \$118,066

02/27/14 Brian & Penny Dunlap, 1343 Cline School Rd., Concord, Wells Fargo Bank, \$123,906

02/27/14 Kimley, Jerry & Shereen Hamilton, 2312 Coach House Ln., Kannapolis, Federal National Mortgage Assn., \$170,469

02/28/14 Deanna Cox & Michael Popinchalk, 5743 Heron Point Pl., Concord, Sun Trust Bank, \$131,920

02/28/14 Eric & Crissy Bilsky, 11172 Silvertown Dr., Charlotte 28215, Bayview Loan Servicing, \$195,455

03/03/14 Regis & Joann Lutz, 1426 Napa St., Concord, Gateway Funding Diversified Mortgage Services, \$215,530

03/03/14 Lorenzo & Julissa Herrera, 1422 Rheo Ct., Concord, Bank of New York, \$138,600

03/03/14 Mike & Cynthia Hinson, 1151 Randal Ct., Concord, Centex Home Equity Co., \$64,600

03/03/14 David Hill & Erika Bogan, 11055 Thousand Oaks Dr., Huntersville 28078, Home Star Mortgage Services, \$85,260

03/04/14 Bob & Linda Garmon, 201 Rankin St., Kannapolis, Green Tree Servicing LLC, \$124,000

03/05/14 Jenny Loflin, 1011 S. Ridge Ave., Kannapolis, Branch Banking and Trust Co., \$78,375

03/05/14 Bruce & Stephanie Dixon, 781 Sedgewick St., Concord, Caliber Home Loans, Inc., \$155,800

03/05/14 Jason & Barbara Adams, 4145 Medford Dr., Concord, JP Morgan Chase Bank, \$104,000

03/06/14 Eric & Stacey Siegel, 7217 Wind-ing Cedar Tr., Harrisburg, U.S. Bank Natitonal Assn., \$134,800

03/06/14 Carl & Frances Severin, 817 Shellbark Dr., Concord, Bank of America, \$214,000

03/06/14 James & Jeanine Saffery, 1466 Prestbury Rd., Concord, Wells Fargo Bank, \$192,908

03/07/14 Douglas, Jessica and Michelle Cordes, 3039 Jim Johnson Rd., Concord, Wells Fargo Bank, \$314,000

03/07/14 James & Peggy Tadlock, 901 Central Dr., Kannapolis, Farmers & Merchants Bank, \$86,000

03/10/14 Wanda Crump, 308 Fisher St., Concord, Wells Fargo Bank, \$105,500

03/10/14 James & Heather Grinnell, 450 Riverglen Dr., Concord, Ocwen Loan Servicing, LLC, \$136,800

03/10/14 Josiah Rhodes & Ivori Williams, 3771 Quiet Stream Dr., Concord, CitiMortgage, Inc., \$188,282

03/11/14 Terry Upright, 2945 Copeland Rd., Concord, SunTrust Mortgage, Inc., \$68,850

03/11/14 Zachary & Tammy Boan, 1612 Fredrick Ave., Kannapolis, Bank of America, \$119,350

03/17/14 Todd Childers & Tina Hanson, 1112 Rosewood Ave., Kannapolis, Dover Mortgage Co., \$124,200

03/17/14 Dayna Short-Graybill, 648 Lorain Ave., Concord, Green Tree Servicing LLC, \$296,294

03/18/14 Ronald Johnston & Joann Scheuerer, 3032 Parade Ln., Concord, Wells Fargo Bank, \$115,147

03/18/14 Debra Crenshaw, 3328 Streamside Dr., Davidson 28036, Wells Fargo Bank, \$181,555

03/18/14 Elizabeth Covington, 2668 Plantation Rd., Concord, Nationstar Mortgage LLC, \$113,490

More Cabarrus Foreclosures
online at www.BusinessTodayNC.com

Mecklenburg County

3/3/14 Cassandra & Mark Hunsucker, 11607 Black Maple Ave., Charlotte 28269, Flagship

See FORECLOSURES, Page 23

FORECLOSURES

from page 22

Mortgage \$182,596

3/3/14 Maxine Patterson, 7013 Fox Point Dr., Charlotte 28269, Countrywide Home Loans \$125,600

3/4/14 Alice & Mamie Lenord, 225 Sandy Ave., Charlotte 28213, First Horizon Home Loans \$124,616

3/4/14 Herbert & Maggie Rayburn, 3108 Patton Ridge Ct., Charlotte 28269, Southtrust Bank \$111,500

3/5/14 John Earls, 1818 Oneida St., Charlotte 28269, Nationsbanc Mortgage \$79,900

3/5/14 Andriy Kryvyv & Elina Mushkina, 7523 Prairie Rose Ln., Huntersville, Prospect Mortgage \$121,831

3/5/14 Idhira Fernandez, 9718 Perneln Ln., Charlotte 28213, Fremont Investment & Loan \$90,000

3/5/14 Harold & Kelly Luquer, 9422 Dalphon Jones Dr., Charlotte 28213, American Equity Mortgage \$144,500

3/6/14 Girolama & Celso Figueredo, 12335 Panteersville Dr., Charlotte 28269, Senderra Funding \$172,800

3/6/14 Franklin & Katherine Bronander, 9933 Avon Farm Ln., Charlotte 28269, Wells Fargo Home Mortgage \$140,672

3/6/14 Everlina Lewis & Marcia Britton, 9125 Viscount Ln., Charlotte 28269, First American Title Mortgage \$237,405

3/7/14 Mara Pearson, 6038 Shining Oak Ln., Charlotte 28269, Countrywide Home Loans \$134,000

3/3/14 Cassandra & Mark Hunsucker, 11607 Black Maple Ave., Charlotte 28269, Flagship Mortgage \$182,596

3/3/14 Maxine Patterson, 7013 Fox Point Dr., Charlotte 28269, Countrywide Home Loans \$125,600

3/4/14 Alice & Mamie Lenord, 225 Sandy Ave., Charlotte 28213, First Horizon Home Loans \$124,616

3/4/14 Herbert & Maggie Rayburn, 3108 Patton Ridge Ct., Charlotte 28269, Southtrust Bank \$111,500

3/5/14 John Earls, 1818 Oneida St., Charlotte 28269, Nationsbanc Mortgage \$79,900

3/5/14 Andriy Kryvyv & Elina Mushkina, 7523 Prairie Rose Ln., Huntersville, Prospect Mortgage \$121,831

3/5/14 Idhira Fernandez, 9718 Perneln Ln., Charlotte 28213, Fremont Investment & Loan \$90,000

3/5/14 Harold & Kelly Luquer, 9422 Dalphon Jones Dr., Charlotte 28213, American Equity Mortgage \$144,500

3/6/14 Girolama & Celso Figueredo, 12335 Panteersville Dr., Charlotte 28269, Senderra Funding \$172,800

3/6/14 Franklin & Katherine Bronander, 9933 Avon Farm Ln., Charlotte 28269, Wells Fargo Home Mortgage \$140,672

3/6/14 Everlina Lewis & Marcia Britton, 9125 Viscount Ln., Charlotte 28269, First American Title Mortgage \$237,405

3/7/14 Mara Pearson, 6038 Shining Oak Ln.,

Charlotte 28269, Countrywide Home Loans \$134,000

3/10/14 Theresa Craighead, 1645 Arlyn Cir., Charlotte 28213, Bank of America \$42,944

3/10/14 Jamie Lee Witner, 5986 Cougar Ln., Charlotte 28269, Primary Capital Advisors \$113,106

3/10/14 Luis & Ruth Vasquez, 10128 Spring Park Dr., Charlotte 28269, NVR Mortgage Financial \$164,167

3/10/14 Marcus & Yocasta White, 12920 Cleopatra Dr., Charlotte 28213, K. Hovnanian American Mortgage \$354,300

3/11/14 Jeffrey & Elizabeth Demofonte, 1619 Oak St., Charlotte 28269, Acopia \$109,437

3/11/14 Sheila Smith, 3550 Durham Ln., Charlotte 28269, Charlotte Home Equity \$60,000

3/11/14 Frank Didonato, 8321 Strandhill Rd., Huntersville, Wilmington Finance \$204,000

3/11/14 Katrina Mack, 3636 Ernie Dr., Charlotte 28269, Americanhomekey \$143,423

3/12/14 Sara Stebbins, 11281 Hyde Pointe Ct., Charlotte 28262, Countrywide Home Loans \$140,963

3/13/14 Ritalynn & Dale Bonk, 2628 Stream Bank Dr., Charlotte 28269, American Security Mortgage \$147,602

3/13/14 William Wilkinson, 12330 Jessica Pl., Charlotte 28269, NVR Mortgage \$103,810

3/13/14 Joyce Doye, 11932 Mallard Creed Rd., Charlotte 28262, Fremont Investment & Loan \$92,000

More Mecklenburg Foreclosures
online at www.BusinessTodayNC.com

Mooresville

3/4/14 John & Lauren Costello, 316 Reed Creek Rd. 28117, Citicorp Trust \$159,402

3/6/14 Luciana Parker, 522 East Iredell Ave 28115, Bank of America \$99,120

3/6/14 Jeremy & Adriana Fitzgerald, 112 D Walnut Cove Dr. 28117, Countrywide Mortgage \$154,269

3/6/14 Roberto Serno, 142 Oasis Ln. 28117, Washington Mutual Bank \$2,400,000

3/6/14 Thomas & Ann Bless, 121 Harrison Point Ct. 28117, Countrywide Bank \$402,000

3/11/14 Cindy Whitmire, 152 Autry Ave. 28117, Fidelity National Title Insurance \$192,000

3/14/14 Anna & Michael Willis, 406 Sundown Rd. 28117, Guaranteed Rate \$224,400

3/14/14 Wayne Bowen, 716 Shearers Rd. 28115, Wells Fargo Bank \$134,100

More Mooresville Foreclosures
online at www.BusinessTodayNC.com

NEW CORPORATIONS

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

Cabarrus County

2/26/14 AC&G Holdings LLC, Jeffrey Chad

ON THE RECORD

Efird Jr., 36 Oak Dr., Concord

2/26/14 C And T Buck LLC, Clifford James Buck Sr., 907 Cresthaven Ct., Concord

2/26/14 JT Chase Properties LLC, Justin Sciranko, 1596 Dartmoor Ave., Concord

2/26/14 Mobile Cuisine LLC, Gregory Helmandollar, 6107 Maple Leaf Ave., Harrisburg

2/26/14 Peak Construction Services LLC, Trent Woodcock, 11504 Baystone Pl., Concord

2/27/14 The Belsito Group LLC., David P. Belsito Jr., 2914 Watercrest Dr. NW, Concord

2/27/14 Forge 106 Custom Metalwork LLC, Steven F. Guilmette, 6837 Babbling Brook Ln., Concord

2/27/14 Isabel's Corner Videography Inc., Amanda Pagano, 122 Lily Green Ct. NW, Concord

2/28/14 Battaglia & Battaglia LLC, Rick Battaglia, 1206 Bennington Dr. NW, Concord

2/28/14 Touch of Grace Lawncare LLC, Seth Frye, 1430 Trotters Ridge, Kannapolis

2/28/14 The United States Of Americas' Logistics LLC, Steven D. Harris, 144 Rutledge Ave. SW, Concord

3/3/14 Sparkle Fashionista Inc., Fatima Maxton Gaddy, 5940 Hickory Hollow Ct., Harrisburg

3/4/14 Apocalypse Ink LLC, Yianni Achilles Drakakidis, 664 N. Cannon Blvd., Kannapolis

3/4/14 Morse Tolerancing And Metrology Consulting LLC, Edward P. Morse, 3030 Dewitt Ct. NW, Concord

3/5/14 Atlas Kabab House Inc, Fatima Bounouna, 11 Union St. Ste 100, Concord

3/5/14 The Breckner Group Corp., Dennis J. Breckner, 3400 Biggers Rd., Concord

3/5/14 Pink Pearls Consultants LLC, Rhotarus R. Franklin, 752 Bartram Ave., Concord

3/6/14 Apex Worldwide Inc., Austin Williams, 8392 Rocky River Rd., Harrisburg

3/6/14 Metanoeo Foundation Inc., Gregory Lee, 8410 Pit Stop Ct., Concord

3/6/14 RTaylor Mgmt LLC, Rebekah Taylor, 1083 Cambrook Ct., Concord

3/7/14 Metrolina Field Services, LLC, Candice Miller, 604 Pearl Ave., Kannapolis

3/7/14 Rever De Noel LLC, Donald Noel III, 210 Newport Dr., Kannapolis

3/10/14 3B Group LLC, David A. Butler, 8344 Flowes Store Rd., Concord

3/10/14 Carolina Forensic Accounting And Litigation Support LLC, Bradley M. Smith, 3265 Westridge Ln. SW, Concord

3/10/14 G. Family LLC, Bennie Russell Sr., 5100 Bahama Dr., Kannapolis

3/10/14 KCG Solutions Inc., Carolyn Gill, 511 Bent Oak Trl., Concord

3/10/14 Ramirez Remodeling Inc., Sergio Alvarez Ramirez, 203 E. 21st St., Kannapolis

3/11/14 D&D Cable Inc., Daniele Santoro, 1187 Thanet St. SW, Concord

3/11/14 HARMMEG LLC, Kay Smith Power, 167 Church St. NE, Concord

3/11/14 KKS Audit Inc., Lekisha Smith, 122 Austin Run Ct., Kannapolis

See NEW CORPORATIONS, Page 24



Power Luncheon April 25th
11:45am - 1:30pm
at
River Run Country Club

Guest Speaker:
Carol Quillen
President, Davidson
College

Topic:
Entrepreneurial Spirit
of Liberal Arts



Cost:
\$17 Members
\$20 Non-Members

RSVP Required

To Register Call
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NEW LISTINGS

805 Trade St., Concord For Lease - 2,000 - 3,300 s.f. Class "A" professional office space that is furnished and ready to move in. Ample parking and separate entrance for the suite. Outstanding location in International Business Park. 2 minutes from I-85. Easy travel to Charlotte, Salisbury or Greensboro.

33 Lake Concord Rd., Concord For Sale - 5,003 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.

9540 Mission Church Rd., Locust For Lease - 12,000 s.f. Industrial building on .5 acre lot. Building would work well for warehousing, distribution, manufacturing, and A/C. The building is insulated and has restrooms. 2 dock high doors and a large drive through door. Please call for more details.

FEATURED LISTINGS

988 Lee Ann Dr., Concord For Lease - 1,000 s.f. Office space. Class "A" office space in a great location with high visibility. Parking lot with ample parking spaces. Near CMC-NE 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 NCRC. 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 - 29,280 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. 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 on Union St. Minutes from I-85, US-29, and US-601 Business.

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

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

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



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

NEW CORPORATIONS

from page 23

3/11/14 Loan Hawk Inc., Leif Erik Rauer, 3925 Balmoral Ave., Harrisburg

3/13/14 Brad Group Inc., J. Bradshaw, 141 Wilson St. NE, Concord

3/13/14 East Coast Import & Export LLC, Walter Daryl Everall, 195 Cimmaron Cir., Kannapolis

3/13/14 Wendy Nance Interiors LLC, Wendy Nance, 8065 Heatherstone Dr., Harrisburg

3/14/14 Cali Auto Of Carolina Inc., Anthony Joseph Rea, 9280 Davidson Hwy., Concord

3/14/14 Emby Taylor Photography LLC, Mary Elizabeth Westgarth Taylor, 1647 Heather Glen Rd., Kannapolis

3/14/14 Hole In One Holdings LLC, R. Wayne Troutman, 3605 Greenside Dr. NW, Concord

3/17/14 A Step Ahead Academic Center Inc., Thomas V. Haas, 1140 Lolabridge St. NW, Concord

3/17/14 The Kilted Buffalo Langtree LLC, Jennifer Dipple, 4193 Medford Dr. NW, Concord

3/17/14 Odell Global Resources LLC, Lgp Compliance LLC, 3296 Hawick Commons Dr., Concord

3/18/14 Belk Builders Siding, Windows & Roofing LLC, Kent B. Frerichs, 5570 Nc Hwy. 73 E, Concord

3/18/14 Change The Game Enterprises LLC, Evelyn B. Peters, 71 Valley St. NW, Concord

3/18/14 Elite Irrigation LLC, James Flerx, 322 Patricia Ave., Harrisburg

3/18/14 Meredith Beregovski Enterprises Inc., Meredith Beregovski, 25 Georgia St. NW, Concord

3/19/14 Allure Cleaning LLC, Jasmine Kelly, 1012 Desoto Ave., Kannapolis

3/19/14 Bowman Real Estate LLC, Michael Bowman, 3185 Partick Henry Dr. NW, Concord

3/19/14 Carolina Solutions Ers Inc., Mark Revels, 823 W. C St., Kannapolis

3/19/14 Concord Trucking Inc., Scott Little, 2523 Lake Concord Rd., Concord

3/19/14 Green Arrow Transportation LLC, Joseph Blaine Andrews, 672 Wilshire Ave. SW, Concord

3/19/14 Hazmatt Tools Inc., Matthew Hazen, 739 Firecrest St. Se, Concord

3/19/14 Jamie Larmondra Yoga Inc., Jamie Larmondra, 649 Lorain Ave. NW, Concord

3/19/14 RIM Remodeling LLC, Raul Gomila, 276 Charter Ct., Concord

3/20/14 5Stone RE Holdings LLC, David Benham, 8410 Pit Stop Ct. Ste 140, Concord

3/20/14 Sunny Soles Inc., Taylor Laumann Conner, 964 Copperfield Blvd. NE, Concord

3/21/14 Creekside Farms Of Nc Inc., Chadwick Vonnannon, 7611 Mt Olive Rd., Concord

3/21/14 Cross Country Car Transport LLC, Michael Vonsovich, 3833 Hounslow Ln., Harrisburg

3/21/14 GlobalFashionH LLC, Dhananjay

ON THE RECORD

Prajapati, 272 Sutro Forest Dr., Concord

3/22/14 Dover Power LLC, Jerry Scott Dover, 920 Old Charlotte Rd., Concord

3/24/14 Cabco Media Project LLC, Christy E. Wilhelm, 71 Mccachern Blvd., Concord

3/24/14 Chimney Pro LLC, James Kenneth Black, 506 Martin Cir., Kannapolis

3/24/14 True Speed Communications LLC, Jared Frood, 6001 Haas Way, Kannapolis

3/25/14 A & B Home Improvements Nc LLC, Brian K. Adams, 907 S. Juniper St., Kannapolis

3/25/14 Cline Dirt LLC, Zachary M. Moretz, 37 Union St. S Ste B, Concord

3/25/14 Morris Tract LLC, William Thomas Mitchell, 5979 Brookcliff Pl., Concord

3/25/14 The OCD Crew LLC, Chelsey Brooke Butler, 5911 Hickory Hollow Ct., Harrisburg

3/25/14 Rocky River Crossfit LLC, Jon-Michael Devine, 8410 Pit Stop Ct. NW Ste 126, Concord

3/25/14 Vanish Ink Medical Associates PLLC, Jon L. Hobbs, 197 Union St. S, Concord

**More Cabarrus New Corporations
online at www.BusinessTodayNC.com**

Mecklenburg County

2/27/14 United Marble & Granite LLC, Jonathan Meek, 10130 Mallard Creek Rd. Ste 300, Charlotte 28262

2/28/14 Jasti Technologies Inc., Haritha Bhavani Yalavarthi, 3228 Whitcomb St., Charlotte 28269

2/28/14 Pigatt Taxes Quick Inc., Elizabeth Pigatt, 301 Mccullough Dr. Ste 412, Charlotte 28262

2/28/14 Primal Provender LLC, Autumn D. Grimaldo, 2109 Canterwood Dr. Unit 5, Charlotte 28213

2/28/14 Shamrock Imports LLC, Victory Management Group LLC, 8223 Village Harbor Dr., Cornelius

2/28/14 Sherrill's Auto Body Inc., Anthony Sherrill, 10532 Samuel Way Dr., Huntersville

2/28/14 Woodland Creek Holdings LLC, Jennifer L. Morgan, 18519 Carnegie Overlook Blvd., Davidson

3/1/14 Sky Nails & Spa Inc., Chat Le, 8344 Getalong Rd., Charlotte 28213

3/3/14 Bordash And Richard Properties LLC, Bradley Richard, 9126 Pine Springs Ct., Huntersville

3/3/14 Morales Inc., Christian E. Jurado, 3503 David Cox Rd. Ste B, Charlotte 28269

3/4/14 Midwest Moon LLC, Sarah Geis Williams, 8001 Old Concord Rd., Charlotte 28213

3/4/14 Promed Primary And Express Care PLLC, Daniel P. Seaward M.D., 18504 Hammock Ln., Davidson

3/5/14 B15 LLC, Berton W. Tenborg, 19300 Kanawha Dr., Cornelius

3/5/14 Caddyspeak LLC, John Elwood Russ, 19629 Schooner Dr., Cornelius

3/5/14 Goody's Pizzeria Inc., Todd Goodheart, 5924 Colonial Garden Dr., Huntersville

3/5/14 GR Framing Inc., Gerardo Rosales-Delpilar, 4600-A Perkins Rd., Charlotte 28269

3/5/14 Maylo Tile LLC, Ismael G. Montoya,

6101 Dove Tree Ln. Apt A, Charlotte 28213

3/5/14 Radio Drinking Game Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

3/5/14 Vaporstyle LLC, Lance Safford, 8819 Hollow Creek Cir. Apt 201, Charlotte 28262

3/6/14 Eric Mccorkle Concrete Inc., Eric Mccorkle, 11301 Reames Rd., Charlotte 28269

3/6/14 The Fancy Trunk LLC, Shana Prevette, 9730 Bailey Rd., Cornelius

3/6/14 Julian's Contractors Inc., Luis Alberto Julian Cruz, 8732 Hazelcroft Ln., Charlotte 28269

3/6/14 Kingdom Order Consulting LLC, Jonathan R. Strickland, 8423 Rolling Meadows Ln., Huntersville

3/6/14 Leading Transportation LLC, Cem Akpinar, 10620 Conistan Pl., Cornelius

3/6/14 Long Run Farm LLC, Martin M. Brennan Jr., 13801 Reese Blvd. W. Ste 110, Huntersville

3/6/14 MTB Ventures LLC, Marisa M. Brooks, 15321 Abbey House Ln., Huntersville

3/6/14 River Ridge Properties LLC, Peter Springer, 200 N. Harbor Place Dr. Ste C, Davidson

3/6/14 ROLOGFOS LLC, Virgil John Foster, 300 Hobbs St., Davidson

3/6/14 Trendsetters By Charvonne II LLC, Yvonne Michael, 9606 Sherrill Estates Rd. Ste D, Huntersville

3/6/14 Turned Inc., Joshua Evilsizer, 10941 White Stag Dr., Charlotte 28269

3/7/14 Bobby Orr Enterprises LLC, Robert R. Orr, 8225 Camberly Dr., Huntersville

3/7/14 Eagles Nest Parkway LLC, R. Todd Hirschfeld, 17210 Jetton Rd., Cornelius

3/7/14 Freight Logix LLC, Lanika E. Smith, 13809 Riding Hill Ave., Charlotte

3/7/14 GDL Holdings LLC, Rene Dergel, 13205 Arbor Day Ct., Charlotte

3/7/14 KB Holdings LLC, Bryan Rose, 21215 Senlac Ln., Cornelius

3/7/14 Peake Investments LLC, Mark Peake, 2207 Prestigious Ln. Apt. K, Charlotte 28269

3/7/14 Pressure Washer Pro Inc., James Rider, 1001 E. W. T. Harris Blvd. P132, Charlotte 28213

3/7/14 TRCC Land LLC, Landsource LLC, 16325 Northcross Dr. Ste F, Huntersville

3/7/14 Wellspring Equine LLC, Kris Batchelor, 19516 Kistler Farm Rd., Davidson

3/10/14 Carolina Browns Backers LLP, Ryan Solar, 5747 Cambridge Bay Dr., Charlotte 28269

3/10/14 FMS Machine Tools LLC, Martin M. Brennan Jr., 13801 Reese Blvd. W Ste 110, Huntersville

3/10/14 Marshall Team LLC, Aaron Marshall, 14608 Harvington Dr., Huntersville

3/10/14 Middlemen Multimedia, Erick Conyers, 6532 Rockwell Blvd. W., Charlotte 28269

3/10/14 Mountain Bike Ministry LLC, Patrick Golden, 13344 Fremington Rd., Huntersville

3/10/14 Opal Hotels Group LLC, Rajnikant R. Desai, 19004 Mountainview Dr., Cornelius

3/10/14 Outpost Art LLC, Donald Elborn Owens III, 7408 Lynx Den Ct., Davidson 28036

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NEW CORPORATIONS

from page 24

3/10/14 Patent Illustration Studios LLC, Phillip Johnson, 19620 Heartland St., Cornelius

3/10/14 Shoreline Trucking LLC, Sakinah Shaw, 1914 J.N. Pease Pl. #5, Charlotte 28262

3/10/14 Southern Marketing Group Inc., Ronald Creigh Hill, 19901 W. Catawba Ave. Ate 104, Cornelius

3/10/14 Tailwind Medical Solutions LLC, Regina M. Le Fauve, 20126 Tailwind Ln., Cornelius

3/11/14 5 Star Building Solutions LLC, Michael J. Colcombe, 1315 E. W. T. Harris Blvd., Charlotte 28213

3/11/14 Caldwell Empire LLC, Carolyn Caldwell, 9601 Nancy Marie Ct., Charlotte 28213

3/11/14 Chattel Global Investments LLC, Bertel Rodger, 13337 Meadowmere Rd., Huntersville

3/11/14 Community Action Planning Partners Inc., Elena C. Morris, 3209 Periwinkle Ct., Charlotte 28269

3/11/14 George R. Eidam Associates LLC, George R. Eidam, 18601 Victoria Bay Dr., Cornelius

3/11/14 HumbleCreations Inc., Khayree Rice, 9222 Agnes Park Ln., Huntersville

3/11/14 lame USA East LLC, William D. Anthony, 19510 Jetton Rd. Ste 300, Cornelius

3/11/14 Radiant King LLC, Robert Purchia, 8734 Brentfield Rd., Huntersville

3/11/14 Raul's Distribution LLC, Raul Castejar, 2703 Yarrow Rd., Charlotte 28213

3/12/14 Alta Engineering SE PLLC, John Cock, 108 S. Main St. Ste B, Davidson

3/12/14 Alta Planning + Design Inc., John Cock, 108 S. Main St. Ste B, Davidson

3/12/14 Backwards Medical Solutions LLC, Jesse C. Jones, 11330 Vanstory Dr. Ste 115, Huntersville

3/12/14 Chad Macy Photography LLC, Chad C. Macy, 13339 Pierre Reverdy Dr., Davidson

3/12/14 Happy Tails Pet Care LLC, Christine Skelton, 14241 Tribute Place Dr. #306, Huntersville

3/12/14 Lyn Strategies LLC, Elizabeth Nino-Lopez, 8920 Cliff Cameron Dr. Apt. 306, Charlotte 28269

3/12/14 NMAH Partners LLC, John Schaaf, 19126 Statesville Hwy., Cornelius

3/13/14 Bad Dog Restaurant Group LLC, Darin Barnas, 8933-2 Jm Reynes Dr. G, Charlotte 28262

3/13/14 Big Time Towing & Transport LLC, Jack Parzygnot, 12301 Bailey Rd., Cornelius

3/13/14 Demaris Natural Hair Academy LLC, Kiosha Hodge, 8627 Old Potters Rd., Charlotte 28269

3/13/14 Island Forest Properties LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

Jesse C. Jones, 11330 Vanstory Dr. Ste 115, Huntersville

3/13/14 Komology LLC, Jesse C. Jones, 11330 Vanstory Dr. Ste 115, Huntersville

3/13/14 Live Pretty Jewelry Inc., Julie A. Burke, 13023 Meadowmere Rd., Huntersville

3/13/14 Rapid Info Tech Solution Inc., Srinivas Anumala, 2212 Prestigious Ln. #4, Charlotte 28269

3/13/14 Shiu Cheong LLC, Gordon Lam, 18418 Turnberry Ct., Davidson

3/13/14 Tom And Dick LLC, Shubin Jacobs, 6031 Tom Query Rd., Charlotte 2821

3/14/14 Avalane Inc., Jian Chen, 14123 Shaw Dr., Huntersville

3/14/14 Jai Shree Giriraj LLC, Manoj Madhivala, 2309 Chicory Dr., Charlotte 28213

3/17/14 All Day Trucking LLC, Betsy Mizelle, 201 Huntersville Concord Rd., Huntersville

3/17/14 Alpha-Status Group LLC, Geano Thompson, 628 Graham Meadow Dr., Charlotte 28213

3/17/14 The Brownstone Group LLC, Nettie Lark, 5828 Swanston Dr., Charlotte 28269

3/17/14 Crisco Enterprises LLC, Israel Mondragon Casas, 5735 Laborde Ave., Charlotte 28269

3/17/14 M & O Enterprises LLC, Orien Epps, 2026 University Heights Ln., Charlotte 28213

3/17/14 New Hope 5400 Inc., Joo H. Lee, 5400 N Tryon St., Charlotte 28213

3/17/14 The Polestar Group LLC, Cynthia L. Hopson-Nelson, 1001 E. W. T. Harris Blvd. Ste P-245, Charlotte 28213

3/17/14 Save A Life Group, Gary Simmons, 134 Harper Lee St., Davidson

3/17/14 Setis Southeast Translation & Interpretation Services LLC, Lucinda Yang Lo, 2700 Black Cherry Dr., Charlotte 28262

3/17/14 Technicon LLC, Ralph Whitley, 15620 Knox Hill Rd., Huntersville

3/18/14 Altamura Law Firm PLLC, Lin S. Altamura, 17909 Peninsula Club Dr. N, Cornelius

3/18/14 Brooks Industries LLC, Brittany A. Brooks, 9710 Stoney Run Ct., Charlotte 28269

3/18/14 Experience Excellence LLC, Jabari L. Thompson, 6624 Montieth Dr., Charlotte 28213

3/18/14 Millenium Computer Services LLC, Tyrone Chandler, 3059 Bevin Place Dr., Charlotte 28269

3/18/14 Project Noir LLC, Alvin Jacobs, 1315 Brandon Trl., Charlotte 28213

3/19/14 Apex Wellness Systems LLC, Malcolm Moses-Hampton, 20340 Cathedral Oaks Dr., Cornelius

3/19/14 Hemon Bim LLC, Edward Daryn Paschall, 4301 Hazlitt Ct., Charlotte 28269

3/19/14 Integrated Primary Care And Behavioral Health Services PLLC, Tawanda Bostic, 4929 Jean Grimes Dr. Apt. 304, Charlotte 28269

Robert S. Bone, 8671 Brook Glen Ln., Huntersville

3/20/14 144 Capital LLC, Christopher Beaver, 20325 Sterling Bay Ln. W Apt A, Cornelius

3/20/14 Dowel Pro LLC, Richard Lazes, 19401 Old Jetton Rd. Ste. 101, Cornelius

3/20/14 EPK Pros LLC, Dazzell L. Matthews, 8701 Mallard Creek Rd Suite 110 C, Charlotte 28262

3/20/14 Nickson Enterprises LLC, Richard Nickson, 8527 Oak Dr., Charlotte 28269

3/20/14 Opensea4evr LLC, April Stanley, 2415 Rosy Billed Dr. Apt. 101, Charlotte 28262

3/21/14 Breakthrough To Extraordinary Inc., Melissa Traupmann, 2541 Adonis Ct., Charlotte 28213

3/21/14 Gundry Hoertt Inc., Donald Gundry, 12616 Farmfield Ct., Huntersville

3/21/14 Liquid Lounge Inc., Adrienne Rae, 8012 Woods Run Ln., Huntersville

3/21/14 Message In A Mailbox Of The Carolinas Inc., Kary Rafizadeh Gregor, 15722 Northstone Dr., Huntersville

3/21/14 PAC Investments of LLC, Pamela Norris Best, 14950 Long Bow Ln., Huntersville

3/22/14 Auto House of Mooresville Inc., Nathaniel Thomas Brown, 9049 McDowell Creek Ct., Cornelius

3/22/14 J. Cooper Meek Inc., Jonathan Meek, 10130 Mallard Creek Rd. Ste 300, Charlotte 28262

3/24/14 Just Media LLC, Hondo Tongogara, 1001 E. W. T. Harris Blvd. Ste P-178, Charlotte 28213

3/24/14 Las Tequileras Night Club Bar Inc., Juana Sagastume, 9026 Arbor Creek Dr., Charlotte 28269

3/24/14 Miller-Smith Real Estate Holdings LLC, Dempsey Miller, 12206 Wickson Ct., Huntersville

3/24/14 Seven O Four Smokehouse Saloon LLC, John Anthony Laub, 8205 Dunmore Dr. Apt C, Huntersville

3/24/14 United Auto Services Inc., Alain Bukasa, 8307 University Exec Park Dr. Ste 244, Charlotte 28262

3/24/14 United Auto Services Inc., Alain Bukasa, 8307 University Exec Park Dr. Ste 244, Charlotte 28262

3/24/14 United Auto Services Inc., Alain Bukasa, 8307 University Exec Park Dr. Ste 244, Charlotte 28262

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Mooresville

3/6/14 RHG Indoor Vehicle Storage LLC, Richard Gwilt, 800 McKendree Rd.

3/7/14 Afore Services Inc., Harold A. Priestley, 131 Huntington Ridge Pl.

3/7/14 Get Out LLC, Timothy Fry, 215 Broadbill Dr.

3/7/14 Jim's Residential Services LLC, James M. Kumle, 319 Patternote Rd.

3/7/14 Shankaranand LLC, Jagruti Thakkar, 114 Nautical Point Ct.

3/10/14 Marco Custom Developers LLC, Joseph Szostak, 114 Breton Ct.

3/10/14 Plushadzlist.Com LLC, Ashley P. Williams, 328h W. Mcneely Ave.

Zawacki, 140 Town Square Cir. Unit 307

3/11/14 Agromatters LLC, Richard J. Lutzel, 542 Williamson Rd.

3/11/14 Under The Willow Tree LLC, Charlotte A. Jensen, 225 Shepherds Bluff Dr.

3/12/14 Drapier & Gizzi LLC, Kevin Donald, 149 Welton Way

3/12/14 GF Construction Group LLC, Jeffrey Richard Falandysz, 121 Sycamore Slope Ln.

3/12/14 Joseph Grogan Md Inc., Laura Weber, 168-F Norman Station Blvd.

3/13/14 Vanilla Brazil Inc., Patricia De Souza, 154 Hopkinton Dr.

3/13/14 Virtue Capital Properties LLC, Michael Ishee, 104 Kensington St.

3/14/14 5915 Ingleside LLC, Stephen Luliano, 196 Yeoman Rd.

3/14/14 The Basin LLC, Edgar Allen Womble Jr., 179 Huntington Ln.

3/14/14 Champions Corner Performance Horses Inc., Brian R. Harwell, 283 N. Main St.

3/14/14 Lakepoint Auto Sales of NC LLC, Michael Allan Scoles, 130 Lugnut Ln.

3/14/14 Move In Properties LLC, Jodi Wynblatt, 201 Fernbrook Dr.

3/14/14 Wallace Hill Industries Inc., Brian R. Harwell, 283 N. Main St.

3/18/14 Lake Norman Construction LLC, Peter Denicola, 939 Brawley School Rd.

3/19/14 Creswell Solar Lessee LLC, Kenny Habul, 192 Raceway Dr.

3/19/14 Driven Race Group LLC, Zack Skolnick, 114 Joann Ln. #6009

3/19/14 Everetts Solar Lessee LLC, Kenny Habul, 192 Raceway Dr.

3/19/14 Se1 Solar Developers LLC, Kenny Habul, 192 Raceway Dr.

3/19/14 Se1 Solar Investments LLC, Kenny Habul, 192 Raceway Dr.

3/21/14 CWA Carolinas LLC, D. Kyle Cermi-nara, 223 Williamson Rd. Ste 201

3/21/14 Martin Technologies Inc., William Lee Martin, 1125 Grace Meadow Dr.

3/21/14 RPM Family Holdings LLC, Scott Murphy, 106 Sea Hide Ct.

3/24/14 KOCC LLC, Damien Jemel Harris, 410 Bell St.

3/25/14 GG North Charlotte LLC, Kevin B. Craft, 191 B West Plaza Dr.

3/25/14 Global Growth Consultants LLC, Jeffrey K. Mack, 124 Sumter Ln.

3/25/14 Happy Birthday LLC, Kelly J. Gallo, 107 Golden Valley Dr.

3/25/14 The Planting Tree LLC, Anthony D' Alessandro, 628 Oak Ridge Farm Hwy.

3/25/14 Speed Sport Productions LLC, Curt Moon, 142-F S. Cardigan Way

3/25/14 Speed Sport Publishing LLC, Curt Moon, 142-F S. Cardigan Way

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OPINION

Turning the tables on wily marketers

I have to admit I am a sucker for marketing spiels. I try to listen politely when a telemarketer calls and asks for Mr. Yuckman or when I answer the phone myself and they ask to speak to the person who makes decisions on roofing or maybe landscaping services. I never hang up, but I do try to say thanks and get off the phone fast.

If we're not on deadline, chances are pretty good I'll alert Nelson Bynum, our long-time art director and operations man, that there's a potential victim on the phone. Nelson does a wicked Russian accent and he'll inquire politely and ineptly about any given service. "We do dis ourself at nighttime," is what he says, no matter how complex the service is.

The telemarketer usually hangs up, not the other way around.

I recently got a letter in my mailbox at home. I should have been tipped off by the lack of an envelope. It started out by telling me my neighbors are replacing their roof and they might as well replace mine while they are at it. Thing is, my neighbors

aren't replacing their roof. No one on my street is.



Editor's Notebook

DAVE YOCHUM

I also got this email that failed miserably in the personalization department: "Business, I want to add your birthday to MyCalendar." Fat chance, I thought to myself as I hit the delete key.

I also got an envelope in the mail with a window in it so I could see the words "FINAL NOTICE." My reaction

was immediately "uh-oh." Addressed to Mr. Dave Yochum, with an outline of the state of North Carolina, it sure

emails from Nigeria addressing me in the kindest of terms — \$5 million awaits me if I would just do some crazy thing.

I decided to call with my "reservation number" to see what was what.

A pleasant enough guy named Jake answered. He sounded smart enough and casual at the same time. All in all, a very likeable guy. "You're out of Cornelius, North Carolina," he said, stating the obvious.

He told me the check wasn't really real, not that I thought it was, even when I asked if I could cash it right away.

It's good for working capital, Jake explained. There wasn't really an interest rate, but there was a cost of funds, from the "mid-teens to the high 30s" for every dollar.

For a \$10,000 short-term loan, I could pay Bank of Cardiff back as much as \$13,500.

I asked Jake why the piece says "FINAL NOTICE."

"I don't know, it's probably just marketing," he said.

Don't say April Fools

If you look at the cover, this edition of Business Today is Volume 13, No. 1. It means that this is the beginning of our 13th year in business. We launched April 1, 2002. This is a good time to express our ongoing thanks for your support, both from our readers and our advertisers. Over the course of the years we have stuck to our knitting. We've enjoyed spending the past 12 years with you.

looked official. But sure enough, it was a line of credit for \$150,000. I had the same level of excitement when I get

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HOT PROPERTIES

If you're thinking of selling your posh crib, the time might be right



Davidson: This 8,440 sq. ft. home sold for 2.5 million; \$1 million under tax value

There's a real shortage of high-dollar homes, with a surfeit of buyers chasing less inventory.

"I think the next 60 days are going to be very active...the crazy weather just pushed people back both on the inbound relo side, the listing side — waiting until they could get their yards in shape — and the local buyer side dealing with lousy weather as well," said **Reed Jackson**, managing partner at Ivester Jackson/Christies International Real Estate in Cornelius.

Open houses have also been busy, according to **Lance Carlyle** at Carlyle Properties in Cornelius. "There just aren't a lot of luxury houses on the market right now. The tables are turning, particularly under \$1.5 million," Carlyle said. Showings are quickly on the rise.

Inventory is tight in the \$1 million to \$1.5 million range, particularly in Cornelius where there are only about 5-6 homes for sale, Jackson said. "But if you bump up over \$1.5 million to \$2 million, you have 17. There are also thin inventory positions in the 500-750 range, which remains a hot selling segment," Jackson said.

The extended winter pushed back a lot of listing activity, as well as contracts. "I still think we're going to have a very solid spring, it's just likely to be condensed into the period between now and late June, while last year it was spread across the entire first half.

"The million-dollar range is a little more impacted," Jackson said. "Last year at this time there were 23 under contract, as of April 1 there were 15, but showings are buzzing in that range."

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HOT PROPERTIES from page 29

space. The house was modeled after the Orton Plantation. **Julie Lopez** and **Reed Jackson** of Ivester Jackson/Christies International Real Estate had the listing. The purchaser was The Pines, the 109-acre senior community adjacent to the estate.

In Denver

A charming Charleston-style, 4,764 square foot lakefront home at 8040 West Bay Drive has sold for \$1.125 million after being listed three months before for \$1.195 million. The house, which has a three-car garage and two laundry rooms, has a tax value of \$843,420.

HOT PROPERTIES

It has heart of pine wide plan floors, tongue and groove ceilings, granite counters and a noteworthy owner's suite that includes a Whirlpool tub. The listing agents were Susan Dolan and **Jan Sipe** of Ivester Jackson/Christies International Real Estate. **Bonnie Papandrea** of Wilkinson & Associates brought the buyers to the closing table.

In Cornelius

A lakefront house at 17819 Peninsula Club Drive North in The Peninsula has sold for \$726,000 after being listed for 224 days. **Chris Helgeson** of Helgeson Luxury Properties had both sides of the deal. The stucco house was listed on and off over the past couple of years in the \$1 million range, but most recently was priced at \$775,000. The house, which has 3,868 square feet of space (according to tax records), backs up to a long boardwalk and private docks. It sold for \$650,000 in 2004, according to tax records.

...

A six-bedroom lakefront home at 18218 Harbor Light Blvd. in The Peninsula has sold for \$1.688 million after being listed by **Trish Greer** at Re/Max Executive Realty. The 6,824 square foot house has a tax value of \$1.7 million, according to Mecklenburg County records. **Mary Deininger** of LePage Johnson Realty Group at Keller Williams in Cornelius represented the buyers.

In Kannapolis

A Wightman Builders home at 5885 Rolling Ridge Drive in the gated Pine Creek subdivision has sold for \$750,000 after being listed at \$799,900 by **Heather Littrell** of Keller Williams in Concord/Kannapolis. The five-bedroom house, which has 5,683 square feet of heated living area, has a three-car garage and a 36,000-gallon swimming pool as well as an adjacent hot tub and fire pit. The tax value is \$892,620. **Littrell** also represented the buyers.

LAKE NORMAN'S MOST DISTINCTIVE PROPERTIES



Waterfront Villa

One of a kind Mediterranean style villa with spectacular view. Stucco exterior w/barrel tile roof, cast stone details. Elevator, hardwoods, Travertine tiles, Groin Vault ceilings, 7 FPS, 2 master suites. Gourmet kitchen with antiqued glazed cabinets, granite, Wolf range, subzero refrigerator & wine storage. Wine room, billiards, media. Loggia/FP, resort style pool & spa. 4 car garage. MLS# 2210106 Agent: Lori Ivester Jackson/Reed Jackson

\$ 4,950,000

Waterfront Estate

Stunning sunset/Island views from this European Country style estate on dual points in The Peninsula. Gourmet kitchen w/Viking, Subzero & Bosch appl's accesses one of a kind covered outdoor dining terrace. All BR's en suite w/granite & custom cabinetry. MBR on main w/270 degree water views and spa bath. Lake level wet bar, GR, wine cellar, media. Resort pool/spa w/2 tier patio. MLS# 2217819 Agent: Lori Ivester Jackson/Reed Jackson

\$ 3,790,000



Commercial / Investment Property



Cornelius Commercial

Office/Warehouse space currently leased at \$6000/m. Catawba Avenue frontage, large parking area. Current usage: coat repair and dealership. MLS# 2091778 Agent: Tracy Davis

\$ 1,250,000



Cornelius Office Condo

Great location in the Heart of Cornelius! 1271 sqft of office space with 4 offices, conference room & reception area. For Sale or Lease - Available Immediately. Agent: Sherry Hickman

\$ 295,000



Terrell Land

Unique opportunity to purchase 3 adjacent lots and build an estate size home. Open views with a pier, ramp & seawall. Easy access to main channel, restaurants by boat. MLS# 2158805 Agent: Tracy Davis

\$ 900,000

Waterfront Estate

Panoramic views from almost every room. 2-story great rm. Master BR w/access to lakeside terrace-library & private study. Gourmet kitchen opens to living rm & lakeside breakfast area. 2nd master BR upstairs w/private terrace. Basement level w/open media area, billiards, bar, exercise rm, steam shower, rec room, BR, & study. Lakeside pool w/entertaining area. MLS# 2199778 Agent: Tracy Davis/Reed Jackson

\$ 3,600,000



Peninsula Cul-de-sac

Elegant cedar shake home located on quiet Peninsula cul-de-sac. Formal LR, dining & master BR on main. Open plan living. HW flrs on main. Gourmet kitchen w/granite. Fenced in yard w/rear covered porch. MLS# 2195093 Agent: Jayne Coffing

\$ 649,000



Mt. Isle Harbor

Gourmet kit w/granite, SS appl's, 2 pantries. Foyer w/travertine, sweeping staircase. Lux. master suite. Office on main, bonus & loft. Huge deck. Boat/RV storage, many community amenities. EZ Charl. commute. MLS# 2215790 Agent: Suzanne Lindross

\$ 509,000



Denver Waterfront

250'± of shoreline w/lots of outdoor living. H'woods. Kitchen w/SS appl's, granite, custom cabs, wine cooler. 2 stone FPS (great rm & basement). LG master suite w/walk-ins & spa-like master bth. BSMT w/ gym/office. Floating dock. Washer, dryer, fridge convey. MLS# 2216318 Agent: Suzanne Lindross

\$ 474,900

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