

NEWS INSIDE

NEWSMAKER

Economist Michael Brown will discuss regional economy at May 29 News-makers Breakfast **Page 2**



CABARRUS

The May 6 primary pits far-right Republicans against Republicans **Page 6**



TESTING TESTING TESTING

A Huntersville start-up has a new product that monitors online students at test time **Page 10**

SMALL BUSINESS TOOLBOX

DeMao: Taking Initiative? Kane: Sales Synergy **Pages 12-13**

RECORDS

Home sales, foreclosures, new corporation filings **Page 20-27**

BT People 4
Classifieds 29
News-E 18-19
Opinion 28

Luxury builder back at it; tear-downs are looking up

BY DAVE YOCHUM

Half of Patrick Joseph & Associates is back. Mike Shalvoy, 56, has launched Mooresville-based Patrick Joseph Distinctive Homes, targeting the same super-luxury home segment that he and his brother Jim Shalvoy, the partners in Patrick Joseph & Associates, successfully mined before the real estate market crashed in 2008.

Patrick Joseph & Associates built some of the largest and most spectacular homes during the go-go years, including noteworthy showplaces on Jetton Road in Cornelius. The brothers caught the wave in 2002-03 and rode it through



Mike Shalvoy

2008 and 2009, with the last of the big, highly detailed homes completed in 2010.

"We built the brand and had a

great run," Mike Shalvoy says. The brothers Shalvoy didn't

See PATRICK JOSEPH, Page 16

Remodeling comes back with a bang of a hammer

BY SUZANNE FULTON

When the recession began, Dennis Pless of Concord, construction manager for new home-builder Niblock Homes in Cabarrus County, found himself out of work after 12 years on the job.



PLESS

Homebuyers he served in the past sought him out for repairs to their homes. Thus DP Contracting and Consulting, a remodeling company, was born.

The recession caused Nicole Goolsby's custom home-building business to flip-flop to 80 percent remodeling. The former president of the Lake Norman Homebuilders Association says she's glad, and she especially likes the creative aspects of remodeling.

For Goolsby, who owns Rion Homes in Cornelius, remodeling has been a lifesaver.

"I went from six employees to one to none," Goolsby explains, "I'm happy to report that in Feb-

See FITNESS, Page 16

See REMODELING, Page 14

Fitness boom creates a healthy industry

BY DAVE FRIEDMAN

When Casi Begley and Israel Camacho lost their jobs in the pharmaceutical industry, they took a leap of faith and opened Tatu Fitness. Steve Halloran was working an HR job after selling his business and hated his new position. The former boxer and his wife Lisa started FastFit Boxing. For Todd Bergeron and Matt Perry, their careers in athletic train-

ing were going well, but an opportunity to improve people's quality of life compelled them to establish In Motion Fitness.

While Tatu and FastFit are new, In Motion has been around for nine years. All three are competing for a piece



BERGERON

of the nearly \$22 billion fitness industry.

The International Health, Racquet and Sportsclub Association says more than 50 million Americans are members of health clubs, paying average monthly dues of \$49. While the industry has remained steady since 2009, North Carolina has seen a 16 percent decrease

See FITNESS, Page 16

HOT PROPERTIES

Pages 30-31



Peninsula Cove Ln., Cornelius

RECORDS

Transactions	Mecklenburg 23
Cabarrus 20	Mooresville 24
Mecklenburg 20	Corporations
Mooresville 21	Cabarrus 24
Foreclosures	Mecklenburg 25
Cabarrus 22	Mooresville 27

www.businesstodaync.com



WATERFRONT



THE PENINSULA

\$749,000 The Peninsula on the golf course! Over 4000 sq ft with 4 bedrooms, 3 1/2 baths and oversized 3 car garage. Master Suite on the main.



WATERFRONT LOT

\$2,570,000 Gated Waterfront Estate in Cornelius. 8000+ sq ft on 1.11 acres 200' of shoreline w/ a private pier. Huge backyard!!!



WATERFRONT

\$2,100,000 3-Story All Brick Waterfront Home in Cornelius. 7600+ sq ft with a 3 car garage on .72 acres a private pier and covered boat slip. 6 bedrooms, 6 1/2 baths, Owner Suite on Main, 2nd living quarters with full kitchen



WATERFRONT

\$4,500,000 10,000+ sq ft, 6 bed, 6/3 baths, gated lot, private dock, elevator, pool & hot tub Outdoor Kitchen, & 4 Car Garage



WATERFRONT LOT

\$650,000 Beautiful 1.15 acre treed waterfront lot near The Peninsula, You can bring your builder and build your dream home.



THE PENINSULA

\$689,000 3800+sq ft Located in The Peninsula, Updated Kitchen with granite counters, 4 bedrooms with a 5th/bonus, 3/1 baths, Master Suite on Main

New Listing \$2,950,000

Immaculate Waterfront Home on a 1.87 acre peninsula. Located on a Gated Private Island. This home is truly one of the best. Some of the finest detail went into this masterpiece. Over 6000 sq ft with true panoramic views from one of the best lots on Lake Norman.

5 bedroom suites with amazing waterviews. The perfectly manicured outdoor living would rival any resort. To find out more or for a private showing please call Lance Carlyle 704-252-0237



2.47 ACRES

\$1,399,000 2.47 acres Gated Community. Over 6,000 Sq ft with 5 bedrooms, 5 1/2 baths. Master on main, 4 car garage



WATERFRONT

\$1,599,000 Beautiful Brick Waterfront home located in The Peninsula. 5 Bed 4 1/2 Bath, Private Dock, 3 car garage, Master Suite on Main



37 ACRES

\$2,499,000 37 acre gated estate in Mooresville. 9,900 sq ft under roof with 6,000+ heated sq ft Pool and outdoor kitchen. Master on the main level. 4 car garage, generator

LANCE CARLYLE
704-252-0237
lance@carlyleproperties.com

CARLYLE
PROPERTIES

www.CarlyleProperties.com

JIM CARLYLE
704-252-3047
jim@carlyleproperties.com

Business Today
P.O. Box 2062
Cornelius, NC 28031
DATED NEWS - POSTMASTER
PLEASE DELIVER BY 5/2
BUSINESS TODAY
WINSTON-SALEM, NC
PERMIT NO. 319



Personal service you can count on



TIMEKEEPING
PAYROLL
BENEFIT ADMINISTRATION
HR SERVICES
BACKGROUND CHECKS & DRUG SCREENING

- Locally owned and operated since 1996
- A+ Better Business Bureau rating
- Committed to our communities

19300 Statesville Rd. Ste 302 • Cornelius, NC 28031

ph: 704-895-0777 • fax: 704-895-1177 www.payrollplusus.com



- Negotiation and drafting of contracts for teams, owners, drivers and sponsors
- Litigation in state and federal courts
 - Sponsorship disputes
 - Licensing agreements for copyrights and trademarks
 - Representation of service and product providers
- Member, NC Motorsports Association
- Zac Moretz is a former SCCA national division roadracing driver

- Commercial real estate purchases, sales and loan closings
- Real estate leasing and finance
 - Commercial & residential real estate development
 - Homeowners association law



ZAC MORETZ, 704.721.3500 x 102
 zmm@moretzandskufca.com

37 Union St. S.
 Suite B
 Concord, NC 28025
 704.721.3500

OFFICES IN
**CHARLOTTE
 & CONCORD**

1514 S. Church St.
 Suite 101
 Charlotte, NC 28203
 704.376.3030

www.moretzandskufca.com

Economist to discuss outlook May 29 at Newsmakers Breakfast

North Carolina's economy is on the mend, but "there is still quite a bit of evidence to suggest that there are a sizable number of individuals who are unemployed or underemployed," says Michael A. Brown, regional economist for Wells Fargo.

Brown will field questions about various segments of the economy as well as economic drivers at BusinessToday's Newsmakers Breakfast May 29 at The Peninsula Club in Cornelius.

Brown, whose commentary has been featured in Bloomberg News, Reuters and other media, writes Wells Fargo's Weekly Economic & Financial Commentary, and provides analysis of state and local budget issues. Brown has a B.S. in business economics and a master's degree in economics from the Sam M. Walton College of Business at the University of Arkansas.

The Newsmakers Breakfast will begin at 7:30 a.m. Thursday May 29 and conclude at 8:55 a.m. Doors open at 7:15 a.m. for networking and a breakfast. The open forum Q&A begins at 8 a.m.

The presenting sponsor of the Newsmakers Breakfast is Realtor Dixie Dean, an agent at Allen Tate's Cornelius office. Breakfast sponsors are Donna Moffett Accountants and Consultants and Hyde Park Storage Suites. Coffee sponsors are Davidson Wealth Management and Master Title Agency.



Wells Fargo regional economist Michael Brown scheduled for May 29 Newsmakers Breakfast

Newsmakers Breakfasts are wide-open question and answer sessions with people who make the news, and focus on business issues in the Golden Crescent business community, which stretches from Lake Norman to Cabarrus County and University City.

Reservations are required. To RSVP, call 704-895-1335. The cost to attend is \$12 and includes a full country breakfast

Lake Norman Chamber seeks Small Business of the Year

In recognition of Small Business Week May 12-16, 2014, the Lake Norman Chamber of Commerce will recognize a Small Business of the Year. The business will be honored at a special reception May 16 at the chamber offices in Cornelius. The chamber is asking for nominations of businesses with 15 or fewer employees. Criteria include:

- Staying power: In business for no less than three years.
- Growth in number of employees:

Impact of the business in terms of jobs.

- Outstanding community involvement: Civic involvement by owner or manager.
- Business environment: Innovative management practices which produce a successful business.
- Customer-friendly: Business practices which encourage repeat customers.

For more information, call the chamber at 704-892-1922.

ENTREPRENEURS

No Borders Consulting links Charlotte with South America

BY DAVE VIESER

There's great potential for local businesses in South America, and entrepreneur Reinaldo Panico Peres is working hard to get the word out. Peres is president and CEO of Denver-based No Borders Consulting Group, a global consulting firm formed in 2010, which facilitates business ventures between the Charlotte region and South America.

"We focus on mergers and acquisitions, international business expansions, and new business start-ups," Peres said, explaining that the company helps clients set up manufacturing and distribution facilities.

Peres is regularly contracted to lead local and state economic development delegations from the United States to Brazil, the fourth-fastest growing economy in the world. In fact, No Border's success in facilitating opportunities has solidified its reputation as the go-to expert on Brazilian economic development.



"No Borders has been introducing the Charlotte Region in Brazil for over four years and now we are starting to see the fruits of these efforts," Peres said. One of his projects, World Quality Services, is opening an office at Carmel Executive Park in Charlotte, which will create 24 jobs along with a \$1.5 million investment.

Other recent achievements for No Borders include Borghetti, a Brazilian turbo manufacturer coming to Lincoln County. "Brazil is hot. I just returned from a trip there helping a Mooresville company expand its operations, possibly setting up a Brazilian subsidiary." Even though Peres cannot divulge their name yet, this company has Tyson and Pilgrim's Pride as clients in the United States. Pilgrim's Pride was acquired by the Brazilian food giant JBS.

Consulting fees are the primary source of No Borders' income, although the firm sometimes accepts



Reinaldo Panico Peres

projects on an hourly basis. With the nature of their income, No Borders doesn't project annual revenues. With a staff of just two, employee overhead is nominal. But don't take No Borders for granted.

"The number of employees is not where our real strength lies," Peres says. Rather, the company partners with big companies, including ParkerPoe, BB&T and Wells Fargo. It also facilitates interface with numerous governmental and quasi governmental agencies including Charlotte Regional Partnership, the Lincoln Economic Development Association, the Catawba Gaston and York County Economic Development Associations, and the Latin American Chamber of Commerce.

What's the biggest challenge for No Borders? Getting the Charlotte region the respect it deserves. "Brazilians are quite familiar with Miami, New York City, Chicago, and Los Angeles but when we say Charlotte, for whatever reason, they say: 'Oh, yeah, somewhere in the Midwest, right? So, our first job is helping them locate us in their mind's eye.'"

Peres sees his challenge as educating the South Americans that Charlotte Metro is more like a city the size of Rio de Janeiro. "We need to have them come here. Once they arrive, the area sells itself, as they fall in love with Uptown Charlotte, Concord Mills Mall, SouthPark, and the quaint downtowns, such as Statesville," he says.

Luxurious travel
 on your schedule, in your own environment
 across town or across the country



Airstream
 18+MPG & Seats up to 8

American Coach
 Luxury Living with 1.5 Baths



Cedar Creek
 2 Bedrooms Plus 1.5 Baths

Discover Today's RV Lifestyle
 at Tom Johnson Camping Center,
 The Carolina's #1 RV Dealer

Follow Us



Concord:
 888-709-5563

TomJohnsonCamping.com

Marion:
 888-709-0453

BT People

People On The Move

Karp is 'Top of the Table'

Jeffrey Karp of Karp Financial Strategies is a third-time member of the "Top of the Table" segment of the Million Dollar Round Table, a trade association for insurance sales people and financial advisors. Karp is based in Mooresville.



KARP

Dennis Cowardin recognized as NC Main Street champion

Dennis Cowardin was honored as a 2013 Main Street Champion at the North Carolina Main Street Annual Awards Ceremony in New Bern on April 1. Cowardin was selected for the recognition by the Mooresville Downtown Commission for exemplifying community volunteerism. N.C. Assistant Secretary of Commerce Dr. Pat Mitchell and Office of Urban Development Director Liz Parham presented Cowardin with the award.



COWARDIN

Derse Morgen adds executive assistant

Elise Scotto di Carlo has joined Derse Morgen Financial Advisors as an executive assistant. Di Carlo comes to Derse Morgen with over 15 years in the financial services industry and will be supporting the firm's advisors with their daily business operations, as well as client relations and general office management responsibilities.



DI CARLO

New marketing executive at Concord Mills

Nan Gray, the former vice president of development at Samaritan's Feet International, has been named director of marketing and business development at Concord Mills in Concord. Gray will be responsible for

Lake Norman Chamber Power Luncheon



On April 25 The Lake Norman Chamber of Commerce hosted a power luncheon at River Run Country Club. Dr. Carol Quillen, president of Davidson College, spoke at length on Davidson College's role in the community and the challenges of navigating education in today's world. The McIntosh Law Firm, The Knox Group and Business Today were sponsors.

managing strategic marketing, business development, public relations, tenant and community relations, media buying and guest services. She will also work on building relationships with corporate sponsors and local community organizations. Gray was also marketing and sponsorship director at Northlake Mall and VP of marketing and development at the National Kidney Foundation of North Carolina.



GRAY

2 Cabarrus County CVB staffers earn industry certification

Kathleen Temple, web marketing manager and Lauren R. Simpson, partnership manager, have earned "Travel Marketing Professional" certificates after completing the



TEMPLE

three-year program at the Southeast Tourism Society Marketing College. Temple and Simpson were two of 57 new TMPs recognized at the STS spring meeting in Lexington, Ky. "This achievement is a direct reflection of the outstanding work Kathleen and Lauren do at the Bureau every day," said Donna Carpenter, president and CEO of the Cabarrus County CVB. New executive assistant at financial firm



SIMPSON

Patrick Joseph Homes hires new project manager

Patrick Joseph Distinctive Homes LLC, hired Ron DuDonis as project manager/residential construction. DuDonis has 24 years of construction experience.



DUDONIS

Family Wealth Partners adds Investor Coach

Leo Theriault, a registered North Carolina Investment Advisor Representative, has joined the firm as an "Investor Coach" promoting investor awareness.



THERIAULT

Ewart among finalists for NAWBO award

The Charlotte chapter of The National Association of Women Business Owners has announced the slate of award finalists for their 29th Annual Business Women of the Year Awards. NAWBO Charlotte's Business Owner award winners will be announced at their Gala on May 20 at the Charlotte City Club. Mary Kathryn Ewart of Aflac in Concord is one of the three finalists for the NAWBO Charlotte Rising Star Award.



EWART

Business Notes

Design firm lands national awards

StarrMiller Interior Design in Cornelius has been awarded "Best Of Houzz" in both customer satisfaction and design by Houzz, one of the leading online websites for home remodeling and design. StarrMiller is owned by Starr Miller.



MILLER



Facebook.com/ BusinessTodayNC



Have a BT People item?

Send it to nebiztoday@gmail.com

SUMMER FUN TIME!

We have every vehicle you need for your summer adventures!

2014 Ram 1500 Quad Cab



\$24,469 -or- **\$179**/mo¹

2014 Chrysler 200 Convertible



\$22,489 -or- **\$279**/mo¹

2014 Jeep Wrangler



\$23,999 -or- **\$289**/mo¹

2014 Dodge Durango



\$26,489 -or- **\$309**/mo¹

LAKE NORMAN

CHRYSLER | DODGE | JEEP | RAM

Advantage

THE MOST ADDED VALUE on Every New Vehicle!

Be a Lifer!

Tires for **LIFE**

Rewards for **LIFE**

FREE Oil Changes

Car Washes for **LIFE**

FREE Window Tint

FREE Courtesy Shuttle

Loaners for **LIFE**

FREE Towing & Rescue

FREE Café & Wi-Fi

LAKE NORMAN

CHRYSLER DODGE Jeep RAM

1-77 @ Exit 28 | LakeNormanChrysler.com | 704.896.3800

*200 payment is 72 mo. @ 4.9% APR, \$4999 cash down, WAC. All other payments are 36 mo. lease, 12k mi/yr, \$2999 cash down, WAC. Prices include all available rebates. All rebates to dealer. Plus tax, tag, title and dealer fees. See dealer for details.

CABARRUS COUNTY

May 6 Cabarrus primary amounts to referendum on incentives

BY DAVE YOCHUM

According to the Republican on the Cabarrus County Commission who is closest to the business community, the local GOP power structure has been hijacked by the extreme right.

Commissioner Steve Morris, the former chairman of Cabarrus' temple of business, the Chamber of Commerce, says, "they are so uncompromisingly to the right that the mainstream Republicans that we would have labeled as conservative several years ago, and who have not changed their position in any way... are being accused of being liberal."

The Cabarrus County Republican Party's executive committee has officially condemned commission candidate Diane Honeycutt, a former chairman of the chamber herself, for "exhibiting actions that are not reflective of Republican Party values."

Honeycutt, who is also one of the most successful Realtors in Cabarrus, would not comment. (Full disclosure: Honeycutt's campaign has produced revenue for BusinessToday by purchasing advertising.)

The GOP executive committee is aligned with three Republican incumbents, Larry Burrage, Chris Measmer and Jason Oesterreich. The three — not Morris and not Commission Chair Liz Poole — have been critics of economic development incentives used to attract new business to Cabarrus County.

Morris, a former member of the board of the Cabarrus Economic Development Corp., says it is "inconceivable to me that you could serve as a county commissioner for four years and not understand the practicality of discounting the tax rate for a short period of time



HONEYCUTT



OESTERREICH



POOLE



Steve Morris

in order to get the benefits that occur over a very long period of time."

Measmer, the youngest member of the county commission, has pointed out that he has not received economic development incentives. He joined his father in the Wayside Family Restaurant group, which has three locations in Concord and one in Oakboro.

Morris, 60, labels such comments as disingenuous.



BURRAGE

"I'm a business owner myself. That whole me, me, me mentality is very irritating. We're public servants, and we're supposed to be serving the people, not ourselves," he says.

Economic development incentives and a rising economic tide float almost all the boats, economists say. Morris owns the Gem Theatre business in Kannapolis. His landlord is billionaire David Murdock, the founder of the North Carolina Research Campus.

"As a small business owner myself, when we attract a new industry into the community that is going to be paying taxes and providing jobs for our citizens, that means my customers are going to get some of those jobs, they're going to have money to go see a movie and by popcorn, candy and drinks," he says.

The unemployment rate in Cabarrus is 6 percent.

On the county board for a little over a year, Morris says he is backing Honeycutt, former Commissioner Grace Mynatt who is running with Honeycutt, and Lynn Shue, a member of the school board. All three are pro-business. Honeycutt is a founder of Cabarrus Jobs Now, an influential Political Action Committee that aims to educate the public about business growth and economic development incentives. Honeycutt resigned from Cabarrus Jobs Now when she decided to run for county commission.

The primary amounts to a referendum on business and using tax breaks to incentivize business expansion.

"When we can bring new business into the community, and find employment for people who are unemployed and improve employment for people who are under-employed, then every business in the community will benefit," Morris says.



MEASMER



MYNATT

CABARRUS COUNTY

Local businesses, and NCRC form business to science partnerships

BY JENNIFER WOODFORD

There are signs of growth at the NC Research Campus (NCRC). Site development for the new DataChambers regional data center is underway at Loop Road and Biotechnology Lane. The second suite of ready-to-go laboratories in the David H. Murdock Core Laboratory Building is finished and leasing. The expansion of the UNC Charlotte Bioinformatics Services office is finished and filled with student interns.

Growth at the NCRC is not all about bricks and mortar. Local businesses and organizations are forming partnerships with the NCRC to advance scientific discovery. Clyde Higgs, NCRC vice president of business development, points to the organizations that joined the campus to sponsor the Plant Pathways Elucidation Project (P2EP) that include Cabarrus Economic Development, Catawba College, Turner Construction and the Duke Energy Foundation.

Holiday Inn Express- Kannapolis recently announced that they are sponsoring the first scholarship for P2EP. The hotel is offering a special rate to companies or individuals who are traveling to do business at the campus. For each room night reserved at the special NCRC rate, the Holiday Inn Express will return a portion of the revenue to the P2EP scholarship program.

P2EP is a research and workforce training program. Up-and-coming scientists in high school through graduate school work under the direction of doctoral level students and the NCRC's leading scientists to learn to map plant pathways in blueberries, broccoli, oats and strawberries. The goal is to understand how compounds beneficial to human health form in plants and to create a bioinformatic knowledge base of genetic data. The long-term impact is more marketable crops for North Carolina farmers, and healthier fruits and vegetables for consumers. The program is led by UNC General Administration, UNC Charlotte, Dole Foods, General Mills, NC State University Plants for Human Health Institute and the David H. Murdock Research Institute.

Another option that for local businesses are taking advantage of is the NCRC's preferred partner program. Participating companies like Keith Whaley State Farm Insurance, Team Honeycutt Realtors and Embassy Suites are on the NCRC website and in front of newcomers moving to the area to work at the campus.



"We're finding that we have opportunities for business to science partnerships that have never existed before in our region," said Higgs. "Those partnerships are training the next generations of scientists and, I think, are another sign of the NCRC's continued growth."

For more information, visit www.ncresearchcampus.net.



HIGGS

Around the world, and the corner

"We partnered with Aquesta Insurance because we value relationships. We wanted a company that will protect our interests and one that will provide exceptional resources and service. Aquesta has been a great fit for us and I look forward to working with them as we continue to grow."

Rusty Chapman,
Controller
PreGel America



AQUESTA
INSURANCE SERVICES, INC.
Auto • Home • Boat • Business • Life • Health
www.aquesta.com

Cornelius Office	19510 Jetton Rd. Cornelius	704-892-6411
Kannapolis Office	2610 Dale Earnhardt Blvd. Kannapolis	704-782-7411
Mooreville Office	837 Williamson Rd., Mooreville	704-809-1285

unexpected convenience, unsurpassed service

3-D Banking!

Branch



Including
Person-to-Person advice!

Online



Including
Online Bill-Pay!

Mobile



Including
Mobile Deposit!

Plus much more!!!

Uwharrie
BANK

www.Uwharrie.com



IT'S MORE THAN A MEETING SPACE.
IT'S AN EXPERIENCE.

*Lucky
Clays Farm*

Nestled in the rolling countryside of Stanly County, Lucky Clays Farm features scenic grounds, stocked ponds, mature hardwoods and a picturesque log cabin. Along with the beautiful view, we have a state of the art conference center and an outdoor kitchen and entertainment area ideal for a private business retreat. We are now excited to offer Meeting and Banquet facilities for your next conference or special event.

1-855-858-LUCKY (5825)
40120 OLD COTTONVILLE RD. NORWOOD, NC 28128
LuckyClaysFarm.com

CORPORATE
EVENTS



WEDDINGS

AWARD
WINNING

DOUGHGIRLS
RODGERS CATERING, INC.
www.rodgerscateringinc.com

704.932.5548

BOOK
YOUR
HOLIDAY
EVENT NOW

Springtime at Christy's
Let Us Do Your Landscaping!

We have trees, plants and flowers for you!

Camellias, Rhododendrons, new selection of Roses, Japanese Maples, Crepe Myrtles, Evergreens, Landscape Supplies and much more!



NC REGISTERED LANDSCAPE
CONTRACTOR #137

"The Plant People" • 50 Years and Still Growing!
CHRISTY'S NURSERY & LANDSCAPING
3 Miles North of Charlotte Motor Speedway • 2400 Hwy. 29 S, Concord

704-782-4637

Business Today **Cornelius**
TODAY

NEWSMAKERS BREAKFAST

THURSDAY
MAY 29, 2014

with



MICHAEL BROWN
Wells Fargo Economist

The Peninsula Club

19101 Peninsula Club Dr., Cornelius

\$12 - Includes Breakfast

Doors open at 7:15 a.m. for Networking

Breakfast begins at 7:30 a.m. • Concludes at 8:55 a.m.

RSVP Today at 704.895.1335

Presenting
Sponsor
Dixie Dean
Broker, Realtor®

Breakfast
Sponsor



Coffee
Sponsor

DAVIDSON
WEALTH MANAGEMENT
of Wells Fargo Advisors

MASTER
TITLE AGENCY

Donna Moffett LLC
Accountants & Consultants



Phil Horton, director of athletic performance for Rev Racing

Phil Horton is helping steer racing industry to diversity

BY DAVE VIESER

The racing industry may not be known for diversity, but Huntersville trainer-coach Phil Horton is working on that.

Horton is director of athletic performance for Rev Racing, NASCAR's leader in Diversity Programs. Their annual Drive for Diversity Combine helps identify and develop future NASCAR stars from all backgrounds.

Race drivers Kyle Larson and Darrell Wallace Jr. have graduated from the program after attending Combine, which is usually held in October. Last year it was held at Langley Speedway in Hampton, Va.

The Drive for Diversity is known as D4D in NASCAR. "Through our partnership with Rev Racing, the NASCAR D4D initiative has shown increasing success in developing minority and female drivers who are ready to compete at the highest levels of our sport," said Marcus Jadotte, NASCAR vice president.

Horton also owns Huntersville-based Athletic Training Concepts, which started out with a focus on coaching, physical fitness and sports medicine for weekend athletes. NASCAR and motorsports was a logical brand extension.

He says NASCAR really does have an open-door policy. "Moving up through the ranks — that's all about talent," he says.

The same applies to the pit crew programs. "This is a performance-based sit-

uation and once the teams and organizations see someone who has the talent to do the job they hire them," Horton says. Roush Fenway Racing is a leader in this area with over eight Drives for Diversity members hired over the last two years.

While Danica Patrick, NASCAR's first female driver, has dominated the racing diversity headlines over the past several years, Horton says Wallace and Larson bear watching:

Wallace, an African-American who drives for Kyle Busch and Toyota Racing, won the NASCAR Camping World Truck Race at Martinsville last year. "When a major sponsor wants Darrell to race on the Sprint Cup Level he will be there," Horton said. Wallace is a graduate of the Rev Racing Program, and a former Rookie of the Year in the NASCAR K&N Series.

Larson is the Japanese-American racer who won the championship for Rev Racing in the NASCAR K&N Series and was Rookie of the Year in 2012. Larson currently drives for Chip Ganassi Racing in the top level Sprint Cup Series.

Horton, who grew up in Lenoir where his dad worked in a mill and ran several small businesses as well, listening unwillingly at first, to the races with his father on the radio. "In a short time, the punishment became a pleasure," Horton says.



WALLACE

Race City entrepreneur quadruples space, plans to double workforce

BY DAVE VIESER

Two companies owned by one female entrepreneur are moving into 12,000 square feet of space in Lakeside Business Park in Mooresville. Island Machining and Visual Impact Performance System (VIPS) will occupy four times as much space as their old digs, in anticipation of more growth, according to CEO Melissa Fleming.



Island Machine CEO Melissa Fleming

"We have been anticipating this move for almost a year," said Fleming, "and are very excited about the new location. We look forward to establishing new contacts and building additional business relationships. Our long-term goal is to create more employment opportunities for people in the community."

Island Machining is a Hub Zone certified machine shop with milling, turning and saw cutting capabilities. They work with a variety of industries including NASCAR race teams, Daytona prototype racecars, and motorcycle race teams. Visual Impact System will operate as a storefront where customers can purchase a wide variety of Turbo Trac items and other billet aluminum hot rod accessories.

Island Machining and Visual Impact Systems currently employ four full-time workers and plan to double that number immediately when they open in the new location.

"The great thing we see with projects

and companies like these are their ability to expand quickly in both employees and their investment in the community," said Robert Carney, Mooresville South Iredell Economic Development (MSIEDC) Executive Director. "We don't see Melissa's company as the 4 or 8 employee operation of today, but rather we see them as the 30, 50, or 100 employee operation tomorrow. We are confident they will be successful in Mooresville."

The expansion is also good news for Mooresville said Mayor Miles Atkins. "Mooresville continues to be a prime business location for the automotive and motorsports industry. We have clusters of advance manufacturing partners that support the racing sector and make Mooresville an attractive business location."

Island Machining currently works with race teams, heavy earth moving equipment, utility trailer manufacturers and manufacturers of water pumps.

Small business certification program launches in May with LKN Chamber

Getting small businesses on solid ground will be the theme for a new Small Business Certification Program being initiated by the Lake Norman Chamber of Commerce and Central Piedmont Community College's Small Business Center. A kickoff program including comments from key local officials and a panel discussion will take place on Monday May 12 from 11 a.m. to 1:15 p.m. at The Peninsula Club in Cornelius.

The new program is designed to offer a combination of leadership, integ-

ity, strategy and tactics for the small business owner, including success stories and advice from business and community leaders. Guest speakers include N.C. Sen. Jeff Tarte, Aquesta Bank CEO Jim Engel and Barry Rigby from LangTree at the Lake.

The event will also include a Q&A session, a business panel that includes Susan Medlin, founder of Vintage Marketing, David Gilroy, managing partner of Scale Finance and attorney Jesse Jones.

For reservations or more information contact the chamber at 704-892-1922.

LAKE NORMAN
CHAMBER OF COMMERCE

3rd Annual

**CHICKS
WITH
STICKS**
GOLF INVITATIONAL



Monday
June 16, 2014
Northstone
Country Club
Huntersville

9:00 a.m. Shotgun Start

Captain's Choice / Best Ball Format

\$75.00 - Per Player

(includes green fees, cart fees, luncheon,
T-shirts courtesy of Sam's Club & goody bags for players)

DEADLINE TO REGISTER : JUNE 6



Register at
www.lakenormanchamber.org



LEADING
REAL ESTATE
COMPANIES
OF THE WORLD

LUXURY
PORTFOLIO
INTERNATIONAL

Anita Sabates
PROPERTIES

Lake Norman's
"Green Gardens Estate"
16505 Jetton Road
Cornelius

Award Winning
Designer Home

Private One
Acre lot w/ 200 ft.
of shoreline.

For private
viewing call
Anita Sabates
704.562.2515

MLS#2214711
Offered Price...
\$3,995,000



Anita Sabates
Selling beautiful LKN
homes since 1994



704-562-2515
anita.sabates@allentate.com

WE'RE GROWING YOUR WAY

Earning Your Trust Every Day.



Cornelius Branch 19510 Jetton Rd., Cornelius (704) 439-4343	Williamson Road Branch 837 Williamson Rd., Mooresville (704) 439-1440
Davidson Branch 568 Jetton St., Davidson (704) 439-4350	Brawley School Road Branch 1078 Brawley School Rd., Mooresville (704) 439-1450

Huntersville Branch coming soon!

AQUESTA BANK
www.aquesta.com (704) 439-4343

FDIC

Problem.

You need to be face to face with two clients in two places at the same time.

Solved.

Video Conferencing at The Business Center:

Leading Technology
Life Size Video Image
3-Way Conferencing
Davidson Location



The Business Center at South Main Square
Main Street Davidson
southmainsquare.com • 704.896.0094

High-tech start-up sets sights on growth market in on-line testing

BY DAVE YOCHUM

A student created a Craigslist ad for a "taller college age brunette" in Washington State so she could take an online college placement test. Some teachers found out, and caught her in the act, but she nearly pulled off her scam.

A Cornelius start-up is making inroads in the online education business with a unique product that prevents cheating.

The company, according to co-founders Velvet Nelson, 31, and Mike Murphy, 28, already has universities and colleges on board, including the University of Chicago Booth School of Business, not to mention corporate clients.

"We are an on-demand, automated, online proctoring service. We have eliminated the need for a human to proctor an exam," Murphy said.

The company has four employees.

The product takes advantage of web cams and audio to make sure the person taking an online test is the actual student. Prices range from \$10 to \$15 for each exam being proctored, regardless of the length of time.

The business was launched two years ago, and got a boost last summer when three investors signed on. It also landed an NC IDEA grant, for companies that need help crossing the chasm between initial product development and venture capital funding.



Velvet Nelson and Mike Murphy

ProctorFree, based in 1,000 square feet of space in the Kenton Place mixed-use project just west of Birkdale Village, could have landed in Boston, or the Silicon Valley. Indeed, people told them to move for a better shot at nationwide recognition.

They're happy right here.

Projected revenue for this year is \$350,000. In five years, Nelson and Murphy think they will be sitting on a \$6 million company.

Right now the entrepreneurs—both happen to be Birkdale residents—spend much of their marketing time and efforts at trade shows talking up their product. They're building their online presence, www.proctorfree.com. Both have backgrounds in education, and both are leveraging their personal contacts to grow ProctorFree.

"We're addressing a large and growing market, so the opportunity is very large," the entrepreneurs say.

Spec buildings: Positive signs abound for Cabarrus economy

Five new commercial buildings are under way at the same time in Cabarrus County, cause for joy in what used to be the home of Philip Morris, Pillbox and First Charter.

The most recent announcement involves a 277,253-square-foot speculative industrial building on an 18-acre site at the International Business Park, located near the intersection of Highway 73/Poplar Tent Road and International Drive in Concord. Trinity Capital Advisors plans to break ground this month with completion by December. They paid \$1.72 million for the property.

Meanwhile, a 90,000 square foot commercial building has also just been completed at the same International

Business Park.

And the Silverman Group has unveiled plans for two new buildings at the Concord Business Airport Park Project, a 56 acre development site which already contains an existing 10,000 square foot office building. Development plans include a 400,000 square foot warehouse facility and a 130,000 square foot warehouse building.

In late April, Childress Klein broke ground for a new building at Afton Ridge Business Park.

Bill Rinker, an independent commercial real estate broker based in Concord, said the timing is right. "The market is ready, especially on the commercial and industrial side," he said.

To succeed in business, you have to be connected.



We connect businesses to customers.

Success depends on a lot of things. One of those things is making sure you're always connected to your customers.

MI-Connection's state-of-the-art technology keeps your business on the cutting edge. Our advanced fiber-optic broadband cable system enables us to bring our customers lightning fast Internet, super-clear video and audio, and feature-rich voice solutions.

Because we serve the communities of Mooresville, Davidson and Cornelius exclusively, we provide our customers with unrivaled customer service and support.

We offer communication solutions tailored to your specific business needs. Whatever the size of your business, MI-Connection has a complete suite of communication tools you need to succeed.

Bundle your business communication services and **SAVE 20% every month.**

704.662.3255

Email: bizsales@mi-connection.com

Business Internet Solutions

- Dependable broadband solutions
- 24 X 7 Local Business Support
- Flexible options and a variety of bandwidth speeds available

Video and Music Solutions

- Enhanced Digital programming with access to over 300 channels
- 45 channels of uninterrupted CD-quality music
- Create the right environment for your business

Voice Services

- Unlimited local and long distance in the U.S., Canada and other select territories
- Business-rich features for companies of all sizes
- Advanced server-based systems

Small Business Toolbox

Are you taking enough initiative?

I am continuously amazed how often I witness opportunities being missed, time not being effectively leveraged due to a lack of initiative. While you would think this is something that is not an issue with an entrepreneur, it is more often than you think because of beliefs about what initiative is and isn't. People in general don't take the initiative they ultimately could and then wonder why they are not realizing success or progress as they had hoped.

Could you or others in your company be taking more initiative?

Make a Phone Call

Initiative is spelled starting with an

"i", not an "e," but you would think it is spelled "enitiative" because of how reliant everyone has become on email as a main source of communication. That is to everyone's downfall. Email is passive communication, plain and simple. It can easily or unintentionally be ignored. An inventor with a solid product already had an investor, but needed to find the right manufacturing partner. After not receiving a response to her initial email inquiry of a company she knew was the ideal partner, she picked up the phone. She learned that the email had accidentally been deleted upon speaking with one of the key decision makers. Her relentless initiative



BizGrowth 5.0

SHERRE DEMAO



JOHN F. HANZEL, P.A. ATTORNEYS AT LAW

Our mission is to provide high quality legal services in a cost effective and prompt manner. Call for free initial consultation.

BUSINESS / CORPORATE

Incorporations, LLCs, Mergers, Acquisitions & Sales, Securities, Taxes

WILLS / TRUSTS / ESTATES

Asset Protection & Medicaid Planning, Probate, Estate Administration & Medicaid

CIVIL LITIGATION

All types of Civil Litigation including Collections, Commercial Litigation & Construction Law

REAL ESTATE

Commercial & Residential, Closings & Refinancing



John Hanzel with Realtor Sandy Reynolds

JOHN F. HANZEL, P.A.
ATTORNEYS AT LAW
www.nclawoffice.com

Phone: 704-892-1375
Located just off I-77 at exit 28.
19425 Liverpool Parkway Suite G
Cornelius, NC 28031

opened the door she needed to have opened.

Make a Commitment

When you make a commitment, especially if you make it with others as witnesses, you will find your initiative kick into high gear because of having made the commitment. Some of my most successful ventures have been the result of making a commitment tied to a specific deadline, causing a domino effect of action being initiated in order to see the desired result come to fruition.

Make an Inquiry

Sometimes taking initiative is nothing more than gathering information. Sure, you can Google to your heart's content, but when you actually interact with others to get information, you always get more than you would have received by surfing and searching on your own. Tidbits are shared or insights are gained that take you in new and sometimes exciting directions. Being curious and interested is a powerful combination for getting to solutions and sources needed to proceed.

Make a Decision

If you are truly serious about moving a particular effort forward, then make a decision on a particular direction. Too often, business owners get caught in their own quagmire of indecision, resulting in no one really being clear what they should be doing or could be doing, so no action is taken by anyone.

You may learn that the direction needs to shift as everyone's initiative brings new insights and information to be considered. Or you may just be kicking yourself for not having made the decision a long time ago.

Make Intentions Known

People who are successful in business and highly satisfied in their lives are seven times more likely to share what they are trying to achieve with others. While in some cases you need to be selective in who you share your intentions with, for competitive or proprietary reasons, the fact is, making your intentions known reinforces your commitment and always leads to opportunities you never knew existed because of someone you didn't even realize had a connection you needed.

Initiative is a powerful success factor in business and in life. It is about taking action, taking charge and making progress. Decide every day how you can take initiative and challenge others in your company to do the same. You will begin to see activity in your business you never thought was possible and it will prove just how powerful initiative can be.

Sherré 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@sl dunlimited.com.

LakeNorman.com
Local Events • Information • Activities

Home of Lake Norman "LIVE"
Live TV takes you inside local businesses

Visionary sales from synergy

The bottom line in the most successful business is: Everyone is in sales. The best sales department in a decade cannot generate high repeat sales to customers if the shipping department has slow cycle times or high rates of error. Nor can a stellar marketing department drive business in if the service call center staff are caustic or unhelpful and drive business away.

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

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

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

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

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

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

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

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

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

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

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

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

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

Superior organizations do many things well. They built their unmatched strength by first having a plan, then do-

ing small things well which let them fulfill larger goals. Everyone in their organization understands the vision. Everyone knows how the work they do connects in a relationship with other workers, and with the satisfied customer.

Evaluate the level of synergy your organization is achieving. Make sure your vision is effectively being used to drive sales. Remember: Everyone

should be in sales, with one purpose, one direction and in a unified effort.

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



Sellers Market

CHERYL KANE

PEAK PERFORMANCE

Jeff Church, owner

Residential, Commercial Roofing
Exterior Restoration Contractors
Hail & Wind Damage Experts
Call 704.765.9835 Today!



www.GHCRoofing.com

**SUMMER'S ALMOST HERE
ARE YOU READY?**

In Motion FITNESS, INC.
Weight Loss, Sports Performance & Nutrition Center

DEGREE, NATIONALLY CERTIFIED FITNESS PROFESSIONALS
GIFT CERTIFICATES AVAILABLE

SMALL GROUP TRAINING
• Cost effective • Turbo charge your metabolism
• Burn more calories in less time
• Push yourself to the next level

SPECIAL 1 Week FREE Group Training!
Call for details. New clients only. Offer expires 5/31/14

Locations: Denver, Cornelius, Davidson, Mooresville & Lake Wylie
www.inmotionfitnessinc.com • 704-895-8000



CertaPro Painters®
Residential • Commercial • Interior • Exterior

Call Today
to schedule your **FREE** estimate
704.489.0957
or schedule online at
www.certapro.com/schedule

Painting with **certainty**
Across North America since 1962



1/2 PRICE RUG SAMPLE SALE

Ceramic & Porcelain Tile • Natural Stone Tile
Luxury Vinyl • Laminate Wood Floors • Custom Area Rugs
and announcing Stanton's Anywhere Collection

thefloorpavilion.com
269 Executive Park Dr., Concord
704.793.1900
Mon-Fri: 8-5; Sat: 8-12; Closed Sun

REMODELING



"I went from six employees to one to none. I'm happy to report that in February I hired a lead carpenter. I have a pipeline of work now, which forces me to inform clients that it will be a couple of months' wait to begin a project."

Nicole Goolsby, owner Rion Homes

REMODELING *from page 1*

ruary I hired a lead carpenter. I have a pipeline of work now, which forces me to inform clients that it will be a couple of months' wait to begin a project."

Alan Simonini, owner of Alan Simonini Homes, says renovations provided a steady flow of business during the recession. Back in the day, the now-closed Simonini Builders was the premier builder of luxury homes for the likes of late football star Reggie White and business notables, especially in and around Lake Norman.

Financially, home owners have "just now gotten to the point" where they feel comfortable going ahead with larger renovation projects, Goolsby says.

The National Association of the Remodeling Industry (NARI) says business is building. The backlog at the end of last year "has given remodelers confidence that the overall business conditions will remain positive."

Because of stronger market conditions, "homeowners have been more willing to undertake higher-end home improvement projects," according to Kermit Banker, the chief economist at the American Institute of Architects.

Scott Greeson, owner of Woodlands Outdoor Living in Concord says his

firm, in business for 13 years, addressed a strong demand for outdoor living areas during the economic slump. One component, a patio for example, could be completed and other parts of the larger plan postponed until the economic outlook improved.

Brian Tarle, owner of International Kitchen and Bath, a 25-year-old enterprise in Davidson, says customers are now going for more expensive products and bigger projects than they were between 2008 and 2012.

"I've definitely seen an uptick in folks looking to remodel their bathrooms or kitchens," Tarle says. Business is 50 percent since the recession.

"During the recession, we were primarily presented with small jobs, like replacing a vanity or toilet when necessary. At that time, it made no economic sense for homeowners to spend money on a significant remodel," he says. "Now, we are experiencing strong demand for large projects — redesign of whole rooms, which encompasses a remodel, reconfiguration and update."

Likewise, Brooks Henderson, of Henderson Building Group in Cornelius, business is up 50 percent from 2011 levels. Projects include large remodels that involve a complete gut or an addition or garage.

New, energy-efficient replacement windows are popular among homeowners with builder-grade windows, even

See REMODELING, Page 15

REMODELING



Brian Tarle, owner of International Kitchen and Bath

REMODELING *from page 14*

relatively new homes. Matt Johnson of Donald Mooresville-based Johnson Building Co. says, "People are now going for the bells and whistles."

Roby Electric expanded by adding a Mooresville office two years ago. It has grown from nine employees in 2009 to 35. Patrick MacIsaac, general manager, says there's been "tremendous remodeling activity lately," enough to create a labor shortage.

"Remodelers are suffering from lack of laborers and skilled tradesmen, many of whom are accepting jobs with builders now, and some left the industry during the down times."

It could get worse — or better — depending on your point of view. "Momentum should begin to moderate in the fourth quarter 2014," according to the Remodeling Futures Program at the Joint Center for Housing Studies of

Harvard University.

Goolsby and Henderson say their clients are tapping their equity lines to fund home improvement projects.

Marshall Casselman, co-owner 5 Points Realty in Charlotte, has a good deal of experience purchasing and "flipping" homes, which may involve a renovation. Regarding financing, he says the big banks typically don't like to lend for renovations. "They typically require at 20 to 25 percent down of the home's revised value. Smaller and community banks have more flexibility," Casselman says.

Mortgage loan consultant Marci Morton of Movement Mortgage's Mooresville office says, "I saw more applications for rehab loans in the past year, but I also see the trend going back to loan applications for construction [from the ground up], as more money has become available."

This luxury staircase was constructed by Alan Simonini, owner of Alan Simonini Homes



WE'VE GOT YOU COVERED



HARDWOOD FLOORING



LAMINATE FLOORING



CARPET



TILE / STONE

FLOORING UNITED

If you are building, remodeling or renovating — and shopping for wood, laminate, carpet, tile or stone — we provide extensive product knowledge, expert advice and unsurpassed quality. Flooring United has been providing homes and businesses in the Golden Crescent with the highest quality flooring for almost 10 years while utilizing the best installers in the business. No matter your project, from selection and price to final installation, Flooring United has got you covered.

704-737-5222 WWW.FLOORINGUNITED.COM

PATRICK JOSEPH

from page 1

lose any of the homes to foreclosure, instead, Mike says, "you call it extending the runway so you don't crash." Patrick Joseph & Associates negotiated two short sales in Iredell County.

Partner Jim Shalvoy, 63, is back in the corporate world, working for Cedar Creek Logistics, a trucking company.

It's tear-down time again — where prime lakefront lots are worth considerably more than the structures sitting on them — and business is booming. It's not quite on the levels of 2007 when the brothers did \$33 million in sales and had nine employees. Mike Shalvoy's projection for this year is \$6 mil-

lion, which means three or four swank homes.

Shalvoy is constructing a \$1.6 million lakefront home on Yacht Road in Mooresville and beginning the "tear-down of a nice home" on Belle Isle Drive in Cornelius, where he will build a much larger, finely detailed dwelling.

Shalvoy has also hired a veteran luxury home project manager and plans to hire someone for back office tasks in the next month or so.

Mike Shalvoy, who incorporated Patrick Joseph Distinctive Homes in 2012, says the market for luxury homes is a little different. There isn't the same desire for monumentally large homes, but there is a desire for quality and detail. In the uber-luxury category, the 8,000

to 11,000 square foot homes of the go-go years are giving way to a perfectly detailed, 4,000- to 6,000 square foot home, perfectly detailed and authentic to a certain area. Shalvoy says he flies with customers to Palm Beach and Boca Raton to get inspiration for posh details.

"When the market reset, it reset on a smaller square footage basis, but with the same emphasis on quality," Shalvoy says.

Homebuilding helps drive the economy with jobs for local residents, subcontractors and supply companies, not to mention revenue for local governments. \$2.5 million worth of builder income helps support 140 local jobs, according to the National Association of

Business Today

Home Builders. A big upturn in luxury homes is the equivalent of the Full Employment Act for a variety of craftsmen and their companies.

Offices, mudrooms and master bedrooms on the main floor help drive the size of the houses. "You have to have a minimum of 3,000 feet on the first floor for all that," Shalvoy says.

A \$1.6 million luxury home project—not including the lot—gets you an energy-efficient, high-quality, detail-rich 5,000- to 6,000-square-foot home.

Luxury homebuilders generally go to work after two or three meetings and a retainer and work on a cost-plus fees basis. Profits can run 10 percent to 15 percent of the total cost.

FITNESS

from page 1

from 1,055 registered clubs five years ago to 884 last year.

"The challenge for any mom-and-pop operation is that they still have to do every function of a big business," said John Atwood, founder of The Atwood Group, a health club consulting firm. "You need to do sales, marketing, payroll and a website well, in addition to having a sound fitness program. There are winners and losers. You have to make good initial decisions about lease, location and size and then have good management."

Dream business

Opening Tatu has been Begley's dream for years. After selecting a location, adding some mirrors, dumbbells, and a high-quality sound system, her studio is off and running for an initial investment of around \$25,000. Customers can buy bundles of Zumba, yoga and other workout classes for around \$10 a session. She needs about 10 people to work out each day in order to break even.

"I have Type Two diabetes," said Camacho, Begley's fiancé. "Zumba has helped me lose 50 lbs. Casi inspires people to go beyond their limitations. You see the faith that she has in us. The business is essentially a godsend. We were pushed to do it. Casi is what we have that nobody else does. She's an impactful leader."

The diversity within the fitness business is what allows so many different clubs to operate simultaneously. However, it is important to determine the difference between a short-term fad and a business that will stand the test of time.

"More than ever the industry is radically segmented," said FATwood. "It's



Casi Begley and Israel Camacho, owners of Tatu Fitness

like radio in the 1980s. There were five kinds, then suddenly there were 100 different types of stations. We have small clubs, boutiques, chains. The market will eventually settle into something, but who knows what. We're talking about a business that can be put together inexpensively for something like Zumba or CrossFit, but might cost \$750,000 for a high end place."

Halloran's investment was about \$150,000, and he incurs high labor costs. An amateur fighter who married a nutritionist, he believes that for the \$99 a month his customers pay, they should get touched every time they come to the gym. The boot camp style workouts vary based on individuals. Some show up eight or nine times a week, while others come twice. Their sessions range from 20 minutes to an

hour and a half.

"Our workouts are more intense than anything a coach ever put me through," said Halloran. "We do everything but sparring. I have former professional basketball players that come here. They are 6'5" and 240 pounds working out next to a 70 year old. They work on the same motions and having the right form. People drop weight like crazy."

25 members to break even

FastFit has signed up more than 100 members since opening late last year. It needs 125 to break even.

Interestingly, successful fitness clubs are making money outside of memberships. Non-dues revenue counts for just under one-third of all total business. In other words, clubs that offer more than just machines and facilities have an advantage.

InMotion Fitness has been able to seize this opportunity. Since opening the Cornelius location for around \$150,000 nearly a decade ago, Bergeron and Perry have added four other branches. With about 250 members in Cornelius who pay \$80 a month, the former athletic trainers are able to offer more than just workouts.

"We're a one-stop shop," said Bergeron. "We have trainers, nutritionists, massage therapists, people that focus on endurance, a full spectrum of services. It is a very tailored and personal program."

While customers at In Motion can participate in unlimited group training, other services and one-on-one time enhance the bottom line. They also are attracting a lucrative segment of the fitness community.

Baby Boomers are aging

"We do a lot of quality of life training," said Bergeron. "We have a good relationship with doctors to help people post physical therapy. After people experience an injury, it is good to rehab. There are a lot of baby boomers who are aging. We can help make sure they can still play golf 15 years from now or work on weight loss."

Nearly one out of every five Americans over the age of 6 belongs to a health club. Members average almost 100 visits to the club per year. However, competition is steep and finding a successful niche is imperative for sustained success.

"Membership growth is modest, but the number of outlets is substantial," said Atwood. "If you are a low end or mid-size club you better be pretty busy at 5 p.m. and well run."

MEDICAL OFFICE / HUNTERSVILLE

SOUTHLAKE PROFESSIONAL CENTER II



**9713 Northcross Center Ct.,
Huntersville, NC 28078**

- I-77; Exit 25 and Exit 28
- 28,000 Square Feet available for Lease or Sale
- New building completed in 2013
- Parking: Six Spaces per 1000 SF (Double the minimum zoning requirement)

**Call Today for Sales, Leasing
and Finance Options**



704-892-2411

More info, floor plans and photos online:

www.info-southlake2.com

NEWS.e

Cabarrus honors business, community leaders

The Cabarrus Regional Chamber of Commerce, Cabarrus Economic Development and the Cabarrus County Convention and Visitors Bureau recognized business and community leaders at a joint celebration in April.

Cabarrus Economic Development Awards

Champion of the Year:

Gary Walker, Walker Marketing

Supporter of the Year:

City of Concord Utility & Development Directors

Partner of the Year:

Tammy Whaley, Duke Energy

Cabarrus Regional Chamber of Commerce Awards

Ambassador of the Year:

Hank Alston, Windstream Communications

Sustainability Award:

Kannapolis City Schools

Small Business of the Year:

CASCO Signs

Citizen of the Year:

Pat Horton, market president for Uwharrie Bank

Cabarrus County Convention and Visitors Bureau

Restaurant of the Year:

The Speedway Club

Hotel of the Year:

Embassy Suites Charlotte/Concord Golf Resort and Spa

Attraction of the Year:

Concord Mills

Small Business of the Year:

Miss M's Sweets

Outstanding Ambassador:

Evan Lindsey, SpringHill Suites

Unsung Hero:

Sam Dozier, Great Wolf Lodge



HORTON



Concord wins NCLM Hometown Showdown

April 4 With a final count of 2,864 to 2,795 Concord was announced as the winner of the first NC League of Municipalities Hometown Showdown! Concord's entry of the 2013 Tree Lighting Ceremony and fireworks by local photographer Michael Anderson won a close match against Bessemer City for the championship. Only 32 of 60 entries across the state made it into the brackets; congratulations to the participating communities for showing their hometown pride. Thank you to the thousands of individuals and organizations supported this exciting contest.

Aquesta earnings rise 23 percent in first quarter 2014

April 21 Aquesta Financial Holdings, parent company of Aquesta Bank, reported operating income rose 23 percent during the first quarter of 2014 compared to last year. The Cornelius-based company reported unaudited net income of \$347,000 for the first quarter of 2013.

Total assets increased to \$236.1 million at the end of the first quarter, compared to \$233.9 million at the end of 2013. During that same period total loans grew to \$137.2 million compared to \$130.3 million, for an annualized growth rate of approximately 21 percent.

"As I have consistently communicated over the past two years, 2012 marked the change of focus from defensive to offensive strategy for Aquesta. This change in focus, while maintaining good asset quality, is allowing Aquesta to capture market

share to the benefit of our customers, community and shareholders," said Jim Engel, president and CEO of Aquesta Bank.

Clean-tech company coming to Philip Morris plant

April 11 A limited liability company named Victory Industrial Park LLC will bring an energy-related business to the old Philip Morris plant in Concord. Victory Industrial has purchased the 2,000-acre site for an undisclosed amount.

Scott Schotter, one of the principals of Victory Industrial, would not comment, but the entrepreneur referred phone calls to spokesman Julian Tanner in London, who said the sale, which closed in the last 24 hours, unfolded faster than the official plans for the site.

"We're in the slightly embarrassing position of being deliberately vague," Tanner said, explaining that Norwegian businessman Jostein Eikeland is also involved.

BusinessToday has learned the overall direction for the site will involve new jobs in the "clean technology infrastructure" business, which involves the infrastructure underpinning how energy services work. There may be more than one new company on the site, however. Besides the sheer size of the property and its buildings, one of the key advantages of the Philip Morris site is the sizable data cable that runs through it.



PHILIP MORRIS PLANT

Not much is known about Victory Industrial Park, but word came from Altria Group, the parent company of Philip Morris, that the 2,000-acre site had been sold. There were no other details given. The Victory group has been wooed by the Cabarrus Economic Development Corp. for a long period of time. Margie Bukowski, the director of the EDC, could not be reached for comment.

There are apparently no economic development incentives involved in the acquisition. "Today we moved from neutral into first gear on the Philip Morris site," said Concord Mayor Scott Padgett. "Hopefully second gear will be when we have a confirmation of what the plans for the site are." The fact that the Philip Morris site was not sold in small parcels kept many potential buyers away.

The city issued this statement: "After many years, we have received word from Altria of the sale of their former Philip Morris property to Victory Industrial Park. The thousands of acres of land and millions of square

See NEWS-E, Page 19

Continued from page 18

feet of buildings should play a crucial role in the development of new jobs in Concord. The City of Concord looks forward to working with Victory Industrial Park in the future."

The cigarette plant employed 1,000 people when it closed down in 2009. It once employed 2,500. Cigarette consumption, of course, was spiraling downward, and production was moved to Richmond, Va.

CBRE Group Inc. had the listing. The real estate company referred phone calls to Altria.

Venture Challenge showcases 39 early stage companies

April 10 The annual Charlotte Venture Challenge will showcase 39 promising early stage ventures in an investor vs. corporate customer "showdown" May 1.

The event features discussion sessions, competitor presentations and exhibits and a reception and awards ceremony.

The 39 finalists were selected from more than 100 applications from around the Southeast. Competition categories include consumer products and services, life sciences and biotechnology, IT & informatics, new energy and high tech, undergraduate student ventures and graduate student ventures teams.

Info: Visit www.charlotteventurechallenge.com or contact carolyn.smith@ventureprise.org, 704 687-0900.

Auto dealer expansion highlights desire for growth vs. aesthetics

April 8 The Cornelius Town Board Monday night unanimously granted a Conditional Use Permit, which will permit Modern Nissan to add a 32,600 square foot, 99-space new car inventory parking lot on Highway 21, north of Westmoreland Road. Construction should begin by June.

The approval by the Town Board highlights the struggle in Cornelius — and other communities — between design aesthetics and commercial growth. An ordinance puts limits on auto dealer expansions in Cornelius.

In his application to the town, Modern Nissan's Nick Drossopoulos



Modern Nissan of Lake Norman

said the expansion is needed "to better improve the operation of the existing dealership. We've literally run out of space to store new cars. As the economy continues to improve, this addition will ultimately help us and also result in better economic development in the Cornelius area."

Modern Nissan opened in 2001 at the Highway 21 location. The land where the parking lot will be added is just south of the entrance to Lake Norman Mini Golf. It is currently occupied by a vacant, single-family home, which will be demolished to make way for the new parking/storage area.

During the public hearing, Commissioner Dave Gilroy voiced concern about the "sea of cars" which would be created by the additional 99-space lot, even with additional landscaping. Wes Smith, engineer for the project, indicated that the intent of Modern Nissan was to add landscaping in the corners of the new lot, but leave some spaces in the middle so the new cars on display would be visible to passersby. He also suggested that the grading for the new lot should provide better visibility for the nearby mini-golf course.

The approval was contingent upon Modern Nissan developing a more extensive landscaping/buffer plan, obtaining town approval for their lighting plan, gating the north access driveway and limiting the new lot for inventory parking only, not customer parking.

A break for developers

Also at the April 7 meeting, the Cornelius Town Board unanimously approved the creation of a new seven-member committee which, they hope, will save conditional zoning applicants both time and money. Membership on the new pre-development review committee includes several town commissioners as well as key planning 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.

"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 proving to be very popular 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 Mayor Chuck Travis and Mayor Pro-Tem Woody Washam.

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.

— Dave Wieser

Chiquita Classic will not split

April 8 It looks like the Chiquita Classic golf tournament set for Sept. 1-7 at River Run will stay at the Davidson country club despite the merger of the Charlotte-based company with Irish fruit company Fyffes. After the merger, senior executives will be split between Charlotte and Dublin. The new company, known as Chiquita-Fyffes, will be based in Ireland. River

Run officials said the merger will not affect the tournament. "They are committed to keeping the tournament here in Charlotte," a club official said.

Job cuts decline, particularly in financial sector

April 3 New figures released Thursday by an outplacement firm show employers announced the fewest first-quarter job cuts in 19 years, providing further evidence that the economy continues to gain strength as it enters the sixth year of recovery. One of the most improved sectors — if you judge on the basis of most diminished job cuts — is the financial sector.

According to Challenger, Gray & Christmas, the first quarter closed with 34,399 March job cuts, the second lowest monthly total since January 2013. The only month to see fewer cuts during that period was December, when just 30,623 job cuts were announced. The March total was 18 percent lower than the 41,835 planned job cuts reported in February and 30 percent lower than a year ago when March job cuts totaled 49,255.

Financial sector job cuts fell by half. New York lost some 18,500 jobs; North Carolina lost 1,400.

Through the first quarter of 2014, employers announced 121,341 job cuts, down 16 percent from the 145,041 cuts tracked during the first three months of 2013. The first-quarter total was virtually unchanged from the previous quarter, when 121,667 job cuts were recorded.

State unemployment rate drops below national average

April 2 For the first time in eight years (since March 2006), North Carolina's unemployment rate has fallen below the national average. February unemployment numbers were released last week, showing North Carolina's unemployment rate fell to 6.4 percent while the national average increased to 6.7 percent. In fact, over the past several months, North Carolina has seen a bigger drop in unemployment than any other state in the country. Data shows that the number of people employed increased nearly 7,400 over the last month to nearly 4.4 million, and 48,459 over the last year, according to the North Carolina Chamber of Commerce.

THIS MONTH

REAL ESTATE TRANSACTIONS ...20

FORECLOSURES22

NEW CORPORATIONS24

REAL ESTATE TRANSACTIONS

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

Cabarrus County

03/25/14 \$201,000 Jeffrey & Stephanie Farnsworth to American Homes 4 Rent Properties Nine, LLC, 4746 Turnridge Ct., Concord

03/26/14 \$225,000 Rafi & Naushaba Syed to Victor & Oksana Sak, 4654 Arborview Dr., Harrisburg

03/26/14 \$743,000 Old Mill Stream #2, LLC to Store Capital Acquisitions, LLC, Lot 2F-1 of Lakepointe Corporate Center, Kannapolis

03/26/14 \$355,000 Bruce & Karla Fisher to Eugene Dominy, 1006 Hanover Dr., Concord

03/26/14 \$224,000 Steven & Melissa Earling to Stephen & Melissa Coats, 6135 Maple Leaf Ave., Harrisburg

03/26/14 \$432,000 Southside Neighborhood, LLC to NVR, Inc., Lots 96, 97, 99, 100, 111 & 128-130 of Southside @ Cannon Crossing Subdivision, Concord

03/26/14 \$325,000 Rebecca Wright to Nathan & Martha Suri, 81 Bridlewood Pl., Concord

03/26/14 \$260,000 Philip & Roshelle Francis to Scott & Christine Crew, 4831 Annelise Dr., Harrisburg

03/27/14 \$233,000 NVR, Inc. to Michael Murray & Lindsay Fanning, 3622 Catherine Creek Pl., Davidson 28036

03/27/14 \$262,000 Shamon & Temetra Washington to Michael & Lonna Howard, 7858 Woodmere Dr., Harrisburg

03/27/14 \$515,000 Justin & Christine Kohl to Courtney & Erin Gentry, 9640 Ashley Green Ct., Concord

03/27/14 \$258,500 Deborah Lee and Jerry & Jennifer Hartley to Jon & Joyce Harty, 10931 Trout Creek Dr., Davidson 28036

03/28/14 \$452,000 Orleans-Conservatory Group General Partner, Inc. to Jing Yang & Zheng Zuo, 8504 Penton Pl., Harrisburg

03/28/14 \$275,000 Lennar Carolinas, LLC to Prasanth Nair & Shruthi Sukumar, 9189 Perseverance Dr., Harrisburg

03/28/14 \$240,000 J & B Development Co. of Concord, LLC to Sundance Rentals, 101, 103, 105, 107, 111, 113, 117 & 119 Glen Rea St., Concord

03/31/14 \$363,000 Bonterra Builders, LLC to Jonathan & Shana Austin, 510 Iron Horse Ln., Midland

03/31/14 \$268,000 D.R. Horton, Inc. to Melayne Hammond, 1328 Grantwood Ave.,

ON THE RECORD

Concord

03/31/14 \$255,000 D.R. Horton, Inc. to Bryan & April Sorrentino, 10993 River Oaks Dr., Concord

03/31/14 \$296,000 Parker & Orleans Homebuilders, Inc. to James & Jeri Jones, 5257 Afterglow Ave., Concord

03/31/14 \$305,500 Parker & Orleans Homebuilders, Inc. to Venugopal Boggala & Maheshwari Tella, 7228 Old Valley Way, Harrisburg

03/31/14 \$329,000 Parker & Orleans Homebuilders, Inc. to Kevin & Heather Shulman, 4416 Bridge Pointe Dr., Harrisburg

03/31/14 \$314,000 Niblock Development Corp. to David & Carol Sites, 2624 Lansing St., Concord

03/31/14 \$542,500 NVR, Inc. to Charles & Jesse Atkinson, 3843 Thatcher Place Cr., Harrisburg

03/31/14 \$2,157,500 Niblock Development Corp. to GLP2 Partners, LLC, Lot Nos. 62, 110, 160, 175, 184 & 188, 152, 157, 158, 165 & 166, and approx. 106 ac. in Kinsington Forest Subdivision, Harrisburg

03/31/14 \$270,000 Lucile McClure to JBR Custom Homes, Inc., 19.95 ac. on Mooresville Rd., Kannapolis

04/01/14 \$297,000 Valley Development, Inc. to Live Well Homes, LLC, Lots 277, 300, 301, 356, 357 & 358 in Cedarville Farm Subdivision, Concord

04/01/14 \$850,000 NNN Building Investments, Ptnrnp. to Redus One, LLC, 3.601 ac. on McGill Ave., Concord

04/01/14 \$224,000 The Ryland Group, Inc. to Stephen & Tena Schrader, 5326 Hackberry Ln., Concord

04/01/14 \$241,000 Lennar Carolinas, LLC to Amy Ellis, 10716 Sapphire Tr., Davidson 28036

04/01/14 \$215,000 Lennar Carolinas, LLC to Radu & Claudia Vladea, 10729 Sapphire Tr., Davidson 28036

04/01/14 \$495,000 Patricia Rush to Paul & Melanie Newton, 3500 Little Buffalo Creek Rd., Mt. Pleasant

04/01/14 \$326,000 NVR, Inc. to Anita Oyakhilome, 8463 Twickenham Terr., Harrisburg

04/01/14 \$265,000 JD Wellness, LLC to Gary & Nancy Metzger, 4721 Morehead Rd., #402, Concord

04/01/14 \$230,000 M/I Homes of Charlotte, LLC to Lakshmi Yenireddy & Varaprasad Chilakala, 3485 Alister Ave., Concord

04/01/14 \$372,500 Garland & Antonia Morris to Thomas Furr & Sherri Little, 1709 Lentz Harness Rd., Mt. Pleasant

04/02/14 \$230,000 The Ryland Group, Inc. to David & Marie Reiser, 5351 Hackberry Ln., Concord

04/02/14 \$1,080,000 Hayden Vanderburg Enterprises, Inc. to Bank of North Carolina, 127.23 ac. on Hwy. 601, Concord

04/02/14 \$397,000 Christenbury Land Investments, LLC to Pulte Home Corp., Lots 583-587, 598 & 801 of Christenbury Chase Subdivision, Concord

04/03/14 \$389,000 John & Lucy Torres to Joshua & Mari Davey, 10015 Legolas Ln., Charlotte 28269

04/03/14 \$244,000 Secu*re, Inc. to Andrew & Lindsay Whitehead, 1200 N.Windsor Dr., Kannapolis

04/03/14 \$312,000 Roy Bradley to Rachel Parton, 5905 Granite Ln., Harrisburg

04/03/14 \$260,000 Timothy & Kara Gallagher to David & Doreen Wilder, 764 King Fredrick Ln., Concord

04/04/14 \$258,000 John & Sharon Durham to Bank of America, 1381 Whitman Dr., Concord

04/04/14 \$263,000 D.R. Horton, Inc. to Sudhagar Krishnamoorthy & Kiruthinka Sudhagar, 10985 River Oaks Dr., Concord

04/04/14 \$200,000 Edward & Wendy Duke to Nathan & Amy Johnston, 8651 Lee St., Mt. Pleasant

04/04/14 \$205,000 Wells Fargo Bank to AOW Properties, LLC, Portion of Lots 7-13 Block "A" of Amanda Barnhardt Property, Centergrove Rd., Kannapolis

04/04/14 \$277,500 Robert Mullen to David & Jodi Lower, 7610 Windsor Forest Pl., Harrisburg

04/04/14 \$241,000 Phillip & Carolyn Brown to Kevin & Scarlett Lazarus, 8420 Pompany Rd., Harrisburg

04/04/14 \$255,000 Jeffrey & Lisa Nolin to The Trust Between National Equity, Inc., 684 Chadbourne Ave., Concord

04/04/14 \$247,500 The Trust Between National Equity, Inc. to Jon-Michael & Kerri Devine, 684 Chadbourne Ave., Concord

04/07/14 \$224,500 Southside Neighborhood, LLC to NVR, Inc., Lots 103, 104, 123 & 125 at Southside @ Cannon Crossing Subdivision, Concord

04/07/14 \$271,000 Mattamy Homes, Inc. to Clay & Loubna Hoskins, 3340 Helmsley Ct., Concord

04/07/14 \$227,500 NVR, Inc. to Sharon Lambeth, 3252 Oulten St., Concord

04/08/14 \$380,000 Weekley Homes, LLC to Mark Courtney & Rita Story, 10630 Sweet-haven Ln., Harrisburg

04/08/14 \$429,000 William & Genette Smith to Federal Home Loan Mortgage Corp., 1024 Anduin Falls Dr., Charlotte 28269

04/08/14 \$1,729,000 MPP International Dr., LLC to CH Realty VI-TCA/I Charlotte International, LLC, approx.. 17.91 ac. at Poplar Tent Rd. & International Dr., Concord

04/09/14 \$685,000 John & Vangie Boswell to Sims Pkwy, LLC, Lot #26 of Morris Park, Concord

04/10/14 \$68,500,000 Philip Morris USA Inc. to Victory Industrial Park, LLC, approx. 2,021 ac. on Highway 29 (Philip Morris Property), Concord

04/10/14 \$1,000,000 Victory Industrial Park, LLC to Bootsmead Land, LLC, acreage on Highway 29 (Philip Morris Property), Concord

04/10/14 \$280,000 Parker & Orleans Homebuilders, Inc. to Jaypal Kalagiri & Swapna Potnengari, 2601 Mill Wright Rd., Concord

04/10/14 \$272,000 Jeffrey & Jennifer Louis to Nancy Sayer, 11770 Crossroads Pl., Con-

cord

04/10/14 \$231,000 John & Linda Ananich to Fred & Judy Clark, 2039 NW Stoney Creek Dr., Concord

04/10/14 \$271,000 Jeffrey & Linda Lippard to Kevin & Brenda Saxton, 7627 Maple Bluff Ln., Concord

04/11/14 \$241,000 NVR, Inc. to Anthony & Catherine Bell, 3353 Linetender Dr., Davidson 28036

04/11/14 \$375,000 Zelch Frier Builders to Richard & Reita Gallahue, 477 Countrywood Pl, Concord

04/11/14 \$235,000 Jamie & Amber Catalano to Wayne Clardy, 4107 SW Amarillo Dr., Concord

04/11/14 \$260,000 Lennar Carolinas, LLC to Jason & Crystal Parks, 10706 Sapphire Tr., Davidson 28036

04/11/14 \$332,000 Pulte Home Corp. to Kaushik Muddasani & Srija Kallu, 9519 Heritage Farm Ave., Concord

04/11/14 \$238,000 M/I Homes of Charlotte, LLC to David & Rachel Damone, 3517 Alister Ave., Concord

04/11/14 \$260,000 Warrick & Kristie George to Mark & Dana Avant, 5844 Tottenham Dr., Harrisburg

04/14/14 \$321,500 Parker & Orleans Homebuilders, Inc. to Ashok Kotte & Malathi Bandari, 7232 Old Valley Way, Harrisburg

04/14/14 \$218,000 Christopher & Tiffany Rossman to Jackson & Kendra Dodson, 1428 Whitman Dr., Concord

04/14/14 \$363,500 Shea Real Estate Investments, LLC to Thomas & Susan Esper, 10654 Rippling Stream Dr., Concord

04/14/14 \$255,000 Lennar Carolinas, LLC to Adalberto & Janet Garcia, 8899 Happiness Rd., Harrisburg

04/16/14 \$465,500 Orleans-Conservatory Group General Partner, Inc. to Mohan & Prasanna Balakrishnan, 3868 French Field Ln., Harrisburg

04/16/14 \$214,000 NVR, Inc. to Tristan & Courtney Temple, 3323 Linetender Dr., Davidson 28036

04/16/14 \$312,500 Mattamy Homes to Aaron & Kelly Todd, 3358 Helmsley Ct., Concord

More Cabarrus Transactions

online at www.BusinessTodayNC.com

Mecklenburg

3/28/14 \$125,000 Andrew & Syamphone Graham to Andrew & Cynthia Gross, 19827-M Henderson Rd., Cornelius

3/28/14 \$1,690,000 Chris & Jacqueline Cotton to Paul Ramsay, 18137 Sunset Cove Ln., Cornelius

3/28/14 \$187,000 Cynda Ranking to Cherie Gipko, 1553 Crossing Gate Dr., Cornelius

3/28/14 \$378,000 Mattamy Carolina Corp. to Nathaniel Norton, 14121 Old Vermillion Dr., Huntersville

3/28/14 \$204,500 Melissa & Michael Doebler to Catherine & Shawn Goodfellow, 12125

TRANSACTIONS

from page 20

Journeys End Trail, Huntersville

3/31/14 \$415,000 James & Frances Harlukowicz to Mark & Luz Losavio, Lot 576 Birkdale, Huntersville

3/31/14 \$279,000 Rex & Sandra Kragh to Tracy Lawson & Mitch Cohen, Lot 212 A New Neighborhood in Old Davidson, Davidson

3/31/14 \$380,000 Paul & Dione Goyette to The Trustees of Davidson College, 160 Morrison Hill Rd., Davidson

3/31/14 \$220,000 Amit & Apla Mankodi to James Randall & Ashley Nystrom, 16149 Spruell St., Huntersville

3/31/14 \$247,000 Michael Evans & Catherine Hofmann to Brenda Scott, 16409 Kelly Park Cir., Huntersville

3/31/14 \$265,000 DR Horton to Daniel & Sharon Hudson, 15715 Carley Commons Ln., Davidson

4/1/14 \$388,000 South Creek Homes to David & Lois Handy, 18410 Neville Ave., Cornelius

4/1/14 \$267,000 South Creek Homes to Joanne Melodia, 18205 Coulter Pkwy. Cornelius

4/1/14 \$495,500 BonterraBuilders to Laurey Harris, 9328 Cross Oak Pl., Huntersville

4/1/14 \$223,000 Karen Guest to Dimitrios Zaravelis & Ioannis Zaravelis, 19416 Makayla Ln., Cornelius

4/1/14 \$458,000 Maryanne Stephens-Shook to Monty & Catherine Taylor, 21606 Rio Oro Dr., Cornelius

4/2/14 \$256,000 Ryland Group to Carla & Kyle Kinzer, 6416 Chad Hill Ln., Huntersville

4/3/14 \$215,000 Donald & Denise Ruddy to Bruce Hardy, 9723 Kestral Ridge Dr., Charlotte 28269

4/3/14 \$327,000 SouthLake Co. to Richard & Anne Howe, 346 NW Dr., Davidson

4/3/14 \$330,000 Monty & Catherine Taylor to Jerrie McCann, 20205 Northport Dr., Cornelius

4/3/14 \$275,000 John & Mary Jo Kennedy to Natalia Surzenio, 15831 Trenton Place Rd., Huntersville

4/4/14 \$455,000 Cary & Brandi Collins to Pawel Poniatowski & Marina Claassens, 9928 Devonshire Dr., Huntersville

4/7/14 \$650,000 William IV & Sarah McKinnell to Peter & Patricia McGeough, 15909 Knox Hill Rd, Huntersville

4/7/14 \$385,000 Alicia Ramirez to Andrew & Candace Chendorani, 16030 Agincourt Dr., Huntersville

4/7/14 \$212,000 Robert & Jennifer Mautz to Doron & Melissa Mizrahi, 18715 Victoria Bay, Cornelius

4/7/14 \$382,500 Deaven & Monica White to Morgan & Kristy Temple, 15536 Aberfeld Rd., Huntersville

4/9/14 \$202,000 Leigh Creech to David & Katherine Toms, 14605 Holly Springs Dr., Huntersville

4/9/14 \$310,000 John Jr. & Camilla McWilliams to John & Lisa Wood, 20400 Marble-

ON THE RECORD

head Ct., Cornelius

4/10/14 \$690,000 Kenneth Sr. & Reva Irwin to Stephen & Patricia Kowalchyk, 17527 Springwinds Dr., Cornelius

4/11/14 \$238,000 Georgetowne Torell to Brett Raymond, 16203 Kelly Park Cir., Huntersville

4/11/14 \$405,500 Carolina Cottage Homes to Gerald & Sherry Vincent, 10830 Brandie Meadow Ln., Huntersville

4/11/14 \$258,500 Pulte Home Corp. to Jeffrey Myers & Stephanie Pavel, 14203 Century View Dr., Huntersville

4/11/14 \$334,000 Carolina Cottage Homes to Bruce Jr. & Leslie Coakley, 17222 Summers Walk Blvd., Davidson

4/11/14 \$375,000 Drury & Linda Grigsby to James Jacobs & Cynthia Holley, 241 Fairview Ln., Davidson

4/11/14 \$245,000 Gerald & Sherry Vincent to David Hairston & Nicole Folson, 16339 Spruell St., Huntersville

4/14/14 \$224,000 Jerry & Janie Holland, Daniel & Dawn Rikard to Robert & April Long, 8113 Cottsbrooke Dr., Huntersville

4/14/14 \$347,000 Southcreek Homes to Alice Mikovch, 18422 Neville Ave., Cornelius

4/14/14 \$520,000 Donald & Denise Harrelson to Leslie Gist, 14106 Timbergreen Dr., Huntersville

4/14/14 \$246,000 Nelson King Jr. & Rosalie Allen to Cathleen Santeiu, Edwin Jones Jr., Carolyn Jones, 788 Naramore St., Davidson

4/15/14 \$356,000 Elizabeth & Richard Ashlin to Thomas III & Carrie Bullock, 8726 Brentfield Rd., Huntersville

4/15/14 \$235,000 Leah Poovey to James & Juliann Toya, 17424 Staysail Ct., Cornelius

4/15/14 \$328,000 Everett & Sarah Dyer to Judithe Childers, 12309 Kane Alexander Dr., Huntersville

4/15/14 \$361,500 Weekley Homes to Chad & Stephanie Johnson, 17803 Bartlette Creek Dr., Davidson

4/16/14 \$245,000 Samuel & Julia Litzler t WGH North Carolina LLC, 17412 Torrence Chapel Estates Cir., Cornelius

4/16/14 \$205,000 Christopher & Heather Meidenbauer to Stephan & Sarah Johnson, 8226 Laurel Run Dr., Charlotte 28269

4/16/14 \$245,000 John & Erin Bowling to Kelly Woods, 14532 Colonial Park Dr., Huntersville

4/16/14 \$313,500 MI Homes of Charlotte to Michael Tolbert, 2011 Bishops Ct., Cornelius

4/16/14 \$272,000 Frank & Janet Myers to Paul & Ann Hosutt, 160 Harper Lee St., Davidson

4/17/14 \$306,000 Aaron & Joanna Buley to Brad & Adrienne Bowling, 17416 Harbor WaslkDr., Cornelius

4/17/14 \$435,000 Gordon & Mia Thornton to Thomas & Karen Blindt, 14028 Timbergreen Dr., Huntersville

4/17/14 \$312,500 Jodie Kochman to Michael & Susan Palmer, 10228 Lafoy Dr., Huntersville

4/17/14 \$364,000 NBR to Ting Lin & Yijia Zhong, 162 Autumn Dove Ln., Huntersville

4/17/14 \$240,000 Larry Donahue to Robert & Lorretta MacDonald, 9908 Sky Vista Dr., Huntersville

4/17/14 \$250,000 David & Lori Mobley to Matthew & Christy Brigance, 12608 Framfield Ct., Huntersville

4/17/14 \$250,000 Jonathan & Beth King to Thomas & Mary Bayes, 15308 Great Glen Ln., Huntersville

4/21/14 \$226,000 Jeffrey Cannon to National Equity Inc. to Micheal & Cheri Contes, 9429 Magnolia Estates Dr., Cornelius

4/21/14 \$640,000 Adam & Mary Ellen Craddock to James & Diane Woodworth, 18929 Elm Row Ct., Davidson

4/21/14 \$368,000 Ronald & Patricia Hylton to John JR & Barbara Reed, 14114 Rhiannon Ln., Huntersville

4/21/14 \$350,000 Richard & Katherine Brooks to David Jr. & Brooke Modlin, 14118 Harvington Dr., Huntersville

More Mecklenburg Transactions

online at www.BusinessTodayNC.com

Mooresville

3/25/14 \$460,000 Marshal & Kelly Bradley to Terry & Margaret Thompson, 409 Bayberry Creek Cir.28117

3/26/14 \$237,000 NVR to Denis & Joan O'Connor, 119 Renville Pl. 28115

3/26/14 \$358,000 David & Carolyn Stewart to Anthony & Lisa Rankin, 145 Morgan Bluff Rd. 28117

3/26/14 \$600,000 Pamela & Douglas Dupler to Jennifer Matthews, 124 Fantasy Ln. 28117

3/27/14 \$344,500 OPCNC to Jeffrey & Meghann Fairchild, 282 Cove Creek Loop 28117

3/28/14 \$294,000 Niblock Development to Jason & Amy Johnson, 121 Branchview Dr. 28115

3/28/14 \$325,000 James & Janet Ramey to Richard & Vicki Schmidt, 372 N. Main St. 28115

3/28/14 \$363,000 Meghan & Brett Lindquist to Stephen & Kellie Alms, 159 Sansome Rd. 28115

3/28/14 \$235,500 Deutsche Bank to Jeffrey & Allison Blair, 112 Marlowe Cove Ln. 28117

3/28/14 \$215,000 John & Elaine Brauningner to James & Pamela Perri, 190 River Birch Cir. 28115

3/28/14 \$210,000 Richard & Jean Whelan to Roxanne Kraemer & Veronica Drappo, 139 Harbor Landing Dr. 28117

3/28/14 \$299,000 Wells Fargo Bank to David Thomas Tessin, 187 Wood Duck Loop 28117

3/31/14 \$362,500 The Ryland Group to Andrew & Bethany Zipf, 413 East Waterlynn Rd. 28115

3/31/14 \$500,000 Francine Herrington to Megan & Mark Wildman, 344 Tuskarora Trl. 28117

3/31/14 \$282,000 Judson Development to Southern Clover Properties, 132 Tennessee Cir. 28117

3/31/14 \$253,000 Michael & Sara Carnes to Lance & Marie Christiansen, 162 East Warf-

ield Dr. 28115

3/31/14 \$290,000 Dibble Properties to Keith Martin, 153 Market Place Ave. 28117

3/31/14 \$390,000 James & Nancy Baity to C&H Investments Holdings, 131 Stuttts Rd. 28117

3/31/14 \$258,500 Eastwood Construction to Daniel & Yong Heller, 131 Millen Dr. 28115

4/1/14 \$520,000 Richard & Jeanette Stike-leather to Charles & Kristen Bentley, 438 Presbyterian Rd. 28115

4/1/14 \$332,000 Robin Perrigo to Roger & Heather Anderson, 261 Bay Harbour Rd. 28117

4/1/14 \$460,000 Michael & Gina Constantine to Gerald & Mary Miles, 172 Northington Woods Dr. 28117

4/1/14 \$217,500 NVR to Kathleen DeMatteo, 255 Madelia Pl. 28115

4/1/14 \$450,000 Bryant & Cynthia Lancaster to Big Daddy's Properties, 1162 River Hwy. 28117

4/2/14 \$426,000 OPCNC to Gina & Michael Constantine, 300 Cove Creek Loop 28117

4/2/14 \$223,000 NVR to Mark & Michelle Muzroll, 251 Madelia Pl. 28115

4/2/14 \$395,000 Deutsche Bank to Stanley Goodman, 132 Palos Verde Dr. 28117

4/3/14 \$321,500 Bonanza Development to Robert Rinaldi, 105 Meadow Crest Ln. 28117

4/4/14 \$209,000 Steven & Sherill Young to Kyle & Joslin Davis, 139 Harris Farm Rd. 28117

4/4/14 \$530,000 James & Sherron Dutton to AJA Family Properties, 107 Blue Sky Ct. 28117

4/4/14 \$1,300,000 Derrick & Kristy Finley to Cary & Brandi Collins, 153 Bay Shore Loop 28117

4/4/14 \$249,000 Adrian Stephens to William Wilkinson, 215 Southhaven Dr. 28117

4/4/14 \$272,000 OPCNC to David & Julie Christopher, 253 Cove Creek Loop 28115

4/4/14 \$243,000 Henry & Nancy Ceely to Robert & Anne Clements, 207 Kilbourne Rd. 28117

4/7/14 \$408,000 True Homes to Darryl & Cary Thomas, 150 Farm Knoll Way 28117

4/7/14 \$1,059,500 Youngblood Aviation to GA Airport, 133 River Park Rd. 28117

4/8/14 \$460,000 True Homes to Amber Schmidlin & William Vuk, 186 Grasshopper Cir. 28117

4/8/14 \$400,000 Timothy & Laurie Griffin to Timothy & Kristina Braun, 182 Cove Creek Loop 28117

4/8/14 \$785,000 Michael & Kim Galasso to Gene Lee Rapelye, 107 Chesterwood Ct. 28117

4/10/14 \$373,000 Patricia Earnest to Brian & Laura Curvin, 270 Fernbrook Dr. 28117

4/10/14 \$415,000 Stanley Goodman to Paula & Eric Lodge, 132 Palos Verde Dr. 28117

4/10/14 \$500,000 Donald & Erin Sedgley to Cliff & Jodi Smith, 125 Preserve Way 28117

4/11/14 \$227,000 Nathan & Holly Ryan to Ronald & Suzanne Bergmark, 112 Elba Dr.



TEN YEARS
Big Day
at the Lake
10

www.bigdayatthelake-lkn.com

- Provide a day of fun for kids in Big Brothers Big Sisters
- Raise money for an efficiently run non-profit
- Recruit mentors for children

Celebrity Bartenders

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

ON THE RECORD

TRANSACTIONS

from page 21

28115

4/11/14 \$240,000 Hope & Jonathan Mac-Ronald to Woodland Creek Holdings, 18519 Carnegie Overlook Blvd. 28035

4/11/14 \$235,000 Ryan & Kristie Buscaglio to Garry & Monica Murray, 114 Burtons Barn Rd. 28115

4/11/14 \$390,000 OPCNC to Barbara Pavilica & Joyce Crilly, 121 Skipjack Point Ct. 28117

More Mooresville 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

03/21/14 Grady & Hilda Burr, 408 Grace Ave., Concord, Wells Fargo Bank, \$66,400

03/24/14 Caroline Ford, 27 Washington Ln., Concord, State Employees Credit Union, \$50,400

03/25/14 Darryn & Lori Merchant, 3429 Market View Dr., Davidson 28036, Branch Banking & Trust Co., \$174,000

03/26/14 Candice Sellers, 275 Buffalo Ave., Concord, Flagstar Bank, \$69,280

03/26/14 Kenneth & Tracy Guilford, 4792 Kaybird Ln., Concord, SunTrust Mortgage, \$667,000

03/26/14 Gary & Lisa Gassew, 5250 Moonlight Tr., Concord, HSBC Bank USA, \$127,085

03/27/14 Charles & Lekisha Jett, 9443 Grand Oaks St., Concord, U.S. Bank, \$117,448

03/27/14 Todd & Tami Stoudt, 323 Morning Dew Dr., Concord, Bayview Loan Servicing, \$139,111

03/27/14 LaTosha Wilfong, 1476 Eschol Ln., Concord, Lakeview Loan Servicing, \$128,891

03/27/14 Kenneth & Suzanne Mills, 1408 Birch St., Kannapolis, Bank of America, \$96,012

03/27/14 Estate of Virginia Campbell, 704 Laura Ave., Kannapolis, Federal National Mortgage Assc., \$737,700

03/27/14 Tommy & Mary Pressley, 1101 Grove St., Kannapolis, Deutsche Bank National Trust Co., \$70,750

03/27/14 Milagros Barsey & Duvall Bailey, 7135 Tabor Falls Dr., Harrisburg, U.S. Bank National Assc., \$165,600

03/27/14 Tina Larrimore, 2462 Applegate Dr., Concord, Farmers & Merchants Bank, \$250,000

03/28/14 Christopher & Tracy Lafferty, 965 Loch Lomond Dr., Concord, PNC Bank, \$32,891

03/28/14 Alan & Annette Gross, 986 Ramsgate Dr., Concord, Wells Fargo Bank, \$129,900

03/28/14 Herman Kempley, Sandra and Shasta Collins, 9101 McMillan Dr., Harrisburg, Bank of New York Mellon, \$204,000

03/28/14 Franklin Amador & Jocelyn Jenkins, 1382 Cadre Cr., Concord, Christiana Trust, \$139,635

03/28/14 Raul Rivera & Magda Vasquez, 1052 Meadowbrook Ln., Concord, Bank of America, \$124,374

03/28/14 Ershala Morrison, Antoine Ingram and Betty Safrit, 4310 Windjammer Ct., Concord, Deutsche Bank National Trust Co., \$91,200

03/28/14 Judd Welch & Paula Ricardo, 5771 Dove Point Dr., Concord, CitiMortgage, Inc., \$127,988

03/31/14 Anne Braswell, 1016 Kansas St., Kannapolis, Uwharrie Bank, \$40,000

03/31/14 Bausch Properties, LLC, 42 Manor Ave., Concord, Wachovia Lending, \$1,778,000

03/31/14 Cynthia Stepp, 1436 Tygress Dr., Kannapolis, Bank of America, \$162,943

03/31/14 Joseph Shields & Donna Keene, 1110 Rosewood Ave., Kannapolis, Wells Fargo Bank, \$58,000

04/01/14 Chavis & Katosha Maxwell, 1400 Debbie St., Kannapolis, Bank of America, \$120,500

04/01/14 Christopher & Stacey Coker, 4019 Pebblebrook Cr., Concord, Bank of America, \$128,040

04/01/14 Patrick Lynch and Ulysses & Cathy Coleman, 416 Maiden Ln., Concord, America's Wholesale Lender, \$92,000

04/01/14 Osvaldo & Kittie Mejia, 835 Anchor Way, Kannapolis, Wells Fargo Bank, \$145,826

04/01/14 Edward & Topaze Miller, 7719 Pleasant Valley Rd., Harrisburg, Wells Fargo Bank, \$370,500

04/01/14 Jason & Roxanne Ward, 1427 Haverford Rd., Concord, Nationstar Mortgage LLC, \$205,600

04/03/14 Estate of Thomas Mann & JDL Homes, Inc., 12 Dulin Dr. & 4.91 acre parcel adjacent, Wells Fargo Bank, \$81,000

04/03/14 Rebecca Boan, 2204 Clay St., Kannapolis, Wells Fargo Bank, \$142,099

04/03/14 Chuckie & Donna Almon, 1530 Daybrook Ridge Rd., Kannapolis, Household Realty Corp., \$193,000

04/04/14 Estate of Barbara Bolick, 701 Virginia St., Kannapolis, Bank of America, \$76,800

04/04/14 William & Rebecca Luckey, 100 Johnson St., Concord, Union Federal Bank of Indianapolis, \$73,625

04/07/14 See Lee & Lee Vue, 270 Georgia St., Concord, Wells Fargo Bank, \$45,500

04/07/14 Edward & Christine Fennell, 2627 Brodie Ct., Kannapolis, Bank of America, \$79,900

04/08/14 Raymond & Catherine Potter, 9750

See FORECLOSURES, Page 23

FORECLOSURES

from page 22

Troutman Rd., Midland, Bank of America, \$97,600

04/08/14 Gary Eason, 1160 Alvin Hough Rd., Midland, Wells Fargo Bank, \$100,237

04/08/14 Ishmaeli James, 2267 Barrowcliffe Dr., Concord, Bank of America, \$309,065

04/09/14 Eric Anderson, 1229 Madison Ave., Kannapolis, JP Morgan Chase Bank, \$84,397

04/09/14 Richard & Janet Reynolds, 70 Wine-coff Ave., Concord, Round Point Mortgage Servicing Corp., \$13,200

04/10/14 Charlene Boyce, 2998 Champion Ln., Concord, Bank of America, \$93,433

04/10/14 Billy & Amy Pearson, 3175 Centergrove Rd., Kannapolis, Wells Fargo Bank, \$98,455

04/10/14 James Jordan, 400 Westover Ave., Kannapolis, Wells Fargo Bank, \$35,000

04/10/14 Aaron Ledbetter & Wendy Carr, 5067 Sunburst Ln., Charlotte 28213, Deutsche Bank National Trust Co., \$174,775

04/10/14 Tony & Naudra Taylor, 3843 Burgundy Ridge Dr., Harrisburg, Fifth Third Bank, \$244,980

04/10/14 James & Lori Love, 1593 Daybreak Ridge Rd., Kannapolis, Fifth Third Bank, \$80,000

04/11/14 Virginia Crider, 1111 Bethpage Rd., Kannapolis, Wells Fargo Bank, \$196,500

04/11/14 James Forte, 3016 Winston Dr., Concord, Deutsche Bank National Trust Co., \$103,920

04/11/14 Naomi Richardson, 10508 Grassy Creek Ct., Midland, Nationstar Mortgage LLC, \$135,000

04/11/14 Randy & Priscilla Earnhardt, 1012 Tennessee St., Kannapolis, One Reverse Mortgage, LLC, \$210,000

More Cabarrus Foreclosures online at www.BusinessTodayNC.com

Mecklenburg County

3/21/14 Darrel & Cynthia Basnight, 2436 Torrington West, Charlotte 28262, Mortgage Investors Corporation \$119,560

3/21/14 Jamille & Jennifer Velasquez, 10740 Glenluce Ave., Charlotte 28213, Wells Fargo Bank \$133,200

3/21/14 Hoyt & Merribeth Butler, 8401 Forest Shadow Cir., Cornelius, Wachovia Mortgage \$245,100

3/21/14 Michael & Luisa Wunch, 7629 Birchwalk Dr., Huntersville, Countrywide Bank \$272,000

3/21/14 Edward & Miriam Horenstein, 9175 Meadow Vista Rd., Charlotte 28213, Ameritrust Mortgage \$70,000

3/24/14 Donna Nixon, 3521 Arvin Dr., Charlotte 28269, First Magnus Financial \$116,176

3/24/14 Anthony & Jauqueia Graham, 16941 Turning Stick Ct., Charlotte 28213, GMFS \$80,000

3/24/14 Dheeraj Ahluwalia, 3609 Chepstow Ct., Charlotte 28262, First National Bank of

ON THE RECORD

Arizona \$110,400

3/25/14 Arvin Fant & Tonia Carter, 3120 Ewert Cut Ln., Charlotte 28269, West Town Savings Bank \$266,228

3/25/14 Michael & Elise Williams, 11929 Harris Pointe Dr., Charlotte 28269, Wilmington Finance \$158,000

3/25/14 Eunice Gist, 4721 Potters Glen Rd., Charlotte 28262, Beazer Mortgage \$147,863

3/25/14 Leah & David Price, 8804 Twisted Pine Dr., Charlotte 28269, First Horizon Home Loan \$128,000

3/25/14 Ronald & Carol Green, 6827 Rain Creek Way, Charlotte 28262, Arvest Mortgage Company \$86,600

3/26/14 Carmen Molina-Andujar, 5923 Leawood Run Ct., Charlotte 28269, Bank of America \$137,520

3/26/14 Martha Covington, 4437 Esmeralda Dr., Charlotte 28269, WR Starkey Mortgage \$120,886

3/26/14 Sharyl & James Ellison, 9411 White Cedar Ct., Charlotte 28213, TRSTE \$108,000

3/26/14 Melissa Bullard & Lindsay Hemphill, 4601 Belmar Place Rd., Charlotte 28269, JPMorgan Chase Bank \$164,698

3/26/14 Philip Geiger, 928 Southwest Drive #312, Davidson, American Home Mortgage \$188,000

3/26/14 Joy Chism, 7110 Lowen Rd., Charlotte 28269, Bank of America \$135,703

3/26/14 Sergio & Zuleima Ramirez, 3216 Irwin Valley Ct., Charlotte 28269, Universal American Mortgage \$123,019

3/26/14 Michael & Carleen Alston, 4522 Christenbury Hills Ln., Charlotte 28269, Continental Home Loans \$128,050

3/27/14 Paul & Kim Papazis, 1225 Jade Glen Dr., Charlotte 28262, E*Trade Mortgage \$153,000

3/28/14 Gerard & Lisa Matthews, 12215 Dearmon Rd., Charlotte 28269, WestAmerica Mortgage \$392,000

3/28/14 Stephen Young, 3439 Arklow Rd., Charlotte 28269, Mid Atlantic Capital \$175,000

4/2/14 Jennifer & John Innes, 12512 Dervish Ln., Charlotte 28269, CTX Mortgage \$140,983

4/2/14 John & Cynthia Kenneally, 7015 Tanners Creek Dr., Huntersville, Countrywide Bank \$209,343

4/2/14 Litonya Terry, 4931 Cornelia Dr., Charlotte 28269, Wells Fargo Home Loan \$112,641

4/2/14 Gretchen Holland, 7525 Rolling Meadow Ln., Huntersville, First Financial Services \$129,468

4/3/14 Samuel & Lidia Alvarenga, 16529 Silversword Dr., Charlotte 28213, Flagstar Bank \$275,989

4/3/14 Pedro Guardado-Mejia, 2023 Hedgelawn Dr., Charlotte 28262, Bank of America \$111,000

4/3/14 Sarah Reagin, 18801 2C Oakhurst Blvd., Cornelius, Wells Fargo Bank \$157,605

4/3/14 Craig Spears, 6031 Shining Oak Ln., Charlotte 28269, Avelo Mortgage \$131,315

4/4/14 Bridgette Sanders, 16623 Buchanan Corner Dr., Charlotte 28213, American

Wholesale Lender \$216,000

4/4/14 James Bell, 21141 Pine Ridge Rd., Cornelius, CitiMortgage \$101,000

4/4/14 Torrence & Veronica Tabor, 12428 Stowe Acres Dr., Charlotte 28262, American Security Mortgage \$160,068

4/4/14 John & Mala Lee, 8041 Fair Meadows Dr., Charlotte 28269, Wachovia Mortgage \$270,000

4/7/14 Occie Jones, 3219 Harris Mill Ln., Charlotte 28262, Local Government Federal Credit Union \$132,200

4/7/14 Takia Craven & Derrick Duncan, 10312 Glenmeade Rd. 28031, Washington Mutual Bank \$302,400

4/8/14 Elizabeth & Leander Watts, 1919 Winsted Ct., Charlotte 28262, Premier Mortgage Funding \$119,200

4/8/14 Erica Marsh, 4019 Houldsworth Dr., Charlotte 28213, Countrywide Home Loans \$138,400

4/8/14 Anita & Tom Dixon, 921 Northeast Dr. #26 28036, Wachovia Mortgage \$162,000

4/8/14 Craig & Susan Bailey, 12324 Summer Creek Ln., Charlotte 28269, Mortgage Edge Corporation \$140,465

4/8/14 James Bowman, 708 Larimer Ln., Charlotte 28262, National Title Company \$288,000

4/9/14 Sharon Guy, 3123 Bennett Neely Ln., Charlotte 28269, PRLAP \$159,970

4/10/14 Freddy & Lotty Uriarte, 10330 Battle Ct., Charlotte 28262, People's Choice Home Loan \$119,850

4/10/14 Carol & Jeffrey Simon, 9727 Tidal Ct. 28078, HSBC Mortgage \$121,850

4/11/14 Christopher & Stacy Wackerman, 12400 Henderson Hill Rd. 28078, First Charter Bank \$168,223

4/11/14 Judith Perry, 8625 Forest Shadow Cir. 28031, Allen Tate Mortgage \$234,800

4/11/14 Aku Adapoe, 10914 Stone Trail Rd., Charlotte 28213, Countrywide Bank \$193,044

4/11/14 Joseph & Donna Bertolino, 4302 Clymer Ct., Charlotte 28269, Redwood Financial Services \$158,340

4/11/14 Sidney Llewellyn, 9541 K Shannon Green Dr., Charlotte 28213, Ryland Mortgage Company \$40,650

4/11/14 W V V, 9541 B Shannon Green Dr., Charlotte 28213, Ryland Mortgage Company \$41,600

4/11/14 George Watts & Wilbert Sinclair Smith, 10616 Hellebore Rd., Charlotte 28213, National City Mortgage \$170,000

4/11/14 Rhonda & Adrian White, 6653 Devongate Ln., Charlotte 28269, Wells Fargo Home Mortgage \$132,170

4/11/14 Carolyn & Larry Bradshaw, 1510 Rosetree Ln., Charlotte 28213, Nationsbank Mortgage \$72,500

4/11/14 Vincent Sgambato, 6735 Sweetfield Dr., Charlotte 28269, First Guaranty Mortgage \$150,000

4/11/14 Vang Xiong, 5613 Henderson Cir., Charlotte 28269, Ivanhoe Financial \$68,000

4/11/14 John & Lashanda Murphy, 10402

See FORECLOSURES, Page 24



FEATURED LISTINGS

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

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

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

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

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

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

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

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

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



RCP

Bill Rinker
ph: 704.782.8080
cell: 704.699.1406

Email billrinker@ctc.net

FORECLOSURES

from page 23

Rosemallow Rd., Charlotte 28213, Home Star Mortgage \$158,600

4/11/14 Mark & Cookie Pearce, 712 Reigate Rd., Charlotte 28262, Mortgage Investors Corporation \$163,150

4/11/14 Doris Hancock, 6049 King George Dr., Charlotte 28213, Capital Mortgage \$68,700

4/11/14 Letania Edwards, 507 Kingville Dr., Charlotte 28213, Honestead USA \$101,495

More Mecklenburg Foreclosures
online at www.BusinessTodayNC.com

Mooresville

3/26/14 Rachel & Andrew Nagy, 153 Langtree Rd. 28117, JPMorgan Chase Bank \$260,000

3/26/14 Margo & Wesley Summers, 121 Everette Park Dr. 28115, First Financial Services \$114,197

3/31/14 Gregory & Trinna Buchanan, 38 Bay Park Pl. 28117, Suntrust Mortgage \$188,802

4/2/14 Oscar & Santiago Arevalo, 171 Gabriel Dr. 28115, NVR Mortgage \$133,510

4/3/14 Carmelo Delgado, 103 Kallie Loop 28117, Bank of America \$119,415

4/4/14 Celie & Michael Wheeler, 340 Mackwood Rd. 28115, Lawyers Title Realty Service



Help Build Change for Homeless Pets!



Donate to the Capital Campaign Fund Today!
Call 704-235-5300 or visit FriendsOfTheAnimals.net

Proud to Support Friends of the Animals and the building of
a no-kill Pet Education and Adoption Center for Lake Norman!



I-77 @ Exit 28 | LakeNormanChrysler.com | 704.896.3800

ON THE RECORD

\$132,000
4/10/14 Jeffrey & Deborah Rinehardt, 408 Brumley Rd. 28115, Nationstar Mortgage \$190,145

More Mooresville Foreclosures
online at www.BusinessTodayNC.com

NEW CORPORATIONS

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

Cabarrus County

3/26/14 Lavell's Bbq & Catering Inc., Lavell D. Robson, 5315 Bendix Ct., Harrisburg

3/26/14 O & N Enterprises LLC, Orbe A. Garcia, 140 Woodland Dr., Concord

3/26/14 Online Profit Strategies LLC, Christopher Evans, 4960 Bentridge Dr., Concord

3/26/14 Sundance Rentals LLC, Michael Fournier, 4156 Wrangler Dr., Concord

3/27/14 Anishka Investments LLC, Shilpi Jain, 7520 Plumcrest Ln., Harrisburg

3/27/14 Dry Cleaning To You LLC, Tonya Bitting, 9228 Kensington Forest Dr., Harrisburg

3/27/14 Elizabeth Cleaning Service Inc., Elizabeth Edward, 12145 University City Blvd., Harrisburg

3/28/14 4 U & Me Properties LLC, Laurie L. Boatright, 4716 Straw Ct., Harrisburg

3/28/14 Carolina Heads-Up Racing Association LLC, Dennis C. Hampton Jr., 805 Miller St., Kannapolis

3/28/14 Squeaky Clean Professional Cleaning Service LLC, Ekima Caldwell, 109 Corban Ave. SW Ste 107, Concord

3/28/14 Tomefog Inc., Michael Babalola, 5745 Hammermill Dr., Harrisburg

3/29/14 Ram Service Group Corp., Daniel M. Brooks, 7575 Westwinds Blvd., Concord

3/31/14 Doug Collins Music Co. LLC, Douglas Collins, 1105 Doncastle Ct., Concord

3/31/14 Innovative Concessions Enterprises LLC, Jared R. Downs, 4388 Foxfield Ct., Harrisburg

3/31/14 Jai Chaher Ma LLC, Chandresh Patel, 2808 Lane St., Kannapolis

3/31/14 Jaimatajiclt Inc., Chandresh Patel, 2808 Lane St., Kannapolis

3/31/14 J.D.B. Enterprise LLC, Jotham Bethea, 2892 Rockingham Ct. SW, Concord

3/31/14 Stegall Masonry LLC, Jason Stegall, 106 Wayne Ave., Kannapolis

4/1/14 Custom Environmental Insurance LLC, Richard Apolar, 112-2 Morris Dr., Harrisburg

4/1/14 Neighborhood Asset Solutions LLC, Zachary M. Moretz, 37 Union St. S Ste B, Concord

4/1/14 OES Marketing Inc., Brandon Wheritt, 1615 Morningside Ct., Kannapolis

4/1/14 Performance Construction Inc., Dennis Todd Kimes, 8913 Bayberry Trl., Concord

4/11/14 Premier Holdings LLC, Jeffrey D. Jones, 2626 Dale Earnhardt Blvd., Kannapolis

4/2/14 Affordable Furniture Source LLC, Brendan Sullivan, 4951 Hwy. 49 S, Harrisburg

4/2/14 Carolina Behavioral Medicine P.A., Richard Kennerly, 366 George W. Liles Pkwy. NW #52, Concord

4/2/14 Enterprse Communications Group LLC, Tirfe, Tewodrose G.8718 Savannah Rd., Harrisburg

4/3/14 Advance Wellness Center LLC, Michael D. Trombley, 812 Lantern Way, Kannapolis

4/3/14 Asian Rose Body Work Spa LLC, Hong Y. Zhao, 11401 Lane St., Kannapolis

4/3/14 First Look Realty Group Inc., William Freeman, 3848 Grovesner St., Harrisburg

4/3/14 JFJ3 Consulting LLC, Jon-Michael Devine, 8410 Pit Stop Ct. NW Ste 126, Concord

4/3/14 Systematic Mindreading Inc., Todd James Sivers, 4025-D C Dr., Concord

4/3/14 TCS Investments LLC, Timothy Charles Swick, 134 Fryling Ave. SW, Concord

4/3/14 Thomas Dellinger LLC, Jon-Michael Devine, 8410 Pit Stop Ct. NW Ste 126, Concord

4/4/14 Diligent Distributors LLC, Saba Jahan, 10292 Shrader St. NW, Concord

4/4/14 Med Green Solutions LLC, Joseph Zavala, 356 Valley Brook Ln., Concord

4/4/14 Settlers Landing Development LLC, Brian Edenfield, 101 Pitts School Rd. SW,

Concord
4/4/14 Softwind Realty LLC, Julie Newman, 137 Softwind Ln., Concord

4/4/14 Valiant Media Inc., Alexander Rohmann, 2049 Centergrove Rd., Kannapolis

4/4/14 Valuation Solutions Inc., William Fulton Jr., 4223 Sapp Rd., Concord

4/7/14 CJ Xpress Logistics LLC, Josephine Kerubo Mokuasi, 1315 Emory Ln. NW, Concord

4/7/14 Debt Acquisition of North Carolina LLC, Jon-Michael Devine, 8410 Pit Stop Ct. NW Ste 126, Concord

4/7/14 JDCorp LLC, Jon-Michael Devine, 8410 Pit Stop Ct. NW Ste 126, Concord

4/7/14 Kramer Kraft LLC, Kurtis K. Williamson, 485 Sutto Forest Dr. NW, Concord

4/8/14 The Bottom Line Enterprises Inc., Larrie L. Matthews, 4808 Sherborne Dr., Harrisburg

4/8/14 Fit Creations LLC, Angela Micolucci, 4750 Kay Bird Ln., Concord

4/8/14 Groundmaster Services LLC, Dianne Shue, 735 Main St. SW, Concord

4/8/14 Reiki Work Inc., Xiao Hua Cai, 1823 N. Cannon Blvd., Kannapolis

4/8/14 Tumult Apparel Inc., Daniel Wilson, 5800 Village Dr. NW, Concord

4/9/14 Godby Express LLC, Aristotle Verrios, 6612 Affirmed Ct., Harrisburg

4/9/14 Roger's Organics Plus LLC, Roger Holzmeyer, 310 Williams Rd., Harrisburg

4/10/14 Terraflly LLC, Khan David Masud, 8834 High Ridge Ln., Concord

4/11/14 The Culp Agency Inc., Pamela Culp, 184 Northchase Dr., Concord

4/11/14 Sweet Time Arrangements LLC, Ernesto Ramirez, 1889 Warren C. Coleman Blvd., Concord

4/15/14 Camp Residential Properties LLC, James C. York, 6145 Gordon Ln., Harrisburg

4/15/14 The Dove House LLC, Virginia Heron, 17111 Blue Springs Dr., Kannapolis

4/15/14 Green Giant Lawn Care LLC, James R. Spencer Jr., 3365 Chadbury Dr. NW, Concord

4/15/14 Optimal Fit Saddlery LLC, Janell Cameron, 409 E. 3rd St., Kannapolis

4/15/14 Renew Me Properties LLC, Muriel Magloire, 753 Bartram Ave., Concord

4/16/14 Lake Norman Boat Club Holdings LLC, Diana Sutton, 1498 Olive Hill Ave. NW, Concord

4/16/14 The Naar Group LLC, Jose Rafael Naar, 9614 Bellamy Pl. NW, Concord

4/16/14 Rug Gallery At Concord Mills LLC, Zena Koudsi, 5653 Berry Ridge Dr., Harrisburg

4/17/14 BT Management Group LLC, Tom Bosch, 8111 Concord Mills Blvd. 129-B, Concord

4/17/14 Gardening Guru LLC, Nicole Gagliano, 305 Valhalla Dr., Harrisburg

4/17/14 Keep Rising Media Group LLC, Alexandria Fregson, 6985 Erinbrook Dr., Concord

See NEW CORPORATIONS, Page 25

NEW CORPORATIONS

from page 24

4/17/14 SP Development Inc., Amy F. Kluttz, 2581 Essex Dr., Concord

More Cabarrus New Corporations
online at www.BusinessTodayNC.com

Mecklenburg County

4/1/14 H & I Trucking LLC, Dennis Horton, 2212-P Prestigious Ln., Charlotte 28269

4/1/14 HNF Builders LLC, David Fulford, 6514 Marion Lavern Rd., Huntersville

4/7/14 Journey To Wellness Mental Health Services PLLC, Kenya M. Frazier, 5610 Turtleback Ct., Charlotte 28269

4/1/14 Jus B'Cause Gifts LLC, Angela Evans, 10727 Tavernay Pkwy., Charlotte 28262

4/1/14 Ming Garden of Huntersville Inc., Xiu Ling Chen, 16610 W. Catawba Ave. Ste E, Huntersville

4/1/14 Mr. Quick Pick Towing Inc., William F. Johnson, 17214 Poole Place Dr., Cornelius

4/1/14 Peete River LLC, Hugh Franklin, 19421 A Liverpool Pkwy., Cornelius

4/1/14 Twentysix Investments LLC, Justin W. Jamieson, 7528 Waterview Dr., Cornelius

4/2/14 Brad Trucking Inc., Bradley Maurice Perry, 6122 Golden Field Dr., Charlotte 28269

4/2/14 Create Wellbeing LLC, Corrie Cooper, 6634 Duntun St., Huntersville

4/2/14 Deborah Beam LLC, Deborah Beam, 7542 Waterview Dr., Cornelius

4/2/14 Hernandez Siding Company LLC, Luis Hernandez Contreras, 2105 Canterbury Dr. #2, Charlotte 28213

4/2/14 Overleaf Investments LLC, N. Brian Peace, 19317 Overleaf Ln., Davidson

4/2/14 Rosilyn Sharpe's Value Properties LLC, Sharpe, Rosilyn M805 Foxborough Rd., Charlotte 28213

4/2/14 Tidemark Medical LLC, James W. Wilson, 16513 Green Dolphin Ln., Cornelius

4/3/14 BAX Holding Co. LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

4/3/14 CBG Management LLC, Sohel Patel, 5029 Chestnut Knoll Ln., Charlotte 28269

4/3/14 Cornstalk Solar LLC, Michael D. Whitson, 442 S. Main St. Ste 12, Davidson

4/3/14 Dawes Services LLC, Lonnie Dawes Jr., 5905 Laurenfield Dr., Charlotte 28269

4/3/14 Emozzo LLC, Jon M. Vezendy, 21000 Torrence Chapel Rd. Ste 101, Cornelius

4/3/14 Intrek Logistics LLC, Brian J. O'connell, 16323 Kelly Park Cir., Huntersville

4/3/14 Quinn Enterprises LLC, Veronica Quinn, 5821 Snapdragon Ln., Huntersville

4/4/14 Flourish (EAP) Employee Assistance Program, Counseling, & Substance Abuse Consultative Services PLLC, Stephanie Render, 6032 Briggs Dr., Charlotte 28269

4/4/14 Go 2 Green Landscape And Turf Management LLC, Carl J. Kistel III, 534 Jetton St., Davidson

4/4/14 Half Moon Medical Associates PLLC, Gregory A. Moon, 19701 W. Catawba Ave.

Ste F, Cornelius
4/7/14 Agilis Business Consulting Corp., Thomas Trickett, 19119 Brookgreen Garden Pl., Cornelius

4/7/14 FPJ Enterprises LLC, Paul Crandall, 1973 Kunkleman Dr., Cornelius

4/7/14 Green Team Services LLC, Julius Green, 3538 Dashiel Dr., Charlotte 28262

4/7/14 Motoblasting LLC, Jonathan Hunt, 7309 Swansea Ln., Cornelius

4/7/14 Optimal Firm, LLC, Melinda Knorr, 21301 Pecan St., Cornelius

4/7/14 Strategic Talent Assessments LLC, Virginia D. Roseman, 21121 Shearer Rd., Davidson

4/7/14 Truck Dispatch Service Inc., Marcos A. Bonilla, 8807 Hollow Creek Cir. #203, Charlotte 28262

4/8/14 Concord Fitness Club LLC, Jonathan Meek, 10130 Mallard Creek Rd. Ste 300, Charlotte 28262

4/8/14 Focus Forward of PLLC, Chasity K. Adams, 1909 J.N. Pease Pl. Ste 103, Charlotte 28262

4/8/14 Guelo Star LLC, Roas M. Nunez Ruben, 510 Oakwood Ln Apt 106, Charlotte 28262

4/8/14 HBPH Investment Group LLC, Matthew P. Barga, 14508 Westgreen Dr., Huntersville

4/8/14 Invizion LLC, Mark Siadale Richardson, 2334 Apple Glen Ln., Charlotte 28269

4/8/14 Jack Moellendick Consulting Inc., Paul Jack Moellendick, 19913 River Falls Dr., Davidson

4/8/14 Lady B's African Hair Braiding And Weaving LLC, Bushin Knuckles, 1977 J.N. Pease Pl. Ste 204, Charlotte 28262

4/8/14 NEJME Inc., Kessem Nejme, 8101 Old Concord Rd., Charlotte 28213

4/8/14 Synapse Management Inc., Sharon D. Allen, 17043 Doe Valley Ct., Cornelius

4/8/14 Team Associates LLC, Melford Leon King, 1522 La Dora Dr., Charlotte 28262

4/9/14 AKB LLC, Martha Riggins, 20416 Greenway Heights Dr., Cornelius

4/9/14 Cameron-Young Co., Steven Young, 8539 New Oak Ln., Huntersville

4/9/14 Choice Fries Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

4/9/14 The Christian Diary LLC, Kirk Ayton, 1815 Willow Haven Ln. Apt. 1F, Charlotte 28262

4/9/14 Emory Holdings LLC, Steven Emory Helms, 10208 Danesway Ln., Cornelius

4/9/14 Mac Capital Group LLC, Rachael L. Mcnamara, 18605 Northline Dr. Ste A2 Mailbox 1, Cornelius

4/9/14 New Life Venture Group LLC, Sharon Deberry, 4959 Prosperity Ridge Rd., Charlotte 28269

4/9/14 PU & Go Moving International Inc., Kelly Reed, 310 W. Catawba Ave., Charlotte 28269

4/9/14 Silvershay Homecare LLC, Silvera Crite- Parker, 2042 University Heights Ln., Charlotte 28213

4/10/14 Amy K Private Jeweler LLC, Amy Fish, 9003 Park Grove St., Huntersville

ON THE RECORD

4/10/14 Beyond The Veil Wedding & Event Services LLC, Negell Monta Ormond, 13212 Ashley Meadow Dr., Charlotte 28213

4/10/14 Contribuyoution LLC, Alex Klaus, 18449 Old Statesville Rd., Cornelius

4/10/14 DWJ Advantage LLC, Patsy M. Shinn, 18515 Statesville Rd. #C- 01, Cornelius

4/10/14 Heads-Over-Heels Inc., Connie Blakely, 12421 Leaning Oaks Ct., Huntersville

4/10/14 Hire Dynamics Skilled Staffing LLC, Marc L. Cochran, 914 J. N. Pease Pl., Charlotte 28262

4/10/14 Intriguing Dynasty LLC, Cassandra Parker, 8929 J. M. Keynes Dr. Ste 40 Unit 103, Charlotte 28262

4/10/14 Iron Willow Solutions LLC, Lisa Mele, 18709 Nautical Dr. Ste 304, Cornelius

4/10/14 KJB LLC, Martha Riggins, 20416 Greenway Heights Dr., Cornelius

4/10/14 Light The Way LLC, Gwen M. Chisolm, 10413 Rosemallow Rd., Charlotte 28213

4/10/14 McCormick Sundries LLC, Erica McCormick, 12530 Panthersville Dr., Charlotte 28269

4/10/14 The Pit Box LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

4/10/14 Soul Enterprises Inc., Yael Isra, 8511 Davis Lake Pkwy. Ste C6-136, Charlotte 28269

4/10/14 Statesville Fitness Club LLC, Jonathan Meek, 10130 Mallard Creek Rd. Ste 300, Charlotte 28262

4/10/14 Vistar Inc., Sankalp Puri, 1913 J.N. Pease Pl. Ste 204, Charlotte 28262

4/11/14 Battleboro Solar LLC, Olee Joel Olsen Jr., Po Box 1395, Cornelius

4/11/14 Bebe's Tutoring Academy Inc., Brit-tany Brady, 14122 Riding Hill Ave., Charlotte 28213

4/11/14 Center Shot Archery LLC, Sherie Haymore, 13134 Centennial Commons Pkwy., Huntersville

4/11/14 Dotch Janitorial Services LLC, Christian Simmons-Dotch, 9453 Lexington Cir. Unit C, Charlotte 28213

4/11/14 Hob Knob Brewing Co. LLC, Jeffrey David Lever, 12607 Mayes Rd., Huntersville

4/11/14 Hoyteas, Chontaye Michelle Richardson, 1001 E. W. T. Harris Blvd. Ste P162, Charlotte 28213

4/11/14 Make The Carolinas Home LLC, Sean P. McCartney, 6357 Elderslie Dr., Charlotte 28269

4/11/14 M & G Home Care Services LLC, Margaret Duru- Iheoma, 301 McCullough Dr. Ste 400, Charlotte 28262

4/11/14 Presto Print LLC, Harriet W. Jackson, 5400 Nevin Rd. Ste A-101, Charlotte 28269

4/11/14 The Robin Emmons Group LLC, Robin Emmons, 8008 Leisure Ln., Huntersville 28708

4/11/14 Sanctuary Residential LLC, Bernard Felder, 8303 University Executive Park Dr. Ste 430, Charlotte 28262

4/11/14 Ubaldo's Construction And Remodeling of Inc., Esmeralda Georgina Garcia Aguilera, 3017 Dalecrest Dr., Charlotte

28269
4/11/14 WZ Rental Properties LLC, Walid Shaban, 3201 Halcott Ln., Charlotte 28269

4/14/14 A & J Construction Inc., Angel C. Ortuno Zolorio, 3406 Green Meadow Dr., Charlotte 28269

4/14/14 D&L Properties LLC, Donald A. Midgett, 15823 Hubbard Rd., Huntersville

4/14/14 Eat.Work.Play 704 LLC, Jonathan Sanchez, 2109 David Earl Dr., Charlotte 28213

4/14/14 Family Coin Launderette LLC, Martin M. Brennan Jr., 13801 Reese Blvd. W Ste 110, Huntersville

4/14/14 GDA Investing LLC, George D. Alexander Jr., 4814 Lone Tree Ct., Charlotte 28269

4/14/14 Paragon Medication Management LLC, Jamiyla Williams, 14243 Waterfowl Ln., Charlotte 28262

4/14/14 Practical Acupuncture Corp., Lennox V. Morris, 8438 Strathburn Ct. Apt. 2-M, Huntersville

4/14/14 Southeast Fund III LLC, Rosemary T. Butler, 21201 Senlac Ln., Cornelius

4/14/14 Wiley C. Properties LLC, Steven Haimbaugh, 15947 Jetton Rd., Cornelius

4/15/14 ATG. Usa LLC, Thomas L. Tragesser, 8804 Magnolia Estates Dr., Cornelius

4/15/14 Boom Boom Car Audi & Repairs LLC, Miguel Angel Garcia, 4617 N. Tryon St., Charlotte 28213

4/15/14 Broadcreek LLC, John Mcdonald Salony, 8600 Glade Ct., Huntersville

4/15/14 Cottonwood Solar LLC, Michael D. Whitson, 442 S. Main St. Ste 12, Davidson

4/15/14 Funderburg & Associates Financial Services LLC, Jamarr Funderburg, 1909 J.N. Pease Pl. Ste 103, Charlotte 28262

4/15/14 Gamers For Disability Awareness, Kyle Luegers, 1030 Varsity Ln Apt 1030, Charlotte 28262

4/15/14 Nikrooz Enterprises Inc., Ali Nikrooz, 20422 Queensdale Dr., Cornelius

4/15/14 Team Creatif Usa LLC, Shawn A. Copeland, 215 S Main

July 19, 2014

TEN YEARS

Big Day

at the Lake

10

www.bigdayatthelake-lkn.com

- Provide a day of fun for kids in Big Brothers Big Sisters
- Raise money for an efficiently run non-profit
- Recruit mentors for children

Thank You
Sponsors!

Presenting Sponsor

PayPal™

Admiral Sponsors



Business Today

Captain Sponsors



Commander Sponsors

AlphaGraphics - Lake Norman • Bentz & Associates • Davidson Wealth Management • KS Audio Video
 Julia Holyfield/Tom Hansen • Edward & Terry Keible • The Hatcher Law Group • Lake Norman Kiwanis
 Lake Norman Realty • The McIntosh Law Firm • Frank, Lynn & Erin Manis & Mama's Pizza • Park Avenue Properties
 Payroll Plus • Ingersol Rand • Randy Stephenson • Rotary Club of North Mecklenburg County • Salon Sabell

Friends of Big Day

Skippers: Jim & Carolyn Duke • Harvey's in Cornelius • Tom Hilb • LePage Johnson Realty • Raymer Kepner Funeral Home • Mark & Lynette Rinker
 Andy & Paula Smith • Tracy Stehle • Troy & Della Stafford **Mates:** Chris & Sally Ashworth • Margaret & Blair Boggs • Deborah Young Studios
Crew: Bill & Linda Dagit • Brampton Capital • John Cherry • Tom & Ann Dutton • Lapis Financial • Mother Lode Wines • Thurman Ross • Woody Washam

For sponsorship information, please contact Denis Bilodeau 704-897-1966, dbilodeau@aquestainsurance.com
 or Dave Yochum 704-895-1335 • nebiztoday@gmail.com

Supported by Business Today & Cornelius Today for Ten Years

Business Today

ON THE RECORD

NEW CORPORATIONS

from page 25

4/16/14 SMR Publications LLC, Hannah Greene Martin, 11330 Vanstory Dr. Ste 109-D, Huntersville

4/16/14 Tekrevision LLC, Glen Carpenter, 452 S. Main St. Ste H, Davidson

4/17/14 BCH Automotive Group LLC, Bch Automotive Group LLC, 6910 Old Statesville Rd. Apt. A, Charlotte 28269

4/17/14 Carolina Country Restaurant Inc., Abdel-Karem Abu Hashish, 816 E. Arrowood Rd., Charlotte 28262

4/17/14 Corporate Tact Inc., Andrea Montgomery, 11212 Tavernay Pkwy., Charlotte 28262

4/17/14 Davidson Lifeline Inc., Richard J. Kline, 230 S. Main St., Davidson 28036

4/17/14 Drew Maher Inc., Drew Maher, 13335 Glencreek Ln., Huntersville 28078

4/17/14 Inner Compass Counseling, Coaching, And Consulting Services LLC, Gerald Brown, 19428 Fridley Ln., Cornelius 28031

4/17/14 Lastarr Massage LLC, Latisha Starr, 520 Collins Aikman Dr. Ste A-104, Charlotte 28262

4/17/14 Lip Fetish LLC, Quana Tribble, 8661 Beaver Creek Dr., Charlotte 28269

4/17/14 Nemo Mental Health LLC, Janiva Willis, 2705 Early Flight Dr., Charlotte 28262

4/17/14 P2 Consultancy Services Inc., Pankti Patel, 13414 Mallard Lake Rd., Charlotte 28262

4/17/14 Perseverance Plus One Inc., Bartina L. Edwards, 10130 Mallard Creek Rd. Ste 300, Charlotte 28262

4/17/14 Point Made Inc., Danny Clark, 1402 Bershire Ln., Charlotte 28262

4/17/14 Rufus Crophopper LLC, John F. Hanzel, 19425 G Liverpool Pkwy., Cornelius 28031

4/17/14 Thunderbird Charter School LP, Michael Babbitt, 13004 Heath Grove Dr., Huntersville 28078

4/17/14 Yellow Cab Metro LLC, Roosevelt Talford III, 3710 Chepstow Ct., Charlotte 28262

More Mecklenburg New Corporations
 online at www.BusinessTodayNC.com

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.

3/10/14 Wheels on Wheels LLC, Agnieszka J.

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 Conetoe Solar Lessee LLC, Kenny Habul, 192 Raceway Dr.

3/14/14 Gates By Champion 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 Cermiara, 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

More Mooresville New Corporations
 online at www.BusinessTodayNC.com



POWERFUL.
 FOCUSED.
 EFFECTIVE.

The cat is truly out if the bag!

Business Today Is Your Best Way to reach nearly
 10,000 Small Business Owners. We offer unmatched
 distribution among the Golden Crescent's most
 qualified business-to-business readers.

Business Today
 704.895.1335

Business Intelligence for the Golden Crescent: Lake Norman • Cabarrus • University City

OPINION

On May 6, vote for Honeycutt, Mynatt, Shue

Three Republicans are vying for three seats on the Cabarrus County Commission, currently held by three Republican incumbents.

All three incumbents — Chris Measmer, Larry Burrage and Jason Oesterreich — have the backing of the Executive Committee of the Cabarrus GOP. All three have a record of criticizing the use of economic development incentives because they do not benefit each and every business owner in the county.

We disagree, but more on that later.

The three challengers — Diane Honeycutt, Grace Mynatt and Lynn Shue — have conservative credentials more in line with the rest of the world, not to mention business leaders in Cabarrus County.

Indeed, the three challengers have the backing of the business community. Honeycutt, who was registered as an Independent until declaring herself a Republican in 2013, has a long history of public service and volunteer leadership roles. She was the chairman of the NorthEast Medical Center Foundation board, chairman of the Rowan Cabarrus Community College Foundation Board, former chairman of Cabarrus Chamber, the Rotary Club and ran Concord's successful bid for an "All America City" award in 2004.

Mynatt had a successful track

record during her 19 years on the Cabarrus County Board of Education and four years on the County Commission. Likewise Lynn Shue, who currently serves on the board of education — 12 years running — is respected by his peers. Shue has served as chairman of the Deacon Committee at his church, where he has taught Sunday School for 21 years.

Mynatt also has a record of serving the entire community: She is the founding chairman of the Cabarrus County Education Foundation, past chairman of the Cabarrus Chamber and received the Governor's Award for Volunteer Service.

Oesterreich approaches life differently. A political newcomer, who was appointed to the county commission with backing from the Executive Committee of the Cabarrus Republican party, his views and actions are far to the right of the community and mainstream Republicans. Indeed, at a commission meeting he referred to users of county parks as "special interest groups." He has neither the experience nor the disposition for public service which, in this day and age, requires teamwork to support the businesses—new and existing — that provide jobs for his constituents.

Likewise, Measmer and Burrage are ill-suited for public office. They have neither the experience nor the kind of teamwork approach that economic development officials on a state level take for granted.

Our opinion about economic development is this: Tax incentives are a logical means to help an employer get under way after a sizable investment in land, structure and equipments. The temporary support ultimately helps all businesses because the new jobs ultimately support local spending. Not providing incentives puts Cabarrus at a considerable disadvantage to South Carolina, an ardent competitor for new and relocating industries.

Honeycutt, Mynatt and Shue are much more consistent with their constituents' true interests. Cabarrus County and its homeowners, business owners and working folk have suffered mightily from the loss of home-grown businesses like First Charter and Pillowtex, not to mention to departure of Richmond, Va.-based Philip Morris.

It's time for a change on the Board of Commissioners.

We give the nod to Honeycutt, Mynatt and Shue who are in touch with the business issues that affect one and all in Cabarrus County.

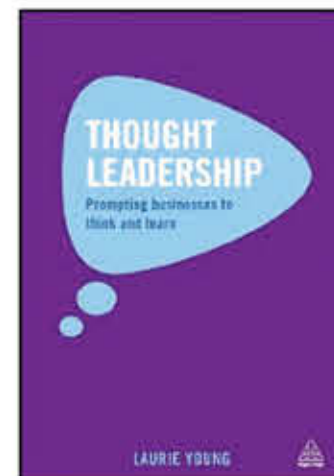
Book Review: 'Thought Leadership'

This refreshing, original treatise takes on a rarely served but important topic. British author and executive Laurie Young points out that few people write about or study "thought leadership" for its true worth. Yet, collectively, corporate thought-leadership budgets are enormous, rivaling those for advertising. getAbstract recommends Young's insights to business leaders, students, investors and all who want to understand the power of thought leadership, including how to create, disseminate it and benefit from it.

getabstract
compressed knowledge

Laurie Young. Thought Leadership: Prompting Businesses to Think and Learn. Kogan Page, 2013. 344 pages. ISBN-13: 978-0749465117.

— Provided by www.getabstract.com



Business Today

Editor
Dave Yochum
nebiztoday@gmail.com

Sales & Marketing Director
Gail Williams
gail.todaypubs@gmail.com

Cabarrus Market Director
Sara Foley, sara.todaypubs@gmail.com

Production Director
David Boling,
production.todaypubs@gmail.com

Contributing Writers
Cheryl Kane, Sherre DeMao
Dave Friedman,
Dave Vieser

Phone 704-895-1335

The entirety of this newspaper is copyrighted by Business Today, LLC 2012 with all rights reserved. Reproduction or use without permission of any content is prohibited. Business Today is an Equal Opportunity Employer.

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

BACK ISSUES
Payable by VISA & MASTERCARD ONLY.
\$1.50 (if available); \$4 to mail

FAXED ARTICLES - \$5 per page

PHOTOS - \$100

REPRINTS - Reprints on high-quality, frameable stock are available, starting at \$65.

NEWS AND CALENDAR ITEMS
Business Today is a local business publication. If you have news items, they may be e-mailed to businesstodaync@gmail.com.

Business Today is mailed on the first Friday of every month to qualified small business owners in the Golden Crescent.

SUBSCRIPTIONS
May be purchased for \$36.

LETTERS TO THE EDITOR
Do you have an opinion you'd like to share? We offer a forum for ideas, opinions and dissenting opinions.

You can e-mail your thoughts to nebiztoday@gmail.com or mail to Business Today at P.O. Box 2062, Cornelius, N.C. 28031.

Your letter, or a longer opinion piece, may be edited for brevity and/or clarity. Please include a phone number.

www.businesstodaync.com

Business Today Classifieds

VEHICLES

**Give Your Business
The Advantage!**

LAKE NORMAN
Commercial Advantage

**Carolinans' Largest Inventory!
Below Market Prices!**

Plus, every new business vehicle comes with:
One Set of Tires FREE!
Includes heavy duty trucks.

Car Washes for LIFE!
Stop by for a free carwash anytime we're open.

Commercial Loaners for LIFE!
Business loaners suitable for most business needs.

Rewards for LIFE!
Earn 5% back in rewards on parts and service.

FREE BusinessLink Enrollment!
All makes and models are eligible.

Next-Day Available Service!
Move to the head of the line.

Extended Service Hours!
We work longer to get you back on the road faster.

Contact usineLink Manager,
David Hocker, about the
**Lake Norman Commercial
Advantage** today!

Call David at 888-848-4720 or email
dhocker@lakenormanchrysler.com

LAKE NORMAN
CHRYSLER DODGE Jeep RAM

I-77 @ Exit 28
LakeNormanChrysler.com



2005 Winnebago Adventurer
33.7 ft. Class A gas motorhome.
8.1 GM with Allison 5-speed
trans w/overdrive. 22.5 inch tires,
two slides, two TVs,
Sleep Number bed, bedding,
plus all housewares and many
other extras. Sleeps six.

Contact Mike at 704-997-2693

**E-Z Pay with your Visa /
Mastercard 704.895.1335**



FITNESS



**RESPECT YOUR HEALTH,
RESPECT YOUR BODY**

Specific training depending on
individual goals and needs

- Corrective/rehab
- Weight loss & lean
muscle gains
- Golf/Tennis (sport specific training)
- Functional strength training

**First 3 sessions free/training
packages available**

This is a 24/7 facility
18335 Old Statesville Road,
Unit C,
Cornelius 28031

Contact Adrian
727-412-4069
a_rusiecki@aol.com

EXECUTIVE HOUSING



New Listing \$2,950,000 Waterfront Home on a 1.87 acre peninsula. 6,000+ sq ft on a Gated Private Island and panoramic Lake Norman views. 5 bedroom suites. Outdoor living rivals any resort. For more info or private showing, call Lance Carlyle 704-252-0237



\$749,000 The Peninsula on the golf course!
Over 4000 sq ft with 4 bedrooms, 3 1/2 baths
an oversized 3 car garage. Master on main.



\$4,500,000 10,000+ sqft, 6 bed, 6/3 baths,
gated lot, private dock, elevator, pool & hot
tub Outdoor Kitchen, & 4 Car Garage

LANCE CARLYLE
704-252-0237
lance@carlyleproperties.com

CARLYLE
PROPERTIES
www.CarlyleProperties.com

JIM CARLYLE
704-252-3047
jim@carlyleproperties.com

**Advertising in Business Today gets you
noticed—just ask our advertisers.**
**With over 13,000 small business readers,
we can help you**

stand out

**from your competition. Remember,
advertising puts you in front of new
customers every single month.**

To advertise in Classifieds, contact Business Today at 704.895.1335

HOT PROPERTIES

High-end closings dip, but showings are rising, indicating pent-up demand

More people with money to spend on their homes are house hunting in the Golden Crescent, in greater numbers than this time last year, and far greater than during an especially wintry January, February and March.

Indeed, the number of sales are down slightly, because of the harsh winter weather.

In the Lake Norman market — the old MLS 13 consisting of Zip Codes 28031, 28026, 28037, 28117 and 28673 — there were 20 \$1 million-plus home sales from Jan. 1 through April 28 of this year.

Last year there were 25 during the same time period.

"The five-unit difference can be blamed on the severe winter activity across the board," said **Pat Riley**, president and chief operating officer of Allen Tate Co.

But traffic and showings in the high-end market are taking off.

Reed Jackson, managing partner of Cornelius-based Ivester Jackson Distinctive Homes, which is affiliated with



Cornelius lakefront: 5,220-square-foot home in The Peninsula has sold for \$2 million

Christies International Real Estate, says "out of state traffic is through the roof."

"Of our last 20 smart phone inquiries off signs, 80 percent of them have been from out of state," Jackson says, "another interesting statistic that shows how much the weather impacted the early months of 2014."

He said curbside inquiries with smart phones fell 28 percent during the first two months of the year compared to last year, but since March 1, they are 40 percent ahead of last year's numbers — and they're now outpacing last year.

"In speaking with our Christie's affiliates up the eastern seaboard, many of which had snow on the ground as late

as a week or two ago, spring is just very late this year, particularly when you add in how late Easter and school spring breaks are this year," Jackson said.

He said there have been 665 showings of homes valued between \$1 million and \$2 million in Cornelius and Mooresville during the past 60 days, vs. only 439 during the same time last year.

"Traffic has really picked up as the weather improved; showings were just slightly ahead the first 60 days of the year, now they are well ahead," Jackson said.

Showings are up even more in the ultra-luxury category here — of course that's relative in light of some Manhattan apartments transacting in the \$20 million range.

There were 76 showings of homes priced above \$2 million in Cornelius during the past 60 days, vs. only 30 in the same time period last year, Jackson explains. "In Mooresville the difference is not quite so pronounced: 40 showings this year over \$2 million since March 1, vs. 37 last year," he says.

"Given we had a really solid year last year in the \$1million to \$2 million range, and a fairly good year above \$2 million, both of these showing levels seem to point to a very active period between now and July 4 in terms of actual contracts placed," he said.

Lance Carlyle, of luxury real estate agency Carlyle Properties in Cornelius, said there is a lot of pent-up demand.

"We're showing more and more, even though closings are down," he said.

Behind the scenes, though, high-price deals can be tough.

"Buyers in the upper brackets still have a lot of power. North of \$1 million is entirely different from \$500,000 to \$750,000," Carlyle said.

The sort of entry-level luxury market is sizzling, but over \$1 million the air is thinner and there are fewer buyers.

"Once you get over \$1 million it's more the lot than the house...under \$1 million the house is really key. Over \$1 million they want waterfront, acreage or golf course views," he said.

In Mooresville

A lakefront house at 108 Kingsbury Ct. in The Point has sold for \$2.45 mil-

See HOT PROPERTIES, Page 31

HOT PROPERTIES

HOT PROPERTIES from page 30

lion after being listed at \$2.8 million by **Doris Nash** of Ivester Jackson Distinctive Properties. The five-bedroom house, complete with six full baths and a three-car garage, sits on 1.2 acres. It has a bil-



Wellcraft Court: Originally listed at \$2 million

liard room an exercise room a wine cellar and a master bedroom on the main floor, all in 9,500 square feet of space. Nash also represented the buyers.

Dixie Dean with Allen Tate in Cornelius closed a \$1.8 million sale in



The Point for \$2.45 million

Allen Tate is No. 7 independent firm in US

Allen Tate Co. is the top real estate firm based in the Carolinas and ranks No. 7 among the country's largest independently owned, non-franchised brokers, and tenth among all brokers, based on closed transactions sides for 2013, according to the Real Trends 500 report.

The annual report, which ranks the country's top 500 real estate firms, is produced by Real Trends, the nation's leading publisher of trends and analysis of the residential real estate brokerage industry.

Allen Tate closed 20,083 transaction sides in 2013 to earn the rankings.

Mooresville after the estate was on the market 146 days. Originally listed at \$2 million, the property at 124 Wellcraft Court has 4,378 square feet of heated living area on a 1.75 acre waterfront lot near the Lake Norman Yacht Club. The selling agent was **Kent Temple** with Keller Williams.

In Cornelius

A 5,220-square-foot lakefront house at 18402 Peninsula Cove Lane in The Peninsula has sold for \$2 million after being put on the market at \$2.1 million by **Matt Sarver** at Keller Williams. The pocket listing sold fast — congrats to selling agent

Sunny Yates with Keller Williams — for \$2 million.

Yates says the French Country estate has 310 feet of shoreline, with multi-mile views. The house has a salt-water pool, with a spa and waterfall as well as a pier and floating dock.

MASTER TITLE AGENCY

With a strong emphasis on customer service, and over 30 years of combined underwriting experience, Master Title Agency, LLC has grown to become one of the most trusted title companies for both residential and commercial real estate transactions. We are committed to providing reliable and timely services to legal professionals throughout North Carolina and South Carolina.

Contact **Patrick M. Jackson**

8640 University Executive Park Dr., Charlotte, NC
704-348-2866 • www.mastertitleagency.com

Property Management done right.

- ✓ Turn-key management services
- ✓ Tenant procurement services
- ✓ Competitive rates
- ✓ Maintenance coverage
- ✓ Property advertising
- ✓ Applicant screening
- ✓ Dedicated property management team

Park Avenue
PROPERTIES

INVEST | RENT | MANAGE
WWW.PARKAVEPROPERTIES.COM | 704.334.2626

Shapiro & Ingle LLP

REAL ESTATE LAW FIRM

The Final Step
for Buying
or Selling
Your Home



siclosings.com

10130 Perimeter Pkwy. Ste 400 Charlotte, NC 28216 • 704.333.8107

Sandy Reynolds
Listing or Buying = **Sold on Sandy** Free Seller Closing Docs!

<p>Operating 4,000 sf Auto Business</p> <p>Near 177, 485 and Northlake Mall. MLS 2108536 \$ 675,000</p>	<p>6 Acres Adjacent to I-77</p> <p>In Huntersville, Commerical Zoned, 500 Ft on I-77 NB Lane. Money maker when exit comes in. MLS #996650 Only \$275,000</p>	<p>Jetton Road - Waterfront Lot</p> <p>Bring your builder and create your own dream house. 3/4 Acre, Gazebo Pier in Place! MLS# 2009462</p>
<p>Waterfront Ranch off Exit 25</p> <p>3 BR Ranch/Basement completely remodeled in 2011. Marble, Granite, Tile, 2 story Dock! \$689K MLS# 2183692</p>	<p>Davidson Townhome</p> <p>For the Exec or Student! Stunning Upgrades & Extra Living Suite. MLS # 2120213 \$259,000</p>	<p>SAWYERS LANDING</p> <p>4 BR brick home with all the upgrades. Lush Landscaping, Boat Slips & Community Pool! MLS # 2173978 \$329,000</p>

LIST NOW! HOTTEST Real Estate Market in 5 Years!

RE/MAX www.SandySellsTheLake.com **704.634.5666**