

NEWS INSIDE

TRANSPORTATION & DEVELOPMENT

The Blue Line extension to UNCC is on track to get under way in March



Page 2



ENTREPRENEURS

Tom Hardy presses for success in the wine business

Page 3

CABARRUS

Kannapolis Mayor Darrell Hinnant takes an

aggressive approach to business recruitment

Page 6



NC RESEARCH CAMPUS

Carolinas Healthcare System open on NCRC campus with David Murdock and fanfare

Page 7

BT People 4
Classifieds 31
News-E 18-20
Opinion 30
Small Business Toolbox 12-13

Office outlook: There are still deals to be made

BY DAVE YOCHUM

It looks like another good year for office tenants shopping for new office space or to expand in their existing buildings. Real estate brokers around the Golden Crescent say landlords are still under pressure, even as the economic recovery boosts residential properties well ahead of year-ago levels.

There are hot sectors, of course, including multi-family and industrial space and land. Economic development officials in Lake Norman and Cabarrus say there is a shortage of shovel-ready land and available buildings for larger companies that want to move here or expand here.

About 13 million square feet was ab-

sorbed nationally in the fourth quarter, according to Jones Lang LaSalle. The company says 80 percent of the country's roughly 100 major downtown and suburban markets recorded positive absorption gains in the fourth quarter.

Troubled commercial properties are working their way through the financial system. At Aquesta Bank in Cornelius, other real estate owned — essentially foreclosed properties — stood at \$900,000 at the end of 2013, down 43 percent from \$1.6 million at the end of 2012.



BROWN



MORRISON

"The overhang of OREO on residential and commercial has diminished, although it's not completely gone," said Jim Engel, CEO of Aquesta.

Commercial real estate brokers say 2014 will be the year landlords start to see more opportunity for profit as office vacancies decrease. Some will put their properties on the market after holding off for several years. Brokers are telling tenants that now is the time to lock in low lease rates before they

See OFFICE, Page 15

Non-chain restaurants serve up what the market wants

BY DAVE VIESER

While eateries such as Applebee's, Olive Garden and Carrabas dot the Golden Crescent landscape, some of the real success stories of the past few years have been reserved for independent restaurants. These are venues that are operated by business people in touch with local tastes and the needs of their customers, rather than the cookie-cutter approach of the national chains.

The recession deep-fried discretionary spending. As personal budgets went on a diet, consumers opted to eat in rather than dine out, causing a precipitous drop in demand that hit the non-chain restaurants the hardest. Independent operators suffered the most. The total number of

restaurant visits in the country fell from 62.7 billion in 2008 to 60.6 billion in 2011, but 87 percent of the hit was in visits to independent operators.

The independent operators who survived are a special breed. We took a look at three of them: Epic Chophouse in Mooresville, Jack's Corner Tap in Cornelius, and Gianni's Trattoria in Concord. All three owners have taken on chefs and menus designed to please the palates of a wide range of diners, combined with attentive help.

When many restaurants come and go, these three demonstrate that a properly run independent eatery with professional care

See RESTAURANT, Page 14



Epic Chophouse is located in downtown Mooresville

HOT PROPERTIES

Pages 28-29



120 N. Longfellow Ln., Mooresville

RECORDS

Transactions	Mecklenburg 24
Cabarrus 21	Mooresville 25
Mecklenburg 21	Corporations
Mooresville 23	Cabarrus 25
Foreclosures	Mecklenburg 26
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Conference: 9:30 AM – 5:30 PM

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(Registration found under Events Tab – February 13th)

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Speakers

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Lauri Eberhart – Speedway Benefits

Jill Dahan – Chef and Author of "Starting Fresh"

Events

Identity Theft Awareness – Babette Stewart

Networking Session – Frank Joseph

Women's Panel Discussion – Passion for Philanthropy

Runway with a Twist
(Unique Fashion Exhibition – showcasing men's attire purchased from our local Goodwill Stores)

Wine/Cheese Networking Reception – 4:15 pm – 5:30 pm
(Sponsored By: Lake Norman Financial Group)

Participants will receive a copy of "Starting Fresh" cookbook
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LAKE NORMAN CHAMBER OF COMMERCE

Construction for Blue Line Extension to UNCC gets under way in March

BY DAVE FRIEDMAN

When graduation arrives for current freshmen at UNC-Charlotte, parents who come from out of town to enjoy the ceremony will have the option of dining, staying, or entertaining in Uptown without having to rent a car. The Blue Line extension will begin major construction next month, and is scheduled to be ready for use by the public in January, 2017.



HEATER

For the University City area, train service will provide convenience and perhaps a financial boon.

"The first big impact is changing the way many people commute and get around University City," said Darlene Heater, executive director for University City Partners. "It will offer another mobility and transportation option. We also expect that there will be economic development around the stations."

With the last of 11 stops being constructed on the campus of UNC Charlotte, Heater said that businesses are closely examining rider projections and taking a serious interest in what space will be available. She expects that retail and office space

in close proximity to rail stops will be in demand.

The Blue Line will stretch just over nine miles and feature four park and ride stations with approximately 3,000 spaces. It is expected to take 47 minutes to ride from Uptown to UNCC. Direct construction activities in the region generated by the plan are projected to create 7,600 jobs according to CATS Final Environmental Impact Study.

Heater thinks that when completed, the Blue Line will be a game changer in the lives of those who live and visit the University Area.

"The BLE will change how people come to and get around in University City," she said. "New roads, sidewalks and bike lanes will also add mobility options. It will enhance quality of life, creating less auto dependency and greater access to amenities and destinations. It will change the way we think about and embrace development in our area. We will see University City growth and development, especially in the transit corridor, conform to new transit oriented standards requiring higher density. And finally, it will change our landscape by adding incredible infrastructure down the center of Tryon Street and onto the UNC-Charlotte campus."

Mayor of Cornelius is Newsmakers speaker Feb. 20 at Peninsula Club

Cornelius Mayor Chuck Travis will field questions Feb. 20 at The Peninsula Club during Business Today's Newsmakers Breakfast.



TRAVIS

The owner of an architectural firm in Charlotte, Travis will address a wide range of issues relating to economic development, managing growth and government regulations in Cornelius.

The Newsmakers Breakfast will be-

gin at 7:30 a.m. and conclude at 8:55 a.m. Doors open at 7:15 a.m. for networking. The open forum Q&A begins at 8 a.m.

Reservations with payment via credit card are required by calling 704-895-1335. The cost to attend is \$12.

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

Wine seller: 2013 was a very good year for Thomas Harding

BY DAVE YOCHUM

Thomas Harding is looking for a vintage year in 2014 for his fledgling wine business which he manages from his home in Huntersville.

A financial guy who managed a hedge fund and ran offices for Dean Witter and Raymond James, the 48-year-old Harding thinks he has a bull by the horns.

Harding says his wine labels, MotherLode and Fine Wines, are on the brink of making it big-time in the Southeast. His first label, Fine Wines — the name is a story in itself — is available in Virginia, North Carolina and South Carolina, including Harris Teeter stores all over the Carolinas.

"I think we can be huge," Harding says. His second label, MotherLode, will be in Harris Teeter stores for the first time this month.

Harding is neither a grower nor a winemaker. He has inked a contract with a well-known winery in California — there is an agreement that prevents him from saying who it is — to produce all the wines in his own bottles, under the MotherLode and Fine labels. Harding has also contracted with a wine warehouse in Sonoma, Calif., to store the wine, and ship it by the case to customers.

He started the business two-and-a-half years ago, and lucked into the name "Fine Wine." No one had trademarked the name and Harding grabbed it as fast as he could. The name "MotherLode" was already reserved in the trademark process, but when the original owner let it lapse, Harding grabbed that name too.

"My first year I spent going through



The owners of Fine and MotherLode wines Lena and Thomas Harding

Photo: Thomas Harding

the trademark process. It's absolutely the No. 1 key in the wine business, it has to be the most important thing," says Harding, who grew up in Hyde Park, N.Y., working on a horse farm there as a teen.

He never went to college but developed a knowledge of all things financial while working for US Airways, loading bags onto planes at LAX. He and his wife Lena developed a love of wine while in California.

Harding built a sizable nest egg at Dean Witter and Raymond James, using \$300,000 to launch the wine busi-

ness.

Harding pulled in about \$128,000 during the second half of the first year his wines went into retail distribution.

"I'm shocked at the reception I am getting from the distributors," Harding said. "I go in with Fine, and then they want to add MotherLode."

What would you do differently in the startup process: "I think I've managed it pretty good, but I could have been more aggressive launching it. Looking back it was more successful, faster than I thought it would be. I was very conservative, tiptoeing into

it, so I was holding back. The first distributor wanted to roll it out in all of N.C.

Instead, Harding launched in about 30 stores spanning Charlotte, Concord and Hickory. Next up for Harding is expanding into Tennessee and Kentucky, then Georgia and Florida.

Business plan: "I don't really have a formal business plan."

Bank financing: "The capital came from my success in the financial business — no loans no banks."

Goal in five years: 20,000 cases, or about \$1.3 million in revenue.

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BT People

People On The Move

Seven new agents at LKN Realty



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MUNDAY SCHNABEL LARIMER

Shannon Hilton, Justin Kennelly, Paul Tyson, Jackie Munday, Diane Schnabel, Pam Larimer, and Sandee Balise have joined the Lake Norman Realty sales team. They will be serving clients out of the Mooresville and Cornelius office locations.



BALISE

New Davidson College police chief

Todd D. Sigler, former campus police chief at Southern Illinois University, is Davidson College's new chief of campus police and director of public safety. Sigler graduated from SIU in 1984 with a major in administration of justice, and was soon employed full-time in campus law enforcement there. He rose through the ranks in the department until 2004, when he was promoted to director of



SIGLER

public safety. He has a Ph.D. in higher education administration from SIU.

New officers at networking group

Executive Women of Lake Norman has new officers for 2014: President, Kathy Holden, Home Helpers & Direct Link; vice president, Patricia Serracin, Freedom Group Inc.; secretary, Tricia Sisson, The Range at Lake Norman; director of programs, Starr Miller, StarrMiller Interior Design; marketing co-chairs, Dana Nieters, Lake Norman Woman Magazine and Kelley Daspit, Iredell Health System



HOLDEN

New Harrisburg Eco-Devo Director

Anna Lu Wilson is Harrisburg's first economic development director. She was most recently vice president of business services at the Cabarrus Economic Development Corp.



WILSON

Brennan is new R&D chemist at Aldo

Randall Brennan has been appointed research and development chemist by Aldo Products Co., a roof coatings company in Kannapolis. He will be responsible for all lab activities, including new product development, product formulations, testing and approvals.

New Centralina Development head

Sanjay Mistry, the original CEO of Cabarrus Bank & Trust, is the new executive director of Centralina Development Corp. in downtown Charlotte.

Rooms at the inn: Pocket hotel in Davidson celebrates 20th anniversary

The Davidson Village Inn, an 18-room European-style inn located in downtown Davidson, is celebrating its 20th anniversary with special promotions and giveaways. It will also be doing what's it's always done—and that's provide the personal touches that make visits memorable.

The inn is a popular hideaway for cider and soft Christmas music. The inn's pedicab is a special way to see downtown Davidson during the holidays too.

Davidson Village Inn opened its doors in December 1993. Innkeepers Gordon and Rebecca Clark recall scrambling to accommodate its first business group that booked rooms for a year-end sales meeting. "We opened with a tight budget, an extremely small staff, and a one-year-old child," Rebecca said. "We sometimes look back and wonder how we survived those times, but we are so thankful for the support we've had from our great community throughout the years."

Ed Harris, a local developer, built the inn on the same site as the old Maxwell Chambers Hotel. The inspiration for the project came while the Harris family was touring colleges in Ohio with one of their children. Of course, Davidson College is right around the corner from the inn.

Initially it was owned by a partnership of seven; Harris was the managing partner. In January of 2010, the Clarks completed the buyout of all partners and became sole owners.

According to Clark, when the college is in session they sell out for just



Innkeepers: Gordon and Rebecca Clark and family

about any event. They are also always full for Thanksgiving and other special holidays. "We have a lot of repeat customers so we stay pretty busy," Clark said.

Their occupancy rate for 2013 was in the mid 70's, about the same as 2012.

The inn has had a variety of notable guests throughout the years, including Nobel Peace Prize recipient Oscar Arias, Heisman Trophy winner Bo Jackson, 1960's Harvard professor Timothy Leary and rock star, John Mayer.

The Harrisburg resident says Centralina specializes in owner-occupied real estate and equipment SBA loans.

Business Notes

Kemp joins roof charity

Mooresville-based Kemp Roofing & Construction is partnering with GAF in the national No Roof Left Behind charity. Nominees must own the home they are living in and be a resident of Catawba, Iredell, or Mecklenburg. Nominees are being accepted until Feb. 15. Kemp is giving away three roofs in 2014 to deserving homeowners who are current on their home mortgages.

New real estate firm

Realtor/Broker Susan Brooks has opened Brookside Exclusives. The agency will focus on Lake Norman properties. Five percent of each transaction's net proceeds will go to the charity of the client's choice.



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Rose & Associates opens new offices in Davidson

Jan. 17 Rose & Associates Southeast has opened new offices in Davidson. The company specializes in market analysis, strategic planning, economic development and asset management. Lake Norman Chamber officials, including CEO Bill Russell, were on hand for a ribbon-cutting.



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CABARRUS COUNTY



Photo: Philip Bumgardner

Phyllis Wingate, president of CMC-Northeast, Kannapolis Mayor Darrell Hinnant, Joe Piemont, president, Carolinas Healthcare System and David H. Murdock, North Carolina Research Campus founder, officially opened CHS's NCRC location

New mayor pushes 'healthy living' in talks with prospective businesses

BY DAVE FRIEDMAN

"The City of Kannapolis is open for business."

That is the sentiment of Mayor Darrell Hinnant who was sworn into office in late November. The former chemist and current owner of the Hinnant Group, a marketing and graphic design firm, has been on the front line recruiting companies to the area.

"The mayors in the past, and this is not a value judgment, it is just a matter of a different moment in time, they were not personally involved in the recruiting of business and industry coming to the community," said Hinnant. "I am personally involved. I talk to the EDC on a regular basis. I'm going out to identify prospects to talk with that fit into this 'Healthy Living' brand that we're trying to create. I'm picking up the phone and calling people and saying 'we've identified a great parcel of land, let's get together and talk.' I've had very positive responses from this mayor being actively involved in the recruiting process."

The Healthy Living mantra "permeates" everything that the city is doing according to Hinnant. Whether it's putting bike paths on frequently trafficked roads, reaching out to health-care companies that can study topics like

nutrition and other day-to-day lifestyle issues, or going overboard to attract businesses that will better the community. The city is negotiating to make growth happen.

"The city owns some property in Kannapolis where we just finished tearing down the old post office building," said Hinnant. "We are saying to developers, we have that property, and two other parcels on Main Street, that we're making sweetheart deals. If developers want to come to Kannapolis, we're ready to help in a public-private partnership. Our community is eager to take advantage of the growth that is out there in the marketplace. If that means that we have to reduce the price, or do something to grade the facilities so that it is shovel-ready, or any combination thereof, we're ready to sit down and talk about what a sweetheart deal might sound like to one person vs. another."

In addition to future growth that Hinnant is excited about, he is also proud of contracts that have already been inked. He feels that economic revival is well under way.

"Opportunities have been submitted to the city that we believe are going to

See HINNANT, Page 15

CABARRUS COUNTY



Photo: Philip Bumgardner

North Carolina Research Campus, Kannapolis

Carolinas Healthcare arrival at NCRC underscores focus on healthy living

BY JENNIFER WOODFORD

On January 21, over 200 healthcare professionals, elected officials and community leaders found many reasons to celebrate as they shared in the grand opening of Carolinas Healthcare System's (CHS) newest Cabarrus County location at 201 Dale Earnhardt Boulevard in Kannapolis.

Located on the NC Research Campus in the Medical Plaza building, the new CHS center houses Kannapolis Internal Medicine, Cabarrus Pediatrics and a state-of-the-art imaging center that offers ultrasound, x-ray, MRI and CT scans.

Joe Piemont, CHS president and COO, commented that the "convenience, convergence and the synergy of these services being put together is not accidental. It is purposeful and will really serve the patients in the community."

Kannapolis Mayor Darrell Hinnant expressed appreciation for the many Kannapolis citizens who work at CMC-Northeast hospital in Concord and other Cabarrus and Rowan county CHS locations, including the free-standing, 24-hour emergency care center on Lane Street in Kannapolis.

As the city of Kannapolis works to brand itself as a healthy city, Hinnant recognized just how far CHS' commitment to Kannapolis will go to helping people live "healthier and longer lives."

NC Research Campus scientists and CHS physicians already share some



common approaches to improving health and longevity. Both organizations have initiated efforts to reduce the incidence of diabetes. Duke Translational Medical Institute along with Cabarrus Health Alliance are part of a \$9.7 million Centers for Medicare and Medicaid grant to develop a new model of care for diabetes patients while CHS has initiated the Pre-D Challenge. "We're spearheading initiatives that have a larger focus on population health, not just individual health," Piemont said. "Our new Pre-D Challenge focuses on reducing type 2 diabetes throughout the metropolitan area by targeting pre-diabetes and arming people with the tools they need to reverse their risk and prevent this disease, which can lead to so many complications."

"I'm thrilled to have all of the medical people here," said David H. Murdock, NC Research Campus founder. Murdock is also chairman and CEO of Dole Food Co., Inc. and CEO and owner of Castle & Cooke, Inc. "We need their interest for the benefit of the people here and for relationships with the scientific center. We are all interested in improving the health of people in Kannapolis and throughout America."

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Along with Jonathan's many responsibilities at the funeral home, he is in charge of Raymer-Kepner's newly installed crematory. "It is an honor to oversee North Mecklenburg County's only on-site crematory. Adding a crematory has set us apart as a full service provider."



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Amenities, taxes, cost of living helped nail Race City for Weber

BY DAVE FRIEDMAN

The advantages around taxes, cost of living and lifestyle options brought Weber Screwdriving Systems Inc. to Mooresville. By next month the company will have completed relocating its North American headquarters from Yorktown Heights, N.Y., to Mooresville.

Weber recently purchased Rusty Wallace's race shop on Knob Hill Road, and is in the process of hiring



Weber's handheld automatic screwdriving system is designed to boost productivity. The operator pushes down on the tool and the bit advances forward to install the fastener while inserting a screw for part assembly

people to add to the 35 who are moving from the northeast. Weber President and CEO Jim Graham outlined a wide variety of reasons for the move.

"New York historically, in the last decade, has not been exactly business friendly," said Graham. "We've noticed consistent year-over-year increases in operational costs based around taxation, healthcare costs, and general cost of living for employees. It became a perfect opportunity. Our business is increasing. We're growing like weeds almost. We tried to find an appropriate location to grow into here in New York State and the cost per square foot was getting prohibitive. Our operational costs would have risen significantly. We decided to relocate the company, and take all of our employees wherever possible, to mitigate these cost increases and similarly offer them a better lifestyle with a little bit more traction. By traction I mean the ability to work hard, play hard, make money, and have money left at the end of the month."

Graham, who grew up in Scotland and has worked for Weber for nine years, narrowed the list of places to move down to three. Initially he preferred Fort Worth, Texas, but despite not having a state income tax, employees were not comfortable with how far it was from family and friends in New York. The other two locations, Mooresville, and Rock Hill, S.C., were both less than a days drive from Westchester, and a short direct flight away.

When no appropriate building was found in Rock Hill, the company flew their employees to Charlotte and had them examine Mooresville. The lake was a major selling point and everyone agreed it was the right place to move, Graham said.

At one point Weber's primary customer base was the automotive in-

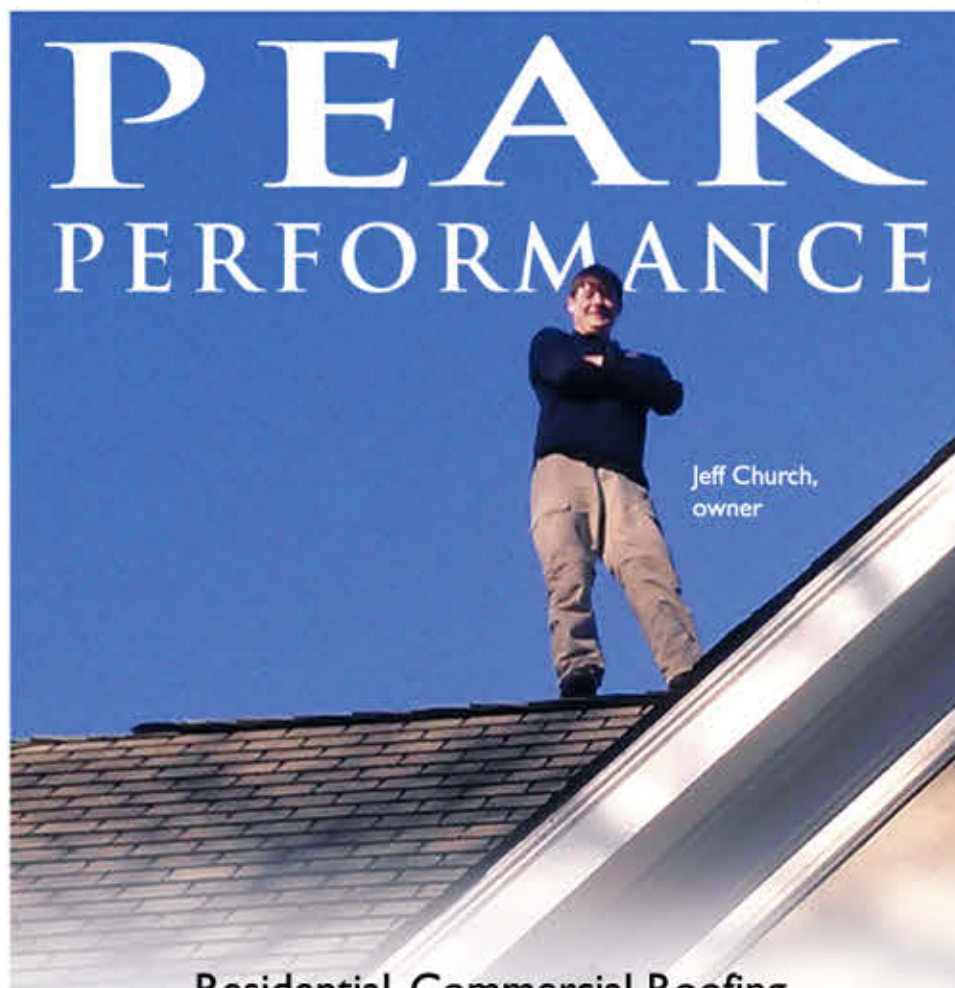
dustrial. That created a rough patch that forced the company to seek other business when the economy struggled. They began working in the medical and technological sectors. However, when the car industry rebounded, Weber was able to offer a unique and profitable product. The company currently designs and manufactures light-weight vehicle chassis. North American vehicles traditionally have been made of steel and the parts are welded or pieced together. It results in a strong but heavy vehicle. By using aluminum alloys you can create a light-weight chassis that allows you to make the engine smaller, faster, and lighter. After success working with European automakers, Weber's North American operation is now providing parts for Ford, GM, Honda, Mercedes-Benz, and BMW's assembled in North America.

As for what part of the business will take place in Mooresville, the answer is simple though the details are complex.

"We operate here in North America on a semi-independent basis," said Graham. "We design, manufacture, build, test, install, support, provide spare parts, we have technological service people, and technicians that we fly out to all of the locations to assist with these automotive companies. We also do a lot with medical companies. We do exactly the same thing. We design very specialized devices that big medical companies use in their process for orthopedic fasteners. These are screws which are used in the body. If you're unlucky enough to have a bad accident and they have to \$6 million man bolt you together, that's the stuff we help them build. Those very specialized titanium and stainless steel fasteners that go in the body."

With new medical technology just hitting the market, and continued transformation from steel to light-weight chassis for vehicles, business is booming. Over five to 10 years Graham thinks Weber's North American business can double in size.

With their new digs in Mooresville, Weber has room to grow, a qualified workforce to utilize, and the same set of reasons to enjoy life in the Carolinas like so many other residents originally from the north have discovered.



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Chamber Awards recognize outstanding members, volunteers

The Lake Norman Chamber of Commerce recognized several outstanding businesses with awards at the Twenty-Sixth Annual Meeting held Jan. 17 at The Peninsula Club.

The event was highlighted by a speech given by U.S. Congressman Robert Pittenger (R-Ninth District), N.C. House Speaker Thom Tillis, N.C. Sen. Jeff Tarte, and Mecklenburg County Commissioner Karen Bentley attended.

Randy Marion was recognized as the Robert T. Cashion Business Person of the Year. The Duke Energy Citizenship and Service Award was presented to Angels of '97. The Spirit of Entrepreneurship award was presented to Jim Engel, CEO and president of Aquesta Bank.

Other award winners included Chamber Volunteer of the Year Julia T. Holyfield with Wells Fargo International Operations and the Carbon Ambassador of the Year, Lynn Marshall with Petra Engineering and the Lake Norman Citizen Newspaper.

Denis Bilodeau with Aquesta Insurance Services, Inc. was recognized with the Starrette Service Award as the Most Outstanding Chamber Board Member. The staff of Business Today received the Distinguished Service Award.

Tanya S. Blackmon, president of Novant Health Huntersville Medical Center received the John R. Cherry Community Service Award.

Hilary Broadway was installed as the 2014 Chairman. Broadway concluded the evening by outlining her vision for the Chamber in the upcoming year.

Photos by Deborah Young



Bill Russell; Outgoing Chamber Chair Wendy Moran and Tanya S. Blackmon, president of Novant Health Huntersville Medical Center



Incoming Chamber Chair Hilary Broadway, Outgoing Chamber Chair Wendy Moran; Bill Russell, president, Lake Norman Chamber

Photos: Deborah Young Studio



Bill Russell; Wendy Moran; Jim Engel, president of Aquesta



U.S. Rep. Robert Pittenger with Cornelius Commissioner Jim Duke



Jeff Church, GHC Roofing; Gail Williams, BusinessToday and Cornelius Today Sales and Marketing Director; Sunny Yates, Keller Williams Realty; and Lauren Furcht, Aquesta Bank



Woody Washam of Alliance Bank, Susan Medlin, owner of Vintage Marketing; Cornelius Town Commissioner Jim Duke; and Sharon Washam

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Small Business Toolbox

Is your work ethic affecting productivity?

Entrepreneurs, business owners, and top executives, for the most part, are workaholics. But is this necessary to succeed? Part of the reason for this is the passion they have for their enterprise. The other reason, too often, is because they believe the enterprise

would not or could not keep running without their involvement. When employees are in the mix, the work ethic of owners or managers can either inspire productivity in others by their example or cause unintentional side effects that negatively impact productivity.

Is your work ethic sending the wrong message, affecting productivity?

In Sickness vs. In Health

I recently facilitated a strategy meeting where one of the partners should have been home in bed. Instead, this partner was insistent to work regardless of health because this was her work ethic. The bug quickly spread throughout the organization. The end result was several weeks with no one in the company actually producing at 100 percent due to the domino effect of the partner's decision to work in sickness.

All Work vs. Work Hard, Play Hard

Everyone dreams of loving the work that they do. This doesn't mean that work is all that you do. Enjoying your work should also equate to enjoying your life. When your nose is always to the grindstone, you send the message to others that this is all that matters. What often happens is a mindset of looking busy versus actually being busy in a purposeful and effective manner. Taking time out to celebrate work successes and encouraging enjoying life outside of work keeps everyone focused and intentional while at work, in order to get more accomplished.

Out of Sight, Out of Mind vs. In Sight, Top of Mind

Are you a workaholic leader, who is so busy working that you are not accessible or visible to the people working for you? A study on employee engagement by MSW Research and Dale Carnegie affirmed that employees were more engaged based on the actions and attitudes of their direct supervisor and their belief and confidence in top leadership. Being visible, engaged and approachable to employees reinforces that they matter and are an important component of the overall success for the company.

24/7 vs. Disconnect to Reconnect

Are you connected to your work 24/7

even when not physically at the office? Do you expect the same from your employees? Chances are, even if you claim not to expect the same, your actions speak louder than your words in what they believe is required of them to succeed in their roles. Moreover, when this mixed message is the reality, their productivity is directly impacted because, like you, they never disconnect to reconnect and recharge. When your mind is at rest or enjoying a leisure activity, it allows your subconscious to go to work in creatively processing. Many "aha's" occur when being disconnected.

Checking Up vs. Checking In

While away from the office, are you more likely to call in to check up on your people or check in with them. The difference is profound when it comes to the mentality of your employees. If they feel as though you are checking up on them, it means they don't feel trusted and respected to do their jobs. If you are merely checking in, then the connection is more about assuring them you are available if needed, but also know they are effectively running the ship without you.

A strong work ethic is important to productivity, but does not mean you have to be a workaholic to demonstrate your commitment to your work. A strong work ethic is synergized by a strong life ethic, meaning you have a commitment to enjoy living as much as you enjoy working.

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@slidunlimited.com.



BizGrowth 5.0
SHERRE DEMAO

SMALL BUSINESS TOOLBOX

Collections : Closing the sales loop

The best sales professionals in the world may discover they've completed every step in the sales process successfully except for one—collecting invoices. Generally the personality of a sales professional is positive toward customers and their processes are aimed at closing sales and fulfilling orders with high quality standards; so collecting tardy payments can be a startling realization, a confusing situation to sort out, and one in which they find they don't have a ready set of skills to use nor a clear set of options to pursue.

Collecting accounts, particularly past due accounts, cannot be left solely to non-sales staff. Just like quality customer service processes, collection is an organizational systematic process involving everyone. Expectations should be clear, processes structured, and responsibility shared. Managing the process should be timely, fit to the customer and the cost to the company must always be considered. Effective collection is a matter of economics, relationships, and prudent management of both.

Economics

Scarcity of resources.

Protect your company's resources (tangible products, intangible knowledge and service quality)—without them it cannot survive. When the customer agrees to buy but does not pay, you do not have endless funds to recreate what you've already created and sold.

Fair exchange of value.

If there is not a completion of the exchange in value your sale becomes a donation to the customer's business. A valuable asset is moved from your company to their company—their company is improved by assets they received while your company is impaired by what you lost.

Time value of money.

You competitively price services and products with a cycle time of payment in mind. The longer the company goes without remuneration the more expenses increase—using scarce resources to repeatedly cover the cost of that which was sold as opposed to recapturing the cost of the sold item(s); this disables the company's ability to use the profit from the sale for current expenses, growth and expansion.

Relationships

Good customer relationships.

By definition this implies a mutually beneficial situation. Not paying for purchases makes a relationship unproductive and unhealthy for your company.

The value of the customer.

No value is realized if customers don't pay. (But there are ways you may be able to retain good relationships with slow paying customers — see **Recoup the cost of slow collections** below.)

Management

Use standard operating procedures.

Clear explanations of when payment is due, accurate invoices, and timely contact with customers if a payment date is missed requires diligence. Collection efforts can be done respectfully and in the context of building strong relationships if done well-start at the time the sale is being made.

Balance risk and reward.

Deposits required of new customers or large orders, scheduled billings, and structuring sales commissions and compensation with a link to collections helps balance the financial risk of all non-cash sales.

Recoup the cost of slow collections.

Company time spent fretting and

working to collect accounts is time and resources not spent moving your company forward. It is time spent figuratively hanging on a cliff until you know if you will be rescued or fall helplessly to potential harm. Legal advice on late fees, pricing considerations and collection efforts is generally advisable—knowing your options is important. Construct "Plan A, B and C" before you need them.

Depending on the customer and context, you may find applying late fees, offering early-payment discounts, or a payment plan motivates prompt payment. In special cases you may find the size and long term relationship is worth the added risk and cost of late payments so you customize pricing for a customer: slightly raise the overall price of products and services, charge for previously free ancillary services, or break delivery into smaller more manageable pricing components for them. Alert:

Balance a chronic slow pay account prudently and make sure you receive equitable treatment in the relationship.

Always complete the sales loop. Realize the actual cost of slow or uncollectible accounts. Plan for the systematic ways of setting expectations during the sale. Be timely in using a prepared approach to collecting accounts while maintaining good customer relationships. Prevent slow or uncollected accounts from jeopardizing your company's success.

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

RESULTS

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Robin Smith, Owner
Marketing Director
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RESTAURANT *from page 1*
can succeed in a competitive economy:

Epic Chophouse, Mooresville

The building, which houses this popular upscale eatery, was a saloon before it housed the well-known Rankin Dry Goods Store for decades. It was eventually remodeled and turned into Soiree, a nouveau cuisine restaurant. It did well for a while but eventually ran into financial problems. New owners Jim Morasso, Larry Sponaule and Rick Mack decided not to follow the approach of their predecessor and, instead, focused on developing a solid continental menu comprised of steaks, chops, seafood, pasta and some Southern specialties. Toss in an intimate bar area for relaxing with friends and things began to click. Both Sponaule and Morasso had been in the restaurant business for over two decades and their goal was to serve food that “pleased the most discriminating palate.” They brought in Jon Spencer as executive chef and Jeremy Spencer as sous chef to add the finishing touch to every meal.

Epic Chophouse is located in the heart of historic downtown Mooresville, just across the street from the Mooresville Depot.

To broaden its appeal, Epic Chophouse features half-price appetizers from 4-6 p.m. and again after 9 p.m. Prime rib sliders and stuffed potatoes,

At Jack's, the busiest time of the year is fall and winter with sports fans. However, the outdoor patio has proved very popular during warm weather months



for example, are \$3.95.

Jack's Corner Tap, Cornelius

In a spot that has housed seven different eateries since 1996, including the Rainbow Deli and Grace Garden, Jack's Corner Tap, which opened four years ago, has found the recipe for success. The often-packed sports bar/restaurant on West Catawba Avenue in the Magnolia Plaza Shopping Center is expanding to serve 60 more patrons.

Manager Adam Moran says the time is right for Jack's to expand. “We serve a sports bar clientele as well as families looking for a comfortable, reasonable place to dine. This expansion will help us provide the proper separation between the two, and the family crowd is very important to us.”

“We offer a wide menu of consistently good food... burgers, chicken, salads... at an affordable price. We update it of-



The warm European style interior at Gianni's Trattoria in Concord features exposed brick and plaster, candlelight and a marble bar

ten, while also placing great emphasis on having our waitresses serve our customers well,” Moran said.

For Jack's, the busiest time of the year is fall and winter when sports fans enjoy football and NCAA basketball. However, Moran says Jack's outdoor patio has also proved very popular during the warm weather months.

Jack's expansion comes as Publix begins demolition before building their new supermarket at the opposite end of Magnolia Plaza. The restaurant is open seven days a week for lunch and dinner.

Gianni's Trattoria, Concord

It was a big change moving from Brooklyn, N.Y., to Concord in 2008, but in retrospect, owner John Goode and Executive Chef Heather Stadler wouldn't have it any other way. In Brooklyn they owned Bella Carne, an Italian deli, butcher shop and catering business. However,

their ultimate goal was to bring some authentic Italian food to a new area, within the confines of a restaurant designed as if diners were in Old Italy. After some research, they decided to settle in historic downtown Concord.

From an appearance standpoint, Gianni's features the old European style: Exposed brick and plaster, candlelight and a marble bar.

Stadler knows her way around the kitchen. She graduated at the top of her class at the Culinary Institute in Hyde Park, N.Y., then spent eight years with Goode in Italy fine-tuning her dishes. Without giving away any her secrets Stadler says she uses only top-quality fresh ingredients in all her dishes.

The menu at Gianni's consists of hand-cut meats and pasta, and they take special orders in advance. In addition, Stadler will make specific dishes for customers with food allergies.

OFFICE *from page 1*

start to rise.

Driving the demand is an improving economy, which means more jobs and more space to house those jobs.

The office vacancy rate in the north corridor along I-77 from W.T. Harris Boulevard to Mooresville is 14 percent, according to veteran broker Barbara Brown Needham. “Rental rates are gradually increasing. The vacancy rate for office is still a bit high, but improving,” she said.



ENGEL

Nevertheless, nearly 1 million square feet of office space is proposed for the region. In Cabarrus, market conditions are somewhat slower, with the ball still in the tenant's court.

“Overall, the market is beginning to show signs of recovery, but the recovery is not solidly under way like it is in industrial,” said Harris Morrison,



An improving economy is driving the demand for space

the founder of Harris Morrison Co., a brokerage and management company in Concord.

Out of 35 listings his company has, only one is industrial. “There is a short supply of industrial projects. There are just not that many options, for industrial and flex,” Morrison said.

A property he developed, the 40,000 square foot Old Creamery in Concord,

still has some 8,000 square feet of office space available. He has most recently signed Cougar Run Winery and United Way.

“Rates have firmed up — they're not skyrocketing — in the recovery period...they may have picked up a bit. But I would not say it has roared back,” Morrison said.

The market, though, has started to swing back in favor of landlords, with rates a dollar or so ahead of last year, Morrison said.

Kiger, U.S. Air Force (Ret.). Kiger is the MSI Chamber Veterans Liaison and has worked on numerous charitable events, from military parades to relief convoys for Hurricane Sandy victims. “There so many ways to become involved in helping others,” Kiger said to a standing ovation. “We're on this earth to help each other.”

In his keynote remarks, Goodwyn outlined how his company, the Discovery Channel, has turned into one of the greatest network growth stories in television history. “Video consumption has moved from the single living room TV to time-shifted/on demand equipment such as the DVR. Access to high speed internet and the social media has also transformed where, what and when we watch video, and businesses must respond in kind to remain successful.”

AWARDS *from page 14*

boards for kitchens, and today has a highly successful list of clients including the Ritz Carlton Hotel Chain.

- Duke Energy Award: Andrea Smith, who coordinated programs among local schools and churches to develop an annual Back to School Bash which collects school-related items for students of all means.
- Randy Marion Business Person of the Year Award: Greg Fornelli of Stock Car Steel and SRI. Fornelli, a three-time cancer survivor, brought his workers on stage to share the honors. “These men and women are the greatest... when the economy tanked, they agreed to forego raises and bonuses so we wouldn't have to lay off anyone.”
- Citizen of the Year Award: Jim

HINNANT *from page 6*

lead to construction,” said Hinnant.

“Developers are interested in developing in Kannapolis. Stewart-Haas Racing is building a second building on their facility. They'll have the keys in their hands June 15. They have already announced they're adding another team. That will add a lot of new jobs. The data center that [Dole Foods Chairman David] Murdock and his

people announced a couple of months ago is going to start construction on the North Carolina Research Campus. We the city are building our City Hall and police station on campus and that will start in the next 60 days. The number of building permits in Kannapolis has continued to grow. For the last three months the building permits are greater than five years ago, before the recession started,” Hinnant said.

“It's Kannapolis' turn.”

Class A office space in Cabarrus runs anywhere from \$15 a square foot to \$17 a square foot in a nice office building, depending on length of term and the amount of money the landlord spends on upfitting.

The big question mark in Cabarrus is the old Philip Morris plant. A gaping hole in the local economy, economic development officials hope the property will attract a large corporation.

“We have so much land around this area that we can develop. We have a fine interstate and a talented workforce,” Morrison said.

There is pent-up demand for flex space all around the Golden Crescent. New and proposed construction is underway, said Needham.

“There's still a lot of space available, the market is getting more positive, people are looking for space. Landlords are putting their toes back in the market. I'm more positive than they were a while,” said Bill Rinker, the owner of Rinker Commercial Properties in Concord.



RINKER

Mooresville/SI Chamber recognizes business, civic leaders

BY DAVE VIESER

Over 600 people filled the Cove Church auditorium Jan. 31 for the Mooresville/South Iredell Chamber of Commerce Annual Awards Luncheon. In addition to hearing stimulating stories about the honorees and their accomplishments, the audience was treated to a primer on “staying connected” from keynote speaker, Discovery Channel CEO Bill Goodwyn.

One theme which dominated the program comments was the cohesiveness between local business and the area's excellent schools. Goodwyn said: “Your schools are a lighthouse to the rest of the country,” he said. “I know other district officials who have visited the schools in this area. When they get home, they want to their schools to go from zero to Mooresville immediately!”



Chamber President Kirk Ballard explains the details of the award luncheon to an audience of over 600 people at the Cove Church in Mooresville

Kirk Ballard, MSI Chamber president, also alluded to the schools in his welcoming comments. “We are made up of a whole lot of transplants from areas around the country and the world, yet our ability to embrace these individuals and weave them into the fabric of our excellent



Jim Kiger, MSI's Citizen of the Year Award recipient, implores the audience to get involved and help others

schools and our quality of life is what makes our area so special.”

Prior to the presentation of each of the six awards, a video featuring interviews with the recipients, prepared by Brad Harvey Creative, was played. The award winners were as follows:

• Ambassador of the Year Award: Lydia Sullivan from Affordable Marketing. Lydia works closely with area veterans and other community organizations.

• Sara Haire Tice Women in Leadership Award: Karen Hart, retired Chairman of the Board for the Mooresville Graded School District. In yet another reference to the local schools, Hart mentioned the visit to Mooresville last year by President Obama and said “those students will remember that their school was visited by a sitting U.S. President for the rest of their lives.”

• Willis Barnette Entrepreneurial Award: Jeff Matthews of Old World Molding. Matthews retooled his wood shop from making moldings for homes into manufacturing cutting

See AWARDS, Page 15

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

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NEWS.e

Tourism executive named to Concord City Council

Jan. 29 Jennifer Haas Parsley, owner of AIM Tours, a destination management company, has been appointed to the Concord City Council to fill the vacancy left by the death of Hector H. Henry. She will serve until November of 2015, when Henry's seat is up for re-election. A Cabarrus County native, Parsley is a graduate of A.L. Brown High School and King's College, and attended UNC-Charlotte. She is also a member of the Cabarrus County Tourism Authority Board.



PARSLEY

Aquesta posts higher results

Jan. 27 Aquesta Bank earnings jumped in the fourth quarter and year ended Dec. 31, 2013. For the fourth quarter, Aquesta reports unaudited net income of \$358,000 vs. net income of \$305,000 for the fourth quarter of 2012. Unaudited net income for the year ended Dec. 31 was \$1.47 million vs. \$1.08 million in 2012. "Our net income, core deposits and loan portfolio grew at a rate significantly above most peers while asset quality remained strong," said Jim Engel, president and CEO of Aquesta. In the past 12 months, the Cornelius-based bank has paid a 20 percent stock dividend and a cash dividend of 10 cents a share to stockholders. Visit www.businesstodaync.com/images/DIGITAL/AquestaRelease.pdf for the press release announcing Aquesta's earnings.



ALMEIDA

Governor's eco-devo advisor to speak at Cabarrus Jobs Now

Jan. 27 Cabarrus Jobs Now will

Bradford officially launches bid for N.C. House



Jan. 17 Cornelius Commissioner John R. Bradford III formally launched his campaign Friday Jan. 17 for the 98th District seat in the North Carolina House of Representatives held by Speaker of the House Thom Tillis. Bradford was introduced by former Cornelius Mayor and North Carolina State Sen. Jeff Tarte, who called Bradford "the next great leader for North Mecklenburg." Bradford will run in the GOP primary this spring against another former Cornelius mayor, Lynette Rinker.

host a luncheon with Tony Almeida at noon on Feb. 18 at Cabarrus Family Medicine. As Gov. Pat McCrory's senior advisor on jobs and the economy, Almeida has been actively involved in developing a long-term plan for economic growth for the state. He will share his insights and answer questions regarding ways to foster economic development and job growth in Cabarrus County. The cost is \$18. More info: www.cabarrusjobs-now.org

Grace Mynatt to run for Cabarrus County Board on pro-jobs/pro-education platform

Jan. 23 Longtime public servant Grace Mynatt will run for a seat on the Board of County Commissioners. She has served a total of 17 years on the Commissioners and the Board of Education, starting in 1992.



MYNATT

She'll stake out a decidedly pro-jobs/pro-education stand, and run in tandem with Realtor Diane Honeycutt who has already declared she will run on a pro-business plank.

Mynatt is the wife of the late Ben Mynatt, founder of the car dealerships that bear his name. Their daughter Cyndie is part of Cabarrus Jobs Now, a pro-business political action committee that was formed in response to what's perceived as an anti-business tilt on the county board.

Up for re-election on the five-member board are County Commission Vice Chairman Larry Burrage and Chris Measmer, who was elected to the board in 2010 soon after graduating from George Washington University. The third seat up for grabs is held by Jason Osterreich, who was appointed to the board when former Commissioner Jay White resigned.

All three voted against awarding tax abatement incentives to Windshear Inc. back in September. Members of the business community have complained about what they say is a lack of commitment to economic

development on the county commission, exemplified by the Windshear vote. Commissioner Steve Morris, a newcomer to the board with strong business ties, and Chairwoman Liz Poole voted for the Windshear incentives.

If either Honeycutt or Mynatt wins, or both of them win, there will be a majority on the board supporting the efforts of the Cabarrus Economic Development Corp.

Retired educator Cornelia Kerr will be Mynatt's treasurer.

Mynatt said she is "very concerned" about job growth in Cabarrus. "We are desperately in need of jobs in this county and I don't think the current commission is approaching this in the manner in which it needs to be approached. I also have a great love for the school system. We have an excellent school system that is under unfair criticism at this time," Mynatt said.

Mynatt will manage her own campaign. She said she and Honeycutt are planning a "number of activities" together in advance of the primary election.

"We are the jobs/education candidates," Mynatt said.

N.C. House Rep. Charles Jeter to seek re-election

Jan. 23 N.C. House District 92 Rep. Charles Jeter today announced his intention to seek re-election to the N.C. House in 2014. District 92 encompasses the western edge of Mecklenburg County and includes parts of Charlotte, Pineville and Huntersville. Jeter was first elected to represent the district in 2012.

"It has been a privilege to represent the constituents of N.C. House District 92 and I can think of no



JETER

See NEWS-E, Page 19

NEWS E from page 18

higher honor than to represent them for another term," said Jeter. "During my first term, I worked hard to create and pass a number of pieces of legislation, including transportation reform, and I look forward to continuing that work in the upcoming short legislative session and into 2015."

Aquesta opening new branch in east Cornelius shopping center

Jan. 22 Cornelius-based Aquesta Bank plans to open a 1,888 square-foot branch in the Food Lion Plaza in March. It will be in an end cap — at the end of a string of shops on either side of the grocery store. "We are calling it our Cornelius East location and feel it will help serve the east side of the interstate. Once the diverging diamond interchange construction begins we want to make sure we are convenient for our customers to access and this gives them another access point," said Jim Engel, president and CEO of Aquesta.



ENGEL

A sixth Aquesta branch, on Highway 73 in Huntersville, is expected to open in June.

Aquesta will also take over the ATM in the Food Lion Plaza parking lot, but the bank has no immediate plans for a drive-through window at the Food Lion location.

How to meet the press



Paul Cameron

Jan. 14 WBTV News Anchor Paul Cameron, who lives in The Peninsula, was one of the speakers at a Lake Norman Chamber of Commerce discussion on how to communicate with the media. Bill Russell, CEO of

the chamber, and Neal Orr, a political consultant who worked with the N.C. Republican House Caucus in 2012, also were speakers.

Gov. McCrory names Arrendale to state board

Jan. 14 Del Arrendale, the founder of Cornelius-based Arrendale Associates, a medical technology/information company, has been named to the State Longitudinal Data Board. The purpose of the board is to monitor the effectiveness of education by collecting data points as a student moves from lower to higher education and enters the workforce. Gov. Pat McCrory made the appointment.



ARRENDALE

New officers, directors at Rowan Chamber

Jan. 14 Mark Seifel of Schneider Electric and Dari Caldwell of Novant Health Rowan Medical Center have been named respectively Chair of the Board and Chair-elect for the Rowan County Chamber of Commerce.

"The Chamber is honored to have such wonderful business volunteers in our leadership succession," said Cindy Hart, 2013 Chair of the Board. Seifel will take over as Chair of the Board on January 1, 2014. Caldwell will serve as Chair of the Board in 2015.

Other members of the Chamber's 2014 Executive Committee include: Ted Goins, Lutheran Services Carolinas, Div. Chair – Workforce & Public Affairs; Cindy Hart, Great American Publishing Co., Immediate Past Chair; Starling Johnson, Johnson Concrete, Div. Chair — Membership; Jeanie Moore, RCCC, Div. Chair – Business Development; Brent Parks, Brent Parks, CPA, Treasurer; and, Elaine Spalding, President.

New Board members are: Ron Brooks, Salisbury Post; Kaye Green, VA Hospital; Lynda Lefler, Belk; Clay Maready, Built Green; Dr. Lynn Moody, Rowan-Salisbury Schools; Michelle Patterson, Patterson Farms; Tony Shaw, BB&T; Janet Spriggs, RCCC; and Nancy Wyrick, F&M Bank.

Continuing Board members are: Bo Hawkins, Chick-fil-A; Doug Holmes, Holmes Iron & Metal; Jayne Helms, ReMax; Kathy Ingold, Carolina Stamping Co.; Stephen Kidd, Ameriprise Financial Services; Alan King, Creative Teaching Aids; Tim Norris, Healthcare Management Consultants; Ed Snow, AXA Advisors; Brad Walser, Walser Technology Group; and Tyler Weant, Elium Exterminating Co.

Ex-officio Board members and Community Partners are: Mark Lewis, Downtown Salisbury, Inc.; James Meacham, Rowan-Salisbury Tourism; Gary Page, Rowan County; Doug Paris, City of Salisbury; and Robert Van Geons, RowanWORKS.

Mooreville Chamber announces board for 2014

Jan. 13 The Mooreville-South Iredell Chamber of Commerce has announced its Board of Directors for 2014: Chairman of the Board: Howard Kosofsky, Old Downtown Inc.; Kelley Daspit, Iredell Health System; Ben Goins, Randy Marion Automotive Group; Dennis Cowardin, BB&T

Bank; Harry Davis, L.B. Plastics; Kevin Donaldson, Jones, Childers, McLurkin, Donaldson; Jim Marshall, blue harbor bank; Jeff Shoe, Mooresville Ford Mercury; Kathy Holden, Home Helpers of Lake Norman; Robby Carney, MSI Economic Development; Sharon Simpson, LN Currents Magazine; Ken Wooten, The Dove House; Suzanne Wallace, Mitchell Community College; John Dodson, NASCAR Technical Institute; Renee Hall, Hilton Garden Inn Mooresville; Brad Harvey, Brad Harvey Creative; Mac Herring, Catawba Regional Hospice; Lisa Qualls, BB&T Home Mortgage; John Wheeler, Wheeler & Company CPAs, PC



SEIFEL



CALDWELL

See NEWS-E, Page 20

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NEWS Efrom page 19

Community School of Davidson opens new facility

Jan. 13 The Community School of Davidson dedicated a new ArtSpace, a \$1.3 million, 22,000-square-foot space which includes classrooms, a dance studio, woods art studio, music room and a 250-seat black box theatre as well as a centralized student commons. Cornelius-based McMillan Construction was the general contractor.

Joshua Dobi is chair of Bradford campaign

Jan 10 John R. Bradford III has named Cornelius resident Joshua Dobi chairman of his campaign committee. Dobi, CEO and founder of the Dobi Financial Group, said the “campaign is going to be about making sure we keep North Carolina strong so we can provide long term economic security for all our citizens.” Bradford, the owner of Cornelius-based Park Avenue Properties, is running for the seat in the N.C. House of Representatives now held by Speaker Thom Tillis, who is running for the U.S. Senate. Former Cornelius Mayor Lynette Rinker will oppose Bradford in the GOP primary this spring.



DOBI

Weather delays work on Exit 28 project

Jan. 10 First it was the rain, then the holidays, and now a visit from the Polar Vortex. All of these factors have delayed the start of work on the Exit 28 I-77 interchange. State officials had hoped to start the work back on December 9th, but now, a month later, the only sign of work are the construction barrels on the side of roads.

That should change shortly, as the DOT anticipates the start of night time lane closures in the vicinity of the Interstate 77 interchange (Exit 28) within the next several weeks. The initial work will include the

removal of the concrete islands on West Catawba Avenue as it approaches the interchange. Electronic signs have been deployed on Catawba Avenue to notify motorists precisely when the night time lane closures will start.

The work is the start of a major rebuilding project being undertaken by the North Carolina Department of Transportation, which will eventually result in Exit 28 becoming a diverging diamond interchange (DDI). In a DDI, the east and westbound traffic on Catawba Avenue will cross to the opposite sides as it crosses the I-77 bridge.

Studies have shown that the DDI design increases safety and efficiency at the interchange, especially since left turns into opposing traffic are all but eliminated.

While a significant portion of the work will be performed at night, there will be a four-month continuous period of time in the summer of 2014 when only one lane of traffic in each direction across the bridge, will be permitted. This will allow for construction of concrete medians, walls, permanent traffic signals, and sidewalks.

The entire project is expected to take up to 18 months to complete.

Tarte launches re-election campaign

Jan. 7 State Sen. Jeff Tarte mailed his first letter of the 2014 campaign to some 2,300 supporters, announcing that he will seek re-election to the 41st District of the North Carolina State Senate.

Included in the letter are endorsements from nearly 100 local and statewide officials including Governor Pat McCrory, Lieutenant Governor Dan Forest, every Republican state Senator, as well as unanimous support from every local Republican official in the 41st Senate District. Tarte will hold a campaign kick-off party the evening of February 20th at the Peninsula Club in Cornelius featuring special guest President Pro tem Senator Phil Berger. The kick off



TARTE

party will be free for supporters.

RCCC completes fire training facility

Dec. 31 Rowan-Cabarrus Community College held its final 50th anniversary celebration event with a ribbon cutting of the new Fire & Emergency Services Training Facility at the College’s December board of trustees meeting.

Local officials, county commissioners and public safety personnel from across the region joined the College in this important ribbon cutting. The Fire & Emergency Services Training Facility was the first project to be completed in a series of Rowan County-bond funded construction projects that will take place over the next few years. The College was able to both break ground and complete this project in 2013, during the College’s 50th anniversary.

The new Fire & Emergency Services Training Facility will serve an important role for training local public safety providers who protect citizens every day. The facility includes a 3,500 square foot burn building, training pads for various props, and a future driving course for fire and emergency vehicles will be included in the project.

“It is our goal to be responsive, flexible, innovative and efficient, as we work together to create a safer and more secure environment,” said Dr. Carol S. Spalding, president of Rowan-Cabarrus. “The Fire & Emergency Services Training Facility will afford our public safety providers with real life training scenarios that will ensure that our law, fire, and emergency personnel are prepared to protect our community in the event of fires, hazardous materials emergencies, natural disasters, motor vehicle accidents and train derailments.”

In 2013, over 221,000 hours of training were provided by the College for more than 22,000 individuals. Over 7,000 certifications were awarded to fire, emergency medical services (EMS), and law enforcement personnel during the past year. Rowan-Cabarrus expects that the number of training hours will continue to grow with the new facility.

“The investment by the County in this training facility has potential impact for every citizen in Rowan County for personal safety and security. The training provided to our paid and volunteer departments ensures that our communities maintain insurance ratings that keep our taxes affordable while simultaneously equipping our emergency responders with state-of-the-art training,” said Jim Sides, chair of the Rowan County Commission. “I look forward to seeing this facility used frequently by all agencies to support the quality of life that we enjoy in Rowan County.”

“The safety of our citizens is important to all of us,” said Carl M. Short, chair of the Rowan-Cabarrus Board of Trustees. “Rowan-Cabarrus Community College is proud to have the role of training and re-training each and every one of these important public servants. Without their tireless and selfless work, our community would be at a distinct disadvantage.”

Salisbury appraiser is new VP of national association

Dec. 31 J. Scott Robinson, of Robinson Associates in Salisbury, is the new vice president of the Appraisal Institute, the nation’s largest professional association of real estate appraisers. Robinson’s one-year term as vice president will be followed by one year each as president-elect in 2015, president in 2016 and immediate past president in 2017. He also will serve on the Appraisal Institute’s Executive Committee and on its policy-setting Board of Directors. Robinson has been actively involved with the Appraisal Institute since joining as a candidate for SRA in 1987. He has served in all offices for the North Carolina Chapter and has been active at the regional and national levels since 1991. In 2007 he completed a four-year term on the national Board of Directors and was chair of Region V. Robinson has been chair of Residential Experience, chair of Residential Admissions and chair of the Admissions and Designations Qualifications Committee. He is a senior national screener for residential and general experience domestically and abroad, and has been trained and approved as a facilitator for the Capstone program.

THIS MONTH
REAL ESTATE TRANSACTIONS ...21
FORECLOSURES24
NEW CORPORATIONS25

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

12/20/13 \$250,000 Dennis & Stacy Martin to Patrick & Colleen Fitzgerald, 9309 Guildbrook Rd., Davidson 28036
12/20/13 \$244,000 George & Dawn Fountas to Leonard Pepper, 6799 Hwy. 200, Concord
12/20/13 \$206,500 Shea Real Estate Investments, LLC to Terra Boddy, 10322 Shrader St., Concord
12/20/13 \$315,000 Lennar Carolinas, LLC to Kelvin & Ravonda Oden and Sylvia Blount, 8927 Happiness Rd., Harrisburg
12/20/13 \$316,000 Lennar Carolinas, LLC to Charleata, Randy & Richard Neal, 8919 Happiness Rd., Harrisburg
12/20/13 \$200,500 Justin & Erin Boswell to Jeremy Harris & Lori Dallman, 1204 Hidden Oaks Dr., Concord
12/20/13 \$360,000 Quality Properties Asset Management Co. to Sara Thomas, 10436 Falling Leaf Dr., Concord
12/20/13 \$613,500 Classica Homes, LLC to Lisa Kiger, 9899 Manor View Dr., Concord
12/23/13 \$325,000 Danny Bost LLC & Yates Properties LLC to Amerco Real Estate Co., 1.63 ac. on Concord Pkwy. Near Commercial Park Dr., Concord
12/23/13 \$234,500 M/I Homes of Charlotte, LLC to Mary Miller, 3513 Alister Ave., Concord
12/23/13 \$238,000 NVR, Inc. to Fadi & Emily Deeb, 2172 Galloway Ln., Concord
12/23/13 \$255,000 Herman, Betty & Deborah Nicholson to Phillip & Robin Gibbons, 3720 Spring Dr., Midland
12/23/13 \$280,000 Benjamin & Silvana Ebo to Matthew & Lori Woodlee, 1311 Sandy Bottom Dr., Concord
12/23/13 \$262,000 D.R. Horton, Inc. to Ruixian Qui, William NG & Jiangnan Liao, 3184 Keady Mill Loop, Kannapolis
12/23/13 \$678,000 Bank of North Carolina to Joseph Stewart, Lots 1, 7-28 & 35-54 of the Villas at Winecoff, Concord
12/23/13 \$2,600,000 Redus NC-AII, LLC to FPWL 5 Pit Stop & Thunder, LLC and PWREO Concord Mills, LLC, The Promenade at Concord Mills, Concord
12/23/13 \$265,000 Parker & Orleans Homebuilders, Inc. to William McKain & Ashley Holden, 1129 Matchstick Pl., Concord
12/23/13 \$326,000 Parker & Orleans Homebuilders, Inc. to Nathan & Kelly Hendrix, 5245

Kindling Pl., Concord
12/23/13 \$432,000 Orleans-Conservatory Group General Partner, Inc. to Michael & Gracetta Bogar, 8456 Penton Pl., Harrisburg
12/23/13 \$207,000 The Ryland Group, Inc. to Nancy Hammond, 5381 Hackberry Ln., Concord
12/23/13 \$256,500 The Ryland Group, Inc. to Ricky & Valeria Stacks, 1484 Haverford Rd., Concord
12/23/13 \$390,000 Ram Puppala & Nina Sanapareddy to Husnuddin Mir & Salma Mohamed, 1104 Woodhall Dr., Huntersville 28078
12/23/13 \$265,000 David & Candace McBeth to Wendy Minch, 10367 Archer Rd., Davidson 28036
12/27/13 \$825,000 Craft Development, LLC to B & C Land Holdings, LLC, 15.56 ac. on Garmon Mill Rd., Concord
12/27/13 \$301,000 Thomas & Melissa Jones to Nathan & Cherianne Driessen, 1113 S. Windsor Dr., Kannapolis
12/27/13 \$239,500 M/I Homes of Charlotte, LLC to Samnang Huot, 3469 Alister Ave., Concord
12/27/13 \$522,000 James & Eileen Brady to Krishna Raghavulu & Sindhuri Adepur, 2418 Riders Glen Ct., Concord
12/27/13 \$438,500 Orleans-Conservatory Group General Partner, Inc. to Charles & Crystal Withers, 8476 Penton Pl., Harrisburg
12/27/13 \$225,000 Brian & Kimberly Mayhew to David & Sandra Bucklin, 1314 Gumbel Dr., Concord
12/27/13 \$397,000 Orleans-Conservatory Group General Partner, Inc. to Kevin & Lisa Gates, 4190 Burnage Hall Rd., Harrisburg
12/27/13 \$370,000 Robert & Beth Jackson to BTD Real Estate Investments, LLC, 10045 & 10025 Enclave Cr., Concord
12/27/13 \$361,000 NVR, Inc. to Kimple & Etta McCall, 8544 Twickenham Terr., Harrisburg
12/27/13 \$245,000 Lennar Carolinas, LLC to Brian & Kimberly Mayhew, 10722 Sapphire Tr., Davidson 28036
12/27/13 \$422,000 NVR, Inc. to Shyam Chebrolu & Sireesha Tadavarthi, 3829 French Fields Ln., Harrisburg
12/30/13 \$213,000 Eastwood Construction LLC to Nadine Brown, 736 Yvonne Dr., Concord
12/30/13 \$315,500 Bonterra Builders, LLC to Norman & Tracy Pierce, 554 Iron Horse Ln., Midland
12/30/13 \$918,000 Farmers & Merchants Bank of Granite Quarry to Phylas Properties, LLC, 4.89 ac. at corner of Hwy. 49 & Eldorado Dr., Harrisburg
12/30/13 \$281,500 Parker & Orleans Homebuilders, Inc. to Ian & Tina Bailey, 7223 Beech Grove Ln., Harrisburg
12/30/13 \$267,500 Orleans-Conservatory Group General Partner, Inc. to Richard & Michelle Hampton, 11501 Glowing Star Dr., Harrisburg
12/30/13 \$320,000 Widenhouse Beach Investments, LLC to John & Katherine Oliver, 824 Livingstone Ct., Concord
12/30/13 \$598,500 Classica Homes, LLC to Bradford Koch, 9760 Farmers Glade Pl.,

ON THE RECORD

Concord
12/30/13 \$263,000 Best Capital, LLC to Howard Winstead & Deanna Connell, 3100 Penninger Rd., Concord
12/30/13 \$219,000 M/I Homes of Charlotte, LLC to Yolanda & Donna Grigg, 3489 Alister Ave., Concord
12/30/13 \$465,500 NVR, Inc. to Lynwood & Shirley Dee, 8432 Penton Pl., Harrisburg
12/30/13 \$252,000 Brian & Dana Smith to Derek & Amy Wilkins, 6039 Village Dr., Concord
12/30/13 \$220,500 NVR, Inc. to Darrell & Carlotta Thompson, 7291 Mill Ruins Ave., Concord
12/30/13 \$330,000 William Cox to Brian & Dana Smith, 5712 Burck Dr., Concord
12/31/13 \$544,000 MRECV-KW, LLC to BK Residential Construction, LLC, Lots 382-385 & 387-390 of The Village at Kellswater Bridge, Kannapolis
12/31/13 \$357,000 Niblock Development Corp. to Shantel Culver, 9445 Leyton Dr., Harrisburg
12/31/13 \$258,000 Sterling Real Estate Development of North Carolina, LLC to Weekley Homes, LLC, Lots 25, 28, 34 & 39 of Hawthorne Subdivision, Concord
12/31/13 \$272,000 Andy & Megan Parks to Bobby Curlee, 5625 Oakmont St., Kannapolis
12/31/13 \$246,000 Lennar Carolinas, LLC to Christopher & Carmen Lowman, 10711 Sapphire Tr., Davidson 28036
12/31/13 \$273,000 Robert & Crystal Smyly to James Gannon, 11550 NC Hwy. 73E., Mount Pleasant
12/31/13 \$200,000 Mukkaramah Smith to IH3 Property North Carolina LP, 2842 Bivins St., Davidson 28036
12/31/13 \$625,000 Brian Wickens to Haileybell Holdings LLC, Lots 8 & 9 of R.V. Caldwell Subdivision, Concord
01/02/14 \$316,000 Lennar Carolinas, LLC to Ronald & Joy Harry, 8923 Happiness Rd., Harrisburg
01/02/14 \$527,500 NVR, Inc. to Kenneth & Nancy McAnuff, 3832 French Fields Ln., Harrisburg
01/02/14 \$230,000 Francisco & Massiel Mendez to Robert Toms & Allison Dartnell, 10847 River Oaks Dr., Concord
01/02/14 \$232,000 Lennar Carolinas, LLC to Joshua & Jamie Hughes, 10726 Sapphire Tr., Davidson 28036
01/02/14 \$271,500 Trustee Services of Carolina, LLC to U.S. Bank, Bank of America, & LaSalle Bank, 1622 Wilburn Park Ln., Charlotte 28269
01/02/14 \$305,000 Christopher & Christine Webb to Jeremy & Tabitha Furr, 5750 N. Oakmont Dr., Kannapolis
01/06/14 \$214,500 Eastwood Construction LLC to Darnell & Shashana Davis, 307 Pulaski Dr., Concord
01/06/14 \$222,500 Eastwood Construction LLC to Sharman Burnside, 5410 Ophela Ct., Concord
01/06/14 \$282,000 Lennar Carolinas, LLC to Edward Smith, 8907 Happiness Rd., Harrisburg

01/06/14 \$512,000 Kevin & Holly Monk to Chandreshkumar Parmar & Uma Periyanyagam, 6622 Fox Ridge Cr., Davidson 28036
01/06/14 \$350,000 John & Nichole Taylor to Isidore Verla, 5687 Tom Query Rd., Harrisburg
01/07/14 \$270,000 Gilford & Ronda Martin to Barbara Murray, 4246 Glen Haven Dr., Concord
01/07/14 \$250,000 Staton & Sara Boyette to Shawn & Pamela Emmons, 1165 Ben Black Rd., Midland
01/08/14 \$1,033,000 Speedway Self Storage, LLC to PMRK-Harrisburg, LLC & Robert Kapp, 5498 Hudspeth Rd., Harrisburg
01/08/14 \$230,000 Zions First National Bank to McPeake Hotels, Inc., Unit A, HTC III Condominium, Harrisburg
01/08/14 \$1,125,000 Zions First National Bank to McPeake Hotels, Inc., Unit B, HTC III Condominium, Harrisburg
01/08/14 \$401,500 NVR, Inc. to Kevin Appel, 8478 Twickenham Terr., Harrisburg
01/08/14 \$366,000 Niblock Development Corp. to Victory Industrial Park, Inc., Lot 163 of Kensington Forest Subdivision, Harrisburg
01/08/14 \$270,000 Kevin & Jodi Case and Gerald & Ruby Hall to Halls Auto and Body Shop, LLC, 6951 Bost Cutoff Rd., Concord
01/10/14 \$370,000 Philip Yankovich & Mary Nies to Goutham Nedunuri & Ramya Padai-pettu, 8905 Landsdowne Ave., Harrisburg
01/10/14 \$295,000 Gerald Caputo to Terry & Misty Lanham, 3107 Sea Island Ln., Harrisburg
01/14/14 \$232,500 Jeremiah & Nicole Dorris to Kiran & Sandip Patel, 304 Trillium St., Concord
01/14/14 \$216,500 Jeffrey & Lameka Rion to Michael & Gabrielle Carneglia, 9742 Capella Dr., Concord
01/15/14 \$215,000 Eastwood Construction LLC to Ryan & Stephanie Giffin, 408 Winecoff Woods Dr., Concord
01/15/14 \$200,000 Eastwood Construction LLC to Gary Cagle, 412 Winecoff Woods Dr., Concord
01/15/14 \$228,000 Cassandra Seibles to Nicholas & Amanda Macek, 10333 Shrader St., Concord

More Cabarrus Transactions
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Mecklenburg

12/13/13 \$320,000 James Thomas Black, Jr & Jane P. Black, Trustees UTA for Black Family Revocable Trust to John & Mechelle Timmons, 9820 Hillspring Dr., Huntersville
12/13/13 \$381,000 Carlos & Alison Strickland to Chad & Sarah Blanton, 15475 Stone Hollow Dr., Huntersville
12/16/13 \$310,000 M/I Homes of Charlotte, LLC to Marcus & Hannah Ellis, 2039 Bishops Ct., Cornelius
12/16/13 \$286,000 Travis & Ellen Robinson to John & Veronica DePrato, 19200 English

TRANSACTIONS

from page 21

Daisy Dr., Cornelius
Raven Rd., Huntersville
12/16/13 \$220,500 NVR, Inc to Vincent & Diane Lewis, 12337 Lookout Point Dr., Charlotte 28269
12/16/13 \$286,000 Jackson & Rebecca Rolins to Ashley Williams & Kevin Clark, 109 Three Greens Dr., Huntersville
12/16/13 \$310,000 Mark & Tari Comer to Norman & Melissa Angel, Lot 37 in The Greens at Birkdale Village, Huntersville
12/16/13 390,000 KCK South Main, LLC to MOM Properties, LLC, Unit 100 in Davidson @ South Main Condominium, Davidson
12/16/13 \$228,500 William Krause to Thomas Trickett & Julia Powell, 19119 Brookgreen Garden Pl, Cornelius
12/16/13 \$780,000 Tom Palmer Homes, Inc to Dan & Sherry Trudan, 16725 Reinsch Dr., Davidson
12/16/13 \$336,000 William & Susan Mach to Thomas Hill Smith Jr & Ramona Whatley, 9009 Pennyhill Dr., Huntersville
12/16/13 \$256,500 Terrance Wickman & RoseAnne Sanders to Michael & Kristi Toler, 15601 Hubbard Rd., Huntersville
12/16/13 \$345,000 James & Dolores Obeleenus to Ronald & Donna Bononno, 5840 Checkerberry Ln., Huntersville

ON THE RECORD

12/16/13 \$387,500 Mattamy Carolina Corporation to Joseph & Mary Moore, 9923 Cimarron Close Ln., Huntersville
12/16/13 \$229,000 Sarah Robinson to Bryan Foy & Jamie Perdue, 9204 Trestlebrook Ct., Huntersville
12/17/13 \$255,500 The Ryland Group, Inc to Joanne & Harold Gastler, 6720 Barefoot Forest Dr., Charlotte 28269
12/17/13 \$505,000 Loveleen & David Baringer to David Graham, 18442 Indian Oaks Ct., Davidson
12/17/13 \$250,000 Dale Richard Bowles, Jr, Trustee of the Dale R. Bowles, Jr Family Trust & Katrina Marie Bowles, Trustee of the Katrina M. Bowles Family Trust to Jesse & Adrianna Chrestler, 7408 Tarland Ln., Charlotte 28269
12/18/13 \$218,000 Eastwood Construction, LLC to Brandon & Danielle Witherspoon, 4406 Ten Trees Ln., Charlotte 28269
12/18/13 \$250,000 Nacoleon & Carol Solomon to FREQ North Carolina, LLC, 1705 Copperplate Rd., Charlotte 28262
12/18/13 \$217,000 M/I Homes of Charlotte, LLC to Daniel & Hilda Nazario, 2010 Short-horn St., Charlotte 28213
12/18/13 \$353,000 Andrea Bailey to Harlan McCulloch, 17708 Mesa Range Dr., Cornelius
12/18/13 \$295,000 Randy & Susan Kesterson to Pluer Family, LLC, Lot 75 in The Greens at Birkdale Village, Huntersville
12/18/13 \$294,000 Catherine Rens & Eric Giles to Robert & Sarah Simon, 17810 Half

Business Today

Moon Ln., Unit 1, Cornelius
12/18/13 \$513,000 Antiquity, LLC to M/I Homes of Charlotte, LLC, Lots 500 through 510 in Antiquity, Cornelius
12/18/13 \$337,500 NVR, Inc to Michael & Katherine Dickerson, 13627 Helen Benson Blvd, Davidson
2/19/13 \$577,500 Jay & Carolyn Davis to Scott & Sheila Kinney 13735 Ramah Oaks Ln., Huntersville
12/19/13 \$651,000 Halley & Norman Merrel to John & Tracy Bradshaw, 16715 100 Norman Place, Cornelius
12/19/13 \$231,000 Eastwood Construction to Duane & Kendra Butler, 3005 Parsifal Ln., Charlotte 28213
12/19/13 \$457,000 Joseph Reardon & Florrie Johnson, to Robert & Lynn Keating, 18821 Dennbridge Dr., Davidson
12/19/13 \$342,500 NVR, Inc to Angelita & Arne Arendts, 11523 Warfield Ave, Huntersville
12/19/13 243,500 NVR to Tamara & David Rodrigues, 12329 Lookout Point Dr., Charlotte 28269
12/19/13 \$260,000 Debra Morris to Brian Edenfield, 921 Southwest Dr. #21, Davidson
12/19/13 \$287,500 Mattamy Carolina to Leonardo & Luisa Grana, 9903 Cimarron Close Ln., Huntersville
12/20/13 \$368,000 NVR to Ritesh Savla & Hetal Chheda, 16340 Autumn Cove Ln., Huntersville
12/20/13 \$460,000 Bonterra Builders to April Machopson & Nilesh Patel, 10916 Brandie Meadow Ln., Huntersville
12/20/13 \$411,000 Bonterra Builders to John & Lindsey Thorne, 14104 Salem Ridge Rd., Huntersville
12/20/13 \$208,000 Citizens Homes to Kevin Ligon, 11612 Allen A. Brown Rd., Charlotte 28269
12/20/13 \$210,000 Daniel & Caroline Hinic to IH3 Property NC, 8014 Pelorus Ln., Charlotte 28269
12/20/13 \$213,000 Mattamy Carolina to David Starkes, 5622 Turtleback Ct., Charlotte 28269
12/20/13 \$256,000 NVR to Lenton & Catrina Collins, 12333 Lookout Point Dr., Charlotte 28269
12/20/13 \$440,000 Timothy & Sherri Leslie to Chris Jones, 10825 Emerald Wood Dr., Huntersville
12/20/13 \$250,000 Ally Bank to FREQ North Carolina, LLC, 13121 Centennial Commons Pkwy, Huntersville
12/20/13 \$522,500 Classica Homes, LLC to John & Brentlee Mayhew, 17412 Pennington Dr., Cornelius
12/20/13 \$215,000 Baofu Lu & Meng Li to Chad & Kelly Kidney, 6632 Hawksnest Dr., Charlotte 28269
12/23/13 \$216,000 Carolina Style Properties, LLC to Oneida Davis, 4759 Boomerang Way, Charlotte 28269
12/23/13 \$820,000 Bonn-A, Inc to Richard & Marie Otero, 18930 N. Beatties Ford Rd., Cornelius
12/23/13 \$430,000 Lawrence & Anne Sweet

See TRANSACTIONS, Page 23

Business Today

TRANSACTIONS

from page 22

Curtis, 1' 502 Lovers Lawn Trace, Cornelius
1/3/14 \$406,000 Fateh & Inderjeet Harisinghani to Mark Cowher & Kimberly Krueger, 1129 Woodhall Dr., Huntersville
1/3/14 \$340,000 Eric & Laura Stadter ato Jonas & Martha Kihlgren, 17315 Inglewood Ln., Huntersville
1/3/14 \$272,000 Citizens Homes to Edward Lucas, 10205 Meridale Crossing Dr., Charlotte 28269
1/3/14 \$220,000 Kevin & Melissa Charleston to Jason & Jessika Tucker, 14519 Sunset Walk, Huntersville
1/3/14 \$276,000 Donald & Rhonda Parker to Herbert & Barbara Needham, 17801 Sedona Way, Cornelius
1/3/14 \$200,000 William Watson to Timoty & Kellie Harper, 15313 Moate Ct., Huntersville
1/3/14 \$220,500 NVR to Lawrence & Rachel Perez, 12321 Lookout Point Dr., Charlotte 28269
1/3/14 \$485,000 Christopher & Kimberly Thomsen to Patrick & Alishia Rohlwing, 15913 Robbins Green Dr., Cornelius
1/3/14 \$257,000 Robert & Renee Smith to IH3 Property North Carolina
1/6/14 \$151,000 Carolina & Roger Arnette to Shanmugasundaram Esakkimuthu & Sornaselvi Muthu, 10731 Meadow Crossing Ln., Cornelius
1/6/14 \$277,500 Barbara Lynch to Anu Abbott, 7501 Chaddasley Dr., Huntersville
1/6/14 \$165,000 Jerry & Gersonice Ellison to Valarie Gray, 16519 Amberside Rd. E. Cornelius
1/6/14 \$390,000 David & Lauren Cole to Mahmoud & Linda Bathich, 10222 Legolas Ln., Charlotte 28269
1/7/14 \$225,000 Gregory & Marvin Ervin, Kim Nichols, Cheryl Mills, Henry Mills to Gerard & Karen Reid, 15820 Mac Wood Rd., Huntersville
1/7/14 \$210,000 Traci Anderson to Amy & Andrew Blevins, 14026 Cinnabar Pl., Huntersville
1/7/14 \$219,000 James & June Hines to Burton Jr. & Mary Harrington, 18725 Silver Quay, Cornelius
1/7/14 \$400,000 Mattamy Carolina Corp. to Jason & Jennifer Pauling, 12909 Blakemore Ave., Huntersville
1/8/14 \$340,000 Linda Phelps to Mark & Nicole Cheslak, 17226 Pennington Dr., Huntersville
1/8/14 \$760,000 Gregory & Susan Hero to Gilbert Jackson & Mary Shaffer, 17421 Stay-sail Ct., Cornelius
1/8/14 \$254,000 Lawrence & Carle Nein to Travis Clark, 17222 Calverton Rd., Huntersville
1/8/14 \$247,500 Francesca & Justin Kibelbek to Seth & Ashley Lytton, 15429 Barnsbury Dr., Huntersville
1/9/14 \$305,000 Loren & Bary Heuston to Christopher & Jennifer Szluk, 14436 Holly Springs Dr., Huntersville

ON THE RECORD

1/9/14 \$276,600 Teresa Ferrell to Dana Grif-fin, 18726 Nautical Dr. Unit 304, Cornelius
1/9/14 \$262,500 Christopher & Jennifer Szluk to Jennifer & Chrishopher Ernest, 8604 Doe Path Ln., Huntersville
1/9/14 \$377,000 Weekley Homes to Kellie Jo Miller, 12524 Robert Walker Dr., Davidson
1/10/14 \$397,000 Greg & Tara White to Christopher & Jamie Ermine, 7427 Chaddasley Dr. Huntersville
1/10/14 \$292,000 William & Angela Papa-georgiou to Christopher & Sarah Waldron, 9002 Glenashley Dr., Corneliuts
1/10/14 \$298,000 Michael & April Agrillo to Michael & Jacqueline Shields, 19826 River Falls Dr., Davidson
1/10/14 \$373,000 Weekley Homes to Debra Morris & Alexandria Elliott, 11616 Bradford Park Dr., Davidson
1/10/14 \$265,000 Lawrence & Carole Nein to Elizabeth Veteraick, 151 Harper Lee St., Davidson
1/10/14 \$259,000 Pulte Home Corp. to Chris Do & Mayta Torres, 15311 Fred Brown Rd., Huntersville
1/10/14 \$200,000 Donald & Mary Fronzaglia to William Fronzaglia, 19317 Beaufain St. Unit 11, Cornelius
1/13/14 \$390,000 Craig & Lindsay Dreyer to Nathan & amy Kolovich, 12023 Ulsten Ln., Huntersville
1/15/14 \$319,000 Theodor & Elizabeth Meintjes to Sharon Walker, 13416 Fremington Rd., Huntersville
1/15/14 \$317,000 William O'Connell to Francesca Kibelbek, 18043 Northport Dr., Cornelius
1/15/14 \$237,500 Gene & Holly Davids to Jason & Katie King, 3931 Beauvista Dr., Charlotte 28269
1/15/14 \$613,000 John & Suzanne Knowles to Sara & Robert Brown, 18410 Indian Oaks Ln., Davidson
1/17/14 \$341,000 South Creek Homes to Roberta Steele, 12319 Meetinghouse Dr., Cornelius
1/17/14 \$330,000 South Creek Homes to Richard & Ricka Peterson, 18326 Glenaly Dr., Cornelius
1/17/14 \$218,000 DR Horton Inc. to Shawn & Pamela Panuline, 16507 Landen Forest Ln., Davidson

More Mecklenburg Transactions
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Mooresville

12/20/13 \$575,000 Kathryn Moss to Keith & Mari Laprelle, 221 Waddell Rd. 28117
12/20/13 \$607,000 Kevin & Shelley Perpete to James & Patricia Facccone, 139 Tea Olive Ln. 28117
12/23/13 \$313,000 Standard Pacific of the Carolinas to Joy Novy, 121 Blossom Ridge Dr. 28117
12/23/13 \$266,000 The Ryland Group to Kashyap & Ami Desai, 109 Grayfox Dr. 28117
12/23/13 \$375,000 Jeffrey & Kelly Gibson to John & Pamela Felloney, 250 Kenway Loop

28117
12/27/13 \$695,000 J.S. Testa to Leandre & Josiane Adifon, 320 Grasshopper Cir. 28117
12/27/13 \$225,000 Legacy Development of Lake Norman to IT Hospitality Solutions, 181 N. Main St. 28115
12/27/13 \$822,000 William & Janet Carpenter to David & Joanna Page, 119 Beech Pointe Ln. 28117
12/27/13 \$305,000 Karl & Leslie Gerwitz to William & Amanda Burke, 153 Lockerbie Ln. 28115
12/27/13 \$260,000 The Ryland Group to Brian & Julia Phillips, 116 Grayfox Dr. 28117
12/27/13 \$230,000 Joannie Davis to Frances Neel, 123 Neel Ranch Rd. 28115
12/27/13 \$257,500 John & Charlotte Castro to Llyod & Gloria Settle, 111 Bite Size Ln. 28115
12/30/13 \$251,000 Eastwood Construction to Christopher & Brandy Conner, 218 Almora Loop 28115
12/30/13 \$430,500 Meritage Homes of the Carolinas to Vipul & Bannita Patel, 113 South San Augustin Dr. 28117
12/30/13 \$426,000 OPCNC to Christopher & Kimberly DiCosmo, 105 Skipjack Point Ct. 28117
12/30/13 \$304,000 Brian & Cherece Hatcher to Troy & Patrea Aeschliman, 100 Monument Ct. 28115
12/31/3 \$292,500 Niblock Development to Joseph & Aimee Slingerland, 145 Branch-view Dr. 28115
12/31/13 \$401,000 Meritage Homes of the Carolinas to Christopher & Rhonda Stewart, 165 Belfry Loop 28117
12/31/13 \$1,190,000 Ronald & Stacie Curry to Margaret & Michael Dolan, 1881 Brawley School Rd. 28117
12/31/13 \$395,000 TennCar Properties to Lowespog, 131 Summerville Dr. 28115
12/31/13 \$570,000 Samuel & Christa Sheek to Robery & Alice Larsen, 109 Hunter Spring Ln. 28117
12/31/13 \$427,000 Meritage Homes of the Carolinas to Ryan & Kristen Arensberg, 171 Belfry Loop 28117
12/31/13 \$275,000 Todd & Tracy Lohse to Ralph & Elizabeth Brafford, 171 Patternote Rd. 28117
12/31/13 \$266,000 Robert & Pamela Warren to Garan & Robin Myers, 139 Pin Oak Ln. 28117
1/2/14 \$205,000 Ashford Hollow Lane Investments to IH3 Property North Carolina, 103 Ashford Hollow Ln. 28117
1/2/14 \$215,000 Eastwood Construction to Robert & Michelle Simunich, 157 Millen Dr. 28115
1/2/14 \$298,500 Brian & Sarah Webb to Frederique Prou, 158 Longboat Rd. 28117
1/3/14 \$530,000 John & Mary Barrett to Kristin Parsons, 155 Lynn Cove Ln. 28117
1/3/14 \$245,000 Michael & Dawn McNiven to Jeremy Rosenkrans, 128 Oxford Dr. 28115
1/3/14 \$675,000 Jennifer Hinson to James & Geneale Welsh, 502 Lakeview Shores Loop

28117
1/3/14 \$315,000 Candace & Zane Carney to Russell Simpson & Megan Greci, 125 Kam Dr. 28115
1/3/14 \$300,000 Pannell & Caryn Shelton to David & Joanna Włodarczyk, 124 Alexandria Dr. 28115
1/3/14 \$605,000 Kevin & Katherine Kelly to Pannell & Caryn Shelton, 332 Bayberry Creek Cir. 28117
1/3/14 \$269,000 Mattamy Carolina Corporation to Lorenzo Zignago, 201 Silverspring Pl. 28117
1/6/14 \$205,500 Eastwood Construction to Ed & Nicole Roberts, 120 Gilden Way 28115
1/7/14 \$596,000 Andy & Kimberly Barringer to Charles & Debra Norton, 342 Shoreline Loop 28117
1/8/14 \$705,000 Alison & Stephen Iglehart to Robert Bermann, 250 Queens Cove Rd. 28117
1/8/14 \$272,000 Roger & Sandra Plamondon to Robert & Theodora Rubin, 118 Diary Farm Rd. 28115
1/9/14 \$1,313,000 David & Kimberly Petti to Tadd & Kristine Morganti, 120 N. Longfellow Ln. 28117
1/9/14 \$242,500 Citizens Home to Debra Arno, 129 Aztec Cir. 28117
1/10/14 \$395,000 Marcus & Karen Erwin to Patrick & Lori Nielsen, 115 Sasserbrook Ln. 28117
1/10/14 \$274,500 NVR to Scott Mattingly, 306 Almora Loop 28115
1/10/14 \$531,500 Lakeshore Holdings to Robert & Inez Kraus, 691 Beaten Path Rd. 28117
1/10/14 \$1,150,000 McCourt Properties to Kenneth Schneider, 213 S. Broad St. 28115
1/10/14 \$575,000 Jason & Julie Nelson to Marcus & Karen Erwin, 306 Bayberry Creek Cir. 28117
1/10/14 \$225,000 Christopher Gaulin to Alan & Karlene Johnson, 351 Kilmer Ln. 28115
1/10/14 \$330,000 Beacon Ventures to Sail-view Property Holdings, 206 Joe Knox Ave. Unit 1 28117
1/13/14 \$200,000 Teresa & Christopher Heedles to June Brewer, 206 Oak Valley Pky. 28117
1/13/14 \$1,127,000 E&J Development to Essex Homes Southeast, 227 Hideaway Ln. 28117
1/13/14 \$260,000 Thomas & Jennifer Sunderland to Andrew & Debra Abbott, 138 Gresham Ln. 28117
1/13/14 \$265,000 Kenneth & Elizabeth Harmon to Joseph & Amanda Scallan, 180 Lavendar Blossom Loop 28115
1/14/14 \$250,500 Willow Creek Homes to Brendan & Carrie Bosshart, 197 Wellshire St. 28115
1/15/14 \$370,000 OPCNC to Timothy & Dawn Kennett, 394 Cove Creek Loop 28117
1/15/14 \$720,000 Homer & Deborah Lovvorn to Michael Prince, 128 Sumter Dr. 28117
1/15/14 \$435,000 Lincoln & Vickie Reeves to Hugh & Sherri Ragon, 581 Isles of Pines Rd.

See TRANSACTIONS, Page 24


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TRANSACTIONS

from page 23

28117
1/16/14 \$215,000 Catherine & Randy Bray to IH3 Property North Carolina, 191 Laurel Glen Rd. 28115
1/16/14 \$253,000 Lennar Carolinas to Israel & Heather Cortes, 129 Sugar Magnolia Dr. 28115
1/16/14 \$585,500 Bruce & Tracy Corcoran to Gregory & Whitney Castings, 123 Hopkinton Dr. 28117
1/16/14 \$225,000 Patrick & Allana D’Andrea to Neal & Monique Lanjewar, 167 Chande-leur Dr. 28117
1/17/14 \$310,000 Landis Reed Homes to Ryan & Marla McArdle, 384 Montibello Dr. 28117
1/17/14 \$324,500 Bonanza Development Company to Ralph & Rose Pomarico, 117 W. Vista Vion Pl. 28117
1/17/14 \$570,000 Paul & Kimberly Volk to Michael & Michelle Clark, 130 Morgan Bluff Rd. 28117
1/17/14 \$280,000 Wendy & Jaime Shinn to Paul & Kimberly Volk, 672 Presbyterian Rd. 28115

More Mooresville Transactions
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ON THE RECORD

FORECLOSURES

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

Cabarrus County

12/23/13 Scott & Meredith Cronin, 9881 Shearwater Ave., Concord, Nationstar Mortgage, \$95,000
12/23/13 Estate of Ella Marie Dixon, 2616 Watts Ave., Concord, Fifth Third Bank, \$50,000
12/23/13 William & Melissa Bond, 2888 Signal Ct., Concord, Nationstar Mortgage, \$136,748
12/23/13 James & Jennifer Jewell, 324 Channing Cr., Concord, Wells Fargo Bank, \$961,500
12/23/13 Rodney & Jennifer Gray, 344 Courtland Ct., Kannapolis, Ocwen Loan Servicing, \$182,425
12/23/13 Charles Lilly, 156 Princess Ave., Concord, One Reverse Mortgage, \$45,000

12/23/13 Ranea Gibbs, 3107 Cold Springs Rd., Concord, 90 Fryling Ave., Concord, Bank of America, \$134,800
12/23/13 Tyam Driver, 2099 Tremont Ave., Concord, M & T Bank, \$110,953
12/23/13 Brenda Tucker Estate, 4687 Rainbow Dr., Kannapolis, Nationstar Mortgage, \$79,450
12/23/13 James & Pamela Leatherman, 1027 Burrage Rd., Concord, Sun Trust Bank, \$100,000
12/27/13 Albert Laidlaw & Roger Carrier, 1150 Michael Ave., Concord, Wells Fargo Bank, \$140,000
12/27/13 Roy & Judy Mills, 3049 Parade Ln., Concord, U.S. Bank National Assn., \$88,800
12/30/13 Kevin Sweeney & Leticia Oliver, 1707 Summit Ridge Ln., Kannapolis, Bank of America, \$130,164
12/30/13 Jesse Taylor, 481 Pine Grove Church Rd., Concord, The Bank of New York Mellon Trust Co., \$88,000
12/30/13 Fred Losey, 587 Mirawood Tr., Concord, State Employees Credit Union, \$101,500
12/30/13 Estate of Lorenzo Clopton, 461 Pebble Stone Ct., Concord, Federal National Mortgage Assn., \$141,915
12/30/13 Curtis & Beverly Hill, 1446 Bottle Brush Ln., Harrisburg, JP Morgan Chase Bank, \$217,348
12/30/13 Rita Steele, 242 Davidson Hwy., Concord, Nationstar Mortgage, \$68,800
12/31/13 Angela Harwell, 350 Western Acres Dr., Kannapolis, Bank of America, \$79,055
12/31/13 Leslie Steele IV, 1053 Cambrook Ct., Concord, Wells Fargo Bank, \$140,800
12/31/13 John & Nicole Wells, 3045 Champion Ln., Concord, Bank of America, \$107,766
12/31/13 Estate of John Douglas, 335 Central Dr., Kannapolis, Wells Fargo Bank, \$77,350
01/02/14 James & Evelyn Means, 752 Sir Raleigh Dr., Concord, Wells Fargo Bank, \$125,050
01/02/14 Kimberly Hatchell, 10912 Tailwater St., Davidson 28036, Nationstar Mortgage, \$158,875
01/02/14 Gary & Elcira Serino, 3381 Streamside Dr., Davidson 28036, Bank of America, \$188,200
01/03/14 John Berry & Sharlene Sutton, 1909 Stonewyck Ave., Kannapolis, JP Morgan Chase Bank, \$145,700
01/06/14 Timothy & Pamela Rice, 3971 Long Leaf Ct., Concord, Bank of America, \$206,338
01/06/14 Cathy Lindsey, 37 Saint Charles Ave., Concord, The Bank of New York Mellon, \$70,000
01/06/14 John & Kristen Munzert, 725 Byrum Way St., Huntersville 28078, Wells Fargo Bank, \$183,250
01/06/14 William & Jennifer Venturini, 830 S. Ridge Ave., Kannapolis, Wells Fargo Bank, \$64,800
01/07/14 Paul & Jessica Duval, 2081 Chapel Creek Rd., Concord, PNC Bank, \$111,200
01/08/14 Mike Falcone, 10260 Fink Rd., Mount Pleasant, Nationstar Mortgage, \$142,500

01/08/14 Christopher & Susan Lee, 5151 Dafodil Ln., Concord, PNC Bank, \$84,000
01/08/14 Harry & Allison Woolford, 5727 Hammermill Dr., Harrisburg, Bank of America, \$204,990
01/08/14 Raymond Noble, 1302 Debbie Cr., Kannapolis, Ocwen Loan Servicing, \$104,000
01/08/14 Contonius & April Gill, 4940 Wheat Dr., Concord, LPP Mortgage, \$143,000
01/08/14 Christopher Jacobson & Cynthia Ellis, 68 Georgia St., Concord, CitiMortgage, Inc., \$235,399
01/08/14 Andrew & Brandy Shepardson, 4003 Kellybrook Dr., Concord, Wells Fargo Bank, \$136,000
01/08/14 Joseph & Miriam Hiatt, 4221 Coulter Crossing, Charlotte 28213, Wells Fargo Bank, \$119,800
01/09/14 Amanda Kunze, 4889 Keeneland Pl., Concord, 4691 Falcon Chase Dr., Concord, EverBank, \$123,900
01/09/14 Ronald & Rose Silva, 1033 Rams-gate Dr., Concord, United Security Financial, \$161,900
01/09/14 Jeremy & Brandy Ferrell, 4338 Fescue Pl., Concord, Wells Fargo Bank, \$120,224
01/09/14 Franklin & Katherine Burton, 9850 Highway 73 E., Mount Pleasant, U.S. Bank National Assn., \$99,000
01/09/14 James & Tamera Coleman, 4400 Burgin St., Kannapolis, Ocwen Loan Servicing, \$37,900
01/10/14 Leeandrew Kelly, 9894 Walkers Glen Dr., Concord, Wells Fargo Bank, \$159,106
01/10/14 Terry & Linda Gibson, 570 Crestside Dr., Concord, Nationstar Mortgage, \$337,500

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Mecklenburg County

12/30/13 Sergio & Danielle Solano, 15341 Crossing Gate Dr., Cornelius, JPMorgan Chase Bank \$192,350
12/30/13 Freddie & Lisa Dean, 15210 Hus McGinnis Rd., Huntersville, Columbia National \$69,900
12/31/13 Demetria & Joseph Burton, 7516 Kinsmore Ln., Charlotte 28269, Ownit Mortgage \$169,520
1/3/14 Emily Kornegay, 4535 Devonhill Ln., Charlotte 28269, Taylor, Bean & Whitaker Mortgage \$136,314
1/3/14 Arthur & Louise May, 2104 Pimpernel Rd., Charlotte 28213, America's Wholesale Lender \$104,800
1/3/14 Kristin & Christopher Martin, 17520 Cambridge Grove Dr., Charlotte 28269, Bank of America \$176,500
1/3/14 Jay & Mia Hines, 2525 Eargle Rd., Charlotte 28269, The Secretary of Veterans Affairs \$101,200
1/3/14 Brian Hairston & Natasha Dingle, 9512 Blossom Hill Dr., Huntersville, NVR Mortgage \$145,887
1/3/14 Sherry & Eugene Barnes, 6118

See FORECLOSURES, Page 25

FORECLOSURES

from page 24

Colonial Garden Dr., Huntersville, Sterling National Mortgage \$153,400
1/6/14 Kimberly Fackelman & Thomas Pierantoni, 10621 Castlehill Dr., Huntersville, Wells Fargo Bank \$183,525
1/6/14 Jan & Jerlean Schiphorst, 12640 Willingdon Rd., Huntersville, MBNA America \$245,000
1/6/14 Tim McMullen, 10800 Whittersham Rd., Charlotte 28262, HomeBanc Mortgage \$129,000
1/6/14 Ninette Williams, 11111 Meadow Bank Ln., Charlotte 28262, Countrywide Bank \$81,000
1/6/14 Ruben Campillo, 2932 Wild Duck Ct., Charlotte 28262, Bank of America \$95,369
1/6/14 Michael & Elise Williams, 6216 Coleridge Ct., Charlotte 28269, Wachovia Mortgage \$306,850
1/7/14 Nicole Whaley, 2702 Forest Grove Ct., Charlotte 28269, Wells Fargo Home Mortgage \$121,039
1/8/14 Winifred Johnson, 5959 Prescott Ct., Charlotte 28269, Metro Finance \$108,777
1/8/14 Patricia Geter, 4526 Hershey St., Charlotte 28213, Countrywide Home Loans \$78,300
1/8/14 Bridget & Kim Cornelius, 7511 Wilkins Terrace Dr., Charlotte 28269, Sunshine Mortgage \$132,904
1/8/14 Laverna Pinkett, 10249 University Park Ln., Charlotte 28213, NationsBanc Mortgage \$112,610
1/8/14 James & Thomasina Kitchen, 2425 Sawyers Dr., Charlotte 28213, South Trust Mortgage \$106,650
1/8/14 Tamica Harris, 5749 Seths Dr. #703, Charlotte 28269, Myers Park Mortgage \$89,392
1/9/14 James Franklin, 5826 Cougar Ln., Charlotte 28269, America's Wholesale Lender \$85,405
1/9/14 Lainisha Thompson, 3224 Tyler Finley Way, Charlotte 28269, Bank of America \$91,650
1/9/14 Suprena Fowler, 10348 Flatstone Rd., Charlotte 28213, Wachovia Mortgage \$130,568
1/9/14 Michael & Denise Hurley, 209 Vintage Hill Ln., Huntersville, Wieland Financial Services \$455,400
1/9/14 Stasia Ballinger, 105 Pineridge Dr., Huntersville, First Franklin \$137,600
1/9/14 Bernardino Cruz, 3748 Sipes Ln., Charlotte 28269, FRMC Mortgage \$138,900
1/9/14 Spencer Carroll, 10584 English Setter Way, Charlotte 28269, Countrywide Home Loans \$85,500
1/9/14 Humaira Sayeed, 6324 Elderslie Dr., Charlotte 28269, Bank of America \$151,731
1/9/14 Allen & Gala Reinke, 7209 Amarillo Dr., Charlotte 28262, Countrywide Bank \$122,950
1/10/14 Sherwin Wong, 4436 Valeview Ln., Charlotte 28269, First Horizon Home Loan \$42,725

ON THE RECORD

1/10/14 Rick & Vindra Khan, 11421 Coreopsis Rd., Charlotte 28213, Aegis Mortgage \$154,000
1/10/14 Amy & Douglas Morgan, 12511 Walden Lea Dr., Huntersville, JPMorgan Chase Bank \$142,000
1/13/14 Yvonne Elinga, 4916 Curtiswood Dr., Charlotte 28213, Draper and Kramer Mortgage \$113,172
1/13/14 Cosonya & Randy Johnson, 3016 Fairglen Rd., Charlotte 28269, James B. Nutter & Company \$101,469
1/13/14 Cornelius & Kelly Lamb, 4723 Thornwood Rd., Charlotte 28213, SGB Corporation \$120,000
1/13/14 Chanell Paynter, 10629 Atkins Ridge Dr., Charlotte 28213, Sun Trust Mortgage \$177,543
1/13/14 Jose & Miriam Aleman, 1809 Lisbon Ln., Charlotte 28269, Bank of America \$110,269
1/13/14 Francisca Geter, 2227 Brandybuck Ln., Charlotte 28269, Bank of America \$124,461
1/13/14 Emily & Courtney Davis, 8620 Mineral Ridge Way, Charlotte 28269, Cunningham & Company \$85,471
1/13/14 Chantel Warrington, 19202 Kanawha Dr., Cornelius, Ameritrust Mortgage \$176,990
1/15/14 Leonard & Beverly Watts, 9527 Glenwater Dr., Charlotte 28213, First Guaranty Mortgage \$150,400
1/16/14 Pamela Palmer, 7609 Saddle Trail Ln., Charlotte 28269, Wachovia Mortgage \$135,554
1/17/14 Jonathan & Sara Butler, 19030 Natalie Michelle Ln., Cornelius, World Savings Bank \$161,000
1/17/14 Karen & Randy Barber, 2627 Yarrow Rd., Charlotte 28213, Mortgage Lenders Network USA \$121,600
1/17/14 Vickie Patterson, 8322 Charolais Ln., Charlotte 28213, Charlotte-Mecklenburg Housing Partnership \$86,980
1/17/14 Antonio & Rhonda Richardson, 2410 Highland Park, Charlotte 28269, Chase Manhattan Mortgage \$178,929

More Mecklenburg Foreclosures
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Mooresville

1/2/14 Roger & Anne Youngs, 110 Woodfern Pl. 28115, Monticello Bank \$155,000
1/2/14 Dennis Jimenez, 113 Denham Pl. 28115, Pine State Mortgage \$198,550
1/2/14 Catherine & Alfred Cormier, 138 Glen Allen Rd. 28115, Pine State Mortgage \$203,304
1/6/14 Derek Trull, 116-108 Locomotive Ln. 28115, Myers Park Mortgage \$111,550
1/6/14 Denise Ziegler, 125 Forest Ridge Rd. 28117, Countrywide Home Loans \$149,130
1/7/14 Jairo & Yesmid Garzon, 173 Pecan Hills Dr. 28115, Independent Mortgage Corporation \$356,500
1/9/14 Yae Vang & Bao Vue, 153 Alexander Acres Rd. 28115, New South Federal Savings

Bank \$162,180
1/9/14 Douglas Trent, 326 S. Church St. 28115, Mortgage Lenders Network USA \$106,000
1/13/14 Jeannie Torrence, 355 Sharpe St. 28115, American Security Mortgage \$122,345
1/14/14 Jeffrey Hoyt, 103 Kensington St. 28117, American Security Mortgage \$119,872
1/14/14 Bobby & Chondra Trimnal, 195 E. Waterlynn Rd. 28117, Countrywide Home Loans \$177,300
1/15/14 James Ray, 158 Water Oak Dr. 28117, Aegis Wholesale \$213,500
1/16/14 Michael & Virginia Donofrio, 279 Charter Oak Ct. 28115, HomeBanc Mortgage \$215,000
1/17/14 Mark Kennerly, 125 Camforth Dr. 28117, Citizen Home Loans \$149,458

More Mooresville Foreclosures
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NEW CORPORATIONS

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

Cabarrus County

1/8/14 Piedmont Racing LLC, Karen Thomas, 208 Woodside Dr., Harrisburg
1/9/14 Manning Group LLC, Ryan Allen Manning, 1232 Hydrangea Cir. NW, Concord
1/9/14 Southwest Financial of Credit Recovery LLC, Jon- Michael Devine, 8410 Pit Stop Ct. NW Ste 120, Concord
1/10/14 Clean Propulsion Technologies LLC, Seyed Mehdi Miri, 2509 Bellingham Dr. NW, Concord
1/10/14 Good Measure Home Improvement LLC, Anthony J. Hill, 2452 Bensalem Ln., Concord
1/11/14 NAS Transport LLC, Andrew Sak, 2918 Clover Rd. NW, Concord
1/13/14 Keller At Home LLC, Walter Glenn Keller, 328 Meadowood Cir., Kannapolis
1/13/14 Kompass Consulting Services LLC, Janella Melius, 2497 Wellington Chase Dr., Concord
1/13/14 Neal Mccoy Enterprises LLC, John R. Neal, 1110 Lee Ave., Kannapolis
1/14/14 Crossview Construction Services LLC, Harley Alvin Hood, 701 Lyerly Ridge Rd. NW, Concord
1/14/14 Dave and Sons Distribution Inc., Dave Conover Jr., 5910 Leatherwood Ln., Harrisburg
1/14/14 Souto Foods LLC, Sebastian M. Souto, 505 Pitts School Rd. NW Ste C, Concord
1/15/14 Backyard Amenities Inc., Stan Eaves, 979 Concord Pkwy. N, Concord
1/15/14 Carolina Conveyor Services Inc., Paul Vansoest, 715 Spring St. SW, Concord

See NEW CORPORATIONS, Page 26



NEW LISTINGS

805 Trade St., Concord For Lease - 2,000 - 3,300 s.f. Class "A" professional office space that is furnished and ready to move in. Ample parking and separate suite entrance. Outstanding location in International Business Park. 2 minutes from I-85. EZ travel to Charlotte, Salisbury or Greensboro.
33 Lake Concord Rd., Concord For Sale - 5,003 s.f. Office building on .38 acre lot. The property has its own parking lot with 19 spaces. Outstanding location adjacent to CMC - NE Hospital. Great visibility, high traffic volume. Zoned C-1 and could be used as medical office or for a number of commercial uses.
9540 Mission Church Rd., Locust For Lease - 12,000 s.f. Industrial building on 4.9 acre lot. Great for manufacturing, distribution or service business. Building is insulated with heat & A/C. Also has office space and restrooms. 2 dock high doors and a large drive-thru door. Please call for more details.

FEATURED LISTINGS

980 Lee Ann Dr., Concord For Lease - 1,000 s.f. Office space. Class "A" office space in a great location with high visibility. Parking lot with ample parking spaces. Near CMC-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 - 29,280 s.f. warehouse building on 2.907 acres. Warehouse has 6 docks, high ceilings and is sprinklered. Additional space on the property for expansion or outside storage. Also has a rental house and duplex that could be retained for income or removed for expansion. Located just blocks away from US-29 with good interstate & Hwy. access.
56 Cabarrus Ave., Concord For Sale - 5,500 s.f. professional Office Building. Near downtown with good access to city / county offices, Court House. Large lot with paved parking for 19 cars. Potential room for Expansion.
80 Union St., Concord For Lease - 2,801 s.f. of retail/office space. Great downtown location. Call for details.
166 Union St., Concord For Sale - 5,547 s.f. office building. Great location in Concord near downtown and governmental offices. On Union St. just minutes from I-85, US-29, & US-601 Business.
S. Union Shopping Center, Concord For Lease - 1,250 - 2,000, s.f. of retail space. Excellent space currently available in this popular neighborhood shopping center. Ample parking, high visibility.
2048 Wishon Rd., Concord For Sale - Land 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.



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NEW CORPORATIONS

from page 25

1/15/14 Clark Brothers Express LLC, Cedric Demon Clark, 6557 Derby Ln. NW, Concord
1/15/14 Greemen Enterprises Inc., James R. Demay, 45 Church St., Concord

1/15/14 NMR Executive Properties LLC, Mike Rodgers, 1307 Sandy Bottom Dr. NW, Concord

1/16/14 Carolina Home Comfort Solutions LLC, Barbara Pedrick, 163 Oak Haven Pl. NW, Concord

1/16/14 Greenseal Power Systems Inc., William Pomnitz III, 279 Charter Ct. SE, Concord

1/16/14 JC Masonry Construction Corp., Juan Javier Carmona, 3779 Quiet Stream Dr., Concord

1/16/14 The Legacy Group Inc., Timothy Charles Swick, 134 Fryling Ave. SW, Concord

1/16/14 MTB Pizza LLC, Thomas G. Hamilton, 4841 Covington Dr. NW, Concord

1/16/14 UPD LLC, Melissa Ann Hilton, 707 S. Main St., Kannapolis

1/17/14 Agia Theodosia LLC, Margaret N. Georgiou, 902 Nance St., Kannapolis

1/17/14 Stancil Equipment Sales/Service LLC, Dexter Stancil, 4220 Fringewood Dr., Concord

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

Mecklenburg County

1/3/14 ER Electronic Repair Point Inc., Roxanne A. Holmstrom, 9530-101 Puddle Duck Rd., Charlotte 28262

1/3/14 Gog's Chance Inc., Raymond Paul Hutchison, 8425 Streamview Dr. Apt. K, Huntersville

1/3/14 KJB & Associates Financial Services LLC, Kamili Jamal Brown, 10230 Berkeley Place Dr. Ste 220, Charlotte 28262

1/3/14 Navigation Healthcare Strategy Inc., Kevin B. Lauder, 582 Davidson Gateway Dr., Davidson

1/6/14 Apex Residential Services LLC, Arthdale Brown, 1212 Dunblane Ct., Charlotte 28269

1/6/14 BBG Trucking LLC, Maria D. Rodriguez, 9019 Oren Thompson Rd., Charlotte 28213

1/6/14 Chuma Capital LLC, Mahdi Chambers, 7507 Torphin Ct., Charlotte 28269

1/6/14 Jennifer Liotino LPC PLLC, Jennifer Liotino, 903 Northeast Dr. Ste 102, Davidson

1/6/14 Lewis V Preservation Corp., Shean M. Lewis, 9700 Research Dr. Ste 102, Charlotte 28262

1/6/14 Shefabone Inc., Ahmed El - Ghanam, 1705 Flat River Dr. 302, Charlotte 28262

1/7/14 Grading and Erosion Construction LLC, Jennifer Lynn Starwalt, 13633 Aldenbrook Dr., Huntersville

1/7/14 JimsReviewRoom LLC, Jimmy Luong, 10015 Rocky Ford Club Rd., Charlotte 28269

1/7/14 The Majestique LLC, Miranda Sendze,

ON THE RECORD

210 W-2 E. Arrowhead Dr., Charlotte 28213

1/7/14 McDonough Holdings LLC, Daniel J. McDonough, 1328 Hudson Pl., Davidson

1/7/14 North Carolina International Language Center LLC, Kokou Komlanvi, 1604 Arlyn Cir. Apt. D, Charlotte 28213

1/7/14 Omega One Homecare Services Inc., Margaret O. Ibeto, 3424 Browne's Creek Rd., Charlotte 28269

1/7/14 Rocky River Outfitters LLC, Travis K. Morehead, 16947 Summers Walk Blvd., Davidson

1/7/14 Storm Damage Marketing Inc., Carl Morris, 20441 Harborview Dr., Cornelius

1/8/14 Adept Compliance Inc., Jason Jamison Surratt, 10528 Pickerel Ln., Charlotte 28213

1/8/14 GMS Racing LLC, Nicholas Daniel Moncher, 11881 Vance Davis Dr., Charlotte 28269

1/8/14 Highland Property Investments LLC, Edward Peugh, 8035 Fairmeadows Dr., Charlotte 28269

1/8/14 L.G.B. Electrical Contracting Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius 28031

1/8/14 Mojo's Grill & Pub, 19901 Holiday Ln., Cornelius 28031

1/8/14 Nirvana Village, Affanie Tuffour, 9936 Jeanette Cir., Charlotte 28213

1/8/14 Proscribe LLC, Jatoya Lee, 10148 Forest Landing Dr., Charlotte 28213

1/8/14 TMGHRG LLC, Gail S. Greenough, 15014 Stonegreen Ln., Huntersville

1/9/14 Angelo Saake Consulting Services Inc., Angelo Saake, 19924 Floral Ln., Cornelius

1/9/14 Carolina Med Consulting Inc., Chad Edward Farlow, 17422 Summerplace Dr., Cornelius

1/9/14 Extraordinary Customer Service Solution LLC, Jerome Campbell, 1212 Blue Mist Cir., Charlotte 28262

1/9/14 Four State Express LLC, Briana Culp, 2245 W. Sugar Creek Rd., Charlotte 28262

1/9/14 MFHG Lp, Nelvin Modoor, 8819 University East Dr. Ste #205, Charlotte 28213

1/9/14 PMW Sales LLC, Patricia M. Wicker, 5827 Deer Meadows Ln., Huntersville

1/9/14 Ram & Rev Realty Holdings LLC, Ramana K. Atmakuru, 9747 Brandybuck Dr., Charlotte 28269

1/9/14 Romo Group LLC, Fidel Alberto Romo, 12425 Heritage Hills Ln., Charlotte 28269

1/10/14 Berlin Holdings LLC, John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

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1/10/14 O.H.H. LLC, Gregory S. Harrison, 14625 Northgreen Dr., Huntersville

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1/13/14 Go Fas Racing Llc, Heidi K. Stoddard, 17914 John Connor Rd., Cornelius

1/13/14 Henderson Consulting Group Llc, Boris J. Henderson, 8331 Dunstaff Rd., Charlotte 28269

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1/13/14 M & J Total Car Care Inc., Mark A. Williams, 15331 Chowning Tavern Ln., Charlotte 28262

1/13/14 Motorsports Service Solutions Llc, Bobby Mitchel Masten, 13512 Willow Breeze Ln., Huntersville

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1/14/14 Dirtyblinds.Com Of Piedmont Llc, Michael Paul Finegan, 12030 Ulsten Ln., Huntersville

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1/16/14 2308 Farmington Lane LLC, Ayesha Thornton, 9701 Vixen Ln., Huntersville

1/16/14 Chrissy Winchester Photography LLC, Christine Winchester, 13106 Windy Lea Ln., Huntersville

1/16/14 Debra Bridges Benjamin, Investments LLC, Debra Bridges Benjamin, 301 Mccullough Dr., Ste 400, Charlotte 28262

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1/17/14 Breakwater Ventures Inc., Marc Diana, 16527 Green Dolphin Ln., Cornelius

1/17/14 Charlotte Chess Center & Scholastic Academy Inc., Peter Giannatos, 1416 Sagestone Ct., Charlotte 28262

1/17/14 Club Camps Management Group LLC, Brian Sheehan, 9801 W. Kinsey Ave. Ste 165, Huntersville

1/17/14 Dependable Parrish Hauling LLC, Alice R. Parrish, 8821 Hambright Rd., Huntersville

1/17/14 E & A Cleaning Services Inc., Ana Gladys Espinal Alvarenga, 15327 Chowning Tavern Ln., Charlotte 28262

1/17/14 Founders Group LLC, William Bradley Davis, 19927 River Falls Dr., Davidson

1/17/14 Huntersville Floral Designs LLC, Brenda Malcolm, 209 Gilead Rd., Huntersville

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1/17/14 Sparrow Technical Solutions LLC, Jonathan Skolrood, 12423 Cumberland Crest Dr., Huntersville

1/17/14 Urbana Franchise Systems Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius

1/17/14 Urbana Wellness Online Inc., John F.

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1/6/14 Cryptic Enterprises LLC, Robert Decker, 130 Scotland Dr.

1/6/14 Fresh Start Connection Inc., Meghan Kathleen Hamrock, 199 Washam Rd.

1/7/14 B.J. McLeod Motorsports Inc., Jessica Smith, 333 B Rolling Hill Rd.

1/7/14 Competition Consulting Inc., Matthew Lucas, 293 Wood Duck Loop

1/7/14 Lake Norman Dream Homes Inc., Kathleen R. Walton, 191 Chandeleur Dr.

1/8/14 MB3 Sports Inc., Mark Edward Brazil, 151 Cherokee Dr.

1/9/14 Global Strategies Consulting Inc., Mark D. Siljander, 637 Williamson Rd. Unit 204

1/10/14 The Humbled Homemaker Inc., Willie T. Odum, 135 Nahcotta Dr.

1/10/14 Shane Bourgeois LLC, Shane Bourgeois, 106 Pin Oak Ln.

1/10/14 Ultrasound Aesthetics Inc., Mark D. Siljander, 637 Williamson Rd. Unit 204

1/10/14 Winn Tanning Serives LLC, Allison M. Winn, 631 Brawley School Rd. Ste 200-A

1/11/14 Medieval Brewing Co. Inc., Michael Cuddy, 160 West Park Ave.

1/13/14 Synergy Capital of North Carolina LLC, Todd Jason Farlow, 114 Morlake Dr. Ste 203

1/13/14 White Dove Holdings of North Carolina LLC, Todd Jason Farlow, 114 Morlake Dr. Ste 203

1/13/14 White Dove Properties of North Carolina LLC, Todd Jason Farlow, 114 Morlake Dr. Ste 203

1/14/14 J2 Chrome LLC, Aaron Thomas, 223 Rolling Hill Rd.

1/14/14 Lewis & Jeffery LLC, Tina Marie Berisha, 112 Wayman Rd.

1/14/14 Washington Springs Road Solar LLC, Kenny Habul, 192 Raceway Dr.

1/15/14 Joshua D'alessandro D.C. P.C., Joshua D'alessandro, 236 Montibello Dr.

1/15/14 Whitehall Chemical Inc., Kathryn L. Somnitz, 156 S Arcadian Way

1/16/14 Art of Fitness LLC, Jerod S. Brown, 126 Liberty St.

1/16/14 A & T Family LLC, Richard J. Lutzel, 542 Williamson Rd. Ste A

1/16/14 Circle 7 Entertainment LLC, Stanley L. Long, 132 Davidson Ridge Ln.

1/16/14 GHI Properties LLC, Richard J. Lutzel, 542 Williamson Rd. Ste A

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HOT PROPERTIES



Waterfront luxury: 8,000 sq.ft in The Point for \$1,312,500

Mooreville

A classic Cape Cod home with 8,000 square-feet of space and 4 bedrooms at 120 N. Longfellow Lane in The Point neighborhood has sold for \$1,312,500 after 305 day on the market.

The home features an open floor plan, gourmet kitchen, lake side break-fast room and an outdoor living area with in-ground gas grill, fireplace and patio.

The listing agent was **Jan Carlson** of Keller Williams Real Estate.

Dixie Dean of Allen Tate Realtors

represented the buyers.

A 3,502 square-foot home at 105 Twigg Lane has sold for \$725,000 after being listed at \$749,900. The home was on the market for 105 days.

The waterfront home has an open floor plan where the kitchen, great room and sun room overlook main channel views through a wall of windows. Outdoor living is accentuated by a covered rear porch, huge upper deck, private sandy beach, Trex styled pier and a covered boat dock with lift.

The listing agent was **Kathy Byrnes** with Re/Max Executive Realty.

Jeff Lynch of Re/Max Metro Realty represented the buyers.

At 251 Knoxview Lane in the King's Landing subdivision has sold for \$900,000 after originally being listed for \$960,000.

This four bedroom, full brick home has nearly 4,500 square-feet of space and sits on an estate-sized, waterfront lot with a fenced yard and open water and sunset views.

The listing agent was **Jan Sipe** of Ivester Jackson/Christie's International Real Estate.

Jan Cameron of Allen Tate Realtors

See HOT PROPERTIES, Page 29



Davidson: Wilderness retreat for \$800,000

HOT PROPERTIES



Mooreville waterfront for \$725,000

HOT PROPERTIES from page 29

was the buyers agent.

Davidson

A wilderness retreat, just three miles from Davidson, at 3301 Grey Road has sold for \$800,000 after being listed for \$989,000.

The 3,300 square-foot home was crafted around an 1802 log home. 200 year-old logs, a stainless steel kitchen with italian marble counters, in-ground pool and a sauna are just a few of the unique features.

Melissa Stone of Allen Tate Realtors was the listing agent.

Annie Livingston of Ivester Jackson/Christie's International Real Estate represented the buyers.

A five bedroom home with just over 5,600 square-feet of space at 116 Cedar Grove Circle in Davidson' Cabin Creek

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OPINION

Keeping up with Facebook; 10 years of Big Day at the Lake

Jan. 20 I feel as if I have gotten the hang of Facebook, with a personal page and a couple of business pages for Business Today and Cornelius Today. I understand what tagging is, not to mention the etiquette of Facebook posting, like no dicey language (not that I would), and no private messages on the public walls.



Editor's
Notebook

DAVE YOCHUM

Jan. 22 A study from Princeton University says Facebook will lose 80 percent of its users by 2015-2017. A younger generation of socially media mavens is flocking to new social media apps like "Hang w/" and Momentage for the fresh, cool factor and a friendlier environment.

I can't even define precisely what an app is, but I can say precisely this: I'm not happy.

Hang w/ has reached 22 million downloads, attracting young users who crave its authenticity and spontaneity. The app has also gained favor with celebrities from 50 Cent and Lucy Hale to Paula Abdul and Jamie Kennedy

who can talk live to fans anytime, uncensored.

Denver Broncos tight end Julius Thomas used Hang w/ to live stream his experiences from New York in the days leading up to and following Super Bowl XLVIII.

Another new app gaining popularity among younger users is Momentage, a photo and video sharing platform notable for its friendly and support-

ive community.

Of course, there are problems with the Princeton study — it's based on some questionable premises — but it kinda figures when something has passed its prime, the government will step in.

The federal government has committed \$5 million to "mine and analyze" social media like Facebook and Twitter for studies on Americans' drug habits.

The National Institutes of Health will use the sites to survey the drug and alcohol use, and conduct "social media-based interventions" aimed at altering behaviors.

I can't picture people discussing drug use on Facebook.

"The goal of this [Funding Opportunity Announcement] FOA is to inspire and support research projects investigating the role of social media in risk behaviors associated with the use and abuse of alcohol, tobacco, and other drugs (hereafter referred to as 'ATOD') and projects using social media to ameliorate such behaviors," the NIH said.

Uh-huh.

The studies will use social media interactions as "surveillance tools to aid in the understanding of the epidemiology, risk factors, attitudes, and behaviors associated with ATOD use and addiction."

Good grief, ATOD.

Big Day at the Lake

This is my tenth year of serving at-risk kids in Big Brothers Big Sisters. It's been a wonderful experience—not just the opportunity to give back to the community, but to work with a group of volunteers and Big Day committee members who serve others before they think of serving themselves. It's an honor to work with you.

Business Today

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Book Review: 'Upgrade'

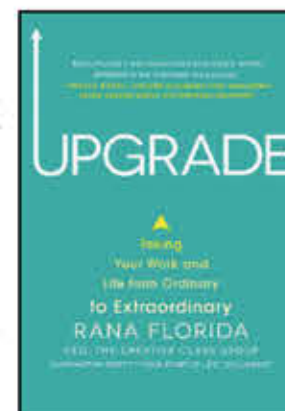
Many people compromise their standards and settle for a life of second-best. Consultant Rana Florida shows you how to live the first-best life you want, stop living in a state of "managed dissatisfaction" and "upgrade" your life by doing what you love. She interviews a wide range of celebrities — including tennis star Andre Agassi; Richard M. Daley, former mayor of Chicago; architect Zaha Hadid; and singer Nelly Furtado. Despite their different backgrounds, each one achieved success by following seven basic principles of life management. Although Florida's book is sometimes short on details, the strongest, most practical chapter discusses

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time management and offers concrete suggestions about eliminating filler, curbing your choices, and saying no to people and events that don't add value. getAbstract recommends her insights to those seeking to make positive life choices.

Rana Florida. Upgrade: Taking Your Work and Life from Ordinary to Extraordinary. McGraw-Hill, 2013. 240 pages. ISBN-13: 9780071827218.

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