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Honeycutt will run for Cabarrus Commission

BY DAVE YOCHUM

Cabarrus County business leader Diane Honeycutt will run for a seat on the Board of County Commissioners in 2014, when three seats are up for grabs.

One of the leading Realtors in Cabarrus — she runs Team Honeycutt in Allen Tate's Concord office — Honeycutt has long been a community leader as well. She is a former chairman of the Cabarrus County Chamber of Commerce and successfully chaired Concord's bid for the All-America City Award in 2004.

Up for re-election in 2014 are County Commission Vice Chairman Larry Buraage 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. in September. Members of the business community have complained about what they say is a lack of commitment to economic development



HONEYCUTT

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.

Honeycutt says she will help "strengthen the economy and create a pro-business environment in the county, one that will bring companies and good-paying jobs for our citizens."

Another priority, she said, is "good-quality education" which "works hand in hand" with economic development incentives and a pro-business county commission.

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Residential real estate market is looking up

BY DAVE FRIEDMAN

Local real estate agents say that inventory is low, interest in buying homes is up, and continued growth seems likely.

"We're seeing lots of multiple offers," said Anita Sabates of Allen Tate in Mooresville. "If you have a house in good condition that is priced appropriately it should sell immediately."

Sabates needs to look no further than her business to recognize how well the industry has recovered.

"I've sold real estate for 20 years," she said. "This is by far my most productive year, by a lot. It's incredibly busy."

She believes that the bottoming out of the market over the last five years has

been a big reason that things have swung upwards so dramatically.

"Since 2008 there has been very little new construction," said Sabates. "Because of that, the equilibrium has shifted and supply of homes has been depleted. Supply is very low."

Local agents are finding a cross section of buyers. Availability in the Charlotte region, which includes Lake Norman, is at a record low, with a mere five-month supply of homes currently for sale, according to Realtor Abigail Jennings, president of Lake Norman Realty.

"The hot market segment in our area continues to be the under \$250,000 price

range," she said.

Cornelius-based Reed Jackson at Ivester Jackson has seen an even broader base of buyers.

"The market between \$500,000 and \$999,999 is really hopping," he said. "It's up 20-percent or more in the lake area over the past year."

To put into perspective how much improvement Jackson is seeing in the Lake Norman and Davidson area, he points to the Pending Home Sales Index.

"There are 89 homes in the area under contract over \$500,000," said Jackson. "In the same week last year it was 70."

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HOT PROPERTIES

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Commercial real estate outlook improves, but there are still deals

BY DAVE YOCHUM

It looks like 2014 will be a year of improving market conditions for commercial landlords, while tighter conditions mean higher prices for tenants. The disconnect between a slowly improving economy and Main Street business is narrowing.

"If I was a tenant, I would move now while the rental rates are still favorable," said commercial broker Barbara Brown at Sperry Van Ness in Cornelius.

She said, however, that credit-worthy tenants can expect one month of free rent for every year they commit to in a lease. "It can be all up front or throughout the term of the lease," she said.

Office space at Kenton Place on



BROWN

Sam Furr Road in Huntersville—just west of Birkdale Village—has just been raised to \$21.50 a square foot, up from \$19.50 a square foot. Class A office space in Lake Norman, Brown added, ranges from around \$19 a square foot to the high end of \$21 or \$22 a square foot.

In Cabarrus County, prices are generally lower, according to commercial real estate broker Bill Rinker of Rinker Commercial Properties in Concord. Class A space run about \$15 a square foot to about \$17 a square foot, he said. That's down from pre-recession rates of about \$19 a square foot.



RINKER

But he also said landlords are willing to make concessions on free rent and upfit costs even though the market is beginning to tighten up. "Things are not booming by any means but there is fairly steady improvement," Rinker said.

"2014 will not be a year of dramatic change, but the distressed properties have worked their way through the system over the past few years," Rinker said. "Landlords are still open to discussion," he said.

Brown forecasts gradual improvement in the marketplace for landlords. Indeed, businesses are more profitable than two or three years ago, and tenant sentiments are improving. While it's hard to pinpoint changes in sub-markets like Lake Norman and Cabarrus, leasing volumes are expected to rise 5 percent to 10 percent on a national basis in 2014, according to Jones Lang LaSalle.

"I'm very optimistic about 2014," Brown said. "What I'm seeing is 2014 will be gradually improving with rental rates slightly higher. Tenants still want shorter-term leases," she said, pointing out that distressed properties are mostly gone.

"Commercial real estate is slowly moving into a landlords market, getting back to where it was but it is slow," she said.

ENTREPRENEURS

Mooresville firm lights the way in LED style

BY DAVE VIESER

What do a chiropractor and LED lights have in common? Very little, unless your name is Ed Bice and you're the CEO of ecoZohm, a Mooresville-based company that distributes sustainable LED lighting for industrial and educational facilities.

"I operated a chiropractic health center from 1999 to 2007 in Mooresville," said Bice, 43, who grew up near Syracuse, N.Y., before he moved south in 1998. "We worked closely with the Iredell School System, many NASCAR teams and I was also team doctor for the Charlotte Checkers Hockey team during the 2000-2001 season. However, I really felt an urge to branch out and develop something new and unique."

As a result, he sold his practice in 2007 and formed ecoZohm. His primary goal was to establish a distribution business that featured clean green energy. LED (light emitting diode) light fixtures for facilities such as indoor pools, gymnasiums and cafeterias fits right into that category, and is finally getting the recognition it deserves, according to Bice.

"No one wanted to be first to buy LED three years ago; now, everyone wants to know about LED. Times have changed quickly and the technology is more accepted as people become more educated on benefits of LED."

LED lighting is generally acknowledged to provide brighter and greater visibility while conserving natural resources.

Up until now, EcoZohm has essentially been a two-person operation; Bice and his fellow Operating Officer Todd



Photos: Dave Vieser

Above: Ed Bice, right, and business partner Todd Carroll prepare to display the advantages of LED lighting

Carroll have worked through distribution teams within existing companies and sold LED lights wholesale to them.

However, they expect to hire inside sales and office management as well as manufacturing staff in 2014.

As always, getting started was a challenge.

"We were fortunate to find several partners who financed the start up with private funds," Bice said. "Today, we are debt-free and are just beginning to start process of bringing on angel investors as we enter the growth phase of our business."

They are projecting revenues between \$2 million and \$10 million for

2014 depending on how fast they roll out their distribution nationally.

EcoZohm faced several major obstacles during their start-up:

- Finding the right people to work with in this venture. "Some people did not have the patience to work through the growing pains when we were starting up," Bice says they made a special effort to find the right distribution people who would stay with the program even when times were tough.

- Finding the right distribution network to sell their products. Many potential distributors wanted exclusives and items they could not offer so ecoZohm had to be creative in finding

niche distribution partners.

- U.S. regulations. Bice has very strong feelings about them. "We have too many regulations in this country that do more to hinder growth than protect the public. A lot of these regulations are put in place to protect the market share of old technology because quite frankly they have the funds to lobby for laws that benefit them." He claims this has slowed the inception of new technologies like LED.

To overcome these challenges, ecoZohm has developed a company that can adjust more easily as the technology and market evolves.

"We have worked hard to develop the most efficient, cost effective products for industrial and commercial use; now we just need to let customers know who we are," says Bice.

If all goes as planned, 2014 should be a very big year for ecoZohm. The lights they distribute were recently listed with DLC (Energy Star) certification, which allows customers to maximize incentive rebates from utilities. They also plan to bring on a new executive to help run national sales and develop that network. Finally, Bice says, he is discussing moving the manufacturing from Asia to the United States. "With the help of Brad Howard at Langtree, we are looking at some promising North Carolina options."

Bice feels his firm is well positioned to not only distribute but also build a brand when the LED wave hits the United States.

"We are very excited about where we are currently and our direction moving forward."

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People On The Move

Bezler joins Rose & Associates

Judy Bezler has joined Rose & Associates in Davidson. The former president of a Boston-area research and consulting firm, her focus is adding value to projects with technology and innovation zones. She was Woman of the Year for the State of New Hampshire due to her work with the mentoring group Women Owner's Network. She currently serves as a primary business growth mentor for Queen City Forward, Charlotte.



BEZLER

Hospital's new board members

Lake Norman Regional Medical Center announces that James Stevens, E. Harvey Rogers, Jr., M. Grant Miller and Crystal Hill are the newest members to join the hospital's Board of Trustees. These members were appointed in 2013.



ROGERS



STEVENS

Stevens is plant manager at Cardinal FG in Mooresville. Rogers, a retired pastor at First Baptist Church of Mooresville, is business manager at Randy Marion Automotive. Miller is executive director of Elementary Education and Federal Programs in the Mooresville Graded School District.



HILL

Bank hires commercial banker

Yadkin Bank hired Andrew Krzesinski as a commercial banker. He will serve customers in the Mountain Island, North Charlotte, Lincoln and Gaston County markets, as well as focus on business development and



KRZESINSKI

customer acquisition in these areas. His office is located at the Mountain Island branch. During Krzesinski's 14-year banking career, he has worked in several commercial banking positions in the Charlotte area. Most

BT People

Visit Lake Norman gives hotel awards



Visit Lake Norman Executive Director Sally Ashworth; Davidson Village Inn Guest Service Manager Joy Penninger; Sleep Inn & Suites (Huntersville) Regional Manager Ernest Massey; Homewood Suites (Davidson) Sales Director Crista Moncur; Visit Lake Norman Operations & Visitor Services Manager Cyndi Bartley; Visit Lake Norman Sales Director Travis Dancy.

Visit Lake Norman held its inaugural "Making Waves" Hotel Awards Reception Dec. 9.

The three categories are Outshines from the Front Lines, Stellar Seller, and Lead to Succeed. The 2013 award winners are Joy Penninger, with the Davidson Village Inn (Outshines from the Front Lines), Crista Moncur, with the Homewood Suites in Davidson (Stellar Seller) and Ernest Massey, with the Sleep Inn & Suites in Huntersville (Lead to Succeed).

The front lines award recognizes a guest service representative or back of house employee that is an extraordinary ambassador of Lake Norman and consistently provides exemplary customer service to guests. The seller award recognizes an individual with an outstanding sales performance and has a record of generating new revenue. The lead to succeed award recognizes an individual that demonstrates superior professional management and leadership skills.

recently, he worked in commercial lending at BB&T.

New agents

Newport Properties in Mooresville hired two Commercial Division agents, Pat Mead and John Bayne.

Mead, originally from Buffalo, N.Y., has more than 15 years of commercial real estate experience. She specializes in sales and leasing of industrial, retail, office and land and recently leased 10,000 square feet of retail space in the new Langtree Development and was the primary broker for an Israeli company that located its national headquarters to Mooresville.

Bayne, originally from Connecticut, has been active in commercial real estate for 11 years. He specializes in self storage and mini storage sales throughout the state of North Carolina.



PIPPIN

Pippin wins design awards

Jennifer Beaman Pippin, with Pippin Home Designs Inc. in Mooresville, won four awards at the AIBD, North Carolina Society's 2013 North Carolina's Finest In Residential Design Competition. The awards banquet was held on Nov. 15 in Lexington.

She received Best of Show for the new Custom Home 3,000 to 5,000 square feet; two Gold Awards for a Conceptual Design over 5,000 square feet and for a new Custom Home 3,000 to 5,000 square feet; and honorable mention for a new Custom Home in the 3,000 square feet and under category.

New CEO at Cabarrus Chamber of Commerce

Dec. 26 Patrick Coughlin will be the new Cabarrus Regional Chamber of Commerce President & CEO, effective Feb. 1. He hails from Southern Pines, where he is president & CEO of the Moore County Chamber of Commerce.



COUGHLIN

Hired after a search that involved internal and external candidates, Coughlin replaces John Cox, who went on to head up the chamber of commerce in Naples, Fla.

Tom Earnhardt, chairman of the Cabarrus Chamber said: "There is tremendous opportunity for membership growth and community leadership. These are both areas Patrick has demonstrated measurable success. On behalf of the Chamber and the entire business community, we are thrilled to welcome Patrick to Cabarrus County. We are confident that he will lead the Chamber to great success."

See related story page 7

Hotel news

Hampton in LKN hired Rachel Morgan as general manager. Former general manager Jessica Piotrowski is now regional director of sales.

Kay Davis appointed to NC CRS Board of Directors

Kay Davis, associate broker at Lake Norman Realty in Cornelius, has been elected to the Board of Directors of the North Carolina chapter of the Council of Residential Specialists. She will serve as secretary for the 2014-15 term. The announcement was made at the 2013 North Carolina Association of Realtors Convention and Expo at the Grove Park Inn, Asheville.



DAVIS



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BT People

Business Notes

New optometric business

Mooresville native Dr. Jonathan Sugarman has opened Lake Norman Optometry, 134 Mooresville Commons Way, Suite D, Mooresville. For the past three years, Sugarman has been practicing in Charlotte and returned to Mooresville to open his practice where his family has been a health-care presence since 1994.

Restaurant news

The Lake Norman Chamber of Commerce announced three restaurant openings.

• Firewater Restaurant & Bar opened in the former Café Confidential location in Shops on the Green in Cornelius. Several restaurants have tried to make a go at the location; the same retail center is home to longtime favorites The Cook House and Sangams.

• Millstone Bake House is coming to downtown Davidson in the former JJ Wade Agency building with plans to open early 2014 and will sell breads, baked goods, olive oils, wine and kitchen gadgets.

• The Pickled Peach sandwich shop is expected to open in early 2014 in downtown Davidson.

New Pinnacle tenants

The Pinnacle Building announced new tenants

• CAG Publishing LLC has just leased 1300 SF at 15905 Brookway Dr. Ste 4103, Huntersville.

• Jordin's Dance Studio has leased 3,000 SF at 15905 Brookway Dr. Ste 4107 & 4108, Huntersville. Jordin's is relocating because of the demolition scheduled for Magnolia Shopping Center

Tadd Holzen of Sperry Van Ness Commercial Real Estate Advisors represented the landlord on both of these transactions.



HOLZEN

Construction complete

McMillan Construction, a Cornelius-based general contracting firm, built the \$1.3 million, 22,000-square-foot space ArtSpace addition at the Community School of Davidson. The



Personal chef service

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new ArtSpace includes classrooms, a dance studio, woods art studio, music room, and a 250-seat black box theater, and a centralized student commons area for study and events.

Contractor rehabs house

Saussy Burbank/JCB Urban service manager Robert Hoffman and several other sub-contractors from Saussy Burbank/JCB Urban conducted a "Holiday House" rehab project through the auspices of the Davidson Housing Coalition's HAMMERS program. The Mooresville home was rehabet for free.

In addition to Hoffman, lead workers included Frank Murray of FDM Construction Services, Joey Whitley, Mark Oberster, and Ernest Covington. The labor and materials for the job was valued at \$6,000 to \$8,000.

Anniversary on air

WDAY 89.9

89.9 WDAY Classical Public Radio in Davidson and Charlotte celebrated the station's 35th anniversary Dec. 2-6.

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CABARRUS COUNTY

Aldo bucks trends with low-cost alternative to industrial roofing

BY DAVE FRIEDMAN

For 20 years between 1988 and 2008 as a percentage of GDP, US manufacturing tumbled. Near 18 percent in the late 1980s, it bottomed out around 11 percent between 2008 and 2010. However, a bounce-back has begun, and Kannapolis based Aldo Products Co. has thrived serving businesses seeking alternatives to building new roofs. Sales this year are up 40 percent.

Since 1985 Aldo Products has produced elastomeric coatings that help restore metal, membrane, and modified bitumen roof systems. At about 30-percent of the cost of a new roof, the coatings are primarily sprayed on much like paint but do not chip or peel. Because a roof contracts with heat, these white coatings help stymie thermal cycling, dropping the temperature of the roof by half, and leading to less stress on the HVAC system. When installed by an approved applicator, the new roof can be guaranteed for up to 10 years.

"It's a fallacy that manufacturing is declining in the United States," said Al-



Above: A custom color metal roof restoration at Wake Forest University. Right: ALDOCOAT 374 Acrylic in a custom color.

do's president, Bob Brenk. "2013 is the best year this company has ever had. Sure, we have a niche within a business, but there are over 50 different roof coating manufacturers in the country. We offer a renewable and sustain-

able way to defer the cost of a complete roof renovation to the next generation."

Consider the savings of a 50,000 square foot roof replacement. By installing a new metal roof, on the high side at \$10 a square foot, the project costs \$500,000. Thirty-percent of that is \$150,000, and after a decade, you can put up another coating if you want and again wait to build a new roof. Brenk says that replacement cost is just one factor why his business has taken off.

"In the 80's and 90's the product didn't have as good a reputation," said Brenk. "The product and the installation have been improved. It's been the perfect storm. It helps reduce energy costs; budgets are a major consideration; and resin and other chemical additives are better than they've ever been. We've also really been helped with people consciously trying to be



environmentally sensitive."

Not only do the coatings cool down temperatures and help temper the stress and cost of HVAC, but they greatly reduce the amount of tear off material that otherwise would end up in a landfill. Furthermore, a roof coating is considered a restoration with the entire cost eligible for tax advantages immediately. For a company with fewer than 20 employees, Aldo Products is thriving by offering a product that businesses need.

"We've worked with a lot of schools over the last few years," said Brenk. "As they need roof work done, we're an economical option. What we have fits into the wheelhouse of what they need."

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CABARRUS COUNTY

New chamber chair looks forward to successful 2014

BY DAVE FRIEDMAN

Calling the hotel business "like being in the military," Terry Crawford has moved around throughout his career. However, eight years ago he reached his final destination. Crawford came to Concord as the general manager of the Embassy Suites Golf Resort & Spa. Overseeing more than 300 employees, Crawford has helped guide the hotel, and in the process fallen in love with the area. Having family in the region, and an interest in the community, he became a member of the Greater Cabarrus Regional Chamber of Commerce. After spending time as a board member, in 2014 he will assume the role of Chairman of the Board.

Business Today reporter Dave Friedman spoke with Crawford about his experience and goals for the position.



CRAWFORD

Why are you prepared for this job?

I have sat on the board for the past six years. I went on the board the year after we opened the hotel. As a result of that I have been around and been involved in a lot of committee work, items that you do over the course of those years. I feel that I am positioned well having gone through six years of sitting on that board, hearing those discussions, hearing how it works, learning how the chairman fits in, meaning what the role is, and I think I am well prepared for it.

What does the chairmen do?

The chairman literally has the responsibility of the management of the board of directors and the executive committee, an appointed group. That board really directs the President/CEO of the Chamber of Commerce on policy, and financials, and just the inner workings of the chamber. Everyone at the chamber reports to the CEO. The CEO takes direction and gives direction to the board of directors. If there are financial issues we need to discuss, we help work through those. If there are some policy issues, we would work through those and coach and try to give guidance to the CEO. And vice versa, whatever that individual is going to give back to us. You know, we're in the process of hiring a new CEO.

Does your role become more vi-

tal with a new CEO coming in?

I think so. Again, I'm stepping in, I'm not there yet. Tom Earnhardt is the outgoing chairman and really has the control right now and has done a great job in this interim period while we're in a search for a new CEO. I'm going to have the benefit of having that all behind us. I think we're probably going to be close to an offer in the next week or so. Hopefully we'll have an individual on board by mid-January to the end of January. During that interim period I'll be working with the board and the board will be working with staff to make sure that we keep things moving forward.

What will you discuss and emphasize with the new CEO?

I think the best thing that we can do as a board is bring everything forward, where we are, and how we got where we are, and what we're doing, and let that individual take the lead and come back to the board with a business plan that has interim steps, 90 days, 120, and so forth, and let him or her tell us what to do. We just need to give them information on what the chamber has been going through and where we are, get them up to speed, and let that individual put together a game plan that takes us to the next level.

What are the issues the chamber must tackle in 2014?

I think the biggest one is the chamber continuing to build its value compe-

tencies to our members. Membership needs to see value from the chamber of commerce and vice versa. The challenge is show the value of being a member of the chamber of commerce. That's what we're going to work really hard on in 2014.

How do you show that value?

You provide value-added reasonings for joining the chamber of commerce. Our new CEO is going to develop a plan to address that along with those who have been members. All chambers need to provide a value-added reason to be a member and we have to get better at that.

What are you most proud of since you've been a part of the chamber?

I think the chamber and that staff along with the board of directors when John Cox was at the helm did a really good job of representing the business community in Cabarrus County and representing the community in Raleigh

when necessary, and keeping it out in the forefront, in other words, the chamber was involved and still is in a lot of activities. I think we have a good chamber but just need to get a little bit stronger in the delivery of our value-adds for members. Over the course of time, sometimes the value we had six years ago is not relevant today.

How has your professional life prepared you for this role?

Obviously I have a really solid business background. Financials are a real strength. The human resource side of it is a real strength. Marketing and sales is a real strength as well. The hotel business is all about sales and marketing. I think bringing that to the table with the ability to get creative with some new ideas about what could be done, and see what those look like, get creativity started and have some new momentum in that direction. I manage a pretty good size operation and I think that seems to sit well as chairman of the board.

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Karen Shore has new role at Salvation Army

BY DAVE FRIEDMAN

Karen Shore, known to many in the business community through her work with chambers of commerce, says she has found her calling in the nonprofit sector.

Shore resigned as president and chief executive of the Mooresville South-Iredell Chamber of Commerce in the fall of 2011. Five years earlier, Shore came from the Cabarrus Regional Chamber of Commerce, where she was senior executive for membership and marketing. She had been at the Cabarrus chamber for eight years.

Shore began a new job in November as the regional resource development director for The Salvation Army. Primarily working as a fundraiser for a cause that she deeply believes in, Shore says that she welcomes the challenges her new job will present.

She learned to have a competitive edge early, while growing up in Durham. Duke University had its first great basketball teams in early 1960's. At the same time that the Blue Devils were building a dynasty, North Carolina transitioned from Hall of Fame coach Frank McGuire to Hall of Fame coach Dean Smith. Wake Forest and NC State weren't so shabby on the hard court either.

It was at this time and in this environment that Shore was growing up.

"I'm a Duke fan," she said. "I grew

up on Tobacco Road. I learned competition at a very early age. It's still in me."

After graduating from Appalachian State University in 1979, Shore had "an entrepreneurial spirit." For four years she learned the ropes of retail at Montaldo's. As a department manager for the Greensboro location of the New York-based boutique, Shore learned many lessons including the fact that retail wasn't for her.

Over the next decade Shore transitioned to a career in marketing going from Stevens Graphics to the family owned Guilford Business Forms. Working for a small company enabled her to learn all aspects of the business, and take the reigns in a management capacity.

Before she left Guilford Business Forms, Shore developed an interest in political campaigns and the business community. Doing some side work in creative printing led to a position with the National Federation of Independent Business. As a territory manager for the lobbying group that works with small business owners, she spent a

year in North Carolina, Pennsylvania and South Carolina.

After three years with the National Federation of Independent Business, Shore's son Christopher was entering grade school, and she wanted a place to settle down. Over the next dozen years she worked first for the Cabarrus Regional Chamber of Commerce, and then at the Mooresville-South Iredell Chamber of Commerce. She loved working for the community, and learned a great deal.

"I saw in my chamber work how much we need to invest in our people," said Shore. "For the community and for nonprofits, you must know the value of people. Learning and growing and allowing people to stretch their reach is important within any organization."

She also recognized the importance of keeping up on the needs and changes in the area.

"You have to be relevant to what is happening within the community," said Shore. "You must be willing to change if changes are needed and make adjustments."

Before taking on her new role with the Salvation Army, Shore worked with Rotary International and Dale Carnegie Training helping in personal and professional development. Delving into the importance of human relationships, and working as a team, merged many of the tasks Shore had

dealt with on the local level. However, when a new opportunity presented itself, she knew it was for her.

"The Salvation Army's mission, doing the most good for meeting human needs, has had a huge impact on me," said Shore. "I am very humble to be a steward now in providing those in need in our community."

While finding resources so that the Salvation Army can provide support and programs may be difficult, Shore says that the respect the organization commands and their long history of spending money on food, clothes and shelter for people in need helps a lot in what has become a competitive field.

"Growth in the nonprofit world has exploded in the last 10 or 15 years," she said. "Collaboration is a huge piece of what we do. We help create unity in the community. We don't want to duplicate a service somebody else is already providing. At the chamber I created a nonprofit consortium. Respecting each other and working together serves the most people."

It seems like a safe bet that Duke basketball will remain a power house for the foreseeable future. Karen Shore will continue to root on the Blue Devils while her career has culminated in the job she thinks she was meant for.

"This is it," she said. "This is God's calling on my life."



SHORE

Mooresville to seek voter approval for town enhancements

BY DAVE VIESER

Planned bond issues, developments concerning health care insurance, and teacher pay dominated the general committee/discussion session during the Mooresville/South Iredell Developers Council meeting.

The council is a voluntary group of public and private firms and individuals who meet monthly to share community news as well as ideas for economic growth and regional cooperation. More than 100 guests gathered at the Charles Mack Center in Mooresville for the last meeting of the year on Dec. 2.

Taking a page from the Cornelius playbook, Mooresville Mayor Miles Atkins revealed that a \$ 33 million bond issue will be put before town voters for approval in May, 2014. "We've

got the bond issue divided into three categories," Atkins said. "Transportation, recreation and community enhancement projects. However, we don't have the specific dollar breakdown for each category just yet."

Cornelius voters overwhelmingly approved a similar bond issue totaling \$20.4 million in November.

On the heels of Atkins announcement, Kenny Miller, assistant superintendent of facilities and planning for Iredell/Statesville Schools announced that the county was considering a \$100 million bond referendum in November, 2014, for a number of major capital projects within the region's school districts. Some of the money would go towards new middle schools in Mooresville and Statesville.

"We are going to need strong sup-

port from the community to get this referendum approved by the voters," said Miller. Mooresville Graded School District Director of Operations Todd Black concurred with Miller on the need for more capital funding. "We see the need for more expansion on the horizon very soon."

Although the specifics have yet to be finalized, Black says the bond referendum may be accompanied by a property tax increase and/or a sales tax increase.

While on the subject of education, House Representative Robert Brawley (R-95th District) advised the group that meetings were taking place in the state capital to chart out a plan to address the issue of teacher pay in North Carolina. "More and more teachers are looking to move to other

districts in the state and in some cases out of state for better pay. This is a significant problem and it needs to be addressed."

On the subject of health care, MSI's Healthcare committee head Ed Rush reported that the rollout of the Affordable Care Act remains somewhat problematic due to its complexity. "I know of a number of officials who, having had the time to read the full law, find that it is filled with contradictions." Rush said some are being addressed in the courts, while many others remain in limbo. "We're still not sure what the overall impact will finally be."

MSI meets on the first Monday of each month; lunch follows each monthly session. The next meeting will be 11 a.m. Jan. 6.

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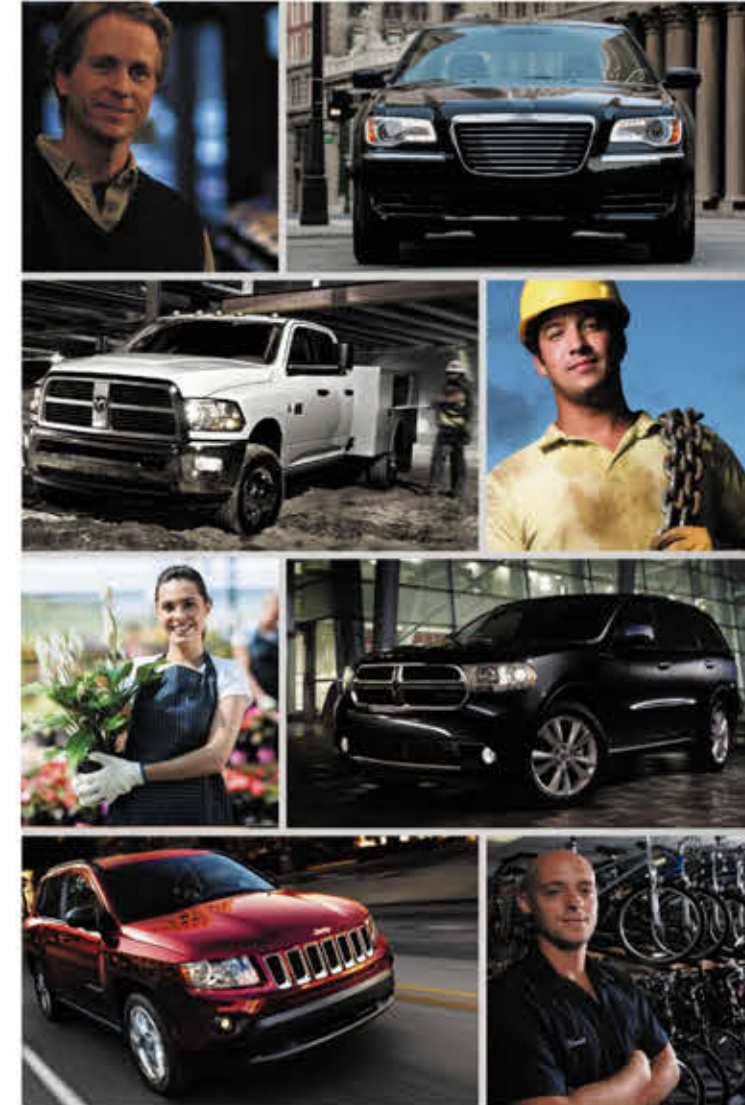
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Small Business Toolbox

Using technology with care sells

Electronic technology has exploded your capacity to conduct data capture, and speed up and expand communication to your clients. But you must still employ prudent precision in your processes or that communication becomes a reason for customers to ignore rather than buy from you.

Unfettered data capture combined with carelessly prolific and ambiguously aimed communications to customers overwhelm them with irrelevant, unsolicited information that can frequently create a stagnant swamp of data from you. It causes them unnecessary actions to erase, delete, throw away your correspondences — they get used to finding what you send them as careless, and in innovative (vs. careless).

unnecessary and annoying. These are terms you do not want associated with you, your products or services. You do not want customers to develop a habit of discarding your communications in frustration as they try to be productive in other ways.

Whether you use technology to market and sell to, correspond with, or confirm appointments with your customers, your control, customization, and adherence to a defined plan for the way you use technology will best allow your purpose to be achieved.

Review the technology and the way you use it to sell. Be sure your methods are accurate, appropriate, and in innovative (vs. careless).



Sellers Market

CHERYL KANE

When evaluating how effectively you use technology to create sales opportunities, do you:

- Judiciously define electronic data capture to what's relevant in developing the relationship with your customer? If you don't understand what data you need you risk acting on irrelevant data.
- Specifically identify your marketing strategy? (Know your customer(s).)

- Segregate your communication efforts by relationship category (new, existing, returning), and type (size, industry, business cycle, geography)?
- Match the products and services you offer to the customer's need or interest? Using technology to promote sales does not change the critical nature of first achieving the best 'fit' to the customer.

- Allow customers to self-identify what sales alerts or product announcements they want to receive?
- Carefully customize your interactions?
- Allow customers to select which forms of communications they prefer (using too many channels to communicate the same thing to customers further muddies the water and can make you appear callous to their ability)?

- Competently manage the way you use technology to produce well-planned information pieces and correspondence with your customers and you create

goodwill that will carry over throughout the year.

- Be willing to pay for the quality of data mining that creates accurate generation of information about your customers or potential customers.

- Spend time identifying levels of control for communications with your customers.

If you use low-cost, generalized technological processes you'll generate lower quality leads. If you pay for high quality technology capacity but don't use its customization features or control how it's used, you've wasted both money and opportunity. In both cases you drown your customers in copious, generalized information they don't want and will be conditioned to ignore.

Use technology resourcefully to drives sales rather than driving your customers away. If what you send them is a clear indication of your care and knowledge of their needs your outreach will be a source of assistance. When you effectively use technology, customers will watch for and rely upon information, promotions and communications from you when they are ready to buy.

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.

Four mistakes to avoid when upgrading office space

Companies frequently make plans to upsize or downsize their office space as the new year gets under way. Here are four things to look out for according to real estate guru Howard Ecker of Howard Ecker + Co. He has represented tenants in San Francisco's Transamerica Building and Chicago's Time-Life Building.

- Not considering who your clients are: If you're trying to expand your tech company service business, for instance, traditional office space in large office towers may not fit your future clients.

- Treating office space as a job reward: Don't use a corner office as a symbolic reward for success if it causes your firm to use office space less effectively and efficiently.

- Not being flexible for future growth: Companies should create lease flexibility by negotiating a termination fee or option to expand.

- Failing to consider work-life amenities: It can help with recruiting to locate your office near other businesses and services that enhance the work-life balance of your employees.

Are your tactical decisions misdirected?

Marketing a business has gotten more complicated than ever before because of the plethora of options available to a business. Layered over this is the fact that many business owners are at the mercy of an army of tactical technicians who are over-zealous, and often times effective, at convincing business owners to head in a specific direction that is not in their business' or customers' best interests.

Have you gotten caught in any of these tactical faux pas?

Smart App Ignorance

iPhones, iPads and other smart devices have caused a craze of tactical influence upon business owners to jump onboard with total revamps of their Internet presence. A recent website revamp designed around how it would be viewed on an iPad or smart device with touch screen dependency, totally ignored the fact that 78 percent of the business' ideal target customers were still using desktops and laptops as their primary means of Internet access. While it is prudent to consider viewability on smart devices, going to the extreme of ignoring the importance of maintaining a user-friendly interface on computing devices may result in frustrated customers and lost prospects.

Email Dependency

Email is a convenient and inexpensive means of communicating with customers and qualified prospects. To save money, a consulting firm decided to eliminate their hard copy mailed version of the newsletter and only send it via email. In a poll of a clients, it was revealed that while the emailed version was understandably more convenient for the company, it was more overlooked and lost its shelf value to its customers. Many clients admitted that they would carry around the hard copy to read at a more convenient time.

Misguided Mass Appeal

A business owner was investing

thousands of dollars and a majority of its marketing budget into a specific advertising medium under the notion that their cost per thousand was giving them a real bang for their buck. When more objective due diligence was conducted, based on the manner in which the advertising was being placed, the mass appeal was giving the business a very small likelihood that their most ideal target market segment was being effectively reached.

Social Media Madness

Whether you are a B2B or B2C entity, the pressure to add social media to your marketing mix can be overwhelming. An international B2B services firm had contracted a social media company to enhance its social media presence and appeal. While the social media provider was doing an impressive job with regular and relevant posts of Facebook and Twitter, the LinkedIn activity was stagnant, in spite of the fact that LinkedIn was the preferred social media of the company's target markets.

Discouraging Q&A

While shopping over the holidays, I was approached by a kiosk attendant asking me if I would like to try this latest, greatest product sample. My response, like several people walking in front of me was, "No." What kind of odds for success is this sales strategy based upon? One of the basic rules of sales when in discovery with a new prospect is not to ask a "yes" or "no" question, but a question that requires a thoughtful answer instead of a reactive answer. A sales training program dictated the conduct of this associate. Imagine how discouraging this must be to continuously hear the answer "no."

When it comes to marketing your business, knowing what is in the best interest of your business, team members, and most important of all, your customers, will enable you to make

and your customers needs.

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



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NEWS.e

Cornelius realtor will represent Christie's International



REED AND LORI IVESTER JACKSON

Dec. 17 Ivester Jackson Distinctive Properties has been selected to represent Christie's International Real Estate as its exclusive affiliate for the Greater Charlotte/Lake Norman region. The company, located at 21025 Catawba Avenue in Cornelius, has an extensive track record for selling luxury real estate in the Lake Norman area.

With the new designation, Ivester Jackson brokers will now have access to Christie's audiences in key feeder markets such as the Washington DC-NY-Boston financial corridor, and the Florida and California coasts. Ivester Jackson will also be able to feature select properties in Christie's Magazine for worldwide distribution.

North Carolina has emerged as a destination of choice for many affluent U.S. and international real estate investors, with over 40% of last year's luxury transactions having been initiated by buyers originating outside the state.

"We look forward to the many benefits this affiliation will bring to our clients in 2014" said Managing Partner Reed Jackson. "Christie's is the largest elite luxury real estate brand worldwide, and its impeccable reputation for excellence is something we strive to emulate at Ivester Jackson."

Foreclosure imminent at Birkdale Golf Club; facility to remain open

Dec. 11 A foreclosure and bankruptcy are just "days away" at the Birkdale

Aquesta breaks ground for new branch



Architect Roger Layman, J.D. Goodrum president David Goodrum, Aquesta Insurance Services president Denis Bilodeau, Huntersville Mayor Jill Swain, Lake Norman Chamber of Commerce president Bill Russell, Aquesta Bank president Jim Engel and Aquesta Board of Directors chair Charles Knox prepare to turn some earth at the groundbreaking of the newest Aquesta Branch in Huntersville.

Dec. 19 Aquesta Bank has broken ground for a new Huntersville branch in the Northcross Village Shopping Center in front of Marshall's.

Jim Engel, president and CEO of the Cornelius-based bank, said the new 3,000 square-foot branch in Huntersville will be "highly visible and should help us attract and service new banking relationships."

Architect Roger Layman designed the branch which will contain three teller stations, a drive-through teller and ATM and a large community room that will be available for the public to reserve free of charge. It is scheduled for completion in the spring.

Aquesta Bank has branches in Cornelius, Davidson and two locations in Mooresville.



Golf Club in Huntersville, according to owner Jeff Silverstein. However, Silverstein says the club is expected to stay open during the ownership transition and all events booked will take place as scheduled.

The property had been placed on the market for sale previously, and in November.

Traditional Golf Properties, of Wil-

liamsburg Va. was retained to oversee their day to day operations while a buyer was sought.

Birkdale is one of five golf courses which comprise Carolina Trail Golf Partners, and all five face foreclosure proceedings. The other courses are Highland Creek and The Tradition in Charlotte, The Divide in Matthews and the Waterford Golf Club in Rock Hill, South Carolina. The Tradition Golf Club actually is owned by Mecklenburg County but is operated by Carolina Trail under a ground lease arrangement.

Birkdale has suffered the same financial problems which have plagued many golf clubs in recent years, as the recession dramatically cut individual and corporate memberships, while

also reducing leisure time for many golf enthusiasts.

It is unclear what will happen to individuals who purchased lifetime memberships at Birkdale, some for as much as \$18,000.

Located on 200 acres of rolling terrain just south of Sam Furr Road, Birkdale is a 7,013 yard, 18-hole, par 72 Arnold Palmer designed golf course. In addition to the course itself, Birkdale has several meeting and reception spaces including two conference rooms, as well as the Palmer Pavilion, which has been the scene of numerous wedding receptions and other large events in the Lake Norman region.

LKN Chamber gearing up for 2014 Business Expo



Dec. 10 Plans are underway for the 2014 Lake Norman Chamber Business Expo to be held at Davidson College's Belk Arena. The region's largest business trade show will be held Friday, March 7th from 11 am until 5 pm. Lake Norman Chrysler Jeep Dodge Ram and Randy Marion Automotive are the Presenting Sponsors of the event. Bill Russell, president of the Lake Norman Chamber of Commerce, cited many different reasons why the Expo has been a success since its inception in 2001. "Lake Norman is home to many unique businesses. These particular businesses meet the lake lifestyle that is attractive to the new homeowners, residents, and businesses moving to the Charlotte region's dynamic mar-

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NEWS E

from page 12

ket," said Russell.

Russell also cites the energy of the event, the attendees who typically frequent the area's largest business trade show and the special events created by the Expo's steering committee. For more information about sponsorship in the 2014 Lake Norman Chamber Business Expo visit www.lakenorman-chamber.org or contact Bill Russell at the chamber at 704-892-1922 (e-mail Russell@lakenorman.org).

Novant Presbyterian opens private neonatal ICU waiting room



Dec. 10 Thanks to a \$100,000 donation from Speedway Children's Charities, Novant Health Presbyterian Medical Center opened a private waiting room for families of infants in the Hemby Neonatal Intensive Care Unit on Tuesday.

Heather Hucks' son Tucker was born at 24 weeks last year and spent five months in the Neonatal Intensive Care Unit. As a board member of SCC, Hucks convinced the organization to donate the funds for three isolettes and sprucing up an area of the hospital that can now be a comfortable place for families to wait according to Novant spokesperson Tori Belle-Miller.

Event honored

Dec. 9 The Lake Norman Tennis Association will receive the 2013 Tennis Team Event/Program of the Year Award given by Omega Sports at the USTA North Carolina Annual Awards

N. Meck Rotary helps raise over \$25,000



From left, Jorge Ortega, vice president of operations, Charlotte Humane Society; Jack Salzman, owner, Lake Norman Chrysler Dodge Jeep Ram in Cornelius; Donna Canzano, vice president of development and community relations, Charlotte Humane Society.

Dec. 9 Lake Norman Chrysler Dodge Jeep Ram gave animals a paw up by donating a 2014 Dodge Grand Caravan to the Humane Society of Charlotte. Lake Norman CDJR owners Jack and Robin Salzman have always been animal lovers, with seven dogs of their own, and believe strongly in giving back to the community. After hearing about the Humane Society of Charlotte's need for additional transportation for both volunteers and homeless animals, the dealership stepped up and provided the Dodge Grand Caravan to the organization. The vehicle will be used to transport animals to and from adoption events, as well as veterinary visits, and as volunteer transport to community clinics and more.

Luncheon Jan. 26 in Pinehurst. The award is in recognition of hosting the North Carolina 18+ Adult League State Championships held June 27-30. <http://nctennis.com/node/731>

"It is a great honor to have received this award in just the first year of hosting this large event. The tournament was a huge success, driven by the overwhelming support of the over 100 area volunteers, exceptional playing facilities and Visit Lake Norman," said JD Weber, tournament chairman. More than 1,300 of the top competitors from across the state traveled to compete in the four-day tournament, which was

played at 12 sites, including area clubs, parks and high schools across Lake Norman. Tournament organizers also raised \$15,000 in sponsorships, which is earmarked to be used for area youth programs and to help upgrade local facilities. Organizers also issued a post event survey, in which 96 percent of team captains responding rated the tournament as outstanding or very good. www.lnta.org

The event marked the first time a state tennis tournament of this magnitude had been held in the Lake Norman region. LNTA and Visit Lake Norman (VLN) began in 2011 composing a compelling bid in order to lure the tournament, previously held in Pinehurst. VLN presented the bid in person at the 2012 State Championships in Pinehurst. The event was awarded to Lake Norman by the North Carolina Tennis Association (NCTA) in November 2012, and was secured for two consecutive years. The tournament will return June 26-29, 2014. LNTA and VLN hope to bid and secure additional state and regional tournaments in the future. www.visitlakenorman.org

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Business Today

HONEYCUTT from page 1

"What I've seen during the past five years is people losing their homes because they can't find quality jobs or really any job. The situation this puts families in has inspired me to want to run and help change that," Honeycutt said.

She said some of the county commissioners "have an attitude that we have a great place to live and they'll come anyway."

"I don't believe that's the case. I see good jobs coming all around us but not necessarily here. I want to be part of trying to create an environment that will bring quality jobs to the county,"

REAL ESTATE from page 1

Besides a dip during the government shutdown, people are comfortable, and the \$500-\$999 market has really been jumping all year. We know that if the numbers look good now, by default the sales numbers will be good in January and February. Inventory is really thin in certain areas, and there has been a limited amount of new construction. Properties that are nice and new are selling as fast as

Honeycutt stated.

Honeycutt, one of the original organizers of Cabarrus Jobs Now, a political action committee that is pro-economic development, launched her campaign treasury with \$1,000 of her own money. Veteran Cabarrus businessman Ken Yelton is campaign treasurer.

As an active candidate for office, Honeycutt will cut her ties with Cabarrus Jobs Now. The PAC will host a luncheon Feb. 14 at Cabarrus Family Medicine featuring Tony Almeida, an economic advisor to Gov. Pat McCrory.

Cabarrus Jobs Now is expected to support one or two candidates for county commission in 2014.

they can put them up."

Diane Honeycutt of Allen Tate in Concord is seeing an improved climate all around.

"Sales through October are up 44 percent," said Honeycutt. "Closed units are up 38 percent over last year. This is one of the busiest Octobers we've ever had. People have either gotten more comfortable in the economy, or adjusted to it. Up to \$400,000 or \$450,000 it is a much improved market with some improvement in higher price points."

Jennings says listings in the red-hot lower market segment are not only moving quickly in Lake Norman, but also attracting multiple offers, challenging buyers to make split-second decisions with fewer houses to choose from. Homes in the higher price ranges are also moving consistently, Jennings says, only at a slightly less break-neck pace than their lower priced counterparts.

She says these conditions should drive prices up in the next year and beyond, but in the short-term the median price in the Lake Norman area is up only 1.5 percent compared to a year ago.

"While this is a move in the right direction, it is important for sellers who want a quick sale to base their asking price on current comparable sales in their area," she said.

The first 10 months of 2013 compared to last year show upward trends in every category: closings up 25 percent, new contracts up 15 percent and new listings are up over 12 percent.



HONEYCUTT

Over \$28 Million Closed in 2013



The Peninsula



SOLD

\$2,000,000 - 18810 Halyard Pointe Lane

Enclave



SOLD

\$2,100,000 - 20321 Enclave Oaks Court

The Peninsula



SOLD

\$1,590,000 - 18225 Capstan Greens Road

Connor Quay



SOLD

\$1,338,038 - 17248 Connor Quay Court

The Point



SOLD

\$1,175,000 - 197 Brownstone Drive

Alexander Island



SOLD

1,600,000 - 146 Whitby Lane

The Peninsula



SOLD

\$1,497,500 - 16624 Flying Jib Road

The Peninsula



SOLD

\$1,200,000 - 15401 Jetton Road

The Peninsula



SOLD

\$1,425,000 - 18007 Harbor Light Blvd.

The Peninsula



SOLD

\$955,000 - 18909 Coveside Lane

The Peninsula



SOLD

\$899,000 - 18100 Sunset Cove Lane

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THIS MONTH	
REAL ESTATE TRANSACTIONS ... 18	
FORECLOSURES 20	
NEW CORPORATIONS 21	

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

11/26/13 \$333,000 Lennar Carolinas, LLC to Harold & Ann Long, 10600 Alabaster Dr., Davidson 28036

11/26/13 \$392,000 Deanna Barth to Sean & Jillian Preston, 125 N. Spring St., Concord

11/26/13 \$349,500 Weekley Homes, LLC to Salvatore & Gail Vaccaro, 10681 Sweethaven Ln., Harrisburg

11/26/13 \$493,500 Pulte Home Corp. to Jayeshkumar & Niketa Patel, 9603 Camden Town Dr., Concord

11/26/13 \$2,575,000 Dill Acquisitions, LLC to Wal-Mart Real Estate Business Trust, 4.5 ac. on Concord Pkwy., Concord

11/26/13 \$505,500 Pulte Home Corp. to Daniel & Kristy Caruso, 9679 Ashley Green Ct., Concord

11/27/13 \$217,000 Robert & Cynthia England to Wells Fargo Bank, 2061 Beechmont St., Harrisburg

11/27/13 \$593,000 DOC Property Management, LLC to RBNC III, LLC, 2222 Concord Lake Rd., Kannapolis

11/27/13 \$240,500 Shea Real Estate Investments, LLC to Narayanamurthy Ashwathappa & Neema Ramakrishnappa, 10214 Falling Leaf Dr., Concord

11/27/13 \$439,500 Shea Real Estate Investments, LLC to Joseph & Jennifer Owens, 771 Barossa Valley Dr., Concord

11/27/13 \$359,000 Shea Real Estate Investments, LLC to Brent & Melissa Edwards, 466 Sutro Forest Dr., Concord

11/27/13 \$328,000 Lennar Carolinas, LLC to John Missihoun & Mario Terraza, 8922 Happiness Rd., Harrisburg

11/27/13 \$215,000 Gerald & Lori Absher to Dennis & Jennifer Stiller, 42223 Mullis Rd., Kannapolis

11/27/13 \$351,500 Parker & Orleans Homebuilders, Inc. to Shelley Greene, 2401 Wellington Chase Dr., Concord

11/27/13 \$386,000 Parker & Orleans Homebuilders, Inc. to Yovanny Gomez-Pena & Axamarie Gomez, 9711 Lockwood Rd., Concord

11/27/13 \$341,500 Parker & Orleans Homebuilders, Inc. to Kalahan Musunuri & Nagapadmini Atluri, 9635 Lockwood Rd., Concord

11/27/13 \$332,500 Marilyn Little Estate to Henry & Karen Eickhoff, 155 Archibald Rd., Concord

11/27/13 \$213,000 Bobby & Emily Meeks to William & Megan Wingfield, 225 Chedworth Ct., Concord

11/27/13 \$410,000 The Drake Family Living Trust to Jeffre & Pamela Holcomb, 4660 Snow Dr., Harrisburg

11/27/13 \$326,500 Weekley Homes, LLC to Dustin & Kristin Maier, 10541 Springcrest Dr., Harrisburg

11/27/13 \$220,000 Eastwood Construction, LLC to Todd & Kimberly Drakulich, 732 Yvonne Dr., Concord

11/27/13 \$532,500 Pulte Home Corp. to Michelle Le, 9659 Ashley Green Ct., Concord

11/27/13 \$211,000 M/I Homes of Charlotte, LLC to Gary & Eileen Lawson, 3525 Alister Ave., Concord

11/27/13 \$232,000 M/I Homes of Charlotte, LLC to Moman & Karen Young, 3510 Alister Ave., Concord

11/27/13 \$466,000 NVR, Inc. to Bruce & Linda Watson, 3833 French Fields Ln., Harrisburg

11/27/13 \$414,000 NVR, Inc. to Sanjay & Sheela Nayak, 3836 French Fields Ln., Harrisburg

11/27/13 \$282,500 Robert & Alice Bova to John Gaydeski & Marcella Murray, 2545 Bellingham Dr., Concord

12/02/13 \$315,000 Lennar Carolinas, LLC to Patrick & Cathy Jones, 10984 Sunstone Cr., Davidson 28036

12/02/13 \$315,000 Parker & Orleans Homebuilders, Inc. to William & Tyra Barnett, 4421 Bridge Pointe Dr., Harrisburg

12/02/13 \$492,000 Orleans-Conservatory Group to Chad & Jody Steele, 3856 French Fields Ln., Harrisburg

12/02/13 \$335,000 Miguel Diaz & Iris Perez to Charles Clarke & Jessica McNeilus, 9886 NW Fern Dancer Ct., Concord

12/02/13 \$285,000 Joe & Candace Adkins to John & Frida Creech, 612 North Oak Dr., Huntersville 28078

12/02/13 \$214,500 NVR, Inc. to Betty Nichols, 2263 Galloway Ln., Concord

12/03/13 \$264,000 HSBC Mortgage Services, Inc. to Jean Wanish, 432 Fairwoods Dr., Huntersville 28078

12/03/13 \$2,337,500 Page Realty, Inc. to Oak Ridge NC, Inc., Lot Nos. 1-23 of Oak Ridge Subdivision, Kannapolis

12/04/13 \$403,000 Darrel & Angela Self to U.S. Bank Trust, 11445 Terrill Ridge Dr., Davidson 28036

12/04/13 \$235,500 NVR, Inc. to Keith & Cassandra Hill, 2267 Galloway Ln., Concord

12/04/13 \$342,000 Wells Fargo Bank to Samuel & Marie Edgar, 4139 French Fields Ln., Harrisburg

12/04/13 \$340,000 Michael & Cassandra Barfuss to Daniel & Rachelle Ford, 7537 Chasewater Dr., Harrisburg

12/04/13 \$500,000 B.L. & Louise Starnes to JNJ Realty, LLC, Lot 7 of Niblock Industrial Park, Concord

12/04/13 \$292,500 Kenneth Mace to Christopher & Erin Watkins, 9390 Lockwood Rd., Concord

12/05/13 \$298,000 Lennar Carolinas, LLC to Joel & Cathy Tietz, 10800 Alabaster Dr.,

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12/05/13 \$270,000 Lennar Carolinas, LLC to Robert & Jennifer Fleckenstein, 8911 Happiness Rd., Harrisburg

12/05/13 \$295,000 Parker & Orleans Homebuilders, Inc. to Michael & Stacy Hummer, 7220 Old Valley Way, Harrisburg

12/05/13 \$295,000 Parker & Orleans Homebuilders, Inc. to Richard & Barbara Deeter, 7240 Baybrooke Ln., Harrisburg

12/05/13 \$330,000 Parker & Orleans Homebuilders, Inc. to Nicholas & Brandy Decker, 9622 Lockwood Rd., Concord

12/05/13 \$214,000 NVR, Inc. to Mike & Jocelyn Riley, 3356 Linetender Dr., Davidson 28036

12/05/13 \$238,000 TC Partners, LLC to The Ryland Group, Inc., Lots 7, 18, 52 & 53 of Trinity Crest Subdivision, Kannapolis

12/05/13 \$211,000 Lennar Carolinas, LLC to Andrew Dicharry, 2877 Shale Dr., Davidson 28036

12/05/13 \$226,000 Lennar Carolinas, LLC to Abhijit Das & Ayantika Saha, 10777 Sapphire Trail, Davidson 28036

12/06/13 \$272,000 Community One Bank to Earl & Faith Beasley, 3280 Keady Mill Loop, Kannapolis

12/06/13 \$214,500 State Employees' Credit Union to Secu*re, Inc., 1200 Windsor Dr., Kannapolis

12/06/13 \$200,000 David Horbachuk Estate & Kathleen Horbachuk to Charles & Amanda Turney, 4820 Rockwell Rd., Rockwell

12/06/13 \$310,000 D.R. Horton, Inc. to Brent & Michelle Capell, 2906 Donegal Dr., Kannapolis

12/06/13 \$252,000 M/I Homes of Charlotte, LLC to Uriel & Dorrita Gottesman, 3612 Courage Ct., Concord

12/06/13 \$228,500 The Ryland Group, Inc. to Harshalkumar & Darshan Patel, 2294 Laurens Dr., Concord

12/06/13 \$262,500 NVR, Inc. to Brian & Lauren Robbins, 2239 Galloway Ln., Concord

12/06/13 \$325,000 Uwharrie Bank to Bin Lin, 645 Peace Haven Rd., Kannapolis

12/06/13 \$214,500 NVR, Inc. to Jonathan & Erin Blackley, 3350 Linetender Dr., Davidson 28036

12/09/13 \$206,500 Eastwood Construction LLC to Jessica Guzman, 267 Winecoff Woods Dr., Concord

12/09/13 \$225,000 NVR, Inc. to Todd & Erika Filipkowski, 3344 Linetender Dr., Davidson 28036

12/09/13 \$214,000 Audra Coulthard to Donald & Nancy Foskey, 2643 Danbury Circle Dr., Concord

12/10/13 \$260,000 Kenneth & Suzanne Gordan to Keith & Francesca Maletta, 1471 Piper Ct., Concord

12/11/13 \$337,000 James & Virginia Amendum to James & Nicole Eskew, 8010 Wycombe Ct., Harrisburg

12/11/13 \$208,500 NVR, Inc. to Michael & Andrea Armer, 1316 Farm Branch Dr., Concord

12/11/13 \$206,000 Spark Real Estate Holdings, LLC to Zachary & Stphanie Ward, 1611

Heather Glen Rd., Kannapolis

12/11/13 \$1,570,000 Quality Properties Asset Management Co. to Simonini Building Group, Lot No. 1 on Ellenwood Dr., Concord

12/11/13 \$225,500 NVR, Inc. to Nicholas & Jessica Caralascio, 3621 Catherine Creek Pl., Davidson 28036

12/05/13 \$293,000 Geosam Capital US, LLC to Live Well Homes, LLC, Lots 15, 16, 162, 163, 165 & 166 OF Pleasant Oaks Subdivision, Concord

12/11/13 \$3,192,500 Nicole Properties, LLC & Brocato/Colonnade, LLC to The North Carolina Premier Group, LLC, Lot 10 (2.18 ac.) located on Roxie St., Concord

12/11/13 \$46,250,000 Afton Ridge Joint Venture, LLC & CK Afton Ridge Retail, LLC to Gateway Afton Ridge, LLC, property located on George Bay Ct., Glen Afton Blvd., Bayfield Pkwy. & Ashdale Ct., Concord

12/12/13 \$275,500 NVR, Inc. to Stephen & Amy Mosely, 2631 Newhaven St., Concord

12/12/13 \$263,000 D.R. Horton, Inc. to Simon & Zenia Wyant, 10973 River Oaks Dr., Concord

12/12/13 \$347,500 Weekley Homes, LLC to James & Wanda Strong, 10662 Sweethaven Ln., Harrisburg

12/12/13 \$327,500 Shea Real Estate Investments, LLC to William & Carol Hammons, 356 Sutro Forest Dr., Concord

12/12/13 \$382,000 Shea Real Estate Investments, LLC to Otis & Nicolette Harris, 10608 Euclid Ave., Cocord

12/12/13 \$214,000 James & Catherine Ashe to Grace Mynatt, 6505 Derby Ln., Concord

12/12/13 \$200,000 David & Laurie Dennis to Tara Ragan, 4654 Rocky Hollow Rd., Davidson 28036

12/12/13 \$300,000 Gary & Sherry Fisher to Sebastian Czerwony & Jennifer Pham, 10314 NW Lemmons Ave., Concord

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Mecklenburg

11/18/13 \$357,500 Standard Pacific of the Carolinas, LLC to Marion Sitton, 6226 Myston Ln., Huntersville

11/18/13 \$340,000 Lauren & Stephen Mclver to Craig & Kimberly Schnitzler, 3724 Halcyon Dr., Huntersville

11/18/13 \$265,000 Sharon & Reginald Nealy to Benjamin & Jocelyn Passty, 9409 Ivy Ridge Pl., Charlotte 28269

11/18/13 \$327,500 NVR, Inc to Monica & Flavio Bernardino, 17428 Summers Walk Blvd, Davidson

11/18/13 \$420,000 William & Ericka Cain to Tracia & Robert Cericola, 17714 Speakwell Ct, Cornelius

11/18/13 \$285,000 Jean Gilcrest to Ronald & Sara Lentz, 237 N. Faulkner Way, Davidson

11/18/13 \$209,000 Luz & Nester Leon to Luis Garcia, 13334 Homewood Dr., Charlotte 28262

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11/18/13 \$425,000 William & Cheryl Hall to Brian & Harriet Kissel, 21341 Summerbrook Dr., Cornelius

11/18/13 \$265,000 PNC Bank to Shady Harbor, 19810 W. Catawba Ave. #G, Cornelius

11/18/13 \$235,000 D.R. Horton to Shawanda & Stephen Legall, 4416 Gatesmills Ave., Charlotte 28213

11/19/13 \$200,000 Steven & Shelly Sabow to Jeffrey Adams, 353 Northwest Dr. Unit 53, Davidson

11/20/13 \$1,450,000 Gary & Cathy Dunne to Michael & Mary McDermott, 19125 Davidson Concord Rd., Davidson

11/20/13 \$270,000 Debra Witkin & Joseph Nunn to Martin & Penny Lambert, 142 Harper Lee St., Davidson

11/20/13 \$289,000 South Creek Homes, LLC to Judith Martin, 18215 Coulter Pkwy., Cornelius

11/20/13 \$316,000 ITG, LLC to IH3 Property of North Carolina, LP, 17516 Springwinds Dr., Cornelius

11/20/13 \$285,000 Daphne & William Brown to Derrick Allen, 4336 Sawmill Trace Dr., Charlotte 28213

11/20/13 \$863,500 Norman & Rhonda Innes to Jeffrey & Diane Robinson, 20429 Staghorn Ct, Cornelius

11/20/13 \$810,000 Phillip & Carolyn Jackson to Arthur & Beth Packard, 21329 Norman Shores Dr., Cornelius

11/21/13 \$5,715,000 Fred & Kathryn Godley to Beacon #34, LLC, 7335 Statesville Rd., Charlotte 28269

11/21/13 \$200,000 NVR, Inc to Nekimba Bryant, 244 Weavers Glenn Pl., Charlotte 28262

11/21/13 \$257,000 Timothy & Dawn Kennett to William Pardue, 6536 Mcllwaine Rd., Huntersville

11/21/13 \$291,000 William Wallace to Desmond Adams, 5714 LaGrande Dr., Charlotte 28269

11/21/13 \$350,000 Ned Chavers, Doris Blythe, Ralf & Mary Jones and Joe & Sandra Blythe, 14701 Hwy 73, Huntersville

11/21/13 \$226,000 Jonathan & Mijanou Rogers to Alice & Thomas Bream, 8304 Conner Ridge Ln., Charlotte 28269

11/21/13 \$1,500,000 Dirkje Van Wingerden to Jo Charles, 20902 Bethelwood Ln., Cornelius

11/21/13 \$362,000 Smith Family Trust to Mark & Marsha Brodsky, 15911 Desota Ln., Huntersville

11/21/13 \$245,000 Catherine Pramuka to David & Loginie Brown, 15314 Aberfeld Rd., Huntersville

11/21/13 \$1,150,000 Clifford Currier & Susan Johnson to Yates Family Crescent Moon, LLC, 15205 Holly Trail Ln., Davidson

11/21/13 \$530,000 Colin Bryan & Stacy Lesley to John & Jillian Suggs, 8620 Devonshire Dr., Huntersville

11/22/13 \$688,000 Plattner Custom Builders to Sherrie & Ronald Chaffin, 18111 Bear

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Track Dr., Davidson

11/22/13 \$500,000 John & Margaret Kimbirl to Clifford Currier & Susan Johnson, Lot 96 in A New Neighborhood in Old Davidson, Davidson

11/22/13 \$229,000 Tom Meacham to Zachary Flannick, 9911 Glencrest Dr., Huntersville

11/22/13 \$825,000 Thomas & Anna Yon and James Yon to Randy & Cindy Niessner, Lot 1 & 2 in James H. Yon, Jr. Property, Huntersville

11/22/13 \$275,000 Dori & Eric Scott to Gary & Laurie Ladson, 4103 Kalispell Ln., Charlotte 28269

11/22/13 \$329,000 M/I Homes of Charlotte, LLC to Nanette Lockwood, 22247 Market St, Cornelius

11/22/13 \$379,000 Ryan & Lauren Taylor to Kevin & Erica Baird, 2224 Lantern Way Circle, Cornelius

11/22/13 \$445,000 Thor & Bonnie Colberg to Champion Properties, LLC, Lot 1 in Vermillion Subdivision, Huntersville

11/22/13 \$540,000 Theodore & Sandra Johnson to Aaron & Elizabeth Rogers, 17900 River Ford Dr., Davidson

11/22/13 \$290,000 John & Cheryle Larabee to John & Peggy Kimbirl, 230 S. Faulkner Way, Davidson

11/22/13 \$215,000 Richard & Maria Borg to Isaac Redden & Patrice Hamilton, 5817 Downfield Wood Dr., Charlotte 28269

11/22/13 \$375,000 Bayview Loan Servicingto Amir & Brandee Khoshnevis, 10421 Tavernay Pkwy, Chjarlotte 28262

11/22/13 \$352,000 M/I Homes of Charlotte to Christopher & Sandra O'Keefe, 2027 Bishops Ct, Cornelius

11/22/13 \$465,000 Marilyn Dix to Jeffrey Brown, 116 Viewlake St, Davidson

11/22/13 \$239,000 Alvaro & Lori Vanegas to Nicholas Law, 8115 Parkton Gate Dr., Huntersville

11/22/13 \$238,000 Bank of America, NA to Ronald Del Vecchio, 6014 Glen Manor Dr., Charlotte 28269

11/25/13 \$318,500 NVR, Inc. to Evan & Jennifer Thomas, 11811 Warfield Ave, Huntersville

11/25/13 \$260,000 Lindsay Horwat & Adam Curtis to Paul & Megan Corkery, 3008 Parker Green Trail, Charlotte 28269

11/25/13 \$314,000 M/I Homes of Charlotte to Gregory Troutman, 22230 Market St, Cornelius

11/25/13 \$310,000 M/I Homes of Charlotte to Jeffrey & Annmarie Wetherbee, 2031 Bishops Ct, Cornelius

11/25/13 \$318,000 M/I Homes of Charlotte,to Joshua & Verena Osborne, 2019 Bishops Ct, Cornelius

11/25/13 \$279,000 M/I Homes of Charlotteto Lowell & Lynn Cooper, 22102 Market St, Cornelius

11/25/13 \$265,000 Judith Navarro to Williams & Carrie Matyi, 633 Concord Rd., Davidson

11/25/13 \$200,000 HSBC Bank USA to David & Marianne Clements, 856 Southwest Dr # 56, Davidson

11/25/13 \$230,000 M/I Homes of Charlotte to Robert Scott, Sr., 13406 Mallard Lake Rd., Charlotte 28262

11/25/13 \$280,000 Jack & Margaret Powell to Jermaine Smith & Cynthia Floyd, 3530 Amaranthus Ct, Charlotte 28269

11/26/13 \$225,000 Eastwood Construction to Edward Bell & Shaleia Morris, 11415 Sweetbriar Ridge Dr., Charlotte 28269

11/26/13 \$700,000 Billy & Lindia Hager to Southern Cottage Corporation, Lot 39 in Mountain View Beach Subdivision, Cornelius

11/26/13 \$318,000 South Creek Homesto Richard Skean, 18220 Coulter Pkwy, Cornelius

11/26/13 \$203,000 Kurstan Middlebrook to Corinne Williams & Jeremy Knickerbocker, 17035 Hugh Torance Pkwy, Huntersville

11/26/13 \$412,000 Dawn Johnson to Mark & Kari Potts, 2034 Copperplate Rd., Charlotte 28262

11/26/13 \$241,000 Fern Walters, Dreama W. Patrick, Executrix of the B. Nixon Little Last Will and Testament to Kathy Tyson, 21001 North Main St, Cornelius

11/26/13 \$369,500 Mattamy Carolina Corp to Julie & Frederick Alfred, 12934 Blake-more Ave, Huntersville

11/26/13 \$325,000 Kevin Sullivan & Amber West to Pinnacle Building Services, LLC, 14017 Island Dr., Huntersville

11/26/13 \$295,000 Mattamy Carolina Corporation to Paul & Debbie Shaw, 9927 Cimarron Close Ln., Huntersville

11/26/13 \$218,000 D.R. Horton, Inc to Stephanie & Jeffrey Luck, 16607 Landen Forest Ln., Davidson

11/26/13 \$330,000 John & Stephanie Shryock to Alleen Barber & Dean Chadwin, 253 Harper Lee St, Davidson

11/26/13 \$240,000 Kenneth & Susan Jadoff to Kathelene Smith, 851 Southwest Dr., Davidson

11/26/13 \$322,500 NVR, Inc to Patrick Owensby, 16235 Autumn Cove Ln., Huntersville

11/26/13 \$248,000 Jillian & John Suggs to Pluer Family, LLC, Lot 132 of The Greens at Birkdale Village, Huntersville

11/26/13 \$2,351,500 DFC Huntersville & Dennis Bunker, III & Equity Trust Company & KMBunker, LLC to NR Holly Crest Property Owner, LLC, 6.77 acres Rich Hatchet Rd., Huntersville

11/26/13 \$359,000 Joel & Priscilla Potts to NR Holly Crest Property Owner, 2.39 acres near corner of Rich Hatchett Rd and Statesville Rd., Huntersville

11/26/13 \$263,000 Mark & Kari Potts to Aaron Wiseman & Kellis Garrett, 2034 Copperplate Rd., Charlotte 28262

11/26/13 \$291,500 Mattamy Carolina Corp to Eric Frazier & Rhonda Washington, 14810 Salem Ridge Rd., Huntersville

11/26/13 \$247,000 D.R. Horton, Inc to Maya Zuniga, 16520 Landen Forest Ln., Davidson

11/27/13 \$282,000 Harish Kempapura & Shilpa Hanumareddy to Suresh Yaramalla & Akula Shruthi, 15418 Stillwater Crossing Ln., Huntersville

11/27/13 \$340,000 Brian & Bridget Hay-

mond, Trustees of the Haymond Family to Kevin Rhodes & Rosanna Hamilton, 11919 Lawings Corner Dr., Huntersville

11/27/13 \$486,000 Classica Homesto Salvador & Jacquelyn Anselmo, 9141 Robbins Preserve Rd., Cornelius

11/27/13 \$400,000 Philip & Denise Smith to Charlotte Enterprises, Inc., 8531 Getalong Rd., Charlotte 28213

11/27/13 \$303,000 Mark & Susan Howard to MLH Holdings, Lot 4 The Greens at Birkdale Village, Huntersville

11/27/13 \$290,000 Patrick & Hope McGrew to Christopher & Amy Laidlaw 15407 Saxon Trace Ct, Huntersville

11/27/13 \$342,000 South Creek Homes to Calvin & Roberta Wassmuth, 18430 Neville Ave, Cornelius

11/27/13 \$221,500 Jason & Brandy Stockert to Kevin & Elizabeth Dean, 9219 Island Overlook Ct, Cornelius

11/27/13 \$323,000 South Creek Homesto Rochelle & Andrew Eccher, 12211 Meeting-house Dr., Cornelius

11/27/13 \$259,500 Mattamy Carolina to Robyn Brodsky, 9810 Skybluff Circle, Huntersville

11/27/13 \$306,500 Mattamy Carolina to Bradley & Kelly Peisel, 10207 Blackstone Dr., Huntersville

11/27/13 \$300,000 Mattamy Carolina to Cathleen L. Mackie Revocable Living Trust dated Sept 17, 2012, 10015 Blackstone Dr., Huntersville

11/27/13 \$290,000 John & Simone Blakely and Annie Blakely to TT of Cornelius, Inc, 1.5585, 2.3767, 2.0471 acres on I-77 Service Road, Cornelius

11/27/13 \$251,500 The Ryland Group to Nathan Childress & Amanda Ballinger, 3612 Conner Glen Dr., Huntersville

12/2/13 \$259,000 Steven Houraney to Jesse & Megan Baldwin, 11627 Tavernay Pkwy, Charlotte 28262

12/2/13 \$281,000 Jarrod & Wendy Pratt to Carissa & Jeremy Johnson, 16826 Laureate Rd., Huntersville

12/2/13 \$665,000 John & Kate Kazmer to Sara & James Horstmann, 18803 Peninsula Cove Ln., Cornelius

12/2/13 \$282,000 Richard & Carolyn Hill to Robin Stone, 17440 Cambridge Grove Dr., Huntersville

12/2/13 \$280,000 Mohammed Nehal Ahmed & Mahmood Unnisa Arshia to Laurie Howard, 10125 Lampkin Way, Charlotte 28269

12/2/13 \$275,000 David & Erin Milling to James & Kirsta Cassidy, 4814 Crownvista Dr., Charlotte 28269

12/3/13 \$216,000 Mattamy Carolina Corporation to Travis Sumter, 7211 Toxaway Ln., Charlotte 28269

12/3/13 \$330,500 The Southlake Co. to David & Sarah Preston, 18009 Northport Dr., Cornelius

12/3/13 \$1,338,500 The Jeremy P. Yaekel and Laura T. Yaekel, as Trustees under the Yaekel Revocable Living Trust to John & Pa-

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tricia Rice, 17248 Connor Quay Ct, Cornelius
12/3/13 \$299,000 South Creek Homes, LLC to Donald & Ruth Slutzky, 18204 Coulter Pkwy, Cornelius
12/3/13 \$280,000 Willard W. Norberg & Jack A. Norberg, Co-Trustees of Willard W. and Opal H. Norberg Family Trust to Gregory & Pamela O'Connor, 22237 Country Club Cir., Cornelius
12/3/13 \$350,000 Jamie & Sara Rolewicz to Rosalyn Dixon, 2412 Thomashire Ct, Charlotte 28269
12/4/13 \$311,000 South Creek Homes, LLC to Inge Steiner & Claudia Reiff, 11901 Meetinghouse Dr., Cornelius
12/4/13 \$808,000 Sharif Magda Metwalli to Uday & Vinita Deshpande, 13810 Tributary Ct, Davidson
12/4/13 \$211,000 Joshua & Laura Meredith to Ann Caldwell, 14034 Holly Springs Dr., Huntersville
12/4/13 \$235,000 Jordan & Amber Fleming to Zachary & Kristine Gray, 16139 Grassy Creek Dr., Huntersville
12/4/13 \$299,500 Dennis & June Fluegel to Leo & Cheryl Campbell, 15805 Kinlocke Dr., Huntersville
12/4/13 \$434,500 Marc & Andrea Peskin to Toby & Erica Hudson, 16501 Rudyard Ln., Huntersville
12/4/13 \$299,000 Cunnane Group to Mary Kazmer, 1135 Inn Keeper Way, Cornelius
12/5/13 \$263,000 Flagstone Fine Homes, Inc to William & Donna Jenkins, Lot 6 in Sunset Cove, Huntersville
12/5/13 \$545,000 JW Homes to Richard & April Hickman, 8033 Front Park Cir., Huntersville
12/5/13 \$243,000 Patrick & Mary Tomeo to Stephen Legault & Alison Boeshe, 10228 Dominion Village Dr., Charlotte 28269
12/5/13 \$251,500 Pulte Home to Cheryl Zima, 15319 Fred Brown Rd., Huntersville
12/5/13 \$272,000 US Bank National Association to Madhu & Bhanumati Gajera, 10305 Dickson Ln., Charlotte 28262
12/5/13 \$299,000 Michael & Carolina Mullan to Joshua & Laura Meredith, 14034 Holly Springs, Huntersville
12/5/13 \$468,000 Windsor & Jeffrey O'Neal to Peter & Keri-Lee Jansen, 18541 Boulder Rock Loop, Davidson
12/5/13 \$1,590,000 Geoffrey & Linda Smith to Gregory & Jennifer Fornelli, 18225 Capstan Greens Rd., Cornelius
12/5/13 \$212,000 Stephanie Manning to Nichols DiMasi, 17031 Hugh Torance Pkwy, Huntersville
12/5/13 \$468,500 JCB Urban Co. to Robert & Alice LeValley, 641 Hudson Pl., Davidson
12/5/13 \$230,000 Randall & Rina Rhyne to Adwowa Afenyi-Annan, 8010 Suttonview Dr., Charlotte 28269
12/5/13 \$374,000 Standard Pacific of the Carolinas, LLC to Michael & Danielle Morley, 6322 Myston Ln., Huntersville

ON THE RECORD

12/5/13 \$229,000 Robert & Connie Boyd to Lauren & Brett Neuscheler, 10501 Katelyn Dr., Charlotte 28269
12/5/13 \$223,500 MS Antiquity to Lisa Austin, 19839 Lamplighters Way, Cornelius

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Mooresville

12/2/13 \$340,000 SECU*RE to Thomas & Tiffany Sanborn, 184 E. Warfield Dr. 28115
12/2/13 \$285,000 Philip Edwards & Pamela Katz-Kuster to Michael & Lisa Carpenter, 244 Shepherds Bluff Dr. 28115
12/2/13 \$246,000 David & Gail Parker to Christopher & Caroline Cleaveland, 114 Garden Gate Ln. 28115
12/3/13 \$513,500 Kenneth Bealer Homes to Patrick & Crystal Philips, 286 Tuskarora Trl. 28117
12/3/13 \$350,000 Ronald & Donna Barnette to William Bundy Jr., 108 Wisteria Ln. 28117
12/3/13 \$305,000 Todd & Mary Sweet to RRMS Enterprises, 142 Ridgebrook Dr. 28117
12/4/13 \$478,000 Meritage Homes of the Carolinas to Carl & Honora Ruggiero, 254 Bells Crossing Dr. 28117
12/4/13 \$1,175,000 Jason & Jenifer Heller to Gary & Deborah Eaker, 741 Kemp Rd. 28117
12/4/13 \$667,000 Robert & Mary Pasterniak to David & Patricia Smiley, 239 Pinnacle Shores Dr. 28117
12/4/13 \$354,500 Carolina Cottage Homes to Jenifer Heller, 107 Caladium Dr. 28115
12/5/13 \$250,000 Shirley Davis to Thomas & Cynthia Norment, 274 Bramley Rd. 28115
12/6/13 \$539,500 Greengrow to CAN LAH, 129 Fast Ln. 28117
12/6/13 \$388,000 The Ryland Group to Nicholas & Jacquelyn Whitman, 377 East Waterlynn Rd. 28115
12/6/13 \$678,000 Robert & Vivian Melvin to William & Kristin Dignan, 1277 Fern Hill Rd. 28117
12/9/13 \$580,000 William & Kristin Dignan to Leonard & Jennifer Calandra, 169 Magnolia Farms Ln. 28117
12/9/13 \$372,500 Linda Gore to Michael & Laurie Dodge, 159 Waterford Dr. 28117
12/9/13 \$525,000 Timothy & Susan Weaver to James & Lexia Mauney, 292 Johnson Dairy Rd. 28115
12/10/13 \$304,000 Standard Pacific of the Carolinas to Eric & Faith Cody, 139 Byers Commons Dr. 28117
12/10/13 \$512,000 Roy & Gabriele Vander Haar to Fred Hoffman, 196 Quiet Cove Rd. 28117
12/10/13 \$419,000 Frank & Karen Distefano to Roy & Gabriele Vander Haar, 171 Greenbay Rd. 28117
12/11/13 \$201,000 Timothy & Pamela French to Hannah & Billy Arrington, 227 S. Academy St. 28115
12/11/13 \$334,500 Carolina Cottage Homes to James & Linda Wilmer, 115 Caladium Dr.

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28115
12/12/13 \$220,000 Todd & Theresa Devnick to Edwin & Susan Gresham, 158 Autry Ave. 28117
12/12/13 \$1,662,500 Michael & Diana McCarthy to George & Deborah Arena, 239 Knoxview Ln. 28117
12/12/13 \$347,000 Daniel & Heidi Tyler to Neil & Sarah White, 137 Huntfield Way 28117
12/12/13 \$233,000 Judith Willingham to Michael & Leisa France, 153 Kilborne Rd. 28117
12/12/13 \$395,000 Lakeshore Holdings to Keith, Karin, Ricahrd & Joan Westphal, 321 Bayberry Creek Cir. 28117
12/12/13 \$950,000 Sidney & Sandra Gambill to Matthew & Danielle Gersper, 149 Grand Bay Dr. 28117
12/13/13 \$345,000 Allan & Barbara Fraley to Betty Herter, 211 Cedarcrest Dr. 28115
12/13/13 \$645,000 Julienne Turbeville to Michael & Kellie Campbell, 111 Castle Bay Ct. 28117
12/13/13 \$325,000 Danny & Paula Beaver to John & Nancy Keller, 170 Lockerbie Ln. 28115
12/13/13 \$353,500 The Ryland Group to Jonathan & Kathy Policke, 381 East Waterlynn Rd. 28115
12/13/13 \$200,000 Janet & Robert Tyson to Jodi Pergola, 151 Sink Farm Rd. 28115

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FORECLOSURES

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

Cabarrus County

11/26/13 Sharon Brown and Michael & Brandi Johnson, 4610 Triumph Dr., Concord, Federal National Mortgage Association, \$228,750
11/27/13 James & Terry Derner, 273 Patrick Ave., Concord, Wells Fargo Bank, \$151,520
11/27/13 Michael Emmons, 145 Rutledge Ave., Concord, Wells Fargo Bank, \$63,046
12/02/13 Michael & Sherri Hicks, 677 Continental Dr., Concord, Bank of America, \$85,900
12/02/13 Casey Summerlin, 8628 Lee St., Mount Pleasant, Nationstar Mortgage, \$176,165
12/02/13 Brian & Annette O'Connell, 7181 Ruth Fidler Ln., Harrisburg, Countrywide Home Loans Inc., \$209,288
12/02/13 Robert Rinaldo, 3031 Clover Rd., Concord, Nationstar Mortgage, \$197,595

12/02/13 James & Katara Dixon, 10247 Kirkman Dr., Charlotte 28269, Nationstar Mortgage, \$228,000
12/02/13 Gerald & Lori Wahl, 1435 McBeth Dr., Kannapolis, J.P. Morgan Chase Bank, \$322,700
12/03/13 Kathy Morgan, 256 Shelterwood Ct., Concord, CitiMortgage, \$56,000
12/03/13 Christopher, James, Natalie & Tracy Amburn, 618 Barlow Ave., Kannapolis, J.P. Morgan Chase Bank, \$50,000
12/03/13 David Nelson, 2992 Rimer Rd., Concord, Wells Fargo Bank, \$72,760
12/03/13 Michael Bost, 711 Washington Ln., Kannapolis, CitiMortgage, \$69,900
12/03/13 Joshua & Tracy Fowler, 4180 Ivydale Ave., Concord, MidFirst Bank, \$142,023
12/03/13 Anthony & Donna Best, 5330 Bendix Ct., Harrisburg, Wells Fargo Bank, \$179,453
12/04/13 Rodolfo Rodriguez & Melissa Lopez, 9699 Brandybuck Dr., Charlotte 28269, Nationstar Mortgage, \$289,567
12/04/13 Scott, Kristen & Phyllis Nostro, 6781 Sequoia Hills Dr., Harrisburg, Wells Fargo Bank, \$174,526
12/04/13 James & Karol Honeycutt, 9715 Marquette St., Concord, Nationstar Mortgage, \$205,290
12/04/13 Leah Wagner, 1466 Kindred Cr., Concord, U.S. Bank, \$105,644
12/04/13 Johnny Wagner, 2952 Lane St., Kannapolis, Ocwen Loan Servicing, \$90,000
12/04/13 Daniel & Denise Hunter, 1366 Haested Ct., Concord, Ocwen Loan Servicing, \$148,778
12/04/13 Wilton & Mary Whitmire, 731 Gibson Dr., Concord, J.P. Morgan Chase Bank, \$97,600
12/05/13 Craig & Lakeshia Campbell, 2088 Woodstream Rd., Harrisburg, J.P. Morgan Chase Bank, \$374,400
12/05/13 Robert & Ellen Hagopian, 710 Georgetown Dr., Concord, Bank of America, \$290,000
12/05/13 Maurice & Melinda King, 134 Edgewood Ave., Concord, Bank of America, \$164,000
12/05/13 Kevin & Stephanie McCann, 11104 McCamie Hill Pl., Concord, Wells Fargo Bank, \$279,000
12/05/13 Douglas & Holly Morin, 7692 Orchard Park Cr., Harrisburg, J.P. Morgan Chase Bank, \$251,750
12/06/13 Diego & Natalie Marles, 3787 Quiet Stream Dr., Concord, Bank of America, \$174,029
12/06/13 Cleo Wilson, 1249 Piney Church Rd., Concord, J.P. Chase Morgan Bank, \$103,775
12/06/13 Edward & Amy Crookshanks, 2841 Island Point Dr., Concord, Ocwen Loan Servicing, \$145,950
12/06/13 James & Carol Reynolds, 4504 Bellmore Ct., Charlotte 28269, Charter One Bank \$235,000
12/6/13 Charles Shiflett, 5203 Holbert Cir., Charlotte 28269, Granite Mortgage \$123,500
12/6/13 Gregory & Rudy Steward, 5121 Tewkesbury Rd., Charlotte 28269, Full Spectrum Lending \$133,600
12/9/13 Bryon Broome, 7601 Eben Dr.,

More Cabarrus Foreclosures
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Business Today

FORECLOSURES

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Mecklenburg County

11/27/13 Larry Zufall, 6617 Sweetfield Dr., Charlotte 28269, Bank of America \$100,987
12/2/13 Daphne & Raymond Jordan, 9626 Kenneth Glenn Dr., Charlotte 28213, Aegis Wholesale Corporation \$155,000
12/2/13 Cynthia & James Haling, 11722 Rainy Bend Dr., Huntersville, Flagstar Bank \$219,747
12/3/13 Rosemary Temple, 3151 Golden Dale Ln., Charlotte 28262, Ryland Mortgage Company \$103,064
12/3/13 Joshua Luke Pickard, 6320 Ziegler Ln., Charlotte 28269, Wells Fargo Bank \$115,819
12/3/13 Mala Men & Raheem Hammond, 5206 Poplar Springs Dr., Charlotte 28269, Branch Banking & Trust \$106,554
12/3/13 Michael & April Porter, 2443 Mint Thistle Ct., Charlotte 28269, Sterling National Mortgage \$143,620
12/3/13 Patrick & Robin Pariso, 9047 Cinder Ln., Huntersville, Wells Fargo Financial \$205,035
12/3/13 Robert & Alnetta Johnson, 10623 Old Bridge Ln., Charlotte 28269, Wintrust Mortgage \$206,043
12/3/13 Neil Clark, 7627 Annbick Ln., Charlotte 28269, Quicken Loans \$193,630
12/3/13 Ella Blakeney, 4318 Cochran Farm Ln., Charlotte 28269, Bank of America \$109,366
12/3/13 Nikki Barrow, 6716 Mallard Park Dr., Unit 7, Charlotte 28262, America's Wholesale Lender \$103,000
12/4/13 Eugene & Penelope Cross, 12507 Clackwyck Ln., Charlotte 28262, AmTrust Bank \$169,600
12/4/13 Tamika Braxton & Leslie Figliola, 7307 Mitzi Deborah Ln., Charlotte 28269, JPMorgan Chase Bank \$133,836
12/4/13 Virginia Roberts, 828 Cotton Gin Alley, Davidson, Homeservices Lending \$222,836
12/4/13 David & Maureen Tolley, 7219 Brassy Creek Ln., Charlotte 28269, Southtrust Mortgage \$153,600
12/4/13 Dorothy & Joseph Johnson, 2950 Zion Renaissance Ln., Charlotte 28269, First Horizon Home Loan \$86,024
12/4/13 Danielle Remensnyder, 17109 Greenlawn Hills Ct., Charlotte 28213, SunTrust Mortgage \$88,950
12/5/13 Khampraseuth Khounlivong, 3111 Bennett Neely Ln., Charlotte 28269, Bank of America \$142,062
12/5/13 James & Carol Reynolds, 4504 Bellmore Ct., Charlotte 28269, Charter One Bank \$235,000
12/6/13 Charles Shiflett, 5203 Holbert Cir., Charlotte 28269, Granite Mortgage \$123,500
12/6/13 Gregory & Rudy Steward, 5121 Tewkesbury Rd., Charlotte 28269, Full Spectrum Lending \$133,600
12/9/13 Bryon Broome, 7601 Eben Dr.,

ON THE RECORD

Charlotte 28269, WR Starkey Mortgage \$97,035
12/9/13 Tou Thao & Ka Vue, 3712 Arvin Dr., Charlotte 28269, 1st Choice Mortgage \$109,772
12/9/13 Dereck & Tammy Beckering, 14638 Greenpoint Ln., Huntersville, NVR Mortgage Finance \$203,140
12/9/13 Janice Norman, 2607 Featherbend Ct., Charlotte 28269, HomeBanc Mortgage \$110,000
12/10/13 Craig Davis, 9909D Walk Lane, Unit 104, Charlotte 28262, US Equity \$93,000
12/10/13 Kenneth Williams, 10810 Azure Valley Pl., Charlotte 28269, Homestead USA \$134,152
12/10/13 Alexa Gauna, 4909 Galax Dr., Charlotte 28213, HomeBanc Mortgage \$75,750
12/11/13 Adrian Attaway & Joanne Barnett, 9231 Aloysia Ln., Charlotte 28269, Allen Tate Mortgage \$132,000
12/11/13 Shannon MacDonald, 19028 Oakhurst Blvd., Cornelius, Sirva Mortgage \$181,550
12/11/13 Emily Haynes & Brian Cooper, 6333 Royal Celadon Way, Charlotte 28269, Wells Fargo Bank \$127,200
12/11/13 Franklin & Angela Calloway, 107005 Danesway Ln., Cornelius, Countrywide Home Loans \$128,365
12/11/13 Charlotte & Anthony Sowell, 5529 Crisfield Rd., Charlotte 28269, First NLC Financial Services \$124,700
12/11/13 Kimberly Williams, 7007 Frye Pl., Charlotte 28269, Bank of America \$122,500
12/12/13 Cornell McGhee, 6518 Blythe-dale Dr., Charlotte 28213, Wells Fargo Bank \$112,500
12/12/13 Wesley & Elizabeth Settle, 3721 Millstream Ridge Dr., Charlotte 28269, First Charter Bank \$232,100
12/12/13 Jessica Tanner & Jason Weibel, 12746 Cross Dale Dr., Huntersville, First Horizon Home Loans \$156,900
12/12/13 Myra Hamby, 9057 Meadow Vista Rd., Unit 204, Charlotte 28213, First Franklin \$72,000
12/12/13 Frank & Amanda Dively, 12700 Angel Oak Dr., Huntersville, Equity Resources \$188,000
12/12/13 LaKeija & John Jackson, 854' Panglemont Dr., Charlotte 28269, American Security Mortgage \$140,837
12/12/13 Melvyn Molder, 6146 Donna Dr., Charlotte 28213, HomeBanc Mortgage \$99,000
12/13/13 Bert Carrington, 7015 Ridge Lane Rd., Charlotte 28262, Wachovia Bank \$208,000
12/13/13 Lorenzo & Monica McClain, 6238 Suntrace Way, Charlotte 28269, Wells Fargo Bank \$123,500
12/13/13 Jannie Miller, 1220 Hunter Forest Ct., Charlotte 28213, Wachovia Mortgage \$124,885
12/13/13 William & Lois Doster, 5711 Lambrook Ct., Charlotte 28269, Mortgage Lenders Network \$104,000

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Mooresville

11/22/13 June Hartness, 256 Greenbay Rd. 28117, Mooresville Savings Bank \$245,000
11/25/13 Sony & Jerry Moskel, 109 Middleton Pl. 28117, HomeServices Financial \$348,650
11/25/13 Michael & Suzanne Davis, 121D Morning Mist Ln. 28117, Countrywide Home Loans \$156,055
12/2/13 Julius Carpenter & Tracey Keller, 111 Springtime Ln. 28115, One Reverse Mortgage \$115,500
12/9/13 Stephanie & James Morgan, 141 Bluffton Rd. 28115, SunTrust Mortgage \$130,800

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NEW CORPORATIONS

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

Cabarrus County

11/27/13 Dogwood And Pines LLC, James O. Campbell, 800 Wilhelm Pl. NE, Concord
11/27/13 Taylor Signs By Design LLC, Sharon Taylor, 1551 Hwy. 49 S, Concord
12/2/13 Keyz Investment Group LLC, Ira Dallas Naylor Jr., 7761 Windsor Forest Pl., Harrisburg
12/2/13 McGee Brothers Automotive Inc, Joel Mcgee, 65 Roberta Rd., Concord
12/3/13 Cabarrus Medical Clinic PC, Amin Charania, 1000 Copperfield Blvd. Ste 124, Concord
12/3/13 Redman Painting Inc., Joseph D. Redman, 266 Lemon Tree Ln., Concord
12/3/13 RGE Access LLC, Derrick A. Faulk, 349-L Copperfield Blvd. #372, Concord
12/4/13 Alex & Mitch LLC, Dedric Alexander, 315 Perennial Dr. NW, Concord
12/4/13 Ballantyne Star LLC, Sukhchain Singh Jassal, 4107 Deerfield Dr. NW, Concord
12/4/13 Lamplighter Mobile Home Park LLC, David Manuel Kiser, 460 Concord Parkway N, Concord
12/5/13 Elite Tech LLC, Greg Patterson, 1806 Brantley Rd., Kannapolis
12/5/13 Green Nail Spa LLP, Thutrang Thi Vo, 20 Concord Commons Pl. SW, Concord
12/5/13 KECG Investments LLC, Kevin Franklin, 10140 Falling Leaf Dr. NW, Concord
12/9/13 Sigma Six Virtual Solutions LLC, Kizzy Burris Teasley, 618 Hydrangea Cir. NW, Concord
12/10/13 Diamond Vending LLC, Zachery Aaron Fisher, 3298 Westridge Ln. SW, Concord
12/10/13 Fenian Striking Systems LLC, Allen

See NEW CORPORATIONS, Page 22



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.



Bill Rinker
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ON THE RECORD

NEW CORPORATIONS

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Braddock, 302 Plaza Dr., Harrisburg
12/10/13 Whitcomb And Associates Inc., Michael Whitcomb, 7732 Woodmere Dr., Harrisburg
12/11/13 Jumping 4 Joy LLC, Michael Scott Houser, 3964 Hollows Glen Ct. SW, Concord
12/12/13 Carolina Totalcare P.A., Geoffrey A. Rose, 70 Lake Concord Rd. Ste A, Concord
12/12/13 Superior Components Supply Inc., Donna M. Gerlach, 629 Weyburn Dr., Concord
12/13/13 Podclay Automotive Inc., Ryan S. Barclay, 6096 Diamond Pl., Harrisburg 28075
12/15/13 Specialty Pepper Sauce LLC, Sheldon Boland, 326 Spring St. SW, Concord
12/16/13 South Atlantic Chemical Industries LLC, Jerry W. Spencer, 366 Eastover Dr. SE, Concord
12/17/13 Jam-Rizk LLC, Antoine Rizk, 1530 Tranquility Ave. NW, Concord
12/17/13 Yenrof Trucking LLC, Charles A. Forney, 4557 Darcy Ct., Concord
12/18/13 Kc Global Ventures LLC, Kelley Coulter, 490 Central Dr. NW, Concord
12/19/13 Jumpin' Fun LLC, Robert J. Bissonnette Jr., 8465 Mossey Cup Trail, Harrisburg
12/20/13 Kat Courier Inc., Adrian Givens, 1942 Woodstream Rd., Harrisburg
12/20/13 Marion Retail Jp LLC, John Van Der Poel, 2201 Trinity Church Rd., Concord
12/20/13 Marion Retail Kk LLC, Kirk Krull, 2201 Trinity Church Rd., Concord
12/20/13 Our Future Inc., Kimberly Bartnik, 113 Union St. N, Concord
12/20/13 Redfont Marketing Group LLC, James Edward Quick, 126 Spencer Ave. NW, Concord

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Mecklenburg County

12/4/13 Quantum Consultants LLC, Kashina Darden, 8529e Ashley Hill Ct., Charlotte 28262
12/4/13 Straight Line Tile LLC, Rhonda Wirth, 10015 Metromont Industrial Blvd. Ste B, Charlotte 28269
12/5/13 Brunson Holdings Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius
12/5/13 Care To Remember LLC, Lynn Young, 12111 Moonshadow Ln., Huntersville
12/5/13 Lady Q Designs Inc., Quiana Gee, 4432 Trillium Fields Dr., Charlotte 28269
12/6/13 Assurance Home Care Services LLC, Cecelia Donyen-Sekle, 301 Mccullough Dr. 4th Floor, Charlotte 28262
12/6/13 DMS Trade Services LLC, Willie Jefferson, 4528 Highcroft Ln., Charlotte 28269
12/6/13 Exquisite Conglomerate Communications LLC, Garland L. McLaughlin, 8618 Lake Pines Dr., Cornelius
12/9/13 ARGN Enterprises LLC, Gita Naik, 20936 Decora Dr., Cornelius
12/9/13 Bella Grace Florist Inc., Martin Hal-loran, 18525 Statesville Rd., Cornelius
12/9/13 Books By Beth LLC, Anne Beth Gibbs, 603 Lorimer Rd., Davidson
12/9/13 Ms Anne's Soul Stove Inc., J. Rob Jones, 6238 King George Dr., Charlotte 28213
12/9/13 Pan-Star Automotive Group Inc., Robert Mertens Starr Jr., 7630 N. Tryon St., Charlotte 28262
12/9/13 Pride Industries LLC, Billieanne Phillips, 20024 Mulberry St., Cornelius
12/9/13 Quevine LLC, Ross Helfer, 9923 Willow Leaf Ln., Cornelius
12/9/13 Sobos Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius
12/9/13 Think Well Counseling PLLC, Johnnie K. Little, 5736 N. Tryon S. Ste 131-C, Charlotte 28213
12/10/13 Friguglietti & Branham P.A., John M. Friguglietti Jr., 575 Davidson Gateway Dr. Ste 101, Davidson
12/10/13 Holistic Owl LLC, 12014 Cheviott Hill Ln., Charlotte 28213
12/10/13 Monica Mouer Counseling PA, Monica Lee Ann Mouer, 9914 Goose Landing Ln., Charlotte 28269
12/10/13 Opulence Unlimited LLC, Cynthia D. Meertens, 12404 Hampton Place Dr., Charlotte 28269
12/10/13 Vitality By Design LLC, Donna Rothman, 17115 Kenton Dr. Ste 203-A, Cornelius
12/10/13 Wrap It Up LLC, Katy Kilcrease, 6513 Harburn Forest Dr., Charlotte 28269
12/11/13 Alfonso's Construction Inc., Alfonso A. Villavicencio, 7541 Orr Rd., Charlotte 28213
12/11/13 MMG LP, Nelvin Modoor, 8819 University East Dr. Ste #205., Charlotte 28213
12/11/13 Nada Management Corp., Ali Ahmad Elzein, 4834 Palustric Ct., Charlotte 28269
12/11/13 Next Level Athletics LLC, John-David P. Vidal, 7410 Tupelo Ln., Charlotte 28269
12/11/13 Precious Hearts Childcare Staffing LLC, Patricia Barrett, 2506 Waters Vista Cir., Charlotte 28213
12/11/13 Primal Brewery LLC, Christopher W. Cook, 13539 Helen Benson Blvd., Davidson
12/16/13 Accustat Transcription LLC, Deborah Milcarek, 13951 Cinnabar Pl., Huntersville
12/16/13 Bella Vita Yoga LLC, Carrie Williams, 13648 Carleen Way Dr., Charlotte 28213
12/16/13 Bradford III Properties LLC, Cecil D. Bradford III, 14610 Huntersville-Concord Rd., Huntersville
12/16/13 LKN Technologies LLC, Robert B. Newkirk III, 19810 W. Catawba Ave. Ste E, Cornelius
12/16/13 Nucapital Financial Funding LLC,

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NEW CORPORATIONS

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Thomasine Harris, 10130 Mallard Creek Rd., Charlotte 28262
12/16/13 The Pearl Wedding And Events Center LLC, Armin Desch, 7745 Chaddsley Dr., Huntersville
12/16/13 Q Navigators LLC, Q Navigators LLC, 20706 Bethelwood Ln., Cornelius
12/16/13 VFD Inc., Virginia F. Dowd, 13210 Ballara Pl., Huntersville
12/17/13 Eepayrollservices LLC, William J. Staz, 19410 Jetton Rd. Ste 220, Cornelius
12/17/13 Estu Kayte Investment Holdings LLC, Stephen L. Flora, 19933 Callaway Hills Ln., Davidson
12/17/13 J Graves Trucking Inc., John R. Graves, 2107 Flint Glenn Ln., Charlotte 28262
12/17/13 Keselowski Motorsports LLC, Brian Keselowski, 10606 Huntersville Commons Dr. Apt. E, Huntersville
12/18/13 Baruta LLC, Guillermo Giulini, 1831 Lucas Ln., Charlotte 28213
12/18/13 Bruce Hamilton Consulting LLC, Bruce Hamilton, 18408 Peninsula Club Dr., Cornelius
12/18/13 Davidson Commercial Lending LLC, Jeff R. Davidson, 20460-3 Chartwell Center Dr., Cornelius
12/18/13 Music Apothecary LLC, Mary V. Smith, 10201 John Russell Rd., Charlotte 28213
12/19/13 Berwick Capital Inc., John F. Hanzel, 19425-G Liverpool Pkwy., Cornelius
12/19/13 Cornerstone Financial Realty Sc LLC, Robert B. Newkirk III, 19810 W. Catawba Ave. Ste E, Cornelius
12/19/13 Design Resource Center Inc., Robert B. Newkirk III, 19810 W. Catawba Ave. Ste E, Cornelius
12/19/13 Employee-EPS LLC, William J. Staz, 14530 Old Vermillion Dr., Huntersville
12/19/13 Jecha Networks Inc., Mahdi Chambers, 7507 Torphin Ct., Charlotte 28269
12/19/13 NLSTAZ-EPS LLC, Nancy L. Staz, 14530 Old Vermillion Dr., Huntersville
12/19/13 Rossi Deluca and Associates LLC, Reginald Hokes, 2320 Highland Park Dr., Charlotte 28269
12/20/13 Aekta LLC, Sanjay R. Patel, 13313 Broadwell Ct., Huntersville
12/20/13 Aquesta Premium Finance LLC, Denis Bilodeau, 19510 Jetton Rd., Cornelius
12/20/13 Brain Bay Inc., Roy Jannenga, 7718 Leisure Ln., Huntersville
12/20/13 C and B Newsome Properties LLC, Curtis W. Newsome, 4845 Johnston-Oehler Rd. Ste 100, Charlotte 28269
12/20/13 Corsam Investments Inc., Teresa Gardner-Turner, 3542 Talwyn Ct., Charlotte 28269
12/20/13 DCA Painting Inc., Oscar A. Moreno, 2101 David Earl Dr., Charlotte 28213
12/20/13 Glowjohfco Inc., John J. Markovics,

ON THE RECORD

22519 John Gamble Rd., Cornelius
12/20/13 Kuthan Enterprises Inc., Clarence Kuthan Jr., 16834 Statesville Rd., Huntersville
12/20/13 Ocean Lane Partners LLC, Joseph J. Estwanik, 20124 Bascom Ridge Dr., Cornelius
12/20/13 Olde Wagon Way LLC, Heather Helms, 19441 Davidson-Concord Rd., Davidson
12/20/13 R J Consulting LLC, Patrick J. Michalski, 21308 Carina Ln., Cornelius
12/20/13 Robinson Racing Team #66 LLC, Larry Johns, 20310 Chartwell Center Dr., Cornelius

More Mecklenburg New Corporations
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Mooresville

11/27/13 Creswell Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 Elizabeth City Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 Everetts Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 To Health Consulting LLC, Stacey L. Barger, 175 Ballycastle Rd.
11/27/13 Kelford Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 Leggett Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 Whitakers Solar LLC, Kenny Habul, 192 Raceway Dr.
11/27/13 Windsor 2 Solar LLC, Kenny Habul, 192 Raceway Dr.
12/2/13 Laurel Hill Investment Property LLC, Gina M. Cram, 210 Yeoman Ln.
12/3/13 S and Z Enterprises Inc., Hassan Nasim, 122 N. Wendover Trace Ave.
12/4/13 706 Performance LLC, Kevin Donaldson, 149 Welton Way
12/4/13 Cornerstone Building Two LLC, Brad R. Howard, 229 Medical Park Rd. Ste 201
12/4/13 Globale Products LLC, Pierre Moise, 140 Tennessee Cir.
12/4/13 The Kitch Enterprises Inc., Jose Chalita Bruzual, 191 Autry Ave.
12/5/13 6001 Ingleside LLC, Stephen T. Iuliano, 196 Yeoman Rd.
12/5/13 Detmer Metalshaping & Fabrication Inc., Damon D. Detmer, 168 Beracah Pl.
12/5/13 Gonzalez Construction Inc., Mario E. Gonzalez, 107 Eastridge Ln.
12/5/13 West Side Industries LLC, Kevin Donaldson, 149 Welton Way
12/6/13 Big Daddy's Properties LLC, Bryant Fred Lancaster, 1162 River Hwy.
12/6/13 Blueprints For Excellence LLC, Rose Hampton, 155 Alder Springs Ln.
12/6/13 The Real Restaurant Group LLC, Douglas N. Sheley, 131 Camforth Dr.
12/9/13 A1C LLC, Robin R. Huggins, 145 Bluewing Ln
12/9/13 Alexander Real Estate Appraisal Service Inc., John Alexander, 315 Bayberry Creek Cir.

12/9/13 Mvrb LLC, Mark Hoogendoorn, 120 Commercial Dr.
12/9/13 Solomon Company V LLC, Wayne Carlisle Walsh Parker Jr., 597 Presbyterian Rd.
12/9/13 Three Winters Productions LLC, Timothy Goff, 195 Mayfair Rd.
12/9/13 Tradewinds Optometric Group PLLC, Kendra Jo Hatfield, 594 River Hwy.
12/10/13 Bethel Pitt Road Solar LLC, Kenny Habul, 192 Raceway Dr.
12/10/13 J&A Innovations LLC, Allison W. Blair, 260 Knoxview Ln.
12/10/13 MTJ Aviation LLC, Jill Stierli, 156 Cayuga Dr.
12/11/13 Alcove Building III LLC, Brad R. Howard, 229 Medical Park Rd. Ste 201
12/11/13 Cloud Cover LLC, Diane Pfeil, 134 Wild Harbor Rd.
12/11/13 Lost Arts Carpentry Inc., Ray Stang, 335 Cross Meadow Ln.
12/11/13 Ronnie G. Davidson II D.M.D. And Jarrett M. Burr D.D.S. PLLC, Ronnie G. Davidson II, 134 N. Magnolia St.
12/16/13 Franklin-Whitley Group LLC, Robert Brian Marshall, 188 Lake Mist Dr.
12/17/13 Lake Norman Signature Swimming Pools and Patios LLC, Charles W. Goodin Jr., 915 River Hwy.
12/18/13 DC Products Lcc, Daniel L. Fohr, 126 Archbell Point Ln.

12/18/13 T&J Shuttle And Limousine LLC, Timothy A. Freeze, 151 Tommy's Ln.
12/18/13 Wave Studio Inc, Katherine Cavin, 269 Heritage Pl.
12/19/13 The Bracket Factory LLC, Stephen A. Leavitt, 137 Singleton Rd.
12/19/13 Elite Endurance Productions LLC, Avery Nelson, 209 Harbor Landing Dr.
12/19/13 Ernie & Hogan LLC, Angela J. Finkes, 164 Singleton Rd.
12/19/13 Henderson Racing LLC, William Henderson, 125 Manall Ct.
12/19/13 LSR Trucking LLC, Susan M. Reid, 153 Claire Ln. Apt. 201
12/19/13 One Source Wellness Center LLC, Christa Davenport, 116 Blackberry Ln.
12/20/13 Freedom Construction And Remodeling LLC, Todd E. Perry, 126 Clusters Cir.
12/20/13 Lucky 8 Aviation LLC, Robert J. McCreary, 110 Ventana Ct.
12/20/13 NR Mccourt Corp., Nicole Rochelle McCourt, 161 Gainswood Dr.

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HOT PROPERTIES



Cornelius waterfront: 8,100 sq. ft. for \$1.34 million

Cornelius
An 8,100-square-foot home at 17248 Connor Quay Court in Cornelius has sold for \$1.34 million after being listed for \$1.88 million. The house was one the market for 358 days. This Simonini-built home has a custom master closet, a bar, wine celler and humidor. Outside is a private, covered pier boat lift and great lake views. Dixie Dean of Allen

Tate Real Estate had both sides of the transaction.
...
A 5,505 square foot, 5 bedroom home with 4 and a half baths at 18930 N. Batties Ford Road in The Peninsula has sold for \$820,000 after originally being listed at \$875,000. A boat slip was included in the sale. The home has three levels with a second kitchen on the lake level. The main kitchen is completely updated with new counters appliances and cabinets. The listing agent was Lance Carlyle of Carlyle Properties. Lori Scherrman of First Priority Realty represented the buyers.
...

A 3,007-square-foot home at 7501 Norman Island Drive has sold in one day after being listed for \$850,000. The agreed-upon sales price of \$775,030 was reduced another 3 percent because the buyer was a Realtor and took no commission. The custom lake front home has three bedrooms and two baths with the master bedroom downstairs. It sits on a one-acre waterfront lot with 131 feet of shoreline and includes a pier, floating dock and boat slip extending

See HOT PROPERTIES, Page 25



Mooresville: 5,500 sq. ft. and four bedrooms has sold for \$950,000

HOT PROPERTIES



This 3,007 sq. ft. home on Norman Island Drive sold in one day for \$775,030

HOT PROPERTIES from page 24
from the large flat lot. The listing agent was Sherry K. Hickman of Ivester Jackson/Christie's International Real Estate. Realtor Carol Miller of Cottingham Chalk Hayes and her husband, Ray, bought the home.
...

A lakefront home at 19525 Tresia Lane in Cornelius' Shearwater Point has sold for \$1,070,000.
The waterfront home — with just over 4,000-square-feet of space — offers sunset views and a naturally sandy beach. Rick Knight of Wilkinson & Associates ERA was the listing agent. Sunny Yates with Keller-Williams Realty was the buyer's agent.
...

An 8,000-square-foot waterfront home at 18225 Capstan Greens Road in The Peninsula has sold for \$1,590,000. The home overlooks a cove and hole No. 7 at The Peninsula. The master bedroom, guest suite and sunroom are on the main level. The kitchen



Shearwater Point for \$1,070,000

has granite, new cabinets and a dumb-waiter. The property also has a boat lift, floating dock and pier. The listing agent was Dixie Dean of Allen Tate Realtors. Anita Sabates with Allen Tate Realtors represented the buyers.



Mooresville
A home at 149 Grand Bay Drive with more than 5,500-square-foot and four bedrooms has sold for \$950,000 after being listed for \$998,900.
The private, waterfront, Cape Cod-style home sits on just under two acres




The Peninsula: 8,000 sq. ft. with golf course views for \$1,590,000

with 454 feet of shoreline and has a 180 degree water view. A private pier and covered dock with boat and lift were included in the sale. A low country porch extends the entire length of house. The home also has in-ground irrigation and a three-car garage.
The listing agent was Mary Lou Haraburd of Lake Norman Realty. Geena Witt of GW Estates and Homes, Inc. represented the buyers.
...
A 9,800-square-foot French country

estate located on 3.10 acres at 1425 Teeter Farms Drive in the Teeter Farms gated community has sold for \$1 million after 32 days on the market. The property has a gourmet kitchen, a private pond and fountain and an eight-car garage, four of which are environmentally controlled. There is also an outdoor fireplace and in-ground pool. The listing agent was Lawrie Lawrence of Lawrie Lawrence Real Estate. Dixie Dean of Allen Tate Real Estate represented the buyers.



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OPINION

Expressing gratitude after five months in the hospital

I've always taken a certain amount of pride in how healthy I am. I should say "was," I suppose, since I spent July, August, September, October, November and half of December in the hospital.

Despite jogging and biking on a regular basis, avoiding carbohydrates, taking loads of vitamins and supplements, drinking alcohol in moderation and no smoking, I came down with pancreatitis brought on by gall stones on July 4 last year.

I writhed in pain on the way to the emergency room. I don't remember much about the next month, most of which I spent in Intensive Care. I missed Big Day at the Lake on July 20.

I received wonderful care, above and beyond the call of duty, at Huntersville Presbyterian and Presbyterian Main in Charlotte. I was in the Intensive Care Units of both hospitals for weeks at a time. My surgeon, Dr. Ike Bhasin, said my survival was seriously in question two or three times.

(If I had my 40s to do all over

again, I would have had my gall bladder removed pre-emptively to prevent gall stones.)

My nurses and CNAs were outstanding, not to mention physical therapists who got me walking again after five months spent mostly on my back. One of the charge nurses has called my wife to see how I'm doing back at home.

I remember my first steps with the help of a walker, a nurse and

two physical therapists. I walked 26 steps in total, followed by a variety of medical equipment on wheels. I had lost much of my muscle tone.

I received more than 100 get well cards in the mail — too many to respond to. Interestingly enough, no two are alike, which is hard for me to comprehend when e-mails seem to have taken over our world. The cards from news sources, public officials, reporters and customers were enormous morale-boosters. All are incredible friends.

Many prayed for me, my wife, Tracy, and the medical staff. Others called or texted Tracy with encouragement and offers

to help. We felt wrapped in the comfort of that outpouring.

Plenty of visitors helped change the routine of endless days in the hospital for me, mostly spent waiting for another medical procedure, test or a cup of chicken broth. I shed tears of joy when friends came to visit.

Tracy held down the fort at home, maintained her own job — her bosses at the Charlotte Observer were incredibly understanding of our changed circumstances — and was at the hospital with me every day in Charlotte or Huntersville.

Friends also helped with big projects around the house, like removing leaves from the roof, power-washing the house, putting a heater in the boat's engine compartment.

I've always been a little bit of a lone ranger who likes to help others. The tables being turned on me was a good and humbling life lesson.

I'm eternally grateful for all the people who communicated with me while I was down and out, visited, sent cards and lent me a helping hand when I needed it. You made a difference for sure.

Here's wishing you a happy and healthy New Year!



Editor's Notebook

DAVE YOCHUM

Book Review: 'Big Data'

Professor Viktor Mayer-Schönberger and Economist data editor Kenneth Cukier make sweeping claims about big data. The authors describe a tidal wave of data that evokes crucial economic, medical and even philosophical questions. This book is so enthusiastic that you might need to take some of the claims with a grain of salt. That said, the pages crackle with energy and describe implications for everyone and every business. If only a tenth of what the authors claim is true, they are describing a fundamental change in the world — and they underscore the fact that this is only the beginning of the big data revolution. getAbstract recom-

getabstract
compressed knowledge

mends this futurist manifesto to those interested in how technology changes society, in cyberculture or intellectual history, and to those who must deal, one way or another, with big data.

Viktor Mayer-Schönberger, Kenneth Cukier. Big Data: A Revolution That Will Transform How We Live, Work, and Think. Houghton Mifflin Harcourt, 2013. 256 pages. ISBN-13: 9780544002692.

— Provided by www.getabstract.com



Business Today

Editor

Dave Yochum
nebiztoday@gmail.com

Sales & Marketing Director

Gail Williams
gail.todaypubs@gmail.com

Cabarrus Market Director

Sara Foley, sara.todaypubs@gmail.com

Operations / Creative Director

Nelson Bynum,
nelsonbynum@gmail.com

Contributing Writers

Cheryl Kane, Sherre DeMao
Dave Friedman,
Dave Vieser

Phone 704-895-1335

Email businesstodaync@gmail.com

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