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BLOC

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The Business Leaders of Charlotte (BLOC) will host BLOCtoberfest V, presented by SunTrust, on Saturday, October 1, 2011 at the EpiCentre in Uptown from 5-10 PM. BLOCtoberfest is a charity event & live music festival and has been voted Best Music Festival by the Charlotte Music Awards. This year's event features Charity Case and will also have performances by The Local Traumatic, Phase 2 and Colby Sherwood Bell. Monies raised from this event will benefit two local non-profit organizations, Ace & TJ's Grin Kids and Shelter Health Services.

"We have already sold out our top sponsor levels and are on track to have one of our biggest event fundraisers yet!" says Anna Smith, BLOC member & marketing chair for the event. "Every year we benefit local non-profits and help our community and we are really excited about our benefactors this year." Tickets will be available online at www.EZ-Tixx.com, www.businessleadersofcharlotte.com and presale parties for \$15 or you can get 4 for \$50 special package prior to September 30th. Tickets will also be available at the entrance the day of the event for \$20 per person starting at 4:30 PM and attendance is anticipated to be over 800.

Brought to you by:



Event Sponsor:



Ace & TJ's Grin Kids is a non-profit 501(c)3 charity, created by morning show personalities Ace & TJ in Charlotte, North Carolina in January of 2000 and is designed to enhance the lives of children in our listening areas who are terminally ill and chronically handicapped, ages five through twelve, by taking them to Disneyworld with their entire family. Each year, Ace & TJ's Grin Kids charters a 737 to take these children, with their sibling, parents, and health care workers to Disneyworld in Florida. Because of their special needs and financial strain, this is an experience that many of these children and families would not be able to know without the help of Ace & TJ's Grin Kids. To learn more, visit them online at www.grinkids.org.

Shelter Health Services mission is to remove health issues from becoming barriers to self-sufficiency by providing free healthcare and health education to homeless women and children in Mecklenburg County. Becoming self-sufficient by finding a job, affordable housing and becoming a part of the community is the most effective way out of homelessness. But unattended health issues can cause and will prolong homelessness. To learn more, visit them online at www.shelterhealthservices.com.



MESSAGE FROM THE PRESIDENT

BY H. SCOTT DONAGHY

"My name is Scott Donaghy and I am proud to be the president of the Business Leaders of Charlotte". For seven years I have had the privilege of occasionally sharing those words at BLOC social events. The key word in that phrase is "proud". I have always felt pride to be associated with BLOC and the people it represents.

In January Michael Barnes will begin his two year team as the president of BLOC. I am certain he will do a terrific job and I am looking forward to supporting him as well as all the BLOC directors.

The timing of my departure is perfect. We now have in place strong leaders throughout the BLOC Board as well as through the entire organization. We have an administrative assistant that is fully familiar with organizational protocol. Also in place are policies and procedures related to leadership, duties and leadership transition. Finally, we have formally transitioned the organization to be a non-profit which should be in place by year's end.

I have been given a great deal of credit over the years for BLOC's growth and impact. While I will agree I have

worked a great deal to establish our place in the Charlotte community, the truth is I have gotten back as much as I have given. I have permanent friendships, clients and vendors that I would have only met through BLOC.

In closing I want to thank all the extremely talented folks that have served with me on the Executive Board over the years. I will not list everyone because literally there have been dozens of folks and I do not want to risk forgetting someone. But I genuinely mean it when I say I appreciate all of you making BLOC a priority in your lives.

The Business Leaders of Charlotte is a special group that truly does build business by building strong relationships. I thank you all for the opportunity to have been your "proud" president since 2004.

Your friend,
Scott Donaghy



H. Scott Donaghy,
BLOC President

"The Many Benefits of In-Home Pet Sitting"

BY Laura Sanchez, In Good Company Pet Sitting & Dog Walking

With summer ending and the start of a brand new school year, it is safe to say the holiday season is right around-the-corner. Many pet owners will soon be making travel plans, some faced with the dilemma of finding reliable, trustworthy pet care. Many pet owners will choose boarding or the help of a neighbor or friend but there is another option that reaps valuable benefits for both pets and their owners –in-home pet sitting.

In-home pet sitting is a service provided in the pet owner's own home. Depending on the type pet, one or more visits per day can be requested to carry out specific pet care needs outlined by the pet owner. It is the ideal solution when unfamiliar environments prove to be too stressful for a pet or when factors such as age or medical conditions make transportation to other locations difficult. It also gives pet owners an option other than possibly imposing on family, friends and neighbors. In-home pet sitting is a professional service, not a "favor" you have to ask of others; a situation most of us would like to avoid.

Other benefits to consider:

- Your pet will receive one-on-one individual loving attention.
- Normal daily feeding and exercise routines can be maintained.
- Medication schedules can be maintained (which may include injections).
- No risk of exposing your pet to other, possible sick, animals.
- Professional pet sitters can recognize and properly handle emergency situations with your pet.
- Confidence your home is secure while you are away – pet sitters help in giving your home the "lived in" look (e.g., bring in trash/mail, turn lights on/off, etc).

Helpful Tip: Most professional pet sitting companies offer a free "meet and greet" in-home consultation. Take advantage of the opportunity. It is the best way to find the perfect "fit" for both you and your pet.

If you have upcoming pet sitting needs due to travel or dog walking needs because of long work hours, please call Laura Sanchez with In Good Company Pet Sitting & Dog Walking at (704) 968-4348 or visit us at www.igcpetsit.com.

BLOC BOARD & BLOC CHAPTER LEADERSHIP

President: Scott Donaghy

VP: Michael Barnes

Co-Dir BLOC-B: Stacie Pinnavaia

Co-Dir BLOC-B: Jon Massachi

Co-Dir BLOC-M: Pam Decker

Co-Dir BLOC-M: Myra McNeely

Co-Dir BLOC-N: Liana Matheney

Co-Dir BLOC-N: Eric Beyer

Co-Dir BLOC-U: Ryan Donaghy

Co-Dir BLOC-U: Justin Lowenberger

Co-Dir BLOC-S: Eddie Brown

Co-Dir BLOC-S: Julie Taché

Treasurer: Myra McNeely



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ADD THESE DATES TO YOUR CALENDAR!

BLOC-SouthPark	2nd Tuesday of each month
BLOC-Ballantyne	2nd Wednesday of each month
BLOC-Uptown	2nd Thursday of each month
BLOC-Matthews	2nd Thursday of each month
BLOC-North	2nd Friday of each month

Sept 20 Tuesday Topics Event
Sept 28 After Hours Event

Oct 1 BLOctoberfest V
Oct 18 Tuesday Topics Event
Oct 26 After Hours Event

Nov 15 Tuesday Topics Event
Nov 30 After Hours Event

Dec 3 BLOC-n-Bowl Charity Event
Dec 20 Tuesday Topics Event

There will be no After Hours Event in December

ASK THE EXPERT - Q&A: JOHN MASSACHI, MORTGAGE ADVISOR BRANCH BANK AND TRUST

Question: Is it worth refinancing right now?

Answer: That is a very subjective question. A lot of people talk about the "one percent" rule. I disagree with it. Every mortgage scenario is very different from the next one and to have a "rule" is saying that a million dollar mortgage is the same as a \$30,000 mortgage. Right now, I say if your rate is over 5%, it is worth having a conversation with a mortgage professional to see if it will save money to refinance. If it is less than 5%, it could still be worth asking about.

Question: Do I need money down to buy a house and can I even get a mortgage?

Answer: Most mortgage products these days require some sort of money down. There are a few that do not but they have very specific qualifiers. The media says that no one is lending money, that is simply not true. It may take more documentation or there may be more specific qualifiers for certain mortgages, but there is and always has been money available to borrow to those that qualify.

Question: Is getting an ARM (adjustable rate mortgage) safe?

Answer: Again, this is a very subjective question. There are many scenarios where the use of an ARM is a great tool. What people don't realize a lot of the time is that ARMs start with a fixed rate and they have caps on them. For example, if you are planning on living in your house for 8 years, a 10 year ARM may be the perfect mortgage for you.

If anyone you a specific mortgage question please feel free to call me or send me an email.

GET 2KNOW BLOC MEMBER: Michael Barnes

BLOC Member Since:

April 2007

Nickname:

Too many to list, but my favorite one is: BEANS or STEVE

Always Wanted To Be:

Truck Driver (seriously)

Education/Background:

B.S. of Parks and Rec from NC State Dec. 1997; B.A. of Earth Science from UNC-C 2001

Hobbies:

Listening to live music and doing anything outdoors; especially hiking, camping and canoeing

Favorite TV Show:

Deadliest Catch; HBO Shows

Big News:

Cooper, my son, was born 2011; Recently elected to BLOC President in 2012; Appointed to Charlotte Chamber Executive Committee as the Chapter Liaison.

Favorite Quote:

"Time flies like the wind, Fruit flies like bananas" - Anonymous

Favorite BLOC Moments:

Winning the BLOC MEMBER of the Year 2008-2009; The moment that I "got it" and that BLOC was where I needed to be.

MEMBER AWARDS & RECOGNITION AROUND THE BLOC JULY 2011 - September 2011

BLOC-Matthews Member Jonathan Malone, of GCG Wealth Management, qualified for the industry's Million Dollar Round Table (MDRT) in 2010. MDRT is the Premier Association of Financial Advisors, made up of 32,000 of the world's best life insurance and financial services professionals from 81 nations and territories.

BLOC-Uptown member Craig Dunn, with Carolina Office Solutions, has been named to the EO (Entrepreneurs' Organization) Charlotte Chapter Board of Directors for the 4th straight year. Serving in the past as President (2009-2010), Dunn will serve the 2011-2012 year as Integration Chair (assisting the on boarding process of new members). EO is an international organization with close to 8,000 members; Charlotte's Chapter having a membership of 60+. The organization is a member run entity with the main purpose of "Building the Better Entrepreneur".

BLOC-Matthews Associate Member, Lynda Kuehni, Editor of All About Seniors, will be participating in the

24 Hours of Booty and the Walk to End Alzheimer's fundraising events. Please consider making a tax deductible donation for these worthy charities at: <http://www.24hoursofbooty.org> and/or <http://walktoendalz.kintera.org/rockhill/lyndakuehni>.

BLOC-Ballantyne member Rhonda York, Managing Partner of TeamWide Solutions and was the guest speaker for the annual conference of the Association of Women in Sports Media. Rhonda shared with the audience strategic steps for a successful job search and personal branding for career growth.

BLOC-Ballantyne member Amanda Schüss with Ballantyne Business Center was selected as an Industry Captain to present at the Office Business Center Association of New York's 6th Annual Conference. Amanda presented information for the Local Member Network she Chairs in the Carolinas as well as collaborated with other industry leaders regarding how to create a ranking system for OBC's (Office Business Centers)

similar to Mobile star rating for restaurants. On a side note Amanda also was the chosen to be the hostess for the game show "American High Hospitality Idol" at the conclusion of the conference and she wore an evening gown and pretended to be a brunette version of Vanna White.

BLOC-Uptown member Laura Murphy and BLOC-SouthPark member Becca Bazzle, with Essential Therapy are sponsoring Donald Haack Diamonds & Fine Gems for the 10th annual 24 Hours of Booty presented by Levine Cancer Institutes being held on July 29 & 30th in Meyers park. Their 30 member team is also sponsored by Vision Electric, Duke Energy and Weldon Electric. This year marks the fourth year they'll be riding to help stop cancer in its tracks as well as the fourth annual "Booty Charm" created by master craftsman, Russell McKenzie. See www.donaldhaack.com for more details on the booty charm.

BLOC-South Park member Sodoma Law, P.C. is excited to announce the beginning of its Estate Planning Practice Group with the

addition of attorney Larissa Stein. The firm is now able to provide clients with more full-service counsel for all of their family's needs. For more information, see our website www.sodomalaw.com.

BLOC-Ballantyne co-director, Jon Massachi, Mortgage Loan Officer at BB&T would like to announce his promotion to Assistant Vice President at BB&T. Jon has been with BB&T for four years now and wants to take a look at your mortgage today! BB&T- Best Bank in Town since 1872.

BLOC-Uptown member Scott Donaghy is happy to welcome Joe Miller to his Bestintech team of certified network engineers that serve as outsourced IT to local businesses. Joe is experienced in the area of workstation support of all models. Joe is also proficient as a Mac support person and can assist folks that use Apple products in a Windows business world. For more questions on how Scott, Joe or Bestintech can help you or your company please send a note to sdonaghy@bestintech.net

MEMBER AWARDS & RECOGNITION AROUND THE BLOC JULY 2011 - September 2011

BLOC-Uptown member Dr. Bradford Picot of SouthEnd Dentistry has been invited to speak at the National Dental Association annual meeting in Baltimore, MD on July 23, 2011. He will be presenting "Starting From Scratch: You Can Do It!" This will serve as a guide for fellow dentists who would like to start their practices instead of buying into existing ones.

BLOC-Matthews member Trent Grissom serves on the Board of Directors at the Matthews Help Center. The Matthews Help Center is a non-profit that offers crisis assistance to those in need in the Matthews area. The Help Center is hosting its first annual charity golf event on September 27, 2011 at Olde Sycamore Golf Plantation. There are still openings for players and sponsorships for any interested BLOC members. If anyone is interested, please contact Trent Grissom at 704-844-1400 or tgrissom@wbbatty.com.

BLOC-North member, Denise Cagan with DiCi Services, is participating with this year's Muscular Dystrophy Association Lock Up at The Vue on August 24th. The event is open to the public and is a

fun way to raise funds for Jerry's Kids. DiCi Services operates on a give back to the community philosophy. Earlier this year employees, Deanne Fornah and Amy Muir (BLOC-Matthews member) participated along with Denise in the Avon Walk Against Domestic Violence, and Denise participated in the Water for People 5K.

BLOC-Ballantyne member Amanda Schüss with Ballantyne Business Center just held a huge fundraiser for a local non-profit called 'Classroom Central' which provides schools supplies for teachers throughout the year free of charge. Our biggest push is to collect over 15,000 packs of markers within a week from our entire Ballantyne Corporate Park. To raise excitement I was volunteered (notice... I WAS volunteered) to challenge our parent company Bissell Company if they collected 1000+ packs of markers I would wear a University of Florida shirt for an entire workday. Now, this doesn't seem to be a big deal for most people but I'm a HUGE University of Georgia fan and I despise the Florida Gators. So...it's a very big deal and I will need to keep it a secret from

my family. J So, of course we exceeded our goal and Amanda was FORCED to wear a hideous University of Florida shirt the entire day on August 3rd.

BLOC-Matthews members Larry & Patti Clark, with Larry A. Clark, CPA, have expanded their practice to include part-time Controller/CFO positions for businesses that don't need or can't afford someone in that position full-time. Services include assisting the management team in understanding and interpreting the financial statements, reconciliation of bank and other accounts, review of operating and other costs/efficiency, etc. They are also assisting several not-for-profits (including Beards Because and Charlotte Run for Peace) in the preparation of their Tax Returns – Forms 990.

BLOC-Ballantyne member Loretta Cozart is proud to announce that CC Communications, Inc. tops the list of Largest Area Web Design Companies published in the August 19th issue of The Charlotte Business Journal. List results are based on the number of websites designed locally in 2010.

CC Communications has earned the top spot on this notable area list for two consecutive years, and three out of the last five years. CC Communications produces websites, portals and landing pages for objectives such as advertising, corporate branding, customer service, intranet and extranet applications, email marketing and other purposes.

BLOC-Matthews co-director, Pam Decker with SunTrust Bank would like to announce that two years ago, as part of the Play to Win program, SunTrust set an aggressive goal to become an industry leader in client loyalty by the end of 2012. Thanks to the hard work and focus of our teammates, SunTrust now scores the highest in client loyalty against competitors in our footprint – and a full year before the target date. Also, in a challenging economic environment, SunTrust continues to support the businesses and communities it serves by addressing the need for small business loans through the SBA. SunTrust has increased their activity. As noted in the New York Times, SunTrust posted the biggest growth in 7(a) loans – the flagship lending program of the SBA.

MEMBER AWARDS & RECOGNITION AROUND THE BLOC JULY 2011 - September 2011

BLOC – Southpark member Court Creeden, with Parent Financial, was recently featured in an article in the Dow Jones. This piece was written about Court who founded Parent Financial which is an affiliate of HF Financial. While Parent Financial helps parents that have children of all ages, the Dow Jones was particularly interested in the work Court is doing with new parents in the Charlotte community. The full article can be read here: [Dow Jones Article](#)

BLOC Southpark member Brian Boswell, CPA PLLC has recently moved to into their expanded offices at 7400 Carmel Executive Park, Suite 212, Charlotte, NC 28226. Brian has hired four people in the past year to keep pace with the growth.

BLOC - Matthews member David Feldman, Business Coach with AdvCoach, is supporting Second Chance Boutique (SCB) by Turning Point with pro-bono coaching services including completion of a strategic plan and a wide range of other coaching services. They are working on expansion planning, sales management systems, tactical marketing,

time management, operations and training; and identifying key performance indicators as well as many other facets of the business. SCB is an upscale “thrift” boutique located at 2447 Old Charlotte Highway in Monroe and 100% of it’s proceeds go to benefit Turning Point, a shelter in Union County, for battered woman and children. Please, visit the store!

BLOC-Uptown member Scott Donaghy is proud to share the addition of Joe Miller to the team of certified engineers at Bestintech. Joe’s official start date was August 22nd. Joe is skilled in LAN desktop PC support and is also fully capable to support Mac’s. To find out more about Bestintech please go to www.bestintech.net or call Scott at 704.540.6965.

Hatcher Law Group was awarded the Outstanding Small Firm Award for their pro bono work on domestic violence cases by the Mecklenburg County Bar Association. The attorneys of Hatcher Law Group have provided more than 125 hours of pro bono work in 2010. The award recognizes

the extraordinary efforts of Mecklenburg County lawyers who have contributed a significant amount of time and energy towards pro bono work. The firm was recognized for its “commitment to assisting the victims of domestic violence in Mecklenburg County”, as well as exemplifying the “status of attorneys as ‘public citizen[s] having special responsibility for the quality of justice’”. BLOC Members of Hatcher Law Group include Greg Hatcher (U), Paul DeJesse, Jr. (B), Kate Miller (N), Carson Beckham (U), Courtney Hamer (U), and Christine Schwartz (N).