



Member to Member

Creating Business through Relationships

Participating Members

**Please click on the company and classification below that you would like more information on. You will be taken directly to their company biography.*

Classification	Company	Member Contact
Advertising & Marketing Services	Professional Consultant Group	Debbie Williams
Cleaning- Carpet/Upholstery	Stanley Steemer	Jeff Bratschie
Financial Planning- Corporate	SouthMark Consulting, LLC	Alex Shumate
Flooring	Stanley Steemer	Jeff Bratschie
Freight Transportation/Delivery	Custom Logistics	Tracy King
General Contractor- Commercial	Cummings Construction Corporation	Ken Faberman
General Contractor- Residential	Benham Builders	Jim Benham
Information Technology	Andiaz Group, LLC	Bruce Anderson
Insurance- Commercial	RDR Insurance Service, Inc.	Ralph Royster
Insurance- Health/Wealth/Corp.	Craford Benefits Consulting	Ed Capps
Insurance- Life, DI, LTC	Hinrichs Flanagan Financial	Keith Kiser
Landscaping	Outdoor Lighting Perspectives	Ken Brantley
Printing	Duncan Parnell, Inc.	Vicki Hafele
Realtor/Broker- Commercial	Alliance Commercial Real Estate Services, LLC	Lamarr Phillips
Realtor/Broker- Residential	Allen Tate Company	Jean Benham
Real Estate- Land Investments	Robert Pittenger Company	James Broyhill & Steve Mendieta
Security Systems	ASSA ABLOY Door Security Solutions	Mark Franchik
Technology Network Marketing	Fortun Hi-Tech Marketing	Debbie Williams





Member to Member

Creating Business through Relationships

Professional Consultant Group

Advertising & Marketing Services

Debbie Williams

Company Biography

Coming Soon!

Ideal Client

Coming Soon!





Member to Member

Creating Business through Relationships

Stanley Steemer

**Cleaning- Carpet/Upholstery
Flooring**

Jeff Bratschie

(704) 357-1700

1519 Cross Beam Drive Charlotte, NC 28217

www.stanleysteemer.com

Company Biography

As part of the Stanley Steemer International organization, the Charlotte franchise was established by Steve Rohletter in 1977.

Stanley Steemer provides carpet, upholstery, tile & grout and leather cleaning for residential and commercial customers in the greater Charlotte area. Additionally, we sell carpet, hardwood, laminate and vinyl floor coverings. We also provide emergency water extraction services.

We are one of the Top Ten Franchises within the Stanley Steemer system and presently have 25 cleaning trucks and over 75 employees. We believe that quality people, quality service and quality equipment contribute to our reputation as the most successful carpet and upholstery cleaning company in the United States.

Our goal is to provide the finest quality carpet, upholstery, tile & grout and leather cleaning services and products to our customers and to do this more efficiently and economically than our competitors. By exceeding our customers' expectations, we hope they will continue to do business with us and will recommend us to others.

Ideal Client

Any individual or business that has a need for carpet, upholstery, tile & grout or leather cleaning. Those seeking new or replacement floor covering.





Member to Member

Creating Business through Relationships

SouthMark Consulting, LLC

Financial Planning- Corporate

Alex Shumate

(704) 341-6156

11520 North Community House Road, Suite 125, Charlotte, NC 28277

Company Biography

Alex Shumate is the founder and owner of Southmark Consulting, LLC. He entered the financial services business after his own families' business was sold. The business was sold without a great deal of thought or planning. He realized that better results could have been attained with proper planning.

Alex has worked with business owners doing estate, business continuation and exit planning for over 29 years. He started Southmark Consulting, LLC over 9 years ago with a vision of helping successful business owners achieve the financial freedom that they have worked so hard to create.

Exit planning is a process that determines and answers all of the tax, business succession, estate, legal, and retirement income issues involved in selling or transferring a privately held business. Implementing a comprehensive process like this substantially increases the likelihood that owners will achieve all of their personal, business and financial goals when they exit.

Ideal Client

Southmark Consulting, LLC's ideal client is a successful closely held business owner. The owner might have a desire to keep the business in the family or to sell the business.





Member to Member

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Custom Logistics

Freight Transportation/Delivery

Tracy King

tking@customlogistics.com

(704) 866-8242

4235 South Stream Blvd, Suite 180 Charlotte, NC 28217

www.customlogistics.com

Company Biography

Coming Soon!

Ideal Client

Coming Soon!





Member to Member

Creating Business through Relationships

Cummings Construction Corporation

General Contractor - Commercial

Ken Faberman

k.faberman@att.net

(704) 634-3169

PO Box 692, Matthews, NC 28106

www.cummingsconst.com

Company Biography

Cummings Construction Corporation is a design/build, commercial general contractor specializing in multiple types of commercial and industrial construction. Projects include office, retail, medical, warehouse, industrial and child development/recreational buildings.

Our expertise includes preliminary design, project analysis, site development, new construction, interior upfit and renovation. The Cummings collaborative approach with the owner, architect and engineers generates success in a competitive environment.

Mike Cummings, founder and president, has more than 30 years experience in the commercial construction industry. Established in 1995, Cummings Construction Corporation holds unlimited general contracting licenses in both North and South Carolina. Each project manager, superintendent and employee takes personal pride in every project. We have successfully completed more than 300 projects in and around Charlotte and the Piedmont region.

We pride ourselves in building long-lasting relationships; 85 percent of our work is repeat and referral business. Working hard to understand the client expectations and needs, we achieve the quality and value they deserve. Cummings believes each team member works to ensure mutual success.

Ideal Client

Cummings Construction Corporation's ideal client is a developer or business that has potential for multiple locations or projects. Their need is commercial or industrial low-rise buildings. They should be reasonably experienced and educated with commercial construction.



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Member to Member

Creating Business through Relationships

Benham Builders

General Contractor- Residential

Jim Benham

jfb@benhambuilders.com

(704) 847-3900

<http://www.benhambuilders.com>

Company Biography

Benham Builders has been in business since 1983. We specialize in very high quality new home construction, remodeling, and outdoor living. We have a number of clients here in Piper Glen, both in remodeled and in new homes. Our services include design and complete project management.

We currently have two building lots available in the Whitegate subdivision on Pineville Matthews Road across from Calvary Church. We built one custom home in Whitegate in 2008 for a previous Piper Glen resident. Also currently under construction is a custom home located at 6900 Shinnecock Hill in the Estates Section of Piper Glen, and a stucco replacement and terrace addition on Glynmoor Lakes Drive in the Glynmoor Lakes Section.

Ideal Client

Our ideal client is in the market for a very high quality new custom home on our lot or theirs; or is looking to remodel their existing home with an addition, renovation of existing space, and/or new kitchen and baths or outdoor living.





Member to Member

Creating Business through Relationships

Andiaz Group, LLC
Information Technology

Bruce Anderson

Company Biography

Coming Soon!

Ideal Client

Coming Soon!





Member to Member

Creating Business through Relationships

RDR Insurance Service, Inc.

Insurance- Commercial

Ralph D. Royster, CIC, CPIA, IIM

rroyster@rdrins.com

Local: (704) 553-1617

Toll Free: (800) 561-1115

Cell: (704) 572-2178

5960 Fairview Road, Suite 100 Charlotte, NC 28210

Company Biography

RDR Insurance is a national family owned Property Casualty Insurance business. Our corporate office is located in Charlotte, but our agency is licensed in over forty states. We provide a broad range of insurance products for any potential client's needs. We provide primary auto, general liability, physical damage, inland marine, umbrella, director's and officer's, employee practice liability, workers compensation, pollution, bonds and many more. We have a Certified Risk Manager on staff as well as a Surplus Lines agent. Our group of professionals can analyze a company's needs and tailor a program that can provide broad coverage. Our strength is our commitment to service. We also provide special programs for groups.

Ideal Client

Any business of any size in any state is a candidate. Insurance is needed by all businesses, and certain insurance products are state and federally mandated. Therefore we can assist our client with one product, or several products, depending on their needs.



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Member to Member

Creating Business through Relationships

Craford Benefits Consulting

Insurance- Health/Wealth/Corp.

Ed Capps

ecapps@craford.com

(704) 643-0104

6100 Fairview Rd. Suite 355, Charlotte, NC 28210

www.craford.com

Company Biography

Craford Benefit Consultants is a privately held company with offices in San Rafael, California; Portland, Oregon; and Charlotte, North Carolina. Craford offers a complete menu of benefits and human capital consulting management services, technology solutions and services, and benefit administration.

Craford has over 140 clients in multiple industry sectors including high technology, government services, hospitality, retail, manufacturing, distribution and financial services. Our expertise is in helping clients solve highly complex business problems through the design and implementation of strategic employee benefit programs.

Ideal Client

Businesses with between 100 and 1500 employees looking for a strategic partner and trusted advisor to design and implement competitive and cost effective employee benefit programs for their employees.



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Member to Member

Creating Business through Relationships

Hinrichs Flanagan Financial

Insurance- Life/DI/LTC

Keith Kiser

Company Biography

Coming Soon!

Ideal Client

Coming Soon!





Member to Member

Creating Business through Relationships

Outdoor Lighting Perspectives

Landscaping

Ken Brantley

charlotte@outdoorlights.com

(704) 363-5587

Company Biography

Outdoor Lighting Perspectives is the largest franchise of outdoor lighting systems in the U.S. We are comprised of 80+ locations specializing in landscape and architectural lighting for residential and light commercial applications. We design, install and service low voltage landscape lighting systems using proprietary products manufactured for OLP franchisees only. The lighting system is designed with the client's input by offering a nighttime demonstration. This process involves setting up a temporary lighting system on the house or landscaping to depict the permanent lighting design; it allows you to see before you buy.

Outdoor Lighting Perspective has developed an excellent reputation in the marketplace with clients, builders, landscape architects, landscapers, pool builders, realtors and other professionals in the trade. Our design concept: "we are concentrating on the effect of the lighting, not the fixtures". In most cases, less is best.

Ideal Client

Residential Products:

Our target clients are homeowners in the greater Charlotte area with home values of \$600,000 +. The typical OLP client is a professional interested in enhancing the nighttime appearance of their home for beauty, safety or security reasons. The average investment is \$3000-\$5000. The client should have a genuine interest in quality products, attention to details and exceptional client services.

Commercial Products:

Our target clients for the commercial product are commercial developers, commercial builders, commercial electricians and other related commercial trade partners. Our products are commonly used in strip malls or free standing buildings requiring post lamps, bollards, floods and spots.



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Member to Member

Creating Business through Relationships

Duncan-Parnell, Inc.

Printing / Sign Co

Vicki Hafele

vickih@duncan-parnell.com

(704) 372-7766

900 South McDowell St., Charlotte, 28204

www.duncan-parnell.com

Company Biography

In 1946 Duncan-Parnell started as a Blue Printing company, and since that time has provided innovative solutions that have helped shape the evolution of our core markets – architecture, engineering, surveying, construction & graphic design. Duncan-Parnell is a family owned business with 14 locations in 3 states. We strive to provide knowledgeable advice, friendly service, and outstanding value for your money. Some of our primary offerings include:

- Quality Reprographics / Small Format Printing / Scanning & Cad Conversions / Cad Output Plotting / Electronic Document Management
- Full Color Services including presentation graphics, signs, banners, posters, color laser copies, & color scanning
- In House Wide Format Printing Solutions from Xerox, Ricoh, HP and Canon
- Supplies & Drafting Furniture
- Surveying & Mapping Solutions

Ideal Client

Any architect, design/graphic professional, engineer, contractor or surveyor requiring services, products, or solutions to enhance, grow or carry out their business.



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Creating Business through Relationships

Alliance Commercial Real Estate Services, LLC
Realtor/Broker- Commercial

Lamar Phillips

Company Biography

Coming Soon!

Ideal Client

Coming Soon!



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Member to Member

Creating Business through Relationships

Allen Tate Company

Realtor/Broker- Residential

Jean Benham

Jean.Benham@allentate.com

(704) 602-7605

13526 Johnston Road, Charlotte, NC 28277

www.allentate.com/jeanbenham & www.JeanBenham.com

Company Biography

I have been a Realtor in Charlotte since 1996, a resident of Piper Glen Country Club since 1994 and the #1 Agent in Piper Glen for 10 consecutive years. In the past 10 years I have participated in selling over 160 homes in our community. In 2008, I was recognized as the Top Producer for the Allen Tate Company, companywide. Nationally, Allen Tate Company is recognized in the top 10 Brokers in the US, with 35 offices in the Carolinas.

Ideal Client

Buyer or Seller who is interested in South Charlotte and Union County.





Member to Member

Creating Business through Relationships

Robert Pittenger Company

Real Estate- Land Investments

James Broyhill & Steve Mendieta

jb@pittengercompany.com & sm@pittengercompany.com

(704) 365-0065

www.pittengercompany.com

Company Biography

Through a proven strategy of acquiring property in the Southeastern United States, where the potential for development has been clearly demonstrated, RPC offers exceptional land purchasing opportunities to its investors. For more than 20 years, RPC has researched, evaluated and purchased undeveloped land in the path of urban growth areas. RPC never develops the land; it is strictly held for appreciation and then sold.

Since 1989, our investor partners have purchased 45 properties with capital contributions in excess of \$200 million. The average, compounded rate of return has been 19.7%. Investors purchase land directly through an LLC – this is not a fund. We are all equity and no debt. No investor has ever lost money with RPC. This allows the company to offer a 10% preferred annual compounded interest in its properties, in addition to further appreciation.

RPC offers our investor partners:

- Multiple opportunities to realize significant returns
- Excellent way to diversify portfolios
- Low correlation with other asset classes
- Good inflation hedge
- Lower volatility than general equities
- Higher visibility in earnings

Ideal Client

RPC's ideal investor partners share a common goal of safe investments that have significant potential for long-term growth. We typically hold a property 5-10 years. Investors have contributed \$25,000-\$1.5 million in any given property. It is patient money, often described as the safety of the bond market with returns in excess of the stock market. With flexible contribution limits, our investor partners view our land as a viable complement to their stock and bond accounts, often utilized in retirement accounts such as IRAs.



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Member to Member

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ASSA ABLOY Door Security Solutions Security Systems

Mark Franchik

mfranchik@assaabloydss.com

(704) 226-6155

1902 Airport Road, Monroe, NC 28110

www.Assaabloyusa.com

Company Biography

ASSA ABLOY is a Stockholm based company that in 2001 acquired a number of American based manufacturers that supply Architectural Doors, Frames, Hardware and Electronic Access and Egress Control Solutions. Some American brand names are Yale, Sargent, Corbin Russwin, Curries, Ceco, Norton, McKinney and Graham.

Ideal Client

Commercial and Industrial Architects, General Contractors, Design-Build Engineering Firms and any Commercial End User such as a school district, university, hospital or high / low rise office buildings.



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Member to Member

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Fortun Hi-Tech Marketing

Technology Network Marketing

Debbie Williams

Company Biography

Coming Soon!

Ideal Client

Coming Soon!



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