

# RSI General Company History

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Relocation Strategies Charlotte is a nationally certified Women Business Enterprise. Our Owner and Managing Principal is Delaine Mead.

RSI is a Construction, Commercial, and Relocation project management consulting firm. As a project manager (CPM), RSI is responsible for the overall planning, coordination, and control of our client's project from inception to completion aimed at meeting all of our client's requirements to successfully produce a functionally & financially viable project. RSI Charlotte has been in business in the Carolinas since 2005, and currently have 13 offices Nationwide.

RSI is certified as a WBE (Women Business Enterprise) CPM and the client's we serve contract with RSI to manage one or all of the CMAA's 7 project categories: Project Management Planning, Cost Management, Time Management, Quality Management, Contract Administration, Safety Management, and CM Professional Practice which includes specific activities like defining the responsibilities and management structure of the project management team, organizing and leading by implementing project controls, defining roles and responsibilities and developing communication protocols, and identifying elements of project design and construction likely to give rise to disputes and claims. Through this intense process our team of professionals coordinates commercial move teams, furniture vendor, voice, data hardware and cabling vendors and a host of other needed ancillary product, services and vendors. Our services are provided to both large and small companies.

Our client base is a virtual "who's who" of recognizable corporations residing within the United States and Canada. Some of these clients include Mecklenburg County, City of Charlotte, Family Dollar, Round Point Mortgage, AT&T/Yellowpages.com, Schleich North America, The Democratic National Convention, Brickstreet Mortgage, and ACN. We would like to add your organization to this list of satisfied clients.

On average, RSI is involved in the planning and management of 300+ relocation management move events, 2 to 4 dozen full construction management contract projects and over 200 small cap general contract & project management projects per year. Our client base is not limited to the Charlotte area, in the past ten years, projects have taken RSI Project Management teams to South Carolina, Maryland, Nevada, Arizona, Texas, Connecticut, Virginia, California, Florida, Pennsylvania, Ohio, Georgia, Kentucky, Tennessee, Washington DC, New York, Massachusetts and Canada.

**Relocation Strategies Charlotte...Changing the way Corporate America moves**



# About Us

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## Relocation Strategies~ Charlotte (RSI)

Is a wholly owned subsidiary holding company to its independent sister company to Valuebiz, business furnishings (VBI). Valuebiz, business furnishings is a B2B commercial office furniture dealership servicing clients nationwide. As VBI grew strategically in market over the years, our senior management team had been approached by several regional and national clients on how effectively the VBI professional's project management teams managed their new product, installations, decommission, and re-commission projects. As a result of these repeated requests to hire VBI as an independent project management firm, Delaine Mead our owner/CEO sought out an independent platform that could service these requests, eliminating any conflict of interest. By allowing VBI to service strictly on the product platform, in 2006 Relocation Strategies~ Charlotte was added to the family of our companies to provide the service for all project management requests. As a Nationally certified (WBE) Women Business Enterprise we consistently meet all our client's project specific needs. Our company strategy, simply put, our concentrated efforts and focus in procuring and securing strong client partnerships, by providing real value as we recommend and effectively manage service cost and efficiently manage construction and various vendor installation schedules to meet or exceed our client's project requirements.



# Delaine Mead, Owner & Chief Executive

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Relocation Strategies (RSI) is led by Delaine Mead our Owner and Chief Executive. As Chief Executive she has the sole responsibility as the company's communicator, decision maker, leader, manager and executor that navigates the core values & mission directing our firms. Delaine is involved directly with our client's day to day, any affiliated press needs, as well as being the organization's chief manager of all company employees. Delaine leads while making critical decisions involving all standard day-to-day operations, and managing issues to any and all small to high-level decisions regarding all policies and strategies that impact our platforms and clients. RSI is a nationally certified NWBOC WBE, Woman Business Enterprise Company. RSI has a solely owned subsidiary sister company, Valuebiz, business furnishings (VBI). VBI is an open line direct importer and supplier of all office furniture and equipment products. The combined business platforms serve her clients with the commercial office product purchases on the VBI Platform and full project cycle management in construction, commercial move, and storage & project management services on the RSI Platform. Valuebiz and Relocation Strategies are headquartered in Charlotte, North Carolina.

Delaine holds a dual Bachelor of Science degree in Marketing and Business Management, and a dual minor in Finance & Accounting from Canisius College. Prior to owning Valuebiz, business furnishings and Relocation Strategies, Delaine founded DM Mead Brokerage Company. Delaine has been recognized and awarded as a top producer on several sales platforms throughout her tenure in the corporate finance & commercial real estate industries. She has served as an executive senior manager with various firms, including Freddie Mac, Fleet Financial Bank, Norstar Bank, and the Allen Tate Company. Delaine is an active member of the Chamber of Commerce, serves as President for NAWBO Charlotte's Chapter for National Association of Women Business Owners Board, and is NC BICAR Licensed. In 2012, Delaine was named Women Business Owner of the Year by NAWBO-Charlotte. Delaine strongly supports various local charities with an emphasis on the Carolina Chapter of the Make a Wish Foundation, The Isabella Santos Foundation for Nueroblastoma research, The MACS Educational Foundation and The American Arthritis Foundation. Delaine is married to her high school sweetheart Mark and is the proud mother of three college students, a daughter who is a graduate of UNC Chapel Hill, & 2 boys who attend The Naval Academy.



# Mark Mead, President & Executive Project Management Director

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Mark is President & Executive Project Management Director of Relocation Strategies. Under his day to day management, RSI's Project Management Office (PMO) is the area of our company that identifies and maintains all of our standards of operation for all our awarded client projects. Mark manages RSI's Project Management Office that strives to standardize and maintain our efficiencies of scale model that ensures we meet all the cost savings that we've committed to fulfilling to each of our awarded client projects. Through RSI's coordinated standard operating procedures of repetition, we demonstrate time and time again that we can successfully manage all of our client projects from initial discovery & qualifying sessions, to construction master scheduling, conducting project feasibility studies to the day to day operation management in an effort to reach a successful project deliverable. RSI's PMO is the source of all our various project documentation and guidance as we fully utilize our dedicated project management team's who efficiently complete all daily planning, management of each construction management processes, along with relocation consulting and relocation project management services, RSI Charlotte has navigated thru these challenging times effectively under Mark's directorship as we have experienced rapid growth over the last three years as we have successfully sourced, secured and grown our platform while meeting each of our clients project needs.

Mark holds dual Bachelor of Science degree in Finance and Business Management, and dual minor degree in Accounting and Marketing from Canisius College. Prior to becoming President of Valuebiz, business furnishings and Relocation Strategies, Mark founded MP Mead and Sons, a real estate holding & development company with holding throughout the United States. He has served throughout his tenure as a Senior Executive Manager with Bank of America, Lending Tree, Freddie Mac, American Management Systems, and Empire of America. Mark is married and is the proud father of three children, a daughter who is a graduate of UNC Chapel Hill, and two sons, who attend The Naval Academy. Mark is Six Sigma Green Belt certified.



# Bruce Voorheis, Principal

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Bruce joined Relocation Strategies (RSI) in January, 2006 as Principal with the responsibility for Business Development. RSI is noted for its full project management platform which includes construction management, move and storage management for large corporate offices, manufacturing plants, medical offices, research labs, educational institutions, and small business offices. Prior to joining RSI, Bruce was the owner and President of a commercial furniture dealership, serving clients in the Metro NYC market with Steelcase, and an owner and VP Sales for a very successful Steelcase dealership with multiple offices in southern Connecticut. His dealerships were always in the top ten percent in Steelcase Recognition for Customer Service and Sales. Bruce started his business career with Xerox where he worked for over 10 years, holding numerous sales, marketing, and management positions in their local, regional and national offices. Bruce received several National Awards as the Leading Sales Manager and Mid-Atlantic Region Award as the Salesman of The Year.

Bruce holds a Bachelor of Arts in History and Economics from DePauw University and a Masters in Business Administration from the University of Cincinnati. He has sold major accounts for RSI, including Family Dollar Stores, Mecklenburg County, and multiple projects with Balfour Beatty Construction. Bruce is very active in the Charlotte business community, many local organizations, and has served on the local International Facilities Management Association (IFMA) Board for over 10 years. Previously, Bruce had served on the Board of the United Way of New Cannan and had been involved with the local YMCA. Bruce is married to his wife Carolyn, and they have lived in Charlotte for the past 12 years.



# Peter Dineen, Executive Account Manger

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Peter joined Relocation Strategies (RSI) in September, 2015 as an executive account manger for business development. RSI is noted for its full project management platform which includes construction management, move and storage management for large corporate offices, manufacturing plants, medical offices, research labs, educational institutions, and small business offices. Prior to joining RSI, Peter was a sales manger at Regency DKI where he worked for over 12 years.

Peter holds a Bachelor of Science in Criminal Justice from University of North Carolina at Charlotte. He is a native Charlottean and is very active in the Charlotte business community, as well as many local organizations. When Peter is not working he is an avid marathon runner, and also enjoys golfing, and coaching youth soccer.



# Mike Forsythe, Installation Manager

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Mike joined the Relocation Strategies (RSI) and Valuebiz, business furnishings (VBI) staff in June 2013. As Installation Manager, Mike oversees the day-to-day management of the VBI/RSI in-house installation team. He also acts as a liaison between the sales and installation staffs, assisting the sales team in pre-installation site visits and planning. Mike's efforts help to ensure that every VBI/RSI project is completed in an timely, cost-effective manner, without sacrificing quality and workmanship.

Mike brings extensive installation and project management experience to the position, having worked in the commercial furniture industry for over eighteen years. Prior to joining Relocation Strategies, Mike worked for White Office Furniture, in Rock Hill, South Carolina. A native South Carolinian, he still resides in his home town of Rock Hill. In his free time, Mike enjoys playing golf, riding his Harley Davidson motorcycle, and spending time with his girlfriend.



# Carli Blackwell, Controller

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Carli joined Relocation Strategies (RSI) in April 2010 upon returning to Charlotte from Denver, Colorado. As Controller of RSI/VBI, Carli is solely responsible for all corporate financials. Full Accounting Cycle management and Human Resource Management all fall under her day to day management duties. Carli's responsibilities include but are not limited to the preparation, maintenance and conducting the required analysis for all corporate financial transactions, reporting, and financial statements.

Carli holds a Bachelor of Science in Accounting with a minor in Business from Methodist University. Prior to joining Relocation Strategies, Carli was an accounting assistant with Lockhart Geophysical in Denver, Colorado. In her spare time, she enjoys watching the Pittsburgh Penguins, and playing with her two dogs.





## Christy Seagle, Purchasing Project Manager

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Christy joined the Relocation Strategies (RSI) and Valuebiz, business furnishings (VBI) staff in April of 2013 as Purchasing Project Manager. Christy is solely responsible for the purchasing of any and all product; coordinating the logistics and shipments with manufacturers; scheduling all deliveries, installations, and service calls with clients; and handling any service, warranty, or customer service related issues. Working hand-in-hand with both the Sales and Operations teams on a daily basis, her goal is to not only meet, but exceed our client's expectations.

Christy brings more than a decade of combined interior design and administrative experience to her new position, including an Associates Degree in Interior Design from Central Piedmont Community College. Prior to joining Valuebiz, she worked for Custom Industries and Lee Lighting. A native of Gastonia, North Carolina, Christy now resides in nearby Belmont with her husband and two young children. Christy enjoys gardening, attending her children's sporting events, and volunteering in her local church.



# Sarah Bryan, Design & Sales Support

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Sarah joined the Relocation Strategies (RSI) and Valuebiz (VBI) teams in 2011 as a Designer and Sales Support. Her responsibilities include Auto-CAD/Giza space planning, presentations, and online sales management. She works with the sales team to develop furniture solutions that meet our clients' needs and desires while remaining value-conscious.

Sarah holds a Bachelor of Science in Interior Design from Carson-Newman College in Jefferson City, Tennessee. Prior to joining Relocation Strategies and Valuebiz, she worked as a design intern for Fowler's Office Interiors in Athens, Georgia. Sarah is also a practicing visual artist, producing art and jewelry pieces in a variety of media. She enjoys ballroom dancing, cooking, and spending time with family and friends.



# Megan Hargrove, Administrator Assistant

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Megan joined the Valuebiz (VBI) team in June 2017 as Administrator Assistant. Her responsibilities include administrative duties, sales support, presentations, and online sales management. She works with the sales team to develop furniture solutions that meet our clients' needs and desires while remaining value-conscious.

Megan holds a Bachelor of Science in Marketing from The University of North Carolina at Charlotte. Prior to joining Valuebiz, she worked at PenSys, Inc. and Remi. Megan enjoys music, running, figure skating, and spending time with her boyfriend and family. She also enjoys playing with her dog, Bentley.



# Mission Statement

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Independent project management firms such as Relocation Strategies have the expertise and experience to plan and execute the most efficient and cost effective relocation possible. We understand and work with the sequencing of projects on a daily basis and understand where time and money can be saved. We are familiar with the various vendor services needing involvement and know how to best purchase those services. In short, independent project manager can plan and execute most projects quicker and more cost-effectively than a client trying to handle things on their own.

Relocation Strategies project management staff offers a depth of resources with many years of managing a diverse array of projects. We offer a non-biased approach to managing your project. We are not a direct supplier of moving services, office furniture or other related services. So when we provide recommendations, it is based on our clients' best interest. Project success, professionalism and client satisfaction are our number one goals.



# Services

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- Project and Budget Feasibility Study
- Pre-Move Planning and Master Schedule Creation
- Engagement of Vendors Services
  - Mover Services
  - Rigging Services
  - Office Furnishings
  - Telecommunication/IT services
  - Communications Cabling/Wireless Networking
  - Electromechanical Services
  - Security Systems
  - Records Storage
- Employee Pre-Move Orientation Services
- Vendor Services In-field Management
- Budget Hosting and Management
- Post Move Follow-up
- Vendor Invoice Auditing
- Site Decommissioning Management
- Brokering of Excess Office Furnishings
- Sales of New and Used Office Furniture
- Moves Process innovation and improvements
- Centralized project billing
- Relocation (s) Database management
- Moves process standardization
- Web Based project Communications Hosting and Design



# Awards and Recognitions

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Relocation Strategies~ Charlotte is proud to be acknowledged in these various certifications, awards and recognitions.



*Proud to be Nationally Certified as a Women Business Enterprise Company*

**Delaine Mead awarded Top 25 Women in Business in 2013—Charlotte Business Journal**

**Delaine Mead awarded 2013 NC Women’s Business Advocate of the Year—U.S. Small Business Administration**

**Delaine Mead awarded 2012 Woman Business Owner of the Year Award Winner—NAWBO National Association of Women Business Owners— Charlotte**

**Delaine Mead Awarded Top 50 Most Influential Women – Mecklenburg Times Awarded**

**Delaine Mead awarded Top 50 Entrepreneur**

**Delaine Mead awarded Top 25 Women Extraordinaire**

**Delaine Mead awarded 2012 Stevie Award for Female Entrepreneur of the Year – Business Products – 11 to 2,500 Employees – Bronze Level**

**2013 Awarded #21 out of Top 50 Diversity Owned Businesses in North Carolina**

**2012 Awarded # 32 out of Top 50 Women Owned Businesses in North Carolina**

**2012 Awarded # 73 out of Top 100 Privately–Held & Diversity Owned Businesses in North Carolina**

**2011 Top 300 Small Businesses in the South East – Business Leader Magazine**

**2011 Awarded #37 out of 50 for the Top 50 Woman Owned – Diversity in Business. Com**



# Contact Information

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## **Relocation Strategies**

11435 Granite St, Suite C

Charlotte, NC 28273

Phone: 704-366-0600

Fax: 704-522-1699

[www.rsi-charlotte.com](http://www.rsi-charlotte.com)

## **Delaine Mead, Owner & Chief Executive**

704-366-0600

[dmead@rsi-charlotte.com](mailto:dmead@rsi-charlotte.com)

## **Mark Mead, President & Executive Project Management Director**

704-366-0600

[mmead@rsi-charlotte.com](mailto:mmead@rsi-charlotte.com)

## **Carli Blackwell, Controller**

704-366-0600

[cblackwell@rsi-charlotte.com](mailto:cblackwell@rsi-charlotte.com)





**11435 Granite St, Suite C**  
**Charlotte, NC 28273**