



SOUTHERN FAUQUIER BUSINESS OWNERS ASSOCIATION, INC.

# SFBOA NEWSLETTER

VOLUME 2, ISSUES 8 & 9      AUGUST/SEPTEMBER 2009



## SFBOA MEMBER SPOTLIGHT CRYOGENIC FUELS

Cryogenic Fuels is a Virginia Corporation, founded in 1987 with the specific business objective of promoting the use of Liquefied Natural Gas (LNG) as an alternative to petroleum based fuels. CFI personnel have over 25 years of experience in the design, installation and operation of LNG vehicular fuel systems and fueling facilities. Products and services include:

- ◆ Vehicle Fuel Tanks
- ◆ Fueling Facilities
- ◆ Dispenser/Metering Equipment
- ◆ Fueling Hose/Disconnect Units
- ◆ Engineering Services

The advanced technology LNG fuel tanks, designed and patented by Cryogenic Fuels, are of all stainless steel construction and consist of an inner tank pressure vessel, suspended within an outer tank by means of a non-metallic central support beam. This rugged beam design is combined with multi-layer insulation and a high order vacuum. The result is a thermal protection system that is four (4) times more efficient than conventional "industrial type" cryogenic tanks.

CFI also has offices in Fort Collins, Colorado. For more information about Cryogenic Fuels, e-mail [cfi@cryogenicfuels.com](mailto:cfi@cryogenicfuels.com) or call 540-788-1000.

## JULY MEETING UPDATE

**Ray Knott**, Senior Vice-President for BB&T's Branch Banking and Trust Department, spoke on July 28 at the monthly dinner meeting of the Southern Fauquier Business Owners Association (SFBOA). Attending the SFBOA meeting were Fauquier County Supervisor **Terry Nyhous**, BB&T representatives **Andy Rose** and **Sean Perry**, and many local businesses from Southern Fauquier County. Knott outlined the recent progression from the past couple of years to today's macro-economic conditions, wherein "...the economy has gone to the toilet." However, according to Knott, the downturn in the nation's economy, overall, did not occur suddenly. Instead the "housing market started to soften in 2005 and is projected to remain bottomed through 2010". According to Knott, the next area of market downturn will be "commercial real estate". This can be seen now, with more commercial vacancies.

What about the micro-economic decisions that small businesses, make everyday? What can small businesses do, while there is dramatic devaluation of market assets nationwide?

To be successful in obtaining a business loan from a commercial bank, Knott stated that "business owners need to have a business plan as well as budget projections for the current and future year(s)". Knott also indicated that it was necessary for owners to know their sources of business revenue –and- to know the local economy. He pointed out that local business needed to be mindful of the "evening news effect" upon consumers, which tends to be dramatic and short in presentation. Concerning jobs, Knott recommended "saving jobs" by "cutting payroll, wages, working hours and basically paying a 35 hours work-week limitation".

## September Monthly

### Meeting

The upcoming meeting will be held on Tuesday, September 22, 2009 in Ripley Hall at the Inn at Kelly's Ford. Located at 16589 Edwards Shop Road in Remington. Social hour starts at 6 PM; dinner is served at 7 PM followed by a brief business meeting and the evening's program.



### Menu

Broccoli Soup  
Sauteed Tilapia w/ Tomato  
White Wine Sauce  
Boiled Potatoes  
Green Beans  
(Non-alcoholic drinks  
included in price)

*Dinner per person is \$22.00.*

*Please call Suzanne Williams at 540-439-8411 or e-mail her at*

*suzanne.williams@verizon.net*

*to make your reservation, and include any guests one week prior to the meeting. All reservations must be honored.*

### October

To Be Announced

[www.sofauquierbus.org](http://www.sofauquierbus.org)

SFBOA Newsletter Designed by Waivasir.com

## ANNOUNCEMENTS

### **The Fauquier County Balanced Growth Alliance Releases Survey of Businesses of Fauquier County**

The Balanced Growth Alliance (BGA), in cooperation with Fauquier County, is pleased to announce the release of its Survey of Businesses of Fauquier County.

The BGA is a recently formed, Fauquier-based organization established to design and implement a long-term economic development plan and cooperative business network for Fauquier County that integrates our unique cultural, historical, environmental, and agricultural identity into the County's commercial planning review and approval process. The BGA is an all-volunteer organization.

As a part of its overall objectives, the BGA has coordinated efforts with Fauquier County officials the Department of Economic Development to develop a survey of existing businesses in Fauquier County (Survey). The purpose of the Survey will be to evaluate how well Fauquier County is currently serving existing local businesses, and to provide a forum for new ideas and suggestions that will improve business services. The Survey will be made available to all businesses that are licensed within Fauquier County including the towns of The Plains, Remington, and Warrenton. The Survey will be made available on September 8, 2009 for a period of three weeks, through both through direct mail as well as online at the BGA's website, [www.balancedgrowthalliance.org](http://www.balancedgrowthalliance.org).

Simply click the link on the website and fill out the Survey online.

The results of the survey will be made available through a report from the BGA to be provided at a later date. The BGA will use the information gathered in the Survey to recommend steps that can be taken within six months of the completion of the Survey to improve the climate for existing Fauquier County based businesses.

For more information on the BGA and the Business Owners of Fauquier County Survey, please contact Lynne Cox at [lynne.cox@balancedgrowthalliance.org](mailto:lynne.cox@balancedgrowthalliance.org).

### **Bealeton Gateway, LLC**

In a close vote on August 13, the Fauquier County Board of Supervisors by a 3-2 margin gave approval to a large mixed-use proposal in Bealeton. SFBOA member and developer, Bealeton Gateway, LLC received approval to their request to add 125 acres to the Bealeton service district. This expansion will mean that Bealeton Gateway will seek rezoning approval for about 675 homes, shops, restaurants, offices and an array of recreational uses.

### **Hospice of Rapidan**

For the past 26 years, *Hospice of the Rapidan* has provided compassionate and dignified end-of-life care to terminally ill patients and their families in Culpeper Fauquier, Madison, Orange, Rappahannock and surrounding counties regardless of their ability to pay. Each year the communities it serves show their support for this important work by sponsoring or attending its annual gala. This year's event, *A Cornucopia of Care*, will take place on October 17<sup>th</sup> at the Joseph R. Daniel Technology Center in Culpeper. The black tie gala, which will feature dinner, dancing and live and silent auctions, will also honor three area residents who have demonstrated a continuing commitment to outstanding end-of-life care in their community: Thomas E. Reynolds, M.D. of Culpeper, John James of Orange, and David M. Snyder, M.D. of Rixeyville.

People interested in sponsorships, donating an auction item, purchasing an advertisement or in volunteering for the event should contact Rose Cornelious at 540-825-4840. To learn more about hospice, grief support, or becoming a volunteer call *Hospice of the Rapidan* at 540-825-4840 or visit [www.hotr.org](http://www.hotr.org).

### **SkyWorld Aviation, Inc.**

SkyWorld Aviation, Inc. would like to announce that on September 12, 2009 The Warrenton Fauquier Airport will be hosting an Open House in an effort to get community awareness of the airport and its businesses. All are welcome.

### **Annual Duck Race**

The Duck Race is October 10 at the Remington Fall Festival. Allison Clark is the Duck Race coordinator and is co-chairing with Matthew Smith. Duck Race committee members are appreciated still. For a list of businesses where duck tickets are available please contact Allison Clark at the MCA Office (540-439-2606), on her cell (540-219-5114), or by email ([aclownfish4fun@aol.com](mailto:aclownfish4fun@aol.com)).

## AUGUST MEETING UPDATE

Lynne Cox opened the SFBOA Annual Meeting with a warm welcome to the group. The annual membership dinner was well attended and BB&T gave one free drink ticket for the first 60 members. Wes Shortridge gave Grace before the meal. Allison Clark made a motion to dispense with minutes and Treasurers report, Matthew Smith seconded. Membership recognition given to Roz Kelley, long time Treasurer and founding member. Discussion of the Duck race. Sissy Duckworth's birthday was acknowledged with song. Lynne thanked everyone for coming and concluded the meeting.

# MEMBERSHIP

The Board

Absolute Variety Sales  
 Access Point Communications, Inc.  
 Aflac  
 Allstate - Payne Agency  
 Alvin Henry Appraisals  
 Arbonne International  
 ATEC, Inc.  
 BB&T Bank  
 Bealeton Gateway, LLC  
 Bert J. E. van Gils, Counselor at Law  
 Brenda L. Eggleston, Long & Foster Realtor  
 C & C, Ltd.  
 Cabling Systems, Inc.  
 Carl Faller Real Estate  
 Carr and Hyde Insurance  
 Carson-Ashley  
 cbgreene interiors, llc  
 Clark's Gun Shop, Inc.  
 Colvin Floors, Inc.  
 Community Touch, Inc.  
 Corner Deli, The  
 Cows-N-Corn  
 Cryogenic Fuels  
 Dara Law Group, P.C.  
 Deer Meadow Farm  
 Dewberry & Davis, LLC  
 Didlake Opal Business Center  
 Dominion Construction Group  
 DRH Design Group, Inc.  
 Ennis Construction  
 Farmers Insurance  
 Fauquier Bank, The  
 Fauquier County Chamber of Commerce  
 Fauquier County Dept. of Economic Development  
 Fauquier Medical Associates  
 Fauquier Times Democrat  
 Fauquier's Finest Custom Meat Processing

Fifield-Helm Insurance  
 Fox Wood Works  
 Gaven E. Reynolds, DDS, PC  
 Generations Flowers  
 Genworth Financial & Rhynalds Enterprises  
 Golden Rule Builders  
 Great Meadow Foundation  
 Groves Hardware  
 Happy Trails Western Wear  
 Healthy Zone, The  
 Holly Knob Farm  
 Hospice of Rapidan  
 inFauquier.com  
 Inn at Kelly's Ford  
 Ithaca Properties, LLC  
 J-C's Cleaning & Power Washing  
 Jockey Person to Person  
 Joe Stribling's Service Center  
 Kehoe Construction  
 KMX Mobile Security  
 Liberty Community Church  
 Liberty Heritage Society  
 Lois Volunteer Fire Department  
 Lord Fairfax Small Business Development Center  
 Luckstone Corporation  
 Mayhugh's Stores II, Inc.  
 McLeod, Inc.  
 Meadows Electric  
 Middleburg Bank  
 Midland Christian Academy  
 Miller Brothers, Inc.  
 Moser Funeral Home, Inc.  
 Norwood Construction  
 Old Town Insurance and Financial Services  
 Paradigm Solutions  
 Piedmont Press  
 Pressley Enterprises  
 Primerica Financial Services

Pro 1 Auto, Inc.  
 Rappahannock Station, Inc.  
 Remington Drug Company  
 Ritchie's Millwork  
 Rogers Ford Winery  
 Rozanne K. Kelley P.C.  
 Scenic America  
 Shady Grove Kennel  
 Simply Sommelier'ed Celebrations  
 SkyWorld Aviation, Inc.  
 Smith & Sons Equipment  
 Smith's Antiques  
 Smith-Midland Corporation  
 Southern Business Web & Networks LCC  
 Sowder Enterprises  
 State Farm Insurance  
 SunTrust Mortgage, Inc.  
 Town of Remington  
 Trigon Development, LLC.  
 Vantage Economics  
 Vern's Plumbing, Inc.  
 Virginia Hydro-seeding & Excavating  
 Virginia Southern Cooking, LLC  
 Waivasir, Inc.  
 Waterloo Title & Escrow, Inc.  
 William A. Long, Inc.  
 William Allan Edwards Trucking  
 Winter Wood Farm  
 Woodward Turf Farms

**Officers**

**President**

Lynne Richman Cox,  
 Midland Christian Academy

**Vice-President**

Matthew Smith,  
 Smith-Midland Corp.

**Secretary**

Sylvia McDevitt, Fauquier  
 Times Democrat

**Treasurer**

Andy Rose, BB&T Bank

**Directors**

Dennis Taylor-Chairperson,  
 Paradigm Solutions

Les Nichols, Carson Ashley

Allison Clark,  
 Midland Christian Academy

Joe Korpsak, Absolute Variety  
 Sales

Wes Shortridge, Liberty  
 Community Church

**August Winners**

**50/50 Winner** - Nancy Walbridge O'Conner, Hospice of Rapidan

**Dinner for Two** - Mrs. Don Rhynalds, Genworth Financial & Rhynalds Enterprises

**October Member Spotlight** - Jeff Milnes, Middleburg Bank

**November Member Spotlight** - Rogers Ford Winery

**July Winners**

**50/50 Winner** - Nancy Walbridge O'Conner, Hospice of Rapidan

**Dinner for Two** - Talmage Reeves, Fauquier Co. Dept. of Economic Development

**August/September Member Spotlight** - Bob Niles, Cryogenic Fuels

SOUTHERN FAUQUIER BUSINESS  
OWNERS ASSOCIATION, INC.

P.O. Box 358  
Bealeton, VA 22712



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WE'RE ON THE WEB

[WWW.SOFAUQUIERBUS.ORG](http://WWW.SOFAUQUIERBUS.ORG)

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## ABOUT SFBOA

Organized in 1996, the Southern Fauquier Business Owners Association is comprised of approximately 120 members consisting of retailers, service businesses, industries & medical professionals

The members of the Association wish to express their thanks and gratitude for the support, and patronage, that has been received from our customers. The Association fully realizes that our customers' future is our future and with that the Association will pledge the following:

**The SFBOA seeks to inspire, empower and transform Southern Fauquier businesses to increasing levels of success, influence and prosperity through education, community involvement, and collegial support.**

The members would further like to extend an invitation to other businesses to relocate to our community and join us in creating a friendly and family oriented environment.

### Important Dates to Remember

- September 15 - Board Meeting, MCA Messick Building, Room 4.
- September 22 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford
- September 25 - News Deadline for October Newsletter

**SFBOA Newsletter Online** [www.sofauquierbus.org/news.htm](http://www.sofauquierbus.org/news.htm) If you would like your business featured in the monthly SFBOA newsletter, drop your business card or a note off at the next SFBOA Meeting. A box will be provided for a drawing to determine the business to be profiled in the next issue. **Please send business announcements, new ideas, or suggestions to Lynne Cox at [midlandchristian@peoplepc.com](mailto:midlandchristian@peoplepc.com).**

[www.sofauquierbus.org](http://www.sofauquierbus.org)

SFBOA Newsletter Designed by Waivasir.com