



SOUTHERN FAUQUIER BUSINESS OWNERS ASSOCIATION, INC.

SFBOA NEWSLETTER

VOLUME 2, ISSUE 2 FEBRUARY 2009



SFBOA MEMBER SPOTLIGHT

SunTrust Mortgage, Inc.

SunTrust Mortgage, Inc. is a wholly-owned subsidiary of SunTrust Bank --- a \$174.8 billion institution operating in Virginia, the District of Columbia, Maryland, North Carolina, South Carolina, Georgia, Alabama, Tennessee and Florida.

Currently, SunTrust Mortgage, Inc. originates loans through 202 locations in SunTrust markets and adjacent states, maintains correspondent and broker relationships in 49 states and services loans in 50 states and the District of Columbia.

Today, SunTrust Mortgage is among the top 20 mortgage originators and servicers in the U.S., serving virtually every state as well as the District of Columbia.

For more information about SunTrust Mortgage and the services they provide, contact Andreas Keller at 540-347-5206.

With over 28 years in banking and mortgage finance, Andreas Keller has helped



many people achieve their goal of home ownership. Whether you are a first time home buyer or refinancing an existing loan, Andreas knows what it takes to close your loan

with efficiency and expertise. Having lived in the Northern Virginia area for nearly twenty years, he has a solid understanding of the local real estate market.



SFBOA JANUARY MEETING UPDATE

SFBOA President Lynne Cox opened the meeting and gave the blessing prior to the dinner. Member Linda Dick presented a 5 minute overview of her business, Jockey to Jockey Casual Wear.

Linda modeled and displayed some of the clothing line from Jockey to Jockey and announced that she will be hosting a Jockey to Jockey Valentine's Party at her home on Saturday, February 14, 2009 at 1:00 PM and invited everyone to come and see the latest in Jockey's spring styles and colors. You can contact Linda Dick to RSVP via e-mail:

auctionfanld@aol.com.

Attendees introduced themselves, and Lynne then introduced guest speaker A.J. Krick of Thorpe & Helmsley. A.J. spoke briefly about his background and family. He also talked about his participation in the Fauquier Chamber Young Professionals (FCYP), a recently established group of the Fauquier County Chamber of Commerce.

The FCYP's encourage the next generation of leaders to step forward and familiarize themselves with the Fauquier community as well as promote responsible economic growth, a positive business climate and an enhanced quality of life in Fauquier County and its trade area.

February Monthly Meeting

The upcoming meeting will be held on Tuesday, February 24, 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.

John Stewart, Managing Director of Vantage Economics will be our guest speaker.

Menu

Mushroom Soup
House Salad
Lasagna
Rolls
Coffee / Tea
Dessert

(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

fom4seniors@verizon.net

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

March Speaker

Andreas Keller
SunTrust Mortgage

FEBRUARY GUEST

John Stewart



John Stewart has over 15 years of investment and research experience in the fields of finance and economics. He began his career in 1989 advising institutional clients on asset allocations with Shearson Lehman Brothers, where funds under advisement within his group totaled over \$8 billion.

In 1999 Mr. Stewart completed his M.S. degree in Economics. With advanced studies in the areas of human capital and macroeconomics, Mr. Stewart graduated *cum laude* and received the award for excellence in economics research for his thesis work. Mr. Stewart worked for over 7 years on local employment estimation and its policies for the Bureau of Labor Statistics. His work involved extensive time series analysis and forecasting, with special focus on researching employment issues and ARIMA modeling for the BLS. His research was used in formal responses to congressional inquiries, led the reconstruction of over 12,000 employment time series, and enabled extensive growth in data production and quality.

In 2008 Mr. Stewart began work as a Research Scientist with the University of Chicago's National Opinion Research Center (NORC) as part of the Department of Economics, Population, and Labor Studies. With the founding of Vantage Economics, Mr. Stewart has applied his extensive technical background and knowledge of economics to helping with real business decisions, not simply economic theory. By integrating economic data into the decision making process, Vantage Economics provides businesses comprehensive analysis and forecasts that business managers can use for strategic and critical planning.

ANNOUNCEMENTS

Lord Fairfax Small Business Development Center Seminars for those who are thinking of starting a business or who have recently started one will be given beginning in February. These core seminars are only offered twice a year- spring and fall. Now is the time to take the first key steps in starting a business, preparation and planning.

Pre-registration for each seminar is required. Contact the Lord Fairfax SBDC in Fauquier at 540-351-1595 or in Middletown at 540-868-7093 or in Culpeper at 540-937-2919.

SFBOA on Fauquier County Board of Supervisors In case you did not hear the news, the Fauquier County Board of Supervisors (BOS) acknowledged on February 4th, 2009 that due primarily to business community response, the Department of Economic Development (DED) will remain intact as it is, for the foreseeable future.

The BOS also indicated that this approach will only work if the DED is given specific direction and clear expectations. A group of volunteer business executives is currently working on developing a strategic business plan for the County which will include direction, expectations, key success factors, measurements, and time-based action items. Some of your SFBOA Board members are serving on this Executive Committee and we will keep you posted on their progress over the coming weeks and months.

Midland Christian Academy

MCA is hosting their **8th annual Art and Silent Auction on April 25, 2009**. Please contact *Allison Clark* at **Midland Christian Academy** for more information, including, advertising for your business in their Keep-sake Booklet and contributions to the Silent Auction. This is a great way to get your business out to more than 150 families in the Southern Fauquier area for a low price, with the added benefit of supporting MCA.

If you are led to donate items to our Silent Auction we list your business name in our booklet, on the bidding cards and for larger donations on the posters used to promote this event. You will be provided with a 501(c) 3 Form for tax deductions as well. Please call or email Allison if you would like further information: **MCA 540-439-2606 or email: aclownfish4fun@aol.com**

Don Tharpe will present the proposed Colonial Crossing development project at the SFBOA Meeting in March.

MEMBERSHIP

If not listed and dues are paid, please inform Lynne Cox.

- Absolute Variety Sales
- Access Point Communications, Inc.
- Allstate - Payne Agency
- Alvin Henry Appraisals
- Arbonne International
- ATEC, Inc.
- BB&T Bank
- Brenda L. Eggleston, Realtor
- C & C, Ltd.
- Cabling Systems, Inc.
- Carl Faller Real Estate
- Carr and Hyde Insurance
- Carson-Ashley
- CB Greene Interior Decorating
- 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
- Financial Organization and Management for Seniors, LLC
- Fox Wood Works
- Gaven E. Reynolds, DDS, PC
- Generations Flowers
- Genworth Financial & Rhynalds Enterprises
- Great Meadow Foundation
- Groves Hardware
- Happy Trails Western Wear
- 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
- 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
- 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.
- 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.
- Vern's Plumbing, Inc.
- Virginia Hydro-seeding & Excavating
- Virginia Southern Cooking, LLC
- Waivasir, Inc.
- William A. Long, Inc.
- William Allan Edwards Trucking
- Winter Wood Farm
- Woodward Turf Farms

The Board

- Officers**
- President**
Lynne Richman Cox,
Midland Christian Academy
- Vice-President**
Matthew Smith,
Smith-Midland Corp.
- Secretary**
Suzanne Williams,
FOMS, LLC.
- Treasurer**
Jessica Wilson,
The Fauquier Bank
- Directors**
- Dennis Taylor-Chairperson,
Paradigm Solutions
- Kim Bloom, Waivasir, Inc.
- Allison Clark,
Midland Christian Academy
- Sissy Duckworth,
Cabling Systems, Inc.
- Susan Eicher Kemper,
Generations Flowers
- Jessica Pritt, BB&T Bank

January Winners

50/50 Winner
Linda Dulacai, The
Healthy Zone
(donated to Hospice
of Rapidan)

Dinner for Two
Dianne Rhynalds,
Genworth Financial
& Rhynalds Enterprises

**February Member
Spotlight**
Andreas Keller,
Suntrust Mortgage

SOUTHERN FAUQUIER BUSINESS
OWNERS ASSOCIATION, INC.

P.O. Box 358
Bealeton, VA 22712



WE'RE ON THE WEB

WWW.SOFAUQUIERBUS.ORG

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

- February 17- Board Meeting, 6:15 PM, Church of the Brethren Fellowship Hall
- February 24 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford
- February 26 - News Deadline for Monthly Newsletter
- March 17- Board Meeting, 6:15 PM, Church of the Brethren Fellowship Hall
- March 24 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford

SFBOA Newsletter Online 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 Kim Bloom at kim@waivasir.com.