



# Southern Fauquier Business Owners Association

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## Fauquier Schools Budget Woes

By Joe Korpsak, *SFBOA Newsletter Writer*

Fauquier County's next public schools budget for 2011 (**July 1, 2010 - June 30, 2011**) could be reduced by \$7.7 million in personnel cuts (\$4.3 million), program reductions (\$.5 million), and operational decreases (\$2.9 million) out of a \$132+ million budget.

Fauquier County Schools Superintendent Dr. Jonathan Lewis provided the School Board with a list of spending reductions, at its special meeting and work session on January 25.

The 2011 schools budget assumes a total budget shortfall of \$7.7 million, based on former Governor Kaine's recent and proposed state budget. The former Governor's budget, according to Dr. Lewis, "has been a perfect storm of bad news." The state budget projected shortfall consists of a loss of state revenue of \$2.9 million and county revenue loss of \$3.3 million, and increase costs for school employee benefits of \$1.5 million for VA Retirement System (VRS), a group life and health insurance.

Dr. Lewis presented in detail, how the \$7.7 million revenue gap could be closed, based on senior staff recommendations and some input from local citizen

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## MEMBERSHIP NEWS

New SFBOA Members are:

**Justin A. Kestner - Kestner's Landscape Maintenance**

### Business Spotlight on January 26, 2010

**Tom Floyd**, BB&T Business Service Officer presented information on the growth of BB&T of 7% in 2009 and the services it provides to customers.

### Fauquier County Business Advisory Committee

**Lynne Cox** serves as SFBOA's representative on Fauquier County Business Advisory Committee (BAC). The third meeting of the BAC was held on January 28, 2010.

Fauquier County Supervisor and new Chairman of the Board of Supervisors, **Terry Nyhous** previously offered the BAC to be a focus group on the County's draft sign ordinance. In follow-up, SFBOA member **Phil Clark** of Dominion Construction Group will participate.

There was a presentation and discussion on broadband and its informational resources. Future suggested topics for discussion were ranked and those that scored the highest are targeted businesses and available County informational resources.

The meeting also reviewed BAC's mission, functions and future governance. Finally the BAC reviewed general topics for discussion based on a score grid for Fauquier qualities and supporting business locations. The next meeting of the BAC will be on February 25.

\* **Hospice of the Rapidan** will provide free Grief Support Groups from March 4 - 25, 2010, 2 - 3:30 p.m. at the Warrenton-Fauquier Visitor Center. For more information, contact **Craig Wilt** at (540) 825-4840. Also **Hospice of the Rapidan & Fauquier Health** will present free "Living with Grief: Cancer & End-of-Life Care" on March 24th, 1:30 - 4:30 p.m. at 500 Hospital Drive, Sycamore Room A, Warrenton. Telephone **Rachel Nicholson** at (540) 825-4840. Limited seating.

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## Fauquier Schools Budget Woes

suggestions. In response to the anticipated \$7.7 million gap and overall revenue loss of less than 10%, school senior staff established certain priorities to support the school budget from major educational reductions. These priorities include limiting the impact on class size and direct services to students; sustaining the commitment to continuous educational improvements; protecting school jobs; and limiting the impact on VRS as well as health and life insurance costs to employees.

Specific proposed budget cuts fall into three areas of personnel, programs, and operations. In personnel, proposed cuts total \$4.3 million and nearly half of that reduction (\$2 million) would come from replacing long-term employees, who retire or vacate positions, with new employees, typically at lower salary levels. The other \$2.3 million in proposed personnel cuts would result in reducing six current positions, cutting twelve other positions through attrition, reducing contracts of certified/**professional licensed** personnel and 11/12 months classified personnel (except bus drivers, instructional assistants, **school nurses** and food service personnel) by two days, reducing supplemental pay by 10 percent, revising the formula for calculating bus drivers' pay for nearer to actual time increments, reducing transportation overtime, and eliminating some supplemental insurance.

In programs, proposed cuts total nearly \$500,000 and just under half of the reduction (\$216,363) would come from eliminating high school freshman sports and increasing athletic fees. The remaining amount would include cuts by eliminating after-school remediation, reducing summer school to only those students needing to graduate, and eliminating LPN program and some Cognitive Ability Testing.

Finally, in operations, proposed cuts total nearly \$2.9 million could be eliminated by \$1.4 million for energy, equipment, materials, supplies and purchased services. The remaining \$1.5 million reduction would come from eliminating bus and technology replacement, reducing textbook purchases, recovering classroom trailer rentals, and reducing energy and fuel costs by 5 percent.

These proposed cuts and reductions would total \$7.7 million, the anticipated shortfall. Final word on state and local funding will come later this Spring, according to Dr. Lewis, which may or may not require additional budget cuts to the schools, before the process ends.

According to School Board Chairperson Sheryl Wolfe (Lee District), the first reading by the School Board of the proposed 2011 schools budget will be on Monday, February 8th and there would be a second reading and public hearing on Monday, March 8th. The vote for the budget approval would be on Monday, March 22nd.

In a joint informational meeting between the School Board and Board of Supervisors on January 28, Supervisor Chester Stribling remarked that "these are indeed tough decisions for the Fauquier schools budget".

## January 26, 2010 DINNER MEETING SPEAKER SUMMARY - LISA BURNSIDE

Lisa with BB&T presented the Comprehensive Financial Planning Process for individuals, families, and businesses. BB&T can structure an integrated financial strategy, encompassing investments, estate planning, insurance, and strategic credit, tax planning, and preferred banking services.

BB&T was founded in 1862 and is one of the largest financial institutions in the nation with \$165 billions in assets. BB&T can be "as big as you need them to be or as small as you need them to be".

### MEMBER BUSINESS SPOTLIGHT

Smith-Midland by **Matthew Smith** on February 23, 2010.

#### 50-50 WINNER

**Don Rhynalds**

#### NEXT MONTH FREE DINNER

**Sissy Duckworth - Hospice of the Rapidan**

### MEMBER ANNOUNCEMENTS

\* **Carson, Ashley & Associates** is proud to announce that it's surveying department manager, **Eric Niskanen**, L.S., is the new president of the Bull Run Chapter of the Virginia Association of Surveyors.

\* **Dominion Construction Group (DCG)** will be completing the Mt. Zion Baptist Church in Triangle, VA in Feb. 2010.

**GWCC** host their first seminar "Accelerate Your Business Out of the Recession" on Feb. 18th, 8 a.m. to 9:30 a.m. at their office location within the Fauquier-Warrenton Visitors Center. The seminar is open to all GWCC members for \$10 and RSVP (540) 229-8

\* **Greater Warrenton Chamber of Commerce (GWCC)** has now 100 members to its new organization. Also a majority of its newly elected Board of Directors are members of SFBOA. They include: **Tony Tedeschi, Piedmont Press & Graphics; Jim Casey, M3 Company; Andreas Keller, Wells Fargo Home Mortgage; Bert van Gils; Dennis Taylor, Paradigm Solutions; John Stewart, Vantage Economics; and Les Nichols, Carson Ashley, Associates.** Also congratulations to **Mark Child, Angela Smith, Linda Voelpel, and Sunny Reynolds.**

## MEMBER ANNOUNCEMENTS – Continued

### OFFICERS

**President - Lynne Richman Cox**  
Midland Christian Academy

**Vice-President - Matthew Smith**  
Smith-Midland Corporation

**Secretary**  
(Vacant)

**Treasurer - Andy Rose**  
BB&T Bank

### DIRECTORS

Dennis Taylor, Chairperson – Paradigm Solutions

Allison Clark - Midland Christian Academy

Joe Korpsak - Absolute Variety Sales

Les Nichols – Carson, Ashley & Associates

Wes Shortridge - Liberty Community Church

### Board of Directors Actions:

The SFBOA Board of Directors, consisting of the Officers and Directors, met on January 19, 2010.

Actions taken by the Board consisted of:

- \* Approved 11/19/2009 Board meeting minutes.
- \* Approved new SFBOA member - KLM.
- \* Approved the Duck Ticket sales campaign for 2010 as presented by Matthew Smith and Joe Korpsak.
- \* Joe Korpsak would bring sample duck replacements to the next Board meeting.
- \* At the next monthly dinner meeting, an announcement would be made that there are three Board member vacancies, including Secretary.
- \* SFBOA bank balances are \$10,423 as of December 31, 2009.

\* **Lord Fairfax SBDC (Warrenton) & SBDC at Vint Hill** will present the seminars "Considerations for Starting A Small Business" on Feb. 16th, 6:30-9p.m. and "Preparing Business Proposals & Financials" on March 16th, 6:00-9:30 p.m. Both seminars will be at Daniel Technology Center, Germanna Community College, Culpeper. Also "Quick Books" seminar will be offered on Feb. 22nd and March 1st, 9 a.m.- 4 p.m. at Lord Fairfax Community College, Warrenton. For more information, contact **Ruth Cope** at (540) 351-1591.

\* **Tony Tedeschi, Piedmont Press & Graphics** and **Warrenton Lifestyle Magazine** complimented **SFBOA's Lynne Cox** on our last newsletter by saying "well done newsletter; kudos to those putting it together".

### **An excerpt from *Walk the Talk* By Eric Harvey and Steve Ventura**

#### **Commitment**

Think of someone you know who is "a person of good character." Lock his or her image in your mind. Now take a moment to reflect on the things this person says and does...the personal characteristics that make him or her a role model for you. What comes to mind? What do you see?

Chances are that high on the list of your role model's qualities is COMMITMENT - the unwavering dedication to being a good family member and friend...to doing his or her best at work and away from the job...to doing what's right, noble, and decent.

Committed people like your role model just seem to have their heads and hearts in the right place. They keep their priorities straight. They stay focused on what's important. They know, inherently, that what they believe must drive how they behave - and how they behave ultimately determines the character they possess, the reputation they enjoy, and the legacy they leave.

Abraham Lincoln had this to say about commitment:

**"COMMITMENT is what transforms a promise into reality. It is the words that speak boldly of your intentions. And the actions which speak louder than the words. It is making the time when there is none. Coming through time after time after time, year after year after year. Commitment is the stuff character is made of; the power to change the face of things. It is the daily triumph of integrity over skepticism."**

The world renowned pianist, Van Cliburn, after one of his magnificent concerts was approached by an admirer who had been in the audience.

The emotional fan grasped Cliburn's hand and said,

**"I would give my life to be able to play the piano like that."**

The pianist smiled and replied..."I DID."

## Informing our members

**Midland Christian Academy** is preparing for its annual MCA Benefit Auction to be held the evening of April 17 at Dayspring Mennonite Church. Businesses or individuals interested in advertising in the auction catalogue or contributing goods or services to the auction should contact Allison Clark at 439-2606 or by email at [aclownfish4fun@aol.com](mailto:aclownfish4fun@aol.com).

**Congressman Rob Wittman** will be the featured speaker at the 2010 SFBOA Annual Membership Meeting in August. Look for details in future newsletters.

### **ABOUT SFBOA**

Organized in 1996, the Southern Fauquier Business Owners Association is comprised of approximately 90 members consisting of retailers, service businesses, industries & medical professionals.

### **Our Mission**

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.

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**Joe Korpsak** is the producer of SFBOA's monthly newsletter. Be sure to email Joe at [absolutebeta@earthlink.net](mailto:absolutebeta@earthlink.net) with your announcements, notices, information, requests, etc.

SFBOA  
P.O. Box 358  
Bealeton, VA 22712

ADDRESS CORRECTION REQUESTED

### **Dates to Remember:**

- \* February 16 – Officers and Directors Board Meeting. MCA Messick Bldg., Room 4.
- \* February 17 - RSVP for October dinner to [suzanne.williams@verizon.net](mailto:suzanne.williams@verizon.net)
- \* February 23 – Monthly Members Dinner and Meeting, 6 p.m., Ripley Hall, Inn at Kelly's Ford.
- \* February 26 – Newsletter Deadline for Membership News.

*Inn at* KELLY'S FORD

*Next Membership Meeting  
February 23, 2010*

*Social Hour starts at 6 p.m., dinner served at 7 p.m.  
Ripley Hall, the Inn at Kelly's Ford,  
16589 Edwards Shop Road in Remington  
Bob Niles - February Featured Speaker Cryogenic Fuels.*

### *MENU*

*Potato Salad  
Grilled London Broil with Green Peppercorn Sauce  
Rosemary Roasted Potatoes  
French Green Beans  
Rolls  
Coffee or Tea  
Dessert*

*Please telephone [Suzanne Williams](mailto:Suzanne.Williams@verizon.net) at  
(540) 439-8411 or email her at  
[suzanne.williams@verizon.net](mailto:suzanne.williams@verizon.net)  
at least one week prior to the meeting to make your  
reservation.  
All reservations must be honored.*

**WE'RE ON THE WEB**  
**WWW.SOFAUQUIERBUS.ORG**

US POSTAGE