



Southern Fauquier Business Owners Association

Volume 4

March 2010

Open Letter to the Fauquier Board of Supervisors

This is an open letter to the Fauquier County Board of Supervisors (BOS). This letter calls for a "Tax Relief Program for...Businesses" because of the Proposed FY 2011 County Budget of tax increases on commercial/industrial properties.

March 9, 2010

Dear Board of Supervisors, Fauquier County:

It was very instructive to be present at your FY2011 Budget Work Session this day. In the spirit of the public/voters being invited to provide comments and suggestions to your deliberations, prior to the adoption of the FY2011 budget, please read on.

I have a suggestion for your consideration. Since you have decided to have a 2011 equalized tax rate, which could adversely affect commercial/industrial property owners for an average 37% tax increase. This situation, as I understand it, is due to the average property value increase of about 1% compared to the 25% decrease of the average residential property value based upon the recently concluded county wide reassessment.

The timing of your budget schedule does not allow me

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MEMBERSHIP NEWS

New SFBOA Members are:

Sylvia McDevitt – Met Life Insurance Company

NEXT MEMBERSHIP MEETING

March 23, 2010--Social Hour starts at 6 p.m., dinner served at 7 p.m.

Ripley Hall at the Inn at Kelly's Ford

16589 Edwards Shop Road, Remington

FEATURED SPEAKERS

The SFBOA's own **Lynne Richman Cox**, **John Stewart** and **Dennis Taylor** (also members of the **Balanced Growth Alliance**) will present and discuss the recommendations presented to the Fauquier Board of Supervisors by "The Budget Talks" forum.

BUSINESS SPOTLIGHT

Fauquier Times-Democrat/Times Community Newspapers by **Michelle Geenty** on March 23, 2010. Michelle assists business owners in Warrenton and Southern Fauquier with their marketing needs and provides different advertising options.

50-50 WINNER

Rodney Smith

NEXT MONTH FREE DINNER

Diane Rhynalds - Rhynalds Enterprises

MEMBER ANNOUNCEMENTS

The **Greater Warrenton Chamber of Commerce (GWCC)** will offer seven formulas for "Improving Customer Value" on Thursday, March 18th, from 8 a.m. - 9:30 a.m. at the Warrenton Visitors Center. The cost is \$10 for members and \$20 for non-members. Coffee & pastries will be available.

The **GWCC** will have its Member Luncheon on Thursday, March 26th from 11:30 a.m. - 1:30 p.m. at the Warrenton Presbyterian Church Hall. The cost is \$20 for each member & guest. Lunch will be catered by Legends. (Continued p. 3)

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to preview my suggestions with the three local business organizations in Fauquier County, who themselves are concerned with this situation. Therefore I personally propose a FY2011 "Tax Relief Program for Commercial/Industrial Properties/Businesses." This proposed program would be for businesses and related property owners, who, if unassisted, could/would go out of business, have business cutbacks, and/or cause further unemployment and loss of jobs.

The proposed nature of this program would provide tax relief to businesses and related property owners by:

- (1) Reducing their tax rates upon certain businesses below the equalized real estate rate of \$1.02;
- (2) providing relief in one of three ranges of no more than 10%, 20%, or 25% of tax decrease based upon the ability to pay (i.e., income tax filing for 2009 compared to 2008 and changes in their assessments for 2010 compared to prior year); and
- (3) the number of commercial/industrial parcels would be limited to say less than half of the existing 1,853 business-class parcels countywide.

This proposed program would/could also have the benefit of providing assistance during these "tight" economic times from a sensitive BOS, who are business as well as residential friendly.

The proposed program expenses and/or tax revenue could be offset by the following:

- * Securing creative and innovative grants-in-aid;
- * County hiring freeze as well as salary/COLA freeze;
- * Reduction in capital project costs and the Capital Improvement Program;
- * Sale of excess county owned land and personal property; and
- * Some use of "windfall" revenues for FY2011 over and above the Kaine budget assumptions used in initially preparing the Proposed FY2011 budget revenues - such as the Composite Index maintenance.

Sincerely and written in haste,

Joe Korpsak
Remington Businessman and Resident

FOR SUCH A TIME AS THIS...

Comment by Lynne Richman Cox

The last twelve to eighteen months have brought a great many challenges to all of us as individuals, family members, business owners and citizens of our local community and country. We have taken hard looks at our personal finances, our business finances and our municipal and national finances in response to an economy that has been turned upside down by reasonably well intentioned efforts embellished somewhat by the sense of entitlement and what I call "self-debt," a.k.a. "I owe it to myself." In reflecting on our county's fiscal condition I remain optimistic about our ability to reshape and refine our cultural attitudes and sense of community.

We've actually been given an awesome opportunity in this time of a slightly slower economic pace to reorganize our priorities and perfect our personal and professional missions. How many of us as business owners have truly gotten down to "brass tacks" and "bare bones" in deciding what will bring our businesses out of the doldrums and into the next level of prosperity? I daresay that each of us has had to look hard at our businesses and our own check books and decide what where our money goes says about us.

If the Fauquier Times Democrat looked at our check registers what would they report on? Does our hard earned money go only to "infrastructure" (utilities, taxes, insurance, basic foods, housing, etc.) or does it look to the future of our family (savings accounts, college funds, life insurance, professional/personal development). What would it say about our support for our community? Would our check book speak to our love for our community? Is there unnecessary waste and policies/programs with a rearward view?

Mission minded reflection was destined for such a time as this where there is slim distraction and true incentive to making the best possible use of the blessings right in front of us. Make the most of your unique gifts and perceptions in creating the community YOU want to live in by engaging in the process of leadership. Be proactive, be outspoken, be who we as patriots were originally designed to be—ruggedly individual, inspired and self empowered participants in our governance.

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 and Officers met on February 16, 2010. Actions taken by the Board included:

- * Approved the 1/19/2010 Board meeting minutes.
- * SFBOA bank balance is \$10,423 as of 1/3/2010.
- * Joe Korpsak presented new and sample duck replacements for the next annual ducks race fundraiser.
- * Future SFBOA newsletters could feature sponsors to provide funds and business info.
- * Matthew Smith reported upon the pending Liberty High School scholarship review committee.
- * There are still three Board vacancies, including Secretary.
- * Board approved, as recommended by Les Nichols, revised ad rates for inclusion in the next newsletter for the SFBOA Membership Directory.
- * Board concurred with the suggestion that the SFBOA membership be advised regarding Congressman Wittman's bill (H.R. 4348) which provides incentives for workers to telecommute.

RSVP for the above events need to be made with **Whitney Edwards** at (540) 229-8915.

Rev. **F. Wesley Shortridge** advises that the **Liberty Community Church** will host an open "mic" night to showcase local talent. Bands, musicians, artists, poets, and other artists are encouraged to participate and attend to connect with other local artists. Artists are encouraged to pre-register to ensure space for their talents. All styles are welcome, as long as there is a positive message. Open "mic" will be Friday, March 19th beginning at 7 p.m. Entry and participation is free. For more information, telephone (540) 439-0500.

Hospice of the Rapidan and **Fauquier Health** will host free National Bereavement Teleconference on "Living with Grief: Cancer and End-of-Life Care" to occur on Wednesday, March 24th, 1:30 p.m. - 4:30 p.m. at 500 Hospital Drive, Warrenton in the Sycamore Room A. This teleconference will address care options related to cancer diagnoses as well as loss and grief reactions for patients, families, professionals and caregivers. The teleconference will also examine psycho-social aspects of cancer, pain management, and ethical issues related to the disease.

For more information and to RSVP as seating is limited, telephone **Rachel Nicholson** at (540) 825-4840.

The **Warrenton-Fauquier Chamber of Commerce** (W-FCC) will hold its 2010 Fauquier Home and Business Expo on Thursday, April 1st from 10 a.m. - 4 p.m. at the Pearson National Guard Armory in Warrenton. This event features connections with local businesses, along with food, goodies & giveaways, and it is free and open to the public. For more information, telephone (540) 347-4414.

The **W-FCC** continues to offer "Business Wellness Days", which are free to all businesses. Provided is confidential business counseling relative to business in general, finance, and marketing. Counseling is provided by the Lord Fairfax Small Business Development Center on the second and fourth Wednesdays of each month. To make an appointment, telephone (540) 347-4414.

Matthew Smith advises that **Smith-Midland Corp.** was awarded a contract to construct a precast sound wall along the new Inter-county Connector in Montgomery County, Md. The contract is the biggest of the company's 50 years history and worth more than \$7.8 million. The project includes 607,000 square feet of noise barrier panels that will stretch east of Route 97 to just west of U.S. 29 between Rockville and Silver Spring, Md. The project began in late 2009 and is expected to be completed in January 2011. The project will feature "SoftSound," the latest sound-absorptive technology for use in highway noise walls. For more information, telephone (540) 439-3266 or visit online www.smithmidland.com.

Midland Christian Academy is preparing for its Annual MCA Benefit Auction, to be held in the evening of April 17th at Dayspring Mennonite Church. Businesses or individuals interested in advertising in the auction catalogue or contributing auction goods or services should contact **Allison Clark** at (540) 439-2606.

Informing our Members

The **Balanced Growth Alliance** and cosponsors **Southern Fauquier Business Owners Association, Greater Warrenton Chamber of Commerce** and **Fauquier Times-Democrat** have joined to host the forum "The Budget Talks". This concerns Fauquier County's 2011 Proposed Budget and its adverse impact upon local businesses with increased commercial and industrial property taxes. The forum will occur on Wednesday, March 17th, from 3:15 - 7:00 p.m. at the Warrenton Presbyterian Church. This event is open to all.

Phil Clark of Dominion Construction Group is SFBOA's representative on Fauquier County's Draft Sign Ordinance Committee. There have been three meetings to date and the review of the commercial signage changes is being finalized. Draft signage changes will be circulated to the SFBOA membership. The next meeting of the Committee that Phil serves on will begin reviewing temporary signage changes subject to County enforcement (i.e., proposed permit requirement). For more information, contact Phil at (540)428-3612, ext. 114.

The last meeting of the **Business Advisory Committee** was held on March 4 and attended by **Lynne Cox**. The highlights of the meeting included a discussion of the Board of Supervisors consideration and review of the FY2011 County Budget and topics for review and discussion by the members of the BAC. The committee will review the Target Business Review Process submitted by the Department of Economic Development and rate it based on the scorecard system developed to assist the BOS is gathering community input on processes, projects, and ordinances that would affect the local economy. In March, the committee will be selecting its permanent chair and vice chair positions.

SFBOA
P.O. Box 358
Bealeton, VA 22712

ADDRESS CORRECTION REQUESTED

Dates to Remember:

- * March 16 - Officers & Directors Board Meeting, MCA Messick Bldg., Room 4
- * March 17 - RSVP for March Dinner Meeting to suzanne.williams@verizon.net
- * March 23 - Monthly Members Dinner & Meeting, 6 p.m., Ripley Hall, Inn at Kelly's Ford
- * March 30 - Newsletter Deadline for Membership News

Inn at KELLY'S FORD

MENU for March 23

*Soup of the Day
Tilapia encrusted w/Coconut
Flageolet Beans
Baby Carrots
Rolls
Coffee or Tea
Dessert*

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

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.

WE'RE ON THE WEB

WWW.SOFAUQUIERBUS.ORG

US POSTAGE