



SOUTHERN FAUQUIER BUSINESS OWNERS ASSOCIATION, INC.

# SFBOA NEWSLETTER

VOLUME 2, ISSUE 5      MAY 2009

## SFBOA MEMBER SPOTLIGHT

### Cabling Systems, Inc.



Cabling Systems, Inc. is a fully licensed and insured private security company with required background checks and finger printing of all employees. Locally owned and operated, Cabling Systems, Inc. is located in Sumerduck, Virginia and opened their doors for business in 1998, originally providing security systems, access control and surveillance camera systems.

Cabling Systems is a supplier of electronic security systems for both residential and business customers. Their security systems include: wired and wireless intrusion detection, fire alarm, video surveillance, access control, and 24 hour central station monitoring to homes within Fauquier, Loudoun, Culpeper counties and the Fredericksburg area. They also provide Multi-room Audio/Video systems that will enhance any room.

Owned by Glenn and Sissy Duckworth, Glenn has over 20 years experience working in the alarm business and has grown up in Fauquier County. They provide value to their customers by giving each one affordable and effective security solutions to protect their families, businesses and possessions.

Customers can save up to 20% on homeowners (and/or business) insurance with a monitored security/fire alarm system. For only about 80 cents per day, families and businesses are covered 24 hours a day.

For more information about Cabling System, Inc. visit their web site at: [www.cablingsystemsonline.com](http://www.cablingsystemsonline.com)

## APRIL MEETING UPDATE

Bert van Gils gave a 5 minute spotlight on his business. He is an attorney primarily negotiating contracts, working with small business owners, estate planning, wills, trusts and estates.

Lynne Cox and Allison Clark presented Suzanne Williams with a lovely dish garden as a farewell thank you for her work as SFBOA secretary. Lynne Cox gave the blessing.

The minutes from the last meeting were approved.

Lynne announced that the scholarship review had been held and the winners would be announced shortly. SFBOA is giving two \$1,000.00 scholarships.

Lynne introduced Mike Fenner of the Cox Company who represented the Mintbrook project. The Mintbrook team is hoping that Mintbrook will bring a significant amount of job opportunities to Bealeton. He gave a presentation (visual) of the strategy for a mixed use neighborhood development including shops, businesses, recreation – all within walking distance.

Mintbrook still has 3 major hurdles to overcome regarding zoning and planning. The next step is to determine hard edge form and function of Route 17 design flow of traffic. They've reduced their commercial density. They've reduced their guinea pig for mixed use concept that is town focused. It could be at least a \$3 Million tax revenue for Fauquier County. Next step – 14 of May – goes before Board of Supervisors meeting. Russell asked that anyone interested, please attend and let them know what you would like to see happen. Two important assessments are how much sewer capacity and how much commercial would be left.

Suzanne will take the headcount for the May meeting.

## May Monthly Meeting

The upcoming meeting will be held on Tuesday, May 26, 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.

Don Tharpe will be our guest speaker.

### Menu

House Salad  
Cream of Asparagus Soup  
Baked Catfish  
Vegetables  
Rolls  
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*

[suzanne.williams@verizon.net](mailto:suzanne.williams@verizon.net)

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

## June Speaker

John J. "Butch" Davies,  
Commonwealth  
Transportation Board

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

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## MAY GUEST

### Don Tharpe

Donald R. Tharpe, founder of the Liberty Heritage Society, has studied architecture and archaeology in his native Virginia and abroad in Israel, Greece and Turkey. He is presently researching, through primary sources, the social, economic, religious, and legal history of Fauquier County.

A 1964 graduate of Fauquier High School, Don earned his bachelors degree in accounting in 1969 from Virginia Commonwealth University. His interests later traveled in a different direction, and he went on to obtain his masters degree in theology from Regent University in 2000. He is currently working on a doctorate in philosophy in religious studies.

He is a lecturer at the Smithsonian Institution and serves as an advisor to numerous museums and historical organizations both Virginia-based and national. He was appointed to the Fauquier County Historical Resource Committee for its terms and is an active member of the County Civil War Round Table.

His present objective is to organize the Liberty Heritage Society. The mission of this organization is to offer onsite training in archaeology; to cultivate and maintain a library of primary and secondary source material; to display and interpret historical artifacts in a museum environment; and to teach in the public forum the history of the seating of the numerous people groups of the Piedmont region of the Northern Neck, with special emphasis on the Rappahannock River and its tributaries.

## ANNOUNCEMENTS

### Paradigm Solutions

Dennis A. Taylor, Paradigm Solutions Chief Operating Officer, has been appointed to the Academic Advisory Council of the University of North America (UNA). In an interview Taylor said "The University of North America has extremely high standards, is focused clearly on the Customer (the students), and takes a truly pro-active approach to education."

Taylor continued, "Reaching out to potential employers and determining what needs they have, from an education/career standpoint, now and in the future, is just good business with heads-up leadership. That's what the UNA is all about and I'm proud to be part of their team!"

You can learn more about the UNA by visiting <http://www.unausa.info/>

### The Fauquier County Balanced Growth Alliance Releases

#### Economic Growth and Business Retention Report

Warrenton, VA Monday, April 27, 2009 – The Balanced Growth Alliance (BGA) is pleased to announce the release of its "Economic Growth and Business Retention Report: Recommendations to the Board of Supervisors."

The Balanced Growth Alliance 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 formed as a response to the overlapping objectives of several key, but diverse, community groups in Fauquier," said Dennis Taylor, Chief Operating Officer of Paradigm Solutions and President of the BGA. "In my travels around the County I noted dozens of groups – business groups, environmental groups, citizen's groups, and governmental groups – all thinking hard about economic development, but essentially operating in individual silos. They are all concerned with many of the same things, but to date have not communicated openly with each other on how they might share resources, capabilities and ideas. Many are struggling to turn ideas into action and we hope the Alliance will help them to actually achieve their common objectives."

In anticipation of their April 28 board retreat, the County Board of Supervisors asked the BGA to provide them with our thoughts on economic development. The BGA report is the culmination of dozens of meetings examining ways to balance the agricultural, commercial, and residential development needs of Fauquier County. "What makes the BGA different is our striving to bridge fault lines, to overcome long-standing miscommunications and misconceptions, and to bring together very diverse individuals who nonetheless share the same basic principles. Realizing that most local business owners and business growth advocates can make common cause with key principles of the Citizens for Fauquier County (and other conservation groups) has been incredibly exciting! It has also allowed us to discover that leaders in the conservation community are not hostile to business, but eager for commercial activity to be sensitive to and respectful of our rural culture" said Taylor.

In its report, the BGA notes that Fauquier is right now presented with unique opportunities to shape the county's future. With suburban development pressure abated for the moment, there is time to develop a strategy for responsible, high quality growth as the economy begins to recover. This process by its nature will also address constructively the very hard tax and economic challenges facing the Board of Supervisors.

For more information on the BGA, and to request a copy of its report, please contact Lynne Cox at [lynne.cox@balancedgrowthalliance.org](mailto:lynne.cox@balancedgrowthalliance.org).

**MEMBERSHIP**

Absolute Variety Sales  
 Access Point Communications, Inc.  
 Aflac  
 Allstate - Payne Agency  
 Alvin Henry Appraisals  
 Arbonne International  
 ATEC, Inc.  
 BB&T Bank  
 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  
 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.  
 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

The Board

**Officers**  
**President**  
 Lynne Richman Cox,  
 Midland Christian Academy  
**Vice-President**  
 Matthew Smith,  
 Smith-Midland Corp.  
**Secretary**  
 Vacant  
**Treasurer**  
 Jessica Wilson,  
 The Fauquier Bank  
**Directors**  
 Dennis Taylor-Chairperson,  
 Paradigm Solutions  
 Les Nichols, Carson Ashley  
 Allison Clark,  
 Midland Christian Academy  
 Susan Eicher Kemper,  
 Generations Flowers  
 Jessica Pritt, BB&T Bank

**April Winners**

**50/50 Winner**  
 Russell Marks,  
 Bealeton Gateway,  
 LLC (donated to  
 SFBOA scholarship  
 fund)

**Dinner for Two**  
 Lynne Cox, Midland  
 Christian Academy

**May Member Spotlight**  
 Cabling Systems,  
 Inc.

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

- May 19 - Board Meeting, 6:15 PM, Church of the Brethren Fellowship Hall
- May 26 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford
- May 22 - News Deadline for June 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](http://Waivasir.com)