



Southern Fauquier Business Owners Association

Volume 2, Issue 10

October 2009

SEPTEMBER MEETING NOTES

SFBOA's annual "Ducks Galore" Race on the Rappahannock River, for prizes and Liberty High School scholarships, has begun with ticket sales. Grand prize is \$1,500 cash. Ticket sales books are available at **Midland Christian Academy, Smith-Midland Corp., Clark Brothers** in Opal, & **Remington Variety Store**.

Individual ticket sales, of \$5 each, are available at Remington businesses such as Andes Market & Deli, **BB&T Bank**, DJ's Haircuts, Donna's Cut & Style, Farmer's Wife, **Fifield-Helm Insurance**, Groves Hardware, **Inn at Kelly's Ford**, Mirror Mirror, Rappahannock Station, R&H Grocery, Remington Barber Shop, **Remington Corner Deli**, **Remington Drug**, Remington Press, **Remington Variety Store**, Richie's Millwork, Rosson & Troilo, **Town Hall of Remington**, & Wally's Automotive.

Tickets sales in Bealeton are available at **Generations Flowers & BB&T Bank**.

Ticket winners will be announced on Oct. 10th at the Remington Fall Festival. On the same day, ticket holders, can watch their plastic numbered duck entries, float down the Rappahannock River from the nearby bridge crossing in Remington at 3 p.m. You don't have to be present to win. For additional information,

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MEMBERSHIP NEWS

New SFBOA Members are:

- * **Robin Ariola** - Here for You Virtually
- * **Kevin Martin** - Mobile Security Shred
- * **Dale Mincks** - Your Electrician

NEXT MEMBERSHIP MEETING

OCTOBER 27, 2009--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 in Remington.



The featured speaker will be State Senator **Jill Holtzman Vogel** (R – Upperville), 27th District, representing part of Fauquier County.

Senator Vogel is a wife, mother, small business owner, and resides in Fauquier County. She has served on various Boards of Directors/Trustees.

In 2007, Jill was elected to the State Senate of Virginia and serves on the Senate Committee of Rehabilitation and Social Services, the Committee on General Laws, and the Privileges/Election Committee.

For 2009, the State legislative session has focused on tax reform, consumer protection, child safety, women's health, support for children with autism, insurance reform and sheriff's support. Her media reviews have included VDOT cuts and their existence within stimulus funds.

Senator Vogel will discuss General Assembly session items and solicit feedback as well as questions from SFBOA attendees.

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telephone **Allison Clark** at (540) 219-5114, **Matthew Smith** at (703) 472-5983, or **Joe Korpsak** at (540) 439-3259.



SEPTEMBER DINNER MEETING

The **Balance Growth Alliance** (BGA) is currently conducting a mail and online survey, which is due September 30th, in conjunction with the Fauquier County Department of Economic Development. The BGA was established in January 2009 by a voluntary group of Fauquier County business owners interested in assisting the County in improving upon its delivery of business oriented services.

The principal speakers, including two of SFBOA's members, **John Stewart**, Managing Director, of Vantage Economics -and- **Dennis Taylor**, Chief Operating Officer of Paradigm Solutions, in addition to Barrel Oak's owner **Brian Roeder**, gave a joint presentation. Other SFBOA/BGA members are Jim Carson of Carson Ashley and Associates and SFBOA President Lynne Richman Cox of Midland Christian Academy.

BGA's current mission statement is "*to sustain Fauquier's essential character by advocating actions that promote economic opportunity in harmony with productive farmlands, connected neighborhoods, scenic beauty and responsible resource management.*"

The mission statement was formulated from the consensus of many meetings, which connected various views against differences between "silos" such as the Fauquier Chamber of Commerce, SFBOA, and other interested persons and established groups. For additional information, go online at www.balancedgrowthalliance.org.



Bringing Business & Conservation
Together in Fauquier County



Paradigm Solutions is a Management and Business Consulting firm with specialization in Organizational Development and Business Process Improvement. We provide implementable and common sense solutions to help you become more competitive. We can assist you in overcoming typical business issues and will help you deliver improved and value-added services to your customers through robust and repeatable business processes and motivated employees. This adds up to improved bottom line performance and a satisfied, energized and empowered team. We work with private and public sector firms and enterprises of all sizes and we tailor our approach to fit our customers' individual needs.

If you are looking to start or accelerate your continuous improvement and performance excellence journey we can provide a wide range of services and training to help you implement and use the tools and techniques available. All businesses have challenges, issues and opportunities for improvement - and the key is to recognize these facts and make the decision to do something about them before your competitors do! In this competitive marketplace can you afford to miss the opportunity to continually improve your business in order to stay ahead of the competition? Call us today or drop us an email - we are here to help you and are happy to meet with you at no charge to discuss how we may be of assistance.

P.O. Box 278
Catlett, VA 20119

Ph: 540.788.9330
Fax: 540.788.1765

MEMBER ANNOUNCEMENTS

Dennis Taylor of Paradigm Solutions advises that this month marks Paradigm's 7th anniversary in business. Paradigm signed its first contract in September 2002 and has been helping Fauquier County businesses grow profitably ever since! Paradigm assists small to large companies, municipalities and non-profit businesses. Taylor advises "that with the current economy and business slowness, it is the time to focus". "A primary focus should be on preparing your business to capitalize on the soon-to-come upturn in the economy."

John & Carlotta Puckett of Rogers Ford Farm Winery announces that "you can now buy Rogers Ford Winery wines at **Generations Flowers**".

Bill & Linda Willoughby of The Inn at Kelly's Ford states that **The Inn at Kelly's Ford Equestrian Center** and **Rogers Ford Winery** are "joint venturing to support SFBOA" for a Fall Wine Trail Ride on October 11th to begin at 9:30 a.m. Fee is \$45 for each person. RSVP by Oct. 8.

Donna Andes of Primerica Financial Services informs that there are part-time positions available at **Primerica**. Contact Donna at (540) 439-8510.

OFFICERS

President - Lynne Richman Cox
Midland Christian Academy

Vice-President - Matthew Smith
Smith-Midland Corporation

Secretary - Sylvia McDevitt
Fauquier Times-Democrat

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 has met on three occasions from July 21 through Sept. 15, 2009. Actions taken by the Board are:

* Approved free dinner for each SFBOA member and one guest for last month's Annual Membership Dinner on August 25 at The Inn at Kelly's Ford.

* Approved the formation of a Board panel to oversee the annual "Ducks Galore!" fund-raiser for Liberty High School scholarships and ticket prizes. The "Ducks Galore!" race on the Rappahannock River in Remington will occur on October 10th (3 p.m.) in conjunction with the annual Remington Volunteer Fire & Rescue Fall Festival.

* The primary bank account for SFBOA was transferred to BB&T Bank with an interest bearing account, free checking and waived fees. The current SFBOA bank balance is \$8,895 as of 9/15/2009 according to Andy Rose.

* Les Nichols is currently updating the SFBOA Membership Directory.

SFBOA Members

New members in bold

Absolute Variety Sales
Aflac
Bealeton Gateway LLC
B & B Tree Farm
Cabling Systems, Inc.
Carr and Hyde, Inc.
Carson, Ashley and Associates, Inc.
Clark Brothers
Deer Meadow Farm
Dominion Construction Group
Ennis Construction
Fauquier County Chamber of Commerce
Fauquier County Dept. of Economic Development
Fauquier Medical Associates
Fauquier Times-Democrat
Fifield-Helm Insurance
Fox Woodworks
Gavin Reynolds, DDS
Golden Rule Builders
Groves Hardware
Healthy Zone
Here for You Virtually
Hospice of the Rapidan
Inn at Kelly's Ford
Law Office of Bernard J.E. van Gils
Mayhugh's II, Inc.
McLeod, Inc.
Meadows Electric
Middleburg Bank/Financial Center
Midland Christian Academy
Miller Brothers
Mobile Security Shredding
Moser Funeral Home, Inc.
Norwood Construction
Old Town Insurance
Paradigm Solutions
Piedmont Press & Graphics
Pressley Enterprises
Primerica
Pro 1 Auto, Inc.
R. Carl Faller, Realtor
R. Paul Lawrence
Remington Drug Company
Rhynalds Enterprises
Rozanne K. Kelley, P.C.
Shady Grove Kennel and Hunting Preserve
Sky World Aviation
Smith-Midland Corp.
Southern Business Web & Networks, LLC
The Dara Law Group
The Liberty Heritage Society
The Sowder Company, Inc.
Town of Remington
Vantage Economics
William A Long Inc
Wm. Allan Edwards Trucking Inc.
Woodward Turf Farms, Inc.
Your Electrician

MEMBER ANNOUNCEMENTS con't.

"Writing A Business Proposal" seminar will be presented by David Reardon of the Lord Fairfax Small Business Development Center at the Fauquier Campus in Warrenton on Wednesday, November 4th. The seminar will explain what to include in a business plan, what banks are looking for, and where to obtain the information needed. For more information, phone (540) 351-1595 or visit online www.LFSBDC.org.

Smith-Midland Corporation was recently awarded the 2009 Annual Metro. Washington Excellence in Construction Award for Specialty Concrete (under \$10 million) for its work on the 3120 Fairview Park Drive office building in Falls Church, VA.

Joe Korpsak, on an interim basis, will be responsible for SFBOA's monthly newsletter. This month's newsletter has been put together with the assistance of SFBOA Officers and Board of Directors. Members are asked to send their comments to Lynne Richman Cox by email to sfboa@sofauquierbus.org -or- to any Officer or Director.

Drawing Results

* **50/50 Winner - Dennis Taylor** - donated to Hospice of the Rapidan.

* **Dinner for Two - Nancy Walbridge**, Hospice of the Rapidan.

***Business Spotlight – Paradigm Solutions** (see page 1)

SFBOA
P.O. Box 358
Bealeton, VA 22712

ADDRESS CORRECTION REQUESTED

Dates to Remember:

- * October 13th – Officers and Directors Board Meeting. MCA Messick Bldg., Room 4.
- * October 20 - RSVP for October dinner to suzanne.williams@verizon.net
- * October 27th – Monthly Members Dinner and Meeting, 6 p.m., Ripley Hall, Inn at Kelly's Ford.
- * October 23rd – Newsletter Deadline for Membership News.

Inn at KELLY'S FORD

MENU for October 27

Chicken Mousse
Sliced Baked Honey Glazed Ham
Green Beans
White Rice

(Non-Alcoholic drinks included in price)

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