

**THE FAUQUIER CHAMBER OF COMMERCE**  
**BOARD MEETING**  
**Wednesday, May 15, 2024, 8:30 AM**  
**Location PATH Rappahannock Room and via Zoom**

**Present:** Alec Burnett, Dawn Arruda, Gloria Williams, Angie Thomas, Rebecca Segal, Caitlyn Adkins, Lorna Magill, Benjamin Musser, Doug Parsons, Carmen Rivera and Al Penska (via Zoom).

**Called to Order** at 8:30 am by Dawn Arruda, Chairman, with a quorum of the Executive Board present. Reviewed Mission and Vision of the Fauquier Chamber of Commerce.

**President's Report presented by Alec Burnett.**

Reference Chamber Board Page for details.

**Membership:**

New Members Gala Cuisine, Leading Edge, Total Shape, Independent Order of Odd Fellows, Sound Sleep LLC and Citizens of Fauquier.

Benjamin Musser motioned to approve New Members and to Table Total Shape. Caitlyn Adkins 2<sup>nd</sup>. Motion Approved.

23 Deactivated Members.

Dawn recommended a follow up plan to address Deactivated Members. Ray and Alec noted the former members will not answer.

Alec will provide Board a reason for deactivated members.

Membership Totals month over month 2024 is 364,366,373,382,363.

A/R Balance is \$21,506.23.

**Strategic Framework to Increase Membership Engagement Opportunities:**

KPI's & Strategic Report to be reviewed next month.

Lapel Pins \$5

**Wise Choice Healthcare Alliance Update:**

Video from Priscilla Endorsing the program as well as information.

Webpage Draft to be presented.

Alec proposed the June 1<sup>st</sup>, 2024 offering to Members.

Ray Knott motioned to accept and Lorna Magill 2<sup>nd</sup>. Motioned carried.

**Northern Piedmont Community Foundation:**

Scholarship Fund Statement 03/31/2024 \$62k.

Fauquier HS and Kettle Run HS Awards for 2023-2024 School Year

Alex suggested and Benjamin agreed the Young Professionals should present at the Awards Ceremony.

Ray Knott will review the scholarship selection criteria.

**Upcoming Events:**

May 21<sup>st</sup> Business Networking

May 24<sup>th</sup> Coffee & Commerce

May 30<sup>th</sup> Cutting Edge Connections

June 4<sup>th</sup> Meet & Greet Members  
June 13<sup>th</sup> After 5  
June 25<sup>th</sup> Business Networking Lunch  
May 24<sup>th</sup> Edition Discover will highlight the Chamber and Canvas Week

#### **Financial Report presented Rebecca Segal.**

YTD P&L Budget as of April 2024 noted New Member Dues are Up but haven't met the Budget Goals.  
Rebecca suggested to look at reducing Expenses.  
Chamber is not meeting goals for Sponsorships.  
Alec to provide report for Businesses that have and have not renewed Sponsorships.  
Pitney Bowes Machine and Mailings have been reduced to help with Expense Reduction.  
Events are doing very well.  
Negative YTD.  
Noted Financials are recorded on the Board Page for review.

#### **Committee Reports**

##### **EDLA Report presented by Lorna Magill.**

Newsletter received a good response and is helping with providing members information.  
Developing programming schedule and panel discussion.  
Scott Elliott with the Fauquier Times is working on the new Business Section.  
Panel Discussion is August 20<sup>th</sup>, 2024.  
September Business Expo 09/13/2024 to coincide with National Preparedness Month.  
Newsletter to Include Job Postings from Members.

##### **Town of Warrenton Updates presented by Doug Parsons.**

Silver Branch is doing well.  
20k-30k Production Facility.  
WSA 200 new water taps are selling.  
Remington Mayor would like to bring a Dollar General to town and he is looking for property.  
Business Retention Visits conducted by Beverly and Lauren Perez. Took 4 dozen cookies to 30-35 businesses.  
Donna Comer with Laurel Ridge noted the Job Fair was not well attended.  
Unemployment in Fauquier County is 2.8%.  
REI GO VA Study Group is working with our Commissioner of Revenue, Eric Maybach.  
160 New Business Licenses.  
Revamp Start Up Business Pages on the Town's Website.  
Livestock Exchange Feasibility review noted the last Well Test was in 1984.  
\$2mm to be able to send water is not in the budget.  
Barrier Cable new facility.  
Puller Veteran Care Facility to accept first patient by the end of 2024.  
Visting OVH & Sparc to help introduce the new Veterans Care Facility.

##### **Events presented by Ray Knott.**

###### **Valor Awards**

Reviews from the Valor Awards stated the Best Year yet.  
Financial Results Approximately \$23k in Revenue.  
Videos went well and were appreciated.  
Committee to meet year around to prepare for 2025 Valor Awards.

**Fall Festival 10/05/2024**

Town of Warrenton is expanding the footprint.  
70 Booths Sold and \$10k+ in revenue to date.  
Leverage the County's Sites  
Begin working on Sponsorships.

**Gala 11/07/2024**

Site Visit to Airlie schedule for this afternoon.  
Airlie is less expensive than last year.  
They are checking if the layout and configuration will work.  
Committee Members needed.

**Jeffersonian Dinner.**

CEO's and Entrepreneurs attended.  
Important to the Community.  
Ray suggested this is a possibility for a future Chamber Event.

**Women's Business Council report presented by Gloria Williams.**

June Luncheon 06/18/2024 11:30am-1:30pm at Stonewall CC.  
Daphne Latimer to present "the Power of You". Ray noted he has worked with Daphne regarding HR issues.

**Young Professionals presented by Benjamin Musser**

May 30<sup>th</sup> 5-7pm to be held at Heroic Axe for their Cutting Edge Connections.  
Project Life Saver Spirit Night 10% donated.  
June 7<sup>th</sup> Furst Friday 12-1pm.  
2 New Members to the Executive Committee Caitlyn West and Kayleigh Hall.

**Old Business**

Dawn stated again the Board Book needs to be reviewed and approved but we skip this item for this meeting.  
Next Executive Committee Meeting will be June 5<sup>th</sup> and Board Meeting June 12th.

**New Business.**

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**Roundtable Discussion**

Lorna will start her journey across England June 15th.

**Meeting Adjourned at 10:15am.** Carmen motioned and Lorna 2<sup>nd</sup>.

*\*Next Board Meeting scheduled for Juen 17, 2024, 8:30am, PATH Foundation.*