

**RESILIENCE AWARDS
CENTER**

RECEIVED MAY 16 2011

Mr. Michael W. Johnson
County Administrator
Southampton County
26022 Administration Center Drive
Courtland, VA 23837

12 May 2011

Dear Mr. Johnson,

I want to extend my warmest thanks to you for your support of the Tayloe Murphy Center's Resilience Awards Competition and to ask your assistance in nominating businesses from your area.

Your collaboration in helping us identify resilient businesses in Courtland is a threefold win: 1) your local businesses will have an opportunity to participate in the competition; 2) the Tayloe Murphy Center has an opportunity to recognize and support these companies; and 3) Courtland an opportunity for some exciting publicity.

As you likely know, last year's finalists and winners not only received media coverage from around the Commonwealth recognizing the innovation and persistence of their companies. However, the attention was also beneficial to their communities. It is our hope that this competition can highlight other opportunities in your area. Many of last year's finalists and winners were able to receive new introductions to lenders, investors and other leading businesses here in the Commonwealth. You may also know that the award provides the winners scholarship funding to attend an open-enrollment program in Darden's world class Executive Education program. We'll work with our winners to find the course that fits their most pressing needs.

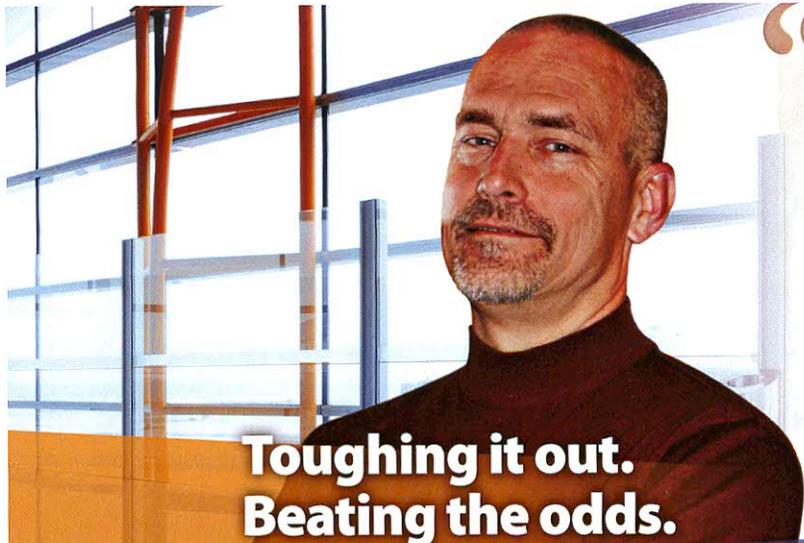
To nominate businesses in your area, please go online to www.resilienceawards.org or contact us directly by May 31st. If you have any questions regarding the competition, please do not hesitate to contact me or Marc Johnson, the Associate Director of the Tayloe Murphy Center, at 434-982-4527. We are happy to answer any questions that you might have.

Again, thank you for your ongoing support. If you think of businesses in your area that you think would be candidates, please make sure to let us know who they are. We look forward to bringing attention and giving support to the businesses in Virginia that are beating the odds, and your support helps make it possible.

Yours,



Gregory B. Fairchild



**Toughing it out.
Beating the odds.
Making it work.**

“The Tayloe Murphy Resilience Award brought exposure to our business and community. It expanded our network and opened the door to one of the best business schools in the country. But more than that, more than anything, entrepreneurs run on emotion. The Award gave us a boost at a critical time.”

TOM BANDY
OWNER & GENERAL MANAGER OF BANDYWORKS
2010 TAYLOE MURPHY RESILIENCE AWARD WINNER

It's called resilience.

Tayloe Murphy Resilience Awards



The Tayloe Murphy Resilience Awards competition assists entrepreneurial businesses that have thrived in communities facing economic challenges. The competition provides tools these businesses need — statewide awareness, expert advice, and introductions to lenders, investors and other Virginia business leaders — to continue to succeed. To top off their experience, winners can enroll free of charge in a week-long Executive Education program at the University of Virginia's Darden School of Business.

Last year's Resilience Award winners reaped tangible benefits: they secured funding, built relationships with officials, boosted employee recruitment, and gained exposure to potential clients — all through connections and resources provided by the Resilience Awards.

This year five more firms will receive assistance to help their businesses, and their communities, grow. Find out how the Tayloe Murphy Center can support your business on its path to continued success. Enter the 2011 Tayloe Murphy Resilience Awards competition today.

Enter your business at www.tayloemurphy.org

Now Accepting
Applications
Through
June 30th, 2011

Read about last year's winners in the June issue of *Virginia Business*

