



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

**BUSINESS
DIVERSITY**

MEET OUR SCORE MENTORS



BILL DROHAN is an advisory board member of the Fairfax County Economic Advisory Commission; a board member of Virtual, Inc.; and Managing Director of Southeastern Capital Investment Holdings, LLC, a real estate development and investment firm. Mr. Drohan founded the Drohan Management Group, Inc. (DMG), a Reston-based association management and consulting firm. Over three decades, he grew the company to 75 employees servicing more than 30 clients, before selling DMG to Striker Capital Partners. DMG has since been merged into Virtual, Inc. one of the largest association management companies in the industry. Mr. Drohan also was a founding director and served as Chairman of the Board of Alliance Bank in Chantilly, Va.



LEN JOHNSON brings 40 years of business expertise in government contracting, marketing, advertising, media, communications, public relations, creative services and consulting. He grew a three-person graphic design studio into JDG Communications—an integrated marketing communications firm with 15 employees—before selling it in 2009. “When I sold my business,” says Mr. Johnson, “I benefited from the advice of a SCORE counselor who helped frame the financial details of the transaction. Having personally benefited from SCORE, I chose to volunteer as a mentor to experience the joy of seeing other entrepreneurs succeed.” This hands-on management experience and knowledge of marketing, business development and sales is the foundation for his mentoring advice. His mantra is: “I will be your biggest cheerleader and your hardest task master.”



MARK NOVICK owned and operated a chain of automotive parts and paint stores (plus an automotive machine shop) in the Shenandoah Valley, as well as Leesburg and Purcellville (Virginia) for 25 years. By the time he sold this business to a company with a national footprint, he handled sales and operations (and acquisitions) for 35 stores east of the Mississippi, as well as Texas, Arizona and Ontario, Canada. Before retiring, he was vice president of field audit and implementation for all 175 Stores in the company. Mr. Novick graduated from Ithaca College (New York) with a Bachelor of Science degree in Business Administration.



KRISTIN SHARPE was founder and president of an IT services consultancy that she grew into a professional services firm with a nationwide presence. Her company specialized in implementing cloud technologies to many of the nation’s top colleges, universities and nonprofits. After 14 years, she sold her company to a larger consulting firm. Ms. Sharpe works with clients to help them plan, start, operate, grow and sell their businesses. She provides guidance in how to develop a value proposition and business plan; close critical first clients; understand financials and build financial success; build an effective team and grow a business through marketing, alliances and partnerships; as well as pre-acquisition planning and preparation and post-acquisition stewardship.



STEVE TERRILLION has more than 30 years of domestic and international pre-press, printing, and network operations management experience in the magazine, directory and newspaper publishing industries and was an industry change leader in analog to digital methodologies. Mr. Terrillion formed and led strategic corporate efforts in change management, business alliances, team building, targeted selection, mergers and more. In 2010, he launched a consultancy focusing on business continuity, strategic planning and business start-ups. In 2014, Mr. Terrillion became a venture partner/COO in a Northern Virginia-based franchise business that he leads and personally manages.

MORE INFO: Karen Smaw, Director, Diversity Business Investment and Entrepreneurship (diversity-investment@fceda.org)



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8300 Boone Boulevard, Suite 450, Tysons, Virginia 22182 • 703-790-0600 • FairfaxCountyEDA.org