



# The Chamber ADVANTAGE

Culpeper Chamber of Commerce » **JANUARY 2016** » Volume 3, Issue 13

## members in the news

The Greater Piedmont Area Association of Realtors® (GPAAR) just installed our 2016 President, **Linda A. Martin**, Broker with **Montague, Miller, & Company** in Culpeper, VA. GPAAR is a trade association of 600+ Realtors®.

**CFC Farm & Home Center** announces its new website that just went on line January 7, 2016. [www.cfcfarmhome.com](http://www.cfcfarmhome.com) Also take a minute to like us on Facebook or leave a review on Yelp!

Big news for **Belmont Farm Distillery!**

Tim Smith of the Discovery Channel "Moonshiners" will be here on April 2nd, our opening day for the year. We will have special events, details to follow.

Happy New Year from **Emergency Management Services International (EMSI)**! As we transition into the New Year, we want to take a moment to reflect on 2015 and highlight some things to come in 2016. First, 2015 was a great year for **EMSI**. Not only did we celebrate our 15 year anniversary but we launched our e-store [www.IMTGear.com](http://www.IMTGear.com), developed new courses and products while revising and updating others, added new members to our team, and expanded our relationships with our current clients

while also adding some new ones. And while we were doing this, we provided training for over 2,000 responders! The way 2016 is shaping up, it looks to be another outstanding year!

Congratulations to **Faye's Office Supply** on their 22 years in business! Thank you to all of our valuable customers that keep us in business. Faye's appreciates each and every one of you.

**pranapiloga** is happy to announce new staff! **Monica Fernandi** will be teaching Karma Kick and **Michele Bledsoe** will be holding space for Meditation. We have added lots of new classes, workshop and FREE events for the community. Please come in and get your wellness on!

**H & R Block** announces that **Mrs. Kelly Bailey** is returning to our office in Culpeper as a Tax Professional and also taking the MGR/Tax Pro position in our

Bealeton office.

**The Culpeper County Education Association (CCEA)** continues to work with Culpeper County Public School administration in a very positive and effective way. Our biggest focus right now is budget season, which is upon us. Please check out our press release at <http://members.culpeperchamber.com/news/> to see how you can help support Culpeper County students!

**Long & Foster Real Estate**, the nation's leading family-owned residential real estate brokerage, has named **Theresa Dalman** as the new manager of its Culpeper, Va., office. Dalman has been in the real estate business for over 15 years, and during that time, she's built a reputation for providing exceptional service to her homebuyers and sellers, as well as her fellow agents. Congratulations **Theresa!**



**JOIN US NOW!**

## NETWORKING PROFESSIONAL DEVELOPMENT CIVIC OUTREACH

### Some benefits to members include:

- Connections** - With other young professionals and community leaders.
- Development** - Of professional and leadership skills to build your career.
- Engagement** - With the community through service projects.
- Education** - About important business and community topics.
- Access** - To local CEOs, elected officials and other community leaders.

### Eligibility:

Any employee or owner aged 21 to 40 of a Culpeper Chamber of Commerce member business may join The Culpeper Young Professionals free of charge.

[f /CulpeperYPG](https://www.facebook.com/CulpeperYPG)

**CulpeperYP@gmail.com (540) 825-8628**  
629 Sperryville Pike, Suite 100  
Culpeper, VA 22701

**CULPEPERFEST**  
Connecting Business to Community  
FRIDAY, JUNE 10, 2016  
Eastern View High School  
3:00 PM TO 7:00 PM

- **FREE** to attendees, via pre ticketing at [CulpeperFest.com](http://CulpeperFest.com), or \$5 on the day.
- **Showcase your business to over 2000 people.**
- **Professionally piped and draped exhibit spaces.**
- **Vendors may sell crafts, merchandise, meats, produce, and baked goods. Ask for details.**
- **Sponsors receive a premium exhibit location.**

**Register for Sponsorship & Exhibit space now at [CulpeperFest.com](http://CulpeperFest.com)**

**Your sponsorship by April 30th includes the following:**

2016 SPONSOR INFORMATION

**CHAMPION - \$1800**

One PREMIUM location exhibit space in (incl. 1 table/2 chairs, electricity)  
40 \$5 Food vouchers (no cash value)  
Your logo showcased:  
On Champion sponsor banner  
On [CulpeperFest.com](http://CulpeperFest.com) / [Eventbrite.com](http://Eventbrite.com)  
Within Email marketing both to Chamber members and attendees  
Multiple times on Facebook with links  
In Local Printed Media  
On event flyers / posters and food vouchers.

**PATRON - \$1200**

One PREMIUM location exhibit space in (incl. 1 table/2 chairs, electricity)  
30 \$5 Food vouchers (no cash value)  
Your logo showcased on Patron sponsor banner  
Your Business Name (text only) showcased:  
On [CulpeperFest.com](http://CulpeperFest.com)  
Multiple times on Facebook with links  
In Local Printed Media  
On event flyers / posters.

**CONTRIBUTOR - \$600**

One PREMIUM location exhibit space in (incl. 1 table/2 chairs, electricity)  
10 \$5 Food vouchers (no cash value)  
Signage at the event  
Name Recognition on Facebook and in Local Printed Media

**FAN - \$300**

4 \$5 Food tickets (no cash value)  
Name Recognition on Facebook and in Local Printed Media

CulpeperFest is not sponsored by Culpeper County Public Schools

Mark your calendars

**Chamber Member Orientation**

**Thursday, February 11, 2016, 3:00-5:00 p.m.**

**Germanna Daniel Technology Center**

**Complimentary Event**

**Longstanding, new and prospective members welcome!**



**Dive in to your Chamber Membership!**

**Learn how to maximize your investment to help you and your business grow.**

**Remember to bring your business cards!**

Register at [culpeperchamber.com](http://culpeperchamber.com)  
or contact Martha at [marthas@culpeperchamber.com](mailto:marthas@culpeperchamber.com)

**See you there!**

**THE CHAMBER ADVANTAGE** Published monthly as a joint venture between the Culpeper Chamber of Commerce and Culpeper Times as the Chamber's newsletter. The newsletter is distributed monthly as a page within the Culpeper Times, as well as being available on the Chamber website, [www.culpeperchamber.com](http://www.culpeperchamber.com) free of charge.

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**MISSION STATEMENT:**

*We are the voice of the business community working to promote, build, and support the most effective climate for economic development.*



**Gain a unique perspective on Culpeper County and the region**

**Be a part of Lead Culpeper 2016**

The 9-month program begins April 2016

*Each Lead Culpeper participant will be given access to leaders in business, government and education in order to gain a unique perspective on our community.*

**2016 Class Schedule**

All classes will be held on Fridays - 8:00 a.m. - 5:00 p.m.

April 28<sup>th</sup> - 29<sup>th</sup> - Retreat at Verdun Adventure Bound

May 13<sup>th</sup> - Local Government

June 17<sup>th</sup> - Arts, Culture & Tourism

July 15<sup>th</sup> - Community Healthcare

August 12<sup>th</sup> - Economic Development

September 16<sup>th</sup> - Education

October 14<sup>th</sup> - Trip to Washington, DC

November 11<sup>th</sup> - Non-profits/Volunteerism

December 9<sup>th</sup> - Wrap-up

**Application Deadline: March 11, 2016**

Get your application at <http://culpeperchamber.com/lead-culpeper/>  
or contact Martha at (540) 825-8628 x14

The CulpeperFest committee is excited to announce that CulpeperFest 2016 will be held Friday, June 10th at Eastern View High School. We hope to build on our successes of 2015 and are currently working to enhance the experience for all. One of the first enhancements is online Sponsor and Exhibitor registration which is now LIVE at [CulpeperFest.com](http://CulpeperFest.com) - if you prefer to fill out a paper application you may stop by the Chamber office to pick one up. The sale of merchandise, produce, baked goods, and crafts, etc by exhibitors is encouraged. Sponsors will also benefit from increased marketing opportunities and premium booth locations at this year's CulpeperFest! Stay tuned for more information next month and be sure to follow our FaceBook Page <https://www.facebook.com/CulpeperFest>.

*Sophie Hudson  
CulpeperFest 2016 Chair*

## welcome new members

**Service Dogs by Warren Retrievers**  
Brenda Clements-Community Outreach Director  
P.O. Box 647  
Madison, VA 22727  
540.543.2302  
*Non-Profit Clubs & Organizations*

**Green Mama Parenting**  
Stephanie Hanson  
703.402.0486  
*Parenting Education*

**Uncle Elder's BBQ**  
Elder Fuentes  
129 East Culpeper Street  
Culpeper, VA 22701  
540.317.5718  
*Restaurant/Catering*

## Culpeper Chamber of Commerce Young Professionals Spotlight: Sophie Hudson



Meet Sophie Hudson! Sophie hails from Yorkshire England and moved here in 2004 to work for the world renowned Inn At Little Washington as a Restaurant Captain. Mid way through her 9 year tenure at "The Inn" Sophie was given the opportunity to be a partner in a TShirt business, never one to say no, she seized the opportunity. Combining Sophie's can-do customer focused attitude, and years of screen printing experience, Kash Design was born. Kash Design is now a full service Promotional Product company assisting clients here in Culpeper and across the country with their marketing, promotional and apparel needs. It's fair to say that Sophie is our poster child for how to grow your business through the Chamber of Commerce! She has accomplished a lot in a

short space of time, much of it while still working full time at The Inn. Sophie was president of a LeadShare group and for two years, lead our Marketing Committee for two years. She is a graduate of Lead Culpeper. Voted Young Professional of the Year in 2013, and bestowed the Chairman's award in 2014. She currently serves on the Young Professionals Committee, Marketing committee and as our CulpeperFest Chairwoman and serves on our Board of Directors as ChairwomanElect for 2017. If you need advice growing and marketing your business Sophie can be contacted at: Kash Design (540) 317 1473, [mail@kashdesign.com](mailto:mail@kashdesign.com). [www.kashdesign.com](http://www.kashdesign.com) or drop by her office and showroom at 629 Sperryville Pike, Suite 204 in Culpeper.