

Welcome to
2016 Shenandoah Valley
Entrepreneur Cafe



... where bright ideas are nurtured.

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Northern Virginia

The **Daily**
nvdaily.com



The Entrepreneur Café Offers A Place Where Entrepreneurs in the Northern Shenandoah Valley can find:

- Education and Tools
- Business Plan Development
- Finance, Market and Sales Counseling
- Elevator Pitch Practice Sessions
- Prize Package Valued at \$8,000+
- Mentors
- Resources for Life

Steering Committee Members:



Marla Taylor Jones, Warren County EDA



Leslie Currle, People Inc.



Janet Michael, Java Media



Jim Kraft, SBDC

Dale Maza, SBDC

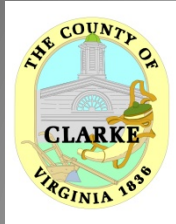
Karen Helm, SBDC

Committee Members:



Darla Guevremont and Leslie Currle discussing logistics

Advisors



Len Capelli, Clarke County IDA



Darla Guevremont, Distinctions LLC
Mike Guevremont, Distinctions LLC



Jenna French, Shenandoah County



Miles Davis, Shenandoah University



Felicia Hart, Town of Front Royal

Marilyn Finnemore, Owner of Bright Box, Opens the Entrepreneur Café.



“Continuing to learn every day is essential
to business success.”

Entrepreneurs Engaged in Class Work Centered on Tools for Business Development and Growth



Mike Guevremont Conducts Finance Module



“Know your numbers. Understand your finances.”

Distance Learning Technology Provides Training at Two LFCC Campuses: Middletown and Luray

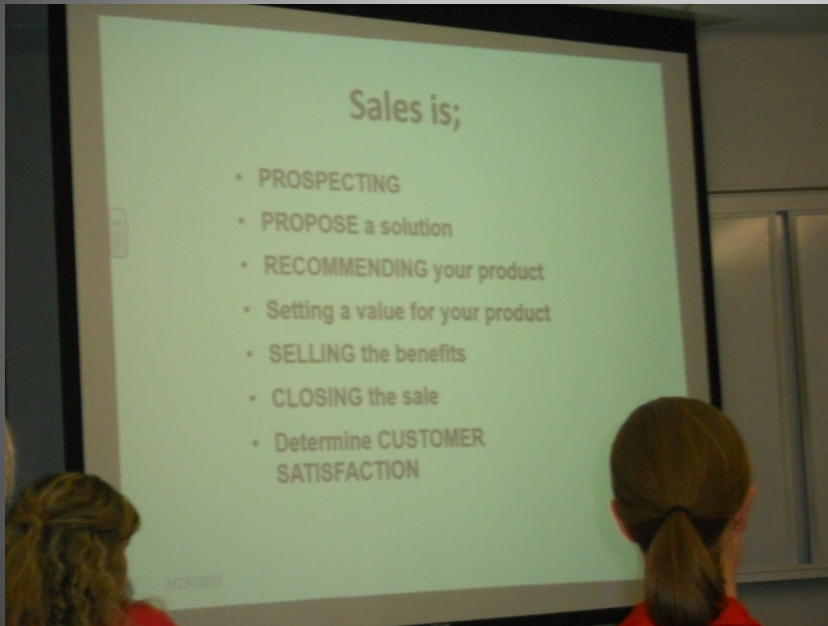


Preparing for Module 4 Class



Leslie Currle Coordinates
the Education Component of the Cafe

Module 4 Addresses Sales And Marketing



Community Partners Provide Services to the Project And Memberships to the Award Package



Team Designs Room Layout for the Competition



Janet Michael, Leslie Currle, Felicia Hart and Karen Helm

One of Many Organizational Meetings



The SBDC Team: Jim Kraft, Karen Helm, Dale Maza

SBDC: A Center Point of the Program



Providing Counseling, Logistics and Classrooms

The Corron Center



Host to Much of Our Work

Coordinators Prepare for Pitch Practice Sessions



Leslie Currle and Dale Maza

John Elrick Instructs the Class on Pitches



“Become your customer’s trusted advisor.”

Students Partner on Pitch Practices



Amanda Poland, Mercia de Melo, Mauren Jones, Bill Long

Advertising, Promotions & Social Media Award Package Providers

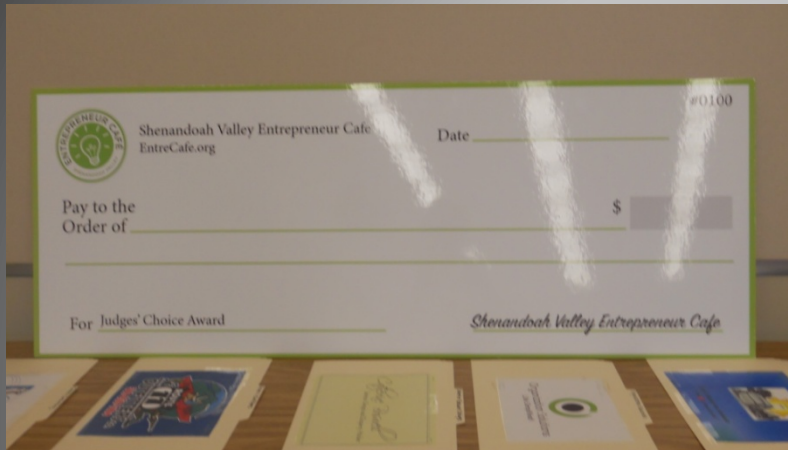


Steering Committee Work Proceeds

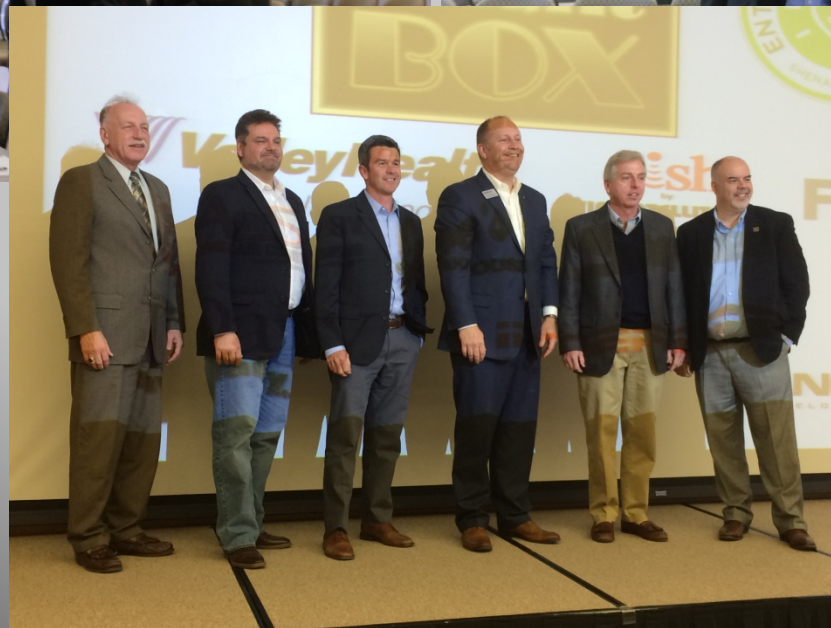


Marla Jones addresses event details

Preparing for “Pitch” Presentations



Pitch Judges Assemble



Leslie Currle Launches the Pitch Presentations



Pitches Begin



Mauren Jones, Catherine Boswell Designs



Tammy Bjelland, Language in Bloom



Mercia de Melo, Organization Solutions



Bill Long, The Auto Care Clinic



Mark Harris, Rev 3 Adventures



Amy Fisher Chan, Bijou's Sweet Treats

John Venskoste, J&W Farm



Laura Gomez, Route 11 Outfitters



Katherine Scott, Queen Consulting & Technologies

Judges Score Presentations



Floyd Heater, Valley Health . Flynn Hulver, LD&B Insurance.
Joe Wobbe, Joe's Steakhouse . Mike Guevremont, Distinctions .
Jeff LeHew, Via Satellite . Dennis Dysart, First Bank

Finalists are Announced! Congratulations!



Bijou's Sweet Treats, Rev 3 Adventures,
Route 11 Outfitters, Language in Bloom,
Queen Consulting & Technologies, The Auto Care Clinic

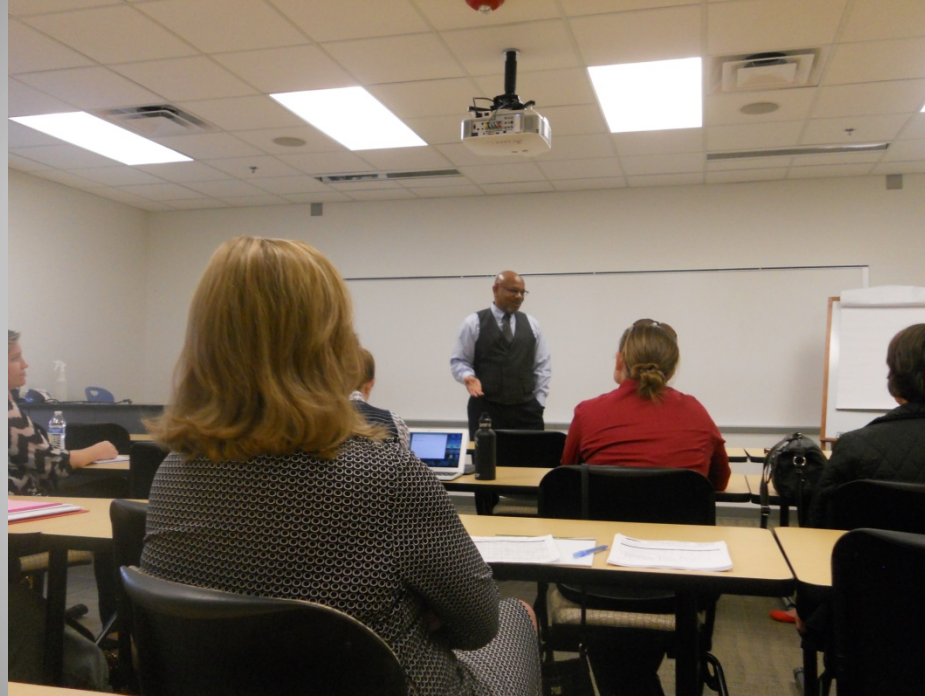
Grand Prize:

- ✓ Memberships in the four Northern Valley Chambers of Commerce: Top of Virginia, Front Royal-Warren County, Shenandoah County and Page County
- ✓ Advertising Package from The Northern Virginia Daily
- ✓ Promotions Package from The River 95.3 FM
- ✓ Promotions Package from Shentel Community Channel
- ✓ Social Media Package from Java Media
- ✓ \$5,000 toward a product or service that the business needs

Entrepreneur Café : Goal

The Goal of the Entrepreneur Café is to create a forum for discovering our regional entrepreneurial assets and to develop business assistance and educational programs in support of those assets.

Dr. Miles Davis Wraps up the Educational Component of the Cafe



“Know yourself. Make allocation of your time.
Build discipline into your life.”

