Staff:

Gina Hilliard, President

Katie Long, Communications & Marketing Coordinator Clancey Arnold, Membership Development & **Investment Administrator**

Edie Emmons, Chamber & Tourism Assistant

Board of Directors:

Bill Fisher, Chairman of the Board – Hawksbill Home Remodeling Mark Leach, Vice-Chairman of the Board – Delaware North Stephanie Lillard, Secretary of the Board – Patron Bill Schumacher, Treasurer of the Board – Fort Valley Ranch

Board Members:

Steve Synnott – Syntelligent Analytic Solutions, LLC Romeo Pugliese – Mamma Mia's Italian Restaurant **Kim Blosser** – Lord Fairfax Community College Jim Turner – Hawksbill Brewing Company **Dick Hostelley** – Hostelley & Associates Mark Dofflemyer – Pioneer Bank **Leah Pence** – Another Wild Hare **John Shaffer**, Chairman of the Tourism Division – Luray Caverns

Volunteers:

James Housden Vaunice Conway Mary Lee Bryant Jerry Griffin

Chamber Ambassadors:

Leslie Currle, Chair – ALCOVA Mortgage Clancey Arnold, Co-Chair – Luray-Page County Chamber of Commerce

Becky George – Gathering Grounds and Patisserie & Café **Zorv Glaser** – Cardinal Cottage Vacation Cabin Rental Nancy Boyer – Page County Democratic Committee Garnett Brockman – Page County Farm Bureau Federation/Insurance

Mike Uram – Stanley Town Council & Patron Kris Garrett – Integrated Bodyworks, Inc. Jake Mowry – Blue Ridge Bank Vaunice Conway – Patron **Dave Bull** – Patron

Tourism Council:

Restaurants:

CeCe Castle, Secretary – Brookside **Jim Sims** – The Mimslyn Inn

Lodging:

Bill Schumacher, Vice-Chairman – Fort Valley Ranch **John Shaffer**, Chairman – Luray Caverns **Zory Glaser** – Cardinal Cottage

Attractions:

Nancy Sottosanti, Treasurer – Shenandoah River Outfitters Sue Ishak – Wisteria Farm and Vineyard

Services:

Darrell Hulver – Page Co-Op Farm Bureau **Helen Morton** – Delaware North

Liz Lewis – Page County Economic Development & Tourism Sally Hurlbert – Shenandoah National Park



Grandstaff Insurance Agency/Nationwide 16 Second Street

Luray, VA 22835 (540) 743-7121 grandsi@nationwide.com

www.facebook.com/grandstaffinsurance

Hearing at Home

52 South Willow Street Harrisonburg, VA 22801 (540) 908-9598

fredsr@hearingathomeva.com hearingathomeva.com

Shenandoah Mutual Fire Insurance

660 North Main Street Woodstock, VA 22664 (540) 459-3421

info@shenandoahmutual.com www.shenandoahmutual.com



Luray-Page County Chamber of Commerce & Visitor Center

18 Campbell Street, Luray, VA 22835 Phone: (540) 743-3915 • Fax: (540) 743-3944 www.visitluraypage.com www.cabincapital.com

December 2018 Newsletter

The Luray-Page County Chamber of Commerce's mission is to serve our members by promoting and supporting business and tourism throughout Page County. The Luray-Page County Chamber of Commerce's vision is to be the organization where our business community turns for leadership and resources.

Chamber Events

Tuesday, December 11th, 8:00-9:30 AM

LeadShare. An active, structured program for providing and receiving business referrals through personal advertising/networking; this group requires regular meetings, so serious participants are encouraged to attend. The meetings are every-other Tuesday from 8:00-9:30 AM in the Chamber of Commerce & Visitor Center Board Room. Join our Chairwoman, Leslie Currle of ALCOVA Mortgage, as this group continues to grow and learn the benefits of direct leads from other business people in our community.

Wednesday, December 12th, 12:30-1:00 PM

Valley Business Today. What's a HUBZone business? How do they affect the community? What sort of jobs do they offer? We'll sit down with Steve Synnott of Syntelligent Analytic Solutions, LLC to discuss their rapidly growing and recognized business and their involvement in the Page County community. Listen in to 95.3 The River to learn more and contact Gina at gina.hilliard@luraypage.com to be a guest.

Thursday, December 13th, 1:00-3:00 PM

Young Professionals: "Facebook and The Brand You". Join the Shenandoah Valley Small Business Development Center for this seminar based on Tom Peters' book and his articles published in Fast Company. An interactive discussion about leveraging Facebook and other social media channels appropriate for professional image and network development, this event is open to professionals between the ages of 21-39. Join us at River Hill Distillery in Luray for the workshop and a bit of networking. Contact events@luraypage.com to reserve your seat by Monday, December 10th.

Tuesday, December 18th, 12:30-1:00 PM

Tourism Tuesday. We will sit down with a member of the Tourism community to discuss their plans for the coming season, the business's services, and what they do in the off-season to prepare. Listen in to 95.3 The River to learn more and contact Katie at katie.long@luraypage.com to be a guest.

Thursday, December 20th, 5:30-7:00 PM

Business After Hours. Join us at the Mimslyn Inn in Luray for networking, socializing, and door prizes! One of the largest Business After Hours of the year, the Mimslyn Inn and their co-host, the Luray Rotary Club, go all-out for the event and its beautiful atmosphere and delicious food right before Christmas. Come celebrate the season and the end to another fantastic year in the Page County business community during this event.

Follow Us:











Member Spotlight

Delaware North at Shenandoah National Park



Shenandoah National Park's facilities have just closed for the 2018 season in preparation for the icy weather that winter brings, but that doesn't diminish the beauty of the national park's views and experiences. The Shenandoah National Park, and the Skyline Drive therein, is the largest tourist attraction in Page County and many of the surrounding counties as well. With hundreds of thousands of visitors through their gates each year, the concessioner of the park, Delaware North staffs hundreds of employees to take reservations, make food and coffee, clean rooms, and to just generally provide information to locals and visitors looking to explore the area to its

Throughout the year, Delaware North at Shenandoah National Park creates and hosts events, such as the Blackberry Festival and Apple Butter Celebration, to draw large crowds of people looking to sample some of the best food and beverages available along the drive. Moreover, their attraction as a wedding destination, with stunning views from the mountaintops and the valley below, bring people to stay in our surrounding communities. Delaware North works in conjunction with the National Park Service to provide tourists and locals with beautiful views, cleared hiking trails, and a variety of music, stargazing, theater, ranger/hiking programs, and other events. Find out more about the facilities and events at www.goshenandoah.com.

New Member Highlights

Grandstaff Insurance Agency/Nationwide

The Grandstaff Insurance Agency/Nationwide office is located at 16 Second Street in Luray. The owner, Jim Grandstaff's father-in-law, Lynn Fox, began operating the Nationwide Insurance office in Luray in 1966. 30 years later, in 1996, Jim began as an associate agent and continued in that position for 7 years until Lynn retired in 2003, whereby Jim purchased the agency and became the principal agent. A Nationwide exclusive agency, the Grandstaff Insurance Agency has a friendly, experienced staff of 5: Jim, Christa, Irene, Terry, & Lois.



Grandstaff Insurance Agency helps clients with their insurance needs, including auto, home, farm, commercial, life, special events, bonds, and health. Their goal is to make sure every client is aware that their insurance questions, concerns, and needs are important, valued, and answered with care. The staff offers both in-person consultations and assistance and offers electronic means for insurance transactions for the 21st century insurer. While Grandstaff Insurance Agency predominately provides Nationwide Insurance, the staff is able to place coverage outside Nationwide through several other carriers they represent. Contact Jim and his staff at (540) 743-7121, grandsi@nationwide.com, or www.facebook.com/grandstaffinsurance to learn more about their options.

Hearing at Home



Hearing at Home is Virginia's first mobile hearing center "offering superior hearing care in the comfort of your own home, office, care facility or anywhere that's convenient for you." Fred Combs, D.O.O. heads up the Hearing at Home office located at 52 South Willow Street in Harrisonburg. They provide hearing aids in Charlottesville, Harrisonburg, Richmond, Lynchburg, and everything inbetween, including Page County. They've expanded recently to cover West Virignia as well. They work with and accept most insurance plans and major credit cards to provide their customers with the best service possible.

The Hearing at Home service was created to dramatically lower their overhead and thereby save customers thousands of dollars compared to conventional hearing centers. Their services include "comprehensive hearing testing, new hearing and fitting, tinnitus management, hearing aid repairs and more." Some of the benefits of mobile hearing care include: individualized care, service from the comfort of your home, on-time appointments, and savings on money and drive-time. Hearing at Home offers risk-free trials, all you have to do is contact (540) 908-9598 to schedule your initial hearing appointment and to start wearing your state-of-the-art hearing aids today. The risk-free trail includes up to a full week to test drive your hearing aids to see which best suits you before purchase. Learn more at http://hearingathomeva.com or by emailing Fred Combs at fredsr@hearingathomeva.com.

Shenandoah Mutual Fire Insurance

Randy Jones is the Corporate Secretary for Shenandoah Mutual Fire Insurance and our contact for the office located at 660 North Main Street in Woodstock. Shenandoah Mutual Fire Insurance was founded February 7, 1876 and has been in business for the past 142 years. The business was originally started to give rural residents insurance coverage and has been "withstanding the test of time, serving the community" ever since. Over



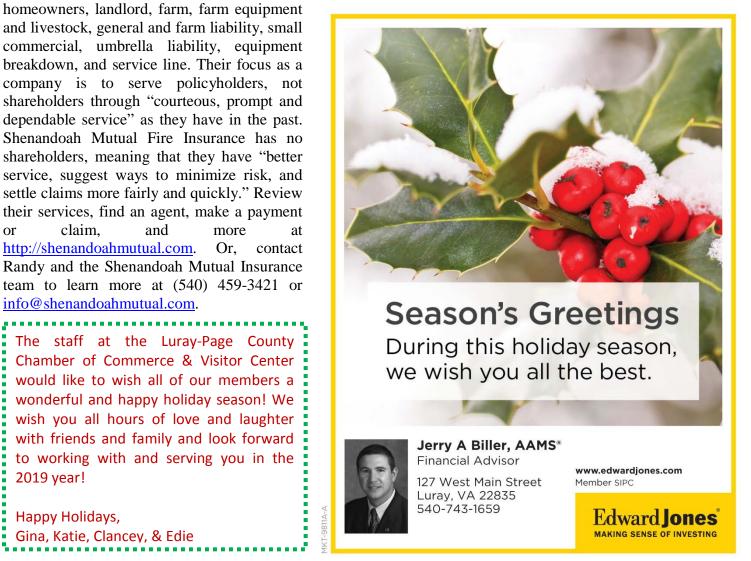
the years, the company has only had 12 Presidents and only 6 as Secretaries and Treasurers, numbers which show the "commitment and determination of the officers to provide continuity to the continued success of the Company."

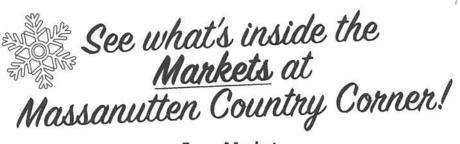
Shenandoah Mutual Fire Insurance offers all kinds of insurance products including homeowners, mobile

homeowners, landlord, farm, farm equipment and livestock, general and farm liability, small commercial, umbrella liability, equipment breakdown, and service line. Their focus as a company is to serve policyholders, not shareholders through "courteous, prompt and dependable service" as they have in the past. Shenandoah Mutual Fire Insurance has no shareholders, meaning that they have "better service, suggest ways to minimize risk, and settle claims more fairly and quickly." Review their services, find an agent, make a payment or claim. and more http://shenandoahmutual.com. Or, contact Randy and the Shenandoah Mutual Insurance team to learn more at (540) 459-3421 or info@shenandoahmutual.com.

The staff at the Luray-Page County Chamber of Commerce & Visitor Center would like to wish all of our members a wonderful and happy holiday season! We wish you all hours of love and laughter with friends and family and look forward to working with and serving you in the 2019 year!

Happy Holidays, Gina, Katie, Clancev, & Edie





Farm Market

local milk, ice cream, butter, jams & jellies, spices and more seasonal produce and meats

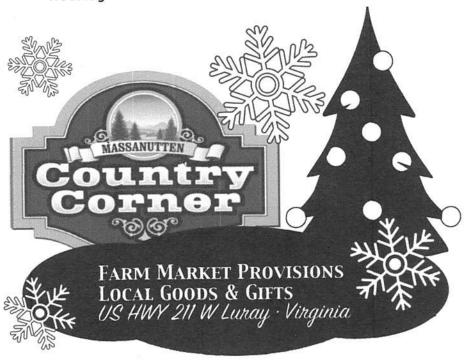
Main Market

Local Artisan Goods and Holiday Gifts

Winter Hours: Sunday-Thursday 10-5, Friday- Saturday 9-6. Closed Wednesday Follow Facebook for Specials and to know what's in stock! www.massanuttencountrycorner.com | 540-843-0744

Complimentary hot cider, coffee and cocoa every weekend in December Chamber Members - 10% discount off highest priced item Show this flyer to redeem offer

We consign with local artisans. Visit the Market for more info.





Bodacious Country!

Introduce your business to our listeners in the Shenandoah Valley. Remind our listeners in the Shenandoah Valley about your business.

People buy from businesses they know and trust.

 Let Bright® Radio 105-7 and Rascal® 1330 help our loyal listeners know about you. Let Bright® Radio 105-7 and Rascal® 1330 build trust in your business among our listeners.

Repetition creates awareness and promotes recall.

 Let Bright® Radio 105-7 and Rascal® 1330 help make your business the one that our listeners remember.

Here's how you can reach our listeners repeatedly and stay within your advertising budget:

A SA SUTTLE SAME AND IN	30-Seconds	60 seconds
Bright Radio 105-7	\$5.00 per commercial broadcast	\$10.00 per commercial broadcast
Rascal 1330	\$2.50 per commercial broadcast	\$ 5.00 per commercial broadcast

- Example \$300 budget on Bright Radio 105-7: Two (2) 30-second commercials per day
 for 30 days during any three-hour period of your choice (Examples: 6am-9am, 9am-Noon,
 Noon-3pm, 3pm-6pm, 6pm-9pm, 9pm-Midnight).
- Example \$300 budget on Rascal 1330: Four (4) 30-second commercials per day for 30 days during two three-hour periods of your choice (Examples: 6am-9am, 9am-Noon, Noon-3pm, 3pm-6pm, 6pm-9pm, 9pm-Midnight).

Contact

Lisa Meadows: 540.843.4449 Carrington Thompson: 540.743.5167 Info@BrightRadio1057.com Info@Rascal1330.com



Bodacious Country!

Reasons To Advertise On Radio

Reason #1 - Reach: Radio is on 24 hours a day. Nationwide, radio reaches 92% of people age 12 and older every week and reaches 68% every day. Because radio's reach is so extensive and because BRIGHT® Radio 105-7 and RASCAL® 1330-are so reasonably priced, you can reach lots of people who will hear your message several times for a budget you can afford.

Reason #5 - Engagement: Listeners feel emotional connections with their preferred radio stations. Radio is an active medium that can stir emotion and can enable demand for what you sell. BRIGHT® Radio 105-7 and RASCAL® 1330 are call-to-action media.

Reason #8 - Frequency: Consumer response depends upon multiple exposures to a message. BRIGHT® Radio 105-7's and RASCAL® 1330's relatively low cost lets you reach listeners multiple times inexpensively to bring buyers into your business.

Reason # 10 - Cost Effectiveness: Radio production costs less than television, print, and outdoor. Radio is less costly to buy than are other major media, letting you cost effectively reach lots of people multiple times.

Reason # 13 — Results: BRIGHT® Radio 105-7 and RASCAL® 1330 produce results. An eight-week campaign on BRIGHT® Radio 105-7 and RASCAL® 1330 helped the Luray-Page County Chamber of Commerce register 325 racers, many of whom specifically mentioned hearing the ads on BRIGHT® Radio 105-7 and RASCAL® 1330.

Still not convinced? Need more reasons? We've got 'em.

Contact

Lisa Meadows: 540.843.4449 Carrington Thompson: 540.743.5167 Info@BrightRadio1057.com Info@Rascal1330.com