

Staff:

Gina Hilliard, President
Katie Long, Director of Communications and Marketing
Priscilla Montcalm, Director of Membership & Tourism Administrator
Kelly Zitzer, Tourism Associate
Hannah Clark, Tourism Associate
Bobby Jenkins, Tourism Associate

Volunteers:

James Housden
Mary Lee Bryant
Jerry Griffin

Board of Directors:

Bill Fisher, Chairman of the Board – Hawksbill Home Remodeling
Terry Martin, Vice-Chair of the Board – Andersen Corporation
Stephanie Lillard, Secretary of the Board – County of Page
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
Dick Hostelley – Hostelley & Associates
Jared Burner – Skyline Premium Meats
Mark Dofflemyer – Pioneer Bank
Mark Leach – Delaware North
John Shaffer, Chairman of the Tourism Division – Luray Caverns

Chamber Ambassadors:

Priscilla Montcalm, Chair – L-PCCC
Garnett Brockman – Page County Farm Bureau Federation
Zory Glaser – Cardinal Cottage Vacation Cabin Rental
Mike Uram – Town of Stanley Town Council
Carrington Thompson – 105-7 Radio Station
Juanita Roudabush – Town of Shenandoah
Vickie Young – Farmers & Merchants Bank
Juanita Woodward – Blue Ridge Bank
Paula Kibler – Edward Jones

Tourism Council:

Restaurants:
Helen Morton, Delaware North
Jim Sims, The Mimslyn Inn
Lodging:
Bill Schumacher, Fort Valley Ranch – Vice-Chairman
Lisa Franceschini, Luray Mountain Cabins
Zory Glaser, Cardinal Cottage
Attractions:
John Shaffer, Luray Caverns - Chairman
Nancy Sottosanti, Shenandoah River Outfitters - Treasurer
Services:
CeCe Castle, Brookside – Secretary
Darrell Hulver, Page Co-Op Farm Bureau

Stephanie Lillard, County of Page
Sally Hurlbert, Shenandoah National Park



Luray-Page County Chamber of Commerce & Visitor Center

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January 2017 Newsletter

The Luray-Page County Chamber of Commerce proudly serves the needs of the local business community and promotes tourism to our special community in the heart of Virginia’s Shenandoah Valley. Our mission is to “serve our members by enhancing business and tourism throughout the entire county” and our vision is to “be the organization where our business community turns for leadership and business resources.”

Chamber Events

Tuesday, January 3rd, 12:30-1:00 PM

Tourism Tuesday. A radio show with 95.3 The River in Front Royal, the Chamber’s guest will be Faithbrooke Barn & Vineyards. We will be discussing the upcoming Faithbrooke Wedding Showcase, the participating vendors, and the benefits of engaged or soon-to-be engaged couples attending this event. If you are interested in being a guest, contact Katie at katie.long@luraypage.com.

Thursday, January 12th, 7:30-9:00 AM

Business Networking Breakfast: Meet & Greet Your State and Local Officials. Come out and meet with the area’s active officials and congratulate the newly elected ones on their positions. The event is open to the public and we encourage everyone to attend this great networking opportunity. Held at the Mimslyn Inn, this event is \$10.00/Chamber members and \$15.00/non-members and includes breakfast. RSVPs must be received by Monday, January 9th at gina.hilliard@luraypage.com.

Thursday, January 19th, 5:30-7:00 PM

Business After Hours is hosted by Claymores Celtic Pub. Come out and help us celebrate their 1 year anniversary. Join us for light appetizers, alcohol/wine and lots of networking! Bring your business cards to be entered for door prizes.

Thursday, January 26th, 6:00-9:00 PM

Sip & Create: Valentine’s Day Cooking Class. Work alongside Chef Chuck from Main Street Bakery and Catering to learn to cook a meal for two. Hosted at Faithbrooke Barn and Vineyards, this class will teach you how to create a meal perfectly portioned for you and your Valentine. \$45.00 per person includes 2 glasses of wine, Caesar salad, pappardelle pasta with a red or white sauce, and lemon mousse. Bring your loved one to discover how romantic and fun it is to cook together or bring a friend to enjoy learning new recipes for yourself. At the end of class, you’ll enjoy a menu full of authentic and delicious courses. Additionally, we are honored to have Chris Jenkins from Faithbrooke Barn and Vineyards to talk with us about wine pairing. Space is limited to 30 people, so contact Gina at gina.hilliard@luraypage.com to pay and reserve your spot ASAP; the last day to reserve your spot is Friday, January 20th.

Investing is about more than money.

At Edward Jones, we stop to ask you the question: “What’s important to you?” Without that insight and a real understanding of your goals, investing holds little meaning.

Contact your Edward Jones financial advisor for a one-on-one appointment to discuss what’s really important: *your goals.*



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Member Spotlight on...

Cardinal Cottage



Cardinal Cottage is a cozy retreat in a “quiet, secluded, wooded area in the foothills of the north/central section of the beautiful, rolling Massanutten Mountains.” This two bedroom, one full bath, single-level cottage is fully-furnished and open for every season! Experience the Shenandoah Valley from the comfort of this getaway.

Situated on 10+ wooded acres and accessible via a paved state road and well-graded gravel entrance, this cottage is about 5 miles west of Luray. Visitors looking for river access are just ½ mile from free, public access and a boat landing/launch ramp with plenty of free parking. There is a nearby Forest Service/fire access road with free access to the George Washington National Forest and a number of well-marked hiking, mountain biking, and off-road vehicle trails. While this access is closed in the winter during snow season, there is still plenty to see and do in and around the Shenandoah Valley.

Cabin amenities include a full kitchen (includes refrigerator and freezer, 4-burner stove, oven, toaster, microwave and toaster oven, coffee maker, and more) and dining area, gas-log fireplace, Wi-Fi, and full entertainment system (includes satellite TV, AM/FM stereo radio, DVD and Blu-Ray player, VCR, and CD player).

Exterior amenities include an all-season hot tub, screened-in back porch with picnic table and chairs, and the open front sun deck has a picnic table and reclining lounge chairs. Visitors can extend their time outdoors around either of the charcoal grills or fire pit with provided grill and s’mores tools.

Learn more about Cardinal Cottage at www.vrbo.com/740264, zglaser8@gmail.com, or (301) 524-5143.

Advertising in Our Newsletter

The Luray-Page Chamber of Commerce is offering all members the opportunity to advertise your events in our newsletter. The newsletter will be sent out to our 400+ members in addition to state and local government officials. If you are interested in advertising, there are three main options:

- 1) You design and print your 8 ½” x 11” flyers and bring them to us to stuff in this newsletter. We handle the stuffing and mailing and all you pay is \$25.00.
- 2) You design your 8 ½” x 11” flyer and email it to us. We cover printing, stuffing, and mailing your flyers through the Luray Copy Service. Black and white flyers are \$60.00 for a single-sided sheet or \$75.00 for a 2-sided sheet. These options include the \$25.00 fee from option #1 for the stuffing and mailing as well as the printing costs associated with each!
- 3) You design your 8 ½” x 11” flyer and email it to us. We cover printing, stuffing, and mailing your flyers. Color copies are \$270.00 for a single-sided sheet or \$390.00 for a 2-sided sheet. These options include the \$25.00 fee from option #1 for the stuffing and mailing as well as the printing costs associated with each!
- 4) You coordinate with Page Marketing Solutions to create 500 (~400 for the mailing and 100 extra for pick-up at the Chamber) 8.5x11 1 or 2-sided flyers for \$320.00. Printed unfolded on bright white 80# glass stock with a medium-gloss aqueous coating. Price includes three hours of graphic design using the client’s guidance plus client’s high-resolution photos, logos, etc. and shipping to the Chamber via UPS Ground. Additional graphic design hours and quantities available. This includes the \$25.00 fee from option #1 for the stuffing and mailing as well as the printing costs associated with each!
- 5) You design a small advertisement that will be included in the body of the newsletter itself. All ads will be in black and white, ½ page ads are \$20.00, ¼ page ads are \$15.00, and 1/8 page ads are \$10.00; availability is a first-come-first serve basis. Call Katie at the Chamber, (540) 743-3915, for sizing availability.

Deadline for submissions is the 15th of the month prior to the newsletter release. For instance, the next newsletter will be released before the 1st of February, so all ads must be submitted to Katie Long at katie.long@luraypage.com by January 15th. Contact Katie, if you are interested in any of the advertising options above, for a current member count.

The Luray-Page County Chamber of Commerce invites you to JOIN the CHAMBER!

Consumers are 63% more likely to do business with Chamber members!

Here are the Top 10 Reasons Why NOW is the Time to Join:

⑩ **Make a Difference:** Become part of the solution and help move the community and other organizations toward future progress. Our Chamber is involved in multiple community organizations that seek to make Page County a better place.

⑨ **Build Relationships:** Building relationships with potential clients is essential to the growth and expansion of your business. We offer multiple monthly networking events including our Business After Hours and Business Networking Breakfasts & Seminars.

⑧ **Be Involved:** Voice your opinions and listen to those of others. Have a conversation and work toward a common goal. The Chamber offers Open Forums throughout the year to bring together businesses with common interests and customer bases to brainstorm and discuss their problems and solutions.

⑦ **Help Others:** Extend a hand to help someone else by being a mentor, talking about how you achieved your goals, and leading by example. This can be done in our Open Forums or by joining some of the groups in our community.

⑥ **Build Business Contacts:** Enlarge your circle of influence in the business community by participating in our networking events. Additionally, your business is referred 24-7 online through our website(s) as well as by phone, fax, and/or email to our visitors and in our relocation packets.

⑤ **Understand Your Community:** Increase your knowledge of the community and its movements. Stay informed on how your business is affected by local, state, and federal policies. We send out a weekly and monthly newsletters and constantly update our social media with any changes that may affect our business community.

④ **Learn:** Use our seminars and member assistance to build your business in the public’s eye. The L-PCCC offers monthly breakfast seminars and in-house social media assistance to help you find and attract your desired audience.

③ **Partner with Like-Minded People:** Build your network of contacts and similar businesses to work together and help the community flourish.

② **Network:** Use our events to meet new people. Exchange business cards and information to build your network of people and businesses that provide different goods and services.

① **Stay Visible:** Expand your marketing, business listings, and name recognition through our web listings, membership directory, annual Visitors’ Guides, mobile app, and more.

If a company is highly involved in their local Chamber of Commerce, it infers that the company is trustworthy, an active participant in the community, and an industry leader.

Luray was #2 on Virginia Tourism Corporation’s most visited destinations in Virginia in the 2013-2014 year. Help us keep tourism and business going in 2016. To join the Chamber, call 540-743-3915 or email info@luraypage.com. See the full benefits at www.visitluraypage.com/chamber-of-commerce/join-chamber/.

Member Benefits

Refer a New Member – Get \$50.00 off your next membership renewal fee when you refer someone for their Chamber membership. The new member must identify you as their referral when filling out their member application. New members must not have held a Chamber membership with us within the last three years. (A current member can refer more than one new member and get additional \$50.00 discounts. A current member cannot take credit for the same new member more than once.)

Member to Member Discount Program – This program is strictly between Chamber members. We encourage members to do business with other Chamber members. As an incentive, many local businesses offer discounts to Chamber members. Take advantage of these great opportunities and say “thank you” for supporting the Luray-Page County Chamber of Commerce. To view a complete list of these offers, visit luraypage.chambermaster.com/membertomember. If you are interested in updating your discount or offering a new discount, contact Priscilla at the Chamber, (540) 743-3915.

Chamber Hot Deals – By using Hot Deals through ChamberMaster, you are able to take advantage of the over 50,000 annual Chamber website visits. Hot Deals’ participants have a special listing on the Hot Deals’ webpage of the website. Chamber members, the community, and visitors have the ability, 24/7, to click on your Hot Deals, print them, or email them to a friend to expand your potential reach. Your Hot Deals can be shared on Facebook and Twitter too! This is free, interactive advertising. Hot Deals can help you generate business by encouraging people to visit your place of business to redeem the offer! For a complete list of Hot Deals offered today, visit luraypage.chambermaster.com/hotdeals. If you would like to offer your own Hot Deals, please send your information to Priscilla at priscilla.montcalm@luraypage.com; include a description of the deal and the dates the deal is valid.

Job Postings – Do you struggle to get your “Help Wanted” needs out to the public? We can help! Our benefits include the ability for you to advertise your job availabilities for free on our website. Find the “Job Opportunity” section of the site under the “About Luray & Page County” heading. We want to help you find employees, so contact Priscilla at priscilla.montcalm@luraypage.com to add your job opportunities online.

Luray Wedding Showcase
at



Don't miss this event! Faithbrooke's 2nd annual Wedding Showcase. Over 25 wedding-related vendors from the area. If you're planning a wedding in the Shenandoah Valley this is the right event for you!

Register to win a FREE Sunday Wedding at Faithbrooke!

Sunday, January 8, 2017
1:00pm-4:00pm | \$5 at the door
Faithbrooke Barn and Vineyards
267 Elgin Drive, Luray, Virginia

More details at www.faithbrooke.com

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