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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

January 2018 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

Wednesday, January 3rd, 10:00 AM

Free Range Psychiatry Grand Opening & Ribbon-Cutting. Come learn more about the new business on Main Street! With a mission to inspire hope and promote wellness through accessible and individualized mental health care, Dr. Kendra Campbell is ready to meet the Page County locals and help them “bring happy back.” Come meet Dr. Campbell and celebrate the practice’s grand opening at 315 West Main Street in Luray.

Wednesday, January 10th, 12:30-1:00 PM

Valley Business Today will feature a guest from our business community to discuss their business/organization; listen to 95.3 The River to learn more. If you are interested in being a guest, contact Gina at gina.hilliard@luraypage.com.

Thursday, January 11th, 7:30-9:00 AM

Business Networking Breakfast: Meet Your Officials. This annual breakfast gathers together the returning and newly elected officials for breakfast and conversation and is a great opportunity to come to one central location to meet and mingle with these men and women. Held at the Mimslyn Inn, breakfast is just \$10.00 for Chamber members and \$15.00 for non-members. RSVP to events@luraypage.com or (540) 743-3915 by Monday, January 8th to ensure adequate seating and food.

Saturday, January 13th, 8:30 AM-Noon


Downtown Studios Unlimited Grand Opening & Ribbon-Cutting. Come to 52-56 West Main Street to try out some free sample classes from 8:30-10:00 AM, with the ribbon-cutting at 10:00 AM, followed by refreshments from 10:15 AM-Noon. There will also be a series of class and dance demonstrations during the refreshment period, as well as special deals for group exercise memberships. Come meet the new owners, Marcy Campbell & Tammy Gasper, and check out the new fitness studio.

Tuesday, January 16th, 12:30-1:00 PM

Tourism Tuesday will feature a guest from our Tourism community to discuss an upcoming Page County event; listen to 95.3 The River to learn more. If you are interested in being a guest, contact Katie at katie.long@luraypage.com.

Thursday, January 18th, 5:30-7:00 PM


Business After Hours is hosted by Hawksbill Brewing Company. Taste some amazing local beers grown and brewed in the valley. Come enjoy great food, socializing, and networking, and don't forget your business cards for the door prizes!



Leaving Your Employer? Understand Your 401(k) Options.

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Help Us Welcome Our New Members:



Free Range Psychiatry
315 West Main Street
Luray, VA 22835
(800) 264-1856
kendracampbell@mac.com

Skyline Meadow
850 Mill Creek Crossroads
Luray, VA 22835
(540) 860-8937
eileend@centurylink.net

Sunrise Flowers and Primitives
796 Battle Creek Road
Stanley, VA 22851
(540) 742-3435
lahilliard@gmail.com

Valley Vapes
4 First Street
Luray, VA 22835
(540) 669-5137
pagevalleyvapes@gmail.com

Whispering Winds, LLC
130 River Oak Drive
Bentonville, VA 22610
(410) 428-4512
bill.talbot@yahoo.com

New Member Highlights

Free Range Psychiatry

Dr. Kendra Campbell has returned to the valley with the mission “to inspire hope and promote wellness through providing accessible and individualized mental health care.” The new practice, Free Range Psychiatry, believes in “holistic treatments with a de-emphasis on medications and a focus on your overall health and well-being” while offering “comprehensive wellness evaluations and health coaching sessions.”



Newly opened at 315 West Main Street in Luray, Dr. Campbell offers same-day appointments and most requests are fulfilled within 24 hours. With guaranteed zero wait times and a willingness to make house/work calls for their patients with 25 miles of the office, they are “truly free-range and cage-free.” Their name comes from their refusal to be limited to office visits and, as a private practice not participating in health insurance plans, their lack of restrictions when it comes to the typical confinements of the healthcare system. Free Range Psychiatry’s goals include: to “provide hope and inspire happiness, decrease the stigma associated with mental illness, shift the focus away from illness and towards wellness, increase accessibility to quality mental health care, [and] support and strengthen our community.”

Psychiatrists are trained to diagnose and treat mental disorders and Dr. Campbell has a passion for “working with people in crisis and treating individuals with psychotic disorders” and a knowledge and willingness to work with both practical and unconventional techniques. Learn more about the practice at (800) 264-1856, kendracampbell@mac.com, or www.freerangepsy psychiatry.com.

Skyline Meadow



Skyline Meadow is a vacation rental located at 850 Mill Creek Crossroads in Luray with 26 acres of meadow and forest, a fish pond, and nature trails. With four bedrooms, three full baths, two half baths, and plenty of space to spread out and entertain during your next visit to the valley, this vacation home can sleep up to 10 people. There’s a large kitchen with a double oven, microwave, dishwasher, and pantry to store all your supplies. Additional rooms include the living room, dining room, breakfast/sun room, parlor, and a large party room equipped with a sofa bed. Additional indoor amenities include 2 gas fireplaces, Wi-Fi, Netflix, 3 TVs, towels and linens provided, a washer and drying, and more. Outdoor amenities include a bonfire pit, barbecue grill, gazebo, picnic table, 6-person hot tub with 90 jets, a vegetable garden in the summer, and three bicycles available on request.

Owner, Eileen Carlock, is an “artist who studied design, photography, and graphic communication.” She designed the house and completed the work in 2008 with a goal to provide luxurious hospitality. She resides in a smaller house on the property and is happy to welcome guests “celebrating family vacations, weddings, reunions, and business & spiritual retreats.” The house was named for the rolling terrain facing the Skyline Drive and the proximity to the Shenandoah National Park. Learn more at (540) 860-8937, eileend@centurylink.net, or online at www.skylinemeadow.com.

Sunrise Flowers and Primitives

Sunrise Flowers and Primitives was bought by owner, Lisa Hilliard, from Plants-A-Plenty. Lisa began working with plants approximately 10 years ago in garden centers; she stepped away from that line of work for a while and missed it enough to start her own business. She built a red barn out at the Page Flea Market and based her shop out of there.



The business is open for 6 months out of the year. For the fall Sunrise is open from September through October and November and December for the holiday season; she closed this season on December 23rd. For Spring planting, Sunrise is open April 1st through May. With a rotating stock of seasonal plants that can be customized to meet each customers’ needs and visions, Lisa loves to design hanging baskets to fulfill the vision of her clients. In the fall, they have a large selection of pumpkins, straw, and more and for Christmas they create custom wreaths, centerpieces, and more.

Organizations, such as churches, clubs, and schools, looking for a fundraiser can work with Lisa for holiday poinsettia sales. Visit them at 796 Battle Creek Road in Stanley or online at www.facebook.com/Sunrise-Flowers-and-Primitives-844674869032602 or contact Lisa at (540) 742-3435 or lahilliard@gmail.com for additional information.

Valley Vapes



Valley Vapes provides non-tobacco vaping equipment and liquids. Nicotine free vaping is the same as normal vaping, but all the nicotine has been removed from the e-liquid to create the vape juice. Vaping has grown in popularity in recent years as a way to beat smoking addictions and is a much safer alternative to smoking. Valley Vapes offers a wide selection of fruit flavors and blends for their customers to try and enjoy. Their product lines include non-tobacco vapor products, e-cigarettes, starter and advanced kits, and premium juices.

Owner, James Clatterbuck, has owned and operated the store at 4 First Street in Luray for the last few years and has steadily built his client base. He is always interested in discussing vaping options, flavors, and more with anyone interested in starting vaping or learning more about it. Additionally, James values the local community and is a sponsor of a local baseball team. See more about the business by visiting the shop in person or check it out online at www.facebook.com/pg/ValleyVapePage. For questions, contact James at (540) 669-5137 or pagevalleyvapes@gmail.com.

Whispering Winds, LLC

Whispering Winds is a private vacation rental with mountain views of the Shenandoah National Park and Skyline Drive. They completed new construction in November of 2017 and are located in the gated community of River Oak on a 3.5-acre lot. The house has three bedrooms, a fully-equipped kitchen, and great room with spectacular views of the Shenandoah Valley. Each room has a private bath offering plenty of space and privacy for everyone in your group. Cook inside or outside in the kitchen or on the grill and eat in the dining room or soak up the valley’s views on the outdoor patio.



The rental’s amenities include “guided hikes to hidden waterfalls and scenic vistas” by request and availability, close proximity to the George Washington National Forest’s Tuscarora Trail hiking trails, and private access to the Shenandoah River that runs through the River Oak community. With a game room, books, DVD player, and video library to keep you entertained and quick access to the area’s biggest attractions outside, your friends and family are guaranteed to stave off boredom. Located on River Oak Drive in Bentonville, they’re close to the downtowns of both Luray and Front Royal. Find out more at (410) 428-4512, bill.talbot@yahoo.com, or www.homeaway.com/vacation-rental/p4744021.

Member Spotlight on...

Page Marketing Solutions, LLC, dba Campground Marketing Solutions



Page Marketing Solutions is your “friend in the printing business!” A full-service graphic design and print vendor, Page Marketing Solutions builds their relationships with their clients through competitive pricing, consistent quality, and personalized service. Their company dates back to 1994 when it opened as Page Printing Connection to serve the “local and regional printing needs more efficiently and competitively.” Collectively, the staff has over 200 years of experience in “printing, marketing, technology, and tourism fields” and each one brings different skillsets to benefit their customers.

The Campground Marketing Solutions dba comes from their experience and knowledge of camping, design, low prices, and quality and how they can blend all of those things together. They “specialize in campground brochure makeovers” and they’re always happy to talk about how they can help your business.

The Page Marketing Solutions product line includes booklets, brochures, business cards, catalogs, flyers, magazines, maps, newsletters, newspapers, postcards, posters, presentation folders, rack cards, and visitors guides; basically if you need it printed, they can help you. Learn more at www.pagemarketingsolutions.com or contact Jim Austin at (866) 893-1490 or service@pagemarketingsolutions.com.

Follow Us:



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, contact Priscilla at priscilla.montcalm@luraypage.com.

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.

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.

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. View a complete list at luraypage.chambermaster.com/membertomember. If you are interested in updating your discount or offering a new discount, contact Priscilla at priscilla.montcalm@luraypage.com or (540) 743-3915.

This month we encourage you to visit Fort Valley Ranch and use their offer of 10% off horseback riding for Chamber members.

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 or at luraypage.chambermaster.com/jobs. We want to help you find employees, so contact Priscilla at priscilla.montcalm@luraypage.com to add your job opportunities to our list.



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Don't miss this event! Faithbrooke's 3rd 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!

Saturday, January 13, 2018

11:00am-4:00pm | \$5 per person at the door

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267 Elgin Drive, Luray, Virginia



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:

	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 (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 (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



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. A six-week campaign on BRIGHT® Radio 105-7 and RASCAL® 1330 helped the Luray-Page County Chamber of Commerce register 270 racers and 60 volunteers, 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

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