

Staff:
Gina Hilliard, President
Katie Long, Communications & Marketing Coordinator
Priscilla Montcalm, Membership Development & Investment Coordinator
Kelly Zitzer, Chamber & Tourism Assistant
Bobby Jenkins, Chamber & Tourism Assistant

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
Lisa Franceschini, Luray Mountain Cabins
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

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

July 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

Saturday, July 8th, 10:00 AM-2:00 PM

Brenwood Lake Weddings' Grand Opening & Ribbon-Cutting. Join the newly built and opened wedding venue in Stanley, VA. Tour the facility, enjoy some light refreshments, including cake from Little Cabin Barbeque, and help the owners celebrate the opening of this new wedding and special event pavilion. The ribbon-cutting will kick off the festivities at 10:00 AM. Contact Gina at gina.hilliard@luraypage.com to RSVP or for more information.

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

Valley Business Today's guest will be Bill Dudley of Bill Dudley & Associates Real Estate. Listen to 95.3 The River to learn more about this great local business. If you are interested in being a guest, contact Gina at gina.hilliard@luraypage.com.

Thursday, July 13th, 7:30-9:00 AM

Business Networking Breakfast: Courtesy Members & Patrons. A meet up of our courtesy members, such as local government officials, educational institutions, and police, fire, and rescue personnel, and our amazing patrons. Come learn about the responsibilities and backgrounds of these men and women. Join us for a Dutch-treat breakfast at the newly opened Moonshadows Restaurant in Luray. So, come for coffee and conversation. RSVP to events@luraypage.com by Monday, July 10th to ensure adequate seating. Walk-ins welcomed.

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

Tourism Tuesday will feature Michael Evans from the Massanutten Regional Library. Turn your dial to 95.3 The River to learn more about the Adult Summer Reading Program and their annual Summer Reading Games for kids. If you are interested in being a guest, contact Katie at katie.long@luraypage.com.

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

Business After Hours is hosted by the Shenandoah Heritage Center with co-host Shenandoah Industrial Corporation. Come after work to network and socialize with the local Shenandoah business community, enjoy some amazing food, build your relationships and meet new people, and, as always, don't forget your business cards!

Saturday, July 22nd, 7:00-11:00 PM

Page County Movie Night. Join the Chamber and Town of Luray at the Ralph H. Dean Recreation Park for a special showing of *Finding Dory*! This FREE outdoor movie comes with popcorn and drinks; just bring your blanket or lawn chair and enjoy the show. Gates open at 7:00 PM with the Resource Fair from 7:00-9:00 PM and the movie starting at 9:00 PM. The Resource Fair will include a DJ, face painting, a balloon artist, special guest, and more. Food will be available for purchase from Mindi's Sweet and Sour and B&C Rinds. The second of three outdoor movies this summer; sponsored by the Chamber, towns of Shenandoah, Luray, and Stanley, County of Page, PACA, Page County Sheriff's Office, Page County Public Schools, Page Memorial Hospital, Northwestern, Blue Ridge Bank, F&M Bank, Pioneer Bank, and Partners 1st Federal Credit Union.

Help Us Welcome Our New Members:



I Do! Hairstyles by Laura
 229 Third Street
 Luray, VA 22835
 (540) 671-9206
idobylaura@gmail.com


Luray Park Association- Luray Singing Tower
 P.O. Box 242
 Warrenton, VA 22801
 (540) 742-7273
luraytower@gmail.com

Luray United Methodist Church
 P.O. Box 606
 Luray, VA 22835
 (540) 743-6540
lurayumc@embarqmail.com

Life insurance is an essential part of caring for your family.

Your Edward Jones financial advisor can help you find a life insurance policy that best suits your family's needs. Call today.

Edward Jones operates as an insurance producer in California, New Mexico and Massachusetts through the following subsidiaries, respectively: Edward Jones Insurance Agency of California, L.L.C., Edward Jones Insurance Agency of New Mexico, L.L.C., and Edward Jones Insurance Agency of Massachusetts, L.L.C.



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Member Spotlight on...

Miller's Supplies at Work



Miller's Supplies at Work is a supplier of office and business products, including over 800,000 products, 50,000 office supplies, 8,000 computer and printer supplies, 4,000 facility and maintenance supplies, and 600,000 custom-printed promotional products. They are an independent, woman-owned business with a focus on environmental responsibility and a willingness to go above and beyond to make their customers their number one priority.

Their nationwide warehouses allow them to provide quick and efficient service with next-day delivery to ensure their customers' businesses run without a hitch. Delivering to mid-size to large firms across the country, they work with businesses and organizations from every industry, particularly companies, associations, and government organizations around the Capital. They focus on being the preeminent independent supplier of satisfaction and value for their customers and to be recognized by their employees for their core values in addition to their opportunities for personal and professional growth. As their CEO, Pat Miller, states, there are 10 lessons to business, including taking care of your customers and vendors as giving them what they want and need means they'll give you what you want and need.

Learn more about the company and check out their office, janitorial, and printing supplies, office furniture, and coffee and beverage equipment on their website, www.millersatwork.com. Or, contact them for additional information at (800) 572-9895 or kwilkins@b-koffice.com. Our local office is located at 1154 Martinsburg Pike in Winchester, VA.

New Member Highlights

I Do! Hairstyles by Laura

With over 14 years of salon experience in the Shenandoah Valley, Laura Totten has just launched a new division of Jennerations Hair Studio, Inc. in Front Royal. Laura will be traveling around Page County for on-site bridal hairstyling. Offering everything from classic to whimsical, she works with all sorts of brides to create romantic, textured, or braided styles for everyone from just the bride to the entire bridal party.

Laura has training from Redken, Paula Mitchell, and Graham Webb, in addition to knowledge from a variety of classes and trade shows. The first Page County stylist able to travel and meet you at your wedding venue for your big day, schedule a trial to arrange up to 90 minutes to play and experiment with different looks for your big day! She believes that your final hairstyle is a big part of your wedding as it is something that will stay with you for years to come in photographs. Let Laura help you look and feel your best on your wedding day. Check out her current work, FAQs, and more on her website www.idobylaura.com.

There's no need to travel; let I Do! Hairstyles by Laura bring the salon experience to you! Contact Laura at (540) 671-9206, idobylaura@gmail.com, or submit an inquiry via her website.

Luray Park Association-Luray Singing Tower



Officially known as the Belle Brown Northcott Memorial, the Luray Singing Tower was erected in 1937. Named for Colonel T.C. Northcott's wife, the tower contains a 47 bell carillon, the largest of which is a 7,640 pound bell that spans 6 feet in diameter, with the smallest weighing in at just 12 ½ pounds. The 117 foot tower is located just outside of the downtown limits, just across 211 from the Luray Caverns, on Northcott Drive.

The carillonneur, Jesse Ratcliffe, is a native of Hinton, WV with a BA from Concord University in Athens, WV and an MM from the Shenandoah Conservatory in Winchester, VA. Jesse is currently the Director of Music at St. James Episcopal Church in Warrenton, VA in addition to coming to Luray to play here. Also known as one of the smaller, outdoor wedding venues in Page County, the carillon provides a stunning backdrop for anyone's special day!

Regularly scheduled recitals run throughout the Spring and into the Fall and feature patriotic, folk, hymn, and classical music in addition to original compositions. The Spring season has already concluded after beginning on Saturday, April 1st with recitals every Saturday and Sunday at 3:00 PM. The Summer season kicked off on June 1st and is still ongoing with recitals every Tuesday, Thursday, Saturday, and Sunday at 8:00 PM. The Fall season is the last season with regularly scheduled recitals; it begins on September 2nd with recitals every Saturday and Sunday at 3:00 PM and wrapping up at the end of October. Swing by Northcott Drive to enjoy one of these free performances! Learn more at www.luraysingingtower.com.

Luray United Methodist Church

Luray United Methodist Church is located on the corner of the intersection of Main Street and Broad Street. Known as a caring church that is excited about their vision to "See the Love, Share the Joy" of God's mission, their mission statement is for every member to participate in at least one mission activity. They strive to be serving church; one that allows and facilitates the humble service of others, including the poor, sick, and those in spiritual need, via their congregation.



Attendees can choose between a traditional service, with Chancel and Handbell choirs, or a contemporary service, with a Praise Band. In addition to their services, they offer Sunday School classes, Bible studies, a Women's Book Club, and more. Those looking to get more involved can participate with Vacation Bible School, the yearly live nativity, mission work, Operation Christmas Child, decorating of the church, assembly of boxes for college students, and more.

Visit them to learn more at www.lurayumc.org or contact the Pastor at (540) 743-6540, lurayumc@embarqmail.com, or P.O. Box 606, Luray, VA 22835. Or, swing by and learn more about them in person at 1 West Main Street in Luray.

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 August, so all ads must be submitted to Katie Long at katie.long@luraypage.com by July 15th. Contact Katie, if you are interested in any of the advertising options above, for a current member count.

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 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.

Children's Activities
Sponsored by
LURAY CAVERNS
THE VIRGINIA STATE PARK

**INDEPENDENCE DAY
CELEBRATION**

Sponsored by
Luray
with parks & recreation
www.townofluray.com



TUESDAY, JULY 4, 2017
Live Music
at the SVEC/Greenway Parking Lot *(adjacent to the Mechanic St. Bridge)*

Activities: 3 - 9 PM

**Rock Climbing Wall, Balloon Tying
Game with Prizes, Barrel Train Rides, Face Painting
Duck Race at 8 PM, Meltdown Obstacle Inflatable
Moon Bounces, and a Variety of Food Vendors**

Spectacular Fireworks Show
begins at approximately 9:20 pm

For more information, contact Luray Parks & Recreation: **(540) 843-0770**

Dare to take the Challenge!



**BLUE RIDGE
MOUNTAIN
MUDURANCE**

5K Mud Race
Ralph H. Dean Recreation Park, Luray, VA



SEPTEMBER 30, 2017

Scenic course in the beautiful
Shenandoah Valley

Lots of Mud • Series of Obstacles & Challenges
Free Parking • Race T-Shirt • Race Patch • Chip Timing
Wave Times • Teams & Individual Runners Welcome

**Sign Up
TODAY!**

SPONSORS:

REGISTRATION & INFORMATION:
raceluraypage.com
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Race Event Organized by:
Luray-Page County Chamber of Commerce



BRIGHT™ RADIO 105-7

SASSY SOUL + FUN TIME ROCK & ROLL

Bodacious Country!™

RASCAL 1330

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

BRIGHT™ RADIO

105-7

SASSY SOUL + FUN TIME ROCK & ROLL

Bodacious Country!™

RASCAL 1330

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

Lisa Meadows: 540.843.4449

Carrington Thompson: 540.743.5167

Info@BrightRadio1057.com

Info@Rascal1330.com



Del-Val Engraving, LLC
273 Mockingbird Lane
Luray VA 22835
Owners: Kris and Steve Garrett

610-459-8877
Website: www.delvalengraving.com
Email: info@del-valengraving.com

Discounted Name Tags for Chamber Members at \$ 6.00 each

When I attend Chamber of Commerce meetings, I sometimes have a difficult time reading business and/or personal names. We all try to hurry through the greeting line and sometimes end up with a scribble on our name tags.

We at Del-Val Engraving, a member of the Chamber of Commerce, would like to offer Chamber Members an opportunity to purchase a professional looking name tag. The tag is 1.5" x 3" and will be made of white plastic engraved to show black lettering. The tag has magnets so there are no pins to deal with or to ruin clothing. If you would like a different color or material for your name tag, please contact me for options and pricing increase.

Please use the order form below. You can scan it and email it to Del-Val Engraving at info@del-valengraving.com; or take a picture of it and text it to 610-459-8877 or USPS mail at 273 Mockingbird Lane, Luray 22835

Line 1 – Either your company name or your name _____

Line 2 – Either your name or your company name _____

Depending on the size of your text, we can include a small version of your logo if you provide your logo in either a jpeg or pdf file.

Name: _____

Company name: _____

Mailing address: _____

NOTE: If you are local to Luray, I can deliver or meet you at the Chamber's office for pick up to avoid mailing charges of \$ 3.99

Email: _____

Phone: _____

\$ 6.00 per name tag x _____ plus 5.3% VA Sales tax (plus shipping if applicable) = _____

Credit card number _____ Expiration _____ Security Code _____

Or Check enclosed

Made you look.

Now that we have your attention, ***SEE*** the benefits of top quality, affordable full-color printed marketing collateral for your business or non-profit...

- Brochures and Flyers
- Rack Cards
- Catalogs
- Travel Guides
- Maps
- Post Cards
- Business Cards

Many sizes and styles, free phone and email consultation, free delivery, and most jobs include free professional graphic design!

Quantities 1,000 to 1,000,000!



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HELP YOU
SOAR LIKE
AN EAGLE,
TOO!**

**CREATIVITY IS KEY,
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service@pagemarketingsolutions.com

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WHETHER YOU ARE OPENING A BRAND NEW BUSINESS, OR
HAVE BEEN SERVING OUR LOCAL COMMUNITIES FOR YEARS . . .

Your **Full Color** 2-Sided Flyer Designed, Printed and Delivered Will Be Part of the Chamber's Monthly Newsletter Mailing To EVERY CHAMBER MEMBER!

Unfolded. on bright glossy 80# paper stock. Up to 3 hours of professional design included. Phone and email consultation. Delivered to the Chamber for you. Using your unique high-resolution images. Tell us your vision — we'll help create your next big marketing success by helping you reach every Chamber owner / manager / decision maker!

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Email: service@pagemarketingsolutions.com

* Does not include Chamber's stuffing fees

** Pick up extra copies at Chamber Visitor Center