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**Katie Long**, Communications & Marketing Coordinator  
**Priscilla Montcalm**, Membership Development & Investment Coordinator  
**Kelly Zitzer**, Chamber & Tourism Assistant  
**Hannah Clark**, Chamber & Tourism Assistant  
**Bobby Jenkins**, Chamber & Tourism Assistant

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**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](http://www.visitluraypage.com)    [www.cabincapital.com](http://www.cabincapital.com)

**March 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**

**Wednesday, March 8<sup>th</sup>, 12:30-1:00 PM**

**Valley Business Today.** A radio show with 95.3 The River in Front Royal, this segment focuses on the business industry. This month’s show will feature Bijou’s Sweet Treats. Listen in to learn more about their business in the wedding industry in Page County and the surrounding area. If you are interested in being a guest, please contact Gina at [gina.hilliard@luraypage.com](mailto:gina.hilliard@luraypage.com).

**Thursday, March 9<sup>th</sup>, 7:30-9:00 AM**

**Business Networking Breakfast: Retail/Shops.** A meet up of the local shops and retail industry, this breakfast is the perfect opportunity for networking and to discuss opportunities for collaboration and desired training. This breakfast will help the Chamber staff identify and address the needs of these businesses. Join us at Uncle Buck’s for a Dutch-treat breakfast. So, come for coffee, a full meal, or just the conversation. RSVP to [events@luraypage.com](mailto:events@luraypage.com) by Monday, March 6th to ensure adequate seating. Walk-ins are welcomed.

**Wednesday, March 15<sup>th</sup>, 3:00 PM**

**Gennaro’s 5-Year Anniversary Ribbon-Cutting.** Join Gennaro’s Italian Restaurant in celebrating 5 years in business in the Town of Luray. The ribbon-cutting will be held at 3:00 PM and 10% off specials will run throughout the day.

**Thursday, March 16<sup>th</sup>, 5:30-7:00 PM**

**Business After Hours** is hosted by Blue Ridge Bank at the Luray branch. Bring your business cards to be entered for door prizes, including the big end-of-year drawing.

**Tuesday, March 21<sup>st</sup>, 12:30-1:00 PM**

**Tourism Tuesday** will feature a local Tourism industry business. If you are interested in being a guest, contact Katie at [katie.long@luraypage.com](mailto:katie.long@luraypage.com).

**Tuesday, March 21<sup>st</sup>, 4:00-8:00 PM**

**Sip & Create: White Oak Basket Making.** Local basket artisan, Clyde Jenkins, returns to share his talent of basket making at the Warehouse Art Gallery. Clyde teaches participants how to make a white-oak basket with techniques handed down through the generations. Structured from beginner to intermediate, but experienced basket makers are welcomed. \$50.00 per person includes all materials to make one basket. Participants are expected to bring their own straight blade knife and leather piece. Space is limited to 20 people, so contact [events@luraypage.com](mailto:events@luraypage.com) to pay and reserve your space ASAP, the last day to reserve your spot is Wednesday, March 15th.

**Tuesday, March 28<sup>th</sup>, 4:00-6:00 PM**

**7<sup>th</sup> Annual Cabin Capital Open Forum.** This forum is a round-table discussion, allowing all participants to ask and answer questions. The doors open at 3:30 PM and the event will run from 4:00-6:00 PM. Held at the Performing Arts Luray, this is a great opportunity to come meet, share ideas, and network with other cabin owners, vendors, and cabin-related businesses in Page County and the surrounding areas. We will have a guest from Virginia Restaurant, Lodging & Travel Association (VRLTA), so reserve your space with Gina Hilliard by Friday, March 24<sup>th</sup> at [events@luraypage.com](mailto:events@luraypage.com) to ensure adequate seating; walk-ins welcome.

**Friday, March 31<sup>st</sup>, 1:30-3:30 PM & Saturday, April 1<sup>st</sup>, 8:00-11:00 AM**

**Job Fair & Non-Profit Expo.** The Job Fair & Non-Profit Expo is FREE and will be running two days this year! Held at Luray High School, Friday’s event is geared toward high school sophomores, juniors, and seniors and Saturday’s event is open to the community. With over 40 anticipated employers from various industries and non-profits looking for volunteers, this is a worthwhile event for the entire community. Companies are looking to fill full-time, part-time, seasonal, internships, and apprentice positions, so candidates of all ages, experience levels, and industries are encouraged to attend. Contact Priscilla at (540) 743-3915 or [priscilla.montcalm@luraypage.com](mailto:priscilla.montcalm@luraypage.com) for more information.

**Help Us Welcome Our New Members:**



**Cooter’s Place in the Valley**  
4768 US Highway 211 West  
Luray, VA 22835  
(540) 843-2515  
[alma@cootersplace.com](mailto:alma@cootersplace.com)

**Just Awesome Cleaning Services**  
310 North First Street  
Shenandoah, VA 22849  
(540) 244-8760  
[jmbabington@gmail.com](mailto:jmbabington@gmail.com)

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[www.youtube.com/VisitLurayPageVA](http://www.youtube.com/VisitLurayPageVA)

## Member Spotlight on...

### West Main Market

West Main Market is one of Luray's favorite restaurants for locals and visitors alike. Touted as one of the best little sandwich places in town and the county as a whole, the market and deli provides fast, casual food in a quaint atmosphere. Customers eating-in can choose between indoor seating or seating in the gravel area just outside.



Their menu includes a variety of unique grilled paninis, hot deli sandwiches, cold deli sandwiches, garden fresh salads, fresh homemade soups, homemade side dishes, and delicatessen meats and cheeses. Side dishes include pasta primavera, Yukon gold potato salad, redskin and bacon potato salad, cole slaw, sesame noodle salad, hummus and cream cheese spreads, and more. Additionally, visitors can typically find some fresh baked cookies and brownies, Route 11 chips, and a variety of bottled sodas, teas, and fruit juices.

Pre-order a party platter and take something with you for a party or family dinner. Or, look into their catering options for appetizers, entrees, and side dishes such as antipasto skewers, stuffed mushroom caps, shrimp and pineapple skewers, quiche, chicken breast stuffed with prosciutto and mozzarella, and much much more! Whether you eat in or grab something for a picnic on the Hawksbill Greenway or Shenandoah National Park, West Main is the perfect lunch or light dinner for the coming spring and summer. Visit them at 123 West Main Street, Luray, [www.westmainmarket.com](http://www.westmainmarket.com), or [www.facebook.com/West-Main-Market-445928452151570](https://www.facebook.com/West-Main-Market-445928452151570) or contact them at (540) 743-1125.

## New Member Highlights

### Cooter's Place in the Valley



"Cooter's in the Valley" is a family destination honoring the "Dukes of Hazzard," the hit television show that continues to grow in popularity almost 40 years after its creation. Ben Jones, who played the "Dukes" sidekick mechanic "Cooter," owns and operates a venue with his wife Alma Viator.

Ben Jones grew up in Portsmouth and "fell in love" with Blue Ridge Mountains on a trip to the Skyline Drive in 1946 when he was 5 years old. "I've been coming back here ever since," he says, "and Alma and I feel like it has always been home." This feeling prompted the opening of the "Cooter's" franchise in Sperryville, Virginia in the spring of 1999. The first store was located in an old apple stand and gift shop

located right on the Rush River, bordering the Shenandoah National Park. The immediate success of the first store led to the opening of stores in Gatlinburg and Nashville, Tennessee.

The stores showcase "Dukes" museums, good country music, and a genuine "down home" atmosphere. The stores have been featured on network television, in national magazines, and have hosted large festivals such as "Dukesfest," which drew over 100,000 people to Nashville in the summer of 2006. Luray's Grand Opening will be May 6<sup>th</sup> from 10:00 AM-8:00 PM with special appearances from Shenandoah Jamboree and Tom Wopat. Additionally, the new location will be hosting "Cooter's Last Stand," an outdoor festival with the entire Dukes cast and a Hazzard County car show, two days of music, car stunts, a Civil War re-enactment, fireworks, and children's entertainment on July 29<sup>th</sup> and 30<sup>th</sup>.

When asked about the move across the mountain from Sperryville, Alma said "the folks in Page County rolled out the red carpet for us and welcomed us 'over the mountain' with genuine Southern hospitality." Ben and Alma said they believe the "sky is the limit for tourism in Page County and we feel truly blessed to become a part of this community and its 'can-do' spirit. We look forward to working with everyone here to continue making it the best place to live and do business in all of Virginia." Stop by and welcome them at 4768 US Highway 211 West in Luray or contact them at (540) 843-2515 or [alma@cootersplace.com](mailto:alma@cootersplace.com). See more online at [www.cootersplace.com](http://www.cootersplace.com) and follow them on social media at [www.facebook.com/CootersLuray](https://www.facebook.com/CootersLuray), [www.twitter.com/cootersplace](https://www.twitter.com/cootersplace), and [www.instagram.com/cootersplace](https://www.instagram.com/cootersplace).

### Just Awesome Cleaning Services

Jessica Babington and Andrea Kibler are the owners of the newly-opened Just Awesome Cleaning Services. Based out of Shenandoah, these women both felt that their lives were destined for larger careers than a 9-5 job, so a few months ago, while Jessica was working at a call center job, she posted a Facebook status about wanting to start a cleaning company but needing a sign and Andrea responded. An afternoon of pizza and wings highlighted that these two were perfect complements and would make a great team. Andrea is the business woman who creates a great first impression and is into networking and Jessica has experience in the industry and a knack for written words. Together they share a passion for cleaning and true customer service and feel like the "planets were aligned" to make them "the perfect team."

Andrea and Jessica have been cleaning, separately and independently, for over 10 years, furthering their impression that this business was what they were destined for. They describe themselves as people who "love dancing and singing to music, spearmint gum, and are incapable of leaving a job less than 100%."

Their current services include new construction, move-in/move-out, deep cleans, one-time, reoccurring, and even windows. Additionally, they offer carpet cleaning with their new Rug Doctor and hope to obtain a floor buffer and offer a full line of tiled floor care in the future. Within the next 5 years, the ladies intend to be working in a strictly managerial capacity with residential and business clients throughout Page County and the surrounding areas.

They are committed to customer service, standing behind their words, and developing a lasting relationship with their clients and fellow local businesses. You can learn more about them by contacting them at (540) 244-8760, [jmbabington@gmail.com](mailto:jmbabington@gmail.com), or [www.facebook.com/JustAwesomeCleaningServices](https://www.facebook.com/JustAwesomeCleaningServices).



## 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 1/2" 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 1/2" 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 1/2" 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, 1/2 page ads are \$20.00, 1/4 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 15<sup>th</sup> of the month prior to the newsletter release. For instance, the next newsletter will be released before the 1<sup>st</sup> of April, so all ads must be submitted to Katie Long at [katie.long@luraypage.com](mailto:katie.long@luraypage.com) by March 15<sup>th</sup>. 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. (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](http://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](http://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](mailto: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](mailto:priscilla.montcalm@luraypage.com) to add your job opportunities online.



# JOB FAIR & Non-Profit Expo

Open to HS Students  
Friday, March 31st  
1:30-3:30 PM

Open to the Public  
Saturday, April 1st  
8:00-11:00 AM

Luray High School  
125 Bulldog Drive, Luray VA 22835

- The job fair & non-profit expo is FREE and open to the community.
- 40+ Employers expected from various industries.
- Non-profit organizations are looking for volunteers.
- Candidates of all ages, experience levels, and industries are encouraged to attend.
- Companies are looking to fill full-time, part-time, seasonal, internships, and apprentice positions.
- Please come prepared with multiple resumes and dress professionally.
- Be prepared for day of interviews.
- Resume Assistance available at the event.

For more information contact Priscilla at (540) 743-3915 or [priscilla.montcalm@luraypage.com](mailto:priscilla.montcalm@luraypage.com)

April 22

Register Now

# Community Yard Sale

## Spring is finally here!



Clean out your closets and earn some cash at the Community Yard Sale hosted by your local Chamber of Commerce.

**Registration Deadline:** April 17th

**Event Date:** April 22nd

**Location:** Luray High School: 243 Bulldog Drive, Luray, VA 22835

**Setup:** 6am to 7:45am

**Event open to the public:** 8am to 1pm

### Event Information

- Established event
- Cost is only \$10 for 2 parking spaces
- You may reserve more than one space
- Attendance average of over 1,000 shoppers
- You can choose to keep your vehicle with your merchandise or use both spaces for selling
  - Centralized location
  - Anything you wish to leave behind will be donated to Page One



Contact the Luray-Page County Chamber of Commerce for more information at 18 Campbell Street, Luray, VA or at (540)743-3915

# SPRING INTO STANLEY

## FOOD, & CRAFT VENDOR SHOW

WITH THE

I've Got A Voice

SINGING COMPETITION

Starting  
@ 12:00

APRIL 29TH FROM 10 AM TO 5 PM

12 finalists will return for the Homecoming competition on Wednesday June 28th. Then 3 finalists from the Homecoming performance will perform Saturday July 1st.

### PRIZES

**1ST PLACE** \$100, Plaque & 10 hours Studio Time

**2ND PLACE** \$50, Plaque & 5 hours Studio Time

**3RD PLACE** \$25, Plaque & 2 hours Studio Time

### VENDORS

Thirty-One  
Young Living Essential Oils  
Paparazzi Jewelry  
LulaRoe  
Tupper Ware  
Mary Kay  
The LadyBug Boutique  
Scentsy  
CK Gifts  
Princess House Booth  
Lilla Rose  
Simply the Best Soap  
Star Valley Candles

### LOCATION

Ed Good Memorial Park

**\$20 Registration**

for "I've Got A Voice" contest  
Deadline for Registration April 21, 2017

Contact the Stanley Town Office for more information  
540-778-3454 ext. 31  
Leon Stout - [lstout@townofstanley.com](mailto:lstout@townofstanley.com)  
or  
Rhonda Fisher 540-778-1387  
<https://www.facebook.com/StanleyHomecoming/>

**VENDORS NEEDED FOR OUR 1<sup>st</sup> ANNUAL:**

**Spring**  **into Stanley**

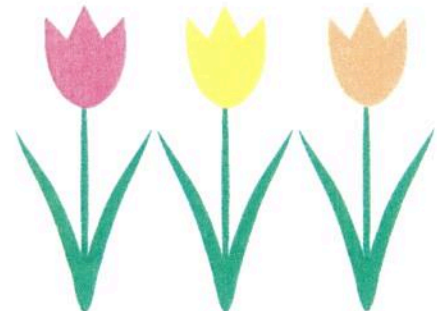
- WHERE:** Ed Good Park  
332 East Main Street  
Stanley, VA 22851
- WHEN:** April 29, 2017 (rain or shine)
- COST:** \$25/space or 2/\$40
- TIME:** 10:00 a.m. – 5:00 p.m.

Members of the Stanley Homecoming Fundraising Committee are organizing a craft/food fair. We are looking for a variety of crafters/vendors to purchase a space at our event.

Proceeds will be used to benefit the 2017 Stanley Homecoming.

For more information or to reserve your spot, please contact:

Rhonda Fisher - (540) 778-1387  
Jessica Turner - (540) 778-4155



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\*\* Pick up extra copies at Chamber Visitor Center