

Staff:

Gina Hilliard, President
Katie Long, Communications & Marketing Coordinator
Priscilla Montcalm, Membership Development & Investment Coordinator
Kelly Zitzer, Chamber & Tourism Assistant
Jessica Campbell, Chamber & Tourism Assistant
Hunter Weaver, 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-Chairman 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 – L-PCCC
Carrington Thompson – Hayden Hamilton Media Strategies
Mike Uram – Town of Stanley Town Council & Patron
Zory Glaser – Cardinal Cottage Vacation Cabin Rental
Lisa Franceschini – Luray Mountain Cabins
Juanita Roudabush – Town of Shenandoah
Kris Garrett – Del-Val Engraving, LLC
Juanita Woodward – Blue Ridge Bank
Dave Bull – Patron

Tourism Council:

Restaurants:

Helen Morton – Delaware North
Jim Sims – The Mimslyn Inn

Lodging:

Bill Schumacher, Vice-Chairman – Fort Valley Ranch
Lisa Franceschini – Luray Mountain Cabins
Zory Glaser – Cardinal Cottage

Attractions:

John Shaffer, Chairman – Luray Caverns
Nancy Sottosanti, Treasurer – Shenandoah River Outfitters

Services:

CeCe Castle, Secretary – Brookside
Darrell Hulver – Page Co-Op Farm Bureau

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

Help Us Welcome Our New Members:



Bluemont Technology & Research, Inc.
P.O. Box 182
Bluemont, VA 20135
1-844-GO-BLUEMONT
bg@BluemontTechnology.com

Cruise Planners – Candice Gordon & Wes Shifflett
160 Slate Road
Penn Laird, VA 22846
(540) 246-3766
candice.gordon@cruiseplanners.com

K3 Solutions
320 North Hawksbill Street
Luray, VA 22835
(540) 843-0456
info@k3-solutions.com

Solace Studios Fine Handcrafts
193 West Spotswood Avenue
Elkton, VA 22827
(540) 298-5222
solace@solaceinc.com

Virginia Vacation Rentals
8775 Centre Park Drive #255
Columbia, MD 21045
(443) 864-4517
bunnie@vavacationrentals.com

White Sails Photography
629 Old Farm Road
Luray, VA 22835
(540) 335-5958
gabrielle@whitesailscreative.com

Member Spotlight on...

Pioneer Bank – Stanley, Luray, Shenandoah



Pioneer Bank is an independent, locally-owned bank with over 100 years of service experience and history in Page County. Established in 1909 by a group of local farmers and merchants, Pioneer Bank began as the Farmers & Merchants Bank, Inc. of Stanleyton, now known as the Town of Stanley. Over the course of the next 90 years, the bank changed its name twice before it became Pioneer Bank in April of 1999.

Comprised of a “dedicated board of directors, hardworking employees, and above all, a loyal community of citizens,” Pioneer offers a wide range of banking activities and products with a focus on commercial, consumer, farming, real estate, and small business interests. Today, Pioneer Bank has locations in Page County and the surrounding areas; find a branch in Charlottesville, Harrisonburg, Luray, Ruckersville, Shenandoah, Stanardsville, and Stanley. These locations are “full-service banking facilities with knowledgeable staff, ready to assist you with all of your financial needs.” The bank strives to be large enough to serve their customers, but still small enough to know and recognize them by name. The main office is located at 252 East Main Street in Stanley, learn more about the bank and their services at (540) 778-2294, www.pioneerbks.com, or by contacting Mark Dofflemyer at mdofflemyer@pioneerbks.com.

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www.pinterest.com/VisitLurayPage



www.youtube.com/VisitLurayPageVA



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

September 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, September 13th, 12:30-1:00 PM

Valley Business Today will feature Brian Plum, President of Blue Ridge Bank. Listen in to 95.3 The River to learn more about the show and our guest for the month. If you are interested in being a guest, contact Gina at gina.hilliard@luraypage.com.

Thursday, September 14th, 7:30-9:00 AM

Business Networking Breakfast: Cabin Capital Industry. Calling all cabins and cabin-related businesses! We met 6 months ago at the Performing Arts Luray to chat about ideas and give you all a chance to network and catch up with one another and we want to facilitate another meet-up this month. Join us at Alexander’s Restaurant at the Best Western in Luray for Dutch-treat food and fun conversation during what we hope is a brief lull in the season. RSVP to events@luraypage.com by Monday, September 11th to ensure adequate seating. Walk-ins welcome.

Friday, September 15th, 6:00 PM

Performing Arts Luray’s 10-Year Anniversary Ribbon-Cutting. Join the Chamber and the Performing Arts Luray in celebrating 10 years of sharing the arts with downtown Luray. Come for the ribbon-cutting at 6:00 PM and stay for the Party on the Plaza with the Eva Weber Group at 7:00 PM.

Tuesday, September 19th, 12:30-1:00 PM

Tourism Tuesday will feature Bill Fisher and the Luray VFW Comer-Jones Post 621. Listen in to 95.3 The River to learn more about the upcoming Bluegrass Festival and other events in Page County and the surrounding areas! If you are interested in being a guest, contact Katie at katie.long@luraypage.com.

Thursday, September 21st, 5:30-7:00 PM

Business After Hours is hosted by the River Hill Wine and Spirits, LLC with co-host Del-Val Engraving. Join us for a tasting, tour of the stables, and a chance to get to know our host and co-host better. Don't forget your business cards!

Saturday, September 30th, 9:00 AM

4th Annual Blue Ridge Mountain Mudurance 5K Mud Race. Hosted by the Luray-Page County Chamber of Commerce with co-host Page Alliance for Community Action, this mud run is one of the Chamber’s largest yearly fundraisers. Sign-ups will be open til the morning of the race for runners. Come run as an individual or a team of 4-10. This event is great for teams of friends, families, and coworkers; get your office together to compete for the Corporate Team Award and watch the course foster growth and teambuilding within your employees. Anyone looking to check out the course is welcomed as a volunteer! Check out more about this event, our list of amazing sponsors, and details about the course at www.raceluraypage.com. Sign-up to run or volunteer online or contact Gina at gina.hilliard@luraypage.com for more information.

New Member Highlights

Bluemont Technology & Research

Bluemont Technology & Research provides professional products, services, and turn-key solutions for customers looking for solutions for “data-centric applications.” Bluemont’s website identifies data-centrict applications as “information technology solutions that are tightly coupled to data.” Founded in 2007, Bluemont was selected by “the US Naval Sea Systems Command to deliver a wide range of technical, programmatic, and engineering solutions for the SeaPort Enhanced (SeaPort-e) Multiple Award Contract vehicle.”



Their services are broken out into data services and professional services. Data services include algorithmic data routines, custom data set collections, data content monitoring, and data visualization tools. Professional services include database design and management, project management, software engineering, subject matter experts, systems architecture, systems engineering, and technical leadership. Learn more about their programs and services, including the “22 Functional Areas and 7 Zones of Seaport-e” on their website www.bluemonttechnology.com.

Bluemont is headquartered in Northern Virginia near Tyson’s Corner. This location provides them with access to technology hubs in the surrounding areas of Virginia, West Virginia, Maryland, and DC. Their local office is located at 136 General Drive, Suite 100, in Luray. Contact them at 1-844-GO-BLUEMONT or bg@bluemonttechnology.com.

Cruise Planners – Candice Gordon & Wes Shifflett



Cruise Planners is an American Express Travel Representative with “a tremendous reputation for quality, service, and very competitive pricing for all of your travel needs.” Candice Gordon and Wes Shifflett help travelers discover exciting adventures around the world, from land tours to cruises to fully packaged vacations. Candice and Wes “specialize in all types of travel and will create an unforgettable vacation just for you.” With their connection to American Express, cardmembers receive special benefits in addition to receiving the lowest price.

Cruise Planners is known for having low travel fares, special amenities on thousands of cruises and land tours, destination specialists, experienced travelers, personal advocates for each client, and more. Additionally, they can accommodate any size group, whether it’s just you, you and your partner, or a larger group like a wedding, reunion, club or association, or other group; Cruise Planners can help you find the perfect fit for each experience. They also accept all major credit cards for convenience.

Check out their national recognition and awards on their website: www.destinationsunlimited.org. Looking for your next vacation? Their website lists their numerous participating destinations, including Alaska, Antarctica, Asia, Australia, Bermuda, the Caribbean, Europe, Hawaii, the Mediterranean, Mexico, New Zealand, the Panama Canal, the South Pacific, and many more. Looking for a deal? Check out their “Travel Deals” section for last-minute trips. Contact Candice and Wes for more information, and to book your next trip, at candice.gordon@cruiseplanners.com.

K3 Solutions

K3 Solutions, LLC, also known as K3, is “a leading technical solutions and services company” forming expertise on applications support, business process management services, and systems modernization. “Our collaborative approach, innovative solutions, and focus on adding value provides our clients with a cost-effective path to addressing, managing, and achieving all of their mission objectives and business goals.” K3 values and focuses on delivering results, developing careers, and creating partnering alliances.



K3 is a SBA-certified, economically disadvantaged, woman-owned small business (EDWOSB) and HUBZone small business since January 2013. Located at 320 North Hawksbill Street in Luray, they provide technical solutions to the Federal Government and Fortune 500 clients. Their Enterprise Solutions are “focused around Cybersecurity, IT Modernization, Analytics, and Agile Development.” With a vision to foster innovation in their employees, develop and deliver solutions to their clients, and create collaboration within the organization, clients, and partners, K3 is a full-service, “full life-cycle management and information technology consulting firm providing innovative and customized technical solutions to...Federal and commercial clients.” They work to evolve and grow as technology evolves through the mentorship and training of their consultants and clients. See their list of partners, customers, and more on their website www.k3-solutions.com or contact them for more information at (540) 843-0456 and info@k3-solutions.com.

SoLace Studios Fine Handcrafts



SoLace Studios originated when owner, Barbara Polin, designed and created a piece of lingerie for a friend. Shortly thereafter, she was asked for more designs until Polin finally started calling her gifts a business and SoLace was born. Prior to opening, Polin had also been dabbling in marbling of silk and leather, which quickly became a customer favorite. This style rose quickly in popularity and become known as “artwear” because of the balance and merging of art and fashion.

Her marbled clothing includes blouses, dresses, jackets, shirts, skirts, and vests for women and neckwear, shirts, and vests for men. Additionally, her marbled accessories are for both men and women and include scarves, suspenders, ties, and more. The store boasts more than just Polin’s handcrafted designs, she has broadened her products to include the work of over 250 regional and national artists. Located at 193 West Spotswood Avenue in Elkton, the shop has won numerous awards, including Virginia Living’s Best Gift Shop in the Shenandoah Valley for 6 years running, 2012-2017. Check them out online at www.solaceinc.com to get an idea of the unique products they have available in the store and to begin your shopping. Whether you’re looking for something for yourself, a gift for your partner, or a friend who is hard to shop for, there’s something for everyone at SoLace Studio in Elkton. Contact them at (540) 298-5222 or solace@solaceinc.com for additional information.

Virginia Vacation Rentals

Bunnie Riedel is the President of Riedel Communications the company behind Virginia Vacation Rentals. Bunnie has a background working with non-profits, government agencies, including local and federal government, and smaller for-profit businesses. Providing marketing, public relations, organizational development, strategic planning, and board governance, Bunnie has invested the last few years into trying to provide a more one-on-one connection between rental property owners and their clients.



Bunnie detoured from her background in working with non-profits to work with rentals when she noticed the shift in rental property advertising and marketing. As the larger companies entered the scene and began to restrict the homeowner’s ability to connect and communicate with their prospective renters, she knew what needed to be done. By creating Virginia Vacation Rentals, Bunnie was able to create a marketing site that is driven by subscriptions, while also allowing property owners to communicate openly with possible renters, decide if and when they want to take online bookings, and control how their occupancy taxes are paid. Moreover, Virginia Vacation Rentals doesn’t require additional booking fees to be applied during the booking process.

Representing Virginia as a whole, Virginia Vacation Rentals is based out of Columbia, Maryland. Learn more about their organization at www.vavacationrentals.com or contact Bunnie Riedel at (443) 864-4517 or bunnie@vavacationrentals.com.

White Sails Photography



White Sails Photography is Gabrielle Veronica Van Wyck’s travel and adventure-inspired photography business. As a self-proclaimed romantic who sees the beauty in everything, small or large, simple or complex, overseas or locally, Gabrielle uses photography to capture what she sees and feels. Gabrielle found her passion when living with her sister, brother-in-law, and niece in Germany and during a trip to England to see the Cliffs of Dover. Her passion lends itself to photos of love and romance.

White Sails Photography offers three types of photography: weddings and couples, seniors and portraits, and family. For weddings and couples, Gabrielle tries to capture the laughter, intimate moments, love of family and friends, and the way couples look at one another.

For seniors and portraits, the focus is on holding onto this particular time in life, “the time between journeys,” and she says this style “is all about adventure and the romance you find in everyday life.” Lastly, for family photography, she captures the beauty and joy of the everyday, from gardening to baking to crafting and more, Gabrielle describes this as a time of “real family moments, moments that you will look back and laugh at and reminisce.” See some samples of her work at www.whitesailscreative.com or contact Gabrielle at (540) 335-5958 or gabrielle@whitesailscreative.com for more information.

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 October, so all ads must be submitted to Katie Long at katie.long@luraypage.com by September 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 Main Street Bakery & Catering for 10% off. Enjoy quiche, fresh bread and bagels, pastries, and more!

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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September 23, 2017

10:00am - 2:00pm

Silent Auction - Bake Sale - Yard Sale - Door Prizes for participants, including a
Grand Prize of \$1,500 wheels or tires from Reed's Tire Center #1

For information call
540-743-9558 M-F 8:30am-3:00pm
Evenings: 540-778-2339 or 540-778-4646
www.mccacarshow.wordpress.com
mccacarshow@gmail.com
2331 US Hwy Bsn 340 N
Luray, VA 22835

FOOD ★ MUSIC
GOOD TIMES

Rain Date: September 30, 2017

Name _____
City _____ State _____ Zip _____
Year _____ Make _____ Model _____ Club _____
Phone _____ E-mail _____

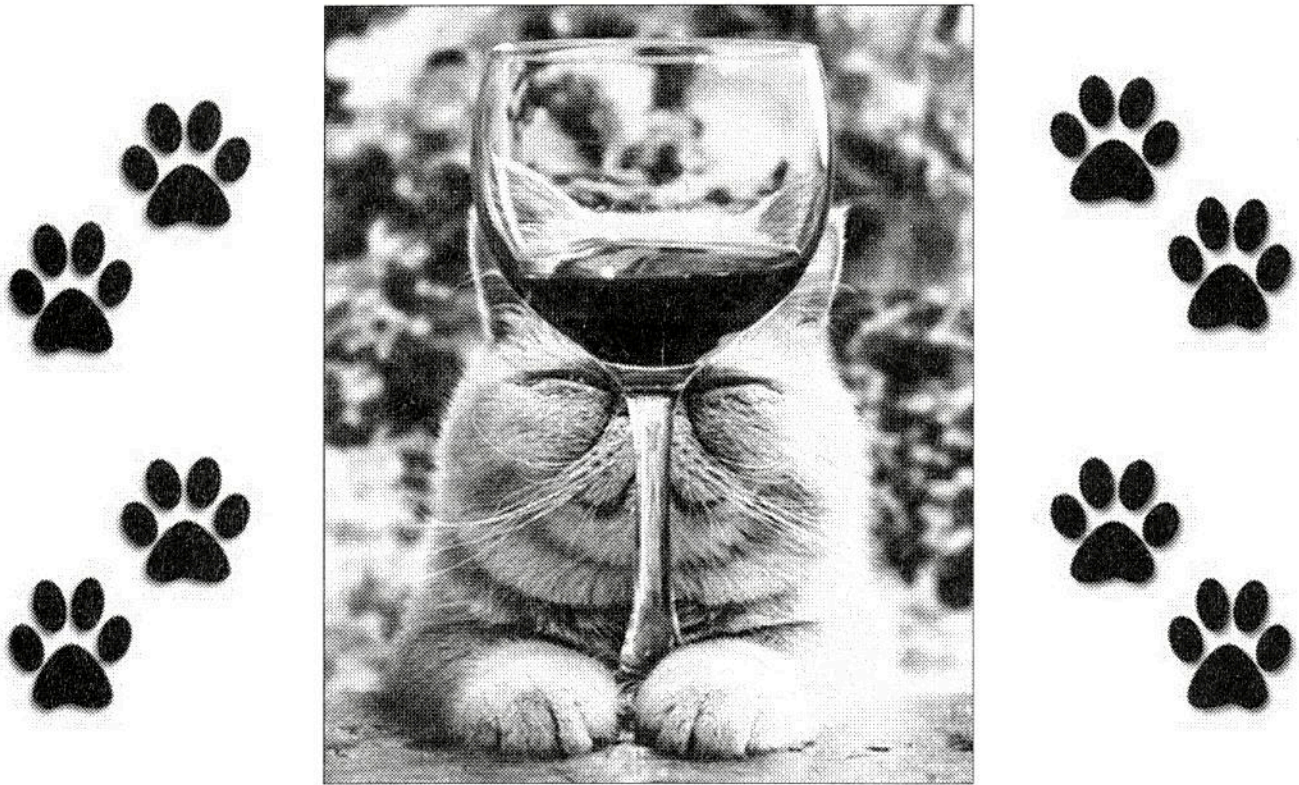
Registration
Address _____

Mail to: Mt. Carmel Christian Academy - P.O. Box 31, Luray, VA 22835

Wine & Whiskers at Wisteria!

a benefit for Page Paws, Inc.

*Volunteers working to reduce the cat population in Page County
by a "Trap, Neuter, and Return" (TNR) program. In 2016 over 1,000 cats
were spayed and neutered in Page County through Page Paws, Inc.*



SUNDAY, SEPTEMBER 24, 2017 • 3:00 - 5:00 P.M.

1126 MARKSVILLE ROAD • STANLEY, VA 22851

Hors d'oeuvres, Wine, and Silent Auction • \$20 per ticket

*Tickets can be purchased at the Chamber of Commerce,
Luray Copy Service, Inc., Lancaster Enterprises and from Page Paws members*

Page Paws is a non-profit (501-3c) organization

5th Annual Veterans Bluegrass Festival

Sponsored By: Comer-Jones VFW Post 621, 218 Veterans Ln., Luray, VA 22835

September 28th, 29th, 30th, 2017

Bands subject to change without notice



Travers Chandler Festival MC / Sound by Mokey

Veterans 10%
Discount

All tickets are \$25 per guest per day at gate

3 day tickets in advance are \$55

3 day camping with two tickets \$140 Tuesday and Wednesday free

Daily camping for 2 days or less \$15 per day

Veterans 10%
Discount

Thursday, Sept 28

Old Dogs New Tricks Bluegrass, 1 & 6 pm
Copper Canyon, 2 & 7 pm
Dark Hollow, 3 & 8 pm
The Dowdy & Chandler Band, 4 & 9 pm

Friday Sept 29th

Mill Run Bluegrass, 1 & 6 pm
California Ramblers, 2 & 7 pm
Remington Ryde, 3 & 8 pm
Gillis Brothers, 4 & 9 pm

Saturday, Sept 30th

Pickin' Daisies, 12 & 6 pm
Mark Templeton, 1 & 7 pm
Remington Ryde, 2 & 8 pm
Big Country Bluegrass, 3 & 9 pm
Dave Atkins, 4 & 10 pm

Reservations & Campsite info:

Eddie Hilliard (540) 742-4580 or Bill Fisher (703) 909-7900

vfwpost621@centurylink.net, website: www.vfwpost621.org

5th Annual Veterans Bluegrass Festival

Sponsored By:

Comer-Jones VFW Post 621, 218 Veterans Ln., Luray, VA 22835

September 28th, 29th, 30th, 2017

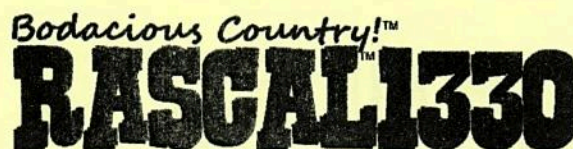
- Bands subject to change without notice
 - Travis Chandler will MC festival
 - Post Hall open for Jamming
 - Meals will be available for sale on premises
 - Breakfast available Friday and Saturday mornings open buffet \$8.00
 - Reservations and campsite review online at www.vfw621.org
 - Call Eddie Hilliard (540) 742-4580 or Bill Fisher (703) 909-7900 for site reservations
 - E-mail us at: vfwpost621@centurylink.net
 - Dry camping only
 - Dump Station available on site
 - Sound by Mokey
 - Reservations are first come first serve
 - 10% Discount for Veterans
 - All tickets are \$25 per guest per day at gate
 - 3 day tickets in advance are \$55
 - 3 day camping with two tickets \$140. Tuesday and Wednesday free
 - Daily camping for 2 days or less \$15 per day
 - No public display of alcohol in concert area
 - Pets confined to campsite or leashes only
 - Daily dinner break 5 -6 pm
 - Shower available on site
-

Reservations & Campsite info:

Eddie Hilliard (540) 742-4580 or Bill Fisher (703) 909-7900

vfwpost621@centurylink.net, website: www.vfwpost621.org

Mailing Address: VFW Post 621, 218 Veterans Ln., Luray VA 22835



**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



**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