

Staff:

Gina Hilliard, President
Katie Long, Communications & Marketing Coordinator
Penny Griffith, Office & Events Administrator
Clancey Arnold, Membership Development & Investment Administrator
Edie Emmons, Chamber & Tourism Assistant

Board of Directors:

Bill Fisher, Chairman of the Board – Hawksbill Home Remodeling
Mark Leach, Vice-Chairman of the Board – Delaware North
Stephanie Lillard, Secretary of the Board – Patron
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
Jim Turner – Hawksbill Brewing Company
Dick Hostelley – Hostelley & Associates
Mark Dofflemyer – Pioneer Bank
Leah Pence – Another Wild Hare
John Shaffer, Chairman of the Tourism Division – Luray Caverns

Volunteers:

James Housden
Vaunice Conway
Mary Lee Bryant
Jerry Griffin

Chamber Ambassadors:

Clancey Arnold, Chair – Luray-Page County Chamber of Commerce
Penny Griffith, Co-Chair – Luray-Page County Chamber of Commerce
Becky George – Gathering Grounds and Patisserie & Café
Zory Glaser – Cardinal Cottage Vacation Cabin Rental
Nancy Boyer – Page County Democratic Committee
Garnett Brockman – Page County Farm Bureau Federation/Insurance
Mike Uram – Stanley Town Council & Patron
Kris Garrett – Integrated Bodyworks, Inc.
Casey Tanner – CBM Mortgage, Inc.
Leslie Currie – ALCOVA Mortgage
Jake Mowry – Blue Ridge Bank
Vaunice Conway – Patron
Dave Bull – Patron

Tourism Council:

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

September 2018 Newsletter

The Luray-Page County Chamber of Commerce’s mission is to serve our members by promoting and supporting business and tourism throughout Page County. The Luray-Page County Chamber of Commerce’s vision is to be the organization where our business community turns for leadership and resources.

Chamber Events

Tuesday, September 4th & 18th, 8:00-9:30 AM

LeadShare. An active, structured program for providing and receiving business referrals through personal advertising/networking; this group requires regular meetings, so serious participants are encouraged to attend. The meetings are every-other Tuesday from 8:00-9:30 AM in the Chamber of Commerce & Visitor Center Board Room. Join our Chairwoman, Leslie Currie of ALCOVA Mortgage as this group continues to grow and learn the benefits of direct leads from other business people in our community.

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

Valley Business Today. Leslie Currie and Jason Helmtoller with ALCOVA Mortgage in Luray will be our guests this month. Leslie has recently opened an office at 1 Painter Street in Luray and is already making a name for herself in the county. Listen in to The River 95.3 to get to know more about the business. Contact Gina at gina.hilliard@luraypage.com to be a guest.

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

Business Networking Breakfast: The Profile of a Virginia Graduate and How It Affects Your Business. Join us at the Mimslyn Inn for breakfast and to meet Seth Marsh of CUED-IN, Inc. CUED-In promotes a career-focused future by showing students various pathways to a career. An app and web-based platform that brings all the key players – students, school counselors, employers, parents, and teachers – together, keeping everyone informed with an eye on the ultimate goal – a career. Breakfast is \$10.00/member and \$15.00/non-member. RSVP to events@luraypage.com or (540) 743-3915 by Monday, September 10th to reserve your spot.

Saturday, September 15th, 7:00 PM

Page County Movie Night: Wonder. This month’s movie will be held at Ralph H. Dean Recreation Park in Luray thanks to the towns, county, and our amazing sponsors! Come early for the Resource Fair and enter to win the movie on DVD; the movie will start at sunset. Free popcorn, free drinks, and of course a free showing of the movie. Kids’ activities include face painting, barrel train rides, bounce house, and balloon artistry. Bring your lawn chair or a blanket and enjoy the story of a young boy who has a facial deformity and his struggle to adapt to public school, 5th grade, and making friends. www.facebook.com/events/421450951653100

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

Tourism Tuesday. We will sit down with Meredith Dees, the Luray Downtown Initiative Program Director, to discuss the new Fall fundraiser: Construction & Cocktails on September 27th. Learn more about LDI, why they are fundraising, the inspiration for the event, and the event details! Listen in to 95.3 The River to learn more and contact Katie at katie.long@luraypage.com to be a guest.

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

Business After Hours is hosted by Stover Hall with Edward Jones as their co-host. Edward Jones will be speaking about the Edward Jones Opportunity and have approximately 15 FA’s from the surrounding areas in attendance to meet and greet and answer any additional questions. Come see this beautiful wedding venue with on-site lodging and enjoy light refreshments from Mike Alger from Tri-Spring Farm Catering. Bring your business cards for networking and door prizes!

Saturday, September 29th, 9:00 AM

5th Annual Blue Ridge Mountain Mudurance. It’s time to get down and dirty and a little muddy! This will be the 5th year of our muddy obstacle run and we have partnered for a second year with Page Alliance for Community Action (PACA). Join us at Ralph H. Dean Recreation Park in Luray for 3.1 miles of team building, challenge, and fun! With a 6’ climbing wall, 200’ waterslide, mud trenches, balance beams, tunnels, muddy army crawls, and more, this is one of our favorite annual events and couldn’t be accomplished without the support of our amazing sponsors and the community. See more and sign up to run or volunteer at www.raceluraypage.com. Contact Gina at gina.hilliard@luraypage.com with any questions.




Make your financial future a priority.



Jerry A Biller, AAMS®
Financial Advisor
127 West Main Street
Luray, VA 22835
540-743-1659

www.edwardjones.com Member SIPC

Edward Jones
MAKING SENSE OF INVESTING

Follow Us:	 www.facebook.com/VisitLurayPage
 www.twitter.com/VisitLurayPage	 www.instagram.com/VisitLurayPageVA
 www.pinterest.com/VisitLurayPage	 www.youtube.com/VisitLurayPageVA

New Member Highlights

Green Mountain Landscaping and Trail Construction

Joshua Mayne started Green Mountain Landscaping and Trail Construction on January 1st, 2018. He studied sustainability practices and landscaping at Virginia Tech, where he developed his love of helping people to beautify their outdoor spaces. Joshua has 15 years of landscape experience and his employee has 30, making them a knowledgeable team for any project.



The company provides lawn care, tree planting and pruning, patio and walkway installation, raised flower beds, hand-built streams, water catchment systems, trail maintenance and construction, and building retaining walls. Joshua says he works with the customer's vision and the area itself to design your outdoor space, but one of his favorite trees is willow oaks as they are very versatile. One of his favorite projects, so far, was hand-building a stream and water catching system filled with stones.

Green Mountain has recently begun working with new landscape design software and is excited to meet and begin using it for their next project. Whether the project is large or small, Joshua and Green Mountain Landscaping and Trail Construction is excited to help create your dream landscape. Contact them for a consultation at mayne_joshua@yahoo.com or (540) 244-8687.

Luray Little League



Mary Ridgeway is the President of the Luray Little League. The Luray Little League was founded in 1957 to provide Page County boys and girls with the opportunity to play and learn the games of baseball and softball. The organization provides kids, ages 4 to 16, with skills such as sportsmanship, the ability to work as a team and handle pressure, a strong work ethic, how to handle success and failure, and so much more.

This is Mary's 3rd term as President of the organization; she started as a volunteer when her kids began playing 16 years ago. She says she does it all for the kids and wants everyone to feel welcome and to know that it's more than just a game and learning the basics, it's also about teaching the kids teamwork and sportsmanship and making them better members of the community. This year, the Luray Little League had enough participation for 20 teams and they're already looking forward to next year. Contact Mary and the Luray Little League to learn more at ridgeway409@gmail.com or (540) 244-7116. You can also follow them on Facebook, www.facebook.com/Luraylittleleague1, to track registration and games.

Mayne Construction Services

Joshua Mayne owns and operates Mayne Construction Services, which he founded on June 1st of this year. Joshua's partner has 30 years of carpentry experience and has built houses all around the state. Mayne Construction focuses on residential construction, including construction of decks, additions, replacement and installation of new windows, replacement and installation of new roofs, siding, gutters, and remodeling.



Clients looking to discuss their next project with Mayne Construction can provide photos of their dream deck, windows, etc. or just leave it up to them to provide a few options based on your vision. With over 40 years of combined experience, Joshua and his partner are dedicated to providing quality work at an affordable price. They give free estimates to help their clients get started and do their best to work within your budget. Contact Joshua Mayne at mayne_joshua@yahoo.com or (540) 244-8687 to discuss your next project and turn your dream into a reality.

Page County Girl Scouts



Every girl has
greatness
inside her...

Vanessa Coleman is the Community Membership Assistant with the Page County Girl Scouts. Vanessa has been involved with the Girl Scouts of Page County for about 17 years and she absolutely loves it, so much so that she and her husband were married at a Girl Scout camp. There are currently 12 troops in Page County with girls from kindergarten through seniors in high school. The scout year begins on October 1st and ends September 30th, but girls can join and begin at any time and at any age.

There are 6 levels of Girl Scouts: Kindergarten-1st grade are Daisies, 2nd and 3rd are Brownies, 4th and 5th are Juniors, 6th-8th are Cadettes, 9th and 10th are Seniors and 11th and 12th are Ambassadors. Throughout the years, the girls can earn awards showcasing their teambuilding, project development and implementation, leadership, and community involvement/impact. More than just awards, the girls also go camping, learn to take care of animals, themselves, and others, learn archery, volunteer, canoe and kayak, sing, cook, learn tomahawk throwing, maneuver high ropes courses, ride horses, learn car care and safety, earn badges that teach courage, confidence, and build character. Girl Scouts provide an opportunity for girls to build lifelong friendships while learning life skills and earning recognition for their hard work and dedication. Contact Vanessa for more information at tlaarel@yahoo.com or (540) 843-3846.

Rivercrest Farm and Event Center



Rivercrest Farm and Event Center is at 7384 East Point Road, Elkton in Rockingham County, right across the line from the Town of Shenandoah. With 250 acres along the Shenandoah River and over a mile and a half of riverfront property, Rivercrest offers beautiful wedding and cabin rentals. Providing destination weddings, vacation home rentals, and space for events and corporate retreats, Rivercrest is a one-stop shop for your next event.

As a locally-owned and operated working agri-tourism destination in the Shenandoah Valley, the historic property dates back to land grants from 1760. For couples looking for that destination wedding along the Shenandoah River, Rivercrest offers on-site accommodations for up to 25 guests, exclusive, multi-day access, and the event center seats up to 275 guests. With numerous packages and the ability to tailor to their couples' every needs, including attendants, chairs, custom changing rooms, linens, tables, and a variety of ceremony sites.

More than just weddings and events, Rivercrest Farm has 4 cabins available for family vacations or romantic getaways. Guests can choose to stay at Almost Heaven Cabin, River Green Cottage, Historic River House, or River Haven, and choose between river or mountain views, Wi-Fi, entertainment systems, linens, and more. Look through the cabins and the wedding packages at www.rivercrestfarm.net or contact Paul Dovel and Bridget Nolan-Manley for additional information at (540) 908-7910, (540) 383-2755, or bridget@rivercrestfarm.net.

Member Spotlight

Pottery Lady

Cathie Miranda, also known as Luray's Pottery Lady, is a native of eastern Long Island who relocated to the Shenandoah Valley in 1989 with her own family. In 2001, Cathie studied technical building and glaze chemistry under Robin Teas at Lord Fairfax Community College to earn her Certificate in Ceramics. These studies fueled her desire to share her passion with others, leading her to opening a studio out of her home, where she gives lessons when there is time. She uses her gifts to help with different projects and causes around the community, including working with the high schools for their annual Empty Bowls dinner. Moreover, Cathie has recently expanded into the Arts & Artisans Gallery in Luray and is a dedicated member of the new Page Valley Arts Council as the Treasurer and spends most of her Saturdays at the Warehouse Art Gallery offering free events/classes to the locals and visitors.



Cathie's creations are done on the wheel and by hand. She crafts beautiful mugs, bowls, ornaments, and gifts of all kinds. The pieces are fired in a kiln at 2200 degrees Fahrenheit. Cathie mixes her own lead-free glazes, and all of the pottery is dishwasher safe and microwaveable. See some of her beautiful work at the Arts & Artisans Galley (4 East Main Street, Luray) and at a variety of other stores around town. Find out more about Cathie's story at <http://potteryladyluray.com> or contact her at (540) 578-4756 and cmpotterylady@yahoo.com.

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 420+ members in addition to state and local government officials.

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. If you are interested in updating your discount or offering a new discount, contact Katie at katie.long@luraypage.com or (540) 743-3915.

This month we encourage you to visit Appalachian Outfitters for a 10% discount for Chamber members!

Chamber Hot Deals – By using Hot Deals through the Chamber, 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. If you would like to offer your own Hot Deals, please send your information to Katie at katie.long@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. We want to help you find employees, so contact Katie at katie.long@luraypage.com to add your job opportunities to our list.



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. Since 2016 over 1,500 cats were spayed and neutered in Page County through Page Paws, Inc.

SUNDAY, SEPTEMBER 23, 2018 • 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
Please consider a donation of a 1 lb. or 3 lb. bag of cat food to feed local cats



YOU'RE INVITED

TO CELEBRATE HISTORY ON MAIN STREET

Thursday, September 27

FROM 5 - 8 PM

West Main Street Lot between Liberty Tax & Sheer Success Salon

Live Music | Hors D'oeuvres | Full Cash Bar

TICKETS: \$50 *Includes one complimentary cocktail*

Tickets available at The Chamber of Commerce, Luray Copy Service, & from any Board Member.

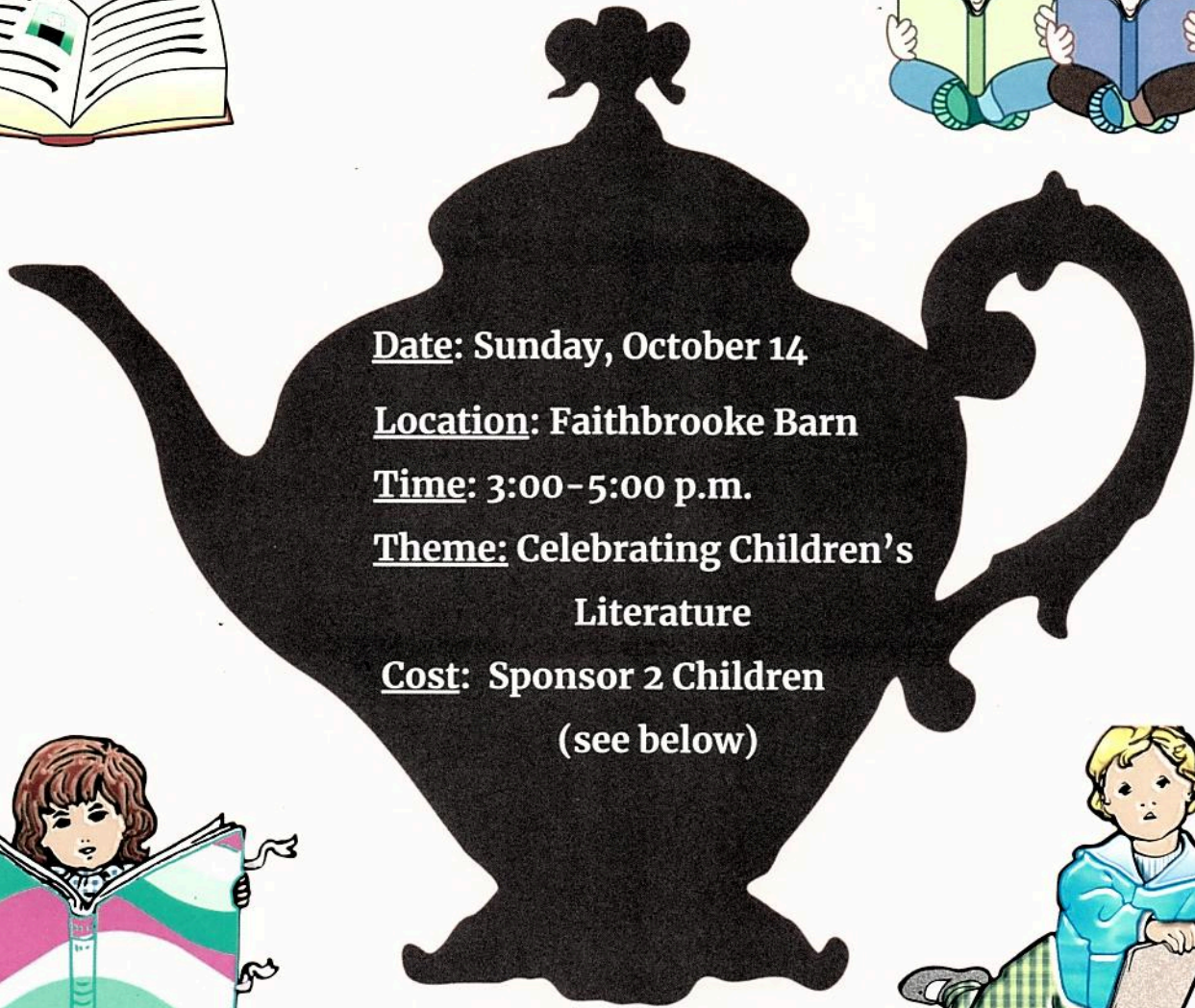
(540) 743-7700 | luraydowntown@gmail.com

Join us for a cocktail party and
dress in your 1930's best!





YOU are cordially invited to join us for a Celebratory Tea!
Page County Imagination Library would like to say THANK YOU to our donors for supporting children!



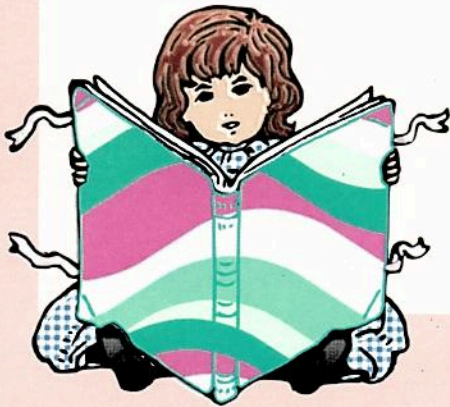
Date: Sunday, October 14

Location: Faithbrooke Barn

Time: 3:00-5:00 p.m.

Theme: Celebrating Children's
Literature

Cost: Sponsor 2 Children
(see below)



Cost for this event is: Sponsorship of at least two children for Page County Imagination Library for one year (cost for two children \$50). This is a tax deductible contribution. Make checks out to United Way NSV and put Page County Imagination Library on the memo line. Mail checks to P.O. Box 301, Luray, VA 22835.

Flyer sponsored by Reed & Reed, P.C. and Valley Eye Clinic



Saturday Nov. 17th 2018
1K Begins at 9:30am
5K Begins at 10:00am

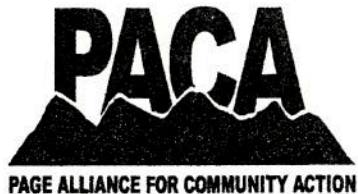
On the Greenway

Race Event Organized By:

**Page County Public
Schools and
Page Alliance for
Community Action**



We are committed to maximizing every
student's potential - whatever it takes.



Turkey Trot 5K/1K On the Greenway Registration Form

When: Saturday, Nov 17, 2018 1K begins at 9:30am, 5K begins at 10:00am

Where: Luray Greenway Mechanic Street Parking Lot

Registration: Return form and payment by Oct.25th to Page Alliance for Community Action,
PO Box 723, Luray, VA 22835 (Registration closes at 9:00am on race day)

Race Registration (**Register by Oct. 25th for T-shirt**):

___ 5K Run/Walk (all ages) \$20.00 (through Oct.25th) \$25(Oct. 26th through race day)

___ Kids 1K Run/Walk (8 and under) \$5.00 (through Oct. 25th) \$10 (Oct. 26th through race day)

___ Locals Special- 1 Page County Elementary/Middle School Aged Child FREE

(registrations for each runner must be submitted)

Free registration funded by a grant from Virginia Foundation for Healthy Youth

Please make checks payable to: Page Alliance for Community Action

T-shirt Size (please circle one): **Kid, Men OR Women XS S M L XL and XXL** (\$2 extra)

(T-shirts available only to participants preregistered by Oct 25, 2018)

Name: _____ Gender: M or F Age: _____

Address: _____

Email: _____ Phone: _____

Liability Waiver must be signed to participate in the Luray Turkey Trot 5K/1K on the Greenway

I recognize that running a road race is a potentially hazardous activity. I should not enter and run unless I am medically able and properly trained. I agree to abide by any decision of a race officials relative to my ability to safely complete the run. I assume all risks associated with running in this event including, but not limited to: falls, contact with other participants, the effects of the weather, including cold, snow, and/or ice, high heat and/or humidity, traffic and the conditions of the road, all such risks being known and appreciated by me. Having read this waiver and knowing these facts and in consideration of your accepting my entry, I, for myself and anyone entitled to act on my behalf, waive and release the organizers of the Luray Turkey Trot 5K/1K on the Greenway, its directors, officers, staff, and volunteers, the town of Luray, and its employees, and all sponsors, their representatives and successors from all claims or liabilities of any kind arising out of my participation in this event even though that liability may arise out of negligence or carelessness on the part of the persons named in this waiver. Further, I grant permission to all of the foregoing to use any photographs, motion pictures, recordings or any other record of this event for any legitimate purpose. For runner's safety,

I understand that headsets, bicycles, scooters, and roller blades are prohibited. Strollers are allowed. **I ALSO UNDERSTAND THAT THERE ARE NO REFUNDS FOR THIS EVENT. I GIVE PERMISSION TO USE MY PHOTOGRAPH IN FUTURE RACE PROMOTIONS.**

Signature of Participant:

(or parent or guardian if under 18)

Date: _____

Online registrations available at www.pagecoalition.org

Virginia Vacation Rentals

No Booking Fees. Where Do You Want to Go?



At Virginia Vacation Rentals you
NEVER PAY A BOOKING FEE!

Save \$\$\$

Rent Vacation Homes Direct
from Trusted Owners.

www.VAvacationrentals.com

Say "Buh-Bye" to the Big Guys!

Virginia Vacation Rentals

www.VAvacationrentals.com



Virginia

VACATION RENTALS



You Know You Want To...
Virginia Vacation Rentals

www.VAvacationrentals.com

Book Direct & Save!
Unlike the Big Vacation Rental sites, Virginia Vacation Rentals knows you work hard for every vacation. Don't pay too much because of "Booking Fees"



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. An eight-week campaign on BRIGHT® Radio 105-7 and RASCAL® 1330 helped the Luray-Page County Chamber of Commerce register 325 racers, 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



**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 (Examples: 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 (Examples: 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