

VENDOR MEMBER LIST

Amenities & Supplies
Consulting Services
Financial Services
Insurance
Internet Services & Marketing
Reservation Systems
Real Estate
Technology

Amenities & Supplies

Comphy Co.

Linda McCrae
7034 Portal Way, #110
Ferndale, WA 98248
Phone: 323.225.8234
Website: www.comphy.com
Email: Linda@comphy.com
Premium Bed Sheets, SPA Table Linen

DNJ Specialties

David Dcyoc
1139 John Adams Drive
Lawrenceville, GA 30043
Phone: 770.338.2121
Website: www.dnjspecialties.com
Email: sales@dnjspecialties.com
Products that will promote your inn's brand and create memories for your guests.
Florida sales representative for Turkish Towels.

Gilchrist & Soames

Amanda Hines
1535 East Naomi Street
Indianapolis, IN 46203
Phone: 317.786.8286 x435
Website: www.gilchristsoames.com
Email: amhines@gilchristsoames.com
Luxury hotel amenities. \$50.00 retail gift certificates to be used on our website for new customer orders of \$250 or more. Must mention Florida Bed and Breakfast Inns to receive. Opening orders only.

Greenwich Bay Trading Co.

Denise Huntwork
5809 Triangle Drive
Raleigh, NC 27617
Phone: 800.323.1209
Website: www.gbsoaps.com

Email: customerservice@gbsoaps.com

Greenwich Bay has been manufacturing upscale soaps and toiletries since 1962. We specialize in customizing the products with the art and logo of individual properties. There are no artwork or set-up fees. Minimum orders are very small. We also offer the same quality products in retail sizes for re-sale to guests. This is a very profitable program for most innkeepers.

Monarch Bath, Bed, Spa

Joe Saporito
P.O. Box 753
Sheffield, MA 01257
Phone: 413.528.5150 x10
Website: www.monarchrobe.com
Email: joe@monarchrobe.com
Robes, Towels and Sheets

Consulting Services

Bed and Breakfast Consultant Service

Patricia Detwiler, Consultant
106 S. 4th Avenue
Wauchula, FL 33873
Phone: 863.781.2749
Website: www.bedandbreakfastconsultantservice.com
Email: info@bedandbreakfastconsultantservice.com

Aspiring Innkeepers: The experience and expertise of a professional consultant will help save you time and money. Avoid the surprises that come along with issues such as zoning, fire codes, construction, financing and regulatory restriction. Average savings over \$30,000.

Financial Services

Commercial Capital Network, LLC

Rick Newman
RR2, Box 2943, Route 447
Canadensis, PA 18325
Phone: 570.595.2120
Website: www.commercialcapitalnetwork.com
Email: ccnllc@gmail.com

Commercial Capital Network, LLC specializes in financing the unique needs of the Bed and Breakfast Inn Industry. We feature commercial mortgage programs that are available in all 50 states and residential hybrid loan programs in 23 states. From larger commercial Inns with fine dining, to smaller properties that are more residential in nature. These loan programs may be individually tailored to refinance or purchase a Bed and Breakfast or Country Inn. Call us today for a loan quote.

InnPayment

Brian Westlake, Sales Representative
505 Sansome, 8th Floor

San Francisco, CA 94111
Phone: 866.924.6990
Website: www.innpayment.com
Email: sales@innpayment.com

InnPayment, a division of Yapstone, Inc., is the largest electronic payment processor in the lodging industry. InnPayment enables lodging properties to easily accept credit/debit cards and electronic checks. After ten years, and over a quarter million lines of proprietary code, InnPayment has developed the most robust, unified payment and reporting engine. InnPayment is specifically designed to cater to the needs of the lodging industry.

Moneris Solutions

Calvin E Hughes, II, Sr Sales Consultant
150 N. Martingale Road, Suite 900
Schaumburg, IL 60173
Phone: 804.245.5965 Main
800.471.9511 Customer Service

Website: www.monerisusa.com

Email: calvin.hughes@moneris.com

Moneris Solutions has a 40 year history as one of North America's largest processor of all form of electronic payments, including credit and debit card, ACH, e-checks and gift cards.

Insurance

Herbie Wiles Insurance

Doug Wiles, CPCU
Wayne Howell, Agent
400 N. Ponce de Leon Blvd.
P.O. Box 3067
St. Augustine, FL 32805
Phone: 904.209.3805
Website: www.myfloridabandb.com
Email: dwiles@herbiewiles.com

Internet Services & Marketing

BnbFinder.com

Mary White
130 Fulton street, Suite 8B
New York, NY 10038
Phone: 888.547.8226
Website: www.BnBFinder.com/Florida-Bed-and-Breakfast
Email: info@bnbfinder.com

BnbFinder.com is an established, top-rated bed and breakfast directory with thousands of bed and breakfast inn listings worldwide. BnBFinder promotes member inns both online and offline by establishing strategic partnerships with other travel sites and search engines, in press releases and media relations, a monthly guest newsletter, a popular gift

certificate program and more. Ask about our special offer for FBBI Members.

www.BedandBreakfast.com

Janice Hurley
700 Brazos, Suite B-700
Austin, TX 78701
Phone: 512.322.2700
Website: www.BedandBreakfast.com
Email: jhurley@bedandbreakfast.com
Technology and Marketing

www.CupandPillow.com

Robert Seiling
P.O. Box 1773
Lyons, CO 80540
Phone: 888.525.5478
Website: www.CupandPillow.com
Email: robert@cupandpillow.com
Cup and Pillow's, TheBedandBreakfastList.com is the fastest growing directory on the web. All Florida Bed and Breakfast Inns Members receive a Courtesy Listing at no cost with the ability to upgrade to our Preferred Membership at a 33% discount. We offer a 120 day free trail and a return on investment guarantee: recover your subscription cost in one year or your second year is on us.

[Full Circle Studio](http://FullCircleStudio.com)

Elizabeth McKinley
48 Rio Vista Drive
Stuart, FL 34996
Phone: 772.463.7760
Website: www.full360.biz
Email: liz@full360.biz
Liz Mckinley of Full Circle Studio creates high quality virtual tours. A Virtual Tour is a highly effect way to bring future guests into your Inn. We also offer professional graphic design for cookbooks, logos, brochures, ads and print media. Professional, personable and affordable. We offer a 5% discount for FBBI Member Inns.

[Innkeeper's Advantage](http://Innkeeper's Advantage.com)

Cynthia Bachmann
5199 Karrington Drive
Gibsonia, PA 15044
Phone: 412.496.3541
Website: www.innkeepersadvantage.com
Email: sales@innkeepersadvantage.com
Website updated in real-time. Online Reservations your way. Web Hosting, support and training. Web Design and promotions.

INNsideFlorida.com

Mary Thurwachter
1706 Laurel Lane

Lake Charles Shores, FL 33406

Phone: 561.301.4703

Website: www.InnsideFlorida.com

Email: InnsideFlorida.me.com

INNsideFlorida.com directs savvy travelers to the best of the Sunshine State, including charming B&Bs, pet friendly inns, colorful attractions, restaurants, shops and much more.

InsideOut Solutions

Jeff Logan

436 S. Sequim Avenue

Sequim, WA 89382

Phone: 800.500.8401

Website: www.insideout.com

Email: info@insideout.com

Website Hosting, Design, Webinars

Raveable.com

Philip Vaughn

218 Main Street, #605

Kirkland, WA 98033

Phone:

Website: www.raveable.com

Email: support@raveable.com

View the Rants and Raves

Real Estate

Lodging Realty Services

Edward L. Xanders

4145 Yardley Circle,

Tallahassee, FL 32309

Phone: 850.893.6010

Website: www.interimhospitality.com

Email: ihcex@comcast.net

Edward L. Xanders is a consultant for all conversion and aspects of the Hospitality Industry. Ed has managed and supervised the construction, marketing of Bed and Breakfast, Country Inns and Hotels in Florida since 1979.

The B&B Team

Peter Scherman and Rick Wolf

P.O. Box 399

Scottsville, VA 24590

Phone: 434.286.4600

Website: www.bbteam.com

Email: PeterScherman@bbteam.com

Blog: www.innkeepersresource.com

Inn Consultants and Brokers

Reservation Systems

Resnexus

Jeff Bryce
523 N State Road 198, Suite 201
Salem, UT 84653
Phone: 877.236.2685
Webstite: www.resnexus.com
Email: JBryce@Resnexus.com

Every reservation counts a little more during challenging times. You need online bookings done right, combined with seamless guest management topped off with a built in automated marketing. That's what Reservation Nexus will do for you. Reservation Nexus brings in more reservations period! Dollar for dollar Reservation Nexus sets itself apart with an unprecedented 98% retention rate.

Technology

Global Presentation, LLC

Brad Bellingrath
8130 Baymeadows Way, West
Jacksonville, Fl 32256
Phone: 904.730.8111
Website: www.globalimagesusa.com
Email: bbellingrath@globalimagesusa.com

We promote advanced communication for public and private organizations through cutting edge audio visual technology. The best goods and services by developing relationships built on honesty, integrity, respect and trust.