

## VENDOR MEMBER LIST

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

### *Amenities & Supplies*

#### *Gilchrist & Soames*

Amanda Hines

1535 East Naomi Street

Indianapolis, IN 46203

Phone: 317.786.8286 x435

Website: [www.gilchristsoames.com](http://www.gilchristsoames.com)

Email: [amhines@gilchristsoames.com](mailto: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](http://www.gbsoaps.com)

Email: [customerservice@gbsoaps.com](mailto: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](http://www.monarchrobe.com)

Email: [joe@monarchrobe.com](mailto: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](http://www.bedandbreakfastconsultantservice.com)

Email: [info@bedandbreakfastconsultantservice.com](mailto: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.

### ***Interim Hospitality Consultants***

Edward L. Xanders

4145 Yardley Circle,

Tallahassee, FL 32309

Phone: 850.893.6010

Website: [www.interimhospitality.com](http://www.interimhospitality.com)

Email: [ihcex@comcast.net](mailto: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.

### ***Financial Services***

#### ***Commercial Capital Network, LLC***

Rick Newman

RR2, Box 2943, Route 447

Canadensis, PA 18325

Phone: 570.595.2120

Website: [www.commercialcapitalnetwork.com](http://www.commercialcapitalnetwork.com)

Email: [ccnllc@gmail.com](mailto: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](http://www.innpayment.com)

Email: [sales@innpayment.com](mailto: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](http://www.monerisusa.com)

Email: [calvin.hughes@moneris.com](mailto: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](http://www.myfloridabandb.com)  
Email: [dwiles@herbiewiles.com](mailto: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](http://www.BnBFinder.com/Florida-Bed-and-Breakfast)  
Email: [info@bnbfinder.com](mailto: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.CupandPillow.com***

Robert Seiling  
P.O. Box 1773  
Lyons, CO 80540  
Phone: 888.525.5478  
Website: [www.CupandPillow.com](http://www.CupandPillow.com)

Email: [robert@cupandpillow.com](mailto: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***

Elizabeth McKinley

48 Rio Vista Drive

Stuart, FL 34996

Phone: 772.463.7760

Website: [www.full360.biz](http://www.full360.biz)

Email: [liz@full360.biz](mailto: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***

Cynthia Bachmann

5199 Karrington Drive

Gibsonia, PA 15044

Phone: 412.496.3541

Website: [www.innkeepersadvantage.com](http://www.innkeepersadvantage.com)

Email: [sales@innkeepersadvantage.com](mailto: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](http://www.InnsideFlorida.com)

Email: [InnsideFlorida.me.com](mailto: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 Solutons***

Jeff Logan

436 S. Sequim Avenue

Sequim, WA 89382

Phone: 800.500.8401

Website: [www.insideout.com](http://www.insideout.com)

Email: [info@insideout.com](mailto:info@insideout.com)

Website Hosting, Design, Webinars

### ***Raveable.com***

Philip Vaughn  
218 Main Street, #605  
Kirkland, WA 98033  
Phone:  
Website: [www.raveable.com](http://www.raveable.com)  
Email: [support@raveable.com](mailto:support@raveable.com)  
View the Rants and Raves

### **Real Estate**

#### ***The B&B Team***

Peter Scherman and Rick Wolf  
P.O. Box 399  
Scottsville, VA 24590  
Phone: 434.286.4600  
Website: [www.bbteam.com](http://www.bbteam.com)  
Email: [PeterScherman@bbteam.com](mailto:PeterScherman@bbteam.com)  
Blog: [www.innkeepersresource.com](http://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](http://www.resnexus.com)  
Email: [JBryce@Resnexus.com](mailto: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](http://www.globalimagesusa.com)  
Email: [bbellingrath@globalimagesusa.com](mailto: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.

