



Convention and Visitors Bureau

MEETING of the BOARD OF DIRECTORS

AGENDA

Courtyard by Marriott
January 26, 2017
9:00am

Call to Order	D. Spedden
Roll Call	J. Thomas
Approval of Minutes	D. Spedden
Financial Report	D. Spedden
Executive Committee	
New Business	D. Spedden
Q&A with Staff	Staff
Adjournment	D. Spedden

Next Board Meeting: March 30, 2017

The Mission of the Bureau shall be to promote Hagerstown and Washington County by increasing tourism and visitor spending through the marketing and promotion of attractions, events, accommodations and visitor services which will contribute to economic development.

Washington County, Maryland Convention & Visitors Bureau, Inc.
Accountants Report/Discussion Points
December 31, 2016

P.1	1)	Total cash on hand @ 12/31/16	98,271.53	95.3% of 1 month expense
		Total cash on hand @ 12/31/15	158,850.35	
		Total cash on hand @ 12/31/15	158,850.35	
		Annual budgeted expenses	1,237,000.00	
		Average monthly budgeted expenses	103,083.33	
P.1	2)	Lodging Tax Receivable @ 12/31/16	68,837.45	
		Lodging Tax Receivable @ 12/31/15	<u>83,922.60</u>	
		Decrease	<u>\$ (15,085.15)</u>	
P.1	3)	Accounts Payable @ 12/31/16	16,886.74	
		Accounts Payable @ 12/31/15	<u>13,786.99</u>	
		Increase	<u>\$ 3,099.75</u>	
P.1	4)	Total Liabilities:		
		12/31/2016	72,144.33	
		12/31/2015	<u>102,711.41</u>	
		Decrease	<u>\$ (30,567.08)</u>	
P.1	5)	Current Deficit	(41,197.43)	
P.1		Prior Year Deficit	<u>(68,467.27)</u>	
P.1		Increase over prior year	27,269.84	
P.4	6)	Total Revenue @ 12/31/16	1,228,189.67	
		Total Revenue @ 12/31/15	<u>1,166,026.54</u>	
		Increase	<u>\$ 62,163.13</u>	

Washington County, Maryland Convention & Visitors Bureau
Statement of Financial Position
As of December 31, 2016

	Dec 31, 16	Dec 31, 15	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
103 · Cash United Bank - MM	0.00	3,000.91	-3,000.91	-100.0%
104 · Cash BB&T - Operating	55,240.56	137,750.43	-82,509.87	-59.9%
105 · Cash BB&T - Payroll Reserve	1,309.14	1,308.47	0.67	0.1%
106 · Cash BB&T - PR	13,272.64	1,347.12	11,925.52	885.3%
107 · Cash BB&T - Operating Reserve	27,999.19	14,993.42	13,005.77	86.7%
108 · Cash Visitors Center	450.00	450.00	0.00	0.0%
Total Checking/Savings	98,271.53	158,850.35	-60,578.82	-38.1%
Other Current Assets				
115 · Prepaid Expenses	13,516.15	1,900.00	11,616.15	611.4%
121 · Grants Receivable	6,960.84	6,960.84	0.00	0.0%
122 · Lodging Tax Receivable	68,837.45	83,922.60	-15,085.15	-18.0%
131 · Inventory - Gift Shop	11,551.81	12,231.06	-679.25	-5.6%
Total Other Current Assets	100,866.25	105,014.50	-4,148.25	-4.0%
Total Current Assets	199,137.78	263,864.85	-64,727.07	-24.5%
Fixed Assets				
153 · Office Equipment	58,446.01	58,446.01	0.00	0.0%
157 · Leasehold Improvements	26,832.38	26,832.38	0.00	0.0%
163 · Accum Depr- Office Equipment	-48,329.70	-42,439.86	-5,889.84	-13.9%
167 · Accum Depr-Leasehold Impr	-19,756.28	-18,608.68	-1,147.60	-6.2%
Total Fixed Assets	17,192.41	24,229.85	-7,037.44	-29.0%
TOTAL ASSETS	216,330.19	288,094.70	-71,764.51	-24.9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
203 · Accounts Payable	16,886.74	13,786.99	3,099.75	22.5%
Total Accounts Payable	16,886.74	13,786.99	3,099.75	22.5%
Other Current Liabilities				
220 · Deferred Revenue	13,843.72	58,180.00	-44,336.28	-76.2%
221 · Sales Tax Payable	667.88	530.05	137.83	26.0%
222 · Accrued Salaries & Benefits	15,347.27	13,500.68	1,846.59	13.7%
227 · Accrued Vacation	25,398.72	16,713.69	8,685.03	52.0%
Total Other Current Liabilities	55,257.59	88,924.42	-33,666.83	-37.9%
Total Current Liabilities	72,144.33	102,711.41	-30,567.08	-29.8%
Total Liabilities	72,144.33	102,711.41	-30,567.08	-29.8%
Equity				
290 · Fund Balance	185,383.29	253,850.56	-68,467.27	-27.0%
Net Income	-41,197.43	-68,467.27	27,269.84	39.8%
Total Equity	144,185.86	185,383.29	-41,197.43	-22.2%
TOTAL LIABILITIES & EQUITY	216,330.19	288,094.70	-71,764.51	-24.9%

See Accountant's Compilation Report

Washington County, Maryland Convention & Visitors Bureau, Inc.
Accountants Report/Discussion Points - Executive Board

December 31, 2016

	Dec 2016 Year To Date	Dec 2015 Prior YTD	Year to Year Variance	Current Year Budget	Dec 2016 YTD Variance To Budget
1) REVENUE:					
Lodging Tax Revenue	1,016,479.20	1,029,377.57	(12,898.37)	1,044,000.00	(27,520.80)
Grants	68,323.00	14,861.00	53,462.00	69,026.00	(703.00)
Memberships	64,067.62	56,474.50	7,593.12	68,700.00	(4,632.38)
Member Activities	-	-	-	-	-
Visitor Guide	50,878.25	45,352.48	5,525.77	50,500.00	378.25
Publication Advertising	1,485.00	150.00	1,335.00	1,900.00	(415.00)
Advertising Co-ops	-	700.00	(700.00)	700.00	(700.00)
Vacation Value Pass	-	-	-	-	-
Gift Shop Sales	18,953.29	17,198.74	1,754.55	17,300.00	1,653.29
Sponsorships	-	-	-	-	-
Miscellaneous Revenue	6,511.70	503.06	6,008.64	6,500.00	11.70
Ticket Sale Commissions	1,292.50	1,235.00	57.50	1,400.00	(107.50)
Illuminations	-	-	-	-	-
Interest Income	199.11	174.19	24.92	-	199.11
TOTAL REVENUE	1,228,189.67	1,166,026.54	62,163.13	1,260,026.00	(31,836.33)
Total Administrative Expense	397,020.08	362,231.41	34,788.67	387,965.00	9,055.08
Total Operating Expense	223,421.20	182,404.93	41,016.27	177,961.00	45,460.20
Promotional Programs:					
Advertising	276,640.66	352,851.13	(76,210.47)	318,965.00	(42,324.34)
Sales	80,736.31	72,429.27	8,307.04	69,384.00	11,352.31
Public Relations	43,881.77	40,564.28	3,317.49	41,635.00	2,246.77
Publications	82,323.83	86,951.06	(4,627.23)	98,313.00	(15,989.17)
Product Development	8,725.26	-	8,725.26	-	8,725.26
Member Relations	12,618.69	5,953.27	6,665.42	7,500.00	5,118.69
Other Promotional Programs	144,019.30	131,108.46	12,910.84	135,277.00	8,742.30
Total Promotional Programs	648,945.82	689,857.47	(40,911.65)	671,074.00	(22,128.18)
TOTAL EXPENSES	1,269,387.10	1,234,493.81	34,893.29	1,237,000.00	32,387.10
NET SURPLUS (DEFICIT)	(41,197.43)	(68,467.27)	27,269.84	23,026.00	(64,223.43)
Expenses grouped by functional category:					
Program Services	1,074,847.26	1,057,000.42	- This Assumes that 51% of Administrative Expense is allocated to Program Services.		
Management & General	194,539.84	177,493.39			
	1,269,387.10	1,234,493.81			
Program Service % age	85%	86%			

Washington County, Maryland Convention & Visitors Bureau, Inc.
Lodging Tax Revenue Received

2006 - 2016

This reflects the ACTUAL MONTH RECEIVED - CASH BASIS

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2017 Change
January	56,011.86	54,585.10	67,472.31	58,689.83	79,957.28	59,162.41	75,098.47	75,948.72	83,922.60	68,837.45	(15,085.15)
February	52,615.13	44,022.20	47,936.72	45,519.81	45,628.29	65,897.19	53,697.02	57,790.64	57,003.42		
March	60,628.69	48,407.00	45,769.47	44,841.39	52,964.84	57,032.25	54,049.77	56,247.52	56,433.17		
April	53,963.29	48,627.60	52,080.58	56,052.59	56,810.97	59,556.03	73,737.56	75,308.62	70,990.50		
May	54,651.58	57,007.22	54,413.31	60,122.37	85,258.29	70,485.79	74,192.08	81,108.16	79,149.51		
June	53,815.79	66,795.99	76,080.93	65,096.95	77,905.19	74,805.87	80,166.19	87,765.22	86,386.23		
July	87,890.23	80,767.74	77,394.75	114,772.53	89,682.15	87,470.87	96,526.37	100,135.61	108,095.75		
August	75,809.93	80,617.54	84,108.16	93,345.17	104,757.06	99,564.46	105,994.01	108,801.61	105,121.32		
September	74,653.84	76,714.82	87,410.98	89,440.36	93,510.33	103,481.11	108,753.10	104,693.43	106,954.09		
October	81,371.86	74,459.58	75,066.71	88,201.31	92,492.59	92,604.23	99,333.60	101,208.40	100,509.04		
November	65,356.23	62,073.84	69,593.04	73,126.18	84,786.05	78,575.93	85,858.49	87,280.18	83,015.59		
December	63,034.80	57,660.16	78,178.74	65,208.24	93,257.89	77,232.22	87,264.92	85,115.58	93,983.13		
ANNUAL TOT	\$ 779,803.23	\$ 751,738.79	\$ 815,485.70	\$ 854,416.73	\$ 957,010.93	\$ 925,868.36	\$ 994,671.58	\$ 1,021,403.69	\$ 1,031,564.35	\$ 68,837.45	\$ (15,085.15)
12 mnths of 2013		925,868.36	12 mnths 2014	994,671.58	12 mnths 2015	1,021,403.69		12 mnths 2016	1,031,564.35		
12 mnths of 2012		957,010.93	12 mnths 2013	925,868.36	12 mnths 2014	994,671.58		12 mnths 2015	1,021,403.69		
Decrease \$\$		\$ (31,142.57)	Increase \$\$	68,803.22	Increase \$\$	26,732.11		Increase \$\$	10,160.66		
Decrease %		-3.25%	Increase %	7.43%	Increase %	2.69%		Increase %	0.99%		
ANNUAL REVENUES BY YEAR:											
	1998		\$ 428,525.61		2003		\$ 453,220.59				
	1999		\$ 437,556.58		2004		\$ 580,730.84				
	2000		\$ 479,162.63		2005		\$ 661,866.93				
	2001		\$ 485,569.66		2006		\$ 765,219.60				
	2002		\$ 502,110.33		2007		\$ 815,256.26				

**HAGERSTOWN/WASHINGTON COUNTY CONVENTION &
VISITORS BUREAU BOARD OF DIRECTORS**

October 20, 2016

10:00am

Ramada Plaza

MINUTES

PRESENT: Francine Donachie, Chair; Al Martin, Treasurer; Mary Anne Burke, Jeff Garland, Teri Leiter, Rebecca Massie-Lane, Rod McIntyre, Penny Pittman, Jeannie Ridenour, Julie Rohm, Andrew Sargent, Joyce Stanley

ABSENT: Bob Bruchey, Angie Hummer, Mary Ironside

STAFF: Dan Spedden, Betsy DeVore, Jolene Thomas, Audrey Vargason

GUEST: Frank Stanley

ROLL CALL

TOPIC: **Minutes of September 20, 2016, Meeting**

MOTION: Approve the September 20, 2016, minutes, as presented. (Copy on file) - 1st Al Martin, 2nd Teri Leiter

ACTION: Approved

TOPIC: **Financial Report**

DISCUSSION: Al Martin reviewed the September 2016 Financial Report with the Board.

MOTION: Accept the October Financial Report for the period ending September 30, 2016, as presented. (Copy of File). 1st-Rod McIntyre, 2nd-Jeff Garland.

ACTION: Approved

TOPIC: **Bylaws**

DISCUSSIONS: No suggested changes to the Bylaws were submitted for consideration, so they will be presented at the Annual Membership Meeting on December 6, 2016, as is.

TOPIC: **2017 Budget**

DISCUSSION: Dan Spedden reviewed the proposed 2017 Budget with the board. Mr. Spedden mentioned that a couple lodging properties are behind in paying their taxes and that it is reflected under the promotional programs. However, if revenue does come in higher, those funds will be added to promotions.

MOTION: Accept the proposed 2017 Budget as presented. 1st Andrew Sargent;
2nd Teri Leither
ACTION: Approved

TOPIC: **New Members**
MOTION: Accept the list of new CVB members, as presented. (Copy on file)
1st-Al Martin, 2nd-Jeannie Ridenour.
ACTION: Approved

TOPIC: **BOARD OF DIRECTORS**
DISCUSSION: Dan Spedden gave special recognition to Julie Rohm on her last
meeting serving as a Board of Director.

ADJOURNMENT

Francine Donachie, Chair
Dan Spedden, President
Rebecca Massie-Lane, Secretary
Jolene Thomas, Recording Secretary

**VISIT HAGERSTOWN-WASHINGTON COUNTY CONVENTION & VISITORS
BUREAU ANNUAL MEMBERSHIP MEETING**

MINUTES

The Press Room at The Herald-Mail
December 6, 2016

MEMBERS Francine Donachie, Chair; Julie Rohm, Past-Chair; Al Martin, Treasurer; Sila Alegret-Bartel; Jo Ellen Allenberg; Dave Barnhart; Keith Baumbach; Juli Best; Carol Blessing; Jaine Borell; Kristin Bowl; Andy Bruns; Ronald Bucher; Mildred Bucher; Mary Anne Burke; Tom Burtman; John Canan; Audi Columbo; Miriam Cunningham; Les Curry; Dick Cushwa; Julia DeMar; Nathan Donaldson; Tim Doyle; Vernell Doyle; George Franks; Jeff Garland; Auni Gelles; Amy Gibson; Heidi Glatfelter Schlag; Robert Goetz; Lucy Gonzales; Jessica Green; Nancy Hansen; Michael Harp; Dave Henneberger; Stephanie Henneberger; Nichole Houser; Angie Hummer; Teresa Hutchens; Kim Intino; Mary Ironside; Racha Iskandarani; Joanna Jennings; Mary Johnson; Melissa Kaiser; Cindy Kauffman; Rosa Kisner; Bill Knode; Vickie Layton; Sheila Mangum; Rebecca Massie Lane; Danielle Mentzer; Vickie Messner; George Messner; Susie Morgan; Charles Mozingo; Connie Mozingo; Dan Murphy; Addie Nardi; David Nathans; Rachel Nichols; Mary Nye; Laura Oates; Kathy Oliver; Carrie Plezia; Colleen Rafferty; Jackie Ramey; Katie Reichard; Cis Rhyne; Phil Ridenour; Jeannie Ridenour; Mary Rotz; Tim Rotz; Cindy Rowe; John Seburn; Cherina Shank; Liz Shatto; Nora Slick; Shelly Smith; Emily Socks; Johns Spare; Joyce Stanley; Frank Stanley; Rhonda Strickland; Carrie Stumpf; Dawn Thomas; Natoma Vargason; Tamara Watson; Brittany Wedd; Mark Wishnow; Erin Wolf-Anderson; Suanne Woodring; Robin Zanotti

INVITEES Mayor Robert Bruchey, County Commissioner Jeff Cline, Chris Abbott; Mark Galinsky-Field Representative for Congressman John Delaney

CVB STAFF Dan Spedden, President; Jean Carbaugh, Liebe Cohen; Betsy DeVore, Georgi Kauffman; Andrea Kautz; Terri Mulligan, Kathy Reed, Jolene Thomas, and Audrey Vargason, Janine Woodward

CALL TO ORDER AND WELCOME – Francine Donachie, Board Chair

INTRODUCTION OF CVB BOARD OF DIRECTORS – Francine Donachie, Board Chair

FINANCIAL REVIEW

Al Martin presented a report on the financial status of the Visit Hagerstown-Washington County Convention & Visitors Bureau.

BYLAWS

Dan Spedden advised the Membership there were no amendments to the current Bylaws of the Hagerstown-Washington County Convention & Visitors Bureau, and they would stand as is, through 2017.

YEAR IN REVIEW AND PLANS FOR 2017

Dan Spedden, President of the Convention and Visitors Bureau, presented an overview of the CVB's progress during 2016 and plans for 2017.

RECOGNITION

Dan Spedden gave recognition to Julie Rohn in appreciation for her years of service on the Board of Directors from 2000-2016 and as Board Chair from 2012-2014.

GAVEL EXCHANGE

CVB President, Dan Spedden, made a few remarks regarding the current Chairs service during 2015 and 2016; and shared background information on the incoming Chair-Elect. Francine Donachie then officially passed the gavel to the new Board Chair-Elect, Angie Hummer.

ADJOURNMENT

CVB BOARD REPORT

January 2017

Audrey Vargason, Director of Sales

PERFORMED SALES ACTIVITIES

Ontario Motor Coach Association	Niagara Fall, ON	Oct 31 – Nov 1
American Bus Association	Cleveland, OH	Jan 14-17

UPCOMING SALES ACTIVITIES

Washington County Day	Annapolis, MD	February 1
Tourism Day	Annapolis, MD	March 3
Destination Marketing 101	Hagerstown, MD	March 21
Pennsylvania Bus Association	Lancaster, PA	March 29
IPW Pre-FAM Tour	Hagerstown, MD	March 31
Spring Front Lines Member FAM	Hagerstown, MD	April 11
IPW	Washington, D.C.	June 3-8
IPW Post-FAM Tour	Hagerstown, MD	June 8-9
Student Youth Travel Association (SYTA)	Orlando, FL	August 25-28

STR REPORT

December 2016, See Attached

Occupancy was up this December over last December, by 1.0%

Occupancy YTD we are ahead of last year by 1.3%

Average Rate increased 3.2 % for December 2016 over December 2015

Average Rate YTD Rate decreased 0.1% overall

Revenue per Available Room (RevPAR) was up 4.3% this past December

RevPAR YTD is up 1.1% over last year

SALES SPOTLIGHT

- USA Cycling to Host Amateur Road Championships 2018/2019
- Coordinated Familiarization tour for Maryland Office of Tourism Staff
- CTA Training for Small Lodging CVB Members
- Coordinating IPW FAM Tours with NPS C&O Canal and Antietam
- Planning Committee Member for IPW Maryland Welcomes the World at National Harbor
- Currently working to identify areas for Lacrosse Fields for an October Tournament. Please contact me if you know of any property or facilities near St. James, North High and Grace Academy/Hagerstown Soccer Club that could be used.
- 2017 Sunrise Sales Dates, 9:00 am to 10:00 am, The Third Wednesday of every other month* at the Washington County Play House, rear entrance, 44 N. Potomac Street, Hagerstown, MD 21740
 - February 15
 - April 19
 - June 21
 - August 16
 - October 18
 - December 13*

*December is the second Wednesday of the month.

Tab 2 - Trend Hagerstown, MD+

Hagerstown MD CVB

For the Month of December 2016

Occupancy (%)	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	49.6	64.5	64.5
Last Year	49.1	63.7	63.7
Percent Change	1.0	1.3	1.3

ADR	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	75.24	79.37	79.37
Last Year	72.89	79.48	79.48
Percent Change	3.2	-0.1	-0.1

RevPAR	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	37.32	51.18	51.18
Last Year	35.80	50.60	50.60
Percent Change	4.3	1.1	1.1

Supply	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	54,095	636,925	636,925
Last Year	54,095	636,925	636,925
Percent Change	0.0	0.0	0.0

Demand	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	26,831	410,706	410,706
Last Year	26,569	405,501	405,501
Percent Change	1.0	1.3	1.3

Revenue	2016	Year To Date 2016	Running 12 Months 2016
	Dec		
This Year	2,018,892	32,597,012	32,597,012
Last Year	1,936,524	32,227,832	32,227,832
Percent Change	4.3	1.1	1.1

Census %	2016
	Dec
Census Props	19
Census Rooms	1745
% Rooms Participants	91.8

WEBSITE, DIGITAL & SOCIAL:

- Digital Campaigns ongoing, scheduled social media posts, blog updated monthly
- Participated in Twitter chats with travel writers weekly as requested
- Working with OTD and Frederick County Tourism on a digital campaign to attract visitors to welcome centers.
- SEO: December 2016 and 2015 traffic comparisons show an 80% increase in search traffic. The majority of keywords are remaining on the first pages of Google and Bing too.

MOBILE APP:

- Worked with Hub City Mobile and DH Web to have the calendar of events on our website import onto the mobile app
- 2016 Stats: 630 downloads; 25,000 page views; avg time spent 1.8 mins; Wednesday most popular day, trending to Monday in Jan 2017
- Brought the City of Hagerstown staff in on developing beacons project

ADVERTISING:

- Placed space reservations in several of OTD's ad co-op publications
- Created media plan for 2017 for ad placements to cover all market segments
- Updated leisure market ads with current 2017 theme and other marketing materials
- Placed ads in several publications

PR/COMMUNICATIONS:

- Press releases to media for Holiday Inn Express Expansion and Cushwa Brewery Ribbon Cutting; coordinated the ribbon cutting for the brewery
- Communicated with Tom Macht re: film he is working on to be filmed in Wash Co
- Submit monthly themed story ideas to MATPRA
- Working with writer for Huffington Post Travel to visit in April

VISITOR GUIDE:

- Finalized ad sales; working with Jolene on billing
- Submitted final articles to WORX
- Reviewed layout with WORX

CUSHWA BASIN GROUNDBREAKING:

- Met with Boonsboro staff and NPS staff to help plan marketing and communications
- Produced Save the Date Cards for event

BOONSBORO 225th:

- Met with committee to discuss marketing of dual event on July 1st and partnering with the Maryland Symphony in promotions of the day

CULTURAL TRAIL:

- Working with City and designer on promoting calls for artists
- Assisting with coordination of artistic submissions

BROCHURES:

- Began collecting info for the Museum Ramble in May
- Reprinted African American Heritage Guide

CVB Board Report

December 2016/January, 2017

Jolene Thomas, Director of Operations/Membership

MEMBERSHIP

- New CVB Members:
 - ✓ See Attached
- Prepare and organize Annual Membership meeting.
- Reorganize the Service section on the mobile app.
- Added new advertising page to CVB website.
- Along with Kyle and Audrey, met with Steve Egan of Sky Zone to discuss membership, and Visitor Guide advertising.
- Assist Boonsboro representative with information on event taxes.
- Contacted all 2016 non-renewed members about not missing out on VG listing .

OPERATIONS

- Interviewed and hired Georgetta Kauffman (Georgi) as part-time Travel Counselor in the WVC.
- Update Maryland Welcome Center listings in CVB database.
- Met with Les Curry to update employee vacations records for 2017.
- Billed all Visitor Guide advertisers.
- Contracted with Toth Distribution for 2017.

VISITOR WELCOME CENTER

- Arranged a book signing for Steve Meyers.
- 2016 Year-end sales in Visitor Welcome Center surpassed 2014 and 2015.

PUBLICATIONS

- Mailed new Shopping & Dining Guide to members with letter and fax back form.
- Invoiced Visitor Guide advertisers, provided printer with shipping locations and updated member listings.

NEW MEMBERS	
<p>BusRental.com Joe Lucci 26 South Street Baltimore, MD 21202 410-513-9833 www.busrental.com</p>	<p>Hub City Cycles Sean Guy 13148 Pennsylvania Avenue Hagerstown, MD 21742 301-797-9877 www.hubcitycycles.com</p>
<p>John Canan Photography and Motion John Canan 211 N. Delaware Avenue Brunswick, MD 21716 240-343-4990 www.cananphoto.com</p>	<p>DM Designs, LLC Daniel Murphy 9628 Wandering Lane Hagerstown, MD 21740 240-520-6868 www.Dmdesigns.com</p>
<p>Yoga Kime' LLC Julia DeMar 105-A N. Potomac Street Hagerstown, MD 21740 301-992-2616 www.yogakime.com</p>	<p>Chili's Grill and Bar Marty Cohen 245 Railway Lane Hagerstown, MD 21740 703-408-8707 www.chilis.net</p>
<p>Sky Zone Trampoline Park Steve Egan 12114 Insurance Way Hagerstown, MD 21740 301-420-5867 www.skyzone.com/hagerstown</p>	<p>My Tech Computer Repair Store Chris Abbott 701 Dual Highway Hagerstown, MD 21740 301-992-5869 www.igotmytech.com</p>
<p>St. John's Episcopal Church Reverend Todd Young 101 South Prospect Street Hagerstown, MD 21740 301-733-2560 www.stjohnshagerstown.org</p>	<p>Gelato Bliss Adriana Tinto 13216 Fountain Head Plaza Hagerstown, MD 21742 240-707-66300</p>
<p>Susie Morgan Design Susie Morgan 37 Winchester St., Apt 1 Frederick, MD 21701 301-491-8833 www.susiemode.com</p>	<p>Penn Avenue Meats Roger Martin 13142 Pennsylvania Avenue Hagerstown, MD 21742 301-739-7989 www.pennavenuemeads.com</p>
<p>Potomac Moon Nathan Donaldson 16 1/2 Conococheague Street Williamsport, MD 21795 240-469-8901 www.theamericancommons.net</p>	<p>Tony's Pizza Francesco Scotto di Carlo 10 East Salisbury St. Williamsport, MD 21795 301-223-6266 www.tonyspizzawilliamsport.com</p>
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