



MEETING of the BOARD OF DIRECTORS

AGENDA

Zoom Meeting
February 23, 2022
9:00 a.m.

Call to Order	A. Sargent
Roll Call	J. Thomas
Approval of Minutes	A. Sargent
Financial Report	L. Curry
Executive Committee	D. Spedden
a. Board of Director	
b. Advisory Board	
New Member – (see attached)	D. Spedden
President's Report	D. Spedden
a. Scarves	
b. Access to MD Heights	
c. Community Foundation Investment	
d. BMX Bid	
e. OTD Grant	
f. Legislative Session	
i. Outdoors Act	
ii. Vacation Tax Credit	
iii. Admission and Amusement Tax	
iv. Film Production Activity Tax	
g. Motorcoach Business	
h. CVB Membership	
i. STR Report	
Adjournment	A. Sargent

Upcoming Events:

March 2 – Washington County Day in Annapolis

March 23 – CVB Board of Directors

April 27 – Executive Committee

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.

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

October 27, 2021

9:00 AM

Virtual Meeting

MINUTES

PRESENT: Andrew Sargent, Chair; Al Martin, Treasurer; Emilie Amt, Sila Alegret-Bartel, Mary Anne Burke, Katie Clutz, Lester Curry, Sarah Hall, Racha Iskandarani, Teri Leiter, Lauren Metz, Christine Peacock, Amanda Rankin

ABSENT: Leslie Hart, Angie Hummer, Lindsey Renner, Julie Rohm

STAFF: Dan Spedden, Tiffany Ahalt, Betsy DeVore, Jolene Thomas

ROLL CALL

TOPIC: **Minutes of September 8, 2021**

MOTION: To approve the minutes of September 8; 1st Sila Alegret-Bartel; 2nd Mary Anne Burke

ACTION: Approved

TOPIC: **Financial Report**

DISCUSSION: Les Curry reviewed the Financial Statement for the period ending September 30, 2021, with the Board.

MOTION: To accept the Financial Statement for the period ending September 30, 2021, as presented. (Copy on file with the minutes). 1st Al Martin, 2nd Teri Leiter

ACTION: Approved

TOPIC: **New Member**

MOTION: To approve new CVB members, The Ice Cream Shop.
1st Mary Anne Burke, 2nd Teri Leiter

ACTION: Approved

TOPIC: **Budget for 2022**

DISCUSSION: Dan Spedden reviewed the proposed 2022 Budget with the Board.

MOTION: To approve the Budget for 2022, as presented (copy on file). 1st Al Martin, 2nd Sila Alegret-Bartel

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, as is.

MOTION: To present current Bylaws to the Membership at the Annual Membership Meeting on December 8, 2021, with no recommended changes. 1st Andrew Sargent; 2nd Sila Alegret-Bartel

ACTION: Approved

Adjournment

Andrew Sargent, Chair
Al Martin, Treasurer
Jolene Thomas, Recording Secretary

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

MINUTES

Virtual Zoom Meeting
December 8, 2021

MEMBERS Andrew Sargent, Chair; Al Martin, Treasurer; Mary Anne Burke, Secretary; Angie Hummer, Immediate Past Chair; Sila Alegret-Bartel, Emilie Amt, Dave Barnhart, Keith Baumbach, Lark Brenna, Scott Cantner, Jacquetta Cardwell, Kitty Clark, Katie Clutz, Emily Conrad, Lester Curry, Ashley Devonshire, Tim Doyle, Vernell Doyle, Diana Fishell, Paul Frey, Fallon Gaskin, Susan Grimes, Michael Harp, Karen Hemenway, Jonathan Horowitz, Emily Huebner, Joanna Jennings, Rick Johnson, Richard Keesecker, Teri Leiter, Glen Milam, Rachel Moses, Rachel Nichols, Laura Oates, Kay Osmer, Christine Peacock, Carolyn Raber, Racha Iskandarani, Amanda Rankin, Amy Riley, Julie Rohm, Cindy Rowe, Al Sadler, Chuck Schwalbe, John Seburn, Elizabeth Shatto, Marcus Thomas, Dawn Thomas, Brittany Wedd, Robin Zanotti

INVITEES Jeff Cline, President Washington County Commissioners; Tom Riford, Assistant Secretary of Commerce

CVB STAFF Dan Spedden, President; Tiffany Ahalt, Betsy DeVore, Terri Mulligan, Jolene Thomas

SPECIAL GUEST: Kevin Atticks, Grow & Fortify

WELCOME

Andrew Sargent, Chair of Visit Hagerstown and Washington County CVB's Board of Directors, called to order the Annual Membership Meeting and welcomed everyone with opening remarks.

INTRODUCTIONS

Dan Spedden, President of Visit Hagerstown and Washington County CVB, introduced the 2022 Board of Directors, Advisory Board, and special dignitaries.

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 2022.

FINANCIAL UPDATE, YEAR IN REVIEW AND PLANS FOR 2022

Dan Spedden, President of Visit Hagerstown, presented financials for 2021, an overview of the CVB's current 2021 status and plans for 2022.

GUEST SPEAKER

Kevin Atticks, founded of Grow & Fortify to do for entrepreneurs and organization what he helped do for the Maryland Wineries Association as its executive director since 2013.

20TH ANNIVERSARY MEMBERS

The following Visit Hagerstown partners have been loyal members for the past 20 years.

Memory Lane Antiques & Collectibles

Rhubarb House

Sleep Inn & Suites

ADJOURNMENT

Andrew Sargent, Chair

Dan Spedden, President

Al Martin, Treasurer

Jolene Thomas, Recording Secretary

**Washington County, Maryland Convention & Visitors Bureau
Statement of Financial Position**

As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
104 · Cash BB&T - Operating	125,344.03	205,460.99	-80,116.96	-39.0%
105 · Cash BB&T - Payroll Reserve	1,311.06	1,310.94	0.12	0.0%
106 · Cash BB&T - PR	4,503.26	2,031.69	2,471.57	121.7%
107 · Cash BB&T - Operating Reserve	686,811.24	587,012.87	99,798.37	17.0%
108 · Cash Visitors Center	0.00	450.00	-450.00	-100.0%
Total Checking/Savings	817,969.59	796,266.49	21,703.10	2.7%
Other Current Assets				
122 · Lodging Tax Recleivable	105,998.72	66,730.82	39,267.90	58.9%
131 · Inventory - Gift Shop	0.00	1,261.88	-1,261.88	-100.0%
Total Other Current Assets	105,998.72	67,992.70	38,006.02	55.9%
Total Current Assets	923,968.31	864,259.19	59,709.12	6.9%
Fixed Assets				
153 · Office Equipment	121,755.38	97,095.76	24,659.62	25.4%
157 · Leasehold Improvements	33,236.38	33,236.38	0.00	0.0%
163 · Accum Depr- Office Equipment	-60,078.23	-55,760.77	-4,317.46	-7.7%
167 · Accum Depr-Leasehold Impr	-24,701.85	-22,761.93	-1,939.92	-8.5%
Total Fixed Assets	70,211.68	51,809.44	18,402.24	35.5%
TOTAL ASSETS	994,179.99	916,068.63	78,111.36	8.5%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
203 · Accounts Payable	3,000.00	20,117.74	-17,117.74	-85.1%
Total Accounts Payable	3,000.00	20,117.74	-17,117.74	-85.1%
Other Current Liabilities				
208 · Accrued Interest	2,176.00	2,176.00	0.00	0.0%
220 · Deferred Revenue	150,000.00	0.00	150,000.00	100.0%
221 · Sales Tax Payable	0.00	109.11	-109.11	-100.0%
222 · Accrued Salaries & Benefits	11,790.86	11,790.86	0.00	0.0%
227 · Accrued Vacation	29,239.84	29,239.84	0.00	0.0%
228 · Custodial Liability	20,000.00	20,000.00	0.00	0.0%
245 · Note Payable SBA EIDL Loan	0.00	149,900.00	-149,900.00	-100.0%
Total Other Current Liabilities	213,206.70	213,215.81	-9.11	0.0%
Total Current Liabilities	216,206.70	233,333.55	-17,126.85	-7.3%
Total Liabilities	216,206.70	233,333.55	-17,126.85	-7.3%
Equity				
290 · Fund Balance	682,735.08	258,270.70	424,464.38	164.4%
Net Income	95,238.21	424,464.38	-329,226.17	-77.6%
Total Equity	777,973.29	682,735.08	95,238.21	14.0%
TOTAL LIABILITIES & EQUITY	994,179.99	916,068.63	78,111.36	8.5%

See Accountant's Compilation Report

Washington County, Maryland Convention & Visitors Bureau, Inc.

Accountants Report/Discussion Points - Executive Board

December 31, 2021

	December 2021	December 2020	Year to Year	Current	December 2021
	Year	Prior	Year to Year	Year	YTD Variance
	To Date	YTD	Variance	Budget	To Budget
1) REVENUE:					
Lodging Tax Revenue	1,210,519.45	774,903.31	435,616.14	787,000.00	423,519.45
Grants	136,959.62	660,721.08	(523,761.46)	59,721.00	77,238.62
Washington County Grant	-	-	-	-	-
USA Cycling	-	-	-	-	-
Memberships	51,127.05	46,844.80	4,282.25	51,752.00	(624.95)
Member Activities	-	-	-	1,100.00	(1,100.00)
Visitor Guide	14,962.45	30,561.01	(15,598.56)	-	14,962.45
Publication Advertising	-	-	-	-	-
Advertising Co-ops	-	-	-	-	-
Vacation Value Pass	-	-	-	-	-
Gift Shop Sales	1,498.87	3,994.94	(2,496.07)	-	1,498.87
Sponsorships	-	-	-	-	-
Miscellaneous Revenue	1.33	4,906.46	(4,905.13)	-	1.33
Ticket Sale Commissions	-	-	-	-	-
Illuminations	-	-	-	-	-
Interest Income	55.12	18.35	36.77	180.00	(124.88)
Loss on disposal of assets	-	-	-	-	-
TOTAL REVENUE	1,415,123.89	1,521,949.95	(106,826.06)	899,753.00	515,370.89
Total Administrative Expense	490,366.08	460,908.36	29,457.72	437,379.00	52,987.08
Total Operating Expense	121,975.23	144,335.30	(22,360.07)	120,509.00	1,466.23
Promotional Programs:					
Advertising	449,774.71	310,546.99	139,227.72	179,370.00	270,404.71
Sales	26,972.61	22,539.58	4,433.03	14,900.00	12,072.61
Public Relations	40,140.44	20,280.61	19,859.83	27,200.00	12,940.44
Publications	83,515.90	54,555.12	28,960.78	78,063.00	5,452.90
Product Development	-	800.00	(800.00)	-	-
Member Relations	5,168.48	862.20	4,306.28	8,850.00	(3,681.52)
Other Promotional Programs	101,972.23	82,657.41	19,314.82	121,835.00	(19,862.77)
Total Promotional Programs	707,544.37	492,241.91	215,302.46	430,218.00	277,326.37
TOTAL EXPENSES	1,319,885.68	1,097,485.57	222,400.11	988,106.00	331,779.68
NET SURPLUS (DEFICIT)	95,238.21	424,464.38	(329,226.17)	(88,353.00)	183,591.21
Expenses grouped by functional category:					
Program Services	1,079,606.30	871,640.47	- This Assumes that 51% of Administrative Expense is allocated to Program Services.		
Management & General	240,279.38	225,845.10			
	1,319,885.68	1,097,485.57			
Program Service % age	82%	79%			

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

2013 - 2022

This reflects the ACTUAL MONTH RECEIVED - CASH BASIS

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2022 Change
January	59,162.41	75,098.47	75,948.72	83,922.60	68,837.45	70,452.47	77,919.95	87,658.08	66,730.82	105,998.72	39,267.90
February	65,897.19	53,697.02	57,790.64	57,003.42	55,985.59	65,454.42	65,077.18	72,100.55	57,811.08		
March	57,032.25	54,049.77	56,247.52	56,433.17	62,015.27	63,139.50	65,839.16	69,471.98	45,066.37		
April	59,556.03	73,737.56	75,308.62	70,990.50	75,843.67	64,852.20	77,755.71	63,506.82	87,774.07		
May	70,485.79	74,192.08	81,108.16	79,149.51	73,281.67	82,132.79	91,379.88	41,174.27	86,688.10		
June	74,805.87	80,166.19	87,765.22	86,386.23	86,997.98	94,991.50	97,919.16	41,203.00	110,544.18		
July	87,470.87	96,526.37	100,135.61	108,095.75	103,935.74	127,296.55	106,702.85	39,839.02	117,559.56		
August	99,564.46	105,994.01	108,801.61	105,121.32	103,712.96	107,924.58	129,609.50	73,916.46	124,111.32		
September	103,481.11	108,753.10	104,693.43	106,954.09	109,878.67	124,891.18	121,973.79	80,875.87	105,252.19		
October	92,604.23	99,333.60	101,208.40	100,509.04	96,044.50	105,131.29	108,135.15	83,538.20	144,818.65		
November	78,575.93	85,858.49	87,280.18	83,015.59	89,890.55	100,460.95	97,600.47	72,028.55	94,116.35		
December	77,232.22	87,264.92	85,115.58	93,983.13	100,143.98	102,655.62	98,368.15	70,517.53	130,778.88		
ANNUAL TO \$	925,868.36	994,671.58	1,021,403.69	1,031,564.35	1,026,548.03	1,109,383.05	1,138,280.95	795,830.33	1,171,251.57	\$ 105,998.72	\$ 39,267.90
		12 months 2018	1,109,383.05	12 months 2019	1,138,280.95	12 months 2020	795,830.33		1 mnth 2022		105,998.72
		12 months 2017	1,026,548.03	12 months 2018	1,109,383.05	12 months 2019	1,138,280.95		1 mnth 2021		66,730.82
		Increase \$\$	82,835.02	Increase \$\$	28,897.90	Increase \$\$	(342,450.62)		Increase \$\$		39,267.90
		Increase %	8.07%	Increase %	2.60%	Increase %	-30.08%		Increase %		58.85%
ANNUAL REVENUES BY YEAR:											
		1998	\$ 428,525.61	2004	\$ 580,730.84						
		1999	\$ 437,556.58	2005	\$ 661,866.93						
		2000	\$ 479,162.63	2006	\$ 765,219.60						
		2001	\$ 485,569.66	2007	\$ 815,256.26						
		2002	\$ 502,110.33	2008	\$ 779,803.23						
		2003	\$ 463,220.59	2009	\$ 751,738.79						
				2010	\$ 815,485.70						
				2011	\$ 854,416.73						

Jeremy Hulse

Park Manager-South
Mountain Recreation
Area

Jeremy Hulse

21843 National Pike
Boonsboro, MD 21713

443-571-6771
jeremy.hulse@maryland.gov

Skills

Park Operations and Management, Park Policy and Procedure, Park Interpretation, Resource Management, Outdoor Recreation, Community Outreach, Volunteer Coordination, Event Planning

Experience

South Mountain Recreation Area / Park Manager

July 2021-Present

Responsible for the overall management of South Mountain Recreation Area Complex. Responsible for community outreach/partnership involvement. Heart of the Civil War Heritage Area Advisory Council Member. Maryland Rangers Association Member.

Cunningham Falls and Gambrill State Parks /Assistant Manager

June 2020 - July 2021, LOCATION

Responsible for assisting in the overall management of Cunningham Falls and Gambrill State Parks.

Gunpowder Falls State Park /Area Manager

December 2017 - June 2020

Responsible for assisting in the the management of North Point State Park, North Point State Battlefield, and Hart-Miller Island State Parks

Education

Frostburg State University / Bachelor's in Science-Social Science

Spring 2010 Fall 2012, Frostburg, Maryland





Hagerstown Community College / General Studies

Spring 2008-Spring 2010

BRITTANY WEDD

Nonprofit Executive Director

CONTACT

 301.573.7963
 Brittanywedd@gmail.com
 13144 Goldizen Lane
Clear Spring, MD 21722
 Brittany-wedd

PROFILE

Talented Executive Director with over eight years of experience in nonprofit management leading an award-winning children's museum. Knowledgeable about non-profit leadership, donor relations, partnership building, community outreach, strategic development, grant writing and fundraising, marketing, and program development.

SKILLS

PROFESSIONAL

- Nonprofit Management
- Strategic Leadership
- Donor Relations
- Grantwriting
- Community Relations
- Fiscal Management
- Program Management
- Board Development
- Early Childhood Education

LICENSES & CERTIFICATIONS

MindEdge Learning - Maryland Nonprofits
Nonprofit Management, Leadership in Nonprofits, Strategic Business, Budgeting & Fundraising for Nonprofits, Strategy for Nonprofits

USF Corporate Training and Professional Education
Diversity, Equity, and Inclusion in the Workplace

WORK EXPERIENCE

Executive Director

Discovery Station at Hagerstown, Inc. | 2018 - Present

Oversee the daily operations of the museum, providing executive direction of all program strategy, compliance, quality assurance, and program efficiency

- Implemented new educational initiatives, including mission-based goal setting, mission-based program budgeting, short-term output, and long-term outcome monitoring and reporting processes, resulting in several awards for the organization.
- Developed and implemented program policies and procedures to ensure sustainable program processes.
- Drove strategic educational programs and led the development and execution of 9 new hands-on exhibits that supported the museum's educational initiatives and mission which resulted in an increase of 171% in annual visitor attendance between FY13 and FY19
- Co-chaired the organization's rebranding initiative, including updating the organization's mission and vision statements, and the logo and website revitalization.
- Secured more than \$1,500,000 in total career grant and special event funding; including the organization's largest grant award in its 25-year history.
- Led the agency budgeting process annually. Monitored revenue and expense progress monthly and worked with the Treasurer to provide monthly reports to the Board of Directors.
- Led implementation of new organizational structures, including board transition, budgeting, and strategic planning processes.
- Worked with the Finance Committee to facilitate a reorganization of accounting structure and chart of accounts to ensure the greatest financial transparency to funders and donors.
- Served as agency spokesperson and public face of the organization for relationships and interactions with media, nonprofit partners, and other stakeholders.
- Spearheaded the organization throughout a global pandemic and innovative programs to ensure that the organization survived and thrived even while closed for 6-months due to COVID mitigation efforts.

SKILLS

TECHNICAL

- Quickbooks
- Asana
- Microsoft Word
- Microsoft Excel
- Google Docs
- Canva
- Project Planning
- Task Delegation

AWARDS & RECOGNITION

At Your Service Award

Washington County Chamber of Commerce / 2021

Young Professional of the Year Finalist

Washington County Chamber of Commerce / 2021

Nonprofit of the Year

Washington County Chamber of Commerce / 2019

Nonprofit of the Year

STEAMy Awards / 2019

Named One of the "Faces of Our Region's Arts"

Washington County Convention & Visitors Bureau / 2018

INTERESTS

- Literature
- Hiking
- Travel

WORK EXPERIENCE CONTINUED

Director of Operations

Discovery Station at Hagerstown, Inc. | 2013 - 2018

Responsible for the museum's day to day operations including managing a sizable volunteer force, creating a culture of hands-on learning, and serving as a liaison between the Board of Directors and the community.

- Supervised and maintained a 20+ volunteer program as the organization's sole employee to ensure the sustainability of operations.
- Served as the liaison between the Board of Directors and the community.
- Oversaw all museum programming and collaborative partnerships with outside agencies.
- Maintained museum databases for field trips, birthday parties, and visitor services.
- Coordinated all field trips and birthday parties.
- Managed museum membership program, including data management, communications with members, and generating cards and letters.
- Served on fundraising and special event committees.
- Handled visitor concerns, comments, and complaints as needed, and communicated visitor and staff concerns and comments
- Engaged online audiences with the successful launch of social media channels and by placing a strong focus on mission-driven content and by responding to inquiries and comments timely and knowledgeably.

REFERENCES

Mrs. Dana Jenkins, Chief Operating Officer - Java Mama

Past Board President
Discovery Station at Hagerstown, Inc.
E: dana@arrowpointsolutions.com

Mr. Thomas Riford, Maryland State Assistant Secretary of Commerce

Past Board President
Discovery Station at Hagerstown, Inc.
E: tomr@innernet.net

Mr. Phil Kelly, CEO - Millennium 3 Energy

Past Board President
Discovery Station at Hagerstown, Inc.
E: phil.kelly@m3-energy.com

Ms. Katie Reichard, Visitor Services Manager - Visit Frederick

Museum Volunteer
Discovery Station at Hagerstown, Inc.
E: kreichard@fredco-md.net

NEW MEMBERS	
<p>Jimmy Joy's Log Cabin Crystal Joy 7536 Millstone Rd. Hancock, MD 21750 301-678-5670 jimmyjoyslogcabin.com</p>	
<p>Barbara Ingram Rob Hovermail 7 South Potomac Street Hagerstown, MD 21740 301-766-8840</p>	
<p>Antiox Juice Bar & Wellness Center Marlon Ming 11205 John F. Kennedy Drive Hagerstown, MD 21742 240-420-1800 www.antioxjuicebar.com</p>	
<p>Deliteful Dairy Katie Long 16230 Long Delite Ln. Williamsport, MD 21795 301-991-8926 www.delitefuldairy.com</p>	
<p>Palmyra Farm Cheese Mary Creek 18811 Wagaman Rd. Hagerstown, MD 21740 301-739-2729 www.palmyrafarm.net</p>	
<p>Hub City Brewery Jake Blackmon 25 W. Church St. Hagerstown, MD 21740 301-834-4828 www.hubcitybrewery.com</p>	
<p>Warehouse Leitersburg Cinemas Nicholas Malin 20145 Leitersburg Pike Hagerstown, MD 21742 240-608-4900 www.warehousecinemas.com/leitersburg</p>	
<p>Sunshine Soy Candles Cynthia Mosely 1165 Lindsay Lane Hagerstown, MD 21742 240-452-0309 www.sunshinesoycandles.net</p>	

<p>Bistro 11 Stuart Kelman 13208 Fountain Head Plaza Hagerstown, MD 21742 301-733-2222 www.bistroeleven.com</p>	
<p>Socialite Studio Allyson Washington 11246 Suffolk Drive Hagerstown, MD 21742 240-625-2229 www.socialitestuido.co</p>	
<p>Breezee Hill Farm B&B Carolyn Barkdoll 12140 Saint Paul Rd. Clear Spring, MD 21722 301-842-2608 www.breezeehillfarm.com</p>	
<p>Antietam Entertainment Tim Rotz 9745 Garis Shop Rd. Hagerstown, MD 21740 877-237-4697 www.antietamentertainment.com</p>	
<p>WIYNN Marketing/IFG Events Sarah Black 19833 Leitersburg Pike, Suite 5 Hagerstown, MD 21742 240-347-1477 www.wiynn.com</p>	
<p>District Provision & Supply Co (formerly The Plum) Trenton Renshaw 6 Rochester Pl Hagerstown, MD 21740 301-791-1717 eat-district.com</p>	
<p>The Foundry Pop-Ups Jen Mulledy 6 S Potomac St. Hagerstown, MD 21740 240-343-3209 www.thefoundrypopups.com</p>	
<p>Sharpsburg Museum of History Ed Beeler 106 East Main St. PO Box 368 Sharpsburg, MD 21782 301-800-6877</p>	

<p>Timber Valley Retreat Karen and Tom Grosh 12731 Big Pool Rd. Clear Spring, MD 21722 301-573-0948 www.timbervalleytreat.com</p>	
<p>M4 Studios and Gallery Kirke Martin 4803 Mt. Briar Rd. Keedysville, MD 21756 410-739-9016 www.M4-studios.com</p>	
<p>Flannel Deanne Baker 45 West Main Street Hancock, MD 21750 717-372-6365</p>	
<p>Main Street Hancock Thomas Taylor 10 West Main Street Hancock, MD 21750 202-425-8668 Find on Facebook</p>	
<p>La Belle Compagnie Thomas Taylor 35 West Main Street Hancock, MD 21750 202-425-8668 Find on Facebook</p>	
<p>Willie's Primitive Attic and Flower Shop William Weller 83 West Main Street Hancock, MD 21750 240-625-6059 www.williesprimitiveatticandfloral.com</p>	
<p>Fairfield Inn & Suites Hagerstown Zach Frazier 89 All Star Court Hagerstown, Md 21740 240-420-0089 https://www.marriott.com/hotels/travel/hgrfi-fairfield-inn-and-suites-hagerstown/</p>	