

# MEETINGS & CONVENTIONS

August 2018

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## TRADE SHOWS AND TRAVEL

### Incentive Works – Toronto

August 13-17, 2018 Attending: Tracy Connolly

### ASAE – Chicago, IL

August 17-22, 2018 Attending: Jeanine Messerschmidt

### Connect Marketplace – Salt Lake City, UT

August 22-26, 2018 Attending: Suzanne Hackman, Hortensia Simmons, Tina Berrien, Jill Brown & Monica Silva

### MPI-SEC, Ponte Vedra, FL

August 22-25, 2018 Attending: Renee Prine

### Kellen – Atlanta, GA

August 27-30, 2018 Attending: Tracy Connolly & Tina Berrien

## FUTURE TRAVEL

### Destination Southeast – Palm Beach, FL

September 4-8, 2018 Attending: Tina Berrien

### Site Classic – South Carolina

September 5-8, 2018 Attending: Tracy Connolly & Suzanne Hackman

### IBTM – Mexico City

September 4-8, 2018 Attending: Monica Silva

**MPI Carolina Business Exchange, Charlotte, NC**  
 September 19-22, 2018 Attending: Hortensia Simmons

**Small Market Meetings – Ontario, CA**  
 September 23-26, 2018 Attending: Tina Berrien

**SITE VISITS FOR AUGUST**

CONFIDENTIAL – 300 Possible room nights  
 Geopier – 330 Possible room nights

**30 DEFINITE GROUPS FOR AUGUST 2018**

Account Name	Contract Rooms	Contract Room Block Begin	Contract Room Block End	Account Name
Skyward Inc.	1175	2/27/2023	3/2/2023	TradeWinds Island Grand Beach Resort
American Association of Motor Vehicle Administration	218	9/22/2018	9/29/2018	Hampton Inn & Suites - Downtown St. Petersburg
YMCA of the USA	176	9/25/2018	9/28/2018	Opal Sands Resort
Alliance Benefit Group	135	3/17/2019	3/19/2019	Vinoy Renaissance St. Petersburg Resort & Golf Club
Florida Institute of CFO's	206	9/13/2018	9/20/2018	Vinoy Renaissance St. Petersburg Resort & Golf Club
Raymond James Financial & Associates Inc.	140	10/15/2018	10/17/2018	St. Petersburg Marriott
Ulan Nutritional Systems	125	2/27/2019	3/2/2019	Hilton Carillon Park
Skyward Inc.	1145	2/28/2022	3/3/2022	TradeWinds Island Grand Beach Resort
CONFIDENTIAL	420	1/15/2019	1/18/2019	Hyatt Regency Clearwater Beach Resort & Spa
Troutman Sanders	390	4/11/2019	4/13/2019	Wyndham Grand Resort Clearwater Beach
Angelica Corporation	550	1/28/2019	1/31/2019	Clearwater Beach Marriott Suites on Sand Key
Raymond James Financial & Associates Inc.	330	10/10/2018	10/12/2018	Hilton St. Petersburg Bayfront
North American Die Casting Association (NADCA)	282	2/21/2020	2/26/2020	Sandpearl Resort
CONFIDENTIAL	1250	6/9/2019	6/14/2019	Sirata Beach Resort

Raymond James Financial & Associates Inc.	160	8/27/2018	8/31/2018	Homewood Suites by Hilton
CONFIDENTIAL	1520	1/10/2023	1/16/2023	TradeWinds Island Resorts
Applied Data Corporation	165	9/16/2019	9/19/2019	The Don Cesar
New Media Summit	286	2/19/2019	2/25/2019	Innisbrook Resort & Golf Club
Meridian International Center	652	11/5/2018	11/9/2018	Hilton Carillon Park
FACC Service Group LLC	40	8/16/2018	8/17/2018	Clearwater Beach Marriott Suites on Sand Key
Skyward Inc.	1130	3/1/2021	3/4/2021	TradeWinds Island Grand Beach Resort
Fire Department Safety Officers Association (FDSOA)	1287	1/17/2021	1/22/2021	TradeWinds Island Grand Beach Resort
National Institute of Automotive Service Excellence	360	11/15/2020	11/19/2020	Hilton Clearwater Beach Resort
CONFIDENTIAL	450	10/28/2018	11/2/2018	The Don Cesar
DaVita Inc.	602	2/9/2019	2/15/2019	Innisbrook Resort & Golf Club
CONFIDENTIAL	121	10/7/2018	10/8/2018	TradeWinds Island Grand Beach Resort
CONFIDENTIAL	360	4/9/2019	4/12/2019	Hyatt Regency Clearwater Beach Resort & Spa
CONFIDENTIAL	505	10/21/2018	10/25/2018	Opal Sands Resort
CONFIDENTIAL	640	2/6/2019	2/10/2019	Innisbrook Resort & Golf Club
CONFIDENTIAL	65	10/22/2018	10/25/2018	TradeWinds Island Resorts

**TOTAL DEFINITE ROOM NIGHTS FOR AUGUST 2018: 14,885**

**93 LEADS DISTRIBUTED FOR AUGUST 2018**

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
CONFIDENTIAL	536	3/9/2019	3/16/2019
Ingersoll Rand	1340	2/19/2021	2/25/2021
VerVita Products, LLC	40	2/7/2019	2/9/2019
Society of Automotive Engineers (SAE)	232	5/18/2019	5/23/2019
CONFIDENTIAL	28	9/21/2018	9/23/2018
Confidential	1046	1/24/2020	2/1/2020
Lawn Doctor	525	11/25/2018	11/30/2018
Synergy Solution Group	200	1/23/2019	1/26/2019
Spok, Inc.	511	1/14/2019	1/18/2019
ASI	405	3/1/2020	3/5/2020
Electric Power Research Institute (EPRI)	235	2/17/2019	2/21/2019

Southeastern Electric Exchange	28	4/22/2019	4/24/2019
Raymond James Financial & Associates Inc.	160	8/15/2018	8/17/2018
Symantec Corporation	465	1/6/2019	1/11/2019
Florida YMCA	30	11/28/2018	11/28/2018
Heidelberg Military Class Reunion	120	10/4/2018	10/8/2018
ASI	405	5/3/2020	5/7/2020
CONFIDENTIAL	1175	6/4/2020	6/13/2020
International Bible Way Church of Jesus Christ, Inc.	1341	6/29/2019	7/5/2019
International Facility Management Association	192	2/3/2020	2/7/2020
University of Florida Continuing Medical Education	66	1/17/2019	1/19/2019
Zephyr Conferences	150	6/6/2019	6/9/2019
CONFIDENTIAL	863	5/20/2021	5/29/2021
National Association of Public Pension Attorneys	449	2/22/2022	2/25/2022
HelmsBriscoe	180	7/19/2019	7/20/2019
CONFIDENTIAL	2954	5/10/2021	5/20/2021
Applied Systems	43	3/25/2019	3/27/2019
PolyOne Corporation	2801	1/11/2019	1/20/2019
Florida Association of Public Insurance Adjusters	430	11/1/2019	11/5/2019
CONFIDENTIAL	2954	5/9/2022	5/19/2022
ChemStation International, Inc.	225	1/26/2019	1/29/2019
Ingersoll Rand	1340	2/21/2020	2/27/2020
CBIZ	317	4/27/2019	5/1/2019
Kellen Company-Master	167	11/3/2020	11/5/2020
National Association of Blind Merchants	752	11/18/2019	11/21/2019
CONFIDENTIAL	37	7/27/2018	7/29/2018
Renal Physicians Association	56	1/17/2020	1/19/2020
WizardryEvents	505	5/16/2019	5/23/2019
WorkForce Software	1280	3/28/2020	4/3/2020
Church of God by Faith, Inc.	25	8/2/2018	8/3/2018
Belden Americas	44	11/7/2018	11/8/2018
OsteoMed	246	1/23/2019	1/26/2019
Swiss RE	124	2/25/2019	2/26/2019
ASI	405	4/19/2020	4/23/2020
FISERV	361	2/22/2019	2/28/2019
Claire's Stores Inc.	19	10/3/2018	10/3/2018

Inter-Company Marketing Group (ICMG)	695	1/31/2021	2/6/2021
CONFIDENTIAL	1175	6/2/2022	6/11/2022
Arxan Technologies	305	1/6/2019	1/10/2019
metroConnections	825	10/2/2019	10/5/2019
DocuWare	1046	5/1/2020	5/8/2020
Florida Adoption Information Center	137	1/22/2019	1/26/2019
National Electrical Manufacturers Association	45	2/18/2019	2/23/2019
Equifax, Inc	1046	1/29/2021	2/6/2021
Skyward Inc.	1130	3/1/2021	3/4/2021
CONFIDENTIAL	624	11/28/2018	12/1/2018
American Electric Power - AEIC	86	9/8/2018	9/13/2018
CONFIDENTIAL	2954	5/15/2023	5/25/2023
Catholic Health Association	100	2/18/2020	2/21/2020
UNICO National, Inc.	175	3/5/2019	3/11/2019
FamilyLife	219	1/8/2020	1/15/2020
CANVAS meetings + incentives	145	12/16/2018	12/19/2018
Herzing University	400	2/10/2020	2/15/2020
Churches of Christ	180	6/26/2019	6/29/2019
Ingersoll Rand	1340	2/18/2022	2/24/2022
Hines	500	5/7/2019	5/9/2019
Florida Department of Agriculture & Consumer Services	60	4/8/2019	4/10/2019
Herzing University	330	2/11/2019	2/15/2019
Kellen Company-Master	167	11/5/2019	11/7/2019
Spectrum Brands	560	2/11/2019	2/14/2019
BBYO	60	3/28/2019	3/30/2019
Emerson Automation Solutions	300	4/21/2019	4/25/2019
Skyward Inc.	1065	2/28/2022	3/3/2022
Benesch, Friedlander, Coplan & Aronoff LLP	135	4/3/2019	4/4/2019
Clearwater Alumnae Chapter- Delta Sigma Theta Sorority	0	4/26/2019	4/26/2019
Wolters Kluwer, CT Corsearch	337	1/18/2019	1/24/2019
Graymont	405	2/3/2019	2/7/2019
Wilson Sporting Goods Company	520	2/8/2019	2/14/2019
Aging Life Care Association	1000	4/20/2020	4/26/2020
American Academy of Private Practice in Speech Pathology and Audiology (AAPPSPA)	190	4/29/2020	5/2/2020
Kellen Atlanta	112	1/7/2019	1/12/2019
Southeastern Electric Exchange	55	5/13/2019	5/15/2019

Leica Biosystems	723	2/24/2019	3/1/2019
Florida Literacy Coalition, Inc.	485	4/30/2019	5/3/2019
Inter-Company Marketing Group (ICMG)	20	10/23/2018	10/25/2018
CONFIDENTIAL	947	1/10/2018	1/22/2018
CONFIDENTIAL	84	8/12/2018	8/15/2018
Thomas Howell Ferguson, P.A.	120	9/18/2018	9/20/2018
American Society of Mechanical Engineers (ASME)	0	5/2/2019	5/2/2019
ASI	405	9/13/2020	9/17/2020
Be Productive Meetings & Events, LLC	245	7/17/2019	7/20/2019
Ulan Nutritional Systems	125	2/27/2019	3/2/2019
Complete College America	942	12/2/2019	12/4/2019
Cat Writers' Association	85	5/16/2019	5/18/2019
NHS Global Events	647	4/20/2020	4/24/2020
CONFIDENTIAL	105	2/28/2019	3/2/2019
CONFIDENTIAL	715	2/3/2020	2/7/2020
Arrowhead Conferences & Events	144	2/4/2019	2/7/2019
World Vision	875	1/8/2020	1/12/2020
Odle Management Group	60	9/18/2018	9/21/2018
ASI	405	6/7/2020	6/11/2020
American Association of Motor Vehicle Administration	216	9/22/2018	9/29/2018
Florida Chapter International Association of Assessing Officers	545	5/5/2019	5/9/2019
American Society of Transplantation	339	10/12/2019	10/16/2019
Miller-Eckert Wedding	60	5/24/2019	5/25/2019
Skyward Inc.	1175	2/27/2023	3/2/2023
Fujitsu Network Communications	634	5/6/2019	5/9/2019
The Yager group	555	3/21/2019	3/24/2019
Entrepreneurs and Professional Network (EPNET)	62	10/24/2018	10/29/2018
National Motor Freight Traffic Association	150	4/9/2019	4/11/2019
CONFIDENTIAL	240	6/19/2018	6/22/2018

**TOTAL POSSIBLE ROOM NIGHTS FOR AUGUST 2018: 36,747**

<b>TOTAL LEADS IN AUGUST:</b>	<b><u>FY 2017/2018</u></b>	<b><u>FY 2016/2017</u></b>
	<b>93</b>	<b>90</b>
 <b>YEAR TO DATE</b>	 <b><u>FY 2017/2018</u></b>	 <b><u>FY 2016/2017</u></b>
<b>Total room revenue</b>	<b>\$32,220,896</b>	<b>\$27,576,994</b>
<b>Total definite room nights</b>	<b>168,402</b>	<b>151,235</b>
<b>Total county impact</b>	<b>\$48,836,580</b>	<b>\$44,142,179</b>