

# **MEETINGS & CONVENTIONS**

**June 2018**

**Prepared by: Suzanne Hackman  
Vice President of Business Development**

## **TRADE SHOWS AND TRAVEL**

### **MPI-WEC – Indianapolis, IN**

June 2-6, 2018 Attending: Hortensia Simmons & Tina Berrien

### **Minnesota Twins Event, Minnesota**

June 6-9, 2018 Attending: Jill Brown

### **Sales Calls & Client Event – Buenos Aires**

June 11-16, 2018 Attending: Monica Silva

### **Sales Initiatives w/TradeWinds, Charleston & Columbia SC**

June 19-22, 2018 Attending: Hortensia Simmons

### **Latin America Meeting Incentive Travel Exchange – Dominican Republic**

June 19-22, 2018 Attending: Monica Silva

### **Connect New England, Providence, RI**

June 25-28, 2018 Attending: Jeanine Messerschmidt

## **FUTURE TRAVEL**

### **Fraternity Executives Association – San Diego, CA**

July 5-8, 2018 Attending: Hortensia Simmons

### **Florida Society of Association Executives, Fort Lauderdale, FL**

July 10-14, 2018 Attending: Tina Berrien

### **MPI-NJ Golfing Event – New Jersey**

July 17-19, 2018 Attending: Jeanine Messerschmidt

**Association Executives of North Carolina, Greenville, NC**

July 20-24, 2018 Attending: Hortensia Simmons

**International Multicultural Tourism Summit & Tradeshow – Miami, FL**

July 26-29, 2018 Attending: Hortensia Simmons

**SITE VISITS FOR JUNE**

Davita – 556 Possible room nights

American Association School Administration – 110 Possible room nights

Osher Institute – 670 Possible room nights

APEX Analytical – 541 Possible room nights

**47 DEFINITE GROUPS FOR JUNE 2018**

Group Name	Total Room Nights	Room Block Begin	Room Block End	Location
American Association of School Personnel Administrators	130	12/5/2018	12/7/2018	Clearwater Beach Marriott Suites on Sand Key
CONFIDENTIAL	280	1/7/2019	1/10/2019	Sheraton Sand Key Resort
Interstate Technology & Regulatory Council	70	1/28/2019	1/30/2019	Sirata Beach Resort
ESF	695	1/17/2020	1/26/2020	Clearwater Beach Marriott Suites on Sand Key
International Foundation of Employee Benefit Plans (IFEPP Services, LLC)	952	3/19/2019	3/29/2019	Vinoy Renaissance St. Petersburg Resort
Skyward Inc.	612	2/24/2020	2/27/2020	TradeWinds Island Resorts
Summit Marketing	91	9/9/2018	9/11/2018	Wyndham Grand Resort Clearwater Beach
United Fellowship Baptist Association of Florida, Inc.	202	6/18/2018	6/24/2018	Innisbrook Resort & Golf Club
ESF	695	1/15/2021	1/24/2021	Clearwater Beach Marriott Suites on Sand Key
O'Neal Steel	400	1/5/2019	1/9/2019	Hyatt Regency Clearwater Beach Resort & Spa
ESF	695	1/18/2019	1/27/2019	Clearwater Beach Marriott Suites on Sand Key

Event Pro Productions (EPP)	300	2/5/2021	2/8/2021	Wyndham Grand Resort Clearwater Beach
O'Neal Steel	400	1/5/2019	1/9/2019	The Don Cesar
YMCA of the USA	970	2/2/2020	2/8/2020	Sheraton Sand Key Resort
Proforma	724	4/1/2020	4/5/2020	Vinoy Renaissance St. Petersburg Resort
Sport & Social Industry Association (SSIA)	300	2/18/2019	2/23/2019	Hyatt Place St. Petersburg Downtown
O'Neal Steel	400	1/5/2019	1/9/2019	TradeWinds Island Resorts
Driftwood Hospitality d/b/a Sheraton Salt Lake City Hotel	272	5/15/2018	5/19/2018	Sheraton Sand Key Resort
Natl Association of Drug Diversion Investigators	861	11/9/2019	11/15/2019	TradeWinds Island Grand Beach Resort
Robert's Family Reunion	50	7/20/2018	7/22/2018	Hampton Inn & Suites Clearwater - Ulmerton
Brotherhood of Locomotive Engineers and Trainmen	900	7/21/2019	7/25/2019	Hilton Clearwater Beach Resort
Stevens Worldwide Van Lines	490	10/30/2018	11/7/2018	TradeWinds Island Resorts
Raymond James Financial & Associates Inc.	120	6/18/2018	6/21/2018	Homewood Suites by Hilton
Gravure Association of the Americas	200	3/3/2019	3/6/2019	Hyatt Regency Clearwater Beach Resort & Spa
American College of Construction Lawyers	550	2/19/2019	2/24/2019	Vinoy Renaissance St. Petersburg Resort
CONFIDENTIAL	1160	5/9/2020	5/14/2020	TradeWinds Island Resorts
Electrocoat Association	785	4/27/2020	5/1/2020	Innisbrook Resort & Golf Club
O'Neal Steel	400	1/5/2019	1/9/2019	Sheraton Sand Key Resort
CONFIDENTIAL	1160	5/8/2021	5/13/2021	TradeWinds Island Resorts
O'Neal Steel	400	1/5/2019	1/9/2019	Hilton Clearwater Beach Resort
International Association for Contract & Commercial Management (IACCM)	645	10/29/2018	10/31/2018	Vinoy Renaissance St. Petersburg Resort
CONFIDENTIAL	731	1/12/2019	1/16/2019	Wyndham Grand Resort Clearwater Beach
Copesan Services, INC	750	2/17/2019	2/22/2019	TradeWinds Island Grand Beach Resort
HRST, Inc	290	1/14/2019	1/17/2019	Safety Harbor Resort & Spa
Excel Sports Management & Cubs Charities	175	12/14/2018	12/15/2018	The Don Cesar
Florida Association of Insurance Agents	122	9/15/2019	9/19/2019	Hilton St. Petersburg Bayfront
Florida Association of Insurance Agents	56	1/14/2019	1/18/2019	Hilton St. Petersburg Bayfront

MTN Retail Advisors, LLC	190	5/1/2018	5/4/2018	Clearwater Beach Marriott Suites on Sand Key
AEIC	86	9/8/2018	9/13/2018	Hyatt Regency Clearwater Beach Resort & Spa
O'Neal Steel	400	1/5/2019	1/9/2019	Hilton St. Petersburg Bayfront
Plumbers Manufacturing International	271	11/4/2019	11/6/2019	The Don Cesar
Bouchercon	1150	9/4/2018	9/9/2018	Vinoy Renaissance St. Petersburg Resort
Commercial Vehicle Training Association, Inc	405	4/27/2019	5/5/2019	Hyatt Regency Clearwater Beach Resort & Spa
MTN Retail Advisors, LLC	190	4/30/2019	5/3/2019	Clearwater Beach Marriott Suites on Sand Key
O'Neal Steel	400	1/5/2019	1/9/2019	Sirata Beach Resort
O'Neal Steel	400	1/5/2019	1/9/2019	Innisbrook Resort & Golf Club
O'Neal Steel	400	1/5/2019	1/9/2019	Wyndham Grand Resort Clearwater Beach

**TOTAL DEFINITE ROOM NIGHTS FOR JUNE 2018: 21,925**

**110 LEADS DISTRIBUTED FOR JUNE 2018**

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Sysco Minnesota	78	2/7/2019	2/9/2019
American College of Construction Lawyers	550	2/19/2019	2/24/2019
National Glass Association	267	1/19/2019	1/26/2019
ESF	695	1/18/2019	1/27/2019
Allscripts Healthcare LLC	595	3/5/2019	3/8/2019
Juvaré	860	5/5/2019	5/9/2019
Juvaré	920	3/30/2019	4/4/2019
CONFIDENTIAL	250	10/7/2019	10/11/2019
Ulan Nutritional Systems	440	1/30/2019	2/2/2019
The 2 Sisters	110	1/13/2020	1/15/2020
Senior Service America, Inc.	945	10/27/2018	11/1/2018
MTN Retail Advisors, LLC	190	4/30/2019	5/3/2019
Daltile Corporation	75	4/11/2019	4/14/2019
WaterReuse Association	1022	9/12/2020	9/15/2020
Macgregor Communications	140	4/7/2019	4/10/2019

Sysco Food Service	546	2/15/2019	2/21/2019
L'Oreal USA	1029	5/4/2019	5/10/2019
CRSI	320	3/8/2020	3/12/2020
Ceridian	600	6/18/2019	6/21/2019
American Bakers Association	1253	4/14/2021	4/21/2021
Florida Association of Insurance Agents	56	1/14/2019	1/18/2019
Premier, Inc.	87	2/26/2019	2/28/2019
GlobauxSource	1250	6/23/2019	6/27/2019
CONFIDENTIAL	210	9/10/2018	9/12/2018
SACAC	1115	4/8/2021	4/12/2021
Kellen Company-Master	916	2/17/2020	2/22/2020
GlobauxSource	420	4/27/2019	5/1/2019
International Association for Contract & Commercial Management (IACCM)	645	10/29/2018	10/31/2018
The Charmettes's	20	9/7/2018	9/9/2018
Firebirds International	470	4/25/2019	5/1/2019
CarribbeanTV c/o: JTM	100	7/4/2018	7/6/2018
University of Florida - College of Veterinary Medicine	256	5/13/2019	5/18/2019
CONFIDENTIAL	1160	5/8/2021	5/13/2021
Rock Solid Meetings & Events	740	2/9/2019	2/15/2019
Money Management Institute	366	3/8/2021	3/11/2021
Cerner Southeast Regional User Group	260	4/20/2020	4/23/2020
The College Board (Florida)	250	7/22/2018	7/26/2018
Maritz Travel - A Maritz Global Events Company - Fenton	20	3/14/2018	3/15/2018
Brotherhood of Locomotive Engineers and Trainmen	900	7/21/2019	7/25/2019
CONFIDENTIAL	675	10/21/2018	10/26/2018
MTN Retail Advisors, LLC	190	5/1/2018	5/4/2018
Confidential	180	4/21/2020	4/23/2020
Event Pro Productions (EPP)	300	2/4/2021	2/7/2021
YMCA of the USA	970	2/2/2020	2/8/2020
Florida Aviation Business Association	135	6/1/2019	6/4/2019
P-Value Communications	74	10/17/2018	10/19/2018
CONFIDENTIAL	616	10/10/2018	10/13/2018
CUNA Mutual Group	793	6/1/2019	6/6/2019
Florida Association of Building Inspectors	110	6/6/2019	6/8/2019
CONFIDENTIAL	65	10/23/2018	10/26/2018
Guggenheim Investments	331	11/10/2018	11/14/2018
Event Pro Productions (EPP)	300	2/5/2021	2/8/2021
American Academy of Pediatrics	838	2/12/2020	2/16/2020
Driftwood Hospitality d/b/a Sheraton Salt Lake City Hotel	272	5/15/2018	5/19/2018

Southern Clinical Neurological Society (SCNS)	560	1/3/2019	1/9/2019
Commercial Vehicle Training Association, Inc	405	4/27/2019	5/5/2019
International Inbound Travel Association (IITA)	388	2/1/2020	2/6/2020
Robert's Family Reunion	50	7/20/2018	7/22/2018
Stemco LP, an EnPro Industries Company	515	2/2/2019	2/9/2019
Fiber Broadband Association	81	12/2/2018	12/5/2018
University of Florida Continuing Medical Education	86	6/6/2019	6/8/2019
Synergy Solution Group	180	9/30/2018	10/3/2018
North American Die Casting Association	281	2/21/2020	2/26/2020
Florida Records Management Association	695	5/20/2019	5/23/2019
Association of Responsible Recyclers	870	11/6/2019	11/9/2019
Varsity Spirit Corporation	155	7/14/2019	7/17/2019
Experient, A Maritz Travel Company	75	4/10/2019	4/12/2019
Recycle Florida Today	250	6/3/2018	6/5/2018
Southern Oncology Association of Practices(SOAP)	16	2/7/2019	2/8/2019
Tech Data Corporation	104	1/16/2019	1/17/2019
CONFIDENTIAL	280	1/7/2019	1/10/2019
Southern Association of Independent Schools (SAIS)	257	6/18/2019	6/22/2019
Schwarz & Associates	140	3/17/2019	3/21/2019
First Amendment Lawyers Association	90	2/6/2019	2/8/2019
The Employee Assistance Trade Association	28	11/6/2018	11/9/2018
College Board - College Entrance Examination Board	36	7/11/2018	7/12/2018
Bale Doneen	149	11/6/2019	11/8/2019
TAPPI	641	1/4/2020	1/11/2020
ESF	695	1/15/2021	1/24/2021
ESF	695	1/17/2020	1/26/2020
Titan Global Events	3215	4/17/2019	4/27/2019
Council of Chief State School Officers	355	2/4/2019	2/7/2019
Florida Association of Insurance Agents	122	9/15/2019	9/19/2019
Allsteel	618	1/26/2019	1/31/2019
Association for Financial Technology (Do Not Contact)	454	3/5/2020	3/11/2020
CONFIDENTIAL	610	10/10/2018	10/13/2018
Bioventus LLC	2030	2/2/2020	2/8/2020
Vietnam Helicopter Crewmembers Association	1000	6/4/2019	6/9/2019
Varsity Spirit Corporation	105	6/17/2019	6/19/2019
CONFIDENTIAL	160	11/14/2018	11/15/2018
Civitan International	1300	7/7/2021	7/12/2021
Verizon Wireless - NY	867	3/23/2020	3/28/2020
Applied Data Corporation	165	10/6/2019	10/10/2019

CRM	505	7/11/2020	7/16/2020
Tech Data Corporation	209	11/13/2018	11/15/2018
Dassault Systemes SolidWorks	239	11/13/2018	11/15/2018
American College of Financial Services	60	4/4/2019	4/5/2019
United Fellowship Baptist Association of Florida, Inc.	202	6/18/2018	6/24/2018
Ceridian	600	11/5/2019	11/7/2019
Astellas Pharma	287	1/14/2019	1/19/2019
CONFIDENTIAL	1160	5/9/2020	5/14/2020
Southern Association of Independent Schools (SAIS)	69	6/24/2019	6/28/2019
ALTOUR	634	3/3/2019	3/7/2019
AmTrav	468	1/3/2019	1/10/2019
Raymond James Financial & Associates Inc.	120	6/18/2018	6/21/2018
AptarGroup, Inc.	70	1/13/2019	1/17/2019
SACAC	1115	4/13/2023	4/17/2023
Corinium	100	1/28/2019	1/30/2019
CWT	1063	1/25/2020	1/30/2020
SACAC	1115	4/7/2022	4/11/2022

**TOTAL POSSIBLE ROOM NIGHTS FOR JUNE 2018: 52,714**

<b>TOTAL LEADS IN JUNE:</b>	<b><u>FY 2017/2018</u></b>	<b><u>FY 2016/2017</u></b>
	<b>112</b>	<b>65</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>\$27,126,404</b>	<b>\$23,203,949</b>
<b>Total definite room nights</b>	<b>143,996</b>	<b>104,759</b>
<b>Total county impact</b>	<b>\$41,758,840</b>	<b>\$30,380,110</b>