

MEETINGS & CONVENTIONS

September 2018

Prepared by: Suzanne Hackman
Vice President of Business Development

TRADE SHOWS AND TRAVEL

Destination Southeast – Palm Beach, FL

September 4-8, 2018 Attended: Tina Berrien

Site Classic – South Carolina

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

IBTM – Mexico City

September 4-8, 2018 Attended: Monica Silva

MPI Carolina Business Exchange, Charlotte, NC

September 19-22, 2018 Attended: Hortensia Simmons

Small Market Meetings – Ontario, CA

September 23-26, 2018 Attended: Tina Berrien

FUTURE TRAVEL

IMEX America – Las Vegas, NV

October 14 – 19, 2018 Attending: Suzanne Hackman & Hortensia Simmons

Helms Briscoe and HPN – Scottsdale, AZ

October 22 – 25, 2018 Attending: Tracy Connolly

Meetings Today Live – Marco Island, FL

October 28 – 31, 2018 Attending Suzanne Hackman & Renee Prine

Global Incentive Summit – Cartagena, Columbia

October 26 – 30, 2018 Attending: Monica Silva

SITE VISITS FOR AUGUST

Gator Boosters 133 Possible Room Nights

30 DEFINITE GROUPS FOR AUGUST 2018

Account Name	Contract Rooms	Contract Room Block Begin	Contract Room Block End	Account Name
Confidential	105	4/1/2019	4/3/2019	The Don Cesar
Confidential	535	10/14/2018	10/18/2018	Hilton Clearwater Beach Resort
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Hilton St. Petersburg Bayfront
The Charmettes's	20	9/7/2018	9/9/2018	Safety Harbor Resort & Spa
Weddings	60	6/6/2019	6/9/2019	SpringHill Suites / Residence Inn Clearwater Beach
Weddings	70	10/18/2018	10/21/2018	EDGE Hotel
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Hilton Clearwater Beach Resort
Weddings	50	4/26/2019	4/28/2019	Miramar Beach Resort
Confidential	173	6/4/2019	6/7/2019	Wyndham Grand Resort Clearwater Beach
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Wyndham Grand Resort Clearwater Beach
TAPPI	626	1/4/2020	1/12/2020	Hilton St. Petersburg Bayfront
Confidential	132	9/25/2018	9/29/2018	Opal Sands Resort
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Hyatt Regency Clearwater Beach Resort & Spa
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	St. Petersburg Marriott
Alliance for Innovation/Florida City and County Management	235	9/11/2019	9/15/2019	Sirata Beach Resort

Association (AFI/FCCMA)				
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Innisbrook Resort & Golf Club
American Association of Motor Vehicle Administration	153	6/16/2018	6/22/2018	Hilton St. Petersburg Bayfront
Event Pro Productions (EPP)	400	2/4/2021	2/7/2021	Hilton St. Petersburg Bayfront
Raymond James Financial & Associates Inc.	160	8/15/2018	8/17/2018	St. Petersburg Marriott
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	TradeWinds Island Resorts
American Academy of Family Physicians	721	9/24/2018	9/29/2018	Sheraton Sand Key Resort
Global Special Operations Forces Foundation	755	2/17/2018	2/23/2018	Innisbrook Resort & Golf Club
American Association of Airport Executives	375	2/9/2019	2/13/2019	Clearwater Beach Marriott Suites on Sand Key
Weddings	40	10/4/2019	10/5/2019	Sirata Beach Resort
Confidential	150	11/28/2018	11/30/2018	Hyatt Regency Clearwater Beach Resort & Spa
National Council of Higher Education Resources (NCHER)	278	6/2/2019	6/5/2019	Hyatt Regency Clearwater Beach Resort & Spa
First Amendment Lawyers Association	0	2/13/2019	2/15/2019	Sirata Beach Resort
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Hilton Carillon Park
Confidential	379	2/20/2019	2/24/2019	Hilton St. Petersburg Bayfront
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Clearwater Beach Marriott Suites on Sand Key
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Safety Harbor Resort & Spa

Weddings	52	10/4/2018	10/7/2018	Gulf Winds Beach Resort
Confidential	210	9/10/2018	9/12/2018	Hyatt Regency Clearwater Beach Resort & Spa
Confidential	641	11/26/2018	12/2/2018	The Don Cesar
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Sheraton Sand Key Resort
BlueCross BlueShield of South Carolina (BCBSA)	48	2/20/2019	2/21/2019	Hilton Clearwater Beach Resort
Florida Ports Council	80	9/4/2018	9/5/2018	Vinoy Renaissance St. Petersburg Resort & Golf Club
Alliance for Innovation/Florida City and County Management Association (AFI/FCCMA)	235	9/11/2019	9/15/2019	Vinoy Renaissance St. Petersburg Resort & Golf Club

TOTAL DEFINITE ROOM NIGHTS FOR SEPTEMBER 2018: 9,268

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Confidential	928	1/26/2017	2/1/2017
Confidential	76	5/3/2015	5/6/2015
Electric Power Research Institute (EPRI) - Carolina Office	90	7/26/2015	7/30/2015
American Society of Medical Association Counsel	205	10/4/2017	10/8/2017
American Academy of Dental Practice Administration	556	2/26/2017	3/6/2017
American Volleyball Professionals (AVP)	640	6/14/2015	6/21/2015
Confidential	350	9/28/2015	10/1/2015
F2FEC, LLC	396	2/22/2016	2/26/2016
Confidential	200	9/23/2015	9/26/2015
Citi Latin America	525	3/13/2016	3/15/2016
Sea Turtle Conservancy	295	2/26/2016	2/27/2016
Confidential	125	11/4/2015	11/7/2015
Ron Smith & Associates	55	12/13/2015	12/18/2015
University of South Florida - USF Kosove Society	60	8/7/2015	8/8/2015

Confidential	170	5/1/2015	5/3/2015
CenturyLink	250	2/8/2016	2/9/2016
Confidential	800	2/14/2017	2/17/2017
Sun Region Embroiderers Guild of America	75	4/28/2015	4/30/2015
Road Race Management	385	11/7/2017	11/11/2017
National Institute of Automotive Service Excellence	350	11/11/2018	11/15/2018
Florida Association of Public Insurance Adjusters	150	11/8/2015	11/10/2015
GAF Roofing	1047	3/16/2015	3/23/2015
Confidential	793	3/9/2015	3/14/2015
University of Florida TREEO Center	14	10/5/2015	10/6/2015
Seventh-day Adventists - North American Division	908	11/12/2016	11/18/2016
Veterinary Hospital Managers Association	165	2/2/2016	2/5/2016
Confidential	280	2/4/2016	2/7/2016
Graphic Arts Industry Joint Pension Trust	60	2/19/2016	2/24/2016
National Council for Workforce Education (NCWE)	755	9/24/2018	9/28/2018
Dental Services Group	72	7/26/2015	7/30/2015
The Fertilizer Institute	400	11/13/2017	11/17/2017
Wireless Service Providers Association	1359	3/10/2016	3/19/2016
TD Ameritrade (NJ)	507	1/10/2016	1/14/2016
Confidential	700	1/22/2018	1/28/2018
National Association of Job Training Assistance (NAJA)	440	3/5/2017	3/11/2017
Florida District of Key Club International	42	8/7/2015	8/8/2015
Confidential	386	9/19/2015	9/22/2015
Florida Fire Chiefs' Association	1130	7/11/2017	7/19/2017
Confidential	1900	2/3/2016	2/7/2016
Solid Waste Association of North America	240	1/9/2016	1/12/2016
Florida Public Service Association	316	3/2/2016	3/6/2016
Confidential	600	9/9/2015	9/11/2015
Travel Leaders	150	9/21/2015	9/23/2015
Franklin Templeton Companies	60	5/3/2015	5/5/2015
Confidential	670	2/24/2016	2/27/2016
Global Special Operations Forces Foundation	462	2/21/2016	2/26/2016
Tryon Solutions	41	5/14/2015	5/16/2015
Confidential	330	12/13/2015	12/15/2015
Association of Baptists for World Evangelism	40	9/21/2015	9/22/2015

Confidential	430	6/18/2015	6/19/2015
Confidential	896	1/16/2016	1/22/2016
American Association of Payers Administrators and Networks	588	1/19/2017	1/25/2017
National Association of Building Inspectors	156	2/3/2016	2/5/2016
South Carolina ATE Center of Excellence	285	1/31/2016	2/4/2016
Fusco 25th Anniversary Vow Renewal	11	2/20/2016	2/20/2016
Confidential	569	1/16/2017	1/19/2017
Simply Vintage Event Management	3365	1/7/2022	1/14/2022
Icynene, Inc.	82	10/2/2015	10/4/2015
Roto Rooter Services Company	140	11/16/2015	11/19/2015
Verizon Wireless- Tampa	206	3/10/2016	3/12/2016
Natl Association of Mutual Insurance Companies	120	5/1/2016	5/4/2016
Confidential	678	2/20/2017	2/26/2017
Air America Association	250	6/1/2016	6/5/2016
Quaker Steak & Lube	455	10/18/2015	10/20/2015
Confidential	96	6/21/2015	6/24/2015
Pediatric Nursing Certification Board	40	2/10/2016	2/12/2016
National Fisheries Institute	1231	1/19/2018	1/26/2018
Natl Association of Mutual Insurance Companies	617	2/3/2017	2/7/2017
Sherry Management, LLC	630	12/2/2016	12/4/2016
Terra Nova	75	11/1/2015	11/3/2015
Confidential	76	5/11/2015	5/14/2015
Pennsylvania Association of Realtors	75	2/23/2016	2/26/2016
Confidential	50	4/10/2015	4/12/2015
Confidential	665	8/10/2015	8/14/2015
Connolly, LLC (CONFIDENTIAL)	961	1/28/2016	2/4/2016
Confidential	115	3/12/2015	3/15/2015
Wisconsin Underground Contractors Association	160	2/20/2016	2/23/2016
Campus Crusade for Christ	186	1/31/2016	2/5/2016
Seventh-day Adventists - North American Division	2085	1/4/2017	1/13/2017
Airgas, Inc. (PA)	115	10/6/2015	10/7/2015
Navy Sea Bee Convention	66	4/24/2015	4/25/2015
Raymond James Financial & Associates Inc.	230	10/28/2015	10/30/2015
Maximus Higher Education	420	9/13/2016	9/17/2016

83 LEADS DISTRIBUTED FOR SEPTEMBER 2018

TOTAL POSSIBLE ROOM NIGHTS FOR SEPTEMBER 2018: 36,672

	<u>FY 2017/2018</u>	<u>FY 2016/2017</u>
TOTAL LEADS IN SEPTEMBER:	83	72

YEAR TO DATE	<u>FY 2017/2018</u>	<u>FY 2016/2017</u>
Total room revenue	\$33,505,252	\$27,576,994
Total definite room nights	175,075	151,235
Total county impact	\$50,771,750	\$44,142,179