

MEETINGS & CONVENTIONS

November 2018

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

TRADE SHOWS AND TRAVEL

Connect Florida – Destin, FL

November 4-7, 2018, Attending: Hortensia Simmons

Smart Meetings – New Orleans, LA

November 5-7, 2018 Attending: Tina Berrien

HPN – Toronto, Canada

November 6-9, 2018 Attending: Tracy Connolly

HelmsBriscoe Client Event, Tallahassee, FL

November 14-16, 2018 Attending: Tina Berrien

ConferenceDirect CDX & Northstar Leadership Summit – Huntington Beach, CA

November 27-Dec. 2, 2018 Attending: Suzanne Scully

National Coalition of Black Meeting Planners – New Orleans, LA

November 27 – Dec. 1, 2018 Attending: Hortensia Simmons

Florida Encounter, Tallahassee, FL

November 28-30, 2018 Attending: Tina Berrien

Meetings Quest NJ – New Jersey

November 28-30, 2018 Attending: Jeanine Messerschmidt

DEFINITE ROOM NIGHTS

Account Name	Contract Rooms	Contract Room Block Begin	Contract Room Block End	Definite Hotel
CONFIDENTIAL	184	1/29/2019	2/2/2019	The Don Cesar
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Courtyard by Marriott St. Petersburg/Clearwater
CONFIDENTIAL	243	12/2/2018	12/5/2018	The Don Cesar
CONFIDENTIAL	287	5/1/2019	5/5/2019	Sandpearl Resort
Association of Presbyterian Colleges & Universities	104	3/5/2019	3/7/2019	Clearwater Beach Marriott Suites on Sand Key
CONFIDENTIAL	605	11/12/2018	11/19/2018	Innisbrook Resort & Golf Club
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Holiday Inn Express Hotel & Suites St. Petersburg North
National Association of Community Health Centers	504	5/17/2020	5/22/2020	Wyndham Grand Resort Clearwater Beach
Carrousel, Inc.	300	6/26/2019	6/30/2019	Opal Sands Resort
Captive Resources LLC	195	1/20/2020	1/22/2020	Hyatt Regency Clearwater Beach Resort & Spa
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Staybridge Suites St. Pete Downtown
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Sirata Beach Resort
American Chemical Society	602	1/8/2021	1/16/2021	Hyatt Regency Clearwater Beach Resort & Spa
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Safety Harbor Resort & Spa
Skier's Choice	541	12/2/2018	12/9/2018	Wyndham Grand Resort Clearwater Beach
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Hilton Garden Inn Oldsmar
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Country Inn & Suites
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	La Quinta Inn St. Petersburg
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Comfort Inn & Suites
CONFIDENTIAL	240	9/2/2019	9/10/2019	Wyndham Grand Resort Clearwater Beach
Accenture LLP	425	6/8/2019	6/14/2019	Opal Sands Resort
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Holiday Inn Express-ICOT Center
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	SpringHill Suites / Residence Inn Clearwater Beach
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Fairfield Inn St. Petersburg/Clearwater
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Sleep Inn Clearwater
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Holiday Inn - St. Petersburg-Clearwater International Airport

Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	La Quinta Inn Clearwater/St. Petersburg Airport
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Holiday Inn Express Hotel & Suites Clearwater
Florida Marching Bands Coalition	1140	11/16/2018	11/18/2018	Hampton Inn & Suites Clearwater - Ulmerton
BBYO	60	3/28/2019	3/30/2019	Holiday Inn - St. Petersburg-Clearwater International Airport
American Chemical Society	602	1/6/2023	1/15/2023	Hyatt Regency Clearwater Beach Resort & Spa
University of South Florida Saint Petersburg	555	11/8/2018	11/17/2018	Hilton St. Petersburg Bayfront

TOTAL DEFINITE ROOM NIGHTS FOR NOVEMBER 2018: 24,827

45 LEADS DISTRIBUTED FOR NOVEMBER 2018

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Association of American Universities	220	2/18/2021	2/23/2021
Sheeley Family Reunion	120	7/23/2020	7/26/2020
Siemens Corporation	1104	11/16/2019	11/26/2019
Accenture LLP	419	6/8/2019	6/14/2019
Scarritt Group Inc.,	147	1/5/2019	1/9/2019
Bausch + Lomp,a division of Valeant Pharmaceuticals	160	1/13/2019	1/16/2019
Captive Resources LLC	195	1/20/2020	1/22/2020
US Army Reserve	240	5/13/2019	5/16/2019
US Army Reserve	36	1/12/2019	1/14/2019
Jabil	0	11/13/2018	11/15/2018
Synergy Solution Group	255	11/2/2019	11/6/2019
United States Sports Congress (US Sports Congress)	673	12/3/2020	12/10/2020
Isagenix International LLC	550	4/13/2020	4/17/2020
University of Florida- Leadership & Education Foundation, Inc. (UFLEF) Office of Conf. & Institutes	219	3/28/2020	4/3/2020
CONFIDENTIAL	605	11/12/2018	11/20/2018
National Association of Industrial & Office Properties	1843	10/14/2021	10/20/2021
CONFIDENTIAL	287	5/1/2019	5/5/2019
Intercept Pharmaceuticals	660	1/20/2019	1/24/2019
Future Industries Association	95	1/15/2019	1/18/2019
Carrousels, Inc.	300	6/26/2019	7/1/2019

CONFIDENTIAL	1675	11/5/2021	11/13/2021
CONFIDENTIAL	184	1/29/2019	2/2/2019
Jabil	100	11/11/2018	11/14/2018
Southeastern Electric Exchange	99	10/7/2019	10/10/2019
HelmsBriscoe - MASTER	52	8/9/2019	8/10/2019
ADP	672	11/4/2019	11/10/2019
CentralSquare Technologies	665	1/20/2019	1/24/2019
CONFIDENTIAL	240	9/2/2019	9/10/2019
Florida Marching Bands Coalition	0	11/16/2018	11/18/2018
Aerus	50	5/17/2019	5/18/2019
FCCServices Inc.	92	3/11/2019	3/14/2019
Association of Presbyterian Colleges & Universities	104	3/19/2019	3/22/2019
Conference USA	75	2/3/2020	2/5/2020
Dechra	760	7/28/2019	8/2/2019
American Frozen Food Institute	203	11/1/2019	11/6/2019
Dell	40	12/3/2018	12/4/2018
University of South Florida Saint Petersburg	555	11/8/2018	11/17/2018
Southern Historical Association	1635	11/4/2025	11/9/2025
NPELRA	1452	4/13/2023	4/20/2023
ADP	672	11/2/2020	11/7/2020
CONFIDENTIAL	262	10/4/2019	10/8/2019
Coast Guard Aviation Association	311	10/27/2019	11/1/2019
CONFIDENTIAL	243	12/2/2018	12/5/2018
Balboa Travel Management	45	1/28/2019	1/31/2019
Skier's Choice	541	12/2/2018	12/9/2018

TOTAL POSSIBLE ROOM NIGHTS FOR NOVEMBER 2018: 18,855

	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
TOTAL LEADS IN NOVEMBER:	45	61
YEAR TO DATE	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
Total room revenue	\$7,228,581	\$6,246,902
Total definite room nights	38,704	33,004
Total county impact	\$11,224,160	\$9,571,160