

MEETINGS & CONVENTIONS

December 2018

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

TRADE SHOWS AND TRAVEL

Northstar Leadership Summit, Monterey, CA
December 2 – 5, 2018 Attended: Suzanne Hackman

M&I Forum Transatlantic, Cancun, MX
December 9 – 13, 2018 Attended: Hortensia Simmons

INTERaction, San Diego, CA
December 12- 17, 2018 Attended: Tracy Connolly

DEFINITE ROOM NIGHTS

Confidential	119	2/19/2019	2/23/2019	Hyatt Regency Clearwater Beach Resort & Spa
Confidential	1250	6/14/2020	6/19/2020	Sirata Beach Resort
Confidential	600	8/24/2020	8/28/2020	Sirata Beach Resort
Structural Technology Group	120	11/14/2018	11/15/2018	Innisbrook Resort & Golf Club
Natl Association of Drug Diversion Investigators	190	3/31/2019	4/2/2019	Hilton St. Petersburg Bayfront
Association of Alternative News media	182	2/5/2019	2/9/2019	Sirata Beach Resort
Confidential	195	6/16/2019	6/21/2019	Clearwater Beach Marriott Suites on Sand Key
Confidential	164	1/28/2019	1/29/2019	Vinoy Renaissance St. Petersburg Resort & Golf Club
Advantage Village Academy	554	1/19/2019	1/22/2019	Staybridge Suites St. Pete Downtown
Confidential	262	10/4/2019	10/8/2019	Hyatt Regency Clearwater Beach Resort & Spa

Glass Art Society	100	1/23/2019	1/27/2019	Hyatt Place St. Petersburg Downtown
Confidential	560	5/18/2020	5/22/2020	Sirata Beach Resort
Advantage Village Academy	554	1/19/2019	1/22/2019	Sirata Beach Resort
Geopier Foundation Company	325	1/29/2019	2/2/2019	TradeWinds Island Resorts
Dell	40	12/3/2018	12/4/2018	Clearwater Beach Marriott Suites on Sand Key
Framatome	438	7/20/2019	7/25/2019	Wyndham Grand Resort Clearwater Beach
Tolbert-Eastman Wedding Room Block	20	11/8/2019	11/9/2019	Hotel Indigo
Confidential	320	11/14/2019	11/21/2019	TradeWinds Island Resorts
SANS Institute	465	9/6/2020	9/13/2020	Hyatt Regency Clearwater Beach Resort & Spa

TOTAL DEFINITE ROOM NIGHTS FOR DECEMBER 2018: 6,458

72 LEADS DISTRIBUTED FOR DECEMBER

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Glass Art Society	100	1/23/2019	1/27/2019
Confidential	320	11/14/2019	11/21/2019
Confidential	600	8/24/2020	8/28/2020
Dynamic Communities, Inc.	30	1/21/2019	1/23/2019
Hospitality Performance Network Global (HPN)	520	2/23/2020	2/26/2020
SANS Institute	465	9/6/2020	9/13/2020
National Coalition for Homeless Veterans	40	2/19/2019	2/20/2019
Doctors and Nurses Practice	590	9/15/2020	9/18/2020
ASSA ABLOY Door Security Solutions	30	12/10/2018	12/12/2018
Southern Gerontological Society	580	4/8/2019	4/14/2019
National Supreme Council, A. & A.S.R. Masons	1430	8/4/2022	8/13/2022
Flexential	102	4/14/2020	4/19/2020
American Society of Plastic Surgeons	946	2/24/2020	2/29/2020
Aha!	680	11/30/2019	12/5/2019
Florida A&M University	835	6/8/2020	6/15/2020
Geopier Foundation Company	325	1/29/2019	2/2/2019

Confidential	410	12/3/2018	12/6/2018
Confidential	847	12/2/2021	12/10/2021
World Outreach Ministries	0	12/23/2018	12/23/2018
CBA/AMI	136	6/19/2019	6/23/2019
Florida Plumbing Heating Cooling Contractors Association (FAPHCC)	70	6/19/2019	6/22/2019
Confidential	560	5/18/2020	5/22/2020
Hospitality Performance Network Global (HPN)	80	10/24/2019	10/26/2019
AMI	44	7/25/2019	7/27/2019
Joson-Rooney Wedding Room Block	20	11/15/2019	11/16/2019
Business Networking Group	195	3/22/2019	3/30/2019
Confidential	748	8/30/2020	9/6/2020
Confidential	195	6/16/2019	6/21/2019
CBA/AMI	136	11/13/2019	11/17/2019
Florida Sheriffs Association	1005	12/30/2021	1/4/2022
Simple Meetings	500	9/7/2020	9/10/2020
Confidential	363	10/17/2020	10/20/2020
Confidential	164	1/28/2019	1/29/2019
Florida A&M University	835	6/6/2022	6/13/2022
Jabil	400	6/5/2019	6/6/2019
Confidential	1350	1/25/2020	1/29/2020
Jabil	10	12/14/2018	12/14/2018
Confidential	528	4/22/2021	4/28/2021
Jabil	110	2/4/2019	2/7/2019
Professional Opticians of Florida	334	5/13/2020	5/17/2020
Kellen Atlanta	175	3/9/2020	3/14/2020
CASE	947	10/18/2020	10/24/2020
Summit Performance Group	51	3/11/2019	3/15/2019
FACTE spring 2019	24	2/27/2019	2/28/2019
GameTime	324	1/11/2020	1/16/2020
CBA/AMI	60	8/15/2019	8/17/2019
National Organization of Veterans Advocates	710	9/21/2021	9/25/2021
National Association of Criminal Defense Lawyers	520	2/18/2020	2/22/2020
The Empowerment Partnership	37	2/19/2019	2/24/2019
10up	755	6/15/2019	6/22/2019
Cardiovascular Credentialing International	150	2/11/2020	2/16/2020
Tolbert-Eastman Wedding Room Block	20	11/8/2019	11/9/2019
Youth for Christ	210	9/18/2019	9/22/2019
National Stepping Association	475	3/26/2020	3/28/2020
Five9	762	9/7/2019	9/12/2019
F2 Solutions	120	7/22/2019	7/26/2019

Confidential	1250	6/14/2020	6/19/2020
Structural Technology Group	120	11/14/2018	11/15/2018
Fraternal Order of Eagles	305	2/1/2020	2/6/2020
National SkillsUSA-VICA	225	8/14/2022	8/19/2022
Virbac Corporation	716	1/31/2020	2/7/2020
CrowdStrike	41	3/5/2019	3/10/2019
Adventist Health System	60	2/4/2019	2/7/2019
Southern Independent Booksellers Alliance	770	9/14/2022	9/18/2022
Advantage Village Academy	350	1/20/2019	1/22/2019
Lowndes, Drosdick, Doster, Kantor & Reed P.A.	160	6/7/2019	6/8/2019
Southeastern Electric Exchange	230	11/5/2019	11/7/2019
National Organization of Veterans Advocates	710	3/16/2021	3/20/2021
Down syndrome association	15	3/16/2019	3/16/2019
Confidential	119	2/19/2019	2/23/2019
Florida Records Management Association	755	5/24/2021	5/27/2021
Confidential	150	1/28/2019	1/30/2019

TOTAL POSSIBLE ROOM NIGHTS FOR DECEMBER 2018 -27,949

	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
TOTAL LEADS IN DECEMBER:	72	61
YEAR TO DATE	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
Total room revenue	\$8,241,104	\$8,885,959
Total definite room nights	45,133	46,095
Total county impact	\$12,655,020	\$13,367,550