

MEETINGS & CONVENTIONS

October 2019 TDC Report

Prepared by: Suzanne Hackman, Vice President of Business Development

TRADE SHOWS AND TRAVEL

Destination Southeast, Orlando, FL
October 3 – 5, 2019 Attended: Tina Berrien

Connect Medical, Houston, Texas
October 13 – 15, 2019 Attended: Hortensia Simmons

Connect Faith, Grand Rapids, MI
October 28 – 30, 2019 Attended: Hortensia Simmons

56 DEFINITE GROUPS FOR OCTOBER 2019

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Novelists, Inc.	1285	9/12/2025	9/23/2025
Confidential	155	8/24/2020	8/28/2020
Confidential	590	2/14/2020	2/22/2020
Suncoast Dixieland Jazz Society	1170	11/20/2019	11/24/2019
Covanta	850	10/28/2019	11/11/2019
Florida Society of Environmental Analysts	340	5/23/2021	5/30/2021
TAPPI	709	1/9/2021	1/17/2021
Bon Secours Mercy Health	140	2/17/2020	2/19/2020
The Institute for Functional Medicine	855	1/24/2021	2/3/2021
Flexographic Prepress Platemakers Association (FPPA)	110	3/18/2020	3/25/2020
Star Americas Software Solutions LLC	530	2/17/2020	2/21/2020
Aon Service Corporation	125	2/4/2020	2/8/2020
Association of Schools of Allied Health Professions	40	1/27/2020	1/29/2020
Infinite Computer Company	114	5/8/2019	5/11/2019

EisnerAmper	742	11/13/2019	11/20/2019
Nuclear Electric Insurance Limited	255	3/21/2020	3/27/2020
Novelists, Inc.	1285	9/15/2023	9/26/2023
Smart Marketer	200	1/6/2020	1/11/2020
Confidential	60	5/28/2020	5/30/2020
National Association of Mutual Insurance Companies	183	5/2/2020	5/6/2020
Data Recognition Corporation	210	10/27/2019	10/29/2019
Raymond James Financial, Inc.	100	10/2/2019	10/4/2019
Novelists, Inc.	1285	9/13/2024	9/24/2024
NHS Global Events	1042	4/17/2020	4/24/2020
Integra Business Systems, Inc.	185	10/23/2019	10/28/2019
Involta	355	1/19/2020	1/23/2020
American Orthotic & Prosthetic Association	310	1/8/2020	1/14/2020
Confidential	165	9/17/2020	9/20/2020
Confidential	403	4/3/2020	4/9/2020
Confidential	520	2/20/2021	2/25/2021
Barth Syndrome Foundation	885	7/16/2020	7/27/2020
Confidential	149	1/6/2020	1/10/2020
Global Stick and Blade Alliance	300	7/13/2020	7/18/2020
Suncoast Dixieland Jazz Society	1170	11/20/2019	11/24/2019
Northwestern Mutual Life	96	11/19/2019	11/21/2019
Confidential	947	12/31/2020	1/7/2021
Suncoast Dixieland Jazz Society	1170	11/20/2019	11/24/2019
ACCESS TCA, Inc.	245	2/11/2020	2/14/2020
Confidential	220	10/14/2019	10/18/2019
Raymond James Financial, Inc.	180	9/30/2019	10/2/2019
Ducks Unlimited	385	9/27/2019	10/1/2019
Herzing University	240	2/9/2020	2/10/2020
International Association of Commercial Collectors	355	1/19/2021	1/23/2021
UNICO National	175	3/15/2020	3/25/2020
R.Altman and Associates	588	9/20/2021	10/1/2021
Muller Martini	255	12/8/2019	12/15/2019
Conference Resources International	228	1/21/2020	1/25/2020
American Concrete Pipe Association	362	4/30/2021	5/5/2021
Weddings	20	11/15/2019	11/17/2019
Florida Council on Crime and Delinquency	94	10/31/2019	11/3/2019
TAPPI	709	1/8/2022	1/16/2022
Florida Association of Neonatal Nurse Practitioners (FANNP)	960	10/14/2019	10/20/2019
Steward Partners Global Advisory	550	11/4/2019	11/9/2019
Covanta	850	10/28/2019	11/11/2019

Confidential	253	3/8/2020	3/13/2020
Pall Corporation (a Danaher OpCo)	675	2/16/2020	2/21/2020

TOTAL DEFINITE ROOM NIGHTS FOR OCTOBER: 26,374

180 LEADS DISTRIBUTED FOR OCTOBER 2019

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Confidential	1003	1/29/2022	2/6/2022
Confidential	220	10/14/2019	10/18/2019
Ducks Unlimited	385	9/27/2019	10/1/2019
Covanta	850	10/28/2019	11/11/2019
PROFESSIONAL SKATERS ASSOCIATION	500	7/23/2021	7/24/2021
Novelists, Inc.	1285	9/12/2025	9/23/2025
TAPPI	709	1/9/2021	1/16/2021
Confidential	165	9/17/2020	9/20/2020
Veolia North America	570	4/26/2020	4/30/2020
International Association of Commercial Collectors	355	1/19/2021	1/23/2021
Spok, Inc.	803	10/3/2020	10/6/2020
LOMA	245	5/12/2020	5/15/2020
Pall Corporation (a Danaher OpCo)	675	2/16/2020	2/21/2020
Ingersoll Rand	1340	2/19/2021	2/26/2021
Connecture	134	2/4/2020	2/6/2020
FACE	1002	6/20/2021	6/26/2021
Confidential	249	3/8/2020	3/13/2020
Integra Business Systems, Inc.	185	10/23/2019	10/28/2019
Association to Advance Collegiate Schools of Business	637	11/13/2020	11/18/2020
Burke, Inc.	37	4/23/2020	4/25/2020
Land O'Lakes, Inc.	400	9/12/2020	9/18/2020
WellDyne Rx	30	10/28/2019	10/29/2019
FHLBank Topeka	377	2/20/2021	2/25/2021
Pekin Insurance	2705	11/1/2022	11/13/2022
Marcus Theatres	1830	2/21/2020	2/26/2020
Egencia an Expedia Company, Meetings & Incentives	418	2/10/2020	2/14/2020
Infinite Computer Company	114	5/8/2019	5/11/2019
Florida Surveying and Mapping Society	656	7/25/2022	7/30/2022
International Association of Commercial Collectors	355	1/26/2022	1/30/2022
Pekin Insurance	530	4/26/2022	5/3/2022

International Association of Better Business Bureaus	130	6/27/2020	6/30/2020
Dawson Academy	218	2/6/2020	2/9/2020
The Siegfried Group LLP	1008	5/11/2020	5/16/2020
Confidential	155	8/24/2020	8/28/2020
Association of Family Medicine Residency Directors	225	1/22/2020	1/25/2020
Public Relations Society of America	640	5/11/2021	5/14/2021
UNICO National	175	3/15/2020	3/25/2020
Building Service Contractors Association International (BSCAI)	398	4/18/2021	4/25/2021
Data Recognition Corporation	210	10/27/2019	10/29/2019
FlexLink Systems Inc	275	3/2/2020	3/6/2020
Scarritt Group Inc.,	211	1/20/2020	1/25/2020
ALTOUR	26	12/15/2019	12/16/2019
PROFESSIONAL SKATERS ASSOCIATION	985	5/21/2021	5/29/2021
ASCE	250	7/7/2021	7/10/2021
Print Services and Distribution Association	382	3/5/2021	3/10/2021
Applied Client Network	246	2/9/2020	2/14/2020
Confidential	212	7/25/2020	7/29/2020
American Automotive Leasing Association	23	3/2/2020	3/2/2020
Raymond James Financial, Inc.	180	9/30/2019	10/2/2019
Global Cynergies	60	2/21/2020	2/22/2020
American Orthotic & Prosthetic Association	310	1/8/2020	1/14/2020
AdventHealth	60	12/9/2019	12/11/2019
Generis	188	6/14/2021	6/18/2021
Confidential	947	12/31/2020	1/7/2021
Muller Martini	440	12/8/2019	12/15/2019
TAPPI	709	1/9/2021	1/17/2021
Florida School Boards Association	180	6/24/2020	6/26/2020
Florida Dietetic Association	881	7/9/2021	7/13/2021
Confidential	600	2/14/2020	2/22/2020
Herzing University	240	2/9/2020	2/10/2020
Burke, Inc.	159	4/26/2020	4/28/2020
Specialty Graphic Imaging Association	160	2/13/2021	2/16/2021
Novelists, Inc.	1285	9/13/2024	9/24/2024
Coastal Construction Products	76	4/2/2020	4/3/2020
2023 Health Professionals Biennial Conference: Southeastern	715	5/30/2023	6/3/2023
International Foundation of Employee Benefit Plans (IFEBC Services, LLC)	881	3/22/2022	3/31/2022
Mercer University	45	2/14/2020	2/16/2020
Theta Tau	38	1/16/2020	1/19/2020
SAP America, Inc.	325	1/5/2021	1/7/2021

Siemens Corporation	879	4/16/2021	4/24/2021
Zeta Phi Beta	60	3/27/2020	3/28/2020
HCA	33	1/28/2020	1/30/2020
Federation of American Societies/Experimental Biology	1265	6/2/2021	6/9/2021
Florida Council on Crime and Delinquency	94	10/31/2019	11/3/2019
Confidential	186	6/9/2021	6/12/2021
National Council for History Education	615	3/8/2022	3/13/2022
Barth Syndrome Foundation	885	7/16/2020	7/27/2020
The College Board- Reston VA Regional Office	325	4/2/2020	4/5/2020
Northwestern Mutual Life	96	11/19/2019	11/21/2019
Porex	710	2/1/2020	2/6/2020
Association of American Medical Colleges	119	3/28/2020	3/30/2020
Thermo Fisher (PA)	20	11/18/2019	11/19/2019
EIG Services, Inc.	341	1/23/2021	1/28/2021
International Milk Haulers Association (IMHA)	382	4/16/2021	4/20/2021
Florida House on Capitol Hill	95	9/22/2020	9/24/2020
HelmsBriscoe	240	2/17/2020	2/20/2020
Star Americas Software Solutions LLC	530	2/17/2020	2/21/2020
HelmsBriscoe	470	1/31/2021	2/3/2021
Lucro Commercial Solutions	270	3/14/2021	3/17/2021
Syncopate Meetings and Events	425	4/16/2020	4/19/2020
Ocean Spray Cranberries, Inc.	535	2/22/2021	2/27/2021
Steward Partners Global Advisory	550	11/4/2019	11/9/2019
Kubicki Draper	335	10/15/2020	10/18/2020
Graduate Management Admission Council	510	1/18/2021	1/22/2021
Sabert Corporation	255	2/22/2021	2/24/2021
NHS Global Events	571	3/4/2021	3/8/2021
Confidential	540	1/17/2021	1/22/2021
Werner Co.	210	2/3/2020	2/5/2020
State Farm Mutual Automobile Insurance Company	1100	1/26/2020	1/29/2020
Hamamatsu Corporation	206	5/4/2020	5/8/2020
Conference Resources International	228	1/21/2020	1/25/2020
Bon Secours Mercy Health	140	2/17/2020	2/19/2020
Association of Veteran Affairs Nurse Anesthetists	198	5/12/2021	5/15/2021
Confidential	1350	1/23/2021	1/28/2021
ACCESS TCA, Inc.	243	2/11/2020	2/14/2020
American Coal Ash Association	210	1/24/2021	1/27/2021
Confidential	60	5/28/2020	5/30/2020
Raymond James Financial, Inc.	100	10/2/2019	10/4/2019
Travel and Transport, Inc.	169	4/7/2021	4/11/2021
Novelists, Inc.	1285	9/15/2023	9/26/2023

Hospitality Performance Network Global (HPN)	243	10/5/2020	10/9/2020
Applied Frameworks	33	1/12/2020	1/14/2020
Fitch & Associates	2195	7/16/2021	7/24/2021
Troutman Sanders	256	4/21/2020	4/25/2020
Association of American Medical Colleges	536	2/22/2021	2/25/2021
Tech Data Corporation	61	1/21/2020	1/23/2020
MaidPro Franchising	770	3/3/2021	3/8/2021
Confidential	403	4/3/2020	4/9/2020
Florida Association of Special Districts	35	4/22/2020	4/23/2020
National Automatic Sprinkler Industry	327	10/18/2020	10/25/2020
Confidential	149	1/6/2020	1/10/2020
PepsiCo, Inc	60	12/3/2019	12/4/2019
Biodesix	331	1/31/2021	2/5/2021
Rotary International	1035	11/14/2021	11/21/2021
Robert Half International (RHI)	80	1/28/2020	1/29/2020
Competency-Based Education Network	1583	10/16/2022	10/23/2022
Southern Association of Student Employment Administrators (SASEA)	186	5/31/2020	6/5/2020
Aon Service Corporation	125	2/4/2020	2/8/2020
United Methodist Women	429	4/12/2021	4/16/2021
Johnson Controls, Inc.	401	1/21/2020	1/27/2020
American Legion, Department of Florida	1002	11/3/2022	11/5/2022
Pitney Bowes, Inc.	160	1/11/2020	1/16/2020
Confidential	22	12/3/2019	12/5/2019
CHS, Inc.	558	9/19/2020	9/23/2020
ATIS	300	1/13/2020	1/14/2020
Flexographic Prepress Platemakers Association (FPPA)	110	3/18/2020	3/25/2020
Confidential	160	12/13/2019	12/14/2019
Publix Supermarkets	50	8/5/2020	8/6/2020
ConferenceDirect	142	4/25/2020	4/30/2020
Houghton Mifflin Harcourt	25	12/10/2019	12/10/2019
National Conference of State Legislatures	125	12/13/2020	12/16/2020
Zurich North America (New York)	64	4/13/2020	4/17/2020
Colgate-Palmolive	560	3/15/2020	3/19/2020
Florida Association of Neonatal Nurse Practitioners (FANNP)	960	10/14/2019	10/20/2019
Altour	90	12/16/2019	12/17/2019
Smart Communications	442	5/4/2020	5/8/2020
Confidential	345	4/30/2020	5/3/2020
L'Oreal USA	280	7/27/2020	7/30/2020
IFM Efactor	290	1/14/2020	1/17/2020
Relievent Med Systems	62	1/27/2020	1/31/2020

National Credit Union Administration	85	1/6/2020	1/9/2020
Florida Society of Environmental Analysts	340	5/23/2021	5/30/2021
3M Global Sales Operations	184	4/5/2020	4/9/2020
P3Crops	175	6/11/2020	6/14/2020
Tampa Bay Chapter of Federal Bar Association	420	5/26/2020	5/30/2020
Involta	355	1/19/2020	1/23/2020
Weddings	20	11/15/2019	11/17/2019
National Telecommunications Cooperative Association	425	3/25/2021	3/31/2021
Nuclear Electric Insurance Limited	255	3/21/2020	3/27/2020
Monotype Imaging, Inc.	600	1/12/2020	1/14/2020
Competency-Based Education Network	1583	10/18/2020	10/25/2020
TAPPI	709	1/8/2022	1/16/2022
Pekin Insurance	2676	10/31/2022	11/13/2022
Confidential	520	2/20/2021	2/25/2021
HelmsBriscoe	330	2/24/2021	2/28/2021
Balboa Travel Incorporated	162	1/6/2020	1/8/2020
Associaiton of Nutrition & Foodservice Professionals	22	1/9/2020	1/10/2020
CryoLife	387	1/16/2021	1/20/2021
College Swimming & Diving Coaches Association of America (CSCAA)	545	4/23/2021	4/29/2021
National Shooting Sports Foundation	280	5/30/2021	6/1/2021
NHS Global Events	1225	4/17/2020	4/24/2020
Meetings and Incentives	105	2/25/2020	3/1/2020
Pall Corporation (a Danaher OpCo)	207	1/27/2020	1/30/2020
HelmsBriscoe	100	5/11/2020	5/12/2020
Hospitality Performance Network Global (HPN)	340	7/11/2020	7/16/2020
National Association for Children's Behavioral Health	404	11/30/2020	12/4/2020
Strategic Event Solutions	200	10/21/2020	10/25/2020
DC	875	5/10/2020	5/14/2020
Wallcovering Association	395	1/24/2020	1/29/2020
COLA	700	4/1/2020	4/4/2020

TOTAL POSSIBLE ROOM NIGHTS FOR OCTOBER 2019: 79,456

	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
LEADS IN OCTOBER:	180	102

YEAR TO DATE	<u>FY 2018/2019</u>	<u>FY 2017/2018</u>
Total room revenue	\$4,493,804	\$6,010,933
Total definite room nights	23,369	34,388
Total county impact	\$11,995,336	\$9,972,520