

# MEETINGS & CONVENTIONS

## January 2020 TDC Report

Prepared by: Suzanne Hackman, Vice President of Business Development

### TRADE SHOWS AND TRAVEL

**PCMA, San Francisco, CA**

**January 4 – 9, 2020 Attended: Suzanne Hackman, Tina Berrien, Renee Prine**

**Florida CVB's Client Event, Tallahassee, FL**

**January 15 – 17, 2020 Attended: Tina Berrien**

**SITE Global, Vancouver, Canada**

**January 24 – 29, 2020 Attended: Suzanne Hackman & Tracy Connolly**

### 27 DEFINITE GROUPS FOR JANURARY 2020

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Raymond James Financial, Inc.	100	1/15/2020	1/17/2020
Confidential	121	1/28/2020	2/2/2020
International Academy of Independent Medical Evaluators (IAIME)	563	1/11/2021	1/17/2021
Crothall Healthcare	73	2/23/2020	2/27/2020
TD Williamson	180	1/20/2020	1/24/2020
Confidential	730	10/2/2020	10/8/2020
Fraternal Order of Eagles	390	2/1/2020	2/6/2020
Thryv	60	1/27/2020	1/29/2020
Joint Council of Librarians of Color Inc. (JCLC Inc.)	1822	10/1/2022	10/10/2022
Raymond James Financial, Inc.	100	4/29/2020	5/1/2020
Confidential	540	1/17/2021	1/22/2021
Confidential	280	9/10/2020	9/13/2020
Citigroup	490	3/28/2020	4/1/2020
Thomas Howell Ferguson, P.A.	120	10/16/2019	10/17/2019
Khameleon Software	220	9/12/2020	9/17/2020

Confidential	496	2/25/2021	3/5/2021
Hospitality Performance Network Global (HPN)	33	3/9/2020	3/12/2020
ServiceSource	85	11/5/2020	11/6/2020
International Association of Fire Fighters	1260	11/29/2020	12/4/2020
Confidential	900	2/13/2021	2/18/2021
Confidential	780	1/17/2020	1/23/2020
ServiceSource	25	5/14/2020	5/16/2020
Confidential	150	2/20/2020	2/23/2020
Technical Women's Organization	403	7/17/2020	7/26/2020
African American Credit Union Coalition	865	8/3/2020	8/9/2020
University of South Florida - American Society of Neural Transplantation, Therapy, & Repair (ASNTR)	265	4/21/2020	4/26/2020
Tubelite, Inc.	198	2/9/2020	2/13/2020

**TOTAL DEFINITE ROOM NIGHTS FOR JANUARY: 11,249**

**101 LEADS DISTRIBUTED FOR JANUARY 2020**

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
R F Smart	60	5/2/2020	5/4/2020
Hospitality Performance Network Global (HPN)	390	4/22/2020	4/27/2020
Southeastern Electric Exchange	80	10/12/2020	10/14/2020
Confidential	280	9/10/2020	9/13/2020
Confidential	190	2/16/2021	2/20/2021
God Said Glow	300	10/8/2020	10/12/2020
Hospitality Performance Network Global (HPN)	45	2/5/2021	2/8/2021
Kluber Lubrication	378	1/9/2021	1/15/2021
Raymond James Financial, Inc.	100	1/15/2020	1/17/2020
Confidential	900	2/13/2021	2/18/2021
American Medical Informatics Association	120	2/4/2021	2/6/2021
The Nonprofit Alliance	370	9/14/2020	9/18/2020
CrewRooms International	3293	2/17/2020	4/16/2020
Alpha Phi Alpha Fraternity	15	3/14/2020	3/15/2020
Achieving the Dream	500	6/14/2020	6/18/2020
FirstService Residential	40	2/10/2020	2/12/2020
QVC, Inc	574	4/19/2020	4/23/2020
--None--	0	3/8/2020	3/13/2020

Visiting Angels	245	3/12/2022	3/19/2022
American Bar Association	730	4/17/2023	4/22/2023
Construction Co. Incentive	96	1/7/2021	1/11/2021
Tillman	150	7/22/2021	7/24/2021
ServiceSource	85	11/5/2020	11/6/2020
Arrow Electronics	130	5/13/2020	5/17/2020
Hospitality Performance Network Global (HPN)	105	6/18/2020	6/21/2020
Delaware St. Missionary Baptist Church	490	6/13/2020	6/19/2020
Confidential	780	1/17/2020	1/23/2020
North American Miller's Association	465	3/17/2023	3/21/2023
Siemens Corporation	80	2/4/2020	2/6/2020
BST Global	60	10/18/2020	10/20/2020
Confidential	105	4/24/2020	4/30/2020
Mercedes-Benz Financial Services and Daimler Truck Financial	126	1/12/2021	1/14/2021
Council for Advancement and Support of Education	860	2/2/2020	2/7/2020
DocuWare Corporation	1826	4/21/2022	4/29/2022
CED Greentech	235	4/27/2020	4/29/2020
Center for Climate and Energy Solutions	383	2/27/2021	3/4/2021
Carnegie Learning	155	5/11/2020	5/14/2020
Combined Council of America's Credit Union (CCACU)	225	9/7/2021	9/11/2021
Tech Data Corporation	525	6/8/2020	6/10/2020
Blue Cross Blue Shield of FL C/O Martiz Travel- PA	442	4/23/2022	4/29/2022
Confidential	150	2/20/2020	2/23/2020
CoreLogic	500	1/27/2021	1/28/2021
Confidential	315	10/26/2020	10/29/2020
Weddings	50	6/19/2020	6/21/2020
Seventh-day Adventists - North American Division	692	4/15/2021	4/22/2021
National Association of State Facilities Administrators (NASFA)	360	6/10/2021	6/17/2021
CrowdStrike	71	3/9/2020	3/16/2020
Colgate-Palmolive	1205	5/22/2021	5/29/2021
Verizon (NJ)	30	4/1/2020	4/2/2020
Lockheed Martin	57	1/28/2020	1/30/2020
Vizient, Inc	330	11/1/2020	11/4/2020
Thomas Howell Ferguson, P.A.	120	10/16/2019	10/17/2019
Raymond James Financial, Inc.	100	4/29/2020	5/1/2020
Rockwell Automation	330	2/29/2020	3/5/2020
University of South Florida - American Society of Neural Transplantation, Therapy, & Repair (ASNTR)	265	4/21/2020	4/26/2020
Southeastern Electric Exchange	24	9/29/2020	10/1/2020

Confidential	150	5/6/2020	5/8/2020
Hospitality Performance Network Global (HPN)	113	4/9/2021	4/12/2021
Jabil	220	2/24/2020	2/27/2020
Citigroup	490	3/28/2020	4/1/2020
Novo Nordisk Inc.	30	2/10/2020	2/12/2020
National Electrical Manufacturers Association	145	11/9/2020	11/13/2020
Nutricia North America	36	2/10/2020	2/13/2020
Prevue Meetings + Incentives	102	1/18/2021	1/19/2021
TRICHOLOGISTS ON A MISSION	95	6/7/2020	6/10/2020
Entrepreneurs and Professional Network (EPNET)	57	10/28/2020	11/4/2020
Center for Climate and Energy Solutions	383	2/20/2022	2/25/2022
Citi Latin America	491	3/27/2021	3/31/2021
American Council of Life Insurers	347	3/31/2022	4/6/2022
National Electrical Manufacturers Association	36	3/29/2020	3/31/2020
Gemcenterretreats	0	4/6/2020	4/16/2020
Confidential	22	1/28/2020	2/2/2020
TRICHOLOGISTS ON A MISSION	475	3/13/2020	3/17/2020
International Academy of Independent Medical Evaluators (IAIME)	563	1/11/2021	1/17/2021
Hospitality Performance Network Global (HPN)	410	6/20/2021	6/27/2021
Thryv	60	1/27/2020	1/29/2020
International Coaching Federation	46	3/11/2020	3/14/2020
International Association of Fire Fighters	1260	11/29/2020	12/4/2020
Tripwire	46	9/14/2020	9/16/2020
Megan Huber	72	10/26/2020	10/28/2020
Southeastern Electric Exchange	20	9/27/2020	9/29/2020
Confidential	730	10/2/2020	10/8/2020
Confidential	180	8/10/2020	8/13/2020
Association College Honor Societies	180	2/16/2021	2/20/2021
Siemens Corporation	36	2/25/2020	2/28/2020
Volvo Cars Europe	240	3/8/2021	3/14/2021
Teva Pharmaceuticals	17	1/30/2020	2/1/2020
GovSmart Inc	130	2/16/2020	2/20/2020
Khameleon Software	220	9/12/2020	9/17/2020
Sportsman Boats	210	7/25/2020	7/28/2020
American Bar Association	650	2/29/2020	3/6/2020
Hospitality Performance Network Global (HPN)	390	4/28/2020	5/3/2020
Tubelite, Inc.	198	2/9/2020	2/13/2020
UnitedHealth Group, Inc.	273	4/19/2020	4/24/2020
Event Pro Productions (EPP)	100	2/4/2021	2/7/2021
Biocompatibles, Inc.	75	2/16/2020	2/20/2020

Thermo Fisher Scientific-MASTER	75	3/30/2020	4/1/2020
Citizens Bank	240	5/25/2021	5/27/2021
Hospitality Performance Network Global (HPN)	305	3/15/2021	3/19/2021
Franklin Templeton Companies	116	12/7/2021	12/9/2021
Amazon	0	10/18/2019	11/15/2019

**TOTAL POSSIBLE ROOM NIGHTS FOR JANURARY 2020: 30,566**

<b>LEADS IN JANURARY:</b>	<b><u>FY 2019/2020</u></b>	<b><u>FY 2018/2019</u></b>
	<b>101</b>	<b>111</b>

<b>YEAR TO DATE</b>	<b><u>FY 2019/2020</u></b>	<b><u>FY 2018/2019</u></b>
<b>Total room revenue</b>	<b>\$12,092,132</b>	<b>\$11,616,750</b>
<b>Total definite room nights</b>	<b>55,531</b>	<b>60,706</b>
<b>Total county impact</b>	<b>\$25,522,944</b>	<b>\$16,935,130</b>