

MEETINGS & CONVENTIONS

November 2020 TDC Report

Prepared by: Suzanne Hackman, Vice President of Business Development

TRADE SHOWS AND TRAVEL

No travel.

8 DEFINITE GROUPS FOR NOVEMBER 2020

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Confidential	693	10/14/2022	10/22/2022
HelmsBriscoe - MASTER	60	5/26/2021	5/29/2021
Confidential	262	6/19/2021	6/25/2021
Zenith American Solutions	195	6/27/2021	6/30/2021
Rexair, LLC	958	4/9/2021	4/16/2021
ConferenceDirect	42	1/28/2021	1/29/2021
Confidential	354	1/7/2022	1/12/2022
Confidential	675	10/13/2023	10/21/2023

TOTAL DEFINITE ROOM NIGHTS FOR NOVEMBER: 3,239

31 LEADS DISTRIBUTED FOR NOVEMBER 2020

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Florida Apartment Association	55	5/19/2021	5/20/2021
Alpha Epsilon Pi	160	4/15/2022	4/18/2022
HelmsBriscoe	20	4/9/2021	4/10/2021
Bible Bowl	300	6/5/2023	6/7/2023
Zenith American Solutions	195	6/27/2021	6/30/2021
RedVector	20	1/12/2021	1/14/2021

CAVU Group	302	4/14/2021	4/18/2021
Confidential	354	1/7/2022	1/12/2022
National Automatic Sprinkler Industry	327	10/17/2021	10/24/2021
The Radiosurgery Society	495	8/16/2021	8/21/2021
Roof Max	30	1/28/2021	1/30/2021
Novo Nordisk Inc.	2412	9/16/2021	9/24/2021
Confidential	563	10/13/2023	10/21/2023
United Benefit Advisors	335	1/30/2021	2/2/2021
HelmsBriscoe	33	3/19/2021	3/21/2021
Functional Aging Institute	325	6/8/2022	6/11/2022
Bible Bowl	300	12/5/2022	12/7/2022
Alpha Epsilon Pi	59	5/5/2023	5/8/2023
Subscription Trade Association	1400	5/30/2022	6/3/2022
ConferenceDirect	42	1/28/2021	1/29/2021
Lyke Foundation	400	6/13/2023	6/17/2023
Cadence Meetings & Incentives	101	12/13/2020	12/17/2020
Confidential	693	10/14/2022	10/22/2022
Lyke Foundation	525	6/14/2022	6/18/2022
WAPMU	55	1/22/2021	1/23/2021
Outreach Restoration Church	260	7/14/2021	7/18/2021
International Association of Fire Chiefs (IAFC)	1360	11/9/2025	11/15/2025
Alpha Epsilon Pi	250	1/8/2023	1/9/2023
American Sportfishing Association	469	10/4/2021	10/9/2021
HelmsBriscoe	20	12/3/2021	12/4/2021
GuidePoint Security LLC	1851	2/3/2022	2/11/2022

TOTAL POSSIBLE ROOM NIGHTS FOR NOVEMBER 2020: 13,711

LEADS IN NOVEMBER:	<u>FY 2020/2021</u>	<u>FY 2019/2020</u>
	31	159

YEAR TO DATE	<u>FY 2020/2021</u>	<u>FY 2019/2020</u>
Total room revenue	\$ 2,618,537	\$ 6,127,391
Total definite room nights	5,561	32,683
Total county impact	\$ 2,178,372	\$ 14,579,126