

MEETINGS & CONVENTIONS

October 2020 TDC Report

Prepared by: Suzanne Hackman, Vice President of Business Development

TRADE SHOWS AND TRAVEL

Smart Meetings, Denver, Co
October 10-14, 2020 Attended: Tracy Connolly

Smart Meetings, Nashville, TN
November 8-10, 2020 Attended: Tina Berrien

Connect Marketplace, Orlando, FL
October 19-21 Attended: Suzanne, Hortensia and Jill

8 DEFINITE GROUPS FOR OCTOBER 2020

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
Confidential	425	10/12/2020	10/18/2020
American Hellenic Educational Progressive Association	100	10/19/2020	10/23/2020
Insurance Advertising Compliance Association (IAdCA)	200	4/18/2022	4/22/2022
Confidential	432	9/23/2021	10/3/2021
International Packaged Ice Association	100	11/9/2020	11/13/2020
Clearwater Systems	48	1/21/2021	1/22/2021
Confidential	823	1/15/2021	1/25/2021
National Association for Children's Behavioral Health	194	11/29/2021	12/4/2021

TOTAL DEFINITE ROOM NIGHTS FOR OCTOBER: 2,322

37 LEADS DISTRIBUTED FOR OCTOBER 2020

Group Name	Total Room Nights Possible	Room Block Begin	Room Block End
National Electrical Manufacturers Association and Medical Imaging Manufacturers mag	60	3/21/2021	3/26/2021
Care Net	2270	9/9/2024	9/14/2024
Hospitality Performance Network Global (HPN)	90	3/3/2021	3/7/2021
Meeting Expectations	30	10/19/2020	10/22/2020
PSIvet	145	2/7/2021	2/11/2021
GovSmart Inc	130	12/9/2020	12/13/2020
American Benefits Council	295	2/25/2022	3/2/2022
US Coast Guard	957	10/20/2020	12/13/2020
Board of Registered Polysomnographic Technologists	30	10/14/2021	10/17/2021
Total Health Immersions	400	10/7/2021	10/15/2021
National Board Inspection Code (NBIC)	260	1/9/2021	1/15/2021
Florida Society of Association Executives	47	11/3/2021	11/5/2021
Triptych Planning	660	10/21/2020	10/26/2020
Cat Writers' Association	100	9/22/2021	9/25/2021
Rexair, LLC	528	4/9/2021	4/16/2021
Confidential	425	10/12/2020	10/18/2020
EventPrep	110	3/11/2021	3/13/2021
Physicians Business Solutions	30	8/26/2021	8/28/2021
Confidential	199	1/27/2024	2/3/2024
National Council of University Research Administrators (NCURA)	925	4/27/2022	5/5/2022
Latham Hi-Tech Seeds	75	1/21/2021	1/24/2021
Hospitality Performance Network Global (HPN)	1805	3/22/2021	4/5/2021
Hospitality Performance Network Global (HPN)	680	1/7/2023	1/12/2023
Florida Council of Teachers of Mathematics	810	6/6/2022	6/11/2022
Confidential	1584	2/22/2025	3/1/2025
Confidential	1350	1/20/2024	1/24/2024
Educational & Institutional Insurance Administrators, Inc. (EIIA)	120	5/18/2021	5/21/2021
Confidential	825	1/15/2021	1/25/2021
Accommodations 4 All	319	10/21/2020	10/25/2020
MaxLiving	90	4/15/2021	4/17/2021
Insurance Advertising Compliance Association (IAAdCA)	200	4/18/2022	4/22/2022
Confidential	425	10/12/2021	10/18/2021
Hospitality Performance Network Global (HPN)	820	11/28/2021	12/3/2021

Neuronetics	375	1/16/2021	1/21/2021
Hospitality Performance Network Global (HPN)	5500	3/25/2021	4/5/2021
Educational & Institutional Insurance Administrators, Inc. (EIIA)	119	4/19/2021	4/23/2021
Jack and Jill of America, Inc.	2197	6/12/2023	6/18/2023

TOTAL POSSIBLE ROOM NIGHTS FOR OCTOBER 2020: 24,985

	<u>FY 2020/2021</u>	<u>FY 2019/2020</u>
LEADS IN OCTOBER:	37	176

	<u>FY 2020/2021</u>	<u>FY 2019/2020</u>
YEAR TO DATE		
Total room revenue	\$ 1,954,367	\$ 4,488,119
Total definite room nights	2,322	23,184
Total county impact	\$ 876,996	\$ 11,089,730