

MEETINGS & CONVENTIONS

JANUARY 2017

**Prepared by: Suzanne Scully
Director**

TRADE SHOWS AND TRAVEL

PCMA Annual Meeting – Austin, Texas

January 7-12, 2017 Attended: Hortensia Simmons & Jill Brown

ESPA Annual Meeting – Austin, Texas

January 4–8, 2017 Attended: Renee Prine

FUTURE TRAVEL

Carolinas Road Show – North & South Carolina

February 1-3, 2017 Attending: Hortensia Simmons

RCMA – Chicago, Illinois

February 5-10, 2017 Attending: Hortensia Simmons

SITE VISITS FOR JANUARY

IKO- AMEX - 347 Possible Room Nights

Geographic Solutions – 275 Possible Room Nights

AEF – 300 Possible Room Nights

ADMIS – 440 Possible Room Nights

30 DEFINITE GROUPS FOR JANUARY 2017

| Group Name | Total Room Nights | Room Block Begin | Room Block End | Location |
|-------------|-------------------|------------------|----------------|--------------------------|
| IDEAlliance | 108 | 1/31/2017 | 2/4/2017 | Sheraton Sand Key Resort |

| | | | | |
|--|------|------------|------------|---|
| Confidential | 33 | 1/24/2017 | 1/26/2017 | Sheraton Sand Key Resort |
| ProAg | 172 | 1/22/2017 | 1/25/2017 | Sheraton Sand Key Resort |
| Confidential | 504 | 8/1/2017 | 8/4/2017 | Innisbrook Resort & Golf Club |
| Alliance for Children & Families | 320 | 2/14/2017 | 2/23/2017 | Sheraton Sand Key Resort |
| Florida Marching Bands Coalition | 1183 | 11/11/2016 | 11/12/2016 | Various Hotels |
| Credit Union Conferences | 1575 | 10/7/2018 | 10/11/2018 | TradeWinds Island Resorts |
| International Foodservice Distributors Association | 479 | 7/21/2017 | 7/24/2017 | Vinoy Renaissance St. Petersburg Resort & Golf Club |
| Phi Beta Sigma Fraternity, Inc. | 185 | 1/19/2017 | 1/21/2017 | Innisbrook Resort & Golf Club |
| VERTIV-Electrical Reliability Services | 105 | 2/20/2017 | 2/22/2017 | Wyndham Grand Resort Clearwater Beach |
| Confidential | 720 | 1/27/2017 | 2/2/2017 | Sheraton Sand Key Resort |
| Raymond James Financial & Associates Inc. | 140 | 2/13/2017 | 2/17/2017 | Homewood Suites by Hilton |
| Dialysis Clinics, Incorporated (DCI) | 2099 | 10/19/2021 | 10/26/2021 | TradeWinds Island Resorts |

| | | | | |
|---|-----|------------|------------|---|
| Confidential | 98 | 2/5/2017 | 2/8/2017 | Sheraton Sand Key Resort |
| Bullard Company | 220 | 2/20/2017 | 2/23/2017 | Clearwater Beach Marriott Suites on Sand Key |
| Confidential | 61 | 3/2/2017 | 3/5/2017 | TradeWinds Island Resorts |
| Accident Fund Holdings, Inc. | 117 | 1/17/2017 | 1/19/2017 | The Kimpton Hotel Zamora |
| Florida Electric Cooperatives Association | 519 | 7/28/2017 | 8/4/2017 | The Don Cesar |
| Meeting Element | 300 | 6/11/2017 | 6/14/2017 | Hyatt Regency Clearwater Beach Resort & Spa |
| Allied Health Media | 255 | 11/27/2017 | 11/30/2017 | Vinoy Renaissance St. Petersburg Resort & Golf Club |
| International Association for Dental Research | 106 | 12/1/2017 | 12/6/2017 | Vinoy Renaissance St. Petersburg Resort & Golf Club |
| Moffitt Cancer Center | 345 | 4/29/2017 | 5/2/2017 | Vinoy Renaissance St. Petersburg Resort & Golf Club |

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|---|------|-----------|-----------|-------------------------------|
| Adventist Health System | 160 | 4/5/2017 | 4/6/2017 | Sheraton Sand Key Resort |
| Confidential | 80 | 1/26/2017 | 1/28/2017 | TradeWinds Island Resorts |
| Confidential | 734 | 1/15/2018 | 1/19/2018 | TradeWinds Island Resorts |
| National Electrical Manufacturers Association | 246 | 3/5/2017 | 3/24/2017 | Sheraton Sand Key Resort |
| Confidential | 1670 | 1/19/2018 | 1/25/2018 | TradeWinds Island Resorts |
| Confidential | 54 | 1/22/2017 | 1/23/2017 | Sheraton Sand Key Resort |
| Skyward Inc. | 612 | 2/25/2019 | 2/28/2019 | TradeWinds Island Resorts |
| Future Industries Association | 86 | 1/17/2017 | 1/20/2017 | Innisbrook Resort & Golf Club |

TOTAL DEFINITE ROOM NIGHTS FOR JANUARY 2017: 13,286

45 LEADS DISTRIBUTED FOR JANUARY 2017

| Group Name | Total Room Nights Possible | Room Block Begin | Room Block End |
|--|----------------------------|------------------|----------------|
| National Electrical Manufacturers Association | 231 | 3/5/2017 | 3/23/2017 |
| Bullard Company | 220 | 2/20/2017 | 2/23/2017 |
| Association for Healthcare Document Integrity (ahdi) | 352 | 7/17/2018 | 7/21/2018 |
| Raymond James Financial & Associates Inc. | 140 | 2/13/2017 | 2/17/2017 |
| Credit Union Conferences | 1575 | 10/7/2018 | 10/11/2018 |
| Informed Meetings Exchange | 61 | 2/28/2017 | 3/3/2017 |

| | | | |
|--|------|------------|------------|
| Confidential | 685 | 9/10/2017 | 9/15/2017 |
| HelmsBriscoe - MASTER | 125 | 9/7/2017 | 9/9/2017 |
| Florida Retail Federation | 10 | 10/16/2017 | 10/17/2017 |
| Confidential | 755 | 11/11/2017 | 11/17/2017 |
| ServiceSource | 81 | 3/20/2017 | 3/22/2017 |
| International Foodservice Distributors Association | 479 | 7/21/2017 | 7/24/2017 |
| Tech Data Corporation | 339 | 4/4/2017 | 4/7/2017 |
| Heidelberg High School 50th Reunion | 180 | 10/12/2017 | 10/14/2017 |
| The Restored Church of God | 785 | 9/22/2018 | 10/1/2018 |
| Applied Systems | 330 | 1/28/2018 | 1/31/2018 |
| Confidential | 734 | 1/15/2018 | 1/19/2018 |
| Southern Gerontological Society | 540 | 4/8/2019 | 4/13/2019 |
| National Electrical Manufacturers Association | 91 | 2/4/2017 | 2/11/2017 |
| Siemens Energy | 35 | 10/13/2016 | 10/14/2016 |
| American College of Veterinary Ophthalmologists (ACVO) | 1495 | 10/5/2020 | 10/11/2020 |
| American Massage Therapy Association | 210 | 2/13/2018 | 2/16/2018 |
| YES! Communities Management | 150 | 2/28/2017 | 3/2/2017 |
| Dialysis Clinics, Incorporated (DCI) | 2099 | 10/19/2021 | 10/26/2021 |
| Donald G. Ray & Associates | 50 | 6/1/2017 | 6/3/2017 |
| Gooderham & Associates Inc. | 665 | 5/5/2019 | 5/10/2019 |
| Brookside Laboratories, Inc. | 231 | 1/26/2018 | 2/1/2018 |
| Florida Electric Cooperatives Association | 519 | 7/28/2017 | 8/4/2017 |
| Insurance Marketing Institute | 170 | 10/31/2017 | 11/3/2017 |
| National Association of Telecommunications Officers and Advisors | 1125 | 9/22/2018 | 9/29/2018 |
| Beta Gamma Sigma | 1330 | 11/1/2017 | 11/5/2017 |
| Confidential | 61 | 3/2/2017 | 3/5/2017 |
| Wellcare Health Plan, Inc. | 48 | 2/28/2017 | 3/2/2017 |
| Confidential | 504 | 8/1/2017 | 8/4/2017 |
| Phi Beta Sigma Fraternity, Inc. | 185 | 1/19/2017 | 1/21/2017 |
| Applied Systems | 33 | 5/9/2017 | 5/11/2017 |
| Accident Fund Holdings, Inc. | 117 | 1/17/2017 | 1/19/2017 |
| Alliance for Children & Families | 343 | 2/14/2017 | 2/23/2017 |
| Confidential | 54 | 1/22/2017 | 1/23/2017 |
| Allied Health Media | 255 | 11/27/2017 | 11/30/2017 |

| | | | |
|--|------|------------|------------|
| Confidential | 655 | 1/12/2018 | 1/20/2018 |
| ServiceSource | 30 | 5/17/2017 | 5/19/2017 |
| Moffitt Cancer Center | 345 | 4/29/2017 | 5/2/2017 |
| Confidential | 720 | 1/27/2017 | 2/2/2017 |
| Black Enterprise | 1975 | 3/4/2018 | 3/10/2018 |
| Illinois Tool Works, Inc. | 75 | 2/6/2017 | 2/9/2017 |
| ProAg | 172 | 1/22/2017 | 1/25/2017 |
| Avanir Pharmaceuticals | 340 | 4/15/2017 | 4/19/2017 |
| Confidential | 215 | 1/25/2018 | 1/28/2018 |
| National District Attorneys Association | 450 | 10/8/2017 | 10/12/2017 |
| Confidential | 80 | 1/26/2017 | 1/28/2017 |
| AACE - Association for the Advancement of Computing in Education | 700 | 6/23/2018 | 6/27/2018 |
| Confidential | 98 | 2/5/2017 | 2/8/2017 |
| HelmsBriscoe - MASTER | 125 | 9/7/2017 | 9/9/2017 |
| Association of Schools of Allied Health Professions | 555 | 10/14/2018 | 10/19/2018 |
| Campus Crusade for Christ | 54 | 1/17/2017 | 1/19/2017 |
| Hepatitis Foundation International | 20 | 3/30/2017 | 3/31/2017 |
| The College Music Society | 852 | 10/19/2020 | 10/25/2020 |
| IDEAlliance | 108 | 1/31/2017 | 2/4/2017 |
| Confidential | 33 | 1/24/2017 | 1/26/2017 |

TOTAL POSSIBLE ROOM NIGHTS FOR JANUARY 2017: 24,994

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|--|----------------------------|----------------------------|
| | <u>FY 2016/2017</u> | <u>FY 2015/2016</u> |
| Total leads for the month of January: | 47 | 50 |
| | <u>FY 2016/2017</u> | <u>FY 2015/2016</u> |
| Total room revenue YTD: | \$ 9,427,847, | \$7,220,297 |
| Total definite room nights YTD: | 52,041 | 40,942 |
| Total county impact YTD: | \$15,091,890 | 11,873,180 |