



## DECEMBER BOARD REPORT

Prepared On: 02/01/2024

Prepared By: Christine DeMato

### MEETING SALES POTENTIAL MONTHLY REPORT

| Lead ID | Lead Name  | Account Name  | Status    | Request Room Block Begin | Request Room Block End | Requested Rooms | First Name |
|---------|--|---|-----------|--------------------------|------------------------|-----------------|------------|
| 49752   | Dairy Farmers of America - Dairy Brands ELT 2024       | Dairy Farmers of America                                | Potential | 01/14/2024               | 01/16/2024             | 87              | Tina       |
| 49691   | Valvoline 2024 Director Offsite                        | Valvoline   | Potential | 01/15/2024               | 01/18/2024             | 46              | Tina       |
| 49698   | Okta Jan Leadership Team Meeting                       | Okta  | Potential | 01/21/2024               | 01/23/2024             | 90              | Hortensia  |
| 49673   | GovSmart - Company Trip - Feb 2024                     | GovSmart Inc  | Potential | 02/01/2024               | 02/04/2024             | 220             | Liz        |
| 49662   | mParticle: Revenue Kick-Off 2024                       | mParticle   | Potential | 02/04/2024               | 02/08/2024             | 275             | Brian      |
| 49736   | Mr. Rooter 2024-02 Coaches Edge Training Clearwater FL | Roto Rooter Services Company                            | Potential | 02/05/2024               | 02/06/2024             | 14              | Brian      |
| 49741   | *97220V3* Partners Event 2024                          | Hospitality Performance Network Global (HPN) MASTER     | Potential | 02/05/2024               | 02/07/2024             | 70              | Hortensia  |
| 49751   | NCM03394 CD07 - Clearwater- February 2024              | Maritz - MASTER   | Potential | 02/07/2024               | 02/09/2024             | 30              | Tina       |
| 49700   | HouseMaster 2024-02 Regional Meeting Clearwater FL     | HouseMasters - HM LLC                                   | Potential | 02/08/2024               | 02/09/2024             | 36              | Brian      |
| 49753   | Alfaparf Milano Team Training                          | Alfaparf Milano   | Potential | 02/26/2024               | 02/28/2024             | 90              | Tina       |
| 49714   | IBM Executive Partner Summit                           | Arrow Electronics                                       | Potential | 03/03/2024               | 03/06/2024             | 108             | Brian      |
| 49653   | Launch to Global 2024                                  | ConferenceDirect - MASTER                               | Potential | 03/06/2024               | 03/09/2024             | 205             | Liz        |
| 49694   | CHS DAC Meeting  | CHS Inc   | Potential | 03/11/2024               | 03/13/2024             | 36              | Brian      |
| 49710   | Ayala/Angarita 3.23.24 Venice, FL                      | LM Media Worldwide, LLC                                 | Potential | 03/22/2024               | 03/23/2024             | 32              | Renee      |
| 49706   | Meritus Spring Partners Meeting - April 2024           | Meritus Gas Partners                                    | Potential | 04/08/2024               | 04/09/2024             | 120             | Kayla      |
| 49679   | Van Eck RIA Due Diligence Meeting 4.2024 NEW           | LM Media Worldwide, LLC                                 | Potential | 04/24/2024               | 04/25/2024             | 100             | Hortensia  |
| 49755   | National Group Senior Retreat (250783)                 | HCA   | Potential | 06/05/2024               | 06/06/2024             | 36              | Tina       |
| 49645   | URGENT RESPONSE REQUESTED: 2024 RDBU Forum             | Takeda Pharmaceuticals                                  | Potential | 06/08/2024               | 06/13/2024             | 1272            | Hortensia  |
| 49720   | SNAP 2024  | Florida Network of Youth and Family Services            | Potential | 07/15/2024               | 07/17/2024             | 125             | Kayla      |
| 49728   | Vosselmann Family Reunion                              | Vosselmann  | Potential | 08/01/2024               | 08/03/2024             | 30              | Kayla      |
| 49654   | 2024 FCBB Owner Retreat                                | First Choice Business Broker                            | Potential | 08/24/2024               | 08/26/2024             | 55              | Brian      |
| 49705   | AAKP Annual Tampa 2024                                 | American Association of Kidney Patients (AAKP) (AIKF)   | Potential | 09/09/2024               | 09/13/2024             | 245             | Kayla      |
| 49707   | Health-ISAC 2024 CISO Retreat                          | Health Information Sharing and Analysis Center (H-ISAC) | Potential | 09/11/2024               | 09/13/2024             | 55              | Kayla      |

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|---------|--|---|-----------|--------------------------|------------------------|-----------------|------------|
| 49692   | 2024 HMS Users Fall Meeting  | HMS User's  | Potential | 09/14/2024               | 09/16/2024             | 30              | Tina       |
| 49665   | FECA F&A/HR Conference   | Florida Electric Cooperatives Association           | Potential | 09/24/2024               | 09/26/2024             | 175             | Kayla      |
| 49669   | AOPT Board of Directors Meeting Oct. 2024                                    | Academy of Orthopaedic Physical Therapy (AOPT)      | Potential | 10/02/2024               | 10/06/2024             | 68              | Brian      |
| 49732   | Dairy Foods 2024 National Sales Meeting                                      | Land O' Lakes, Inc.                                 | Potential | 10/20/2024               | 10/24/2024             | 785             | Tina       |
| 49735   | 2024 Board Meeting - Tampa   | CraneLogic  | Potential | 10/24/2024               | 10/27/2024             | 40              | Brian      |
| 49644   | Green Home Solutions 2024 November Meeting                                   | Green Home Solutions                                | Potential | 10/26/2024               | 10/29/2024             | 194             | Hortensia  |
| 49672   | Envestnet Alliance Summit 2024   | Evestnet Inc.                                       | Potential | 11/03/2024               | 11/05/2024             | 285             | Brian      |
| 49656   | S.E.E. Mutual Assitance Ccmmittee & Logistics Subcommittee Meeting           | Southeastern Electric Exchange                      | Potential | 11/12/2024               | 11/14/2024             | 191             | Tina       |
| 49646   | 2024 Lawn Doctor Annual Conference   | Lawn Doctor   | Potential | 12/06/2024               | 12/11/2024             | 614             | Hortensia  |
| 49718   | 2024 December JANNAF Conference  | Johns Hopkins University                            | Potential | 12/07/2024               | 12/13/2024             | 874             | Liz        |
| 49725   | USABG Holiday Party  | USA Benefits Group                                  | Potential | 12/12/2024               | 12/14/2024             | 240             | Kayla      |
| 49686   | 2025 LOXO@Lilly Leadership Meeting   | Eli Lilly and Company                               | Potential | 01/13/2025               | 01/16/2025             | 346             | Tina       |
| 49690   | 2025 - Forum on Construction Law - Midwinter Meeting                         | American Bar Association                            | Potential | 01/13/2025               | 01/18/2025             | 921             | Tina       |
| 49657   | Crunchi Leadership Meeting 2025  | Crunchi   | Potential | 01/20/2025               | 01/21/2025             | 100             | Kayla      |
| 49734   | Chapter Managers' Workshop - Americas 2025                                   | Young Presidents' Organization (YPO)                | Potential | 02/02/2025               | 02/06/2025             | 615             | Brian      |
| 49704   | FAP 2025 Winter Conference - Updated   | Florida Association of Periodontists                | Potential | 02/06/2025               | 02/08/2025             | 116             | Kayla      |
| 49655   | ARFF 2025 Leadership Symposium   | Aircraft Rescue & Fire                              | Potential | 02/08/2025               | 02/14/2025             | 998             | Brian      |
| 49749   | JCEP 2025 ELC Conference   | Joint Council of Extension Professionals            | Potential | 02/09/2025               | 02/13/2025             | 470             | Tina       |
| 49724   | MH- 2025 RoundTable  | MARJANET INC.                                       | Potential | 02/17/2025               | 02/22/2025             | 183             | Kayla      |
| 49729   | Creative Floral Arrangers of the Americas 2025 Annual Conference             | Creative Floral Arrangers of the Americas           | Potential | 02/18/2025               | 02/22/2025             | 175             | Kayla      |
| 49681   | 2025 President's Circle  | Corebridge Financial                                | Potential | 02/22/2025               | 02/27/2025             | 615             | Brian      |
| 49727   | Dakotas 2025 Great Escape  | U.S. Foods  | Potential | 02/25/2025               | 03/01/2025             | 56              | Kayla      |
| 49750   | LIBRA Insurance Partners 2025 Spring Meeting                                 | Augeo   | Potential | 02/28/2025               | 03/05/2025             | 778             | Tina       |
| 49671   | SKO 2025   | Hospitality Performance Network Global (HPN) MASTER | Potential | 03/13/2025               | 03/20/2025             | 1995            | Brian      |
| 49678   | American Association of Dental Office Management (AADOM) Spring 2025 Revised | American Association of Dental Office Managers      | Potential | 03/25/2025               | 03/29/2025             | 1383            | Hortensia  |
| 49695   | RFPHON23 - HMS012530 Presidents Club 2025                                    | Honeywell International Inc. - NJ                   | Potential | 04/03/2025               | 04/11/2025             | 405             | Hortensia  |
| 49658   | AAIS - American Association of Insurance Services - 2025 Main Event          | American Association of Insurance Services          | Potential | 04/05/2025               | 04/08/2025             | 740             | Kayla      |
| 49683   | Stable Value Investment Association: Spring Seminar 2025                     | Stable Value Investment Association                 | Potential | 04/06/2025               | 04/09/2025             | 340             | Liz        |
| 49687   | 2025 DCI MD Meeting  | Dialysis Clinics, Incorporated (DCI)                | Potential | 04/06/2025               | 04/11/2025             | 1008            | Tina       |

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|---------|--|--|-----------|--------------------------|------------------------|-----------------|------------|
| 49708   | 163 - 2025 National Sales Meeting - VC                         | CONFERENCE EVENT MANAGEMENT                            | Potential | 04/06/2025               | 04/10/2025             | 491             | Kayla      |
| 49666   | Florida Gas Utility 2025 Annual Meeting                        | Florida Gas Utility                                    | Potential | 10/14/2025               | 10/17/2025             | 270             | Kayla      |
| 49693   | WinField United 2025 Crop Nutrients Alignment Meetings         | Winfield United Corporation                            | Potential | 11/29/2025               | 12/04/2025             | 497             | Brian      |
| 49742   | 2026 Brookside Annual Meeting                                  | Brookside Laboratories, Inc.                           | Potential | 01/09/2026               | 01/16/2026             | 538             | Hortensia  |
| 49670   | WAPMU  | World Academy of Pain Medicine United - WAPMU          | Potential | 01/29/2026               | 01/31/2026             | 185             | Brian      |
| 49684   | Stable Value Investment Association: Spring Seminar 2026       | Stable Value Investment Association                    | Potential | 04/12/2026               | 04/15/2026             | 340             | Liz        |
| 49697   | Adult & Teen Challenge-2026 Global Conference                  | Adult & Teen Challenge USA                             | Potential | 06/11/2026               | 06/18/2026             | 1317            | Hortensia  |
| 49689   | ████████   | ████████   | Potential | 06/22/2026               | 06/27/2026             | 417             | Tina       |
| 49699   | Amer Society of Farm Managers & Rural Appraisers 2026 Ann Conf | American Society of Farm Managers and Rural Appraisors | Potential | 11/06/2026               | 11/12/2026             | 756             | Brian      |
| 49685   | Stable Value Investment Association: Spring Seminar 2027       | Stable Value Investment Association                    | Potential | 04/04/2027               | 04/07/2027             | 340             | Liz        |
|         | COUNT: 62  |  |           |                          |                        | SUM: 23268      |            |



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**MEETING SALES DEFINITE MONTHLY REPORT**

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|---------|---|---------------|----------------------------|------------------|----------------|----------------------|---------------------|------------|
| 49737   | [REDACTED]  | 12/21/2023    | 185                        | 11/29/2023       | 12/02/2023     | \$140,880.88         | \$4,078.88          | Kayla      |
| 49747   | Twelve (Pall Corporation)   | 12/27/2023    | 168                        | 12/03/2023       | 12/07/2023     | \$142,293.95         | \$3,469.74          | Hortensia  |
| 49668   | Prince/Halperin Wedding   | 12/06/2023    | 70                         | 12/08/2023       | 12/10/2023     | \$75,186.81          | \$2,219.06          | Renee      |
| 49733   | [REDACTED]  | 12/21/2023    | 303                        | 01/15/2024       | 01/20/2024     | \$293,853.00         | \$6,131.26          | Hortensia  |
| 49451   | 002PQQ - DICK's Sporting Goods Diamond University 2024                      | 12/15/2023    | 853                        | 01/22/2024       | 01/25/2024     | \$812,431.72         | \$18,452.37         | Hortensia  |
| 49175   | The Business Leads Fellowship Program Cohort                                | 12/06/2023    | 105                        | 01/24/2024       | 01/26/2024     | \$98,194.86          | \$2,794.65          | Liz        |
| 49748   | Marvin Building Products National Meeting                                   | 12/29/2023    | 190                        | 01/24/2024       | 01/28/2024     | \$178,498.06         | \$4,069.25          | Tina       |
| 49647   | [REDACTED]  | 12/04/2023    | 1,257                      | 02/03/2024       | 02/10/2024     | \$1,451,966.34       | \$35,714.34         | Hortensia  |
| 49329   | SSR 2024 Mid-Winter Board Meeting   | 12/28/2023    | 42                         | 02/05/2024       | 02/06/2024     | \$43,603.34          | \$1,086.14          | Liz        |
| 49345   | Mosaic - Wabash Valley Board Meeting  | 12/15/2023    | 85                         | 02/12/2024       | 02/18/2024     | \$89,069.42          | \$2,207.78          | Hortensia  |
| 49576   | Mr. Rooter 2024+04 Annual Conference  | 12/20/2023    | 223                        | 03/25/2024       | 03/27/2024     | \$248,748.08         | \$7,711.82          | Brian      |
| 49711   | NCSPA 2024 Annual Meeting   | 12/19/2023    | 185                        | 04/05/2024       | 04/10/2024     | \$166,004.80         | \$4,384.91          | Brian      |
| 49739   | [REDACTED]  | 12/22/2023    | 421                        | 04/14/2024       | 04/18/2024     | \$472,389.43         | \$14,834.37         | Kayla      |
| 49740   | BST Global Overflow   | 12/28/2023    | 685                        | 04/14/2024       | 04/19/2024     | \$798,005.60         | \$24,298.82         | Kayla      |
| 49702   | Florida Puerto Rico of the ITE FLPRITE                                      | 12/18/2023    | 634                        | 05/06/2024       | 05/10/2024     | \$570,961.66         | \$11,763.08         | Liz        |
| 49712   | AGMA Gear Box Design 2024   | 12/19/2023    | 68                         | 06/03/2024       | 06/06/2024     | \$59,665.13          | \$1,405.83          | Liz        |
| 49738   | [REDACTED]  | 12/21/2023    | 150                        | 06/05/2024       | 06/08/2024     | \$153,409.41         | \$4,680.67          | Kayla      |
| 49744   | BIAA 2019 State Leadership Conference                                       | 12/22/2023    | 97                         | 10/19/2024       | 10/23/2024     | \$76,609.48          | \$1,677.45          | Liz        |
| 49377   | Intercollegiate Women's Lacrosse Coaches Association 2024 Annual Convention | 12/04/2023    | 1,325                      | 11/16/2024       | 11/25/2024     | \$1,817,038.73       | \$29,957.07         | Hortensia  |
| 49252   | NADP Leadership Meeting 2025  | 12/12/2023    | 223                        | 01/27/2025       | 01/29/2025     | \$104,487.17         | \$912.70            | Brian      |
| 49682   | NAXSA 2025  | 12/11/2023    | 353                        | 02/24/2025       | 03/01/2025     | \$399,350.18         | \$12,182.87         | Tina       |
| 49663   | NCPA 2026 Multiple locations Pharmacy Conference                            | 12/06/2023    | 721                        | 02/15/2026       | 02/24/2026     | \$964,319.65         | \$23,782.96         | Liz        |
| 49664   | NCPA 2027 Multiple locations Pharmacy Conference                            | 12/06/2023    | 721                        | 02/14/2027       | 02/23/2027     | \$987,828.48         | \$24,434.36         | Liz        |
|         | COUNT: 23   |               | SUM: 9,064                 |                  |                | SUM: \$10,144,796.18 | SUM: \$242,250.38   |            |



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**MEETING SALES YTD DEFINITE LEADS FY23**

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|---------|---|---------------|----------------------------|------------------|----------------|-----------------|---------------------|------------|
| 48684   | APNA 2023 Annual Meeting  | 10/31/2023    | 385                        | 09/19/2023       | 09/24/2023     | \$381,600.38    | \$8,756.21          | Hortensia  |
| 48834   | Arredondo (98200) Division Meeting - Fall 2023                              | 11/02/2023    | 40                         | 10/03/2023       | 10/05/2023     | \$18,041.11     | \$157.66            | Brian      |
| 49333   | Hockey Tournament   | 10/05/2023    | 360                        | 10/05/2023       | 10/08/2023     | \$301,570.87    | \$7,955.00          | Hortensia  |
| 49602   | [REDACTED]  | 11/21/2023    | 80                         | 10/13/2023       | 10/14/2023     | \$71,908.08     | \$2,058.14          | Kayla      |
| 45893   | FFSA 2023 Annual Conference   | 11/02/2023    | 715                        | 10/20/2023       | 10/29/2023     | \$666,550.32    | \$17,934.65         | Brian      |
| 49614   | [REDACTED]  | 11/22/2023    | 84                         | 10/20/2023       | 10/23/2023     | \$74,718.08     | \$1,990.57          | Hortensia  |
| 49592   | ITA Fall Conference   | 11/20/2023    | 1,070                      | 11/02/2023       | 11/10/2023     | \$1,208,217.22  | \$28,731.40         | Tina       |
| 48219   | Funding the Future Annual Board of Directors Meeting 2023                   | 10/23/2023    | 89                         | 11/07/2023       | 11/13/2023     | \$75,882.91     | \$2,010.93          | Brian      |
| 49603   | [REDACTED]  | 11/21/2023    | 181                        | 11/08/2023       | 11/11/2023     | \$136,934.45    | \$3,377.92          | Kayla      |
| 49334   | Hockey Tournament   | 10/05/2023    | 270                        | 11/09/2023       | 11/12/2023     | \$236,772.83    | \$6,043.80          | Hortensia  |
| 45537   | Intercollegiate Women's Lacrosse Coaches Association 2023 Annual Convention | 10/12/2023    | 2,880                      | 11/11/2023       | 11/20/2023     | \$2,841,112.90  | \$57,365.54         | Hortensia  |
| 49448   | Sales Meeting 2023  | 10/27/2023    | 90                         | 11/13/2023       | 11/15/2023     | \$74,202.34     | \$1,974.72          | Brian      |
| 49737   | [REDACTED]  | 12/21/2023    | 185                        | 11/29/2023       | 12/02/2023     | \$140,880.88    | \$4,078.88          | Kayla      |
| 49747   | Twelve (Pall Corporation)   | 12/27/2023    | 168                        | 12/03/2023       | 12/07/2023     | \$142,293.95    | \$3,469.74          | Hortensia  |
| 49668   | Prince/Halperin Wedding   | 12/06/2023    | 70                         | 12/08/2023       | 12/10/2023     | \$75,186.81     | \$2,219.06          | Renee      |
| 49495   | NADRA 2024 Conference   | 11/11/2023    | 508                        | 12/30/2023       | 01/03/2024     | \$574,687.47    | \$15,404.26         | Hortensia  |
| 47929   | AAU CFR 2024  | 10/02/2023    | 242                        | 01/07/2024       | 01/09/2024     | \$231,656.73    | \$5,554.20          | Liz        |
| 49335   | Hockey Tournament   | 10/05/2023    | 346                        | 01/11/2024       | 01/15/2024     | \$313,474.70    | \$8,279.63          | Hortensia  |
| 48570   | [REDACTED]  | 11/15/2023    | 955                        | 01/12/2024       | 01/21/2024     | \$1,040,344.53  | \$22,816.84         | Liz        |
| 49733   | [REDACTED]  | 12/21/2023    | 303                        | 01/15/2024       | 01/20/2024     | \$293,853.00    | \$6,131.26          | Hortensia  |
| 49248   | GCUMM Leader Retreat  | 10/11/2023    | 30                         | 01/16/2024       | 01/19/2024     | \$26,095.58     | \$661.04            | Hortensia  |
| 49292   | Ministry Brands Sales Kick Off  | 11/05/2023    | 30                         | 01/16/2024       | 01/19/2024     | \$26,298.52     | \$719.30            | Hortensia  |
| 49451   | 002PQQ - DICK's Sporting Goods Diamond University 2024                      | 12/15/2023    | 853                        | 01/22/2024       | 01/25/2024     | \$812,431.72    | \$18,452.37         | Hortensia  |
| 49175   | The Business Leads Fellowship Program Cohort                                | 12/06/2023    | 105                        | 01/24/2024       | 01/26/2024     | \$98,194.86     | \$2,794.65          | Liz        |
| 49748   | Marvin Building Products National Meeting                                   | 12/29/2023    | 190                        | 01/24/2024       | 01/28/2024     | \$178,498.06    | \$4,069.25          | Tina       |

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| 49601   |   | 11/21/2023    | 175                        | 01/30/2024       | 02/04/2024     | \$132,964.64    | \$3,137.06          | Tina       |
| 49565   |   | 11/21/2023    | 378                        | 02/03/2024       | 02/06/2024     | \$434,105.40    | \$11,578.29         | Hortensia  |
| 49612   |   | 11/22/2023    | 43                         | 02/03/2024       | 02/04/2024     | \$36,618.54     | \$890.42            | Tina       |
| 49647   |   | 12/04/2023    | 1,257                      | 02/03/2024       | 02/10/2024     | \$1,451,966.34  | \$35,714.34         | Hortensia  |
| 49329   | SSR 2024 Mid-Winter Board Meeting   | 12/28/2023    | 42                         | 02/05/2024       | 02/06/2024     | \$43,603.34     | \$1,086.14          | Liz        |
| 49345   | Mosaic - Wabash Valley Board Meeting  | 12/15/2023    | 85                         | 02/12/2024       | 02/18/2024     | \$89,069.42     | \$2,207.78          | Hortensia  |
| 49442   | Midyear Board of Trustees Meeting   | 11/02/2023    | 635                        | 02/16/2024       | 02/22/2024     | \$785,548.38    | \$21,216.12         | Hortensia  |
| 49604   |   | 11/21/2023    | 110                        | 02/22/2024       | 02/25/2024     | \$155,316.39    | \$4,122.32          | Kayla      |
| 49613   |   | 11/22/2023    | 307                        | 02/22/2024       | 02/27/2024     | \$322,546.58    | \$10,037.79         | Hortensia  |
| 49469   | PDM 2024  | 10/30/2023    | 532                        | 02/24/2024       | 03/01/2024     | \$617,547.13    | \$15,509.55         | Tina       |
| 49298   | Kemper System America Meeting   | 10/12/2023    | 190                        | 02/25/2024       | 02/29/2024     | \$202,064.29    | \$5,190.38          | Hortensia  |
| 49576   | Mr. Rooter 2024+04 Annual Conference  | 12/20/2023    | 223                        | 03/25/2024       | 03/27/2024     | \$248,748.08    | \$7,711.82          | Brian      |
| 49711   | NCSPA 2024 Annual Meeting   | 12/19/2023    | 185                        | 04/05/2024       | 04/10/2024     | \$166,004.80    | \$4,384.91          | Brian      |
| 49739   |   | 12/22/2023    | 421                        | 04/14/2024       | 04/18/2024     | \$472,389.43    | \$14,834.37         | Kayla      |
| 49740   | BST Global Overflow   | 12/28/2023    | 685                        | 04/14/2024       | 04/19/2024     | \$798,005.60    | \$24,298.82         | Kayla      |
| 49379   |   | 10/12/2023    | 634                        | 04/17/2024       | 04/21/2024     | \$801,979.17    | \$22,450.58         | Hortensia  |
| 48889   | Destination Marketing Summit 2024   | 10/25/2023    | 415                        | 04/24/2024       | 04/26/2024     | \$442,407.77    | \$11,614.65         | Kayla      |
| 49702   | Florida Puerto Rico of the ITE FLPRITE                                      | 12/18/2023    | 634                        | 05/06/2024       | 05/10/2024     | \$570,961.66    | \$11,763.08         | Liz        |
| 49615   |   | 11/22/2023    | 265                        | 05/13/2024       | 05/18/2024     | \$219,921.02    | \$5,953.84          | Brian      |
| 49712   | AGMA Gear Box Design 2024   | 12/19/2023    | 68                         | 06/03/2024       | 06/06/2024     | \$59,665.13     | \$1,405.83          | Liz        |
| 49738   |   | 12/21/2023    | 150                        | 06/05/2024       | 06/08/2024     | \$153,409.41    | \$4,680.67          | Kayla      |
| 49074   |   | 11/30/2023    | 340                        | 07/19/2024       | 07/23/2024     | \$381,273.94    | \$9,651.76          | Hortensia  |
| 45356   | Fraternal Order of Police FL State Lodge Fall Board Meeting                 | 10/31/2023    | 968                        | 09/08/2024       | 09/14/2024     | \$728,626.76    | \$17,056.56         | Brian      |
| 49445   |   | 10/27/2023    | 640                        | 10/01/2024       | 10/04/2024     | \$684,930.07    | \$14,929.91         | Kayla      |
| 49744   | BIAA 2019 State Leadership Conference                                       | 12/22/2023    | 97                         | 10/19/2024       | 10/23/2024     | \$76,609.48     | \$1,677.45          | Liz        |
| 49377   | Intercollegiate Women's Lacrosse Coaches Association 2024 Annual Convention | 12/04/2023    | 1,325                      | 11/16/2024       | 11/25/2024     | \$1,817,038.73  | \$29,957.07         | Hortensia  |
| 49252   | NADP Leadership Meeting 2025  | 12/12/2023    | 223                        | 01/27/2025       | 01/29/2025     | \$104,487.17    | \$912.70            | Brian      |
| 49369   | 2025 ALSC Symposia  | 11/13/2023    | 1,199                      | 01/29/2025       | 02/03/2025     | \$565,776.67    | \$4,830.59          | Brian      |
| 49682   | NAXSA 2025  | 12/11/2023    | 353                        | 02/24/2025       | 03/01/2025     | \$399,350.18    | \$12,182.87         | Tina       |
| 49370   | 2025 ALSC Symposia/veterinary professionals                                 | 11/13/2023    | 405                        | 04/30/2025       | 05/04/2025     | \$430,369.58    | \$13,020.68         | Brian      |

| Lead ID | Lead Name  | Definite Date | Total Room Nights Possible | Room Block Begin | Room Block End | Spending(Total)      | Taxes-Local(Direct) | First Name |
|---------|--|---------------|----------------------------|------------------|----------------|----------------------|---------------------|------------|
| 49595   | Pivotal Financial Advisors Meeting 2025          | 11/21/2023    | 178                        | 05/03/2025       | 05/07/2025     | \$152,936.05         | \$4,044.93          | Brian      |
| 49447   | IBEW Government Rooms                            | 10/31/2023    | 357                        | 10/10/2025       | 10/17/2025     | \$332,086.98         | \$8,850.48          | Liz        |
| 49481   | IBEW Railroad Conference 2025                    | 10/31/2023    | 567                        | 10/10/2025       | 10/17/2025     | \$658,923.98         | \$14,823.86         | Liz        |
| 49446   | [REDACTED]                                       | 10/27/2023    | 640                        | 10/18/2025       | 10/21/2025     | \$694,096.85         | \$15,001.82         | Kayla      |
| 49299   | 2025 AgGateway Annual Meeting & Conference       | 10/02/2023    | 550                        | 11/01/2025       | 11/07/2025     | \$589,566.60         | \$13,498.33         | Liz        |
| 49663   | NCPA 2026 Multiple locations Pharmacy Conference | 12/06/2023    | 721                        | 02/15/2026       | 02/24/2026     | \$964,319.65         | \$23,782.96         | Liz        |
| 49575   | Annual Meeting 2026                              | 11/26/2023    | 498                        | 11/08/2026       | 11/13/2026     | \$633,738.21         | \$16,587.54         | Liz        |
| 49664   | NCPA 2027 Multiple locations Pharmacy Conference | 12/06/2023    | 721                        | 02/14/2027       | 02/23/2027     | \$987,828.48         | \$24,434.36         | Liz        |
|         | COUNT: 63  |               | SUM: 27,445                |                  |                | SUM: \$28,448,210.20 | SUM: \$678,039.65   |            |