



Prepared On: 12/04/2023
 Prepared By: Kayla Freeman

October 2023 Board Report

MEETING SALES POTENTIAL MONTHLY REPORT

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
49326	IFP Fall Managers Meeting	Independent Financial Partners	Potential	11/07/2023	11/09/2023	60	Kayla
49305	ETF Team Offsite	Allianz Global Assistance	Potential	11/08/2023	11/10/2023	65	Kayla
49352	Solo Joe Florida Fan Room Block	JHG Marketing, Inc	Potential	11/10/2023	11/12/2023	45	Kayla
49432	LEADS HEARTS Camp (NOV 18-19 2023 or DEC 2-3 2023)	Life-Skills, Empowerment, And Development Services (LEADS)	Potential	11/17/2023	11/18/2023	56	Kayla
49310	US Pro Forum Summer Meeting	Luxtotta Retail	Potential	11/30/2023	12/02/2023	44	Hortensia
49431	Department of the Air Force Room Block	EventPrep - MASTER	Potential	12/10/2023	12/15/2023	60	Kayla
49311	VHL NSM Winter 2024	Vista Higher Learning - VHL	Potential	12/31/2023	01/04/2024	408	Hortensia
49430	ITW Plexus Operations Meeting	Illinois Tool Works, Inc.	Potential	01/15/2024	01/17/2024	45	Kayla
49331	Great Clips Founders Meeting	Great Clips Inc.	Potential	01/16/2024	01/19/2024	78	Kayla
49392	Sage Champions Program January 2024	Travel Matters	Potential	01/20/2024	01/25/2024	357	Hortensia
49327	Gallant Executive Retreat	Gallant Commercial	Potential	01/21/2024	01/23/2024	60	Brian
49451	002PQQ - DICK's Sporting Goods Diamond University 2024	Dick's Sporting Goods	Potential	01/21/2024	01/24/2024	765	Hortensia
49366	Local Media GM Team Meeting	E.W. Scripps Company	Potential	01/22/2024	01/25/2024	140	Tina
49380	Destination WrestleCon 2024	Highspots	Potential	01/25/2024	01/27/2024	360	Tina
49359	U.S. Surgical People Leader Summit	Medtronic, Inc.	Potential	01/27/2024	01/31/2024	385	Tina
49367	Urgent - Fluke Reliability Sales Kickoff 2024 - Florida	Fluke Corporation	Potential	01/27/2024	02/01/2024	440	Hortensia
49329	SSR 2024 Mid-Winter Board Meeting	The Society for the Study of Reproduction	Potential	01/28/2024	01/30/2024	38	Liz
49456	Cepheid/Southeast	Cepheid	Potential	01/28/2024	02/01/2024	348	Brian
49438	MBS Sales Conference 2024	Master Builders Solutions US, LLC	Potential	01/29/2024	02/01/2024	680	Tina
49358	Iveric Bio POA Feb 2024	BI WORLDWIDE	Potential	02/02/2024	02/08/2024	533	Hortensia
49337	2024 Trust	Trust	Potential	02/03/2024	02/09/2024	730	Hortensia
49363	ConvergeOne 2024 SKO- East	ConvergeOne	Potential	02/04/2024	02/06/2024	552	Hortensia
49312	CDW HC Kickoff	CDW	Potential	02/05/2024	02/08/2024	715	Brian
49382	TD SYNEX - National Sales Meeting Clearwater - February 2024	TD SYNEX Corporation	Potential	02/05/2024	02/08/2024	405	Tina

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
49463	Dialog Team Q1 Meetup	Dialog	Potential	02/05/2024	02/07/2024	45	Brian
49455	CHA Leadership Team Meeting 2024	Catholic Health Association	Potential	02/06/2024	02/08/2024	200	Brian
49345	Mosaic - Wabash Valley Board Meeting	Mosaic Company, The	Potential	02/12/2024	02/18/2024	40	Hortensia
49426	TP-2024-SKO-RFP -	The Event Collective	Potential	02/19/2024	02/22/2024	465	Brian
49439	OD Board of Directors Retreat 2024	Ogletree, Deakins, Nash, Smoak & Stewart	Potential	02/19/2024	02/21/2024	35	Tina
49357	Aveda	Aveda	Potential	02/23/2024	02/26/2024	62	Tina
49303	Elanco Board of Directors Meeting	Elanco US Inc	Potential	02/26/2024	02/29/2024	100	Kayla
49461	UAA Florida Safety Summit March 2024	Utility Arborist Association	Potential	03/05/2024	03/07/2024	50	Brian
49374	Waypoint Strategic Advisors Nextgen Meeting	Waypoint Strategic Advisors	Potential	03/06/2024	03/08/2024	40	Tina
49478	NuCO2 President's Club 2024	Linde	Potential	03/07/2024	03/09/2024	60	Brian
49375	NACAA 2024 Spring Board Meeting	National Association of County Agricultural Agents	Potential	04/02/2024	04/05/2024	41	Tina
49470	MORS - DAF/DAAF Symposium 2024	Military Operations Research Society	Potential	04/07/2024	04/11/2024	1615	Liz
49343	[REDACTED]	[REDACTED]	Potential	04/14/2024	04/16/2024	345	Kayla
49372	*93767* Spring Sales Meeting 2024	Hospitality Performance Network Global (HPN) MASTER	Potential	04/21/2024	04/26/2024	565	Hortensia
49349	S.E.E. VM Management Meeting and Mutual Assistance Committee & Logistics Subcommittee Meeting	Southeastern Electric Exchange	Potential	04/22/2024	04/25/2024	223	Tina
49437	BIG (Buyers Intelligence Group) - Plexus 2 May 2024	(BIG) Buyers Intelligence Group	Potential	04/30/2024	05/04/2024	63	Brian
49350	Global Infrastructure Partners 2024 Incentive & Team Building	Global Infrastructure Partners	Potential	05/01/2024	05/05/2024	288	Hortensia
49454	Panera Bread Upper Crust Top Producers Event Various Dates & Cities 2024 FL, PR, USVI (REVISED, v2)	Panera Bread	Potential	05/05/2024	05/09/2024	501	Hortensia
49330	RKO (Sales Kickoff) 2024	aPriori	Potential	05/06/2024	05/09/2024	255	Hortensia
49436	OCBA 2024 Executive Retreat	Orange County Bar Association	Potential	06/07/2024	06/08/2024	52	Kayla
49328	IAHAFIAW 2024 Joint Apprenticeship Conference/Master Apprenticeship Contest	International Association of Heat & Frost Insulators and Allied Workers	Potential	06/22/2024	06/29/2024	540	Liz
49381	TYHO/Pink Santa Hat Professional Development Conference	Pink Santa Hat/Teach Your Heart Out	Potential	06/26/2024	06/28/2024	259	Tina
49450	Babock Family Reunion 2024	Babcock Family Reunion 2024	Potential	06/29/2024	07/05/2024	105	Hortensia
49383	Executive Development Conference 2024	Florida Fire Chiefs' Association	Potential	07/10/2024	07/16/2024	1328	Kayla
49347	2024 Water Summit	The Florida Irrigation Society (FIS)	Potential	07/11/2024	07/13/2024	130	Kayla
49428	Clinical Informatics Summit 2024	AdventHealth	Potential	08/04/2024	08/08/2024	760	Kayla
49321	PCI 2024 GSX	PCI	Potential	09/07/2024	09/11/2024	425	Brian
49434	002P48 Florida Dental Association Women in Dentistry Event 2024	Florida Dental Association	Potential	09/12/2024	09/14/2024	87	Kayla

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49462	WebPT Ascend 2024, a Rehab Therapy Conference	WebPT	Potential	09/23/2024	09/28/2024	1061	Brian
49373	2024 DECA Annual Conference	Drivers Employer Council of America (DECA)	Potential	09/24/2024	09/27/2024	54	Brian
49306	10812 September 27-28, 2024 Summit	Cardinal Health	Potential	09/25/2024	09/28/2024	182	Kayla
49300	SunFlora SunMed 2024 Annual Conference	SunFlora, Incorporated dba SUNMED Your CBD Store	Potential	10/08/2024	10/12/2024	470	Kayla
49435			Potential	10/15/2024	10/19/2024	295	Kayla
49397	Barlow-Riopelle Wedding	HelmsBriscoe - MASTER	Potential	10/16/2024	10/20/2024	65	Renee
49316	2024 Annual Meeting	NATIONAL NON-PROFIT MINORITY ASSOCIATION	Potential	10/17/2024	10/21/2024	220	Hortensia
49346			Potential	10/21/2024	10/23/2024	225	Kayla
49365	Women in Worship Conference 2024	Alexis Stephens Ministries	Potential	10/23/2024	10/26/2024	123	Hortensia
49471	Laboratory Products Association (LPA) - Annual Meeting 2025	Laboratory Products Association	Potential	11/01/2024	11/07/2024	361	Liz
49307	Builders 2024 Board Meeting	Associated General Contractors of America	Potential	11/05/2024	11/08/2024	117	Kayla
49459	Whitley Penn, LLP. - 2024 Partner Retreat	Whitley Penn	Potential	11/06/2024	11/08/2024	208	Brian
49429	Annual Retreat 2024	Spoor Bunch Franz	Potential	11/07/2024	11/08/2024	88	Kayla
49377	Intercollegiate Women's Lacrosse Coaches Association 2024 Annual Convention	Intercollegiate Women's Lacrosse Coaches Association	Potential	11/16/2024	11/24/2024	1238	Hortensia
49424	2024 SMB (Small Meeting Business) December FL	Small Meeting Business TEAM	Potential	12/04/2024	12/07/2024	426	Hortensia
49319	002P47_ASA_Leadership Academy 2025	ASA	Potential	01/07/2025	01/11/2025	270	Brian
49341	2025 Directors Conference	National Rural Electric Cooperative Association	Potential	01/18/2025	01/24/2025	1495	Liz
49457	Circle Of Excellence	GMI World Wide	Potential	01/22/2025	01/29/2025	1695	Brian
49411	WAPMU	World Academy of Pain Medicine United - WAPMU	Potential	01/30/2025	02/01/2025	135	Hortensia
49301	2025 Novi AMS Summit	Maritz Global Events - AT&L Inc.	Potential	02/03/2025	02/05/2025	425	Kayla
49354	2025 Joint AIS/SET Mid-Year Meeting	American Accounting Association	Potential	02/05/2025	02/08/2025	215	Kayla
49394	10826 - February Oncology Summit	Cardinal Health	Potential	02/05/2025	02/08/2025	192	Hortensia
49339	Q1 2025 Combined BOD Meeting	United Laboratories (UL)	Potential	02/08/2025	02/13/2025	221	Brian
49398	HESS 2025	HESS - Healthcare Executives Study Society	Potential	02/18/2025	02/23/2025	122	Brian
49361	FY25 Siemens President's Circle Awards 2024 Winners-40850	Siemens Corporation	Potential	02/21/2025	03/01/2025	680	Tina
49449	2025 NA National Commercial Experience *Revised dates*	Colgate-Palmolive	Potential	02/28/2025	03/08/2025	1840	Hortensia
49325	2025 AT&T Business Diamond Club Program	AT&T	Potential	03/04/2025	03/13/2025	1684	Hortensia
49356	2024/2025 AT&T Summit programs	AT&T	Potential	03/17/2025	03/27/2025	1970	Hortensia
49308	2025 Florida Farm Bureau Women's Leadership Conference	Florida Farm Bureau Federation	Potential	03/26/2025	03/28/2025	130	Kayla

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
49340	FIBCA Spring 2025	Flexible Intermediate Bulk Container Association (FIBCA)	Potential	04/01/2025	04/04/2025	245	Hortensia
49393	10827 - April Oncology Summit	Cardinal Health	Potential	04/02/2025	04/05/2025	182	Hortensia
49360	JPA 2025 Annual Meeting	Juice Products Association	Potential	04/05/2025	04/09/2025	251	Tina
49444	NCA 2025 World Candle Congress	Kellen (Atlanta Office)	Potential	04/26/2025	05/04/2025	1306	Tina
49427	AIIESEP International Conference	University of South Florida	Potential	05/17/2025	05/22/2025	550	Kayla
49364	THA 2025 Summer Conference	Tennessee Hospital Association	Potential	06/06/2025	06/12/2025	435	Tina
49376	SAWD - 2025, 2026 & 2027 Annual Meeting	Southern Association of Wholesale Distributors	Potential	06/08/2025	06/13/2025	762	Tina
49336	Procurigence - ALFA International Labor & Employment Seminar April/June 2025	Procurigence	Potential	06/10/2025	06/15/2025	0	Brian
49480	2025 IAMWMW International Convention	International Association of Minister's Wives and Widows	Potential	06/18/2025	06/27/2025	1580	Hortensia
49302	Southern Endodontic Study Group SESG 2025 Annual Conference	SESG - Southern Endodontic Study Group	Potential	06/25/2025	06/28/2025	325	Kayla
49479	2025 Family Reunion	Martin Family Reunion - GA	Potential	06/26/2025	06/29/2025	150	Hortensia
49387	FFCA 2025 Executive Development Conference	Florida Fire Chiefs' Association	Potential	07/09/2025	07/15/2025	1328	Kayla
49309	2025 Florida Farm Bureau Young Farmers & Ranchers Leadership Conference	Florida Farm Bureau Federation	Potential	07/10/2025	07/12/2025	420	Kayla
49433	FSA 2025 Summer Conference	Florida Sheriffs Association	Potential	07/24/2025	07/30/2025	1077	Kayla
49332	Fellowship of Companies for Christ (FCCI) 2025 Annual Conference	Fellowship of Companies for Christ International	Potential	09/18/2025	09/25/2025	629	Hortensia
49425	2025 SMB Team (Small Meeting Business) December FL	Small Meeting Business TEAM	Potential	12/03/2025	12/06/2025	426	Hortensia
49304	AOCD - New Trends in Dermatology Meeting and Expo - March 2023	NHS Global Events	Potential	03/02/2026	03/08/2026	525	Kayla
49389	2026 Association of Life Insurance Counsel - Annual Conference	Association of Life Insurance Counsel	Potential	05/15/2026	05/20/2026	615	Hortensia
49391	GroceryShop 2026 & 2027	Hyve Group	Potential	09/23/2026	09/30/2026	9834	Hortensia
49355	Lincoln Investment Planning Wealth Management Forum 2026	Lincoln Investment Planning	Potential	11/01/2026	11/05/2026	1265	Hortensia
49353	BOAF 2027 Annual Conference & Expo	Building Official Association of Florida	Potential	06/04/2027	06/10/2027	1169	Kayla
	COUNT: 102					SUM: 55329	



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MEETING SALES DEFINITE MONTHLY REPORT

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
48684	APNA 2023 Annual Meeting	10/31/2023	385	09/19/2023	09/24/2023	\$381,600.38	\$8,756.21	Hortensia
49333	Hockey Tournament	10/05/2023	360	10/05/2023	10/08/2023	\$301,570.87	\$7,955.00	Hortensia
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
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
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
49248	GCUMM Leader Retreat	10/11/2023	30	01/16/2024	01/19/2024	\$26,095.58	\$661.04	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
49379	[REDACTED]	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
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	[REDACTED]	10/27/2023	640	10/01/2024	10/04/2024	\$684,930.07	\$14,929.91	Kayla
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
	COUNT: 19		SUM: 10,185			SUM: \$10,234,598.84	SUM: \$237,527.19	



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MEETING SALES YTD DEFINITE LEADS FY23

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
48684	APNA 2023 Annual Meeting	10/31/2023	385	09/19/2023	09/24/2023	\$381,600.38	\$8,756.21	Hortensia
49333	Hockey Tournament	10/05/2023	360	10/05/2023	10/08/2023	\$301,570.87	\$7,955.00	Hortensia
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
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
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
49248	GCUMM Leader Retreat	10/11/2023	30	01/16/2024	01/19/2024	\$26,095.58	\$661.04	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
49379	[REDACTED]	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
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	[REDACTED]	10/27/2023	640	10/01/2024	10/04/2024	\$684,930.07	\$14,929.91	Kayla
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
	COUNT: 19		SUM: 10,185			SUM: \$10,234,598.84	SUM: \$237,527.19	