



November 2023 Board Report

Prepared On: 01/03/2024
 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
49585	2024 Mathews FL Fast Start	HelmsBriscoe - MASTER	Potential	01/11/2024	01/11/2024	13	Hortensia
49525	2024 - SMLDP Tampa Event	Service Logic	Potential	01/17/2024	01/19/2024	64	Liz
49608	January 2024 HouseCalls Clinical Leadership onsite	United Healthcare Services, Inc.	Potential	01/21/2024	01/24/2024	58	Hortensia
49640	Barco DI Sales Kick off 2024	Barco, Inc	Potential	01/21/2024	01/24/2024	87	Tina
49539	Brand USA & Miles Meeting January 2024	Miles Partnership	Potential	01/22/2024	01/26/2024	172	Kayla
49522	National Academy of Education, COVID Team Mtg	Site Selection Services	Potential	01/28/2024	01/31/2024	64	Liz
49570	Redaptive Sales Conference 2024	Redaptive Corporation	Potential	01/29/2024	02/01/2024	300	Brian
49582	TD SYNnex - IBM Partner Marketing Summit - January 2024	NHS Global Events	Potential	01/30/2024	01/31/2024	200	Kayla
49632	Justrite Safety Group Executive Retreat 2024	Justrite Safety Group	Potential	02/01/2024	02/03/2024	48	Brian
49564	Expanded Leadership Team -Strategic Planning and Leadership Training Meeting 2024	The Recycling Partnership	Potential	02/05/2024	02/08/2024	120	Liz
49607	*97220V2* Partners Event	Hospitality Performance Network Global (HPN) MASTER	Potential	02/05/2024	02/08/2024	150	Hortensia
49606	Ford Pittsburgh Incentive	Augeo	Potential	02/06/2024	02/08/2024	30	Hortensia
49616	2024 Complex Incident Management Course (CIMC)	National Association of State Foresters	Potential	02/09/2024	02/16/2024	700	Liz
49638	40597 2024 Toxicology US Sales Training KickOff	Abbott Laboratories	Potential	02/17/2024	02/22/2024	419	Tina
49577	Indoor Air Quality Association 2024	Indoor Air Quality Association	Potential	02/18/2024	02/20/2024	325	Hortensia
49515	Willow Bridge (formerly Lincoln Property) NW FL Meeting 2024 v.2	Lincoln Property Company	Potential	02/19/2024	02/20/2024	80	Tina
49536	2024 Promise Holdings Summit	Promise Holdings	Potential	02/20/2024	02/22/2024	90	Hortensia
49528	Blackpoint Cyber 2024 Feb Financial Team Offsite	Blackpoint Cyber	Potential	02/21/2024	02/22/2024	20	Liz
49581	2024 Winter Wholesaler Advisory Panel Meeting (NU60499)	AB InBev - NAZ	Potential	02/25/2024	03/01/2024	290	Kayla
49482	Engineering Strategic Plan Summit 2024	Collins Aerospace	Potential	02/26/2024	02/28/2024	625	Tina
49541	W.W. Grainger, Inc. - Region Z1 Meeting	HelmsBriscoe - MASTER	Potential	02/26/2024	02/29/2024	135	Brian
49545	FATA Due Diligence Spring 2024 Florida	Edward Jones Inc.	Potential	02/27/2024	02/29/2024	98	Brian
49549	Enterra Medical HCP Course Mar 2024	Enterra Medical Inc.	Potential	02/28/2024	03/02/2024	108	Hortensia
49486	National Veterans Affairs Council (NVAC)	Informed Meetings Exchange INMEX	Potential	03/04/2024	03/08/2024	740	Liz

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
49488	BPI Annual GC Forum Meeting Spring 2024	Bank Policy Institute	Potential	03/04/2024	03/09/2024	106	Hortensia
49516	Synovus Treasury Advisory Board March 2024	Synovus	Potential	03/06/2024	03/06/2024	35	Tina
49553	Regional Insurer Group - Client Advisory Board Spring 2024	Aon Service Corporation	Potential	03/13/2024	03/16/2024	76	Brian
49534	nth lacrosse team	nths lacrosse team	Potential	03/23/2024	03/27/2024	92	Hortensia
49567	National Automatic Sprinkler Industry Welfare Funds 2024 March Board Meeting	National Automatic Sprinkler Industry	Potential	03/24/2024	03/30/2024	103	Liz
49598	Current Advantage Conference	Current Advantage	Potential	04/02/2024	04/03/2024	50	Kayla
49513	2024 Physician Leadership Retreat	Agilon Health	Potential	04/08/2024	04/14/2024	705	Kayla
49537	CBMC Board Meeting 2024 Spring	Christian Business Men Connection -CBMC	Potential	04/14/2024	04/17/2024	34	Hortensia
49631	HW & Associates 2024 Spring Trip	HW & Associates	Potential	04/18/2024	04/20/2024	48	Brian
49609	Round Room Live - Shrek National Tour - Clearwater, FL	Round Room Live	Potential	04/22/2024	04/24/2024	105	Hortensia
49610	Round Room Live - Shrek National Tour - Clearwater, FL	Round Room Live	Potential	04/22/2024	04/24/2024	105	Hortensia
49535	Executive Directors Association Annual Meeting	Tri Delta	Potential	05/05/2024	05/08/2024	65	Hortensia
49512	2024 Spring Co-Op	CVS Caremark, L.L.C.	Potential	05/07/2024	05/09/2024	400	Hortensia
49619	Early Childhood Courts Site Meeting	AK Consulting Group	Potential	05/07/2024	05/10/2024	535	Kayla
49552	Powers- Jean Baptiste Wedding	Weddings	Potential	05/16/2024	05/19/2024	60	Renee
49483	Hillel Small Group East Coast May 2024	Hillel International	Potential	05/19/2024	05/22/2024	120	Hortensia
49596	TD SYNnex - PowerSolv AMPED Symposium - May 2024	TD Synnex Corporation	Potential	05/27/2024	05/29/2024	143	Kayla
49500	2024 Magic Company Meeting	Magic Labs, Inc.	Potential	06/02/2024	06/06/2024	300	Brian
49502	002NRB_NASPA 2024 Student Affairs Law & Policy Certificate Program	National Association of Student Personnel Administrators	Potential	06/02/2024	06/07/2024	169	Liz
49546	MCCA 2024 Committee Conference	Major Cities Chiefs Association (MCCA)	Potential	06/08/2024	06/15/2024	936	Brian
49600	████████████████████	██████████	Potential	06/09/2024	06/13/2024	398	Kayla
49605	2024 Straws Family Reunion	Straws Family Reunion	Potential	07/04/2024	07/07/2024	75	Hortensia
49499	VanEck – U.S. Distribution Meeting July 2024 Tampa	LM Media Worldwide, LLC	Potential	07/08/2024	07/10/2024	255	Hortensia
49494	2024 National Sales & Marketing Meeting	Lexitas	Potential	07/09/2024	07/11/2024	250	Brian
49587	002PR4 Florida Fire Chiefs' Association - Executive Development Conference	Florida Fire Chiefs' Association	Potential	07/10/2024	07/16/2024	1328	Kayla
49548	AELE August 2024 Meeting (Law Enforcement Legal Center)	AELE Law Enforcement Legal Center	Potential	08/18/2024	08/23/2024	400	Brian
49636	████████████████████	████████████████████ *	Potential	09/20/2024	09/27/2024	966	Hortensia
49559	RFPDSI23 - New Dates - National Leadership Meeting Fall 2024	Daiichi Sankyo, Inc.	Potential	09/21/2024	09/26/2024	750	Hortensia
49563	Florida Supportive Housing Coalition Summit	FL Supportive Housing Coalition	Potential	09/22/2024	09/24/2024	222	Kayla

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49588	Murphy Business 2024 Educational Conference	Murphy Business & Financial Corporation	Potential	09/28/2024	10/03/2024	305	Kayla
49591	Greenberg Traurig Executive Committee Meeting 2024	Greenberg Traurig LLC	Potential	09/29/2024	10/01/2024	162	Kayla
49635	District Conference 2024	Alpha Phi Alpha Fraternity, Inc.	Potential	10/17/2024	10/20/2024	410	Hortensia
49490	Presidents Club	Cargill	Potential	10/20/2024	10/24/2024	413	Hortensia
49554	2024 Global Client Forum	GBT Travel Services UK Limited d/b/a American Express Global Business Travel.	Potential	10/20/2024	10/25/2024	455	Hortensia
49489	2024 HealthCare Excellence Conference	Custom Learning Systems LTD	Potential	10/31/2024	11/06/2024	916	Hortensia
49597	BOAF 2024 Emerging Technology Forum	Building Official Association of Florida	Potential	11/10/2024	11/12/2024	83	Kayla
49517	PROCEPT Bio-Robotics 2025 Global Sales Meeting	PROCEPT BioRobotics	Potential	01/02/2025	01/10/2025	1767	Brian
49544	Lubrizol 2025 Annual Global Conference - Jan. 13-17,2025	Lubrizol Corporation	Potential	01/12/2025	01/16/2025	516	Brian
49485	*96915* January 2025 Meeting	Hospitality Performance Network Global (HPN) MASTER	Potential	01/14/2025	01/20/2025	94	Hortensia
49492	2025 Customer Appreciation Program	Vistar Corporate	Potential	01/15/2025	01/18/2025	400	Brian
49505	2025 Sales Meeting	Direct Travel	Potential	01/18/2025	01/23/2025	511	Tina
49527	2025 & 2026 IFEBP HBCE	International Foundation of Employee Benefit Plans (IFEBP Services, LLC)	Potential	01/25/2025	01/30/2025	760	Liz
49560	Radian 2025 Sales & Leadership Event	Radian Group Inc.	Potential	01/25/2025	01/30/2025	393	Hortensia
49497	2025 Regional Sales Meeting – Southeast	Maritz Global Events - AT&L Inc.	Potential	01/26/2025	01/30/2025	415	Brian
49621	AFMRD 2025 BOD Meeting	Association of Family Medicine Residency Directors (AFMRD)	Potential	01/28/2025	01/31/2025	50	Brian
49533	Bowman and Brooke 2025 Partner Retreat	Bowman and Brooke LLP	Potential	01/29/2025	02/01/2025	307	Hortensia
49496	Bosch BT 2025 Sales Kick Off	Bosch Thermotechnology (MA)	Potential	01/31/2025	02/08/2025	1454	Brian
49584	3rd Annual PromoStandards Technology Summit and Hack-A-Thon Event	PromoStandards	Potential	02/01/2025	02/06/2025	837	Kayla
49526	DMSCA 2025 Accelerate	Diverse Manufacturing Supply Chain Alliance	Potential	02/17/2025	02/21/2025	207	Liz
49543	Twist Balloon Convention 2025	Continental Sales	Potential	02/17/2025	02/23/2025	639	Brian
49542	URGO NSM February 2025	Urgo Medical Device Company	Potential	02/23/2025	02/25/2025	477	Brian
49521	2025 Inteleos Annual Leadership Meeting	Inteleos / ARDMS	Potential	02/25/2025	03/02/2025	333	Liz
49633	Jiffy Lube Convention & Tradeshow 2025	Jiffy Lube International	Potential	03/01/2025	03/06/2025	1397	Brian
49524	DHI 2025 Annual Conference	Door and Hardware Institute	Potential	03/08/2025	03/14/2025	728	Liz
49586	ALFA International - Workers Compensation Practice Group Seminar - Spring 2025	ALFA International	Potential	03/25/2025	03/29/2025	202	Kayla
49568	FIT4MOM Conference 2025	Fit4Mom	Potential	04/02/2025	04/05/2025	385	Brian
49558	2025 Annual Meeting	Associated Air Balance Council	Potential	05/03/2025	05/10/2025	287	Liz

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
49484	YNAN-Mid Major CFO Conference (Affiliate group)	YMCA of the USA	Potential	05/06/2025	05/08/2025	255	Brian
49518			Potential	05/07/2025	05/12/2025	391	Kayla
49589	002PST Florida Fire Chiefs' Association - Executive Development Conference 2025	Florida Fire Chiefs' Association	Potential	07/09/2025	07/15/2025	1328	Kayla
49538	MHHE National Sales Meeting 2025	McGraw-Hill Global Education Holdings, LLC	Potential	07/17/2025	07/25/2025	2935	Hortensia
49620	North American Chemical Residue Workshop (NACRW) -- FLAG Works, Inc.	Florida Department of Agriculture & Consumer Services	Potential	07/17/2025	07/25/2025	1010	Kayla
49556	NAPCO Media Wide-Format Summit 2025	NAPCO Media	Potential	07/26/2025	07/30/2025	732	Hortensia
49547	Uber Freight US, LLC Deliver Conference 2025	Uber Freight Inc.	Potential	09/13/2025	09/18/2025	1130	Brian
49580	Florida Home Builders Association 2025 Fall Conference	Florida Home Builders Association	Potential	10/14/2025	10/17/2025	251	Kayla
49594	ASC 2025 Executive Leadership Conference	Adhesive & Sealant Council	Potential	10/19/2025	10/23/2025	163	Liz
49599	ICALEO 2025 - v2	Laser Institute of America, Inc	Potential	10/31/2025	11/07/2025	1200	Kayla
49503	HPN #97200 - Annual Meeting	Hospitality Performance Network Global (HPN) MASTER	Potential	11/05/2025	11/09/2025	575	Brian
49561	NAPCO Media - Digital Packaging Summit 2025	NAPCO Media	Potential	11/07/2025	11/12/2025	895	Hortensia
49574	SNMMI 2026 Mid-Winter Meeting	Society of Nuclear Medicine and Molecular Imaging	Potential	01/19/2026	01/25/2026	1226	Liz
49571	Love's Leadership Summit 2026	Love's Travel Stops and Country Stores, Inc.	Potential	01/23/2026	01/27/2026	310	Hortensia
49637	SASBO Leadership 2026	Southeastern Association of School Business Officials (SASBO)	Potential	01/25/2026	01/29/2026	184	Tina
49629	2026 AFSA Independents Conference & Exposition	American Financial Services Association	Potential	05/03/2026	05/08/2026	810	Liz
49531	2026NARUC Eastern Utility Rate School	National Association of Regulatory Utility Commissioners	Potential	10/02/2026	10/10/2026	909	Liz
49511	ISMPP, 2027 and 2028 Annual Meeting	International Society of Medical Publication Professionals ISMPP	Potential	04/09/2027	04/14/2027	1609	Hortensia
49501	ICAA 2027 Annual Conference - Tampa2	Insulation Contractors Association of America	Potential	09/20/2027	09/23/2027	800	Liz
49532	2027 NARUC Eastern Utility Rate School	National Association of Regulatory Utility Commissioners	Potential	10/01/2027	10/09/2027	909	Liz
49523	NADO - 2027 ATC	National Association of Development Organizations	Potential	10/14/2027	10/21/2027	1672	Liz
49504	IFA 2028	International Franchise Association	Potential	03/25/2028	03/31/2028	1827	Brian
	COUNT: 103					SUM: 49791	



Prepared On: 01/04/2024
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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
48834	Arredondo (98200) Division Meeting - Fall 2023	11/02/2023	40	10/03/2023	10/05/2023	\$18,041.11	\$157.66	Brian
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	\$71,877.52	\$1,961.08	Hortensia
49592	ITA Fall Conference	11/20/2023	1,070	11/02/2023	11/10/2023	\$1,208,217.22	\$28,731.40	Tina
49603	[REDACTED]	11/21/2023	181	11/08/2023	11/11/2023	\$136,934.45	\$3,377.92	Kayla
49495	NADRA 2024 Conference	11/11/2023	508	12/30/2023	01/03/2024	\$574,687.47	\$15,404.26	Hortensia
48570	[REDACTED]	11/15/2023	955	01/12/2024	01/21/2024	\$1,040,344.53	\$22,816.84	Liz
49292	Ministry Brands Sales Kick Off	11/05/2023	30	01/16/2024	01/19/2024	\$26,298.52	\$719.30	Hortensia
49601	[REDACTED]	11/21/2023	175	01/30/2024	02/04/2024	\$132,964.64	\$3,137.06	Tina
49565	[REDACTED]	11/21/2023	378	02/03/2024	02/06/2024	\$434,105.40	\$11,578.29	Hortensia
49612	[REDACTED]	11/22/2023	43	02/03/2024	02/04/2024	\$36,618.54	\$890.42	Tina
49442	Midyear Board of Trustees Meeting	11/02/2023	635	02/16/2024	02/22/2024	\$785,548.38	\$21,216.12	Hortensia
49604	[REDACTED]	11/21/2023	110	02/22/2024	02/25/2024	\$155,316.39	\$4,122.32	Kayla
49613	[REDACTED]	11/22/2023	307	02/22/2024	02/27/2024	\$322,546.58	\$10,037.79	Hortensia
49615	[REDACTED]	11/22/2023	265	05/13/2024	05/18/2024	\$219,921.02	\$5,953.84	Brian
49074	[REDACTED]	11/30/2023	340	07/19/2024	07/23/2024	\$381,273.94	\$9,651.76	Hortensia
49369	2025 ALSC Symposia	11/13/2023	1,199	01/29/2025	02/03/2025	\$565,776.67	\$4,830.59	Brian
49370	2025 ALSC Symposia/veterinary professionals	11/13/2023	405	04/30/2025	05/04/2025	\$430,369.58	\$13,020.68	Brian
49595	Pivotal Financial Advisors Meeting 2025	11/21/2023	178	05/03/2025	05/07/2025	\$152,936.05	\$4,044.93	Brian
49575	Annual Meeting 2026	11/26/2023	498	11/08/2026	11/13/2026	\$633,738.21	\$16,587.54	Liz
	COUNT: 21		SUM: 8,196			SUM: \$8,065,974.62	SUM: \$198,232.59	



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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
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	\$71,877.52	\$1,961.08	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
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
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
49601	[REDACTED]	11/21/2023	175	01/30/2024	02/04/2024	\$132,964.64	\$3,137.06	Tina
49565	[REDACTED]	11/21/2023	378	02/03/2024	02/06/2024	\$434,105.40	\$11,578.29	Hortensia
49612	[REDACTED]	11/22/2023	43	02/03/2024	02/04/2024	\$36,618.54	\$890.42	Tina
49442	Midyear Board of Trustees Meeting	11/02/2023	635	02/16/2024	02/22/2024	\$785,548.38	\$21,216.12	Hortensia
49604	[REDACTED]	11/21/2023	110	02/22/2024	02/25/2024	\$155,316.39	\$4,122.32	Kayla
49613	[REDACTED]	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

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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
49615	[REDACTED]	11/22/2023	265	05/13/2024	05/18/2024	\$219,921.02	\$5,953.84	Brian
49074	[REDACTED]	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	[REDACTED]	10/27/2023	640	10/01/2024	10/04/2024	\$684,930.07	\$14,929.91	Kayla
49369	2025 ALSC Symposia	11/13/2023	1,199	01/29/2025	02/03/2025	\$565,776.67	\$4,830.59	Brian
49370	2025 ALSC Symposia/veterinary professionals	11/13/2023	405	04/30/2025	05/04/2025	\$430,369.58	\$13,020.68	Brian
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
49575	Annual Meeting 2026	11/26/2023	498	11/08/2026	11/13/2026	\$633,738.21	\$16,587.54	Liz
	COUNT: 40		SUM: 18,381			SUM: \$18,300,573.46	SUM: \$435,759.78	