



October Board Report FY 22-23

Prepared On: 12/09/2022
Prepared By: Kayla Freeman

MEETING SALES POTENTIAL MONTHLY REPORT

Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	Requested Rooms	First Name
47605	ChenMed MGC New Hire Sales Training 2022	Direct Travel Minneapolis	Potential	11/14/2022	11/17/2022	56	Jill
47613	Hoxhunt	NHS Global Events	Potential	11/15/2022	11/18/2022	33	Jill
47508	David Alexander Winter Mastermind	David Alexander Mastermind	Potential	12/01/2022	12/04/2022	120	Tina
47491	2022 December NDR Working Group Meeting -RFP No. FY23 - 28551	American Association of Motor Vehicle Administration	Potential	12/05/2022	12/08/2022	49	Liz
47552	[REDACTED]	Confidential	Potential	12/06/2022	12/08/2022	26	Tina
47542	2023 ACLI Reinsurers Executive Roundtable (RERT) & Executive Roundtable (ERT) Annual Meeting (2)	American Council of Life Insurers	Potential	01/05/2023	01/15/2023	694	Liz
47627	UPDATED Caterpillar Inc. - Certified Rebuild Conference - January/February 2023	NHS Global Events	Potential	01/09/2023	01/12/2023	370	Jill
47472	HPN #87741	Hospitality Performance Network Global (HPN)	Potential	01/12/2023	01/15/2023	140	Brian
47612	0028JW - 2023 SCUP Southern Regional Conference	Society for College and University Planning (SCUP)	Potential	01/14/2023	01/17/2023	144	Jill
47496	PH&W Expo - January 20 - 22, 2022 - Tampa/St Pete	Wounded Warrior Project	Potential	01/20/2023	01/21/2023	24	Brian
47551	Sebia National Sales	Sebia Inc	Potential	01/22/2023	01/26/2023	307	Tina
47615	Large Electric Motor Users Group (LEMUG) Meeting - Winter 2023	Electric Power Research Institute (EPRI)	Potential	01/23/2023	01/26/2023	210	Jill
47471	[REDACTED]	Confidential	Potential	01/24/2023	01/26/2023	30	Brian
47484	TR-42 Meetings	Telecommunications Industry Association (TIA)	Potential	01/26/2023	02/02/2023	172	Jill
47487	Fluke Xcelerate 2023	Fluke Corporation - FDS (a Fortive OpCo)	Potential	01/26/2023	02/04/2023	1275	Hortensia
47625	Love's 2023 Leadership Summit	Love's Travel Stops and Country Stores, Inc.	Potential	01/26/2023	02/03/2023	296	Jill
47494	NASW RRG and NASWIC Board of Director Mtngs and Education Mtngs	National Association of Social Workers	Potential	01/31/2023	02/05/2023	83	Liz
47569	2023 NTT Data - Consultant Meeting - revised dates	NTT Data	Potential	02/01/2023	02/05/2023	153	Brian
47570	NTT Data - 2023 Consulting Meeting	NTT Data	Potential	02/01/2023	02/05/2023	153	Brian
47518	Merkle Global ELT Meeting Feb 2023	Merkle Inc.	Potential	02/05/2023	02/09/2023	273	Liz
47590	Bausch & Lomb - Vision Care Managers Meeting - February 2023	Bausch + Lomb, a division of Valeant Pharmaceuticals	Potential	02/05/2023	02/07/2023	193	Hortensia
47503	2023 Joint Conference of Librarians of Color	Joint Council of Librarians of Color Inc. (JCLC Inc.)	Potential	02/06/2023	02/09/2023	652	Jill
47513	Zips Incentive Trip	Zip's Car Wash	Potential	02/06/2023	02/08/2023	39	Brian
47559	*86807V3* 2023 National Sales Meeting Revised	Hospitality Performance Network Global (HPN)	Potential	02/06/2023	02/09/2023	420	Hortensia
47500	Accelerate 2024	SLS Event Planning & Consulting LLC	Potential	02/07/2023	02/09/2023	400	Brian

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47553	2023 Property Management Summit & Sector Offsite	Teachers Insurance & Annuities Assoc.of America (TIAA)- (NY)	Potential	02/07/2023	02/08/2023	231	Hortensia
47604	33537-Toxicology U.S. Sales 2023 Training Meeting	Abbott Laboratories	Potential	02/12/2023	02/15/2023	270	Jill
47527	Synapse Summit 2023	Synapse Florida	Potential	02/13/2023	02/16/2023	50	Brian
47609	**REVISED ** Atlas Copco - Leybold USA 2023 Sales Conference - February 2023	Leybold USA, a subsidiary of Atlas Copco North America LLC	Potential	02/13/2023	02/16/2023	200	Hortensia
47511	Conference / Convention for Bravenly Global	Bravenly Global	Potential	02/17/2023	02/18/2023	140	Brian
47466	FAHRO 2023 Executive Director Forum	Florida Association of Housing and Redevelopment Officials (FAHRO)	Potential	02/21/2023	02/24/2023	119	Brian
47600	Zelis Healthcare-Feb 23-26, 2023-FL-Rak	Zelis Healthcare, LLC	Potential	02/23/2023	02/25/2023	110	Hortensia
47477	Owens & Minor Patient Direct Meeting 2023	Owens & Minor	Potential	02/25/2023	03/01/2023	935	Liz
47515	SENPA Board of Directors Strategic Planning Meeting February 2023	SENPA Natural Industry Alliance	Potential	02/26/2023	02/28/2023	30	Brian
47561	*88204* Ash Grove Conference Feb 2023	Hospitality Performance Network Global (HPN)	Potential	02/27/2023	03/03/2023	495	Hortensia
47580	NTM 2 Day Program	Integra LifeSciences Corporation	Potential	02/27/2023	02/28/2023	540	Hortensia
47611	GPM Empire LLC National Sales Meeting March 2023	GPM Empire	Potential	02/27/2023	03/02/2023	189	Brian
47565	NORM Board March 2023	National Organization of Rheumatology Managers (NORM)	Potential	03/01/2023	03/04/2023	52	Brian
47587	HMH Q1 District Leadership Summit	Houghton Mifflin Harcourt	Potential	03/06/2023	03/09/2023	575	Hortensia
47589	Anaqua 2023 Sales Kickoff	Anaqua	Potential	03/06/2023	03/09/2023	240	Hortensia
47492	ZielBio Inc.	Worthington Association Management	Potential	03/12/2023	03/14/2023	45	Liz
47498	Make a Shift Workshop 2023	ConferenceDirect	Potential	03/13/2023	03/18/2023	150	Brian
47517	W3Spa North America East Coast Spring 2023	We Work Well, Inc	Potential	03/17/2023	03/21/2023	323	Tina
47602	CCCI - Cru, Jesus Film Project Executive Team Meeting	CCCI - Cru, Jesus Film Project	Potential	03/19/2023	03/25/2023	140	Hortensia
47624	2023 PT Tech National Meeting	Ginger Meeting Management	Potential	03/26/2023	03/29/2023	219	Jill
47524	Pepsi Pro Awards Dinner 2023	Pepsi Southeast Region HQ	Potential	03/27/2023	03/29/2023	250	Brian
47560	*87934* Passover 2023	Hospitality Performance Network Global (HPN)	Potential	04/05/2023	04/14/2023	2250	Hortensia
47572	CS Recognition Program 2023 - 40419	Siemens Corporation	Potential	04/16/2023	04/20/2023	399	Hortensia
47557	Generations Church Women's Event	Generations Christian Church	Potential	04/21/2023	04/22/2023	100	Hortensia
47480	Florida State Leadership Conference/Florida Pearls	Zeta Phi Beta	Potential	04/26/2023	04/30/2023	326	Hortensia
47499	S.E.E. Underground Distribution Committee and O & M SC and Network Underground Committee	Site Selection Plus, Inc.	Potential	05/08/2023	05/11/2023	94	Tina
47486	2023 NAD Retirement Board Meeting	Seventh-day Adventists - North American Division	Potential	05/12/2023	05/16/2023	90	Hortensia

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47482			Potential	05/15/2023	05/19/2023	196	Hortensia
47575	The Florida Department of Financial Services – Division of Public Assistance Fraud May 2023 Meeting	Florida Department of Financial Services - Public Assistance Fraud	Potential	05/16/2023	05/19/2023	195	Brian
47622	2023 CRM Team Meeting	Zurich NA	Potential	05/16/2023	05/18/2023	55	Jill
47578	Leadership Tampa Bay 2023 Retreat	Leadership Tampa Bay	Potential	06/08/2023	06/10/2023	75	Brian
47564	FLCMAA 2023 Summer Conference	Florida Club Management Association	Potential	06/16/2023	06/21/2023	705	Brian
47549	2023 Generation Technology Week	Electric Power Research Institute (EPRI)	Potential	06/24/2023	06/29/2023	1185	Tina
47550	Terry Turbine Users Group and Workshop	Electric Power Research Institute (EPRI)	Potential	07/24/2023	07/28/2023	230	Tina
47505	FPCA 2023	Florida Prestressed Concrete Association	Potential	07/26/2023	07/30/2023	187	Brian
47614	Hubbell Inc. Beckwith meeting 2023	Hubbell, Inc	Potential	07/28/2023	08/04/2023	517	Jill
47479	Indian Wedding	38 North Connections	Potential	09/14/2023	09/16/2023	250	Renee
47546	Trinity Women's Fall Retreat	Trinity New Life Church	Potential	09/28/2023	09/29/2023	100	Hortensia
47534		Confidential	Potential	10/20/2023	10/22/2023	50	Tina
47617	ISB class of 1983 40th Reunion- 2023	HelmsBriscoe - MASTER	Potential	11/02/2023	11/04/2023	108	Jill
47610	2023 McKIBBON One Leadership Conference	McKibbon Hospitality	Potential	11/26/2023	11/30/2023	830	Brian
47608	Dreamcatcher Events SV Workshop	Dreamcatcher Events, Inc.	Potential	01/02/2024	01/07/2024	612	Hortensia
47584	FFE- Foundation for Fraternal Excellence - 2024 annual meeting	FFE- Foundation for Fraternal Excellence	Potential	01/12/2024	01/18/2024	190	Hortensia
47563	Florida Kickoff 2024	Kimley-Horn and Associates, Inc.	Potential	01/17/2024	01/18/2024	1060	Brian
47574	Legend Biotech National Sales Meeting	Legend Biotech	Potential	01/20/2024	01/26/2024	562	Hortensia
47629	2024 Soprema National Sales Meeting	Soprema	Potential	01/28/2024	01/31/2024	767	Jill
47538	Freedom Equity Group-2024 Leadership Summit	Freedom Equity Group	Potential	02/01/2024	02/04/2024	399	Hortensia
47623	2024 Tampa General Hospital Heart and Vascular Conference	Tampa General Hospital	Potential	02/01/2024	02/04/2024	90	Brian
47626	Rodan + Fields 2024 Summit	Rodan + Fields	Potential	02/04/2024	02/09/2024	583	Jill
47583	CCCI-Cru Bridges Build Conference 2024	Bridges International	Potential	02/25/2024	03/01/2024	340	Hortensia
47532	Purpose Financial Leadership Conference-2024	Purpose Financial	Potential	03/03/2024	03/08/2024	1097	Tina
47601	CCCI - Cru, Jesus Film Project Spring 2024 Briefing	The JESUS Film Project	Potential	03/04/2024	03/10/2024	904	Hortensia
47540	Association for GXP Excellence	Site Selection Services	Potential	04/13/2024	04/16/2024	305	Hortensia
47516	CCCI - Cru Campus Summit 2024	Campus Crusade for Christ, Intl (dba Cru)	Potential	04/16/2024	04/23/2024	443	Hortensia
47593	NCURA Reg III 2024	National Council of University Research Administrators (NCURA)	Potential	04/24/2024	05/02/2024	450	Tina
47483	Confidential – Financial Company	Destinations Link Hospitality	Potential	05/13/2024	05/17/2024	196	Hortensia

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47537	US Summer Conference 2024	AutoFlame	Potential	06/08/2024	06/16/2024	263	Liz
47577	Popular Culture of the South	Populare Culture Association of the South	Potential	09/18/2024	09/22/2024	330	Tina
47606	Feast of Tabernacles 2024 - Florida	Living Church of God	Potential	10/15/2024	10/23/2024	0	Hortensia
47562	2024 Florida Mosquito Control Association Annual Conference	FL Mosquito Control Association	Potential	11/02/2024	11/06/2024	428	Brian
47576	SAMLA 2024 Annual Conference	South Atlantic Modern Language Association	Potential	11/05/2024	11/10/2024	890	Tina
47504	FL Parking & Transportation Association 2024 Annual Conference	Florida Parking & Transportation Association	Potential	12/02/2024	12/06/2024	400	Brian
47581	*Updated* CCCI-Cru Bridges Winter Conference 2024 (& 2025)	Bridges International	Potential	12/26/2024	01/01/2025	1892	Hortensia
47586	FFE- Foundation for Fraternal Excellence -2025 Annual meeting	FFE- Foundation for Fraternal Excellence	Potential	01/17/2025	01/23/2025	190	Hortensia
47618	AFMRD January 2025 Board Meeting	Association of Family Medicine Residency Directors (AFMRD)	Potential	01/28/2025	01/31/2025	50	Jill
47523	PDCA 2025 Annual Int'l Expo & Conference	PDCA	Potential	02/01/2025	02/08/2025	576	Brian
47619	iCon 2025	Skyward Inc.	Potential	02/24/2025	02/28/2025	1261	Jill
47607	IBDEA 2025 Conference	IBDEA	Potential	03/01/2025	03/10/2025	761	Hortensia
47591	Western Telecommunications Alliance Spring 2025	Western Telecommunications Alliance	Potential	04/02/2025	04/09/2025	591	Hortensia
47525	Eastern Regional Interstate Child Support Association Annual Training Conference & Exposition 2025	Eastern Regional Interstate Child Support	Potential	04/10/2025	04/18/2025	1500	Jill
47568	FASA 2025 Annual Conference	Florida Association of School Administrators	Potential	05/31/2025	06/03/2025	1050	Brian
47485	GMWA Workshop of America Convention	GMWA Gospel Music Workshop of America	Potential	10/15/2025	10/19/2025	2500	Hortensia
47582	*updated* CCCI-Cru Bridges Winter Conference 2025 (&2024)	Bridges International	Potential	12/26/2025	01/01/2026	1892	Hortensia
47585	FFE- Foundation for Fraternal Excellence - 2026 Annual meeting	FFE- Foundation for Fraternal Excellence	Potential	01/16/2026	01/22/2026	190	Hortensia
47595	District Superintendent's Conference	The Church of the Nazarene , Inc.	Potential	02/12/2026	02/18/2026	454	Hortensia
47594	Leader's Conference	The Church of the Nazarene , Inc.	Potential	02/11/2027	02/17/2027	524	Hortensia
	COUNT: 101					SUM: 43297	

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
45232	[REDACTED]	10/27/2022	403	01/06/2023	01/11/2023	\$413,430.96	\$9,534.72	Hortensia
45233	[REDACTED]	10/27/2022	403	01/05/2024	01/10/2024	\$425,240.85	\$9,890.52	Hortensia
45453	Karachi American School Reunion	10/12/2022	92	10/28/2022	10/30/2022	\$96,999.49	\$1,960.58	Brian
45674	Global Security Group (GSG) Global Conference	10/26/2022	482	10/03/2022	10/07/2022	\$406,800.89	\$10,794.92	Hortensia
45982	Fall 2022 Meeting Florida Chapter Health Physics Society	10/24/2022	52	10/06/2022	10/07/2022	\$35,696.63	\$719.19	Brian
45984	Florida Network of Youth & Family Services - QIC	10/18/2022	223	11/30/2022	12/02/2022	\$163,359.96	\$3,915.68	Brian
47274	[REDACTED]	10/03/2022	1,050	01/13/2023	01/21/2023	\$1,015,371.89	\$22,854.87	Liz
47478	Sisters Kinnect Women's Conference 2022	10/27/2022	22	10/27/2022	10/29/2022	\$74,879.38	\$878.93	Brian
47519	Makris/Mejia Wedding	10/12/2022	39	10/14/2022	10/16/2022	\$52,723.67	\$1,076.10	Renee
47520	Leimbach/Levy wedding	10/12/2022	49	10/13/2022	10/15/2022	\$62,448.62	\$1,732.78	Renee
47567	FAC - Legislative Conference 2022	10/24/2022	810	11/28/2022	12/02/2022	\$332,379.70	\$2,884.53	Brian
47571	ASUCRP Annual Conference 2022	10/24/2022	600	11/14/2022	11/17/2022	\$348,789.66	\$7,714.77	Kayla
47573	2022 NACBH Emerging Best Practices	10/25/2022	275	11/28/2022	12/04/2022	\$227,060.42	\$5,969.93	Liz
47596	CAGI Fall 2022 Meeting	10/27/2022	347	10/29/2022	11/07/2022	\$401,557.63	\$9,616.22	Jill
47597	2023 Joint Conference of Librarians of Color (JCLC)	10/27/2022	2,212	02/05/2023	02/12/2023	\$2,236,859.86	\$50,371.35	Jill
	COUNT: 15		SUM: 7,059			SUM: \$6,293,599.61	SUM: \$139,915.09	



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MEETING SALES YTD DEFINITE LEADS FY22

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45232	[REDACTED]	10/27/2022	403	01/06/2023	01/11/2023	\$413,430.96	\$9,534.72	Hortensia
45233	[REDACTED]	10/27/2022	403	01/05/2024	01/10/2024	\$425,240.85	\$9,890.52	Hortensia
45453	Karachi American School Reunion	10/12/2022	92	10/28/2022	10/30/2022	\$96,999.49	\$1,960.58	Brian
45674	Global Security Group (GSG) Global Conference	10/26/2022	482	10/03/2022	10/07/2022	\$406,800.89	\$10,794.92	Hortensia
45982	Fall 2022 Meeting Florida Chapter Health Physics Society	10/24/2022	52	10/06/2022	10/07/2022	\$35,696.63	\$719.19	Brian
45984	Florida Network of Youth & Family Services - QIC	10/18/2022	223	11/30/2022	12/02/2022	\$163,359.96	\$3,915.68	Brian
47274	[REDACTED]	10/03/2022	1,050	01/13/2023	01/21/2023	\$1,015,371.89	\$22,854.87	Liz
47478	Sisters Kinnect Women's Conference 2022	10/27/2022	22	10/27/2022	10/29/2022	\$74,879.38	\$878.93	Brian
47519	Makris/Mejia Wedding	10/12/2022	39	10/14/2022	10/16/2022	\$52,723.67	\$1,076.10	Renee
47520	Leimbach/Levy wedding	10/12/2022	49	10/13/2022	10/15/2022	\$62,448.62	\$1,732.78	Renee
47567	FAC - Legislative Conference 2022	10/24/2022	810	11/28/2022	12/02/2022	\$332,379.70	\$2,884.53	Brian
47571	ASUCRP Annual Conference 2022	10/24/2022	600	11/14/2022	11/17/2022	\$348,789.66	\$7,714.77	Kayla
47573	2022 NACBH Emerging Best Practices	10/25/2022	275	11/28/2022	12/04/2022	\$227,060.42	\$5,969.93	Liz
47596	CAGI Fall 2022 Meeting	10/27/2022	347	10/29/2022	11/07/2022	\$401,557.63	\$9,616.22	Jill
47597	2023 Joint Conference of Librarians of Color (JCLC)	10/27/2022	2,212	02/05/2023	02/12/2023	\$2,236,859.86	\$50,371.35	Jill
	COUNT: 15		SUM: 7,059			SUM: \$6,293,599.61	SUM: \$139,915.09	