



MEETINGS & CONFERENCES

HORTENSIA SIMMONS



Co-op Opportunities!

Returning Partners



Continue with
integrated programs
focusing on corporate/incentive
and association planners.

Also includes:

- Advertorials
- Dedicated eblasts
- Inclusions in emails
- Website placements
- Retargeting banners

Co-op Opportunities!

New Partners



Expanding
corporate/incentive and association
placements while adding
new SMERF placements.

Also includes:

- Advertorials
- Dedicated eblasts
- Inclusions in emails
- Website placements
- Retargeting banners



LET'S ADD SOME SUN TO THE AGENDA.

Home to America's Best Beaches, St. Pete/Clearwater is the perfect location for your next incentive trip. Walk to the world-renowned Salvador Dali Museum, enjoy upscale al fresco dining or simply wander the St. Pete Pier. Take your incentive program to the next level at MeetStPeteClearwater.com or contact a sales rep for more information.



**ST.PETE
CLEARWATER
FLORIDA**



LET'S TURN ON THOSE "OUT OF OFFICE" NOTIFICATIONS.

It's time to reward your best employees with some well-deserved R&R. With 35 miles of sugary white sand, a world-renowned arts scene and fresh, Gulf-to-grill seafood, every trip to St. Pete/Clearwater is a treat. And after soaking up every sun-drenched moment, your team is sure to return recharged and ready for anything. Let's make it happen at MeetStPeteClearwater.com



**ST.PETE
CLEARWATER
FLORIDA**



LET'S MIX WORK & PLAY.

Plan a meeting in St. Pete/Clearwater and treat attendees and their families to a little more sunshine. With beautiful outdoor venues, there's no shortage of places to get down to business. And when the day's work is done, America's Best Beaches, the stunning St. Pete Pier and acclaimed museums beckon. Let's shine — find unique venues at MeetStPeteClearwater.com



LET'S MIX WORK & PLAY.

Plan a meeting in St. Pete/Clearwater and add some sun to the agenda. With beautiful outdoor venues and the stunning St. Pete Pier, there's no shortage of places to get down to business. And when the workday is done, America's Best Beaches, al fresco dining, sunset sailing excursions and even glassblowing classes beckon. Let's shine — find unique venues at MeetStPeteClearwater.com





LET'S GO ABOVE & BEYOND FOR GREAT WORK.

It's time to give your attendees a chance to sign off and dig into the unique experiences around every sun-kissed, perfectly walkable corner of St. Pete/Clearwater. Here, the only commute from your breathtaking meeting venue will be a few short steps to the sugary white sand of Clearwater Beach.

Let's shine — get to work at MeetStPeteClearwater.com



ST.PETE
CLEARWATER
FLORIDA

Opal Sands Resort Clearwater Beach

- Gulf-front views from every room
- Innovative meeting spaces
- 2,400 square-foot Event Lawn for outdoor events
- Just steps from dining, shops & the Clearwater Marine Aquarium



MEET THE TEAM



Hortensia Simmons
Sr. Sales Manager –
Northeast/Canada, Religious
& Fraternal



Liz Dane
DC Regional Sales Office -
Mid-Atlantic



Renee Prine
Conventions
Services Manager, Weddings



Brian Hilterbrandt
Sales Manager - West



Tina Berrien
Sales Manager - Southeast



Kayla Freeman
Sales Manager - Florida



Christine DeMato
Meetings & Conventions
Business Specialist

FY 23 Results

- Leads Received 1,621
- Definite Groups 292
- Monetary Incentives \$456,153
- Total Room Nights 137,027
- Total Economic Impact \$126,588,567
- Tourist Development Tax \$2,994,562





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FLORIDA BOOKINGS

- **SHOWS ATTENDED: 8**
- **ROOM NIGHTS: 24,151**
- **ECONOMIC IMPACT: \$15,491,449**





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SOUTHEAST BOOKINGS

- **SHOWS ATTENDED: 8**
- **ROOM NIGHTS: 28,652**
- **ECONOMIC IMPACT: \$22,631,644**





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NORTHEAST BOOKINGS

- **SHOWS ATTENDED: 15**
- **ROOM NIGHTS: 16,281**
- **ECONOMIC IMPACT: \$10,437,301**





MID ATLANTIC BOOKINGS

- **SHOWS ATTENDED: 6**
- **ROOM NIGHTS: 8,423**
- **ECONOMIC IMPACT: \$4,506,032**





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M I D W E S T B O O K I N G S

- **SHOWS ATTENDED: 5**
- **ROOM NIGHTS: 22,545**
- **ECONOMIC IMPACT: \$13,971,337**





FAR WEST BOOKINGS

- **SHOWS ATTENDED: 10**
- **ROOM NIGHTS: 12,113**
- **ECONOMIC IMPACT: \$8,085,751**





New Hotels

**JW Marriott
Clearwater Beach: 198
total rooms & over
17,000 Sq. Ft Meeting
Space**

**AC Hotel Clearwater
Beach -
144 total rooms**

**AC Hotel Downtown
St. Pete- 172 rooms &
1800 Sq. Ft of
Meeting Space**

**The Mint House
Downtown St. Pete- 85
Apartment style units**

Awards

2023 ConventionSouth Readers'
Choice Award

2023 Smart Stars in the Best
CVB/DMO Category

2023 Smart Meetings Platinum
Choice Award



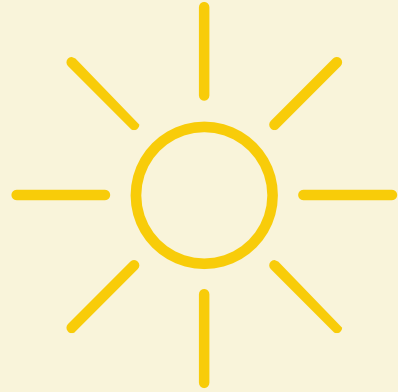


NEW TRADESHOWS!

- **LUXURY MEETINGS**
- **DESTINATIONS LINK NE**
- **FACE TO FACE CLIENT EVENTS**
- **GBTA CONVENTION**
- **IBTM WORLD**

Incentive Program Guidelines

- \$3 - \$5 per room night
- Amounts determined on a case-by-case scenario.
- Hotels should use all efforts to win business independently.
- The group must contract a minimum of 100 cumulative room nights to be eligible for incentive.
- Monetary incentives to master accounts cannot be used in conjunction with other incentives such as group transportation.
- Incentive request should come from hotel or third party only- client may not request/receive incentive.



Convention Services

- Complimentary convention services.
- Site Selection
- Digital Media Gallery Access
- Save the Date Postcard Mailers
- Local Vendor Recommendations; DMC, Transportation, Off-Site Venues, and more!
- Welcome Marquee at TPA
- Bags & Brochures
- Social Media Shoutouts



COMING UP!

- Holiday Showcase 11/28-30
- NCBMP 12/5-9
- Smart Meetings Luxe 12/10-13
- PCMA Client Spa Event,
San Diego— 1/7-10/24
- Religious Conference
Management Assoc.— 1/8-12/24



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THANK YOU

