



## JUNE 2024 MONTHLY REPORTS

Prepared On: 07/30/2024  
Prepared By: Christine DeMato

### MEETING SALES POTENTIAL MONTHLY REPORT

Lead ID	Lead Name	Account Name	Status	Request Room Block End	Request Room Block Begin	Requested Rooms	First Name
50580	American Veterinary Group - Fishing Trip 2025	American Veterinary Group	Potential	05/04/2025	05/04/2025	100	Kayla
50581	Florida Cardiology Tampa Feb 2025	American College of Cardiology	Potential	02/08/2025	02/07/2025	42	Kayla
50582	Ben E. Keith Incentive March/April 2025	HelmsBriscoe - MASTER	Potential	03/23/2025	03/20/2025	129	Brian
50583	FPDS 2025-04 Doctors Retreat Weekend	Five Point Dental Specialist	Potential	04/12/2025	04/10/2025	130	Brian
50584	2025 FL Home Industry Workshop	CONFERENCE EVENT MANAGEMENT	Potential	02/25/2025	02/19/2025	1032	Brian
50586	EMDA Class of 2026 Session 2	CBIZ	Potential	11/06/2024	11/04/2024	145	Stephanie
50593	PWSAUSA Mom's Retreat - Revised	Prader-Wili Syndrome Association USA	Potential	10/06/2024	10/03/2024	150	Kayla
50594	COPC Standards Committee Meeting Oct 2024	COPC Inc.	Potential	10/23/2024	10/19/2024	39	Kayla
50596	[REDACTED]	[REDACTED]	Potential	10/09/2025	10/08/2025	100	Kayla
50597	PEDIG Fall Coordinator Meeting 2025	Jaeb Center for Health Research	Potential	09/20/2025	09/19/2025	104	Kayla
50598	Parent Heart Watch Annual Meeting 2026	Parent Heart Watch	Potential	01/18/2026	01/14/2026	188	Kayla
50599	FAEP Annual Conference 2025	Florida Association of Environmental Professionals	Potential	04/03/2025	04/02/2025	158	Kayla
50601	Baywa r.e. Solar ACM	Baywa r.e. AG	Potential	04/17/2025	04/13/2025	429	Brian
50602	[REDACTED]	[REDACTED]	Potential	04/20/2025	04/07/2025	3930	Hortensia
50603	[REDACTED]	[REDACTED]	Potential	01/29/2025	01/25/2025	797	Hortensia
50604	CW Annual Conference fall 2024	EventPrep, LLC	Potential	09/18/2024	09/15/2024	181	Hortensia
50612	2025 Retail Packaging Association	Retail Packaging Association	Potential	02/21/2025	02/18/2025	125	Stephanie
50613	COIT Services 2026	Coit Services	Potential	03/26/2026	03/21/2026	305	Brian
50615	Moore Holdings RbA All-Stars 2025	Moore Holdings, LLC	Potential	03/02/2025	02/25/2025	354	Liz
50617	2025 American Student Dental Association – District 5 Conference	American Dental Association	Potential	01/12/2025	01/10/2025	112	Kayla
50618	Leadership Hillsborough Class of 2025 Opening Retreat	Leadership Hillsborough	Potential	09/14/2024	09/13/2024	19	Kayla
50619	AMMG Spring 2026	Age Management Medicine Group	Potential	04/20/2026	04/12/2026	900	Kayla
50620	FL Orthopaedic Society and Bones Society of FL - Combined Annual Meeting 2026	Florida Orthopaedic Society	Potential	06/07/2026	06/03/2026	520	Kayla
50621	002RK8 Florida Dental Association - Women in Dentistry Event 2025	Florida Dental Association	Potential	09/13/2025	09/11/2025	122	Kayla
50623	FASA 2026 Annual Discover Conference	Florida Association of School Administrators	Potential	06/09/2026	06/06/2026	1050	Kayla

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50624	Beacon Golf Outing 2025	Beacon Waterproofing Division	Potential	05/15/2025	05/14/2025	47	Kayla
50626	2025 Education Conference	Florida Association of Local Housing Finance Agencies	Potential	07/12/2025	07/07/2025	401	Kayla
50627	2025 Minority Leadership & Women's Leadership Trainings to Advance Racial & Social Justice - East	National Education Association	Potential	01/26/2025	01/20/2025	1075	Liz
50628	002QRW-2025 Chosen Insider's Conference	Maritz - MASTER	Potential	09/28/2025	09/21/2025	3579	Hortensia
50629	Instacart 2025 Revenue Roundup - April 2025	Instacart	Potential	04/09/2025	04/06/2025	176	Brian
50630	NTMA - Board Meeting - January 2025	National Terrazo and Mosaic Association (NTMA)	Potential	01/24/2025	01/22/2025	39	Brian
50631	Angel Aligner National Sales Meeting	Align Technology	Potential	01/07/2025	01/06/2025	100	Brian
50634	Coverings January 2025 Board Meeting	Coverings	Potential	01/18/2025	01/15/2025	44	Liz
50635	*FKN989WKB6N* Connect April 2025	Hospitality Performance Network Global (HPN) MASTER	Potential	04/04/2025	04/01/2025	770	Hortensia
50636	*101635B* Connect	Hospitality Performance Network Global (HPN) MASTER	Potential	02/06/2025	02/03/2025	770	Hortensia
50637	TIA TR-8 Winter 2025 Meeting	Telecommunications Industry Association (TIA)	Potential	02/27/2025	02/23/2025	76	Liz
50639	Fortra Quota Club 2025	BI Worldwide	Potential	04/06/2025	03/30/2025	395	Stephanie
50642			Potential	10/07/2024	10/04/2024	39	Hortensia
50643	Trinity New Life Church Womens Conference	Trinity New Life Church	Potential	09/19/2025	09/18/2025	110	Hortensia
50644	2025 Feb 24-28 Industrial Scientific Growth Conference	Industrial Scientific Corporation	Potential	02/27/2025	02/22/2025	532	Hortensia
50645	Cushman & Wakefield Alliance Leadership Conference 2025	Cushman & Wakefield	Potential	04/09/2025	04/05/2025	126	Stephanie
50646	Gratus Funds Conference	Gratus Funds	Potential	12/08/2024	12/03/2024	170	Stephanie
50647	2025 Pactiv Evergreen Growth Meeting	Ginger Meeting Management	Potential	01/23/2025	01/20/2025	550	Stephanie
50648	Medical Policy & Technology Assessment Committee (MPTAC) Meeting	Elevance Health	Potential	11/13/2024	11/13/2024	25	Stephanie
50650	2026 Poolwerx Annual Retreat	Poolwerx	Potential	02/04/2026	01/29/2026	251	Brian
50651	3775 - 2026 Sales Meeting	Infinix Global Meetings and Events / Rx Worldwide Meetings, Inc.	Potential	02/07/2026	02/03/2026	588	Brian
50653	Western Florida Regional Bridge Tournament	American Contract Bridge League	Potential	02/23/2025	02/17/2025	650	Kayla
50654	Broadspire Client Advisory Council 2026	Broadspire Services	Potential	01/30/2026	01/25/2026	337	Kayla
50655	JMI Conference 2025	Florida State University - Jim Moran College of Entrepreneurship	Potential	06/11/2025	06/10/2025	80	Kayla
50656	UF Women's Basketball at St. Pete Beach Tourney 24-25	University of Florida	Potential	11/28/2024	11/26/2024	81	Kayla
50657	ADMC 2025 Annual Meeting	Academy of Dental Management Consultants	Potential	10/15/2025	10/12/2025	215	Kayla
50658	Owl Cyber Defense	Owl Cyber Defense Solutions, LLC	Potential	01/29/2025	01/26/2025	130	Liz
50660	MIDWINTER Conference 2025	National Association of Real Estate Brokers	Potential	02/08/2025	02/01/2025	1237	Hortensia

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50666	JCSE Holiday Party	Joint Communications Support Element (JCSE)	Potential	12/05/2024	12/05/2024	10	Hortensia
50667	VIP Sukkot	VIP Marketing Services	Potential	10/27/2024	10/15/2024	3600	Hortensia
50668	Growth Exchange 2025	ASSA ABLOY Door Security Solutions	Potential	04/28/2025	04/21/2025	282	Hortensia
50669	Sotera Health 2026	Sotera Health	Potential	01/22/2026	01/20/2026	422	Stephanie
50671	ASA LEAD 2026 - Stategic Leadership Summit	American Supply Association	Potential	01/29/2026	01/26/2026	215	Stephanie
50673	Kirby Risk 2026 President's Club Trip	Kirby Risk Electrical Supply	Potential	04/26/2026	04/22/2026	358	Stephanie
50675	Agiloft SKO Fall 2024	Agiloft	Potential	11/15/2024	11/11/2024	397	Tina
50677	Envestnet Manager Forum 2025	Envestnet Inc.	Potential	02/05/2025	02/03/2025	204	Brian
50678	Ramquest 2026 User Conference	RamQuest User Group	Potential	03/04/2026	02/28/2026	683	Brian
50679	CCS National Growth Conference 2025	CCS Medical	Potential	02/06/2025	02/02/2025	310	Brian
50680	Aire Serv 2025-04 Sales Champion	Aire Serve LLC.	Potential	04/19/2025	04/16/2025	123	Brian
50682	Dynamic 2025-04 (combined program with Aire Serv)	Aire Serve LLC.	Potential	04/19/2025	04/18/2025	70	Brian
50684	Arrow Connect Partner Summit 2025 -Firestone Grand Prix of St. Petersburg, revised dates	Arrow Electronics, Inc.	Potential	03/03/2025	02/27/2025	282	Brian
50685	Planview Accelerate 2025 Industry Event	Planview Inc.	Potential	05/21/2025	05/17/2025	1335	Brian
50687	Tech Executive 2025 Meeting	DHI Computing Services Inc. dba Goldpoint Systems	Potential	04/24/2025	04/20/2025	70	Brian
50688	Ramquest E Closing Group Conference 2025	RamQuest User Group	Potential	02/11/2025	02/10/2025	60	Brian
50691	AGB Institute for Board Chairs and Presidents	Association of Governing Boards of Universities and Colleges	Potential	01/10/2026	01/07/2026	109	Liz
50693	ACS Cancer Research Symposium	American Cancer Society	Potential	11/11/2025	11/09/2025	180	Tina
50694	Owners Meeting 2025	Garver	Potential	05/22/2025	05/21/2025	160	Tina
50695	Doll Artisan Guild International: International Convention	Doll Artisan Guild International	Potential	05/20/2026	05/12/2026	243	Tina
50696	S00224 - Contractor Summit	Siemens Industry, Inc. GA	Potential	04/08/2025	04/06/2025	95	Tina
50697	spring event 2025	Gemcenterretreats	Potential	04/20/2025	04/09/2025	3000	Brian
50698	DRS - Dysphagia Research Society (2) 2026	Dysphagia Research Society	Potential	03/06/2026	03/01/2026	1216	Stephanie
50700	ABB PD Learning	ABB	Potential	01/29/2025	01/27/2025	90	Hortensia
50701	2026 - PSL AGM	P\S\L Group Administration Services Inc.	Potential	04/23/2026	04/15/2026	648	Hortensia
		COUNT: 78				SUM: 37916	



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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-Bed(Direct)	First Name
49606	Ford Pittsburgh Incentive	06/27/2024	49	02/07/2024	02/09/2024	\$55,562.31	\$1,175.64	Stephanie
48807	2024 Truterra Partners in Excellence	06/24/2024	968	02/09/2024	02/15/2024	\$932,717.94	\$17,370.22	Stephanie
49023	Softball, University of Minnesota, 2024, Clearwater	06/12/2024	72	02/14/2024	02/18/2024	\$85,512.45	\$946.08	Stephanie
48462	Q1 February BOD Meeting	06/26/2024	36	02/27/2024	02/29/2024	\$41,629.13	\$897.87	Stephanie
50610	Company Retreat	06/06/2024	56	03/10/2024	03/13/2024	\$58,788.35	\$1,202.30	Stephanie
50557	[REDACTED]	06/05/2024	595	05/06/2024	05/10/2024	\$456,244.22	\$6,600.80	Kayla
48827	2024 Global Pouch Forum	06/24/2024	1,116	05/28/2024	05/31/2024	\$883,172.83	\$13,730.99	Stephanie
50686	[REDACTED]	06/26/2024	385	06/08/2024	06/15/2024	\$359,694.48	\$4,596.90	Tina
50689	WELS South Atlantic District Convention	06/27/2024	295	06/09/2024	06/15/2024	\$273,653.14	\$2,969.18	Hortensia
50661	ABC 2024 Annual Conference	06/20/2024	320	07/16/2024	07/20/2024	\$340,534.73	\$5,555.41	Kayla
50550	ITW BG IND Transportation Segment	06/13/2024	81	07/21/2024	07/25/2024	\$74,270.97	\$1,356.60	Stephanie
50555	2024 USDA RD FL/USVI State Meeting	06/30/2024	169	08/06/2024	08/08/2024	\$116,672.64	\$1,470.30	Liz
50592	[REDACTED]	06/10/2024	520	08/25/2024	08/28/2024	\$429,711.43	\$5,584.80	Kayla
50559	MH K12 FL ELA Product Training (Aug 2024) Patton	06/13/2024	30	08/27/2024	08/28/2024	\$22,968.26	\$286.20	Stephanie
50042	Sheltair 2024	06/05/2024	84	09/11/2024	09/13/2024	\$70,364.97	\$1,002.96	Kayla
49850	Bob & JoEllen Payne Celebration of Life (2)	06/05/2024	112	09/13/2024	09/15/2024	\$81,850.13	\$1,104.92	Kayla
50579	PracticeMatch PMRC24	06/03/2024	512	09/13/2024	09/16/2024	\$527,664.05	\$8,413.10	Stephanie
49892	[REDACTED]	06/18/2024	550	09/20/2024	09/21/2024	\$387,406.23	\$6,897.00	Kayla
50421	Elite Contractor Meeting	06/14/2024	577	10/14/2024	10/16/2024	\$549,871.30	\$7,236.09	Hortensia
48470	2024 FAFCC Conference	06/11/2024	346	11/06/2024	11/08/2024	\$347,592.85	\$4,964.86	Kayla
50607	Chase Art Dr. Suess Event 2024	06/13/2024	90	11/08/2024	11/09/2024	\$77,983.85	\$1,992.60	Stephanie
50430	*100582* Playpower 2025 International Sales Meeting	06/12/2024	1,017	01/23/2025	02/02/2025	\$1,004,730.84	\$12,753.18	Tina
50566	Furniture Row - FMO January 2025	06/26/2024	470	01/31/2025	02/07/2025	\$464,673.88	\$8,995.80	Brian
49928	NPGA 2025 Winter Board Meeting	06/05/2024	420	02/02/2025	02/05/2025	\$446,266.63	\$7,786.80	Liz
50509	Teaching Strategies SKO 2025	06/20/2024	917	02/08/2025	02/14/2025	\$1,106,356.80	\$18,657.96	Liz

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local-Bed(Direct)	First Name
50524	2025 American Dairy Products Institute Winter Board Meeting	06/28/2024	162	02/11/2025	02/15/2025	\$152,820.13	\$2,810.44	Stephanie
50387	ALC - 2025 UnConference	06/04/2024	389	02/18/2025	02/22/2025	\$383,328.49	\$7,328.54	Brian
50428	2025 National clonoSEQ Meeting	06/13/2024	476	02/24/2025	02/28/2025	\$582,876.83	\$10,249.02	Hortensia
50565	Furniture Row - FAMO(For Assistant Managers Only) Feb2025	06/26/2024	440	02/24/2025	02/28/2025	\$420,930.25	\$8,421.60	Brian
50699	ISPA Industry Conference 2025	06/30/2024	715	03/17/2025	03/23/2025	\$793,779.86	\$11,462.26	Liz
50663	FECA Operations & Safety Conference 2025	06/20/2024	208	05/13/2025	05/16/2025	\$220,669.03	\$3,785.55	Kayla
49086	████████████████████	06/27/2024	1,200	05/29/2025	06/06/2025	\$1,258,320.23	\$17,208.00	Hortensia
50350	Numed, Inc. Biennial Conference	06/10/2024	460	06/05/2025	06/08/2025	\$465,777.08	\$9,090.08	Brian
50664	FECA Engineers Conference 2025	06/20/2024	252	06/06/2025	06/11/2025	\$275,231.16	\$4,296.90	Kayla
48622	FSBA 2025 National Meeting	06/05/2024	225	06/25/2025	06/27/2025	\$186,477.44	\$3,496.50	Kayla
50662	ABC 2025 Annual Conference	06/20/2024	320	07/22/2025	07/26/2025	\$349,840.99	\$5,747.64	Kayla
49858	FLCMAA August 2025 Summer Conf Series	06/14/2024	555	08/22/2025	08/26/2025	\$559,425.49	\$8,293.43	Kayla
49693	WinField United 2025 Crop Nutrients Alignment Meetings	06/28/2024	775	09/06/2025	09/12/2025	\$714,078.38	\$12,501.91	Brian
50640	Tag and Label Manufacturers Institute	06/13/2024	375	04/11/2026	04/14/2026	\$415,589.74	\$7,222.50	Tina
50444	2026 DCI Home Meeting	06/20/2024	853	05/11/2026	05/14/2026	\$896,360.58	\$13,254.22	Tina
49087	████████████████████	06/27/2024	1,200	05/28/2026	06/05/2026	\$1,303,842.36	\$17,928.00	Hortensia
49122	NINC 2026	06/03/2024	1,324	09/18/2026	09/29/2026	\$1,241,157.64	\$18,512.91	Stephanie
	COUNT: 42		SUM: 19,716			SUM: \$19,416,400.09	SUM: \$305,158.06	



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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	Brian
48834	Arredondo (98200) Division Meeting - Fall 2023	11/02/2023	40	10/03/2023	10/05/2023	\$33,454.60	\$878.80	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	Kayla
49614	[REDACTED]	11/22/2023	75	10/20/2023	10/23/2023	\$67,749.42	\$1,774.32	Hortensia
49592	ITA Fall Conference	11/20/2023	1,070	11/02/2023	11/10/2023	\$1,208,217.22	\$28,731.40	Tina
47714	FADIMA 2023	02/14/2024	558	11/07/2023	11/10/2023	\$427,021.74	\$10,657.25	Brian
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
49305	ETF Team Offsite	02/02/2024	78	11/08/2023	11/10/2023	\$66,378.27	\$1,770.29	Kayla
49326	IFP Fall Managers Meeting	02/02/2024	69	11/08/2023	11/09/2023	\$58,677.17	\$1,613.47	Kayla
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	360	11/09/2023	11/12/2023	\$301,570.87	\$7,955.00	Hortensia
45537	Intercollegiate Women's Lacrosse Coaches Association 2023 Annual Convention	10/12/2023	3,040	11/11/2023	11/20/2023	\$3,042,141.86	\$60,761.23	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	\$171,506.24	\$3,643.83	Hortensia
47920	IATRC 2023 Annual Meeting	01/03/2024	275	12/07/2023	12/13/2023	\$241,507.26	\$5,124.54	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
49868	BCWI Women's Retreat	01/18/2024	927	01/01/2024	01/17/2024	\$761,126.50	\$18,767.23	Hortensia
47929	AAU CFR 2024	10/02/2023	242	01/07/2024	01/09/2024	\$231,656.73	\$5,554.20	Liz
48065	UF College of Pharmacy-PDRG Meeting	01/22/2024	100	01/11/2024	01/13/2024	\$93,112.97	\$2,600.52	Kayla
49335	Hockey Tournament	10/05/2023	200	01/11/2024	01/15/2024	\$163,794.92	\$4,663.38	Hortensia
48570	[REDACTED]	11/15/2023	955	01/12/2024	01/21/2024	\$1,040,344.53	\$22,816.84	Liz

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48542	2024 CG Select	01/22/2024	486	01/14/2024	01/18/2024	\$478,747.82	\$14,054.45	Kayla
49733		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
48330	SGT Innovation & Leadership Summit FY24 - 40713	02/07/2024	380	01/21/2024	01/26/2024	\$333,119.63	\$9,167.20	Liz
48692	G Force Annual Meeting	01/22/2024	279	01/21/2024	01/24/2024	\$246,408.50	\$6,756.72	Kayla
49846	Reach for the Beach Jan 2024	01/16/2024	270	01/21/2024	01/25/2024	\$304,127.64	\$7,665.41	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
49835	Furniture Row - FMO January 2024	01/16/2024	485	01/26/2024	02/02/2024	\$463,941.58	\$13,580.24	Brian
50021		02/20/2024	1,006	01/26/2024	02/02/2024	\$1,032,244.57	\$21,433.20	Hortensia
49456	Cepheid/Southeast	01/26/2024	383	01/28/2024	02/02/2024	\$272,527.84	\$7,014.68	Brian
48892	Chromalloy- Annual Leadership Meeting- 2024	01/19/2024	285	01/29/2024	01/31/2024	\$280,754.17	\$8,637.77	Kayla
49438	MBS Sales Conference 2024	02/20/2024	680	01/29/2024	02/02/2024	\$673,439.48	\$18,189.58	Tina
49797	ICP Group National Sales Meeting	01/04/2024	426	01/29/2024	02/01/2024	\$401,869.90	\$9,024.76	Hortensia
49582	TD SYNnex - IBM Partner Marketing Summit - January 2024	02/02/2024	231	01/30/2024	02/01/2024	\$245,782.79	\$6,452.59	Kayla
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
48014	2nd Annual PromoStandards Technology Summit and Hack-A-Thon Event	02/02/2024	615	02/04/2024	02/07/2024	\$687,084.32	\$21,135.96	Kayla
49329	SSR 2024 Mid-Winter Board Meeting	12/28/2023	42	02/05/2024	02/06/2024	\$43,603.34	\$1,086.14	Liz
48812	K12 Florida: TSC Training	01/19/2024	250	02/06/2024	02/09/2024	\$252,739.74	\$6,369.33	Kayla
49606	Ford Pittsburgh Incentive	06/27/2024	49	02/07/2024	02/09/2024	\$55,562.31	\$1,735.26	Stephanie
48807	2024 Truterra Partners in Excellence	06/24/2024	968	02/09/2024	02/15/2024	\$932,717.94	\$26,507.87	Stephanie
48427	CCS Medical National Growth Conference 2024	04/18/2024	258	02/12/2024	02/16/2024	\$233,583.81	\$6,626.09	Brian
48658	2024 Generac Industrial Division Meeting	01/22/2024	292	02/12/2024	02/16/2024	\$297,192.04	\$8,891.99	Kayla
49345	Mosaic - Wabash Valley Board Meeting	12/15/2023	85	02/12/2024	02/18/2024	\$89,069.42	\$2,207.78	Hortensia

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49023	Softball, University of Minnesota, 2024, Clearwater	06/12/2024	72	02/14/2024	02/18/2024	\$85,512.45	\$1,816.69	Stephanie
49442	Midyear Board of Trustees Meeting	11/02/2023	635	02/16/2024	02/22/2024	\$785,548.38	\$21,216.12	Hortensia
48369	Crawford Contractor Connection - Top Performer - February 2024	01/22/2024	1,345	02/20/2024	02/25/2024	\$1,402,336.61	\$33,633.96	Kayla
49922	AMA 2024	01/30/2024	1,393	02/20/2024	02/27/2024	\$1,514,447.88	\$34,363.03	Tina
47940	FDCC Winter Meeting	02/01/2024	1,148	02/22/2024	02/29/2024	\$1,325,592.50	\$37,057.15	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
49357	Aveda	01/05/2024	128	02/23/2024	02/26/2024	\$133,698.28	\$3,468.89	Tina
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
49338	Enviormental and Energy Committee	03/13/2024	67	02/26/2024	02/28/2024	\$58,658.29	\$1,575.54	Liz
49836	Furniture Row - FMO (For Assistant Managers Only) Feb2024	01/16/2024	440	02/26/2024	03/01/2024	\$409,646.40	\$12,265.58	Brian
48462	Q1 February BOD Meeting	06/26/2024	36	02/27/2024	02/29/2024	\$41,629.13	\$1,318.25	Stephanie
49803	Sales Kickoff 2024	01/04/2024	127	03/02/2024	03/07/2024	\$132,664.49	\$2,937.20	Hortensia
48932	Giving Institute Spring Board Meeting 2024	03/20/2024	223	03/06/2024	03/08/2024	\$210,716.73	\$5,954.66	Brian
50610	Company Retreat	06/06/2024	56	03/10/2024	03/13/2024	\$58,788.35	\$1,790.74	Stephanie
50223	24th Polonia World Golf Championships – Polonia Open	03/27/2024	227	03/14/2024	03/17/2024	\$239,608.28	\$5,752.55	Hortensia
48424	2024 ATAE Group Benefits Focus Group Meeting	02/12/2024	34	03/20/2024	03/22/2024	\$29,147.12	\$750.87	Liz
49909	ADC IBC 2024	02/01/2024	916	03/21/2024	03/28/2024	\$851,505.48	\$20,782.96	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
49946	2024 COBEC/COB Retreat	01/30/2024	131	03/31/2024	04/04/2024	\$104,384.04	\$2,553.46	Hortensia
50241	Trellance Executive Meeting TPA	04/24/2024	18	04/02/2024	04/03/2024	\$23,309.76	\$745.65	Kayla
49711	NCSPA 2024 Annual Meeting	12/19/2023	185	04/05/2024	04/10/2024	\$166,004.80	\$4,384.91	Brian
48199	2024 IDFA Ice Cream Technology Conference	02/07/2024	714	04/08/2024	04/10/2024	\$786,308.92	\$22,556.05	Liz
49706	Meritus Spring Partners Meeting - April 2024	03/07/2024	134	04/08/2024	04/10/2024	\$119,593.62	\$3,256.50	Kayla
50100	TD SYNnex - Revolution & Cisco Planning Meeting - April 2024	05/02/2024	81	04/08/2024	04/10/2024	\$73,643.56	\$1,686.04	Tina
50078	Taylor Business Group PMS 218 FL	04/04/2024	22	04/10/2024	04/12/2024	\$18,033.25	\$454.88	Kayla
49799	The Chef's Warehouse Protein Retreat (FL March 24)	03/07/2024	140	04/11/2024	04/15/2024	\$156,430.88	\$4,745.69	Hortensia
49739	[REDACTED]	12/22/2023	421	04/14/2024	04/18/2024	\$472,389.43	\$14,834.37	Kayla



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49740	BST Global Overflow	12/28/2023	685	04/14/2024	04/19/2024	\$798,005.60	\$24,298.82	Kayla
50177	[REDACTED]	03/13/2024	351	04/14/2024	04/27/2024	\$339,372.33	\$7,411.58	Hortensia
47963	UACL Logistics Holdings, LLC 2024 Annual Meeting	04/24/2024	888	04/17/2024	04/21/2024	\$990,327.27	\$26,261.34	Stephanie
49379	[REDACTED]	10/12/2023	634	04/17/2024	04/21/2024	\$801,979.17	\$22,450.58	Hortensia
50467	CPA Board Meeting 2024	05/07/2024	26	04/17/2024	04/18/2024	\$24,454.19	\$694.84	Liz
49982	Annuities Central & East Divisional Meetings 2024	04/19/2024	109	04/21/2024	04/24/2024	\$110,927.19	\$3,320.58	Brian
50418	[REDACTED]	04/25/2024	3,500	04/21/2024	05/01/2024	\$4,151,258.88	\$133,754.21	Hortensia
50131	ASNTR Conference 2024	03/06/2024	277	04/23/2024	04/27/2024	\$268,615.02	\$6,442.97	Kayla
50228	Florida Municipal Bond Club 2024	03/27/2024	168	04/23/2024	04/27/2024	\$186,748.72	\$4,854.50	Tina
48889	Destination Marketing Summit 2024	10/25/2023	415	04/24/2024	04/26/2024	\$442,407.77	\$11,614.65	Kayla
50369	2024 US Indoor Conference and Exhibition	05/13/2024	541	04/28/2024	05/03/2024	\$533,352.65	\$11,060.35	Liz
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
50557	[REDACTED]	06/05/2024	595	05/06/2024	05/10/2024	\$456,244.22	\$11,091.39	Kayla
49518	[REDACTED]	01/24/2024	572	05/07/2024	05/12/2024	\$549,663.55	\$9,902.97	Kayla
48975	Chairman's Circle May 2024	02/02/2024	52	05/09/2024	05/10/2024	\$47,709.45	\$1,237.63	Kayla
50273	NADDI N-Plex Conference 2024	04/03/2024	285	05/12/2024	05/15/2024	\$255,940.44	\$5,104.60	Liz
49615	[REDACTED]	11/22/2023	265	05/13/2024	05/18/2024	\$256,284.67	\$6,168.33	Hortensia
49890	[REDACTED]	03/20/2024	600	05/13/2024	05/15/2024	\$358,921.40	\$8,767.83	Kayla
50261	AmerisourceBergen MWI Florida Regional Meeting	04/22/2024	30	05/14/2024	05/15/2024	\$31,044.14	\$704.24	Hortensia
50366	[REDACTED]	04/17/2024	105	05/14/2024	05/17/2024	\$105,190.25	\$3,054.73	Kayla
50429	NAFD 104th Annual Convention	05/01/2024	500	05/14/2024	05/19/2024	\$474,920.87	\$11,584.16	Hortensia
49927	2024 PASCV Molecular Virology Workshop	01/29/2024	471	05/15/2024	05/20/2024	\$542,095.77	\$13,395.04	Tina
49295	ALTA Annual Internal Auditors Meeting	03/22/2024	71	05/20/2024	05/24/2024	\$70,092.69	\$1,971.96	Liz
49853	Bostik 2024 Sales Meeting (BO60989)	04/04/2024	245	05/20/2024	05/23/2024	\$191,505.67	\$5,270.21	Kayla
50119	SEPSEA 2024 Annual Conference	03/04/2024	350	05/20/2024	05/25/2024	\$353,474.72	\$7,968.40	Kayla
47198	FHCA Nurse Leadership Program 2024	03/07/2024	734	05/26/2024	06/01/2024	\$678,959.57	\$13,611.83	Kayla
48323	NCM02849 NCM Intelligence Summit May 2024	04/23/2024	219	05/28/2024	06/01/2024	\$215,160.23	\$5,244.95	Stephanie
48827	2024 Global Pouch Forum	06/24/2024	1,116	05/28/2024	05/31/2024	\$883,172.83	\$22,281.43	Stephanie
49596	TD SYNEX - PowerSolv AMPED Symposium - May 2024	04/04/2024	162	05/28/2024	05/30/2024	\$166,542.41	\$4,262.43	Kayla

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49864	2024 Retreat	04/30/2024	75	05/30/2024	06/02/2024	\$66,514.13	\$1,711.64	Hortensia
48163	2024 Society of Veterinary Soft Tissue Surgery Conference	05/03/2024	120	05/31/2024	06/02/2024	\$129,834.70	\$3,142.00	Kayla
50254	Aveda Master Unveiled Experience	04/03/2024	151	05/31/2024	06/05/2024	\$152,612.21	\$3,545.62	Stephanie
47682	Florida Higher Education Summit	05/22/2024	968	06/01/2024	06/07/2024	\$659,757.68	\$13,855.32	Kayla
49257	2024 NCHER Annual Conference	04/11/2024	420	06/01/2024	06/06/2024	\$406,035.61	\$9,021.82	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
49948	SOA FAC June 2024	04/05/2024	306	06/05/2024	06/07/2024	\$288,113.30	\$7,482.87	Kayla
49436	OCBA 2024 Executive Retreat	04/24/2024	100	06/07/2024	06/09/2024	\$93,958.20	\$2,486.61	Kayla
48726	[REDACTED]	01/24/2024	475	06/08/2024	06/14/2024	\$561,438.75	\$13,298.52	Kayla
50686	[REDACTED]	06/26/2024	385	06/08/2024	06/15/2024	\$359,694.48	\$7,781.91	Tina
50689	WELS South Atlantic District Convention	06/27/2024	295	06/09/2024	06/15/2024	\$273,653.14	\$5,360.56	Hortensia
49279	[REDACTED]	03/20/2024	675	06/11/2024	06/16/2024	\$612,847.25	\$12,085.40	Kayla
48366	FSFOA 2024 Summer Conference	02/02/2024	680	06/17/2024	06/21/2024	\$563,275.34	\$11,712.54	Kayla
50135	2024 Reunion	03/06/2024	75	06/20/2024	06/22/2024	\$71,231.44	\$1,182.10	Hortensia
49502	002NRB_NASPA 2024 Student Affairs Law & Policy Certificate Program	04/19/2024	171	06/24/2024	06/28/2024	\$165,387.02	\$4,550.27	Liz
50292	MHK12 FL ELA Product Training (June 2024) Patton	05/28/2024	30	06/25/2024	06/26/2024	\$25,000.46	\$598.48	Stephanie
49347	2024 Water Summit	03/20/2024	115	07/11/2024	07/13/2024	\$98,538.01	\$2,099.76	Kayla
49342	[REDACTED]	01/24/2024	285	07/16/2024	07/20/2024	\$305,029.72	\$7,587.76	Kayla
50661	ABC 2024 Annual Conference	06/20/2024	320	07/16/2024	07/20/2024	\$340,534.73	\$8,713.95	Kayla
49074	[REDACTED]	11/30/2023	340	07/19/2024	07/23/2024	\$381,273.94	\$9,651.76	Hortensia
50550	ITW BG IND Transportation Segment	06/13/2024	81	07/21/2024	07/25/2024	\$74,270.97	\$2,087.23	Stephanie
50402	2024 SalonCentric PPD Jul Leadership Retreat	05/20/2024	300	07/23/2024	07/25/2024	\$254,783.79	\$6,780.41	Hortensia
50413	[REDACTED]	04/25/2024	162	07/28/2024	08/02/2024	\$170,665.84	\$4,290.90	Kayla
49728	Vosselmann Family Reunion	04/25/2024	56	08/01/2024	08/04/2024	\$66,404.55	\$2,142.25	Kayla
50555	2024 USDA RD FL/USVI State Meeting	06/30/2024	169	08/06/2024	08/08/2024	\$116,672.64	\$2,571.71	Liz
48897	FSOSW 2024	02/20/2024	213	08/07/2024	08/10/2024	\$175,666.16	\$3,599.40	Kayla
50038	FRCPA's 40th Anniversary Celebration & Meeting	04/24/2024	112	08/08/2024	08/10/2024	\$82,410.21	\$1,993.62	Kayla
50432	[REDACTED]	05/01/2024	676	08/18/2024	08/22/2024	\$649,765.18	\$15,190.48	Kayla

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50592		06/10/2024	520	08/25/2024	08/28/2024	\$429,711.43	\$9,493.85	Kayla
50559	MH K12 FL ELA Product Training (Aug 2024) Patton	06/13/2024	30	08/27/2024	08/28/2024	\$22,968.26	\$504.01	Stephanie
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
48409	Florida Watercolor Society 2024 Annual Convention	01/04/2024	734	09/08/2024	09/14/2024	\$658,192.57	\$12,973.61	Kayla
50042	Sheltair 2024	06/05/2024	84	09/11/2024	09/13/2024	\$70,364.97	\$1,656.43	Kayla
49923	2024 Banner & Witcoff All Attorney Retreat	04/23/2024	252	09/12/2024	09/14/2024	\$251,115.69	\$7,483.86	Liz
49850	Bob & JoEllen Payne Celebration of Life (2)	06/05/2024	112	09/13/2024	09/15/2024	\$81,850.13	\$1,887.88	Kayla
50579	PracticeMatch PMRC24	06/03/2024	512	09/13/2024	09/16/2024	\$527,664.05	\$13,315.46	Stephanie
49774		01/03/2024	575	09/14/2024	09/18/2024	\$589,776.65	\$15,115.27	Hortensia
50472	Benefit Bankers Distributors Annual Sales Conference	05/08/2024	178	09/15/2024	09/20/2024	\$156,064.55	\$4,415.47	Brian
49061	FNYS - Annual Conference	04/23/2024	231	09/18/2024	09/20/2024	\$198,644.59	\$4,272.20	Kayla
48911	PEDIG Fall Coordinator Meeting	02/02/2024	112	09/20/2024	09/22/2024	\$88,283.90	\$2,186.60	Kayla
49892		06/18/2024	550	09/20/2024	09/21/2024	\$387,406.23	\$10,780.86	Kayla
49983	NEMA IEC SC 121A WG2	02/08/2024	30	09/22/2024	09/27/2024	\$28,115.23	\$722.64	Liz
45772	Clan Donald USA Annual General Meeting 2024	04/15/2024	184	09/24/2024	09/29/2024	\$178,291.15	\$3,750.47	Hortensia
49665	FECA F&A/HR Conference	04/04/2024	175	09/24/2024	09/26/2024	\$188,050.56	\$4,793.32	Kayla
50526	FL Chapter of Mystery Writers of America	05/20/2024	240	09/26/2024	09/29/2024	\$186,483.32	\$4,331.79	Hortensia
49588	Murphy Business 2024 Educational Conference	02/02/2024	550	09/28/2024	10/04/2024	\$581,665.50	\$13,802.89	Kayla
49445		10/27/2023	640	10/01/2024	10/04/2024	\$684,930.07	\$14,929.91	Kayla
48399	REDCap Con 2024	02/09/2024	900	10/06/2024	10/10/2024	\$884,146.08	\$18,477.73	Tina
49867	WEG Advisor Summit 2024	01/18/2024	853	10/07/2024	10/10/2024	\$948,792.63	\$24,763.65	Tina
50264	IEEE Computer Society Oct. 2024	04/02/2024	1,615	10/11/2024	10/19/2024	\$1,377,419.19	\$36,579.39	Hortensia
50512	IEEE Computer Society October 2024 Meeting	05/16/2024	1,455	10/11/2024	10/19/2024	\$1,251,298.43	\$33,024.21	Hortensia
50421	Elite Contractor Meeting	06/14/2024	577	10/14/2024	10/16/2024	\$549,871.30	\$12,288.94	Hortensia
49744	BIAA 2019 State Leadership Conference	12/22/2023	97	10/19/2024	10/23/2024	\$76,609.48	\$1,677.45	Liz
49490	Presidents Club	01/18/2024	413	10/21/2024	10/25/2024	\$409,244.44	\$10,807.05	Hortensia
49732	Dairy Foods 2024 National Sales Meeting	04/17/2024	785	10/21/2024	10/24/2024	\$805,967.35	\$20,660.32	Tina
49146	Entrepreneurs Club - Clearwater	02/02/2024	42	10/24/2024	10/27/2024	\$43,377.65	\$1,310.10	Kayla
49884	Central Florida Power Lunch & FSAE Board Meeting	03/06/2024	25	11/04/2024	11/05/2024	\$16,324.54	\$464.07	Kayla

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48470	2024 FAFCC Conference	06/11/2024	346	11/06/2024	11/08/2024	\$347,592.85	\$8,150.33	Kayla
50607	Chase Art Dr. Suess Event 2024	06/13/2024	90	11/08/2024	11/09/2024	\$77,983.85	\$2,818.19	Stephanie
49783	002POG-NBWA's Next Generation Leadership Conference	03/29/2024	650	11/10/2024	11/14/2024	\$661,397.06	\$15,746.27	Liz
49917	Kopernik Global Investors: The Super Terrific Happy Hour	03/04/2024	200	11/13/2024	11/14/2024	\$198,581.88	\$5,948.43	Kayla
49377	Intercollegiate Women's Lacrosse Coaches Association 2024 Annual Convention	12/04/2023	3,040	11/16/2024	11/25/2024	\$3,083,576.03	\$61,070.83	Hortensia
48835	[REDACTED]	01/24/2024	484	12/07/2024	12/14/2024	\$581,549.92	\$13,262.56	Kayla
50203	2025 Commercial Summit	04/25/2024	483	01/07/2025	01/10/2025	\$576,207.70	\$15,599.32	Hortensia
50033	Dynamic Essentials 2025	02/20/2024	397	01/08/2025	01/12/2025	\$398,545.13	\$7,994.22	Tina
49992	[REDACTED]	02/12/2024	375	01/11/2025	01/17/2025	\$348,256.95	\$9,683.82	Kayla
50430	*100582* Playpower 2025 International Sales Meeting	06/12/2024	1,017	01/23/2025	02/02/2025	\$1,004,730.84	\$21,655.44	Tina
50386	AFSA Annual Conference 2025	04/23/2024	195	01/24/2025	01/29/2025	\$162,391.91	\$4,383.99	Brian
50271	Ness USA, Inc - 2025 Global Sales Conference	04/18/2024	400	01/26/2025	01/31/2025	\$421,176.03	\$10,622.59	Hortensia
49252	NADP Leadership Meeting 2025	12/12/2023	223	01/27/2025	01/29/2025	\$201,467.76	\$5,446.19	Brian
49369	2025 ALSC Symposia	11/13/2023	1,199	01/29/2025	02/03/2025	\$1,168,626.49	\$32,951.43	Brian
49980	CBMC Summit 2025	04/15/2024	426	01/29/2025	02/01/2025	\$522,953.08	\$14,435.53	Hortensia
50000	MLBPAA & MLAM Board Meetings '25	03/28/2024	65	01/29/2025	02/02/2025	\$72,175.74	\$2,236.42	Brian
48798	CPA Engage 2025	05/07/2024	823	01/31/2025	02/08/2025	\$935,091.99	\$20,509.70	Liz
50566	Furniture Row - FMO January 2025	06/26/2024	470	01/31/2025	02/07/2025	\$464,673.88	\$13,584.71	Brian
49584	3rd Annual PromoStandards Technology Summit and Hack-A-Thon Event	04/24/2024	711	02/02/2025	02/05/2025	\$907,930.19	\$25,737.73	Kayla
49928	NPGA 2025 Winter Board Meeting	06/05/2024	420	02/02/2025	02/05/2025	\$446,266.63	\$12,013.52	Liz
49904	Almirall 2025 National Sales Meeting	05/20/2024	360	02/08/2025	02/14/2025	\$412,343.08	\$8,778.39	Hortensia
50509	Teaching Strategies SKO 2025	06/20/2024	917	02/08/2025	02/14/2025	\$1,106,356.80	\$28,872.54	Liz
50524	2025 American Dairy Products Institute Winter Board Meeting	06/28/2024	162	02/11/2025	02/15/2025	\$152,820.13	\$4,315.15	Stephanie
50387	ALC - 2025 UnConference	06/04/2024	389	02/18/2025	02/22/2025	\$383,328.49	\$11,121.90	Brian
49234	ASPI - Assn of Suppliers to the Paper Industry 2025 Spring Annual Meeting	01/30/2024	164	02/19/2025	02/21/2025	\$192,630.29	\$5,525.88	Tina
49682	NAXSA 2025	12/11/2023	353	02/24/2025	03/01/2025	\$399,350.18	\$12,182.87	Tina
50222	2025 Carol Carfang,Nursing & Healthcare Ethic	03/26/2024	317	02/24/2025	03/02/2025	\$324,760.68	\$8,029.43	Hortensia
50428	2025 National clonoSEQ Meeting	06/13/2024	476	02/24/2025	02/28/2025	\$582,876.83	\$15,759.15	Hortensia
50565	Furniture Row - FAMO(For Assistant Managers Only) Feb2025	06/26/2024	440	02/24/2025	02/28/2025	\$420,930.25	\$12,645.32	Brian

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
49971	Natil Motor Frieght Spring Meeting 2025	04/29/2024	224	03/01/2025	03/05/2025	\$203,159.45	\$5,611.91	Liz
49959	2025 ODVA Industry Conference and Annual Meeting of Members	03/18/2024	496	03/15/2025	03/22/2025	\$440,163.02	\$11,316.86	Brian
50699	ISPA Industry Conference 2025	06/30/2024	715	03/17/2025	03/23/2025	\$793,779.86	\$18,601.20	Liz
49258	2025 Galena (VIOC) Incentive Program 2	05/13/2024	482	03/22/2025	03/27/2025	\$458,010.84	\$14,180.25	Hortensia
50215	Floors & More 2025 Convention	05/22/2024	213	03/24/2025	03/27/2025	\$207,134.16	\$5,134.37	Hortensia
49779		01/24/2024	625	04/02/2025	04/05/2025	\$738,489.40	\$19,658.99	Kayla
49708	163 - 2025 National Sales Meeting - VC	02/20/2024	678	04/05/2025	04/11/2025	\$670,968.94	\$19,144.45	Brian
50034	Dynamic Essentials 2025	02/20/2024	504	04/09/2025	04/14/2025	\$590,702.94	\$14,092.94	Tina
49916	ReSourcePro_Insurance Evolution Summit_April2025	05/02/2024	789	04/28/2025	04/30/2025	\$854,214.08	\$25,982.59	Hortensia
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
50663	FECA Operations & Safety Conference 2025	06/20/2024	208	05/13/2025	05/16/2025	\$220,669.03	\$5,862.30	Kayla
45896	2025 NLC-RISC Trustees Conference	02/08/2024	680	05/14/2025	05/17/2025	\$666,814.70	\$16,790.01	Liz
49247	2025 Annual Conference	01/03/2024	504	05/16/2025	05/21/2025	\$540,842.43	\$13,059.01	Hortensia
49086		06/27/2024	1,200	05/29/2025	06/06/2025	\$1,258,320.23	\$28,511.39	Hortensia
49648	ECI Polymer Reaction Engineering 2025	01/25/2024	627	06/01/2025	06/06/2025	\$583,672.54	\$15,261.88	Hortensia
50350	Numed, Inc. Biennial Conference	06/10/2024	460	06/05/2025	06/08/2025	\$465,777.08	\$13,723.61	Brian
50664	FECA Engineers Conference 2025	06/20/2024	252	06/06/2025	06/11/2025	\$275,231.16	\$6,815.27	Kayla
48622	FSBA 2025 National Meeting	06/05/2024	225	06/25/2025	06/27/2025	\$186,477.44	\$5,375.09	Kayla
49249	2025 Reunion	03/13/2024	150	07/03/2025	07/06/2025	\$238,231.14	\$5,747.25	Hortensia
50662	ABC 2025 Annual Conference	06/20/2024	320	07/22/2025	07/26/2025	\$349,840.99	\$8,996.33	Kayla
49858	FLCMAA August 2025 Summer Conf Series	06/14/2024	555	08/22/2025	08/26/2025	\$559,425.49	\$13,406.79	Kayla
49693	WinField United 2025 Crop Nutrients Alignment Meetings	06/28/2024	775	09/06/2025	09/12/2025	\$714,078.38	\$19,440.34	Brian
49956	Hexure Client Event 2025	05/01/2024	761	09/10/2025	09/12/2025	\$657,640.58	\$18,875.36	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
49666	Florida Gas Utility 2025 Annual Meeting	03/20/2024	270	10/14/2025	10/17/2025	\$242,403.74	\$7,064.50	Kayla
49446		10/27/2023	640	10/18/2025	10/21/2025	\$694,096.85	\$15,001.82	Kayla
49594	ASC 2025 Executive Leadership Conference	03/13/2024	254	10/19/2025	10/23/2025	\$281,678.76	\$7,327.43	Liz

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
49299	2025 AgGateway Annual Meeting & Conference	10/02/2023	550	11/01/2025	11/07/2025	\$589,566.60	\$13,498.33	Liz
49471	Laboratory Products Association (LPA) - Annual Meeting 2025	02/01/2024	403	11/01/2025	11/05/2025	\$429,376.79	\$9,871.40	Liz
49259	Amer Society of Farm Managers & Rural Appraisers 2025 Ann Conf	05/01/2024	1,369	11/06/2025	11/14/2025	\$1,295,712.53	\$34,536.89	Brian
50268	NIAIA Mid Year Meeting 2026	04/02/2024	36	01/29/2026	02/02/2026	\$29,854.34	\$810.70	Brian
49663	NCPA 2026 Multiple locations Pharmacy Conference	12/06/2023	721	02/15/2026	02/24/2026	\$964,319.65	\$23,782.96	Liz
50640	Tag and Label Manufacturers Institute	06/13/2024	375	04/11/2026	04/14/2026	\$415,589.74	\$11,267.20	Tina
50444	2026 DCI Home Meeting	06/20/2024	853	05/11/2026	05/14/2026	\$896,360.58	\$21,566.39	Tina
49087	[REDACTED]	06/27/2024	1,200	05/28/2026	06/05/2026	\$1,303,842.36	\$29,638.18	Hortensia
50361	SAWD 2026 Annual Meeting	04/17/2024	848	06/21/2026	06/27/2026	\$906,026.64	\$20,215.73	Tina
50290	South Tampa Psychodrama Training 2026	04/24/2024	112	07/30/2026	08/02/2026	\$91,392.21	\$2,290.51	Kayla
49122	NINC 2026	06/03/2024	1,324	09/18/2026	09/29/2026	\$1,241,157.64	\$30,135.53	Stephanie
48297	NIAIA 2026	04/02/2024	1,340	09/25/2026	10/04/2026	\$1,217,992.91	\$30,591.72	Brian
49531	2026 NARUC Eastern Utility Rate School	01/04/2024	909	10/02/2026	10/10/2026	\$871,292.26	\$19,172.39	Liz
49885	[REDACTED]	03/07/2024	900	10/24/2026	10/30/2026	\$874,039.42	\$21,218.55	Kayla
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
49532	2027 NARUC Eastern Utility Rate School	03/29/2024	909	10/01/2027	10/09/2027	\$898,291.44	\$19,977.34	Liz
	COUNT: 245		SUM: 110,495			SUM: \$111,253,157.69	SUM: \$2,792,327.14	



## **June 2024 TDC Report**

### **Trade Shows and Travel**

CVENT Connect, San Antonio, TX  
June 10-13, 2024. Attended: Brian Hilterbrandt

Client Event-Braves vs Rays Game, Atlanta, GA  
June 12-15, 2024. Attended: Tina Berrien

Client Event-Twins vs Rays Game, Minneapolis, MN  
June 17-20, 2024. Attended: Stephanie Alexander-Priakos

M&I Conference, Miami, FL  
June 23-26, 2024. Attended: Kayla Freeman

PCMA Education Conference, Detroit, MI  
June 23-26, 2024. Attended: Renee Prine

Client Event-Phillies & Union Games, Philadelphia, PA  
June 20-23, 2024. Attended: Hortensia Simmons

MPI Golfing Event, New Jersey  
June 24-26, 2024. Attended: Hortensia Simmons

### **Site Visits**

- 2024 NAD ITS- 210 Room nights
- Diamond Vogel Incentive Trip 2025- 123 Room Nights- BOOKED
- University of West FL- 300 Room Nights



## Upcoming Trade Shows and Travel

Meetings Today Live, Boise, ID

August 4-7, 2024. Attending: Brian Hilterbrandt

MeetWell Prevue, Charlotte Harbor, FL

August 7-9, 2024. Attending: Kayla Freeman

ASAE, Cleveland, OH

August 9-14, 2024. Attending: Hortensia Simmons

Destination Southeast, Point Clear, AL

August 18-21, 2024. Attending: Tina Berrien

GPS Meetings Indianapolis & Minnesota

August 20-23, 2024. Attending: Hortensia Simmons & Stephanie Alexander-Priakos

ConferenceDirect, Portland, OR

August 27-30, 2024. Attending: Brian Hilterbrandt

Connect Marketplace, Milwaukee, WI

August 27-30, 2024. Attending: Hortensia Simmons, Tina Berrien,  
& Stephanie Alexander-Priakos

**FY 2023/2024**

**FY 2022/2023**

**LEADS IN June:**

**114**

**130**

**YEAR TO DATE**

**FY 2023/2024**

**FY 2022/2023**

**Total room revenue**

**\$111,253,157**

**\$82,933,055**

**Total definite room nights**

**110,495**

**89,763**

**Total county impact**

**\$2,792,327**

**\$1,944,711**