



JULY 2024 MONTHLY REPORT

Prepared On: 09/05/2024

Prepared By: Christine DeMato

MEETING SALES POTENTIAL MONTHLY REPORT

Date: Created	Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	First Name
07/01/2024	50703	American Society of Farm Managers & Rural Appraisers 2026 Ann Conf	American Society of Farm Managers and Rural Appraisers	Potential	11/06/2026	11/12/2026	Brian
07/01/2024	50704	BASF Ingage Cotton 2025	BASF Corporation (NJ)	Potential	02/03/2025	02/05/2025	Tina
07/01/2024	50705	Southeast/Mid-South Regions Leadership Meeting	Core & Main	Potential	08/24/2025	08/27/2025	Tina
07/02/2024	50712	2025 PPD Feb/Mar L'Oreal Partnership Advantage	L'Oreal USA	Potential	02/23/2025	02/27/2025	Hortensia
07/02/2024	50714	ADCO 2026	General Reinsurance Corporation (Gen Re)	Potential	01/25/2026	01/29/2026	Hortensia
07/03/2024	50715	2025 ACEA Spring Meeting	Atlantic Claims Executive Association	Potential	04/26/2025	04/28/2025	Brian
07/03/2024	50716	FL Parking & Transporation Association 2026 Annual Conference	Florida Parking & Transportation Association	Potential	11/30/2026	12/04/2026	Kayla
07/03/2024	50718	2025 Informatics Summit - Florida	AdventHealth	Potential	09/14/2025	09/18/2025	Kayla
07/03/2024	50720	Mosaic ACN Meeting	Mosaic	Potential	02/10/2025	02/12/2025	Kayla
07/03/2024	50723	The Academia Society - HOPLTA 2025 Conference	The Academia Society, Incorporated	Potential	06/05/2025	06/07/2025	Hortensia
07/05/2024	50727	ASEE EDI 2029 Florida	American Society for Engineering Education	Potential	04/09/2029	04/15/2029	Liz
07/05/2024	50728	Pickle Packers Intl. (PPI) 2026 Annual Mtg & Product Showcase	Pickle Packers International	Potential	10/24/2026	10/28/2026	Liz
07/05/2024	50729	Annual Membership Convention	Libertarian Party of Florida	Potential	04/24/2025	04/27/2025	Kayla
07/08/2024	50731	2026 AAAE Annual Meetin SE	American Association for Agricultural Education	Potential	05/16/2026	05/21/2026	Stephanie
07/08/2024	50732	Annual Board Meeting Dec2024	BIO IVT	Potential	12/05/2024	12/06/2024	Brian
07/09/2024	50735	Educational Group - Name TBD	Strategic Meeting International	Potential	06/05/2027	06/11/2027	Liz
07/09/2024	50736	Integrated Resource Planning Section (IRPS) Meeting	Southeastern Electric Exchange	Potential	03/05/2025	03/06/2025	Tina
07/10/2024	50738	McDonald Hopkins Management Retreat Jan 2025	McDonald Hopkins	Potential	01/21/2025	01/23/2025	Stephanie
07/10/2024	50740	2026 ESICA Board Meeting	Eastern States Insulation Contractors Association	Potential	02/04/2026	02/07/2026	Hortensia
07/10/2024	50741	ATS Technion Symposium 2026	American Technion Society	Potential	01/09/2026	01/10/2026	Hortensia
07/10/2024	50742	ATS Technion Symposium 2027	American Technion Society	Potential	01/08/2027	01/09/2027	Hortensia
07/10/2024	50743	ATS Technion Symposium 2028	American Technion Society	Potential	01/07/2028	01/08/2028	Hortensia
07/11/2024	50746	2025 RDM Advisors Annual Meeting	JEMS Hospitality Group	Potential	04/30/2025	05/01/2025	Tina
07/11/2024	50747	CMDA Marriage Commission Retreat	Christian Medical & Dental Association	Potential	01/10/2025	01/11/2025	Hortensia

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07/11/2024	50748	Pharma Medical & Clinical Affairs Meeting	A2E Communications Group	Potential	12/01/2025	12/04/2025	Hortensia
07/11/2024	50749	EyeSouth Partners - Day with EyeSouth 2025	EyeSouth Partners LLC GA	Potential	02/27/2025	03/02/2025	Tina
07/11/2024	50750	Consumer Brands Association - CPG Legal Forum 2026	Consumer Brands Association	Potential	02/23/2026	02/27/2026	Liz
07/11/2024	50752	Abridge 2025 SKO	38 North Connections	Potential	01/28/2025	01/30/2025	Tina
07/11/2024	50754	████████████████████ *	████████████████████	Potential	06/07/2026	06/13/2026	Hortensia
07/12/2024	50756	Edelman - Executive Directors Offsite - Oct 2024	Edelman Financial Engines	Potential	10/01/2024	10/02/2024	Brian
07/12/2024	50757	Island of Ireland Event	Trade Promotions and Luxury Travel Executive	Potential	10/28/2024	10/29/2024	Hortensia
07/12/2024	50759	ADCES Board Meeting	Association of Diabetes Care & Education Specialists (ADCES)	Potential	01/23/2025	01/25/2025	Stephanie
07/12/2024	50763	Partnership Showcase Tampa 2025	GBT Travel Services UK Limited d/b/a American Express Global Business Travel.	Potential	03/17/2025	03/18/2025	Hortensia
07/16/2024	50764	January Kickoff Event	Reach Solar Inc.	Potential	01/15/2025	01/18/2025	Brian
07/16/2024	50767	2025 Presidents Club Incentive UK	Inside Incentive	Potential	10/10/2025	10/13/2025	Brian
07/19/2024	50776	Kyowa Kirin 2025 IC Trip-Flex Dates	Kyowa Kirin	Potential	06/19/2025	06/21/2025	Hortensia
07/19/2024	50777	TASC 2025 Club Incentive Trip (Travels in 2026)	Meetings & Incentives Worldwide, Inc	Potential	02/18/2026	02/22/2026	Stephanie
07/19/2024	50780	Energy Workforce and Technology Council Annual Meeting 2026	Energy Workforce & Technology Council	Potential	04/06/2026	04/10/2026	Hortensia
07/20/2024	50781	Syndax Pharmaceuticals Commercial National Sales Meeting	Syndax Pharmaceuticals via Etherio Group	Potential	06/16/2025	06/19/2025	Hortensia
07/20/2024	50782	IFCS-EFTF 2026	Institute of Electrical & Electronics Engineers (IEEE) Meetings, Conferences, and Events	Potential	04/11/2026	04/15/2026	Hortensia
07/21/2024	50783	IEEE Energy Conversion Congress and Expo	Institute of Electrical & Electronics Engineers (IEEE) Meetings, Conferences, and Events	Potential	10/01/2027	10/09/2027	Hortensia
07/21/2024	50785	Holman - Fast Start Meeting - December 2025	Holman	Potential	12/08/2025	12/11/2025	Hortensia
07/21/2024	50786	Freshpet Sales Meeting	Freshpet	Potential	03/03/2025	03/05/2025	Hortensia
07/21/2024	50787	Precisely - 2025 America's Sales Summit	Precisely	Potential	01/27/2025	01/30/2025	Hortensia
07/22/2024	50788	SA- Feb. Round Table 2025	Financial Services	Potential	02/25/2025	02/27/2025	Tina
07/22/2024	50789	AAMC 2025 Organizational Leadership in Academic Medicine Seminar	Association of American Medical Colleges	Potential	10/06/2025	10/09/2025	Liz
07/22/2024	50790	SA - Oct. Roundtable - Insurance 2025	Financial Services	Potential	10/07/2025	10/09/2025	Tina
07/22/2024	50791	SA - Nov. Roundtable - Annuity 2025	Financial Services	Potential	11/04/2025	11/06/2025	Tina
07/22/2024	50792	SA - Dec. Roundtable - Alternative	Financial Services	Potential	12/09/2025	12/11/2025	Tina
07/22/2024	50793	SA - March Roundtable - Annuity 2025	Financial Services	Potential	03/18/2025	03/20/2025	Tina
07/22/2024	50794	Thales CPL SKO 2025	Thales Group	Potential	01/26/2025	01/30/2025	Tina
07/22/2024	50795	ASA EMERGE 2026 Spring Forum	American Supply Association	Potential	05/18/2026	05/20/2026	Stephanie

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07/22/2024	50796	Society of Dermatology Physician Assistants SDPA-Spring Conference-2026	Society of Dermatology Nurse Practitioners (SDNP)	Potential	04/13/2026	04/19/2026	Liz
07/22/2024	50798	MVP / Southwind Dec Meeting	Southwind	Potential	12/14/2024	12/16/2024	Stephanie
07/22/2024	50799	Budderfly Sales & Marketing Kickoff	Budderfly	Potential	01/11/2025	01/15/2025	Stephanie
07/22/2024	50800	2026 Grinnell Mutual President's Club Meeting	Grinnell Mutual Reinsurance Company	Potential	05/01/2026	05/06/2026	Stephanie
07/23/2024	50801	WebMD Empower - June 2025	WebMD	Potential	06/01/2025	06/05/2025	Brian
07/23/2024	50803	Fab Life Mentorship	Mancini Chiropractic Institute	Potential	02/05/2025	02/08/2025	Brian
07/23/2024	50805	2026 Evans Network Annual Agents Meeting	Evans Network	Potential	04/29/2026	05/03/2026	Brian
07/23/2024	50806	Community Based Child Welfare National Symposium	Family Focused Treatment Association	Potential	09/15/2025	09/18/2025	Hortensia
07/25/2024	50815	Russell/Williams Wedding block	HelmsBriscoe - MASTER	Potential	01/02/2025	01/03/2025	Renee
07/25/2024	50816	IAIABC 2027 Forum	International Association of Industrial Accident Boards and Commissions	Potential	04/09/2027	04/15/2027	Stephanie
07/25/2024	50817	2025 AXIA - Tampa Regional Meeting	AXIA Consulting	Potential	02/05/2025	02/06/2025	Stephanie
07/26/2024	50818	Orion180 Accelerate 2025	Orion180 Insutance	Potential	11/03/2025	11/06/2025	Kayla
07/26/2024	50819	Millennial Healthcare Services Annual Summit	Millennial Healthcare Corporation	Potential	11/17/2024	11/19/2024	Kayla
07/26/2024	50820	BOAF 2028 Annual Conference & Expo	Building Official Association of Florida	Potential	06/02/2028	06/08/2028	Kayla
07/26/2024	50821	Staples Promotional Products 2025 Customer Advisory Board	Staples Office Supplies and Products	Potential	04/27/2025	04/29/2025	Kayla
07/26/2024	50824	47th Annual GAARRC, 2025	University of Florida - Continuing Medical Education (CME)	Potential	05/02/2025	05/03/2025	Kayla
07/26/2024	50825	FTR 2026	Florida Trail Riders	Potential	07/10/2026	07/11/2026	Kayla
07/26/2024	50830	2025 Emphasys Software UC	Emphasys Software	Potential	10/17/2025	10/21/2025	Stephanie
07/26/2024	50835	Valvoline 2025 DIFM National Sales Meeting	Valvoline	Potential	02/01/2025	02/06/2025	Tina
07/26/2024	50836	Southern Peanut Growers 2025 Annual Conference	Southern Peanut Farmers Growers Association	Potential	07/06/2025	07/12/2025	Tina
07/26/2024	50837	TD SYNnex - National Sales Meeting Clearwater - February 2025	TD SYNnex Corporation - SC	Potential	02/02/2025	02/07/2025	Tina
07/26/2024	50838	Synovus Chairman's Event March 2025	Synovus	Potential	03/19/2025	03/21/2025	Tina
07/29/2024	50843	Wireless Vision 2025 Incentive Trip	Wireless Vision	Potential	04/06/2025	04/09/2025	Stephanie
07/29/2024	50844	[REDACTED]	[REDACTED]	Potential	06/05/2025	06/10/2025	Kayla
07/29/2024	50846	[REDACTED]	[REDACTED]	Potential	02/04/2025	02/09/2025	Kayla
07/29/2024	50848	2027 Advocacy Conference	Public Affairs Council	Potential	01/24/2027	01/28/2027	Liz
07/29/2024	50849	2026 National PAC Conference	Public Affairs Council	Potential	03/01/2026	03/05/2026	Liz
07/29/2024	50854	Power Quality & Reliability Committee Meeting	Southeastern Electric Exchange	Potential	03/18/2025	03/20/2025	Tina
07/29/2024	50856	Scentsy World Tour 2025 - Tampa	Scentsy Inc.	Potential	02/21/2025	02/22/2025	Brian

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07/29/2024	50857	Newborn Care Solutions Enrichment Conference 2025	Newborn Care Solutions	Potential	06/03/2025	06/07/2025	Brian
07/29/2024	50858	2026 Director Leaders Conference	FCCS	Potential	11/14/2026	11/19/2026	Brian
07/29/2024	50861	Catholic Family News Conference	Catholic Family News	Potential	02/21/2025	02/23/2025	Hortensia
07/29/2024	50862	2025 Client National Sales Meeting	HelmsBriscoe - MASTER	Potential	02/15/2025	02/20/2025	Hortensia
07/29/2024	50864	ABTC 2025 Winter Meeting	American Board for Transplant Certification (ABTC)	Potential	02/26/2025	03/02/2025	Hortensia
07/29/2024	50865	V-Sports	V-Sports	Potential	12/08/2024	12/13/2024	Hortensia
07/30/2024	50866	Carroll Family Reunion	Carroll Family	Potential	06/18/2026	06/21/2026	Hortensia
07/31/2024	50869	Optimist International 2026	Optimist International	Potential	06/23/2026	07/01/2026	Stephanie
07/31/2024	50870	2025 SHC Retreat	Simple Heart Co	Potential	07/24/2025	07/26/2025	Stephanie
			COUNT: 90				



Prepared On: 09/04/2024
Prepared By: Christine DeMato

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
48789	Meet the Masters	07/23/2024	166	01/12/2024	01/14/2024	\$172,480.44	\$2,582.56	Hortensia
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
48196	Annual MTG Meeting 2024	07/22/2024	825	02/15/2024	02/22/2024	\$981,949.96	\$18,265.50	Stephanie
48462	Q1 February BOD Meeting	06/26/2024	36	02/27/2024	02/29/2024	\$41,629.13	\$897.87	Stephanie
48365	Rensselaer Polytechnic Institute (RPI) 2024 Annual Board of Trustees Meeting	07/23/2024	238	03/05/2024	03/09/2024	\$331,505.40	\$6,840.12	Hortensia
50610	Company Retreat	06/06/2024	56	03/10/2024	03/13/2024	\$58,788.35	\$1,202.30	Stephanie
50380		07/09/2024	825	04/15/2024	04/18/2024	\$753,857.59	\$12,325.50	Liz
47959	NCM Associates - 2059 - Clearwater - April 2024	07/25/2024	64	04/17/2024	04/20/2024	\$64,324.52	\$1,267.10	Stephanie
50063	BSC Vascular Three Region Meeting - Crofoot, Hale & McLure	07/30/2024	143	04/17/2024	04/19/2024	\$131,575.78	\$1,708.69	Hortensia
48825	NCUR Spring	07/26/2024	202	04/21/2024	04/23/2024	\$216,904.31	\$4,593.48	Stephanie
49903	10974 East Team 4 NPHS Operations & Sales Meeting	07/23/2024	65	04/23/2024	04/25/2024	\$65,899.16	\$1,049.10	Hortensia
50867	Florida Elks Charities	07/30/2024	151	04/25/2024	04/27/2024	\$130,554.34	\$1,766.70	Hortensia
50708	78864 SNUG 2024	07/02/2024	559	05/03/2024	05/10/2024	\$443,596.39	\$7,546.50	Brian
50557		06/05/2024	595	05/06/2024	05/10/2024	\$456,244.22	\$6,600.80	Kayla
49552	Powers- Jean Baptiste Wedding	07/23/2024	60	05/16/2024	05/19/2024	\$51,546.18	\$608.40	Renee
48827	2024 Global Pouch Forum	06/24/2024	1,116	05/28/2024	05/31/2024	\$883,172.83	\$13,730.99	Stephanie
50686		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
48793	MJH Prost8Con - FL	07/30/2024	143	06/14/2024	06/15/2024	\$141,656.74	\$1,537.58	Hortensia
50217	Area Field Training	07/30/2024	225	07/15/2024	07/18/2024	\$207,847.64	\$2,821.50	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
50502	Castle GI Regional Meetings - SE	07/29/2024	27	07/24/2024	07/26/2024	\$27,318.46	\$528.75	Brian

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50549	CASE District III Cabinet Meeting Summer 2024	07/24/2024	56	08/01/2024	08/03/2024	\$43,863.25	\$619.43	Liz
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	██*	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
50739	13th Annunal IAHTI	07/10/2024	1,296	08/31/2024	09/08/2024	\$1,211,390.46	\$11,275.92	Tina
50814	██	07/25/2024	584	09/09/2024	09/13/2024	\$556,307.98	\$7,669.35	Kayla
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	██	06/18/2024	550	09/20/2024	09/21/2024	\$387,406.23	\$6,897.00	Kayla
49563	Florida Supportive Housing Coalition Summit	07/24/2024	242	09/22/2024	09/24/2024	\$245,974.36	\$2,457.50	Kayla
50459	2024 Myriad Product Org Summit	07/08/2024	78	09/23/2024	09/25/2024	\$62,486.69	\$839.07	Stephanie
50457	22nd Clubhouse International World Seminar	07/02/2024	2,700	09/24/2024	10/04/2024	\$2,444,850.02	\$32,238.00	Hortensia
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
50286	WellDyne Rx GTM 2024	07/26/2024	176	11/19/2024	11/20/2024	\$135,528.34	\$2,312.64	Kayla
50745	Suncoast Jazz Festival 2024	07/10/2024	1,128	11/20/2024	11/25/2024	\$876,989.38	\$11,888.67	Hortensia
50166	2024 Regional Meeting & Exhibits	07/02/2024	952	12/02/2024	12/06/2024	\$895,210.81	\$11,362.42	Hortensia
50488	Four Seasons Sunrooms & Windows - YEE Jan 2025	07/23/2024	355	01/13/2025	01/16/2025	\$441,849.03	\$8,081.32	Hortensia
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
49527	2025 Health Benefits Conference	07/18/2024	972	01/25/2025	01/31/2025	\$1,152,125.77	\$17,443.82	Liz
50706	Solventum Health Information January 2025 Meeting	07/01/2024	715	01/25/2025	02/01/2025	\$617,989.84	\$9,824.10	Brian
50468	TIA TR-42 Committee Meeting Jan 2025	07/23/2024	110	01/27/2025	01/31/2025	\$91,888.63	\$1,049.40	Liz
49411	██	07/02/2024	175	01/30/2025	02/02/2025	\$169,949.15	\$2,719.50	Hortensia
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
48226	Sleep Medicine Trends 2025	07/12/2024	856	02/05/2025	02/09/2025	\$954,042.77	\$12,538.64	Stephanie
50509	Teaching Strategies SKO 2025	06/20/2024	917	02/08/2025	02/14/2025	\$1,106,356.80	\$18,657.96	Liz

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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
50758	Advances in Sleep and Circadian Science 2025 (ASCS)	07/12/2024	653	02/13/2025	02/17/2025	\$662,339.12	\$8,972.22	Stephanie
50387	ALC - 2025 UnConference	06/04/2024	389	02/18/2025	02/22/2025	\$383,328.49	\$7,328.54	Brian
50755	2025 NHBPA Annual Meeting	07/11/2024	330	02/23/2025	02/27/2025	\$378,229.99	\$5,126.60	Tina
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
50677	Envestnet Manager Forum 2025	07/31/2024	419	03/09/2025	03/12/2025	\$466,246.29	\$9,770.77	Brian
50486	Diamond Vogel Incentive Trip 2025	07/25/2024	274	03/12/2025	03/17/2025	\$307,323.01	\$6,066.31	Stephanie
50699	ISPA Industry Conference 2025	06/30/2024	715	03/17/2025	03/23/2025	\$793,779.86	\$11,462.26	Liz
50520	BMS Annual Healthcare Summit	07/09/2024	179	03/25/2025	03/27/2025	\$211,277.21	\$4,275.04	Stephanie
50707		07/02/2024	624	03/26/2025	03/29/2025	\$780,194.03	\$14,938.56	Hortensia
49658	AAIS - American Association of Insurance Services - 2025 Main Event	07/29/2024	952	04/05/2025	04/09/2025	\$1,117,111.74	\$18,785.11	Kayla
50325	American Osteopathic College of Occupational and Preventative Medicine Conference 2025 Midyear Educational Conference	07/22/2024	126	04/10/2025	04/13/2025	\$106,094.72	\$1,589.95	Stephanie
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	\$1,267,539.88	\$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
50674	NCM03819 20A3 - Clearwater- June 2025	07/18/2024	51	06/21/2025	06/26/2025	\$50,626.94	\$890.84	Stephanie
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
50521	2025 TNPAF Leadership Summit	07/12/2024	476	09/08/2025	09/12/2025	\$520,034.99	\$8,536.09	Liz
50587	Annual Meeting 2025	07/09/2024	841	09/19/2025	09/24/2025	\$932,062.75	\$14,070.83	Liz
50251	2025 Forum for Ag Lending Conference V2	07/22/2024	1,361	09/21/2025	09/25/2025	\$1,207,515.95	\$19,523.31	Brian
50711	Workplace Safety Symposium 2025	07/02/2024	663	12/01/2025	12/05/2025	\$654,715.89	\$8,552.27	Tina
49670		07/02/2024	175	01/29/2026	02/01/2026	\$174,794.79	\$2,824.50	Hortensia
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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local-Bed(Direct)	First Name
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: 85		SUM: 40,928			SUM: \$40,615,650.55	SUM: \$624,841.72	



Prepared On: 09/04/2024
Prepared By: Christine DeMato

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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
48789	Meet the Masters	07/23/2024	166	01/12/2024	01/14/2024	\$172,480.44	\$4,193.35	Hortensia
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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
49345	Mosaic - Wabash Valley Board Meeting	12/15/2023	85	02/12/2024	02/18/2024	\$89,069.42	\$2,207.78	Hortensia
49023	Softball, University of Minnesota, 2024, Clearwater	06/12/2024	72	02/14/2024	02/18/2024	\$85,512.45	\$1,816.69	Stephanie
48196	Annual MTG Meeting 2024	07/22/2024	825	02/15/2024	02/22/2024	\$981,949.96	\$27,623.37	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		11/21/2023	110	02/22/2024	02/25/2024	\$155,316.39	\$4,122.32	Kayla
49613		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	Enviornmental 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
48365	Rensselaer Polytechnic Institute (RPI) 2024 Annual Board of Trustees Meeting	07/23/2024	238	03/05/2024	03/09/2024	\$331,505.40	\$10,069.85	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	Kayla
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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
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		12/22/2023	421	04/14/2024	04/18/2024	\$472,389.43	\$14,834.37	Kayla
49740	BST Global Overflow	12/28/2023	685	04/14/2024	04/19/2024	\$798,005.60	\$24,298.82	Kayla
50177		03/13/2024	351	04/14/2024	04/27/2024	\$339,372.33	\$7,411.58	Hortensia
50380		07/09/2024	825	04/15/2024	04/18/2024	\$753,857.59	\$19,452.54	Liz
47959	NCM Associates - 2059 - Clearwater - April 2024	07/25/2024	64	04/17/2024	04/20/2024	\$64,324.52	\$1,907.76	Stephanie
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		10/12/2023	634	04/17/2024	04/21/2024	\$801,979.17	\$22,450.58	Hortensia
50063	BSC Vascular Three Region Meeting - Crofoot, Hale & McLure	07/30/2024	143	04/17/2024	04/19/2024	\$131,575.78	\$2,919.55	Hortensia
50467	CPA Board Meeting 2024	05/07/2024	26	04/17/2024	04/18/2024	\$24,454.19	\$694.84	Liz
48825	NCUR Spring	07/26/2024	202	04/21/2024	04/23/2024	\$216,904.31	\$6,786.89	Stephanie
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		04/25/2024	3,500	04/21/2024	05/01/2024	\$4,151,258.88	\$133,754.21	Hortensia
49903	10974 East Team 4 NPHS Operations & Sales Meeting	07/23/2024	65	04/23/2024	04/25/2024	\$65,899.16	\$1,673.05	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
50867	Florida Elks Charities	07/30/2024	151	04/25/2024	04/27/2024	\$130,554.34	\$2,957.39	Hortensia
50369	2024 US Indoor Conference and Exhibition	05/13/2024	541	04/28/2024	05/03/2024	\$533,352.65	\$11,060.35	Liz
50708	78864 SNUG 2024	07/02/2024	559	05/03/2024	05/10/2024	\$443,596.39	\$11,888.82	Brian
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		06/05/2024	595	05/06/2024	05/10/2024	\$456,244.22	\$11,091.39	Kayla
49518		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		11/22/2023	265	05/13/2024	05/18/2024	\$256,284.67	\$6,168.33	Hortensia
49890		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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
50366		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
49552	Powers- Jean Baptiste Wedding	07/23/2024	60	05/16/2024	05/19/2024	\$51,546.18	\$1,100.18	Renee
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 SYNnex - PowerSolv AMPED Symposium - May 2024	04/04/2024	162	05/28/2024	05/30/2024	\$166,542.41	\$4,262.43	Kayla
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		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		01/24/2024	475	06/08/2024	06/14/2024	\$561,438.75	\$13,298.52	Kayla
50686		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		03/20/2024	675	06/11/2024	06/16/2024	\$612,847.25	\$12,085.40	Kayla
48793	MJH Prost8Con - FL	07/30/2024	143	06/14/2024	06/15/2024	\$141,656.74	\$2,810.40	Hortensia
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

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49347	2024 Water Summit	03/20/2024	115	07/11/2024	07/13/2024	\$98,538.01	\$2,099.76	Kayla
50217	Area Field Training	07/30/2024	225	07/15/2024	07/18/2024	\$207,847.64	\$4,733.68	Hortensia
49342		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		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
50502	Castle GI Regional Meetings - SE	07/29/2024	27	07/24/2024	07/26/2024	\$27,318.46	\$800.63	Brian
50413		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
50549	CASE District III Cabinet Meeting Summer 2024	07/24/2024	56	08/01/2024	08/03/2024	\$43,863.25	\$1,040.45	Liz
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		05/01/2024	676	08/18/2024	08/22/2024	\$649,765.18	\$15,190.48	Kayla
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
50739	13th Annunal IAHTI	07/10/2024	1,296	08/31/2024	09/08/2024	\$1,211,390.46	\$21,544.84	Tina
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
50814		07/25/2024	584	09/09/2024	09/13/2024	\$556,307.98	\$12,699.28	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

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49892		06/18/2024	550	09/20/2024	09/21/2024	\$387,406.23	\$10,780.86	Kayla
49563	Florida Supportive Housing Coalition Summit	07/24/2024	242	09/22/2024	09/24/2024	\$245,974.36	\$4,604.57	Kayla
49983	NEMA IEC SC 121A WG2	02/08/2024	30	09/22/2024	09/27/2024	\$28,115.23	\$722.64	Liz
50459	2024 Myriad Product Org Summit	07/08/2024	78	09/23/2024	09/25/2024	\$62,486.69	\$1,442.01	Stephanie
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
50457	22nd Clubhouse International World Seminar	07/02/2024	2,700	09/24/2024	10/04/2024	\$2,444,850.02	\$54,262.08	Hortensia
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
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
50286	WellDyne Rx GTM 2024	07/26/2024	176	11/19/2024	11/20/2024	\$135,528.34	\$3,638.47	Kayla
50745	Suncoast Jazz Festival 2024	07/10/2024	1,128	11/20/2024	11/25/2024	\$876,989.38	\$20,083.90	Hortensia
50166	2024 Regional Meeting & Exhibits	07/02/2024	952	12/02/2024	12/06/2024	\$895,210.81	\$19,442.52	Hortensia
48835		01/24/2024	484	12/07/2024	12/14/2024	\$581,549.92	\$13,262.56	Kayla

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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		02/12/2024	375	01/11/2025	01/17/2025	\$348,256.95	\$9,683.82	Kayla
50488	Four Seasons Sunrooms & Windows - YEE Jan 2025	07/23/2024	355	01/13/2025	01/16/2025	\$441,849.03	\$12,309.35	Hortensia
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
49527	2025 Health Benefits Conference	07/18/2024	972	01/25/2025	01/31/2025	\$1,152,125.77	\$27,876.92	Liz
50706	Solvantum Health Information January 2025 Meeting	07/01/2024	715	01/25/2025	02/01/2025	\$617,989.84	\$15,731.20	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
50468	TIA TR-42 Committee Meeting Jan 2025	07/23/2024	110	01/27/2025	01/31/2025	\$91,888.63	\$1,865.72	Liz
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
49411		07/02/2024	175	01/30/2025	02/02/2025	\$169,949.15	\$4,329.36	Hortensia
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
48226	Sleep Medicine Trends 2025	07/12/2024	856	02/05/2025	02/09/2025	\$954,042.77	\$21,147.97	Stephanie
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
50758	Advances in Sleep and Circadian Science 2025 (ASCS)	07/12/2024	653	02/13/2025	02/17/2025	\$662,339.12	\$15,022.11	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
50755	2025 NHBPA Annual Meeting	07/11/2024	330	02/23/2025	02/27/2025	\$378,229.99	\$8,552.65	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

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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
49971	Natil Motor Frieght Spring Meeting 2025	04/29/2024	224	03/01/2025	03/05/2025	\$203,159.45	\$5,611.91	Liz
50677	Envestnet Manager Forum 2025	07/31/2024	419	03/09/2025	03/12/2025	\$466,246.29	\$14,453.27	Brian
50486	Diamond Vogel Incentive Trip 2025	07/25/2024	274	03/12/2025	03/17/2025	\$307,323.01	\$9,120.23	Stephanie
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
50520	BMS Annual Healthcare Summit	07/09/2024	179	03/25/2025	03/27/2025	\$211,277.21	\$6,403.61	Stephanie
50707		07/02/2024	624	03/26/2025	03/29/2025	\$780,194.03	\$22,483.34	Hortensia
49779		01/24/2024	625	04/02/2025	04/05/2025	\$738,489.40	\$19,658.99	Kayla
49658	AAIS - American Association of Insurance Services - 2025 Main Event	07/29/2024	952	04/05/2025	04/09/2025	\$1,117,111.74	\$29,270.91	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
50325	American Osteopathic College of Occupational and Preventative Medicine Conference 2025 Midyear Educational Conference	07/22/2024	126	04/10/2025	04/13/2025	\$106,094.72	\$2,620.43	Stephanie
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	508	05/16/2025	05/21/2025	\$543,392.08	\$13,145.50	Hortensia
49086		06/27/2024	1,200	05/29/2025	06/06/2025	\$1,267,539.88	\$28,571.99	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
50674	NCM03819 20A3 - Clearwater- June 2025	07/18/2024	51	06/21/2025	06/26/2025	\$50,626.94	\$1,386.50	Stephanie
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

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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
50521	2025 TNPAF Leadership Summit	07/12/2024	476	09/08/2025	09/12/2025	\$520,034.99	\$13,364.35	Liz
49956	Hexure Client Event 2025	05/01/2024	761	09/10/2025	09/12/2025	\$657,640.58	\$18,875.36	Brian
50587	Annual Meeting 2025	07/09/2024	841	09/19/2025	09/24/2025	\$932,062.75	\$22,546.67	Liz
50251	2025 Forum for Ag Lending Conference V2	07/22/2024	1,361	09/21/2025	09/25/2025	\$1,207,515.95	\$31,214.17	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
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
50711	Workplace Safety Symposium 2025	07/02/2024	663	12/01/2025	12/05/2025	\$654,715.89	\$14,479.73	Tina
49670		07/02/2024	175	01/29/2026	02/01/2026	\$174,794.79	\$4,482.31	Hortensia
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		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		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

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local(Direct)	First Name
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: 288			SUM: 131,711			SUM: \$132,454,957.80	SUM: \$3,308,810.61	



July 2024 TDC Report

Trade Shows and Travel

Phoenix/Scottsdale Sales Mission

July 16-19, 2024. Attended: Brian Hilterbrandt

FSAE Annual Conference, Orlando FL

July 17-19, 2024. Attended: Christine DeMato

MPI International Golf Tourney, NYC

July 24-26, 2024. Attended: Brian Hilterbrandt

69th AENC Annual Meeting, Cherokee, NC

July 21-23, 2024. Attended: Tina Berrien

Site Incentive Summit, St. Johns, Newfoundland, Canada

July 15-18, 2024. Attended: Hortensia Simmons

Site Visits

-2025 Farm Credit Sales Leaders Conference- 434 Room nights

-FAEP Annual Conference 2025- 158 Room Nights

-SincUSA - 246 Room Nights

-American Honey Producers Association- 683 Room Nights

Upcoming Trade Shows and Travel

CBC Foundation, Washington D.C.
September 11-15, 2024. Attending: Hortensia Simmons

Kansas City Event
September 16-19, 2024. Attending: Stephanie Alexander-Priakos

HPN Global Partner Conference, Houston, TX
September 16-19, 2024. Attending: Brian Hilterbrandt

NACCED Conference, Tulsa, OK
September 16-19, 2024. Attending: Hortensia Simmions

ICMA Conference, Pittsburgh, PA
September 22-24, 2024. Attending: Brian Hilterbrandt

	<u>FY 2023/2024</u>	<u>FY 2022/2023</u>
LEADS IN July:	130	157

YEAR TO DATE	<u>FY 2023/2024</u>	<u>FY 2022/2023</u>
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Total room revenue	\$132,454,957	\$101,904,149
Definite room nights	131,711	109,030
Total county impact	\$3,308,810	\$2,446,881