



# MEETINGS & CONFERENCES

October 2025

# October Site Visits

10/03/2025 IEEE  
10/09/2025 Association of Social Work Boards  
10/20/2025 Carpenter Chartered  
10/24/2025 USWAG  
10/27/2025 AllerVie



# October Trade Shows and Events

FSAE Education Day, Tallahassee, FL

October 15, 2025

Attended: Donna Siegel

Prestige Client Event, Minneapolis, MN

October 16-17, 2025

Attended: Stephanie Alexander-Priakos

Meetings Today Live Incentive, Los Cabos, Mexico

October 19-22, 2025

Attended: Hortensia Simmons

# Great American Beer Festival

**Location:** Denver, CO

**Date:** October 9-11, 2025

**Staff Member:** Donna Siegel

**Summary:** The GABF is the country's largest indoor preeminent beverage festival seeing tens of thousands of attendees. VisitSPC had a Tiki Bar at the festival that had taste award-winning samples from four of our local breweries. This opportunity allowed us to showcase our destination and also provided excellent networking for our industry partners.



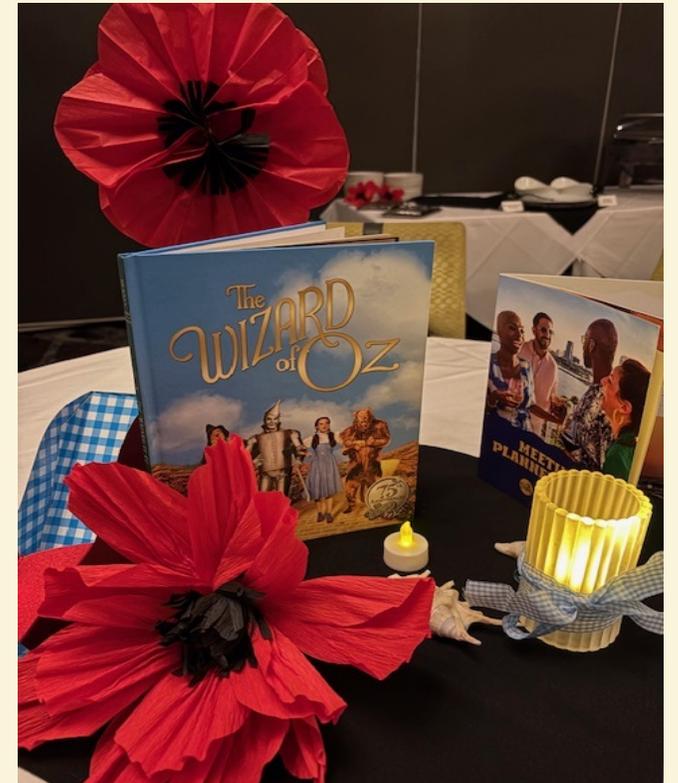
# IMEX America and Client Event

**Location:** Las Vegas, NV

**Date:** October 7-9, 2025

**Staff Member:** Hortensia Simmons, Tina Berrien, Liz Dane, Stephanie Alexander-Priakos,

**Summary:** IMEX America is the largest annual trade show for the business events industry, attracting thousands of attendees and over 3,500 exhibitors from around the world to network, conduct business, and participate in professional education programs. Our team also hosted a client event at the Sphere to see the Wizard of Oz.



# Upcoming Trade Shows and Events

PCMA Convening Leaders & Client Event

January 11-14, 2026

Attending: Hortensia Simmons, Liz Dane, Renee Prine

**FY 2025/2026**

**FY 2024/2025**

**Leads in October: 153**

**84**

**Year to Date:**

**FY 2025/2026**

**FY 2024/2025**

**Total Room Revenue \$265,366**

**\$58,162**

**Definite Room Nights 17,139**

**4,077**

**Total County Impact \$18,461,192**

**\$4,013,246**



ST.PETE  
CLEARWATER

# THANK YOU





## OCTOBER BOARD REPORT

Prepared On: 12/01/2025  
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
10/01/2025	52640	2029 NASPSPA Annual Meeting	North American Society for the Psychology of Sport and Physical Activity (NASPSPA)	Potential	06/03/2029	06/11/2029	Stephanie
10/01/2025	52641	Edward Jones - Summer Regional Meeting - Region 59 - 820979	Edward Jones	Potential	07/07/2026	07/13/2026	Stephanie
10/01/2025	52642	Spring Recharge 2026	Repair Shop Coach	Potential	02/19/2026	02/22/2026	Stephanie
10/01/2025	52643	Arctic Wolf Indy Race Event - St. Petersburg	HelmsBriscoe - MASTER	Potential	02/25/2026	03/01/2026	Stephanie
10/01/2025	52644	HUG 2028 National Conference	Hawksot Corporation	Potential	04/01/2028	04/08/2028	Stephanie
10/01/2025	52645	PWNA ANNUAL ELEVATE CONFERENCE 2027	Power Washers of North America	Potential	02/15/2027	02/20/2027	Stephanie
10/02/2025	52646	2028 Brookside Annual Meeting	Brookside Laboratories, Inc.	Potential	01/21/2028	01/29/2028	Stephanie
10/02/2025	52647	RCA Technical Symposium and Annual Awards Banquet	Radio Club of America	Potential	11/17/2027	11/21/2027	Stephanie
10/02/2025	52651	Zelis Healthcare, LLC - Nov 17-18, 2025 St Pete, FL - Anders	Zelis Healthcare, LLC	Potential	11/17/2025	11/18/2025	Donna
10/02/2025	52652	NNI03145 Rare Disease POA/Mim8 Launch Meeting 2026_NEW DATES	Novo Nordisk Inc.	Potential	10/10/2026	10/16/2026	Hortensia
10/02/2025	52653	Steubenville Florida 2027	Life Teen	Potential	06/15/2027	06/22/2027	Hortensia
10/02/2025	52654	REVISED RFP - ACSI FSI 2027	Association of Christian Schools International	Potential	02/20/2027	02/25/2027	Hortensia
10/03/2025	52656	CUFSLP Partner Meeting - Winter 2027	Callahan & Associates	Potential	01/11/2027	01/14/2027	Liz
10/03/2025	52658	Numed Biennial Conference	Numed, Inc.	Potential	06/02/2027	06/07/2027	Stephanie
10/03/2025	52661	NEW SPECS - United Concordia Office Manager Advisory Council Meeting 2026	United Concordia	Potential	04/27/2026	04/29/2026	Hortensia
10/03/2025	52662	Adult & Teen Challenge Minnesota Growth Conference	Adult & Teen Challenge USA	Potential	02/01/2027	02/07/2027	Hortensia
10/03/2025	52664	CCCI - Cru GET February 2026	Confidential	Potential	02/22/2026	02/28/2026	Hortensia
10/03/2025	52667	BS&A Sales Kick Off	BS&A Software	Potential	02/08/2026	02/11/2026	Stephanie
10/07/2025	52671	[REDACTED]	[REDACTED]	Potential	06/22/2027	06/25/2027	Donna
10/07/2025	52672	2026 SH&E Academy	American Meetings, Inc. (AMI)	Potential	02/22/2026	02/26/2026	Donna
10/08/2025	52675	2028 KAK Annual Conference	Florida Network of Children's Advocacy Centers	Potential	07/16/2028	07/22/2028	Donna
10/08/2025	52676	2029 KAK Annual Conference	Florida Network of Children's Advocacy Centers	Potential	07/15/2029	07/21/2029	Donna
10/08/2025	52680	002W2C Florida Dental Association - House of Delegates Meeting 2027	Florida Dental Association	Potential	01/14/2027	01/15/2027	Donna
10/09/2025	52681	2026 Servier National Sales Meeting	Servier - MA	Potential	11/13/2026	11/20/2026	Hortensia

Date: Created	Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	First Name
10/09/2025	52684	BlackOps Consulting - Florida Policy Institute Summit/Conference 2026 Sarasota	LM Media Worldwide, LLC	Potential	09/16/2026	09/16/2026	Hortensia
10/11/2025	52685	Mayo Clinic 2027 Advanced Surgical Technologies and Robotics (NEW)	Mayo Clinic	Potential	03/02/2027	03/06/2027	Stephanie
10/11/2025	52687	2026 Lawn Doctor Annual Conference	Lawn Doctor	Potential	12/02/2026	12/09/2026	Hortensia
10/11/2025	52689	Wexner Heritage Program: Canada 26 - Intensive Seminar 3	The Wexner Foundation	Potential	12/08/2027	12/11/2027	Hortensia
10/12/2025	52691	Masters of Balayage 2026 2-Day Workshop Tour - TAMPA	Masters of Balayage	Potential	02/28/2026	03/01/2026	Liz
10/13/2025	52694	ObesityHelp 2026	ObesityHelp	Potential	09/13/2026	09/20/2026	Liz
10/13/2025	52695	AGpO Annual Meeting	Academy of Gp Orthodontics	Potential	09/22/2027	09/25/2027	Liz
10/13/2025	52696	EDPMA Solutions Summit 2027	Emergency Department Practice Management Association (EDPMA)	Potential	04/21/2027	04/28/2027	Liz
10/14/2025	52697	BASS 2027- Tampa	Flight Safety Foundation	Potential	04/24/2027	04/28/2027	Liz
10/14/2025	52699	Speakers Retreat 2027	FamilyLife	Potential	01/08/2027	01/12/2027	Hortensia
10/14/2025	52701	PENS 2027	Pediatric Endocrinology Nursing Society	Potential	04/10/2027	04/16/2027	Liz
10/15/2025	52704	NAPCO Media - Digital Packaging Summit 2027	NAPCO Media	Potential	11/06/2027	11/10/2027	Hortensia
10/15/2025	52705	NAPCO Media - Inkjet Summit 2027	NAPCO Media	Potential	04/24/2027	04/28/2027	Hortensia
10/16/2025	52710	ELT Offsite - January 2026	Humana Inc	Potential	01/24/2026	01/27/2026	Tina
10/16/2025	52712	X-Rite Commercial Leadership Summit (an opco of Veralto)	HelmsBriscoe - MASTER	Potential	01/25/2026	01/29/2026	Tina
10/16/2025	52713	SH\$ Retreat + Advisor Retreat	RFG Advisory	Potential	03/03/2027	03/11/2027	Tina
10/16/2025	52718	AOCA 2027 Annual Convention	American Osteopathic College of Anesthesiologists (AOCA)	Potential	09/08/2027	09/14/2027	Tina
10/17/2025	52720	TUG Spring Conference 2027	Times 10 Association Strategies	Potential	04/18/2027	04/21/2027	Tina
10/17/2025	52721	USWAG CCR Workshop 2027	Utility Solid Waste Activities Group (USWAG)	Potential	04/12/2027	04/15/2027	Tina
10/17/2025	52722	Company Trip	The Roomeaze	Potential	02/26/2026	02/28/2026	Tina
10/17/2025	52723	2027 AFT Spring Summit	Association for Financial Technology (Do Not Contact)	Potential	03/12/2027	03/17/2027	Tina
10/17/2025	52726	Siemens Energy Sales Central AEM	Siemens Energy	Potential	09/07/2026	09/09/2026	Donna
10/17/2025	52728	2027 Annual Meeting	Asphalt Institute	Potential	12/05/2027	12/09/2027	Tina
10/17/2025	52729	Republic Strategies January/February 2026	Republic Strategies	Potential	01/22/2026	01/24/2026	Liz
10/19/2025	52730	11957 - Acute Midyear Meeting - RFP 2 - 30 PPL	Cardinal Health	Potential	01/26/2026	01/27/2026	Stephanie
10/19/2025	52732	2026 WAIHA FL conference	HelmsBriscoe - MASTER	Potential	04/29/2026	05/03/2026	Stephanie
10/19/2025	52733	EmpowerHER 2026	Affinity	Potential	05/28/2026	05/30/2026	Stephanie
10/19/2025	52734	Brock Grain Systems 2027 Dealer Summit	Brock Grain Systems	Potential	01/24/2027	01/30/2027	Stephanie
10/19/2025	52735	Tax Leadership Meeting 2027	Grant Thornton LLP	Potential	04/17/2027	04/22/2027	Stephanie

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10/19/2025	52736	2026 Jan New Home Star National Leadership Summit	New Home Star	Potential	01/20/2026	01/23/2026	Stephanie
10/20/2025	52737	Career Development Summit 2026	MLB Players Alumni Association	Potential	11/17/2026	11/22/2026	Hortensia
10/20/2025	52738	2026 Sales Leadership Conference (SLS) WPB	Bet-David Consulting	Potential	04/11/2026	04/15/2026	Donna
10/20/2025	52739	APEE 52nd Meeting	Association of Private Enterprise Education (APEE)	Potential	04/01/2028	04/05/2028	Liz
10/20/2025	52741	2026 Florida Forest Service IMT Meeting	Florida Forest Service	Potential	02/10/2026	02/11/2026	Donna
10/20/2025	52742	2026 Williams, Parker, Harrison, Getzen Law Firm Fall Retreat	Williams Parker Law	Potential	10/16/2026	10/18/2026	Donna
10/21/2025	52748	NARUC Fall Rate School 2028 and 2029	National Association of Regulatory Utility Commissioners (NARUC)	Potential	10/13/2028	10/21/2028	Liz
10/21/2025	52749	NARUC Fall Rate School 2029	National Association of Regulatory Utility Commissioners (NARUC)	Potential	10/06/2028	10/14/2028	Liz
10/21/2025	52751	MD&A Senior Staff Meeting (Jan '26)	Mechanical Dynamics and Analysis	Potential	01/12/2026	01/15/2026	Hortensia
10/22/2025	52753	ACUP 2026 Strategic Meeting	Association of College and University Printers (ACUP)	Potential	01/29/2026	01/31/2026	Donna
10/22/2025	52754	Florida Army National Guard   Yellow Ribbon Program	Florida Army National Guard	Potential	12/05/2025	12/06/2025	Hortensia
10/22/2025	52755	QLA 41st Conference	Quality Life Association	Potential	08/18/2026	08/23/2026	Donna
10/23/2025	52758	Circle Time Conference 2026	Learning Jungle	Potential	11/04/2026	11/05/2026	Hortensia
10/24/2025	52763	WFRA 28 RISE National	Wilmington FRA	Potential	03/24/2028	03/29/2028	Tina
10/24/2025	52766	DCF Statewide Winter Trainings presented by Daniel Memorial	Daniel Memorial Institute	Potential	02/02/2026	02/06/2026	Donna
10/24/2025	52767	31st Annual National Foster Care Conference (FC) / In connection with the Statewide Adoption (A) & Independent Living (IL)	Daniel Memorial Institute	Potential	05/18/2026	05/22/2026	Donna
10/24/2025	52770	2026 Stellantis Council	UAW	Potential	10/12/2026	10/15/2026	Stephanie
10/27/2025	52772	NSAA Winter Board of Directors	North American Securities Administrators Association	Potential	01/26/2026	01/28/2026	Liz
10/27/2025	52773	██	██████	Potential	07/26/2027	07/28/2027	Hortensia
10/27/2025	52776	2026-2027 Business Planning Retreat	Sagen Events	Potential	10/09/2026	10/19/2026	Stephanie
10/27/2025	52777	Bilirakis Valspar event 2026	814 Consulting	Potential	03/19/2026	03/21/2026	Liz
10/28/2025	52778	Corxel JX10002 North American Investigator Meeting	Scarritt Group-MASTER	Potential	12/03/2025	12/05/2025	Tina
10/28/2025	52779	BMS Re Leadership + Sales Meeting	BMS Re	Potential	02/08/2026	02/13/2026	Tina
10/28/2025	52782	Choate 40th Anniversary Celebration	Choate Construction	Potential	06/07/2029	06/08/2029	Tina
10/29/2025	52784	Executive Strategy Meeting 2025	AEX Convention Services	Potential	12/13/2025	12/17/2025	Tina
10/29/2025	52785	Sales Kickoff	Crown Castle	Potential	01/27/2026	01/28/2026	Hortensia
10/29/2025	52787	ASABE-FL 2027 Annual Conference	American Society of Agricultural and Biological Engineers-Florida Section	Potential	06/09/2027	06/10/2027	Donna
10/29/2025	52788	Own Your Voice Live	Fit to Profit	Potential	04/22/2026	04/26/2026	Donna

Date: Created	Lead ID	Lead Name	Account Name	Status	Request Room Block Begin	Request Room Block End	First Name
10/29/2025	52789	2027 Sales Meeting	Direct Travel - NC	Potential	01/16/2027	01/21/2027	Hortensia
10/29/2025	52790	002W7R Florida TaxWatch Annual Meeting 2026	Florida Tax Watch	Potential	10/19/2026	10/22/2026	Donna
10/29/2025	52791	FLCMAA 2027 Summer Conference	Florida Club Management Association	Potential	06/11/2027	06/16/2027	Donna
10/29/2025	52792	2028 Annual Meeting SSO	Southern Society of Orthodontists	Potential	10/24/2028	10/28/2028	Donna
10/29/2025	52793	2029 Annual Meeting - Zubu	Southern Society of Orthodontists	Potential	11/06/2029	11/10/2029	Donna
10/29/2025	52796	2029 International Assembly - Leadership Development Conference (IA-LDC)	The Independent Order of Foresters	Potential	06/17/2029	06/24/2029	Hortensia
10/29/2025	52797	MetTel Innovation Summit 2026 *Additional Locations/Week*	MetTel	Potential	04/30/2026	05/07/2026	Hortensia
10/30/2025	52799	2026 CBP Recruitment Event (Tampa, FL)	MarCom Group	Potential	01/11/2026	01/13/2026	Liz
10/30/2025	52800	Fotona 2026 Regional Symposium- Q1	Fotona	Potential	01/04/2026	01/07/2026	Liz
10/30/2025	52802	Florida Emergency Medicine Foundation (FEMF) Symposium by the Sea 2027	Florida Emergency Medicine Foundation (FEMF) via Etherio	Potential	08/03/2027	08/08/2027	Tina
10/31/2025	52804	Hershey Drug + Dollar 2026 Kick-Off Meeting - January 2026	Hershey Company	Potential	01/13/2026	01/14/2026	Hortensia
10/31/2025	52805	2026 ifm efector inc. GTM Meeting	IFM Efector	Potential	10/05/2026	10/07/2026	Hortensia
10/31/2025	52806	Taylors United Together	Taylors United Together	Potential	07/15/2027	07/19/2027	Donna
10/31/2025	52808	Florida Library Association 2028/2029 Annual Conference	Florida Library Association, Inc	Potential	05/15/2028	05/19/2028	Donna
10/31/2025	52809	Veradigm MDRX 2026 Sales Club Trip	Veradigm Inc.	Potential	04/28/2026	04/30/2026	Stephanie
10/31/2025	52811	Dairy Foods 2028 National Sales Meeting	Land O' Lakes, Inc.	Potential	01/30/2028	02/03/2028	Stephanie
			COUNT: 97				



Prepared On: 12/01/2025  
 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
52353	100% Chiropractic POW WOW - Q4 2025	10/30/2025	0	10/17/2025	10/19/2025	\$14,824.00	\$0.00	Liz
52702	[REDACTED]	10/16/2025	2,156	10/24/2025	11/03/2025	\$2,418,424.47	\$32,210.64	Hortensia
52669	[REDACTED]	10/05/2025	706	10/26/2025	10/30/2025	\$619,784.01	\$7,413.00	Stephanie
52264	BOE Retreat November 2025	10/21/2025	45	11/06/2025	11/09/2025	\$39,191.60	\$640.33	Liz
52364	Growth Strategy Retreat	10/04/2025	42	11/17/2025	11/18/2025	\$44,576.33	\$929.88	Stephanie
52041	Lawn Doctor 2025 Large Franchisee Summit	10/27/2025	185	12/01/2025	12/03/2025	\$198,581.17	\$3,096.90	Hortensia
52520	Wash U W's BB Travel St. Petersburg, Dec 27-31, 2025	10/20/2025	44	12/27/2025	12/31/2025	\$34,483.85	\$398.09	Stephanie
52764	[REDACTED]	10/24/2025	1,604	01/12/2026	02/19/2026	\$2,346,393.84	\$26,850.96	Stephanie
52715	[REDACTED]	10/16/2025	195	01/14/2026	01/16/2026	\$154,074.24	\$2,562.30	Donna
52650	[REDACTED]	10/02/2025	195	01/18/2026	01/21/2026	\$166,960.42	\$2,538.90	Donna
52765	[REDACTED]	10/24/2025	200	01/19/2026	01/22/2026	\$142,024.07	\$2,184.00	Stephanie
52703	[REDACTED]	10/15/2025	75	01/20/2026	01/24/2026	\$82,468.24	\$1,111.50	Donna
51873	RFPBCD25-Marsh-Mercer Property & Casualty Insurance Survey Group (PCICS) 2026 Job Match Meeting	10/16/2025	213	01/26/2026	01/28/2026	\$182,515.67	\$2,098.16	Hortensia
52747	NIIT Conference 2026	10/21/2025	600	02/07/2026	02/14/2026	\$812,041.75	\$12,197.77	Tina
52686	[REDACTED]	10/11/2025	349	02/08/2026	02/12/2026	\$324,912.59	\$3,747.51	Hortensia
50437	QA Conference 2026	10/02/2025	926	02/15/2026	02/20/2026	\$903,676.89	\$12,069.30	Donna
52475	Great Plains Gold Medallion Winners Circle	10/05/2025	379	02/15/2026	02/23/2026	\$414,384.10	\$7,938.52	Stephanie
52693	[REDACTED]	10/13/2025	40	02/19/2026	02/20/2026	\$41,527.38	\$789.60	Hortensia
52442	AAPA Executive Leadership Conference	10/06/2025	773	02/21/2026	02/26/2026	\$845,980.97	\$12,481.18	Liz
52283	002UW0 Florida Dental Association - Southern States Meeting	10/31/2025	84	02/25/2026	02/28/2026	\$91,198.19	\$1,853.68	Donna
52405	Specialty Food Association April 2026 Board Meeting	10/04/2025	56	04/12/2026	04/15/2026	\$68,415.22	\$1,503.71	Stephanie
52157	Murphy Business 2026 Educational Conference	10/17/2025	349	04/18/2026	04/24/2026	\$399,786.29	\$5,592.76	Donna
52780	WAMICON 2026	10/28/2025	167	04/19/2026	04/22/2026	\$164,615.66	\$2,803.13	Hortensia
52769	[REDACTED]	10/24/2025	698	05/05/2026	05/09/2026	\$664,380.42	\$8,751.16	Stephanie

Lead ID	Lead Name	Definite Date	Total Room Nights Possible	Room Block Begin	Room Block End	Spending(Total)	Taxes-Local-Bed(Direct)	First Name
52743	[REDACTED]	10/21/2025	775	05/17/2026	05/24/2026	\$739,158.27	\$11,857.50	Hortensia
52670	[REDACTED]	10/06/2025	2,395	05/24/2026	06/09/2026	\$2,170,633.21	\$37,081.64	Donna
52774	[REDACTED]	10/28/2025	573	05/29/2026	06/08/2026	\$731,753.32	\$10,631.14	Hortensia
52807	Florida Behavioral Health Association 2026 Admin Forum & Board Mtg	10/31/2025	278	06/15/2026	06/18/2026	\$276,448.86	\$4,153.32	Donna
52781	2026 National Black & Latino Economic Summit	10/30/2025	1,108	08/03/2026	08/09/2026	\$1,207,722.00	\$15,890.20	Hortensia
52372	NAEMA Spring Conference 2027	10/06/2025	853	04/20/2027	04/22/2027	\$1,054,830.47	\$18,474.02	Tina
52110	SEFTOA Annual Conference 2027	10/19/2025	346	05/03/2027	05/05/2027	\$298,678.27	\$3,302.98	Stephanie
52443	AAPA Executive Leadership Conference 2028	10/06/2025	730	02/19/2028	02/23/2028	\$806,747.16	\$12,213.18	Liz
	COUNT: 32		SUM: 17,139			SUM: \$18,461,192.93	SUM: \$265,366.96	