

## Naples Marco Island Everglades CVB

## Task Report

## Closed - Between 3/17/2016 - 4/15/2016

Task Assigned User: Debi DeBenedetto

Create Date	Account Name Contact Name	Task Type	Status	Due Date	Closed Date	Closed by User
4/5/2016	AMERICAN OSTEOPATHIC ASSOCIATION	General Note	Closed	4/5/2016	4/5/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/4/2016	CAE Healthcare	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/4/2016	In Progress Tara Ennis 5613195700 tennis@farlandgroup.com	RFP sent to partner	Open	5/4/2016		
4/4/2016	In Progress	RFP follow up	Open	4/22/2016		
4/4/2016	In Progress	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/4/2016	Ladies Pamper Night	Event Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
						<i>An update note was created today.</i>
4/15/2016	LaPlaya Beach & Golf Resort	General Note	Closed	4/15/2016	4/15/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/4/2016	LeDoux	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/4/2016	LeDoux Betty LeDoux 7272893959 zonianbk@aol.com	RFP sent to partner	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
4/5/2016	LeDoux	Event Note	Closed	4/5/2016	4/5/2016	Debi DeBenedetto
						<i>An update note was created today.</i>
3/29/2016	Marco Island Marriott Beach Resort, Golf Club & Spa Amanda Cox amanda.s.cox@marriott.com	Rfp enhancement granted	Open	4/12/2016		
3/29/2016	Marco Island Marriott Beach Resort, Golf Club & Spa	General Note	Closed	3/29/2016	3/29/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
3/29/2016	Marco Island Marriott Beach Resort, Golf Club & Spa	General Note	Closed	3/29/2016	3/29/2016	Debi DeBenedetto
						<i>The status changed on this event today.</i>
4/13/2016	Met	Event Note	Closed	4/13/2016	4/13/2016	Debi DeBenedetto

\* Task is assigned to multiple people

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Task Assigned User: Debi DeBenedetto

Create Date	Account Name Contact Name	Task Type	Status	Due Date	Closed Date	Closed by User
<i>An update note was created today.</i>						
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Sales Event	Open	5/1/2016		
3/28/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assisted Mtg Planner	Open	4/8/2016		
4/4/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assisted Mtg Planner	Open	5/4/2016		
4/4/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assisted Mtg Planner	Open	4/20/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	CVB Project	Open	4/26/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	CVB event	Open	4/15/2016		
4/15/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Communicate-Advertising	Open	7/15/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Site itinerary planning	Open	4/18/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Trade show preparations	Open	4/18/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Rfp enhancement granted	Open	9/13/2016		
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	RFP follow up	Open	6/13/2016		
3/28/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assist Meeting planner -sales kit email photos or video	Closed	3/28/2016	3/28/2016	Debi DeBenedetto

\* Task is assigned to multiple people

Task Assigned User: Debi DeBenedetto

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Closed by User

Create Date	Account Name Contact Name	Task Type	Status	Due Date	Closed Date	Closed by User
3/28/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assisted Mtg Planner	Closed	3/28/2016	3/28/2016	Debi DeBenedetto
3/28/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assisted Mtg Planner	Closed	4/3/2016	4/4/2016	Debi DeBenedetto
4/13/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	RFP follow up	Closed	4/13/2016	4/13/2016	Debi DeBenedetto
4/15/2016	Naples CVB Debi DeBenedetto 239-252-2379 debidebenedetto@colliergov.net <i>From: DeBenedettoDebi</i>	Assist Meeting planner -sales kit email photos or video	Closed	4/15/2016	4/15/2016	Debi DeBenedetto
3/29/2016	Naples Grande Beach Resort <i>The status changed on this event today.</i>	General Note	Closed	3/29/2016	3/29/2016	Debi DeBenedetto
4/4/2016	Naples Grande Beach Resort Cathy Ennis 239.594.6307 Cennis@naplesgrande.com	Rfp enhancement granted	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
4/4/2016	Naples Grande Beach Resort <i>The status changed on this event today.</i>	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
3/25/2016	Naples Marco Island Everglades CVB Debi DeBenedetto 239-252-2379 or 239-734-0295 debide@colliergov.net <i>From: Abigail Campbell</i>	Assisted Mtg Planner	Closed	3/25/2016	3/25/2016	Debi DeBenedetto
3/30/2016	Naples Marco Island Everglades CVB Debi DeBenedetto 239-252-2379 or 239-734-0295 debide@colliergov.net <i>From: Ann McQueen</i>	Assisted Mtg Planner	Closed	3/30/2016	3/30/2016	Debi DeBenedetto
4/12/2016	Naples Marco Island Everglades CVB Debi DeBenedetto 239-252-2379 or 239-734-0295 debide@colliergov.net <i>From: Terrv Hix</i>	Assisted Mtg Planner	Closed	4/12/2016	4/12/2016	Debi DeBenedetto
4/13/2016	Naples Marco Island Everglades CVB Debi DeBenedetto 239-252-2379 or 239-734-0295 debide@colliergov.net <i>From: Hopkinson, Marilena</i>	Assist Meeting planner -sales kit email photos or video	Closed	4/13/2016	4/13/2016	Debi DeBenedetto
4/12/2016	Site Search, Incorporated	General Note	Closed	4/12/2016	4/12/2016	Debi DeBenedetto

\* Task is assigned to multiple people

Task Assigned User: Debi DeBenedetto

Create Date	Account Name Contact Name	Task Type	Status	Due Date	Closed Date	Closed by User
<i>The status changed on this event today.</i>						
3/29/2016	The Ritz-Carlton Golf Resort, Naples	General Note	Closed	3/29/2016	3/29/2016	Debi DeBenedetto
<i>The status changed on this event today.</i>						
3/29/2016	The Ritz-Carlton Golf Resort, Naples Desiree Reyes Smith 239-598-6672 Desiree.Reyes@ritzcarlton.com	Rfp enhancement granted	Closed	3/29/2016	3/29/2016	Debi DeBenedetto
4/4/2016	The Ritz-Carlton Golf Resort, Naples	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
<i>The status changed on this event today.</i>						
4/4/2016	W2i Group & Incentive Travel & Conference Management Wayne Wallgren 214-546-5244 w2@w2igo.com	RFP sent to partner	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
4/4/2016	W2i Group & Incentive Travel & Conference Management	General Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
<i>The status changed on this event today.</i>						
4/4/2016	W2i Group & Incentive Travel & Conference Management	Event Note	Closed	4/4/2016	4/4/2016	Debi DeBenedetto
<i>An update note was created today.</i>						
<b>Total Tasks:</b>						<b>44</b>

\* Task is assigned to multiple people

**Naples Marco Island Everglades CVB Sales Report**  
**3/17/2016 - 4/15/2016**

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Event Type: All

**Sales Rep: Debi DeBenedetto**

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
<b>Status: ALL FUTURE DEFINITE</b>											
Ag Processing Inc	2017 BOD Strategic Planning Retreat	RFP Rcvd	Corporate	Repeat Planner	2/25/2017 3/2/2017	Repeat	\$175,887.51 \$0.00	0	35	210	0
	Alternate Location Selected			Booked Business							
ALTOUR	CEO YPO Retreat 2016	RFP Rcvd	Corporate	Cvent	5/2/2016 5/4/2016	New	\$16,301.68 \$0.00	0	8	24	0
				Booked Business							
American Bar Association	FSLC Spring Meeting	RFP Rcvd	Corporate	Cvent	5/9/2017 5/14/2017	Repeat	\$299,328.52 \$0.00	0	164	404	0
				Booked Business							
American Gas Association	May 2016 AGA Overflow Rooms Only	RFP Rcvd			5/13/2016 5/17/2016	Repeat	\$62,240.59 \$0.00	0	30	90	0
				Booked Business							
Applied Meetings and Hospitality Solutions	2017 Automotive Symposium	RFP Rcvd	Corporate	Repeat Planner	3/4/2017 3/8/2017	New	\$208,439.70 \$0.00	0	60	245	0
				Booked Business							
Association for High Technology Distribution	2017 AHTD Spring/Fall Meeting	RFP Rcvd	Corporate		10/2/2017 10/7/2017	New	\$566,992.42 \$0.00	0	230	719	0
	Alternate Location Selected			Booked Business							
ConferenceDirect / C. Tucker	2018 APA Annual Conference	RFP Rcvd	Corporate	GTM	9/22/2018 9/30/2018	New	\$732,515.06 \$0.00	0	190	931	0
				Booked Business							
ContiTech	2016 Continental DAC Board Meeting	RFP Rcvd	Corporate	FAM Invites	5/2/2016 5/6/2016	Local New	\$109,788.12 \$0.00	0	30	150	0
				Booked Business							
Creative Group Inc	Navistar/Central Sales Region Sales Program	RFP Rcvd	Corporate	Cvent	8/31/2016 9/4/2016	New	\$49,710.73 \$0.00	0	22	70	0
				Booked Business							
Experient / K. Arnold	WCHA 2016 Annual Meeting	RFP Rcvd	Corporate		4/23/2016 4/26/2016	New	\$192,113.70 \$0.00	0	85	220	0
				Booked Business							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: ALL FUTURE DEFINITE</b>											
Florida Fire Equipment Dealers Association	2016 FFEDA Educational Seminars	RFP Rcvd	Association-Meetings, Conventions	Networking	8/11/2016		\$21,216.13	0	15	30	0
				Booked Business	8/13/2016	New	\$0.00				
HelmsBriscoe / J Watson	ARP Lead Team	RFP Rcvd	Corporate	Cvent	4/17/2018		\$68,675.73	0	25	77	0
				Booked Business	4/21/2018	New	\$0.00				
HelmsBriscoe / J. Romine	Pekin 2016 Scenic Trip	RFP Rcvd		CVENT	11/1/2016		\$1,854,264.34	0	300	2,507	0
				Booked Business	11/13/2016	Repeat	\$0.00				
HelmsBriscoe / K. Fulsang	US Lawns 2016	RFP Rcvd	Corporate	Cvent	7/27/2016		\$188,239.92	0	100	315	0
				Booked Business	7/30/2016	New	\$0.00				
HelmsBriscoe / K. Marks	THI Fall Retreat 2016	RFP Rcvd	Corporate	Collaborate	9/23/2016	Local	\$291,249.77	0	70	447	0
				Booked Business	10/3/2016		\$0.00				
HelmsBriscoe / K. Parker	Tangle U National Conference 2017	RFP Rcvd	Corporate	Cvent-Debi Knows	4/19/2017		\$387,207.01	0	100	450	0
				Booked Business	4/23/2017	New	\$0.00				
HelmsBriscoe / R. Ayers	Association of Anatomy Cell Biology and Neurobiology Chairpersons	RFP Rcvd	Medical/Pharmaceutical	HelmsBriscoe fam	2/8/2017		\$151,405.50	0	65	260	0
				Booked Business	2/11/2017	Repeat	\$0.00				
HelmsBriscoe / T. Baker	2017 ESICA	RFP Rcvd	Corporate	Cvent	2/2/2017		\$24,593.79	0	15	30	0
				Booked Business	2/3/2017	Repeat	\$0.00				
HelmsBriscoe / T. Baker	2016 ICA Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent	10/27/2016		\$16,674.30	0	16	48	0
				Booked Business	10/29/2016	New	\$0.00				
HelmsBriscoe / V. Corder	NSSF Chairman's Board Meeting 2017	RFP Rcvd	Corporate	Cvent	2/19/2017		\$140,837.78	0	40	177	0
				Booked Business	2/25/2017	Repeat	\$0.00				
Hilton Marco Island Beach Resort & Spa	2016 Symposia Medicus High Risk Pregnancy Meeting	Rfp enhancement	Medical/Pharmaceutical		11/16/2016	Local	\$507,976.41	0	850	850	0
				Booked	11/20/2016	New	\$0.00				
Hospitality Performance Network	Annual Conference 2016-podriests	RFP Rcvd	Association-Meetings, Conventions	HPN	10/19/2016		\$65,752.08	0	30	85	0
				Booked Business	10/23/2016	Repeat	\$0.00				

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: ALL FUTURE DEFINITE</b>											
HPN / S. Weiner	Annual Meeting # 38949	RFP Rcvd	Corporate	Networking	4/28/2018 5/4/2018	New	\$353,764.08 \$0.00	0	100	375	0
				Booked Business							
IMN Solutions	2016 CSAA Annual Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent	10/20/2016 10/27/2016	New	\$662,682.47 \$0.00	0	174	868	0
				Booked Business							
Indiana University Conferences	IUAA Winter College	RFP Rcvd	Association-Meetings, Conventions	Website	2/9/2017 2/13/2017	New	\$89,899.25 \$0.00	0	40	85	0
				Booked Business							
Kansas City Metropolitan Bar Association	2016 COMBA	RFP Rcvd		ABA	9/14/2016 9/17/2016	New	\$93,848.65 \$0.00	0	63	197	0
				Booked Business							
Kansas City Metropolitan Bar Association	2017 COMBA	RFP Rcvd	Corporate	ABA	9/13/2017 9/16/2017	Repeat	\$94,809.36 \$0.00	0	63	194	0
				Booked Business							
LaPlaya Beach & Golf Resort	Gh Smart	Rfp enhancement	Medical/Pharmaceutical	RFP Enhancement	10/25/2016 10/28/2016	Repeat	\$0.00 \$0.00	0	58	231	0
				Booked							
LaPlaya Beach & Golf Resort	Piedmont Society of Colon and Rectal Surgeons	Rfp enhancement	Medical/Pharmaceutical		5/15/2017 5/19/2017	New	\$82,480.53 \$0.00	0	30	120	0
				Booked							
Marco Island Marriott Beach Resort, Golf Club & Spa	2018 Compass National SAM	Rfp enhancement			1/24/2018 1/28/2018	Repeat	\$980,092.55 \$0.00	0	391	1,955	0
				Booked							
Marco Island Marriott Beach Resort, Golf Club & Spa	Home Depot Foundation Program	Rfp enhancement			5/22/2016 5/27/2016	New	\$3,657,124.38 \$0.00	0	122	732	0
				Booked							
Marco Island Marriott Beach Resort, Golf Club & Spa	Tom James Int. Sales Meeting 2017	Rfp enhancement	Corporate		7/1/2017 7/8/2017	Repeat	\$1,012,731.72 \$0.00	0	325	2,129	0
				Booked							
Marco Island Marriott Beach Resort, Golf Club & Spa	Tom James Sales Int 2018	Rfp enhancement	Corporate		6/30/2018 7/5/2018	Repeat	\$1,004,099.67 \$0.00	0	355	2,124	0
				Booked							
Meetings Info MIM	ABM Principal & All Star Event	RFP Rcvd	Corporate	Repeat Planner	4/2/2017 4/10/2017	New	\$851,106.25 \$0.00	0	220	1,010	0
				Booked Business							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: ALL FUTURE DEFINITE</b>											
Naples Grande Beach Resort	Florida College of Advanced Judicial Studies	Rfp enhancement	Education	IPEC Booked	5/20/2017 5/27/2017	New	\$716,034.48 \$0.00	0	325	1,485	0
Naples Grande Beach Resort	Allegiant Power	Rfp enhancement			10/19/2016 10/23/2016	New	\$270,521.27 \$0.00	0	106	530	0
Naples Grande Beach Resort	2016 American Druize Society	Rfp enhancement			6/25/2016 7/6/2016	New	\$826,175.44 \$0.00	0	350	1,736	0
Naples Grande Beach Resort	BH Management	Rfp enhancement	Corporate		5/2/2016 5/6/2016	New	\$343,430.01 \$0.00	0	145	580	0
Naples Grande Beach Resort	DBMA	Rfp enhancement	Corporate		6/4/2017 6/6/2017	New	\$435,211.17 \$0.00	0	250	550	0
Naples Grande Beach Resort	WSTDA 2018	Rfp enhancement			5/5/2018 5/11/2018	New	\$39,515.24 \$0.00	0	36	252	0
Naples Grande Beach Resort	Walsworth Publishing 2017	Rfp enhancement			1/3/2017 1/6/2017	New	\$129,471.79 \$0.00	0	75	300	0
Naples Grande Beach Resort	SIRVA 2 Annual Convention	Rfp enhancement			10/22/2017 10/26/2017	New	\$674,761.17 \$0.00	0	300	1,500	0
Naples Grande Beach Resort	Kappa Psi Pharma 2017	Rfp enhancement			7/28/2017 8/7/2017	New	\$403,102.50 \$0.00	0	95	1,010	0
Naples Grande Beach Resort	National Marine Electronics Assn	Rfp enhancement	Association-Meetings, Conventions		9/17/2016 9/23/2016	New	\$251,105.31 \$0.00	0	92	641	0
Naples Grande Beach Resort	Florida Shore & Beach Preservation Association	Rfp enhancement	Corporate	RFP Enhancement Booked	9/12/2016 9/17/2016	Repeat	\$261,543.63 \$0.00	0	66	393	0
Premier Meetings by FERNLEY	Water and Sewer Distributors of America	RFP Rcvd	Corporate	Website Booked Business	2/17/2017 2/22/2017	New	\$389,132.41 \$0.00	0	145	500	0



Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: ALL FUTURE DEFINITE</b>											
Quality Conferences	SIRVA 2017 University & Supplier Summit	RFP Rcvd		IPEC	4/15/2017 4/22/2017	Repeat	\$441,235.34 \$0.00	0	300	820	0
				Booked Business							
Site Search, Incorporated	ACE of Florida Inc 2016	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner	9/6/2016 9/9/2016	New	\$256,981.68 \$0.00	0	150	310	0
				Booked Business							
Site Selection & Meeting Consultants, Inc	South Eastern Home Office Underwriters Assoc	RFP Rcvd	Corporate		6/20/2016 6/25/2016	Repeat	\$268,730.70 \$0.00	0	110	327	0
				Booked Business							
The Coulter	2016 PDC Summer Conference	RFP Rcvd	Corporate	Networking	7/11/2016 7/17/2016	New	\$178,775.03 \$0.00	0	81	248	0
				Booked Business							
The Kellen Company	ADS 2016 Annual Meeting	RFP Rcvd	Corporate		10/6/2016 10/11/2016	Local New	\$306,983.03 \$0.00	0	118	422	0
				Booked Business							
The Ritz-Carlton Golf Resort, Naples	Assemblies of God 2016	Rfp enhancement		RFP Enhancement	11/5/2016 11/9/2016	New	\$442,884.75 \$0.00	0	150	725	0
				Booked							
The Ritz-Carlton Golf Resort, Naples	TRAK America	Rfp enhancement	Corporate		6/20/2016 6/22/2016	New	\$71,353.72 \$0.00	0	100	202	0
				Booked							
The Ritz-Carlton Golf Resort, Naples	Imagine Solutions Searching for Solutions Institute	Rfp enhancement	Incentive		2/24/2017 2/28/2017	Repeat	\$48,571.38 \$0.00	0	20	100	0
				Booked							
The Ritz-Carlton, Naples	The Greater New Liberty Church	Rfp enhancement			7/11/2016 7/16/2016	New	\$175,176.49 \$0.00	0	60	330	0
				Booked							
The Ritz-Carlton, Naples	The Idco Co-op Inc	Rfp enhancement	Corporate		10/12/2016 10/16/2016	New	\$186,078.29 \$0.00	0	60	204	0
				Booked							
				<b>Event Count:</b>	56		\$22,130,824.53 \$0.00	0	7,555	31,524	0

**Status: CURRENT DEFINITE**

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: CURRENT DEFINITE</b>											
American College of Mortgage Attorneys	2016 ACMA Board of Regents Meeting	RFP Rcvd	Corporate		4/6/2016 4/9/2016		\$167,708.19	0	65	205	0
				Booked Business		New	\$0.00				
American Express / L. Anderson	135-CLO HBR	RFP Rcvd	Corporate	MEET NY	4/11/2016 4/15/2016		\$98,468.59	0	74	66	0
				Booked Business			\$0.00				
HelmsBriscoe / M. Wong	Prudential Retirement's 2018 Client Conference	RFP Rcvd	Corporate	XSITE AC	4/8/2016 4/11/2016		\$747,415.41	0	325	745	0
				Booked Business		New	\$0.00				
HelmsBriscoe / S. Johnson	Vegetable Product Evaluation Team Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows	3/21/2016 3/23/2016		\$0.00	0	11	33	0
				Booked Business		New	\$0.00				
Hospitality Performance Network	Performance Conference 2016 #35682	RFP Rcvd	Corporate	Networking	3/20/2016 3/23/2016	Local	\$97,469.27	0	50	85	0
				Booked Business			\$0.00				
Opal Financial Group	SpArc Interiors 2016 RFP	RFP Rcvd	Corporate	Networking	4/3/2016 4/5/2016		\$171,905.75	0	100	200	0
				Booked Business		New	\$0.00				
Travel Time Travel Agency, Inc.	Phoenix Corporate Incentive	RFP Rcvd	Incentive	CVB Services	4/11/2016 4/14/2016		\$113,468.77	0	35	140	0
				Booked Business		New	\$0.00				
				<b>Event Count:</b>		7	\$1,396,435.98	0	660	1,474	0
							\$0.00				

**Status: CURRENT TENTATIVE**

A-1 Conference Meeting Planners	Nat Sol	RFP Rcvd	Corporate	Networking	2/3/2017 2/5/2017		\$209,541.14	0	80	240	0
				RFP Pending		New	\$0.00				
Aladdin Travel & Meeting Planners	BB&T Environmental Roundtable 2017	RFP Rcvd	Corporate	Cvent	6/5/2017 6/9/2017		\$142,838.98	0	76	168	0
				RFP Pending		New	\$0.00				
American Bar Association	2017 Winter Council Meeting	RFP Rcvd	Corporate	Repeat Planner	1/12/2017 1/14/2017		\$67,638.22	0	30	74	0
				RFP Pending		Repeat	\$0.00				

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeated Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
American Bar Association	Standing Committee on Lawyers' Professional Liability Spring 2018 National Legal Malpractice Conference.	RFP Rcvd	Corporate	Repeat Planner RFP Pending	4/10/2018 4/14/2018	Repeat	\$410,795.63 \$0.00	0	289	664	0
American Bar Association	ABA Business Law Section – 2016 Corporate Laws December Meeting	RFP Rcvd	Corporate	Repeat Planner RFP Pending	12/8/2016 12/11/2016	New	\$65,023.73 \$0.00	0	35	80	0
American Express / L. Anderson	127 Research Council On Employee Benefits Nov 9-11 2016	RFP Rcvd	Corporate	Cvent RFP Pending	11/9/2016 11/10/2016	New	\$16,979.82 \$0.00	0	14	24	0
American Express Meetings & Events / T. Nunn	Executive Committee COE	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	6/6/2017 6/10/2017	New	\$39,734.69 \$0.00	0	14	60	0
American Express Meetings & Events / T. Nunn	CP BD Customer Outing AM	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	10/12/2016 10/15/2016	New	\$83,590.04 \$0.00	0	50	102	0
Association Management Center	National Association for Healthcare Quality 2016 Winter Board Meeting	RFP Rcvd	Association-Meetings, Conventions	Visit FL Chicago RFP Pending	11/30/2016 12/3/2016	New	\$24,101.74 \$0.00	0	16	37	0
BSC Management	Florida Society of Anesthesiologists	RFP Rcvd	Medical/Pharmaceutical	Cvent RFP Pending	6/5/2019 6/8/2019	New	\$478,997.92 \$0.00	0	250	631	0
ConferenceDirect / A. Montini	Hobsons University 2019	RFP Rcvd	Education	Cvent RFP Pending	7/12/2019 7/18/2019	New	\$2,536,760.56 \$0.00	0	875	3,010	0
ConferenceDirect / B. Melton	JV Events-Macro Investment Summit	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	1/10/2017 1/13/2017	New	\$106,659.62 \$0.00	0	40	120	0
ConferenceDirect / E. Smith	Perkins Coie - Boeing Claims 2016	RFP Rcvd	Corporate	Cvent RFP Pending	9/18/2016 9/21/2016	New	\$38,075.15 \$0.00	0	18	47	0
ConferenceDirect / M. Melwani	Life Science & Educators Network 2018 Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	6/2/2018 6/8/2018	New	\$1,313,157.17 \$0.00	0	550	1,601	0
ConferenceDirect / M. Melwani	Life Science & Educators Network 2019 Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	6/1/2019 6/7/2019	New	\$1,355,332.27 \$0.00	0	550	1,601	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
ConferenceDirect / M. Melwani	Life Science & Educators Network 2020 Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	6/6/2020 6/12/2020	New	\$1,258,163.81 \$0.00	0	550	1,601	0
ConferenceDirect / R. McKenna	ISE Annual Stockholders Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	11/3/2018 11/11/2018	New	\$705,686.39 \$0.00	0	198	864	0
ConferenceDirect / S. Hendrick	Allscripts 2017 Executive Forum	RFP Rcvd	Corporate	Cvent RFP Pending	2/5/2017 2/9/2017	New	\$570,594.96 \$0.00	0	200	630	0
ConferenceDirect / T. Quillen	RBC Global Asset Management - Branch Sales 2017	RFP Rcvd	Corporate	Cvent RFP Pending	5/26/2017 6/3/2017	New	\$271,873.51 \$0.00	0	97	361	0
Cottonwood Residential Property Management	2017 Leadership Conference	RFP Rcvd	Corporate	Cvent RFP Pending	3/19/2017 3/23/2017	New	\$238,538.90 \$0.00	0	102	355	0
Council on Occupational Education	Winter Commission Meeting-Feb.	RFP Rcvd		Encounter RFP Pending	2/3/2017 2/6/2017	New	\$78,233.15 \$0.00	0	28	82	0
Council on Occupational Education	Commission Executive Comm. Mtg	RFP Rcvd		Encounter RFP Pending	6/7/2017 6/10/2017	New	\$31,783.19 \$0.00	0	12	40	0
Council on Occupational Education	COE Summer Conference & Candidate Academy	RFP Rcvd		Encounter RFP Pending	7/11/2017 7/14/2017	New	\$363,671.82 \$0.00	0	200	450	0
Council on Occupational Education	COE Committee Mtg	RFP Rcvd	Government	Connect RFP Pending	8/2/2017 8/5/2017	Local Repeat	\$36,747.67 \$0.00	0	20	51	0
Council on Occupational Education	Fall Commission mtg-Sept	RFP Rcvd		Encounter RFP Pending	9/8/2017 9/11/2017	New	\$57,190.67 \$0.00	0	28	82	0
Council on Occupational Education	COE Annual Mtg & COE Fall Candidate 2017	RFP Rcvd		Encounter RFP Pending	11/6/2017 11/11/2017		\$90,750.00 \$0.00	0	245	800	0
CTV Events	Medicine Technology & Spa 2017	RFP Rcvd	Medical/Pharmaceutical	Meeting planner fam RFP Pending	6/26/2017 6/28/2017	New	\$758,777.49 \$0.00	0	375	1,040	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeated Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
Danfoss	Danfoss Drives NAM Fall meeting	SMS RFP Rcvd		SMU RFP Pending	10/24/2016 10/27/2016	Repeat	\$272,934.61 \$0.00	0	250	770	0
Debi's Itineraries	Collaborate in Paradise Fam	CVB Sponsored	Medical/Pharmaceutical	Collaborate Event Pending	6/14/2015 6/16/2015	New	\$0.00 \$0.00	0	20	60	0
Detroit Chapter of the National Association of Guardsman	Social Meeting	RFP Rcvd	Association-Meetings, Conventions	Website RFP Pending	10/4/2018 10/7/2018	New	\$863,300.74 \$0.00	0	300	1,200	0
Epique Events and Gifts	2017 Encore	RFP Rcvd	SMERF	Cvent RFP Pending	3/10/2017 3/12/2017	New	\$0.00 \$0.00	0	22	49	0
Experient / K. Fein	NABP 2017 Feb Executive Committee Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	2/7/2017 2/11/2017	New	\$58,008.16 \$0.00	0	19	59	0
Flashcom Group	Bio Medical Conference	RFP Rcvd	Medical/Pharmaceutical	Incentive Travel Exchange RFP Pending	9/18/2016 9/21/2016	New	\$829,252.00 \$0.00	0	300	1,200	0
Florida Association of Court Clerks & Comptrollers	New Clerk Academy 2016	RFP Rcvd	Association-Meetings, Conventions	Florida Meeting Showcase RFP Pending	5/10/2016 5/13/2016	Local	\$29,693.14 \$0.00	0	30	40	0
Florida Library Association	2016 Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Florida Meeting Showcase RFP Pending	8/22/2016 8/25/2016	Local New	\$510,784.64 \$0.00	0	225	550	0
	No Availability										
Geoff Kalsih	Wine & Spirit Event	RFP Rcvd	Leisure	Cvent RFP Pending	3/9/2016 3/9/2016	New	\$1,034.04 \$0.00	0	0	0	0
Global Knowledge	Global Knowledge Executive Retreat	RFP Rcvd	Corporate	Networking RFP Pending	11/4/2017 11/7/2017	New	\$95,476.04 \$0.00	0	38	152	0
Globaux Source	Half Time Institute Fellows Program	RFP Rcvd	Corporate	Dallas Texas RFP Pending	11/2/2016 11/3/2016	New	\$36,152.92 \$0.00	0	17	34	0
Groups 360	Doctor Retreat	RFP Rcvd		Cvent-Debi Knows RFP Pending	6/22/2017 6/26/2017		\$92,952.92 \$0.00	0	50	114	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
HelmsBriscoe / A. McQueen	LPCorp International Sales Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	1/2/2017 1/8/2017	New	\$985,572.60 \$0.00	0	250	1,040	0
HelmsBriscoe / A. Martell	Appian Executive Leadership Council - Fall Meeting	Rfp enhancement	Corporate	Cvent-Debi Knows pending	9/13/2016 9/16/2016	New	\$44,361.31 \$0.00	0	30	63	0
HelmsBriscoe / A. Martell	MicroStrategy President's Club 2017	RFP Rcvd	Corporate	Cvent RFP Pending	4/3/2017 4/10/2017	Repeat	\$350,256.02 \$0.00	0	93	403	0
HelmsBriscoe / A. Norris	2017 NAELA Executive Committee Meeting	RFP Rcvd	Corporate	HSMAI Meet Natl RFP Pending	3/1/2017 3/3/2017	New	\$24,284.70 \$0.00	0	10	30	0
HelmsBriscoe / A. Van Alyea	Thermo Fisher Scientific Life Sciences Group 2017 Sales Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	2/5/2017 2/10/2017	New	\$2,006,633.04 \$0.00	0	635	2,190	0
HelmsBriscoe / B. Kay Freeh	GP 2017 ICC Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	1/24/2017 1/28/2017	New	\$185,076.89 \$0.00	0	65	195	0
HelmsBriscoe / C. Ferguson	2017 FLCMAA Summer Conference Series	RFP Rcvd	Corporate	Cvent RFP Pending	6/17/2017 6/22/2017	New	\$283,198.65 \$0.00	0	115	385	0
HelmsBriscoe / C. Wright	Goddard Systems Directors Conference	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	4/25/2017 4/29/2017	New	\$723,770.55 \$0.00	0	250	810	0
HelmsBriscoe / D. Adam	FRA 16 Dec H355 Star Ratings PR or FL	RFP Rcvd	Corporate	Cvent RFP Pending	11/29/2016 12/1/2016	Repeat	\$158,648.24 \$0.00	0	100	200	0
HelmsBriscoe / D. Adam	ANI 17 Mar Board Retreat	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/3/2017 2/8/2017	New	\$73,690.59 \$0.00	0	29	87	0
HelmsBriscoe / D. Brownlee	EDPA - 2018 Annual Access Event Exhibit Designers & Producers Association	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner RFP Pending	11/25/2018 12/1/2018	New	\$631,014.39 \$0.00	0	220	730	0
HelmsBriscoe / D. Daly	Secured Retirement Retreat 2017	RFP Rcvd	Corporate	Cvent RFP Pending	2/10/2017 2/13/2017	New	\$22,047.86 \$0.00	0	10	30	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
HelmsBriscoe / D. Killian	SEC Annual meeting	RFP Rcvd	Corporate	Cvent RFP Pending	2/7/2017 2/10/2017	New	\$653,565.42 \$0.00	0	190	760	0
HelmsBriscoe / D. Renken	The Builders' Association	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	11/16/2016 11/19/2016	New	\$50,250.55 \$0.00	0	20	80	0
HelmsBriscoe / D. Vigil	Allstate Incentive Event	RFP Rcvd	Incentive	Cvent RFP Pending	9/13/2016 9/18/2016	New	\$579,756.78 \$0.00	0	240	850	0
Helmsbriscoe / G. Arisso	HelmsBriscoe / FTBA	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	8/7/2019 8/10/2019	New	\$920,990.17 \$0.00	0	405	1,215	0
Helmsbriscoe / H. Mortimer	Dairy Farmers of America 2017 January BOD	RFP Rcvd	Corporate	Cvent RFP Pending	1/7/2017 1/13/2017	New	\$264,330.21 \$0.00	0	102	284	0
HelmsBriscoe / J. Adams	Annual Managers' Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	5/14/2017 5/17/2017	New	\$747,528.99 \$0.00	0	260	805	0
HelmsBriscoe / J. Mitchell	2017 FL-ASABE Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner RFP Pending	6/14/2017 6/16/2017	New	\$114,213.43 \$0.00	0	50	150	0
HelmsBriscoe / J. Mitchell	2017 Sea Tow Annual Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	11/12/2017 11/16/2017	New	\$258,954.74 \$0.00	0	100	345	0
HelmsBriscoe / J. Oncea	ScanSource ATP Partner Conf	RFP Rcvd	Corporate	Cvent RFP Pending	2/18/2017 2/22/2017	New	\$290,695.89 \$0.00	0	118	312	0
HelmsBriscoe / J. Romine	NACD ADP & MC 12.2017	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	12/2/2017 12/8/2017	New	\$283,150.48 \$0.00	0	85	416	0
HelmsBriscoe / K. Diggins	2017 Teknion Incentive	RFP Rcvd	Corporate	Cvent RFP Pending	1/29/2017 1/31/2017	New	\$426,638.47 \$0.00	0	160	480	0
HelmsBriscoe / L. Morgan	Willow Creek Host Site Leader Meetings	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/26/2017 3/3/2017	New	\$804,982.67 \$0.00	0	215	810	0

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<b>Status: CURRENT TENTATIVE</b>											
HelmsBriscoe / L. Williams-Scholz	PBC Bar Association Retreat 2016	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	8/5/2016 8/6/2016	New	\$23,173.54 \$0.00	0	15	30	0
HelmsBriscoe / M. Crame	AMMG-2018 Spring	RFP Rcvd	Corporate	Cvent RFP Pending	4/15/2018 4/23/2018	New	\$940,626.83 \$0.00	0	415	1,607	0
HelmsBriscoe / N. Daniels	SIBA 2018 Conference	RFP Rcvd	Corporate	Cvent RFP Pending	9/26/2018 9/30/2018	New	\$430,657.26 \$0.00	0	200	565	0
Helmsbriscoe / N. Nicholas	ACA Spring 2017	RFP Rcvd		Cvent RFP Pending	4/2/2017 4/10/2017	New	\$397,378.28 \$0.00	0	182	532	0
Helmsbriscoe / N. Nicholas	ACA Spring 2018	RFP Rcvd		Cvent RFP Pending	4/1/2018 4/7/2018	New	\$590,743.42 \$0.00	0	230	708	0
HelmsBriscoe / R. Dobbs	CenturyLink National Sales Kickoff 2017	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	2/22/2017 2/23/2017	Repeat	\$247,578.26 \$0.00	0	123	246	0
HelmsBriscoe / R. Dobbs	FEI - Global Sales & Marketing Meeting	RFP Rcvd		Cvent-Debi Knows RFP Pending	1/13/2017 1/24/2017	New	\$1,354,564.43 \$0.00	0	257	1,549	0
HelmsBriscoe / R. Patel	Firebirds Awards Conference 2017	RFP Rcvd	Corporate	Cvent RFP Pending	4/22/2017 4/26/2017	New	\$286,218.79 \$0.00	0	125	319	0
HelmsBriscoe / T. Baker	The Macula Society 2019	RFP Rcvd	Corporate		2/18/2019 2/23/2019	Local New	\$1,012,698.70 \$0.00	0	280	986	0
HelmsBriscoe / V. Schlosser	2017 JAN NAPLES MI MEETING	RFP Rcvd	Corporate	CVB Services RFP Pending	1/17/2017 1/21/2017	New	\$211,623.29 \$0.00	0	73	257	0
HelmsBriscoe / V. Schlosser	2017 May - June SO FL Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	4/29/2017 5/5/2017	New	\$425,898.60 \$0.00	0	158	529	0
Herzing University	Pro-Sites/Herzing University	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	2/12/2017 2/17/2017	New	\$234,248.96 \$0.00	0	90	307	0



Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
Hospitality Performance Network / A. De La Fuente	2017 Annual Leadership Meeting #36424V3	RFP Rcvd	Corporate	Repeat Planner	1/9/2017		\$0.00	0	600	1,860	0
				RFP Pending	1/15/2017	New	\$0.00				
IMN Solutions	2019 NAPA Annual Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent	1/8/2019		\$2,454,993.40	0	500	2,395	0
				RFP Pending	1/19/2019	New	\$0.00				
IMN Solutions	2017 IARW Annual Convention	RFP Rcvd	Corporate	Cvent	4/20/2017		\$921,028.73	0	375	1,405	0
				RFP Pending	4/27/2017	New	\$0.00				
IMN Solutions	2019 SDA NAD Adventist Ministries Convention	RFP Rcvd	Corporate	Cvent	1/9/2019		\$2,176,240.51	0	420	2,100	0
				RFP Pending	1/20/2019	New	\$0.00				
In Progress	ASCE 2018	RFP Rcvd	Corporate	IPEC	2/27/2018		\$126,315.97	0	40	126	0
				RFP Pending	3/4/2018	New	\$0.00				
Informed Meetings Exchange	Mcdowell & Associates	RFP Rcvd	Corporate	Repeat Planner	8/2/2016		\$60,229.60	0	25	75	0
				RFP Pending	8/5/2016	New	\$0.00				
InSITE Selection Services, Intl.	CUNA 2017 CFO Council	RFP Rcvd	Association-Meetings, Conventions	Cvent	5/19/2017		\$1,348,228.94	0	450	1,615	0
				RFP Pending	5/24/2017	New	\$0.00				
Insurance Rehabilitation Study Group	Insurance Rehabilitation Group Annual Conference	RFP Rcvd	Corporate		5/1/2017		\$198,637.45	0	100	300	0
				RFP Pending	5/3/2017	New	\$0.00				
International Behavioral Nueroscience	IBNS 2017	RFP Rcvd	Medical/Pharmaceutical		6/13/2017		\$404,727.79	0	125	575	0
				RFP Pending	6/17/2017	New	\$0.00				
Ladies Pamper Night	Ladies Pamper Night	RFP Rcvd	Corporate	Cvent	4/2/2016		\$47,663.23	0	300	50	0
				RFP Pending	4/2/2016	New	\$0.00				
Lantheus Medical Imaging	Lantheus Medical Imaging Sales Meeting	RFP Rcvd	Medical/Pharmaceutical	Meetings Focus-	8/8/2016		\$182,596.96	0	85	255	0
				RFP Pending	8/10/2016	New	\$0.00				
LaPlaya Beach & Golf Resort	NCH Corporation	Rfp enhancement	Incentive		6/7/2017		\$493,411.58	0	320	1,600	0
				pending	6/11/2017	New	\$0.00				

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<b>Status: CURRENT TENTATIVE</b>											
LeDoux	Rotary District 6890 2018 District Conference	RFP Rcvd		IPEC	5/16/2018 5/20/2018	New	\$149,700.66 \$0.00	0	75	202	0
				RFP Pending							
LM Media Worldwide, LLC/Kleinfeld Hotel Blocks	Connolly/Walls	RFP Rcvd	SMERF	MEET NY	10/28/2016 10/29/2016	New	\$13,717.03 \$0.00	0	11	22	0
				RFP Pending							
Information Technology Senior Management Forum	Fourth Quarter Symposium 2015	RFP Rcvd	Corporate	Connect	11/5/2015 11/7/2015	Local New	\$313,535.77 \$0.00	0	150	450	0
				RFP Pending							
Information Technology Senior Management Forum	Second Quarter Symposium 2015	RFP Rcvd	Corporate	Connect	5/4/2015 5/6/2015	Local New	\$376,565.65 \$0.00	0	175	525	0
				RFP Pending							
Location Solvers	SteadMed National Sales Meeting 2017	RFP Rcvd	Corporate	Networking	2/26/2017 2/28/2017	New	\$61,635.29 \$0.00	0	25	75	0
				RFP Pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Cataract Surgery Telling it like it is	Rfp enhancement	Medical/Pharmaceutical	Repeat Planner	1/16/2018 1/21/2018	Repeat	\$1,101,913.34 \$0.00	0	369	2,201	0
				pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Florida Transportation Builders Assn 2019	Rfp enhancement	Association-Meetings, Conventions	Cvent-Debi Knows	8/8/2019 8/11/2019	New	\$537,218.24 \$0.00	0	304	1,216	0
				pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Team Landers Incentive	Rfp enhancement			9/9/2016 9/12/2016	Repeat	\$0.00 \$0.00	0	15	45	0
				pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Prestige National Sales Meeting	CVB Sponsored	Incentive		1/15/2017 1/18/2017	New	\$70,378.03 \$0.00	0	93	206	0
				Event Pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Conference Direct Top producers Team Mculloch	Rfp enhancement	3rd Party		4/6/2016 4/7/2016	Repeat	\$9,449.91 \$0.00	0	20	40	0
				pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Scotts Miracle Gro 2017	Rfp enhancement			11/4/2017 11/11/2017		\$1,799,085.71 \$0.00	0	500	2,170	0
				pending							
Mast Travel Network	MAST Owners Summit and Annual Conference 2016	RFP Rcvd	Corporate	Networking	4/27/2016 5/2/2016	Local New	\$691,141.13 \$0.00	0	200	785	0
				RFP Pending							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeated Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
Meetings Plus	President's Club annual Incentive Trip	RFP Rcvd	Corporate		3/1/2016 3/5/2016	Repeat	\$153,869.84 \$0.00	0	40	200	0
				RFP Pending							
Met	PB FEB 2017	RFP Rcvd	Corporate	Cvent	2/11/2017 2/15/2017	New	\$399,609.64 \$0.00	0	150	411	0
				RFP Pending							
Mortgage Bankers Association	2018 Independent Mortgage Bankers Conference	RFP Rcvd	Financial	Networking	1/21/2018 1/26/2018	New	\$1,037,528.33 \$0.00	0	420	1,105	0
				RFP Pending							
NAATBatt International	NAATBatt 2017 Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent	3/5/2017 3/9/2017	New	\$296,093.96 \$0.00	0	100	307	0
				RFP Pending							
Naples Grande Beach Resort	NORA Assn of Responsible Recyclers	Rfp enhancement			11/8/2017 11/11/2017	New	\$362,764.69 \$0.00	0	2,900	945	0
				pending							
Naples Grande Beach Resort	ABM Franchising Group LLC	Rfp enhancement	Corporate		4/2/2017 4/10/2017	New	\$738,178.35 \$0.00	0	110	946	0
				pending							
Naples Grande Beach Resort	Cataract Surgery 2017	Rfp enhancement	Medical/Pharmaceutical		1/25/2017 1/29/2017	Repeat	\$454,253.70 \$0.00	0	240	1,200	0
				pending							
Naples Grande Beach Resort	Sequel Family Youth Services	Rfp enhancement	Corporate		4/27/2016 4/30/2016	New	\$395,688.00 \$0.00	0	255	235	0
				pending							
Naples Grande Beach Resort	SIRVA 1 University	Rfp enhancement			4/16/2017 4/20/2017	New	\$375,654.95 \$0.00	0	166	830	0
				pending							
NGALA	DTS Technologies Site	CVB Sponsored		Networking	10/17/2012 10/19/2012	New	\$24,000.00 \$0.00	0	75	162	0
				Event Pending							
North American Travel Journalists Association	NATJA Conference & Marketplace	RFP Rcvd		Networking	5/1/2017 5/4/2017		\$185,694.40 \$0.00	0	80	228	0
				RFP Pending							
Northstar Travel Media	Destination Florida 2017	RFP Rcvd	Corporate	Repeat Planner	9/10/2017 9/13/2017	New	\$204,522.86 \$0.00	0	110	331	0
				RFP Pending							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeat Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
Northstar Travel Media	SMU Florida 2017	RFP Rcvd	Corporate	M&C Meeting & Conventions RFP Pending	9/10/2017 9/13/2017	Repeat	\$249,538.21 \$0.00	0	110	331	0
PCM & Associates	PCM Associates 2017	RFP Rcvd	Corporate	IPEC RFP Pending	1/24/2017 1/28/2017	New	\$479,121.89 \$0.00	0	125	625	0
Pfizer	October 2016 Oncology POA 2	RFP Rcvd	Corporate	Repeat Planner RFP Pending	10/16/2016 10/20/2016	New	\$1,187,881.65 \$0.00	0	480	1,390	0
Premier Management Group & Associates LLC	Recycle Florida Today 2017 Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Website RFP Pending	6/3/2017 6/6/2017	Repeat	\$176,648.15 \$0.00	0	100	225	0
Qfix	Spring QFix sales meeting	RFP Rcvd	Corporate	Repeat Planner RFP Pending	5/15/2016 5/21/2016	Repeat	\$0.00 \$0.00	0	22	96	0
QuesteHospitality & Travel	2017 Ultra Summit	RFP Rcvd	Incentive	Networking RFP Pending	6/3/2017 6/6/2017	Repeat	\$163,451.33 \$0.00	0	150	310	0
Singleton & Associates	Word of Faith Church Group 1 of 2	RFP Rcvd	SMERF	Incentive Travel Exchange RFP Pending	9/1/2016 9/4/2016	Repeat	\$276,417.33 \$0.00	0	100	400	0
Singleton & Associates	Word of Faith Church Group 2 of 2	RFP Rcvd	SMERF	Incentive Travel Exchange RFP Pending	9/5/2016 9/8/2016	Repeat	\$263,388.79 \$0.00	0	100	400	0
Site Search, Incorporated	Florida Dental Assn	RFP Rcvd		Successful Meetings -SMU RFP Pending	8/24/2018 8/25/2018	Repeat	\$12,320.27 \$0.00	0	29	29	0
Site Search, Incorporated	2018 FSAE Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner RFP Pending	7/9/2018 7/14/2018	Local Repeat	\$701,760.05 \$0.00	0	340	980	0
Site Search, Incorporated	2019 FSAE Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner RFP Pending	7/8/2019 7/13/2019	Local Repeat	\$620,638.22 \$0.00	0	340	980	0
Site Search, Incorporated	2020 FSAE Annual Conference	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner RFP Pending	7/13/2020 7/18/2020	Local Repeat	\$729,643.42 \$0.00	0	340	980	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
Site Search, Incorporated	FSAE Power Luncheon	RFP Rcvd	Association-Meetings, Conventions	Repeat Planner	8/1/2016	Repeat	\$4,867.56	0	6	6	0
				RFP Pending	8/1/2016		\$0.00				
Site Search, Incorporated	FSAE Power Lunch / ACC Meeting	RFP Rcvd	Corporate	Repeat Planner	4/4/2016	Repeat	\$13,532.15	0	14	14	0
				RFP Pending	4/4/2016		\$0.00				
Site Search, Incorporated	FSAE CEO Retreat 2016	RFP Rcvd	Corporate	Repeat Planner	8/7/2016	New	\$91,805.69	0	58	58	0
				RFP Pending	8/9/2016		\$0.00				
Site Selection & Meeting Consultants, Inc	Underwriting Symposium 2018	RFP Rcvd	Corporate	Repeat Planner	2/19/2018	New	\$193,137.77	0	65	160	0
				RFP Pending	2/24/2018		\$0.00				
The Connect Association	Connect Association Executive Advisory Group	RFP Rcvd	Association-Meetings, Conventions	Networking	5/31/2016	New	\$35,226.09	0	18	54	0
				RFP Pending	6/2/2016		\$0.00				
The Kellen Company	NPA 2018 AM	RFP Rcvd	Corporate	Cvent-Debi Knows	3/2/2018	New	\$294,758.69	0	103	377	0
				RFP Pending	3/6/2018		\$0.00				
The Newport Group	2016 BOLI & Due Diligence Forum	RFP Rcvd	Corporate	Cvent-Debi Knows	2/26/2017	New	\$276,320.88	0	109	276	0
				RFP Pending	3/2/2017		\$0.00				
The Optical Society	2018 Biomedical Optics Congress	RFP Rcvd	Association-Meetings, Conventions	Cvent	4/13/2018	New	\$741,280.13	0	210	912	0
				RFP Pending	4/19/2018		\$0.00				
The Ritz-Carlton Golf Resort, Naples	K space	Rfp enhancement			9/2/2016	New	\$42,934.59	0	40	120	0
				pending	9/4/2016		\$0.00				
The Ritz-Carlton, Naples	YPO/WPO President's Retreat	Rfp enhancement	Corporate		9/29/2016	New	\$61,255.54	0	30	90	0
				pending	10/1/2016		\$0.00				
The Ritz-Carlton, Naples	Team Baarman 2016 Incentive Trip	CVB Sponsored	3rd Party		5/6/2016	New	\$7,302.18	0	7	21	0
				Event Pending	5/8/2016		\$0.00				
The Ritz-Carlton, Naples	LIMIRA	CVB Sponsored	Corporate		2/8/2017	New	\$0.00	0	82	166	0
				Event Pending	2/10/2017		\$0.00				

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
<b>Status: CURRENT TENTATIVE</b>											
United States Steel Corporation	Executive Board Meeting	RFP Rcvd	Corporate	Networking	10/5/2017		\$202,387.81	0	80	320	0
				RFP Pending	10/8/2017	New	\$0.00				
VISIT FLORIDA	Florida Tourism Leadership Summit/Florida Encounter	RFP Rcvd	Corporate	Repeat Planner	12/3/2017		\$836,998.88	0	279	1,181	0
				RFP Pending	12/8/2017	New	\$0.00				
W2i Group & Incentive Travel & Conference Management	securus Tech incentive	RFP Rcvd		Site Global	3/29/2017		\$73,483.07	0	25	100	0
				RFP Pending	4/2/2017	New	\$0.00				
				<b>Event Count:</b>	138		\$57,082,224.43	0	25,398	77,142	0
							\$0.00				

<b>Status: ITINERARIES</b>											
Helmsbriscoe / N. Nicholas	ACA Spring 2017	RFP Rcvd		Cvent	4/2/2017		\$397,378.28	0	182	532	0
					4/10/2017	New	\$0.00				
				<b>Event Count:</b>	1		\$397,378.28	0	182	532	0
							\$0.00				

<b>Status: LEADS SENT</b>											
American Express / L. Anderson	127 Research Council On Employee Benefits Nov 9-11 2016	RFP Rcvd	Corporate	Cvent	11/9/2016		\$16,979.82	0	14	24	0
				RFP Pending	11/10/2016	New	\$0.00				
American Express Meetings & Events / T. Nunn	Executive Committee COE	RFP Rcvd	Corporate	Cvent-Debi Knows	6/6/2017		\$39,734.69	0	14	60	0
				RFP Pending	6/10/2017	New	\$0.00				
AMERICAN OSTEOPATHIC ASSOCIATION	AHP & OMEL CME Meeting 2017	RFP Rcvd	Medical/Pharmaceutical		1/9/2017		\$571,007.42	0	235	729	0
				Rates Too High	1/14/2017	New	\$0.00				
Association Management Center	National Association for Healthcare Quality 2016 Winter Board Meeting	RFP Rcvd	Association-Meetings, Conventions	Visit FL Chicago	11/30/2016		\$24,101.74	0	16	37	0
				RFP Pending	12/3/2016	New	\$0.00				
ConferenceDirect / B. Melton	JV Events-Macro Investment Summit	RFP Rcvd	Corporate	Cvent-Debi Knows	1/10/2017		\$106,659.62	0	40	120	0
				RFP Pending	1/13/2017	New	\$0.00				

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: LEADS SENT</b>											
ConferenceDirect / E. Smith	Perkins Coie - Boeing Claims 2016	RFP Rcvd	Corporate	Cvent RFP Pending	9/18/2016 9/21/2016	New	\$38,075.15 \$0.00	0	18	47	0
ConferenceDirect / R. McKenna	ISE Annual Stockholders Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	11/3/2018 11/11/2018	New	\$705,686.39 \$0.00	0	198	864	0
Creative Group Inc	Navistar/Central Sales Region Sales Program	RFP Rcvd	Corporate	Cvent Booked Business	8/31/2016 9/4/2016	New	\$49,710.73 \$0.00	0	22	70	0
Epique Events and Gifts	2017 Encore	RFP Rcvd	SMERF	Cvent RFP Pending	3/10/2017 3/12/2017	New	\$0.00 \$0.00	0	22	49	0
Experient / K. Fein	NABP 2017 Feb Executive Committee Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	2/7/2017 2/11/2017	New	\$58,008.16 \$0.00	0	19	59	0
Global Knowledge	Global Knowledge Executive Retreat	RFP Rcvd	Corporate	Networking RFP Pending	11/4/2017 11/7/2017	New	\$95,476.04 \$0.00	0	38	152	0
Groups 360	Doctor Retreat	RFP Rcvd		Cvent-Debi Knows RFP Pending	6/22/2017 6/26/2017		\$92,952.92 \$0.00	0	50	114	0
HelmsBriscoe / A. McQueen	LPCorp International Sales Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	1/2/2017 1/8/2017	New	\$985,572.60 \$0.00	0	250	1,040	0
HelmsBriscoe / A. Martell	Appian Executive Leadership Council - Fall Meeting	Rfp enhancement	Corporate	Cvent-Debi Knows pending	9/13/2016 9/16/2016	New	\$44,361.31 \$0.00	0	30	63	0
HelmsBriscoe / D. Adam	ANI 17 Mar Board Retreat	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/3/2017 2/8/2017	New	\$73,690.59 \$0.00	0	29	87	0
HelmsBriscoe / J. Oncea	ScanSource ATP Partner Conf	RFP Rcvd	Corporate	Cvent RFP Pending	2/18/2017 2/22/2017	New	\$290,695.89 \$0.00	0	118	312	0
HelmsBriscoe / K. Diggins	2017 Teknion Incentive	RFP Rcvd	Corporate	Cvent RFP Pending	1/29/2017 1/31/2017	New	\$426,638.47 \$0.00	0	160	480	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: LEADS SENT</b>											
HelmsBriscoe / L. Morgan	Willow Creek Host Site Leader Meetings	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/26/2017 3/3/2017	New	\$804,982.67 \$0.00	0	215	810	0
HelmsBriscoe / L. Williams-Scholz	PBC Bar Association Retreat 2016	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	8/5/2016 8/6/2016	New	\$23,173.54 \$0.00	0	15	30	0
HelmsBriscoe / R. Dobbs	FEI - Global Sales & Marketing Meeting	RFP Rcvd		Cvent-Debi Knows RFP Pending	1/13/2017 1/24/2017	New	\$1,354,564.43 \$0.00	0	257	1,549	0
HelmsBriscoe / R. Patel	Firebirds Awards Conference 2017	RFP Rcvd	Corporate	Cvent RFP Pending	4/22/2017 4/26/2017	New	\$286,218.79 \$0.00	0	125	319	0
HelmsBriscoe / V. Schlosser	2017 May - June SO FL Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	4/29/2017 5/5/2017	New	\$425,898.60 \$0.00	0	158	529	0
Herzing University	Pro-Sites/Herzing University	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	2/12/2017 2/17/2017	New	\$234,248.96 \$0.00	0	90	307	0
In Progress	ASCE 2018	RFP Rcvd	Corporate	IPEC RFP Pending	2/27/2018 3/4/2018	New	\$126,315.97 \$0.00	0	40	126	0
InSITE Selection Services, Intl.	CUNA 2017 CFO Council	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	5/19/2017 5/24/2017	New	\$1,348,228.94 \$0.00	0	450	1,615	0
Insurance Rehabilitation Study Group	Insurance Rehabilitation Group Annual Conference	RFP Rcvd	Corporate		5/1/2017 5/3/2017	New	\$198,637.45 \$0.00	0	100	300	0
Lantheus Medical Imaging	Lantheus Medical Imaging Sales Meeting	RFP Rcvd	Medical/Pharmaceutical	Meetings Focus- RFP Pending	8/8/2016 8/10/2016	New	\$182,596.96 \$0.00	0	85	255	0
LaPlaya Beach & Golf Resort	Piedmont Society of Colon and Rectal Surgeons	Rfp enhancement	Medical/Pharmaceutical		5/15/2017 5/19/2017	New	\$82,480.53 \$0.00	0	30	120	0
LeDoux	Rotary District 6890 2018 Diistrict Conference	RFP Rcvd		IPEC RFP Pending	5/16/2018 5/20/2018	New	\$149,700.66 \$0.00	0	75	202	0



Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: LEADS SENT</b>											
Location Solvers	SteadMed National Sales Meeting 2017	RFP Rcvd	Corporate	Networking	2/26/2017 2/28/2017	New	\$61,635.29 \$0.00	0	25	75	0
				RFP Pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Cataract Surgery Telling it like it is	Rfp enhancement	Medical/Pharmaceutical	Repeat Planner	1/16/2018 1/21/2018	Repeat	\$1,101,913.34 \$0.00	0	369	2,201	0
				pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Florida Transportation Builders Assn 2019	Rfp enhancement	Association-Meetings, Conventions	Cvent-Debi Knows	8/8/2019 8/11/2019	New	\$537,218.24 \$0.00	0	304	1,216	0
				pending							
Meetings Info MIM	ABM Principal & All Star Event	RFP Rcvd	Corporate	Repeat Planner	4/2/2017 4/10/2017	New	\$851,106.25 \$0.00	0	220	1,010	0
				Booked Business							
NAATBatt International	NAATBatt 2017 Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent	3/5/2017 3/9/2017	New	\$296,093.96 \$0.00	0	100	307	0
				RFP Pending							
Naples Grande Beach Resort	Florida College of Advanced Judicial Studies	Rfp enhancement	Education	IPEC	5/20/2017 5/27/2017	New	\$716,034.48 \$0.00	0	325	1,485	0
				Booked							
Naples Grande Beach Resort	NORA Assn of Responsible Recyclers	Rfp enhancement			11/8/2017 11/11/2017	New	\$362,764.69 \$0.00	0	2,900	945	0
				pending							
The Kellen Company	NPA 2018 AM	RFP Rcvd	Corporate	Cvent-Debi Knows	3/2/2018 3/6/2018	New	\$294,758.69 \$0.00	0	103	377	0
				RFP Pending							
The Optical Society	2018 Biomedical Optics Congress	RFP Rcvd	Association-Meetings, Conventions	Cvent	4/13/2018 4/19/2018	New	\$741,280.13 \$0.00	0	210	912	0
				RFP Pending							
The Ritz-Carlton Golf Resort, Naples	K space	Rfp enhancement			9/2/2016 9/4/2016	New	\$42,934.59 \$0.00	0	40	120	0
				pending							
The Ritz-Carlton, Naples	YPO/WPO President's Retreat	Rfp enhancement	Corporate		9/29/2016 10/1/2016	New	\$61,255.54 \$0.00	0	30	90	0
				pending							
W2i Group & Incentive Travel & Conference Management	securus Tech incentive	RFP Rcvd		Site Global	3/29/2017 4/2/2017	New	\$73,483.07 \$0.00	0	25	100	0
				RFP Pending							

**Status: TURNED CANCELLED**

HelmsBriscoe / N. Coleff	The Network of Companies Annual Agents Meeting	RFP Rcvd	Corporate	Cvent	6/22/2017		\$463,387.35	0	250	540	0
					6/24/2017	New	\$0.00				
	Company Canceled Meeting			Planner Cancelled RFP							
Maritz Travel / Philadelphia	Valeant WHC Meeting (National)	RFP Rcvd	Medical/Pharmaceutical	Cvent	5/21/2016		\$254,255.34	0	134	319	0
					5/25/2016	New	\$0.00				
				Planner Cancelled RFP							
				<b>Event Count:</b>	2		\$717,642.69	0	384	859	0
							\$0.00				

**Status: TURNED DEFINITE**

ALTOUR	CEO YPO Retreat 2016	RFP Rcvd	Corporate	Cvent	5/2/2016		\$16,301.68	0	8	24	0
					5/4/2016	New	\$0.00				
				Booked Business							
American Express / L. Anderson	135-CLO HBR	RFP Rcvd	Corporate	MEET NY	4/11/2016		\$98,468.59	0	74	66	0
					4/15/2016		\$0.00				
				Booked Business							
Creative Group Inc	Navistar/Central Sales Region Sales Program	RFP Rcvd	Corporate	Cvent	8/31/2016		\$49,710.73	0	22	70	0
					9/4/2016	New	\$0.00				
				Booked Business							
HelmsBriscoe / J Watson	ARP Lead Team	RFP Rcvd	Corporate	Cvent	4/17/2018		\$68,675.73	0	25	77	0
					4/21/2018	New	\$0.00				
				Booked Business							
HelmsBriscoe / K. Parker	Tangle U National Conference 2017	RFP Rcvd	Corporate	Cvent-Debi Knows	4/19/2017		\$387,207.01	0	100	450	0
					4/23/2017	New	\$0.00				
				Booked Business							
HelmsBriscoe / S. Johnson	Vegetable Product Evaluation Team Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows	3/21/2016		\$0.00	0	11	33	0
					3/23/2016	New	\$0.00				
				Booked Business							
Indiana University Conferences	IUAA Winter College	RFP Rcvd	Association-Meetings, Conventions	Website	2/9/2017		\$89,899.25	0	40	85	0
					2/13/2017	New	\$0.00				
				Booked Business							
Kansas City Metropolitan Bar Association	2016 COMBA	RFP Rcvd		ABA	9/14/2016		\$93,848.65	0	63	197	0
					9/17/2016	New	\$0.00				
				Booked Business							
Kansas City Metropolitan Bar Association	2017 COMBA	RFP Rcvd	Corporate	ABA	9/13/2017		\$94,809.36	0	63	194	0
					9/16/2017	Repeat	\$0.00				
				Booked Business							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Repeats Rooms	Contracted Rooms
<b>Status: TURNED DEFINITE</b>											
LaPlaya Beach & Golf Resort	Piedmont Society of Colon and Rectal Surgeons	Rfp enhancement	Medical/Pharmaceutical		5/15/2017 5/19/2017	New	\$82,480.53 \$0.00	0	30	120	0
				Booked							
Meetings & Incentives Worldwide, Inc,	US Foods Travel Incentive South Region	RFP Rcvd		Cvent	3/15/2016 3/21/2016	New	\$94,471.37 \$0.00	0	26	106	0
				Booked Business							
Meetings Info MIM	ABM Principal & All Star Event	RFP Rcvd	Corporate	Repeat Planner	4/2/2017 4/10/2017	New	\$851,106.25 \$0.00	0	220	1,010	0
				Booked Business							
Naples Grande Beach Resort	Florida College of Advanced Judicial Studies	Rfp enhancement	Education	IPEC	5/20/2017 5/27/2017	New	\$716,034.48 \$0.00	0	325	1,485	0
				Booked							
Quality Conferences	SIRVA 2017 University & Supplier Summit	RFP Rcvd		IPEC	4/15/2017 4/22/2017	Repeat	\$441,235.34 \$0.00	0	300	820	0
				Booked Business							
The Ritz-Carlton Golf Resort, Naples	Imagine Solutions Searching for Solutions Institute	Rfp enhancement	Incentive		2/24/2017 2/28/2017	Repeat	\$48,571.38 \$0.00	0	20	100	0
				Booked							
					<b>Event Count:</b>	15	\$3,132,820.35 \$0.00	0	1,327	4,837	0

<b>Status: TURNED LOST</b>											
38 North Connections	Customer Success Retreat	RFP Rcvd	Corporate	Cvent	9/18/2016 9/21/2016	New	\$161,330.02 \$0.00	0	75	300	0
	Alternate Location Selected			Lost Business							
American Express / L. Anderson	Broan-NuTone Distributor Council	RFP Rcvd	Corporate	Cvent	5/9/2016 5/11/2016	Repeat	\$16,124.50 \$0.00	0	10	24	0
	Alternate Location Selected			Lost Business							
AMERICAN OSTEOPATHIC ASSOCIATION	AHP & OMEL CME Meeting 2017	RFP Rcvd	Medical/Pharmaceutical		1/9/2017 1/14/2017	New	\$571,007.42 \$0.00	0	235	729	0
	Rates Too High			Lost Business							
Boardroom Events	2017 Midmarket CIO Forum	RFP Rcvd		Repeat Planner	3/31/2017 4/4/2017	Local	\$1,272,383.52 \$0.00	0	425	1,325	0
	Alternate Location Selected			Lost Business							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: TURNED LOST</b>											
Boardroom Events	2018 Midmarket CIO Forum	RFP Rcvd		Repeat Planner	4/6/2018 4/10/2018	Local	\$1,293,743.14 \$0.00	0	425	1,325	0
	Alternate Location Selected			Lost Business							
CAE Healthcare	HPSN Worldwide 2017 Annual Conference / (Human Patient Simulation Network)	RFP Rcvd	Medical/Pharmaceutical	Incentive Travel Exchange Lost Business	2/26/2017 3/2/2017	New	\$1,415,136.34 \$0.00	0	494	1,401	0
	Rates Too High										
CMP Meeting Services / D. Bruce	National Assoc for Community College Entrepreneurship	RFP Rcvd	Association-Meetings, Conventions	Cvent	10/5/2017 10/10/2017	Local Repeat	\$963,165.23 \$0.00	0	355	1,070	0
	Alternate Location Selected			Lost Business							
ConferenceDirect / R. Clifton	Tennessee Grocers Association-Education Foundation Mtg 2016	RFP Rcvd	Association-Meetings, Conventions	Cvent	8/14/2016 8/15/2016	New	\$17,377.90 \$0.00	0	14	28	0
				Lost Business							
Event Travel Management	Access National Mortgage Incentive 2016 REVISED	RFP Rcvd	Incentive	Cvent	3/17/2016 3/20/2016	New	\$31,386.65 \$0.00	0	14	42	0
				Lost Business							
Experient / L. Sanchez	Diabetes Southeast Region Leadership Meeting	RFP Rcvd	Corporate	Cvent	1/12/2016 1/15/2016	New	\$40,324.78 \$0.00	0	18	56	0
				Lost Business							
Expert Meetings and Events, LLC	Car X 2016	RFP Rcvd	Corporate		2/28/2016 3/1/2016	New	\$81,970.70 \$0.00	0	35	105	0
	Planner never responded to our follow up			Lost Business							
Eyemart Express	Eyemart Express	RFP Rcvd	Corporate	Cvent	4/27/2016 4/30/2016	New	\$100,611.58 \$0.00	0	51	132	0
				Lost Business							
HelmsBriscoe / A. Sang	The Florida Bar RRPTL Exec Council Spring 2018 Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent	2/14/2018 2/17/2018	New	\$384,252.89 \$0.00	0	160	470	0
	Alternate Location Selected			Lost Business							
HelmsBriscoe / C. Carley	2016 Operations Team Mid-Year Meeting	RFP Rcvd	Corporate	Cvent	7/25/2016 7/28/2016	New	\$178,261.42 \$0.00	0	76	256	0
	Alternate Location Selected			Lost Business							
HelmsBriscoe / C. Tilton	CVSN 2017	RFP Rcvd	Corporate	Cvent	9/8/2017 9/14/2017	New	\$415,046.29 \$0.00	0	130	545	0
				Lost Business							
HelmsBriscoe / K. Rippettoe	Industrial Business Unit Sales Meeting 2016	RFP Rcvd	Corporate	Cvent	2/29/2016 3/3/2016	New	\$69,263.20 \$0.00	0	25	75	0
				Lost Business							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
<b>Status: TURNED LOST</b>												
Major League Baseball	MLB Jan 2017 Owners Meeting	RFP Rcvd	Corporate	Networking	1/8/2017 1/11/2017	New	\$270,739.28 \$0.00	0	135	278	0	
	Alternate Location Selected			Lost Business								
Maritz / D. Frazier	ADP06976 IS SuperStarts	RFP Rcvd	Corporate	Cvent	11/28/2016 12/4/2016	New	\$232,079.09 \$0.00	0	92	313	0	
				Lost Business								
Maritz Travel / Philadelphia	Valeant WHC Meeting (National)	RFP Rcvd	Medical/Pharmaceutical	Cvent	5/21/2016 5/25/2016	New	\$254,255.34 \$0.00	0	134	319	0	
				Planner Cancelled RFP								
Naples Grande Beach Resort	Society of Cardiovascular patient care	Rfp enhancement	Medical/Pharmaceutical		5/14/2016 5/20/2016	New	\$487,893.94 \$0.00	0	173	1,206	0	
	Alternate Location Selected			lost								
Naples Grande Beach Resort	Pet Industry Distributors Assn	Rfp enhancement	Association-Meetings, Conventions		1/28/2018 2/2/2018	New	\$423,670.32 \$0.00	0	155	805	0	
				lost								
OneMain Financial	2016 Chairmans Forum	RFP Rcvd			3/13/2016 3/21/2016	New	\$553,348.60 \$0.00	0	230	855	0	
	Alternate Location Selected			Lost Business								
Rymark International	Team National 2016	RFP Rcvd	Corporate	Fam CVB hosted	12/8/2016 12/12/2016	New	\$366,428.49 \$0.00	0	120	500	0	
	Alternate Location Selected			Lost Business								
Site Search, Incorporated	Florida Juvenile Justice Assn 2016	RFP Rcvd		Successful Meetings -SMU Lost Business	6/14/2016 6/17/2016		\$14,209.79 \$0.00	0	25	75	0	
<b>Event Count:</b>							24	\$9,614,010.43	0	3,606	12,234	0
								\$0.00				

**Status: TURNED TENTATIVE**

American Express / L. Anderson	127 Research Council On Employee Benefits Nov 9-11 2016	RFP Rcvd	Corporate	Cvent	11/9/2016 11/10/2016	New	\$16,979.82 \$0.00	0	14	24	0
				RFP Pending							
American Express Meetings & Events / T. Nunn	Executive Committee COE	RFP Rcvd	Corporate	Cvent-Debi Knows	6/6/2017 6/10/2017	New	\$39,734.69 \$0.00	0	14	60	0
				RFP Pending							

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: TURNED TENTATIVE</b>											
AMERICAN OSTEOPATHIC ASSOCIATION	AHP & OMEL CME Meeting 2017	RFP Rcvd	Medical/Pharmaceutical		1/9/2017 1/14/2017	New	\$571,007.42 \$0.00	0	235	729	0
	Rates Too High			Lost Business							
Association Management Center	National Association for Healthcare Quality 2016 Winter Board Meeting	RFP Rcvd	Association-Meetings, Conventions	Visit FL Chicago RFP Pending	11/30/2016 12/3/2016	New	\$24,101.74 \$0.00	0	16	37	0
ConferenceDirect / B. Melton	JV Events-Macro Investment Summit	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	1/10/2017 1/13/2017	New	\$106,659.62 \$0.00	0	40	120	0
ConferenceDirect / E. Smith	Perkins Coie - Boeing Claims 2016	RFP Rcvd	Corporate	Cvent RFP Pending	9/18/2016 9/21/2016	New	\$38,075.15 \$0.00	0	18	47	0
ConferenceDirect / R. McKenna	ISE Annual Stockholders Meeting	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	11/3/2018 11/11/2018	New	\$705,686.39 \$0.00	0	198	864	0
Creative Group Inc	Navistar/Central Sales Region Sales Program	RFP Rcvd	Corporate	Cvent Booked Business	8/31/2016 9/4/2016	New	\$49,710.73 \$0.00	0	22	70	0
Epique Events and Gifts	2017 Encore	RFP Rcvd	SMERF	Cvent RFP Pending	3/10/2017 3/12/2017	New	\$0.00 \$0.00	0	22	49	0
Experient / K. Fein	NABP 2017 Feb Executive Committee Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	2/7/2017 2/11/2017	New	\$58,008.16 \$0.00	0	19	59	0
Global Knowledge	Global Knowledge Executive Retreat	RFP Rcvd	Corporate	Networking RFP Pending	11/4/2017 11/7/2017	New	\$95,476.04 \$0.00	0	38	152	0
Groups 360	Doctor Retreat	RFP Rcvd		Cvent-Debi Knows RFP Pending	6/22/2017 6/26/2017		\$92,952.92 \$0.00	0	50	114	0
HelmsBriscoe / A. McQueen	LPCorp International Sales Meeting	RFP Rcvd	Corporate	Cvent RFP Pending	1/2/2017 1/8/2017	New	\$985,572.60 \$0.00	0	250	1,040	0
HelmsBriscoe / A. Martell	Appian Executive Leadership Council - Fall Meeting	Rfp enhancement	Corporate	Cvent-Debi Knows pending	9/13/2016 9/16/2016	New	\$44,361.31 \$0.00	0	30	63	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: TURNED TENTATIVE</b>											
HelmsBriscoe / D. Adam	ANI 17 Mar Board Retreat	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/3/2017 2/8/2017	New	\$73,690.59 \$0.00	0	29	87	0
HelmsBriscoe / D. Daly	Secured Retirement Retreat 2017	RFP Rcvd	Corporate	Cvent RFP Pending	2/10/2017 2/13/2017	New	\$22,047.86 \$0.00	0	10	30	0
HelmsBriscoe / J. Oncea	ScanSource ATP Partner Conf	RFP Rcvd	Corporate	Cvent RFP Pending	2/18/2017 2/22/2017	New	\$290,695.89 \$0.00	0	118	312	0
HelmsBriscoe / K. Diggins	2017 Teknion Incentive	RFP Rcvd	Corporate	Cvent RFP Pending	1/29/2017 1/31/2017	New	\$426,638.47 \$0.00	0	160	480	0
HelmsBriscoe / L. Morgan	Willow Creek Host Site Leader Meetings	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	2/26/2017 3/3/2017	New	\$804,982.67 \$0.00	0	215	810	0
HelmsBriscoe / L. Williams-Scholz	PBC Bar Association Retreat 2016	RFP Rcvd	Association-Meetings, Conventions	Cvent-Debi Knows RFP Pending	8/5/2016 8/6/2016	New	\$23,173.54 \$0.00	0	15	30	0
HelmsBriscoe / R. Dobbs	FEI - Global Sales & Marketing Meeting	RFP Rcvd		Cvent-Debi Knows RFP Pending	1/13/2017 1/24/2017	New	\$1,354,564.43 \$0.00	0	257	1,549	0
HelmsBriscoe / R. Patel	Firebirds Awards Conference 2017	RFP Rcvd	Corporate	Cvent RFP Pending	4/22/2017 4/26/2017	New	\$286,218.79 \$0.00	0	125	319	0
HelmsBriscoe / V. Schlosser	2017 May - June SO FL Meeting	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	4/29/2017 5/5/2017	New	\$425,898.60 \$0.00	0	158	529	0
Herzing University	Pro-Sites/Herzing University	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	2/12/2017 2/17/2017	New	\$234,248.96 \$0.00	0	90	307	0
In Progress	ASCE 2018	RFP Rcvd	Corporate	IPEC RFP Pending	2/27/2018 3/4/2018	New	\$126,315.97 \$0.00	0	40	126	0
InSITE Selection Services, Intl.	CUNA 2017 CFO Council	RFP Rcvd	Association-Meetings, Conventions	Cvent RFP Pending	5/19/2017 5/24/2017	New	\$1,348,228.94 \$0.00	0	450	1,615	0

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: TURNED TENTATIVE</b>											
Insurance Rehabilitation Study Group	Insurance Rehabilitation Group Annual Conference	RFP Rcvd	Corporate		5/1/2017 5/3/2017	New	\$198,637.45 \$0.00	0	100	300	0
				RFP Pending							
Lantheus Medical Imaging	Lantheus Medical Imaging Sales Meeting	RFP Rcvd	Medical/Pharmaceutical	Meetings Focus- RFP Pending	8/8/2016 8/10/2016	New	\$182,596.96 \$0.00	0	85	255	0
LaPlaya Beach & Golf Resort	Piedmont Society of Colon and Rectal Surgeons	Rfp enhancement	Medical/Pharmaceutical		5/15/2017 5/19/2017	New	\$82,480.53 \$0.00	0	30	120	0
				Booked							
LeDoux	Rotary District 6890 2018 Diestric Conference	RFP Rcvd		IPEC	5/16/2018 5/20/2018	New	\$149,700.66 \$0.00	0	75	202	0
				RFP Pending							
Location Solvers	SteadMed National Sales Meeting 2017	RFP Rcvd	Corporate	Networking	2/26/2017 2/28/2017	New	\$61,635.29 \$0.00	0	25	75	0
				RFP Pending							
Marco Island Marriott Beach Resort, Golf Club & Spa	Cataract Surgery Telling it like it is	Rfp enhancement	Medical/Pharmaceutical	Repeat Planner pending	1/16/2018 1/21/2018	Repeat	\$1,101,913.34 \$0.00	0	369	2,201	0
Marco Island Marriott Beach Resort, Golf Club & Spa	Florida Transportation Builders Assn 2019	Rfp enhancement	Association-Meetings, Conventions	Cvent-Debi Knows pending	8/8/2019 8/11/2019	New	\$537,218.24 \$0.00	0	304	1,216	0
NAATBatt International	NAATBatt 2017 Conference	RFP Rcvd	Association-Meetings, Conventions	Cvent	3/5/2017 3/9/2017	New	\$296,093.96 \$0.00	0	100	307	0
				RFP Pending							
Naples Grande Beach Resort	NORA Assn of Responsible Recyclers	Rfp enhancement			11/8/2017 11/11/2017	New	\$362,764.69 \$0.00	0	2,900	945	0
				pending							
The Kellen Company	NPA 2018 AM	RFP Rcvd	Corporate	Cvent-Debi Knows RFP Pending	3/2/2018 3/6/2018	New	\$294,758.69 \$0.00	0	103	377	0
The Optical Society	2018 Biomedical Optics Congress	RFP Rcvd	Association-Meetings, Conventions	Cvent	4/13/2018 4/19/2018	New	\$741,280.13 \$0.00	0	210	912	0
				RFP Pending							
The Ritz-Carlton Golf Resort, Naples	K space	Rfp enhancement			9/2/2016 9/4/2016	New	\$42,934.59 \$0.00	0	40	120	0
				pending							



**Sales Rep: Debi DeBenedetto**

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Detailed Staff Reports 11

Account Name	Event Name	Event Type	Market Type	Source Current Status	Event Start Event End	Scope New/Repeat	Economic Impact Est Actual	Attend	Peak Rooms	Revised Rooms	Contracted Rooms
<b>Status: TURNED TENTATIVE</b>											
The Ritz-Carlton, Naples	YPO/WPO President's Retreat	Rfp enhancement	Corporate		9/29/2016 10/1/2016	New	\$61,255.54 \$0.00	0	30	90	0
				pending							
W2i Group & Incentive Travel & Conference Management	securus Tech incentive	RFP Rcvd		Site Global	3/29/2017 4/2/2017	New	\$73,483.07 \$0.00	0	25	100	0
				RFP Pending							
				<b>Event Count:</b>	40		\$12,431,784.44	0	7,029	16,842	0
							\$0.00				
				<b>Event Count:</b>	324		\$120,879,998.44	0	53,705	164,751	0
							\$0.00				

CVB - LOCAL TOURISM INDUSTRY COVERAGE		
Media Outlet	Story Title & Link to Online Version	Publication Date
Collier Tourism Column		
Marco Island Sun Times	<a href="#">Marco Island Magic</a>	3/4/16
The News-Press	<a href="#">Marco Island Magic</a>	3/6/16
The News-Press	<a href="#">Discover what's old, new, borrowed, blue in Paradise Coast</a>	3/20/16
Marco Island Sun Times	<a href="#">Discover what's old, new, borrowed, blue in Paradise Coast</a>	3/20/2016
The News-Press	<a href="#">A growing list of engaging activities on the Paradise Coast</a>	4/3/2016

The News-Press	<a href="#">The Season winds down: Shops and restaurants take time to refresh, re-launch</a>	4/17/2016
<b>Business of Tourism, CVB Coverage</b>		
Naples Daily News	<a href="#">Collier County pursues sports tourism</a>	3/10/16
Athletic Business	<a href="#">Florida County Helps Fund Sports Tourism Events</a>	3/10/16
Naples Daily News	<a href="#">The end is coming: Easter in March means 'season' may be curtailed</a>	3/18/16
The News-Press	<a href="#">Airport smashes records for Feb</a>	3/22/16
Naples Daily News	<a href="#">As season comes to end, the busy time not as busy in Naples, Fort Myers</a>	3/26/16
WINK News	<a href="#">Investors try to sell appeal of spring training in Collier County</a>	4/6/16
Naples Daily News	<a href="#">Atlanta Braves scouting Collier among other Florida sites for spring training</a>	4/6/16
Naples Daily News	<a href="#">Editorial Baseball not on list of Collier Priorities</a>	4/8/16

Naples Daily News	<a href="#">Brent Batten: The little detail of paying for a Braves stadium</a>	4/12/16
Naples Daily News	<a href="#">Atlanta Braves training site could cost Collier nearly \$135M over 30 years</a>	4/12/16
Naples Daily News	<a href="#">Collier commissioners reject proposal for preferred location of Atlanta Braves spring training site</a>	4/12/16
<b>DESTINATION FEATURE COVERAGE</b>		
<b>Media Outlet</b>	<b>Story Title</b>	<b>Date</b>
Boat US	<a href="#">Everglades boating/camping included in the 2016 annual Boat U.S. Destinations Guide. The Everglades is one of five areas profiled, focused on Chokoloskee, Everglades National Park.</a>	March
Backpacker.com	<a href="#">Journey Through a Real-Life Jurassic Park</a>	3/1/16
National Geographic - Facebook	<a href="#">Florida Panther image on FB post to promote the Photo Ark project documenting endangered species</a>	3/3/16
Naples Daily News	<a href="#">Toning down, fixing up</a>	3/3/16
Florida Weekly	<a href="#">Options for boat-accessible dining abound in SWFL</a>	3/3/16
Naples Daily News	<a href="#">Vienna Philharmonic as impressive offstage as on</a>	3/3/16
Marco Eagle	<a href="#">Hilton's AAA Four Diamond streak continues</a>	3/3/16
TravelMole.com	<a href="#">2016 ArtsNaples World Festival</a>	3/4/16
Gulfshore Life	<a href="#">Catalina Café brings craft coffee to Naples</a>	3/4/16

Boston Herald	<a href="#">Florida, Mississippi destinations perfect for a grown-up spring break</a>	3/4/16
Naples Daily News	<a href="#">Hundreds at Naples Craft Beer Fest sample brews, tasty bites</a>	3/6/16
Naples Daily News	<a href="#">US Open gets title sponsor</a>	3/8/16
Naples Daily News	<a href="#">Celebrity chef Art Smith opens 1500 South in Naples</a>	3/9/16
Naples Daily News	<a href="#">Cooper's Hawk offers glimpse inside before grand opening</a>	3/10/16
Naples Daily News	<a href="#">In the Know: Cripsy Seafood opens of Fifth Ave South in Naples</a>	3/9/16
The News-Press	<a href="#">Cooper's Hawk Winery &amp; Restaurant opens in Naples</a>	3/9/16
Naples Daily News	<a href="#">Naples ranked No. 1 city in state for retirees</a>	3/10/16
Wall Street Journal	<a href="#">Old meets new in an orchestral residency</a>	3/10/16
Coastal Living	<a href="#">Barefoot Beach makes magazine's Best Beach "bracket" for online voting</a>	
Naples Daily News	<a href="#">M(art)ch Madness: One of a kind art exhibitions opened or opening this month</a>	3/10/16
Naples Daily News	<a href="#">Verdi gets visual</a>	3/10/16
The News-Press	<a href="#">Tour Pepper Ranch Preserve</a>	3/10/16
The News-Press	<a href="#">Four Southwest Florida cities rank among safest in state</a>	3/10/16

Naples Daily News	<a href="#">Weather puts a spring in our steps</a>	3/10/16
Travel Weekly	<a href="#">North America Travel - Hyatt House set to debut</a>	3/10/16
USA Today	<a href="#">Spring in Florida: What's new at theme parks, hotels and restaurants</a>	3/11/16
Naples Daily News	<a href="#">Thousands line Fifth Avenue South in downtown Naples for annual St. patricks's Day parade</a>	3/12/16
Naples Herald	<a href="#">St. Patrick's Day Parade, The Mayor and Us</a>	3/13/16
Naples Daily News	<a href="#">St. Patrick's Day Parade</a>	3/13/16
The News-Press	<a href="#">Woofstock</a>	3/13/16
The News-Press	<a href="#">Learn about the calusa in the everglades</a>	3/13/16
Naples Herald	<a href="#">Cooper's Hawk Winery &amp; Restaurant opens in Naples</a>	3/15/16
VISIT FLORIDA Sunshine Matters blog	<a href="#">What's New Blog</a>	3/16/16
The News Press	<a href="#">Yabba Island Grill Changes Course in Naples</a>	3/16/16
The News Press	<a href="#">Best lunch spots on Fifth Ave South</a>	3/16/16
Asbury Park Press	<a href="#">Cat Cafes: Coffee and kitties? Purrfectly relaxing</a>	3/17/16
Marco Sun Times	<a href="#">Cruise to Keewaydin for Yoga</a>	3/17/16

Working Mother	<a href="#">A Naples Snapshot: Spring awakening</a>	3/17/16
Naples Daily News	<a href="#">Naples India Fest</a>	3/17/16
Naples Daily News	<a href="#">Throwback Thursday: Old Naples Hotel, 1906</a>	3/17/16
Naples Daily news	<a href="#">New Hyatt House opens on Fifth Avenue and Gordon River</a>	3/17/16
Successful Meetings	<a href="#">Hyatt House is Naples' First New Hotel in a Decade</a>	3/17/16
The News-Press	<a href="#">St Patrick's Day Activities</a>	3/17/16
The News-Press	<a href="#">Funcast: things to do March 18-27</a>	3/18/16
TravelMole UK E-News	<a href="#">Florida Friday: Friendly first timers in the Sunshine State</a>	3/1/16
Montreal Gazette	<a href="#">Checking In: Five hotels in Naples, Fla. drop rates for Canadians</a>	3/19/16
Ottawa Citizen	<a href="#">Checking In: Five hotels in Naples, Fla. drop rates for Canadians</a>	3/19/16
Windsor Star	<a href="#">Checking In: Five hotels in Naples, Fla. drop rates for Canadians</a>	3/19/16
Vancouver Sun	<a href="#">Checking In: Five hotels in Naples, Fla. drop rates for Canadians</a>	3/19/16

Edmonton Journal	<a href="#">Checking In: Five hotels in Naples, Fla. drop rates for Canadians</a>	3/19/16
Naples Daily News	<a href="#">Entrepreneur worked his way up</a>	3/19/16
CBS News - CBS Sunday Morning	<a href="#">On the Trail: Everglades National Park</a>	3/20/16
The News Press	<a href="#">Where to find best wine lists in Naples</a>	3/22/16
Naples Illustrated	<a href="#">Spring Fun in Naples</a>	3/22/16
TampaBay.com	<a href="#">Take it outside</a>	3/23/16
Miami Community Newspapers	<a href="#">Naples Beach Hotel offers appealing 'Spring Getaway' offer</a>	3/23/16
FoxNews.com	<a href="#">How my family of four traveled almost for free on SW airlines for a year</a>	3/23/16
Collier Citizen	<a href="#">New event brings music, food and fun for a good cause</a>	3/23/16
WINK News	<a href="#">Tennis Pros back in Naples</a>	3/23/16
Naples Daily News	<a href="#">4 new ice cream stores open in the Naples area</a>	3/23/16
Naples Daily News	<a href="#">Dining special for Easter Sunday in Naples and Southwest Florida</a>	3/23/16
The News Press	<a href="#">A guide to the birds of paradise: Wading birds</a>	3/23/16
Naples Daily News	<a href="#">Easter at the Ritz to be Wonderland</a>	3/23/16
WINK-TV	<a href="#">Everglades airboat tour accident</a>	3/24/16
Naples Daily News	<a href="#">Tears, smiles as the easter Bunny visits Naples Zoo</a>	3/25/16



Naples Daily News	<a href="#">Easter Sunrise Service Draws Thousands</a>	3/27/16
The News-Press	First of its kind in Naples	3/27/16
The News-Press	SWFL Travel Rally is May 4	3/27/16
Naples Daily News	<a href="#">Hotelier Phil McCabe offers parking alternative</a>	3/28/16
The News-Press	<a href="#">Artis-Naples releases 2016-17 schedule</a>	3/28/16
Journal de Montreal	<a href="#">42 Hours in the Everglades</a>	3/28/16
Naples Daily News	<a href="#">Catalina Café opens</a>	3/29/16
The Daily Meal	<a href="#">The 101 Best Restaurants in America</a>	3/30/16
Naples Daily News	<a href="#">In the know: Pate's Island Club opens at Park Shore Resort</a>	3/30/16
Naples Daily News	<a href="#">Florida panther surprises woman at Corkscrew Swamp Sanctuary</a>	3/30/16
Mashable	<a href="#">Woman meets a Florida panther during her morning nature walk</a>	3/30/16
NBC-2	<a href="#">Panther video creates viral sensation</a>	3/30/16

Passport to Friday	<a href="#">12 hours in Naples Florida</a>	3/31/16
The New-Press	<a href="#">Barefoot Beach</a>	3/31/16
Orlando Sentinel	<a href="#">Florida panther surprises woman at Corkscrew Swamp Sanctuary</a>	3/31/16
WPTV.com	<a href="#">Unexpected Floria panther encounter</a>	3/31/16
Tampa Bay Times Tampabay.com	<a href="#">Caught on camera: Woman encounters Florida panther at Corkscrew Swamp Sanctuary</a>	3/31/16
Maimi Herald	<a href="#">Touris films breathless bruch with Everglades panther</a>	3/31/16
Fox 4	<a href="#">Corkscrew Swamp visitor gets unexpected wildlife encounter</a>	3/31/16
CBS This Morning	<a href="#">Eye Opener: Your World in 60 Seconds</a>	3/31/16
CBS News	<a href="#">Rare Florida panther sightings go viral</a>	3/31/16
Patch.com	<a href="#">Watch: Charging Florida Panther Interrupts Nature Walk</a>	3/31/16
WLTX.com	<a href="#">Woman comes face-to-face with panther on trail</a>	3/31/16

NationalGeographic.com	<a href="#">Watch a Florida panther pass within inches of a hiker</a>	4/1/16
Inside Edition	<a href="#">Women who came face-to-face with panther</a>	4/1/16
Florida Game & Fish Magazine	<a href="#">Rebirth of Lake Trafford</a>	April
USAToday.com	<a href="#">Stone Crab Festival in Naples included in online roundup of top national food festivals</a>	4/1/16
TravelandLeisure.com	<a href="#">Five timely sun-filled Spring trips near Miami</a>	4/1/16
Naples Herald	<a href="#">Who is Betsy? She nuts...about Food, Fashion, Fitness and Fun</a>	4/1/16
Naples Daily News	<a href="#">TV host Thompson gives regatta a boost</a>	4/2/16
Naples Daily News	Naples Boat Show Seafood and Music Festival Underway	4/2/16

Naples Daily News	<a href="#">Magazine: naples Winter Wine Festival again tops</a>	4/2/16
Southwest Florida Forks Blog	<a href="#">Dinner at 1500 South</a>	4/3/16
USA TODAY 10Best.com	<a href="#">Marco Island: Seafood &amp; Superlative Dining South of Naples</a>	4/3/16
NorthPalmBeachLife.com	<a href="#">Paradise Coast Spring Events logo and link added to Travel page of website</a>	4/4/16
Naples Daily News	<a href="#">Taste of Marco offers fine food al fresco</a>	4/4/16
The News-Press	<a href="#">Artful Shopper: Naples' Twinkle Twinkle Little Store</a>	4/4/16
Cpour.net (French travel website)	<a href="#">Edgewater Beach Hotel Naples</a>	4/6/16
Naples Daily News	Mended manatee released	4/6/16
Naples Daily News	<a href="#">Naples ranks No. 20 on list of fastest growing cities in the country</a>	4/4/16
The News-Press	<a href="#">Hilton Naples ears top GreenLeader level</a>	4/7/16
The News-Press	<a href="#">Meet, name Conservancy's newest baby loggerhead</a>	4/7/16
The News-Press	<a href="#">Hyatt House: Naples' newest hotel has it all</a>	4/10/16
The News-Press	Eying you Up	4/11/16
The News-Press	<a href="#">Tamiami trail loses a landmark to fire</a>	4/11/16
Naples Daily News	<a href="#">Up in Smoke</a>	4/11/16

Naples Daily News	<a href="#">Photos/Video: Explore replicas of Nina and Pinta</a>	4/12/16
Naples Daily News	<a href="#">Play has been stopped</a>	4/12/16
Ball Park Digest	<a href="#">Collier County to receive Braves spring training pitch</a>	4/12/16
Marco Eagle	<a href="#">Marriott takes the lead in shorebird conservation</a>	4/12/16
Naples Daily News	<a href="#">An ending and a new beginning</a>	4/13/16
Naples Daily News	<a href="#">In the Know: Restaurant recap for first quarter of 2016</a>	4/13/16
Collier Citizen	<a href="#">fun sport, funnier name: Pickleball enthusiasts looking forward to inaugural championship coming to Naples</a>	4/14/16
Naples Daily News	<a href="#">Earth Day Celebrations</a>	4/15/16
Where to Retire	Naples Florida Scherbekows Interview	May/June
Naples Daily News	<a href="#">New Bonita performing arts center set to open in June</a>	4/17/16
The News-Press (Coastal Life section)	<a href="#">New rental business offers water access in Naples</a>	4/17/16

<b>Details</b>
J. Modys story relates great places to visit on Marco Island
J. Modys story relates great places to visit on Marco Island - ran in print Coastal Life section of Sunday paper
J. Modys story compares the old/new/borrowed/blue adage which means luck for brides with visitors and residents creating a new relationship with Paradise Coast by exploring things in those categories - ran in print Sunday Coastal Life section
J. Modys story compares the old/new/borrowed/blue adage which means luck for brides with visitors and residents creating a new relationship with Paradise Coast by exploring things in those categories - picked up for sister publication Marco Island Sun Times
J. Modys story expands on 2016 growing trend toward experiential travel - area examples give locals a change to engage on deeper level with favorite local spots. Ran in Sunday Coastal Life section

With drop in seasonal residents, businesses focus on refreshing and relaunching their facilities, operations. Look at Waterside Shops, 1500 South, Pate's, Marco Island Marriott transformation
Story about upcoming sports tournaments and value to economy quotes by J. Wert and P. Medley
Pick up of NDN story about sports tourism in Collier funding events, facilities
Early Easter and what it means to tourism industry, quote by J. Wert and multiple partners
Passenger count gets very close to 1 million
Visitor numbers down due to weather, int'l exchange rate, other factors. Not just Collier.
Fifth Ave. Advisors speaks about plan to sell Collier spring training move Atlanta Braves
Story about inquiry by Braves to private investor group about possibility of building a spring training facility, comments from County Commissioners, Naples Mayor, Jack Wert

Opinion column pointing out the funding realities vs. return of prestige, etc. of a potential Braves spring training stadium
Plan by investors to be presented to BCC
Stock Development residential-zoned site rejected. Some commissioners still interested
<b>Details</b>
CVB arranged destination activities including fishing charter, area tour. Article tearsheet included in attachments.
Story by Paul chisholm about Florida Trail Loop and Big Cyperss national Preserve.
New menu and refreshed look at Yabba
Boat-accessible restaurant options
Three-year residency of Vienna Philharmonic at Artis-Naples.
Story about Hiltion Beach Resort receiving the AAA award
UK blog story about upcoming festival
Custom coffee shop recruited by Chef Art Smith



Round up included PC coast of grown-up spring break
Naples Craft Beer Fest at Bayfront draws crowd.
Minto Communities signs on for pickleball event in Naples.
Exclusive interview by Tim Aten - CVB counseled restaurant on PR strategy
Grand opening of Cooper's Hawk.
Roundup of restaurant happenings by Tim Aten
New Naples winery restaurant opens
SmartAsset Magazine ranks Naples third best for retirees in the nation and 1st in Florida.
Wall Street Journal story about the Vienna Orchesta residency at Artis-Naples
Barefoot Beach chosen for bracket online voting. Did not advance.
Round up of art exhibits in March.
Opera Naples' new production of 'La Traviata' melds music, color, stark drama
R. Ruane story about upcoming hikes at preserve
Marco Island ranks number 3 safe city in state.

Story about tourist and residents enjoyment of great weather and outdoor activities.
Hyatt House featured in news brief
Marco Island Seafood Festival in round up of Spring tourism ideas.
M. Leonor story about the St. Patrick's Day Parade in Naples
Story about St. Patrick's Day Festivities
Pictures from the St. Patrick's Day Parade
Peace, puppy love and music to benefit Humane Society
Eight annual calusa days
Lunch, dinner, wine tastings and more at new Cooper's Hawk Winery. Review of food and ambiance
Partners Hyatt House, Seminole Casino, Marco Island Marriott featured.
Yabba featured in Taste Special Section story.
Partners Osteria Tulia, La Bezenne, Yabbalisland Grill and Avenue 5 mentioned
Featuring Planet Tails Cat Café
Sweet Liberty Cruise that features yoga on Keewaydin Island.

Story in Working Mother is result of hosting Liz Amore in destination. Features partners Bellasera Hotel and Naples Zoo; FAM assist from LHA
Naples India Fest to celebrate food, dance and more
Archive photos of Old Naples Hotel and the Palm Cottage
Hyatt House opening with photos
Hyatt House opening
list of activities for St. Patrick's Day
Multiple Collier venues featured in event listing
Florida Friday UK E-News features Paradise Coast - chance to see a rare Florida panther on hiking trails in the FL Panther Nat'l Wildlife Refuge
J.Modys worked with writer to source special deals for Canadians at area hotels
J.Modys worked with writer to source special deals for Canadians at area hotels
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J.Modys worked with writer to source special deals for Canadians at area hotels
Story about Phil McCabe
Feature on Everglades National Park - part of Centennial year park features
S. Kenny story about wine lists featuring multiple partners
Story about upcoming activities taking place in the Naples Area
T. Tomalin features ghost orchid / Fakahatchee Strand in round up.
L. Stehens story about Naples Beach Hotel & Golf Club
L. Mettler features Marco Island as destination in story lede
New Naples Boat Show/Seafood & Music Festival features food, music
Academia Sanches-Casel Florida tennis pros in Naples for the ASC Florida Women's Open
In The Know column featuring four new ice cream spots
Roundup of dining specials featuring multiple partners
Rookery Bay and Audubon Corkscrew Swamp Sanctuary Featured
Photos of Wonderland at Ritz
Capt. Jack's crash sends 4 to hospital
Photos of E. Bunny at Naples Zoo

NEEDS LINK (Searched/unble to locate link at NDN)

Easter Service at the beach at Marco Marriott
Boat show, seafood fest april 1-3 aims for wider audience story in Costal Life
Pick up of E. Smith email about Travel Rally in Coastal Life
Parking garage design for new 5th avenue development in contention
Story about 2016-17 schedule
Visit supported by VISIT FLORIDA - exploring all part of Everglades National Park, includes Everglades City, Chokoloskee, Ten Thousand Islands.
Story about new café at Naples Bay Resort
The Continental named to list
Story about the new restaurant
NDN reports on a close encounter with a Florida panther a Wisconsin woman caught on video that is going viral.
Digital media website and social media powerhouse Mashable Tweeted and posted this article about the chance Florida panther encounter at Corkscrew
Local news reports on panther encounter video becoming a viral sensation

No Link available

No Link available

Blog post featuring numerous partners Jane's Café, Rip Tide Brewing, Cider Press Café and others.
Lecture series tackles tough environmental topic swfl
Florida panther at Corkscrew Swamp story pickup
Florida panther at Corkscrew Swamp story pickup
Florida panther at Corkscrew Swamp story pickup
Florida panther at Corkscrew Swamp story pickup
Florida panther at Corkscrew Swamp story pickup
CBS News This Morning opened its national news broadcast with a clip of the viral panther encounter video in its Eye Opener: Your World in 60 Seconds segment
Florida panther at Corkscrew Swamp story pickup and mention of Naples panther sighting
Florida panther at Corkscrew Swamp story pickup
Florida panther at Corkscrew Swamp story pickup

<p>Story on National Geographic website about the recent Florida panther encounter at Corkscrew Swamp Sanctuary, with excellent all-around coverage of the Florida panther, the panther program at Naples Zoo and more.</p>
<p>Inside Edition with Deborah Norville broadcast pickup of panther video at Corkscrew Swamp Sanctuary with accompanying story including comments from the visitor and Corkscrew staff.</p>
<p>Feature article on the problems that killed the Lake Trafford bass fishery, and the successful restoration project that has brought the fishery back. Result of CVB FAM in October 2015.</p>
<p>LHA pitch, CVB assist with photo submission</p>
<p>Result of CVB's work with Miami correspondent. Includes mentions of Naples restaurants The Local and Cider Press Café.</p>
<p>Intro to Naples Herald video blogger Betsy Opyt, covering lifestyle topics in Naples.</p>
<p>40th annual Southwest Florida Charity Regatta of the Guf</p>
<p>Photos &amp; Caption of Festival</p>










Named No. 1 Charity Wine Auction by Wine Spectator
Review of new Art Smith restaurant 1500 South
Reviews of writer Chelle Koster Walton's top 10 Marco Island restaurants
Long-time CVB media contact picks up spring events release for his newly launched lifestyle/travel website.
Crowds packed the Esplanade on Marco Island for food fest.
Profile of store in Naples specializing in rentals and sales of everything for babies and young children.
Result of July 2015 visit - positive profile of Edgewater as great place for family beach vacation in Naples.
Coverage of manatee released at Marco Island (no link)
Ranking by financial news and opinion website 24/7 Wall Street
Hilton Naples announcement
Conservancy story in Go Coastal
Business Sunday cover story about the new Hyatt House
Inside 2A Photo (no link) of alligator at Big Cypress
Monroe Station burns down.
Monroe Station burns down.



Photos and Video of the Spanish ships docked at Tin City
Naples Beach Hotel & Golf Club renovation story
Article mentions pitch to BCC asking to rezone land, followed by hypothetical funding plan.
Marriott teams with Audubon to post signs about protections for nesting shorebirds and proper beach etiquette toward shorebirds; has weekly guided shorebird beachwalks
Café Luna to close on fifth and open in North Naples.
Multiple destination restaurants featured
Andy Sodergren story about the upcoming championship
Earth Day activities in destination
CVB staff found source for quote for Where to Retire story.
SWFL Performing Arts Center to open in June, celebrity chef Michael Psilakis onboard to oversee restaurant/banquet operations
Paddleboard, kayak, tours, and more takes over Cocohatchee River location

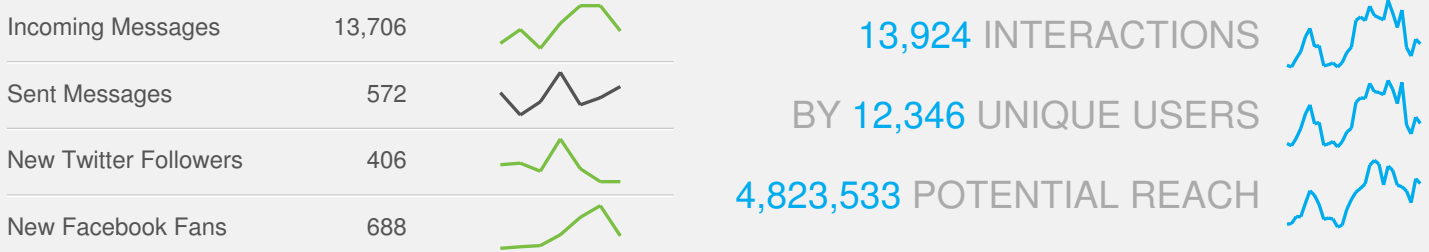
# GROUP REPORT

from March 1, 2016 - March 31, 2016

-  @filmingparadise
-  @ParadiseCoast
-  @ParadiseMeeting
-  @ParadiseDeals
-  @athleteparadise
-  Naples, Marco Isla...
-  Athletes in Paradise
-  Naples, Marco Isla...
-  Paradisecoast.com ...

## GROUP STATS

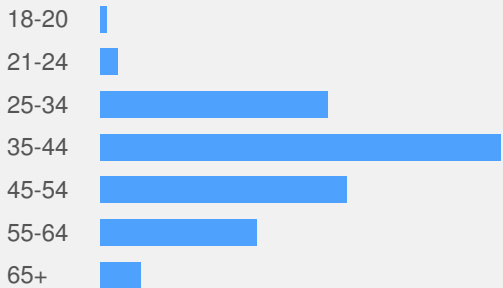
across all Twitter and Facebook accounts



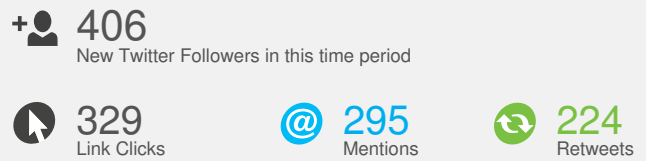
## TWITTER STATS

across all Twitter accounts

### FOLLOWER DEMOGRAPHICS

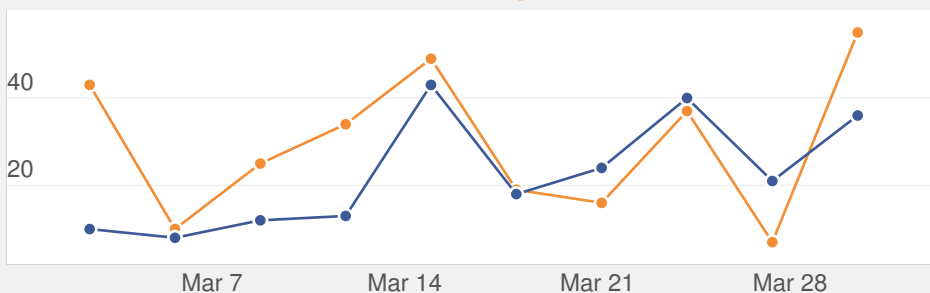


### TWITTER STATS

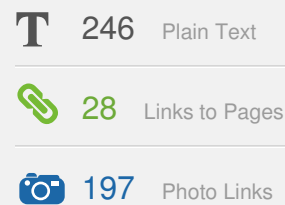


### DAILY INTERACTIONS

@MENTIONS 295 RETWEETS 224



### OUTBOUND TWEET CONTENT



# FACEBOOK STATS across all Facebook pages

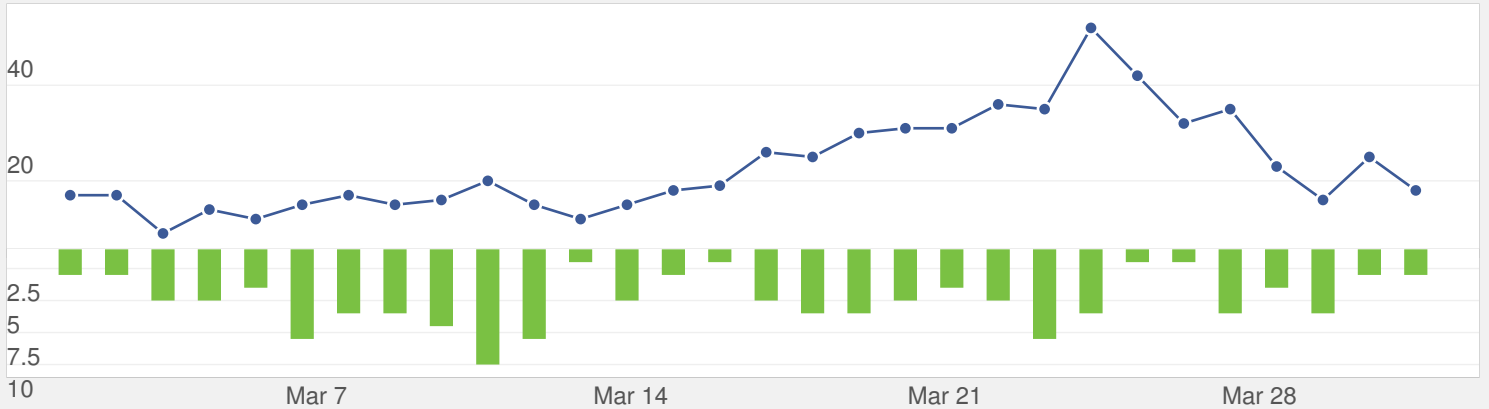


## My Facebook Pages

31.31k Total Likes, and 1.28k people talking about this

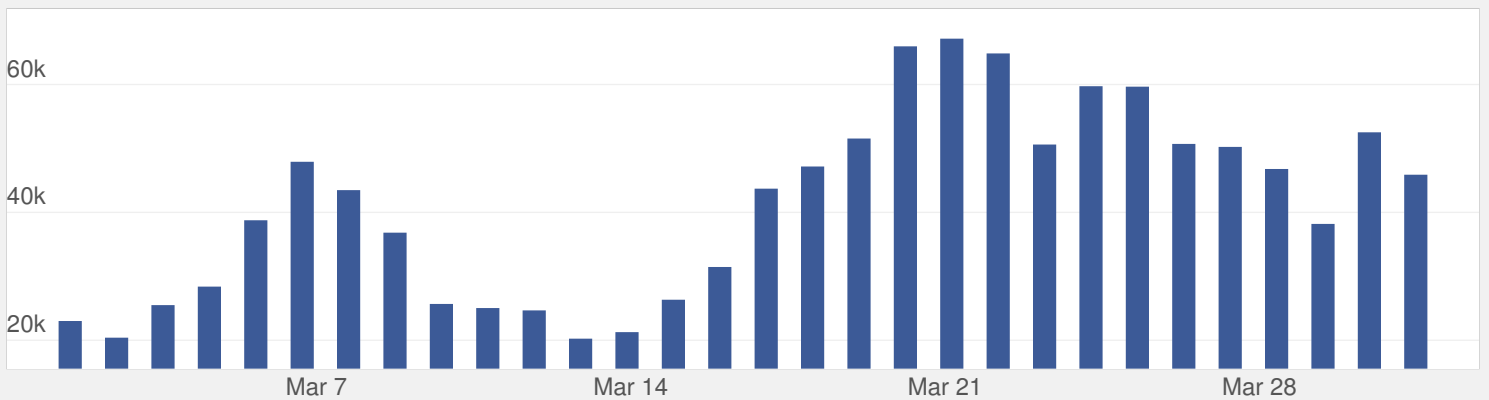
### FAN GROWTH

New Fans **688** Unliked your Page **147**

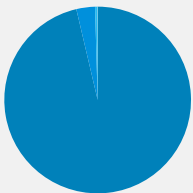


### PAGE IMPRESSIONS

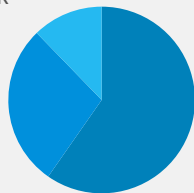
Impressions **1.2m** by **919,846** users



### IMPRESSIONS



- Page Post 145.5k
- Fan 4.9k
- Other 608
- Checkin 40
- Mention 27
- Question 0
- User Post 0
- Coupon 0
- Event 0



- Paid 736.0k
- Organic 345.7k
- Viral 151.0k

### BY DAY OF WEEK

Day	Avg	Total
Sun	45.8k	183.1k
Mon	43.7k	174.7k
Tue	37.5k	187.4k
Wed	34.8k	174.2k
Thu	41.0k	204.9k
Fri	37.6k	150.3k
Sat	39.8k	159.1k

### IMPRESSION DEMOGRAPHICS

Here's a quick breakdown of people engaging with your Facebook Page

#### AGE & GENDER

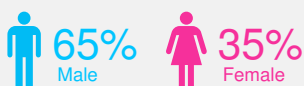
Age Group	Male	Female
13-17	317	401
18-24	4.1k	6.1k
25-34	14.2k	24.1k
35-44	132.6k	66.2k
45-54	199.7k	92.0k
55+	242.3k	127.5k

#### TOP COUNTRIES

Country	Impressions
United States	822.1k
Germany	66.3k
United Kingdom	5.2k
Canada	3.9k
Austria	2.6k

#### TOP CITIES

City	Impressions
New York, NY	43.2k
Chicago, IL	28.3k
Cape Coral, FL	19.2k
Naples, FL	11.1k
Brooklyn, NY	11.0k



Web Traffic	84,360	
Social Traffic	7,494	
Twitter Posts	92	
Web Mentions	3	

Leading Social Traffic Source  
Facebook **7,295 views**

## TOP SOCIAL REFERRERS

- #1** RT @ParadiseCoast: A6: The local CVB is a great place to start when planning a trip. #ParadiseChat <https://t.co/lwPbQtW1c> <https://t.co/pat...>  
[MarriottResorts](http://www.marriott.com) 23,497 followers · <http://www.paradisecoast.com>
- #2** RT @ParadiseCoast: A2: With 8 miles of deserted beaches, Keywaydin Island is a favorite. <https://t.co/mraollv7lk> #FLTravelChat <https://t.c...>  
[AskChefDennis](http://www.paradisecoast.com) 18,046 followers · <http://www.paradisecoast.com>
- #3** RT @ParadiseCoast: Are you ready for some good, not so clean fun? This family is. Swamp Buggy begins today! <https://t.co/Ove6k5Lfs7> <https://t.c...>  
[Myhaverphoto](http://www.paradisecoast.com) 15,557 followers · <http://www.paradisecoast.com>

# Destination Discovery

If a weekend on the lake means the same-old same-old, how about hitching up your boat and hitting the road for new horizons? Here are five achievable adventures well worth the journey

## 1 LAKE TAHOE, CALIFORNIA/NEVADA

*Best for fishing, sailing, waterskiing, wakeboarding, and paragliding*

**T**he sapphire-blue and emerald-green waters of Lake Tahoe stand in stark contrast to the snow on the peaks that surround the lake, the same snow that feeds what is the sixth largest freshwater lake by volume in the country.

“The first thing that struck me was just how clear the water is,” said Susan Shingledecker, who spent time cruising and paddleboarding on the lake last August. “Looking down, I could easily see a pair of sunglasses dropped by a fellow paddler. I thought I could reach them. But in reality, they were so deep that I’d have needed fins and snorkel to retrieve them!” Located more than 6,000 feet above sea level, Lake Tahoe, with an average depth of 1,000 feet, is bisected from north to south by the California/Nevada state line. Approximately two-thirds of the lake is in California. The line travels from Crystal Bay, in the north, to the aptly named State Line, in the south. Fishermen need to be keenly aware of the state line, as each state requires a different license. Casting a line in the wrong spot could earn you a ticket. Fishing is allowed year-round on the lake, with rainbow trout, brown trout, and Kokanee salmon in abundance.

**Crystal clear waters and spectacular scenery await those who travel to Lake Tahoe.**

Interestingly, due to water depth and other environmental factors, the lake never freezes, so year-round boating is possible – for the brave. Surrounded by mountains, the area offers lots of hiking and biking trails. All kinds of watercraft are found on the lake, and with the large



open areas, there's plenty of wind for sailors. If you decide not to take your own boat, rental choices abound, from PWCs and pontoon boats to ski boats, canoes, and kayaks, all available by the hour or day. Campsites and launch facilities surround the lake; just be aware that many of these may be closed to all but the smallest craft if lake levels are low. It pays to check first.

– MARK CORKE

## LAKE TAHOE KNOW-HOW

**WHEN TO GO** - Thanks to the lake's elevation, it never gets oppressively hot in summer; the average temperature in July and August is 77 F. Summer and early fall is best for boating. By October, it gets cold, especially at night. January and February average a chilly 38 F.

**WHERE TO STAY** - Marinas are situated all around the lake. Moorings can also be rented at some of the resorts. Plentiful campsites, hotels, and resorts rim the lake. [www.visitinglaketahoe.com](http://www.visitinglaketahoe.com)

**BOAT RENTALS** - [www.tahoports.com](http://www.tahoports.com)

### WHERE TO LAUNCH

There's 17 listed launch raps at the lake, but some of these may be out of use to all but the smallest boats when water levels are low. [www.visitinglaketahoe.com](http://www.visitinglaketahoe.com)

**DETAILS** - There are fees for using Lake Tahoe; the most important of those is an inspection (mandatory before the boat is launched into the lake) to prevent the spread of such invasive species as zebra mussels. Fees vary depending on boat size, and these are independent of any launch fee that you may be charged at any launch-ramp facility. [www.tahoeboatinspections.com](http://www.tahoeboatinspections.com)

A two-day California fishing license costs \$23.50. [www.wildlife.ca.gov](http://www.wildlife.ca.gov)



## Destination Discovery



# 2 TABLE ROCK LAKE, MISSOURI

*Best for fishing, fishing, and more fishing, plus every kind of small-boat fun*

**T**able Rock Lake and the legendary Big Cedar Lodge have been long-time destinations for my family," says TV personality and bass-fishing addict Mark Zona. "It's everything that's right in the outdoors. I started fishing Table Rock Lake in my teens, and being able to take my 16-year-old twin boys there now is nothing less than magical."

If you're as keen on fishing as Zona, then a visit to Table Rock Lake may belong on your bucket list. The lake was formed when the White River was dammed in 1958 to provide flood control and supply hydroelectric power to surrounding towns and cities. Fishing is the prime activity; stripers, largemouth, and smallmouth bass are plentiful. The lake has more than 850 miles of shoreline, and with numerous islands, inlets, and fingers off the main channels, seclusion is easy to find. This also

makes it an ideal spot for gunkholing and a perfect small-boat playground. "My favorite time is in the very early morning," says Rebecca Birch, a regular on the lake. "The sun's just coming up, the lake's covered with a light mist, and the only sound is my bow splashing through the water." Birch, a Branson native,



boats as often as she can. "Often, I'll just head out for a few hours. But when friends come to stay, we'll go off for a few days, camping at one of the many lakeside campgrounds."

In fact, you'll find the full gamut of boats on the lake, from bowriders, like Birch's, and bass boats all the way up to large houseboats, which often tow a pontoon boat behind to act as a tender and tow vessel for those who like water sports. Much of the lake is in the densely wooded region of the Ozarks, so if you fancy a day off the boat, there are plenty of hiking trails to explore in the surrounding countryside. There's a large sandy beach with a roped-off area for swimming at Moonshine Beach, at the northern end of the lake. Many of the shoreside campgrounds and recreational areas also have sandy beaches, which are ideal for family members who want a day off from boating. – M.C.

**Family Fun! Watersports of all kinds are popular on Table Rock Lake.**

April 25, 2016

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## TABLE ROCK LAKE KNOW-HOW

**When To Go** - The warmest months are July and August, peak season, with highs in the upper-80s F and lows in the mid-60s F. The mild-weather shoulder season of September and October is less crowded. Columbus Day weekend is often a treat for leaf peepers, with spectacular fall colors on the wooded shoreline.

**Where To Stay** - Most of the lodging options are centered on the eastern end of the lake towards Branson. [www.explorebranson.com](http://www.explorebranson.com)

Cedar Lodge is a full-on resort and has all the amenities. Rates start at \$120 per night (off-season, double); expect to pay more during busy times. [www.bigcedar.com](http://www.bigcedar.com)

Camping is big; the lake has more than 50 campgrounds, from big and luxurious to small and rustic. Check out the park-service website. [mostateparks.com](http://mostateparks.com)

**Where To Launch** - With 24 launch ramps around the lake, there's sure to be one near your lodging. In years past, low water levels from a leak in the dam made some of these ramps unusable. But the leak is now fixed, and water levels are expected to be normal by press time. A call ahead is still recommended. [www.missourigreatoutdoors.com/table\\_rock\\_lake\\_boat\\_ramps.php](http://www.missourigreatoutdoors.com/table_rock_lake_boat_ramps.php)

**Details** - There may be a launch fee at private ramps. You'll need to have taken and passed a Missouri boating safety course before boating on the lake; the course can be taken online. [www.boat-ed.com/Missouri](http://www.boat-ed.com/Missouri) NEED TO CHECK IF FOUNDATION COURSE COUNTS

Fishing licenses are available online. - [www.mo.wildlifelicenses.com](http://www.mo.wildlifelicenses.com)

If you just can't get enough of the lake, Table Rock is home to the Branson Belle, a large, 700-passenger stern-wheeler that offers dinner cruises. - [www.bransonshows.com/activity/ShowboatBransonBelle.cfm](http://www.bransonshows.com/activity/ShowboatBransonBelle.cfm)

# 3 THE EVERGLADES, FLORIDA

*Best for a winter getaway, fishing, and watching lots of wildlife*



“Consider it like boating in the Bahamas,” offered the fellow launching in the lane next to me. “You’re pretty much on your own out there, so prepare and proceed with care.” Facing a maze of mangroves, mudflats, and oyster bars in the heart of the Everglades, I weighed that advice each morning when we left the dock to explore the watery wilds surrounding our base at the Outdoor Resorts marina, on 148-acre Chokoloskee Island. Surrounded by national park, the marina for many generations has served as an end-of-the-road outpost and jumping-off point for commercial and

sport anglers heading into the Everglades and Ten Thousand Islands waters.

If you don’t love fishing or wildlife watching, move on to the next destination, for there’s little else to do here on the water. Watercraft with drafts greater than 18 inches are limited in their operating area in the shallows that dominate the region. Cellphone service is nonexistent in much of the Everglades, and I found I couldn’t count on getting a response to a VHF courtesy radio check, either; although you may be heard, you likely won’t get a response unless you report that you’re in need of assistance. Get an up-to-date chart of the area, and make sure any electronic charts are current. It’s a good idea to seek local advice, too; doing so prevented me from getting stuck in the shallows, which were not clear on my chartplotter. You can’t count on channel markers to help you navigate park waters, either, as their use is purposely limited in the 1.3 million-acre

**Plenty of wildlife calls the Everglades home. Pelicans and spoonbills abound and the fishing is good in the one and a half million acres of the Everglades Park.**

Wilderness Waterway designation that substantially covers most of the park’s 1.5 million acres.

Ask a local if you can follow his or her boat to learn the cuts and channels that lead through the backcountry to the popular fishing and boating destinations. Fishing guides and guests at our resort offered that option when we told them it was our first time boating in the area. We also used our boat’s GPS backtracking option to mark and save those routes so we had a trail to follow to get back to the dock.

Top off your boat and vehicle fuel tanks before you get too far from I-75; gas gets more expensive the farther you travel from the interstate, and it may be unavailable at any price for



short intervals at some marinas during peak holiday periods.

Make no mistake, this is glorious backwoods boating, so carry a few spare parts, such as a prop, and know how to change it out. Bring along water shoes that won't get sucked off your feet in muck or compromised by sharp oyster shells. Bring binoculars for watching everything from gators and manatees to bald eagles and roseate spoonbills, among all the wildlife that abounds in the Everglades. Pack sunscreen and insect repellent if you visit in the winter months; double the amount of both at any other time of year. The sun is strong year-round, and the moment it dips below the horizon, skeeters and no-see-ums descend. But, oh, man, it's all worth it. – **DAN ARMITAGE**

## EVERGLADES KNOW-HOW

**When To Go** - While fishing is good year-round, non-Floridians may find all but the winter months a bit hot.

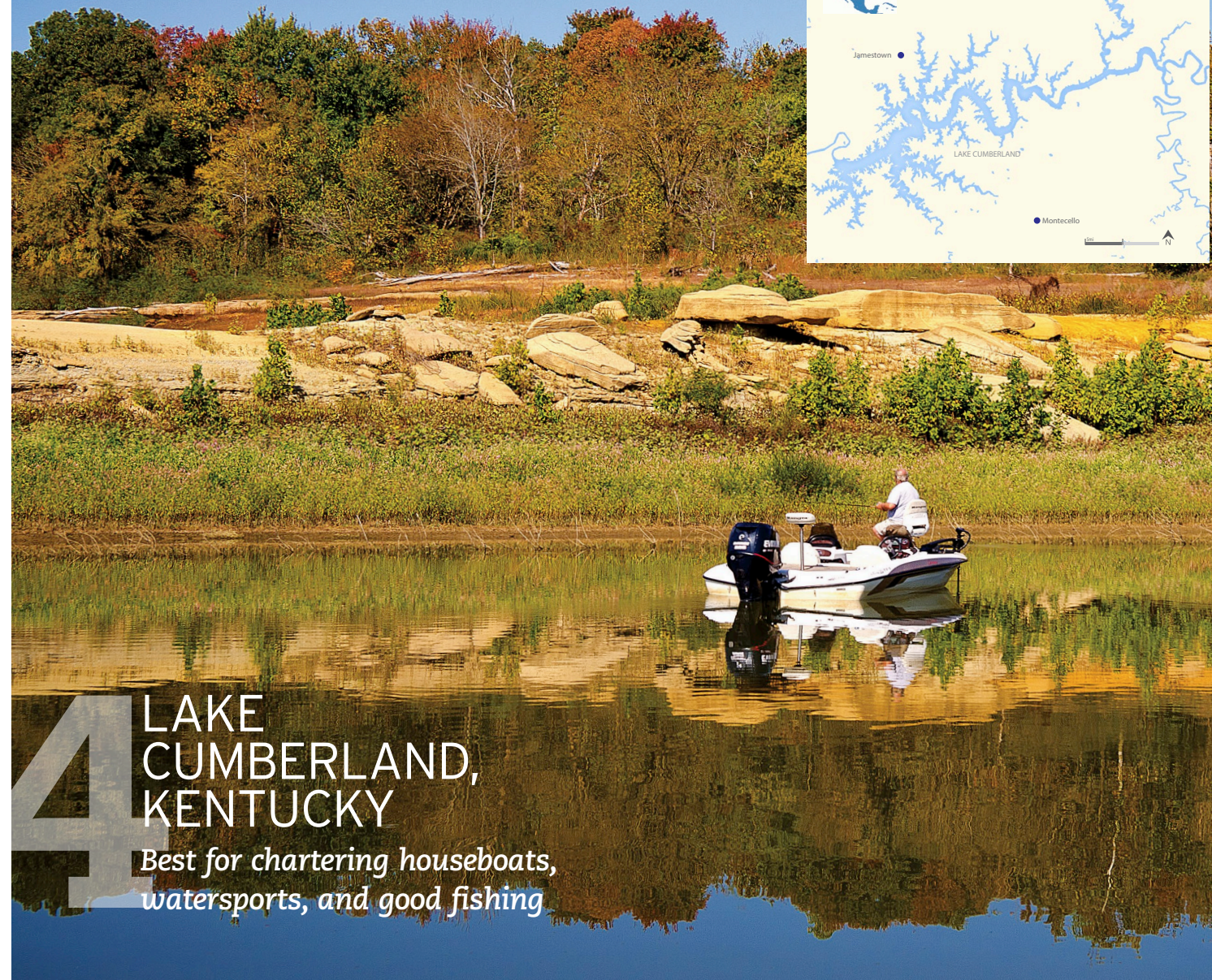
**Where To Stay** - RV pads and motel rooms on the marina are available at the resort starting at \$99 a night. [www.outdoorresortsofchokoloskee.com](http://www.outdoorresortsofchokoloskee.com)

Also, get local tourism info from the Everglades Convention & Visitors Bureau in Naples, Marco Island. [www.paradisecoast.com](http://www.paradisecoast.com)

**Where To Launch** - The most popular public launch ramp on Chokoloskee Island is operated by the adjacent Outdoor Resorts and charges \$20. Picking the brain of marina manager Kenny Brown for boating and fishing advice while forking it over? Priceless.

**Details** - The author booked with HOPE Fishing Adventures and says that Capt. Charlie Phillips is the president of the Florida Guides Association and that "if he can't accommodate you, one of his fellow members will."

## Destination Discovery



# 4 LAKE CUMBERLAND, KENTUCKY

*Best for chartering houseboats, watersports, and good fishing*

**A**ccording to Buzz Moore, there's simply nothing better than houseboating on Kentucky's Lake Cumberland. "We moved to Somerset to be near the grandkids when we retired, then soon after bought a runabout," says Moore. "Now we probably spend more time on the lake than we do at home. We love it here."

Often considered the houseboating capital of the world, Lake Cumberland by many estimates is home to more than 1,500 houseboats. Moore initially thought that with that many houseboats, not to mention the influx of small boats in the summer, the lake would get congested. But, no, he says, that's not the



case. "The lake is 100 miles long, and with so many small coves and bays, it's easy to get away from others. We'll tuck into a small inlet at the end of the day and sit in the boat watching the

April 25, 2016  
Detailed Staff Reports 11

## LAKE CUMBERLAND KNOW-HOW

**When To Go** - The average summer high temp is 79 F, dipping down to the high 30s F in winter. Summer is peak season, of course, but September and October can be a good time to visit; the weather is still mild, but the lake is less crowded. The period around Columbus Day weekend is often a treat for leaf peepers, with spectacular fall colors on the wooded shoreline.

**Where To Stay** - If you rent one of the large houseboats, you'll have all the comforts of home. Prices vary depending on the size and time you wish to go, but you should expect to pay around \$5,000 per week for boat suitable for three to four couples. [www.houseboating.org](http://www.houseboating.org)

If you're trailing a boat that has sleeping accommodation, perhaps rent a transient slip for a night or two at one of the many marinas. Or anchor out. Many boaters simply pull up to the beach - much of the lake has a gently sloping shoreline - and run a line to a tree or dig an anchor into the gravel. [www.lakecumberland.com](http://www.lakecumberland.com)

There's also camping ashore at the many state parks and local campgrounds that dot the lake shore, ideal for those with smaller craft. [www.lakecumberland.com](http://www.lakecumberland.com)

**Where To Launch** - There are 48 listed launching sites that are either privately operated, often at marinas and boatyards, operated by the Corp of Engineers, or found at such state-operated facilities as state parks. Some of these ramps may be closed if water levels in the lake are especially low. [www.lakecumberland.com](http://www.lakecumberland.com)

**Details** - Be prepared to have your boat inspected before launching into the lake. **(LINK?)**

**Need a fishing license?** Buy it online before you arrive.

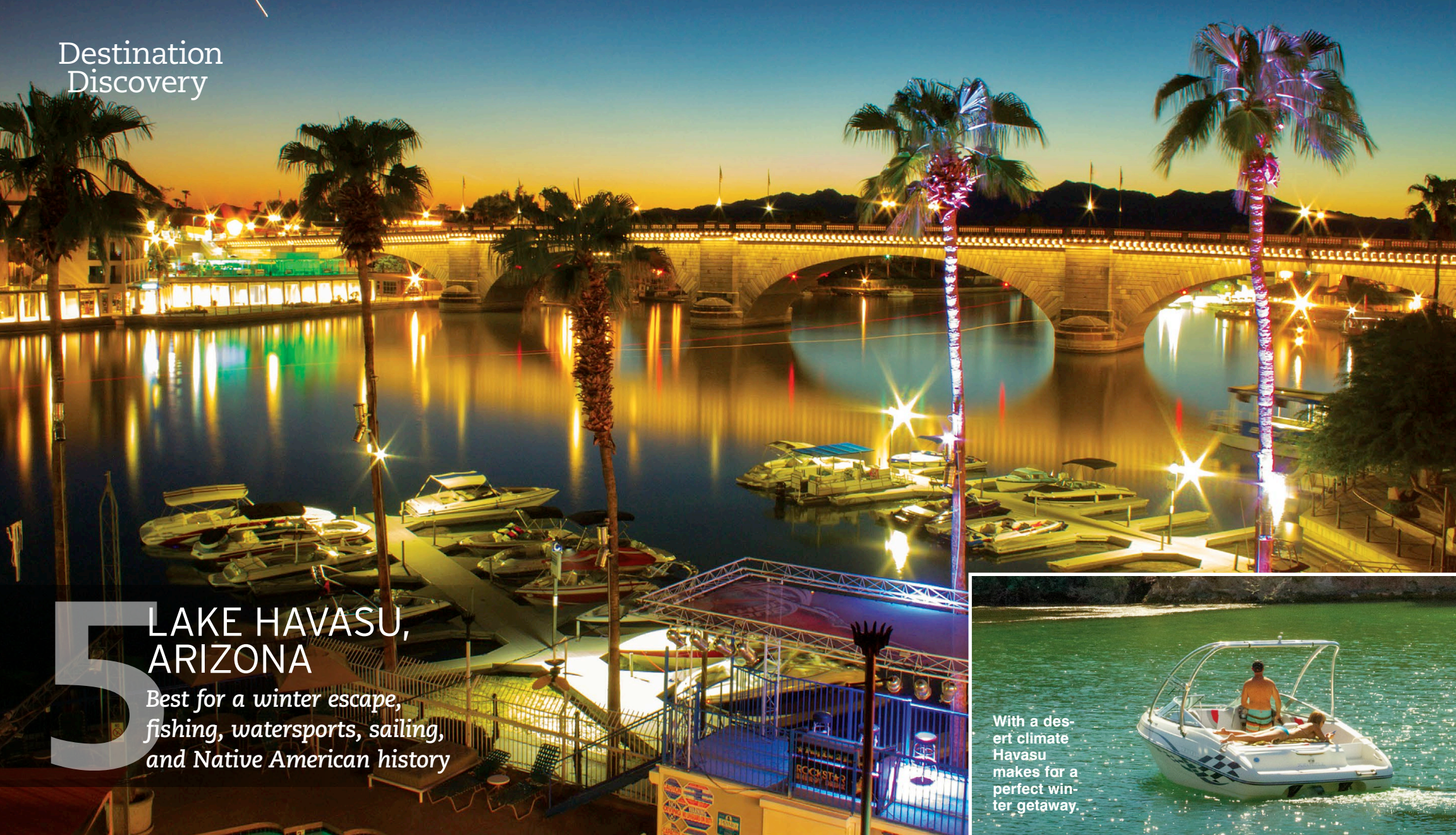
[fw.ky.gov/FishBoatGuide/Documents/1516fishboatguide.pdf](http://fw.ky.gov/FishBoatGuide/Documents/1516fishboatguide.pdf)

**Lake Cumberland is known for houseboats but there's still plenty of places to get away from it all (top).**

sun go down. It's quite magical." Lake Cumberland is also a popular destination for small-boat anglers. The lake is well stocked with fish and boasts some state records. Striped bass and walleye are regularly taken from the lake. (You'll need a license, available online.) Long and skinny, the lake runs in a generally northeast-to-southwest orientation and was formed by damming of the Cumberland River. You may find yourself adjusting your watch as you travel from one end of the lake to the other: The top half is on Eastern Time, the lower on Central. There are plenty of places to launch a trailerable boat. Many ramps are located in state parks or on municipal lands and are free to use. Those located at private marinas may require a launching fee. You'll need to check; a weekly pass is often cheaper than paying by the day. – **M.C.**







# 5 LAKE HAVASU, ARIZONA

Best for a winter escape, fishing, watersports, sailing, and Native American history

Lake Havasu became a tourist destination when businessman Robert McCulloch was looking for somewhere to build and test his outboard motors; Havasu seemed like the ideal spot. To bring in visitors, he bought the famous London Bridge, had it transported from England to the site, rebuilt it on Pittsburgh Point, then dredged below it to form what is now Bridgewater Channel.

Havasu City is busy during holidays and just 15 miles from iconic Route 66, now known as I-40. Trailer-boaters launch their boats at one of the many boat ramps in town, which can get backed up during busy times. One way to avoid this is to cross London Bridge and go to Site Six (so named because it was an airfield for an emergency training base back in the

1940s), at the end of Pittsburgh Point. Here you'll find a fishing pier and a free launch ramp that provides direct access to Lake Havasu.

Havasu City is roughly the lake's midpoint. Head north from Havasu City and you'll soon come to Blankinship Bend, where the lake makes a sharp right turn, and the beginning of Topock Gorge, a 13-mile stretch through towering cliffs on either side. Be careful here, as there's a big sandbar that can trap those not paying attention. Just past the bend you'll see the huge Mohave Rock to starboard. Farther north, one can find on the riverbank walls Native American stone carvings created hundreds of years earlier. Note: No waterskiing is allowed from the sandbars at the northern end of Lake Havasu all the way to the Highway 40 bridge.

Head south from Havasu City and you'll reach Copper Canyon, on the lake's California shore. Popular with the spring-break crowd but quiet at other times of year, it's close to a high rock called Blind Leap where the daring, or foolish, jump 200

With a desert climate Havasu makes for a perfect winter getaway.

feet into the lake below.

According to Scott Benes, an angler who's spent years on the lake, many visitors get caught out by the shifting sandbars, keeping the local tow-boat operators busy pulling them off. "The sandbars in the lake are pretty well marked. But you need to use caution, as they do move when the river is high and the dam is open. When the dam is fully open, the water has been known to travel as fast as eight knots."

Surrounded by desert, the lake is a good choice for those looking to escape cooler climates elsewhere. The water is warm, and air temperatures can be extreme in summer months, making sunblock a must-have. The lake is a popular destination for PWC enthusiasts and hosts the world championships each October. Lake temperatures vary little throughout the year, making this a perfect destination for watersports of all kinds; tubing and waterskiing are especially popular during the summer. The lake also makes a good spot for small sailboats, especially early and late in the year when a consistent wind makes sailing, well, a breeze! – M.C.

## LAKE HAVASU KNOW-HOW

**When To Go** - Rainfall is light and infrequent, and sunshine prevails year-round, although temperatures often exceed 100 F during the height of summer, dipping to the mid-60s F in winter. Because it's a popular spring-break destination, if you don't like crowds, it's best to avoid a visit at that time of year. Early and late in the year are favorite months for sailors craving the warm breezes that fan the lake.

**Where To Stay** - You'll probably want to stay on your boat if it's large enough. There are several marinas around Havasu City, including ones, such as Havasu Springs Marina in California, that are close to the dam at the south end of the lake. [www.golakehavasu.com/](http://www.golakehavasu.com/)

If you can't sleep aboard, then get away from it all at one of the many rustic "boat-in" campsites surrounding the lake. Don't expect much, but you'll get a place to pitch a tent, a grill, and a dry latrine for about \$10 a night.

[www.azstateparks.com/Parks/LAHA/index.html](http://www.azstateparks.com/Parks/LAHA/index.html)

For something more upscale, a room at the London Bridge Resort starts around \$130 per night.

[www.londonbridgeresort.com](http://www.londonbridgeresort.com)

**Where To Launch** - Most launch sites are centered around Havasu City, where you can also buy gas and provisions. But not all facilities remain open all year. Launch fees range from \$15 to \$20 per day, depending on the ramp.

[www.golakehavasu.com/](http://www.golakehavasu.com/)


**Details** - Several no-wake zones are in force, including the length of the cut under London Bridge, south near the dam, and at the northern end of the lake near I-40.

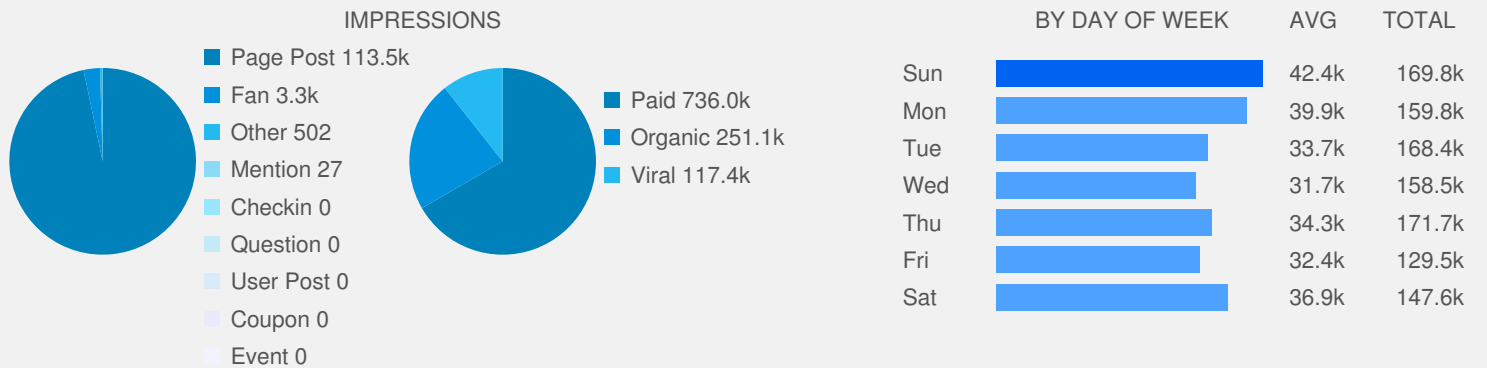
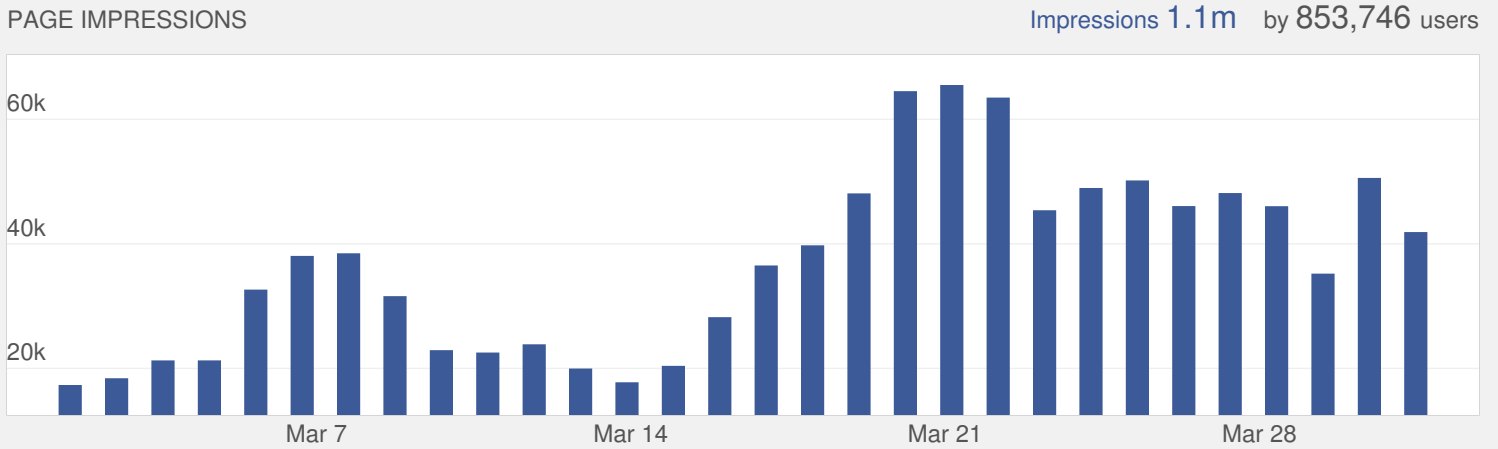
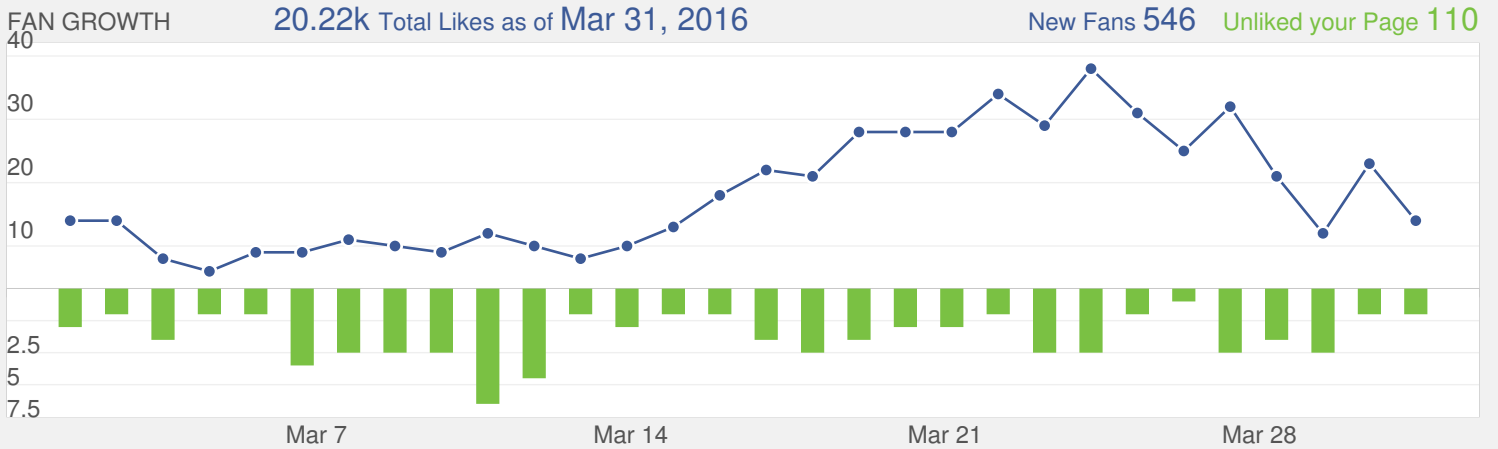
[www.golakehavasu.com/](http://www.golakehavasu.com/)



# FACEBOOK PAGE REPORT

from March 1, 2016 - March 31, 2016

 Naples, Marco Island, Everglades - Paradise Coast



## IMPRESSION DEMOGRAPHICS

Here's a quick breakdown of people engaging with your Facebook Page

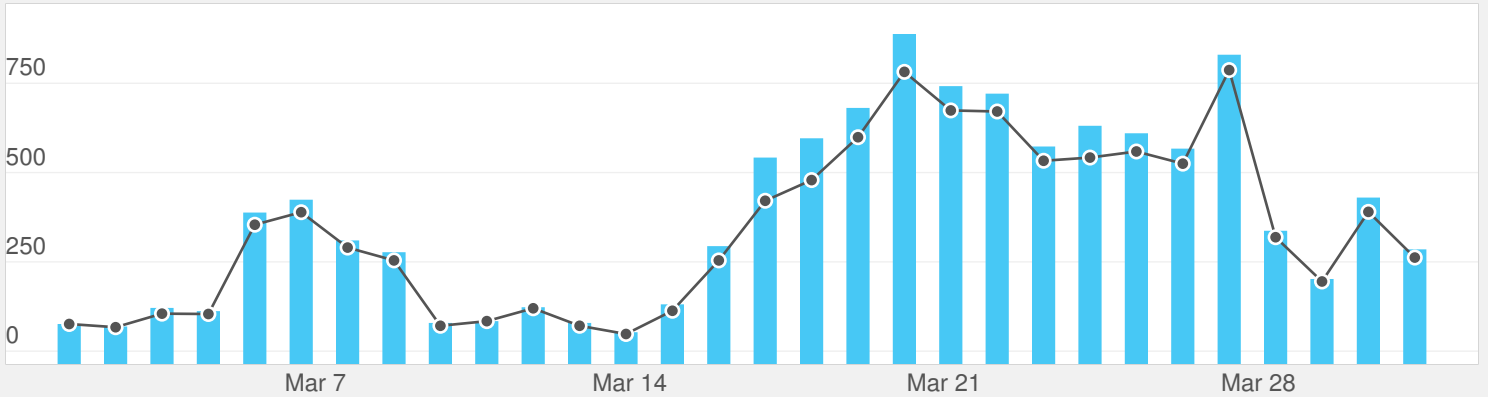


# SHARING

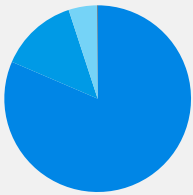
how people are sharing your content

## STORIES

Stories Created **11,255** by 10,138 users



### SHARE TYPE



- Other 9.2k
- Page Post 1.5k
- Fan 556
- Mention 10
- Checkin 0
- Question 0
- User Post 0
- Coupon 0
- Event 0

### BY DAY OF WEEK

Day	Avg	Total
Sun	563	2.3k
Mon	302	1.2k
Tue	308.8	1.5k
Wed	284.4	1.4k
Thu	356.4	1.8k
Fri	317.3	1.3k
Sat	444.5	1.8k

## SHARER DEMOGRAPHICS

Here's a quick breakdown of people creating stories on your Facebook Page

### AGE & GENDER

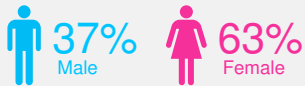
Age Group	Male	Female
13-17	2	13
18-24	20	110
25-34	156	284
35-44	558	829
45-54	1,000	1.5k
55+	1.7k	3.2k

### TOP COUNTRIES

Country	Count
United States	8.6k
Germany	196
United Kingdom	151
Canada	128
Austria	44

### TOP LOCALES

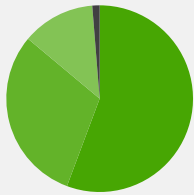
Locale	Count
English (United States)	8.4k
Spanish (umbrella locale)	316
German (Germany)	257
English (United Kingdom)	164
Spanish (Spain)	51



# YOUR CONTENT

a breakdown of the content you post

## BY STORY TYPE



- Photo 44
- Link 24
- Video 10
- Status 1

	AVG	TOTAL
Reach	8.29k	572.04k
People Talking About This	129.54	8.94k
Engagement	3.67%	3.51%

## CONTENT BREAKDOWN

A breakdown of how your individual posts performed

DATE	POST	REACH	ENGAGED	TALKING	REAC	COMMENTS	SHARES	ENGAGEMENT
03/31/16	Open-toe season is here. Get ready to...	520	22	13	11	1	2	4.23%
03/30/16	Back in the back country: Swamp buggy...	1.8k	44	19	18	--	2	2.5%
03/30/16	Even the simplest dishes become a wor...	2.1k	71	34	33	--	1	3.37%
03/29/16	We can't help but see Paradise. What ...	638	33	23	23	--	3	5.17%
03/28/16	Spring is here, and so are spring fas...	423	10	5	4	--	1	2.36%
03/28/16	[Link]	544	15	9	8	--	1	2.76%
03/28/16	[Photo]	347	5	2	1	1	--	1.44%
03/27/16	Happy Easter from Florida's Paradise ...	10.0k	649	538	498	20	60	6.47%
03/26/16	Surround yourself with the beauty of ...	2.2k	134	63	59	1	7	6.18%
03/26/16	The fish are biting this time of year...	459	22	13	12	--	1	4.79%
03/25/16	[Photo]	1.7k	88	53	50	4	--	5.13%
03/24/16	It's time to discover your paradise o...	76.3k	2.2k	368	308	16	82	2.88%
03/24/16	It's time to discover your paradise o...	22.2k	454	112	101	5	14	2.04%
03/24/16	It's time to discover your paradise o...	17.1k	210	49	40	2	11	1.23%
03/24/16	[Photo]	338	4	3	3	--	--	1.18%
03/22/16	Paradise is always welcoming, so than...	2.0k	86	64	61	1	4	4.37%
03/22/16	Sally on the beach #naples #naplesflo...	5.8k	330	235	217	9	19	5.7%
03/22/16	Sally on the beach #naples #naplesflo...	--	--	--	--	--	--	%
03/22/16	[Photo]	--	--	--	--	--	--	%
03/22/16	What fragrance reminds you most of sp...	1.4k	17	6	5	--	1	1.2%
03/21/16	Take your sense of adventure to new p...	2.3k	103	19	13	2	5	4.43%
03/20/16	Exploring the mangroves today. #Lov...	4.1k	143	119	114	--	7	3.52%
03/20/16	New to Florida's Paradise Coast? Take...	2.9k	117	69	62	2	11	4.1%
03/20/16	How are you celebrating the first day...	2.8k	52	38	35	3	4	1.86%



# Instagram Profiles Report

## for paradisecoast

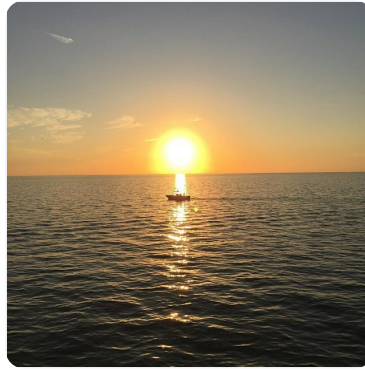
Mar 01, 2016 - Mar 31, 2016

The Instagram Profiles Report gives you insight on all social activity across your Instagram accounts using a blend of Instagram metrics and proprietary metrics of our own.

## Top Instagram Posts



@paradisecoast  
63 Engagements



@paradisecoast  
57 Engagements

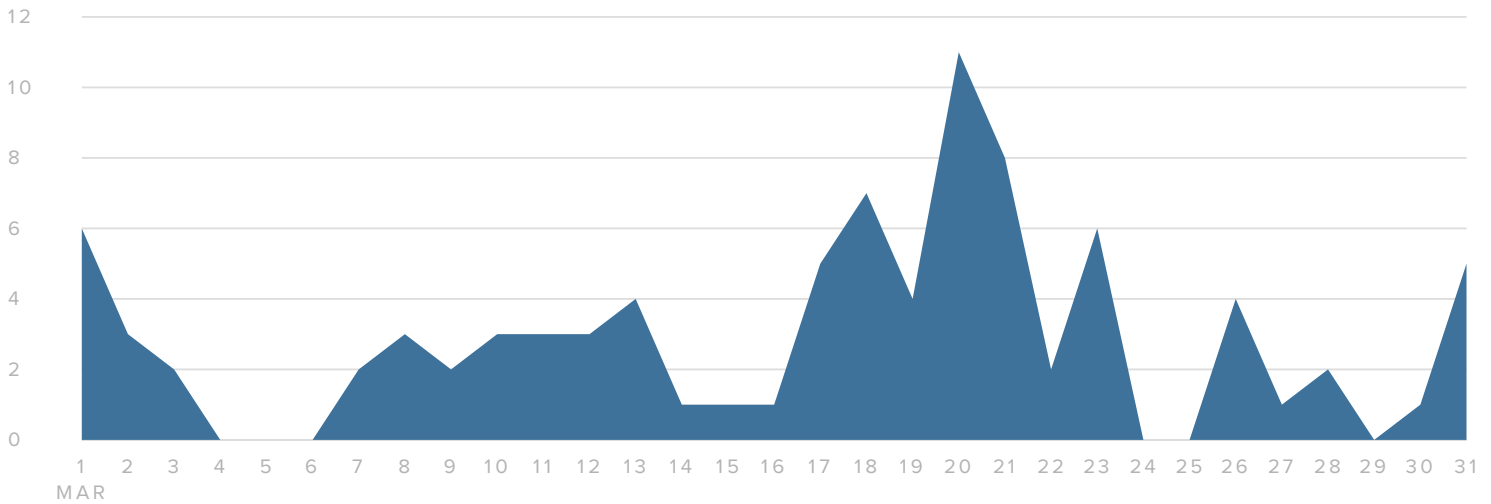


@paradisecoast  
51 Engagements

## Audience Growth

AUDIENCE GROWTH, BY DAY

■ FOLLOWERS GAINED



### FOLLOWER METRICS

### TOTALS

Total Followers	1,311
Followers Gained	83
People that you Followed	12

Your new followers increased by

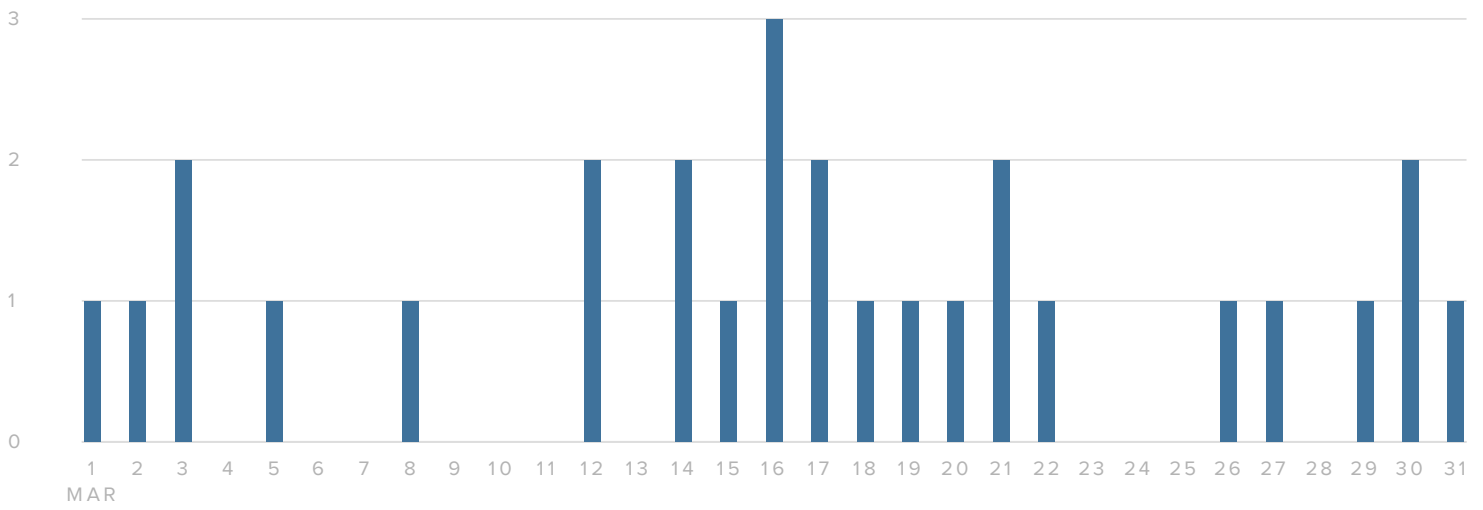
▲ **33.9%**

since previous month

## Publishing Behavior

### MEDIA PER DAY

■ MEDIA SENT



### PUBLISHING METRICS

### TOTALS

Photos	20
Videos	8
<b>Total Media</b>	<b>28</b>

The number of media you sent decreased by

▼ **3.4%**

since previous month

## Outbound Hashtag Performance

### MOST USED HASHTAGS

#lovefl	18
#discoverparadise	18
#paradisecoast	17
#[]	11
#naples	10
#florida	10
#everglades	9
#marcoisland	9
#travel	7
#naplesflorida	6

### MOST ENGAGED HASHTAGS

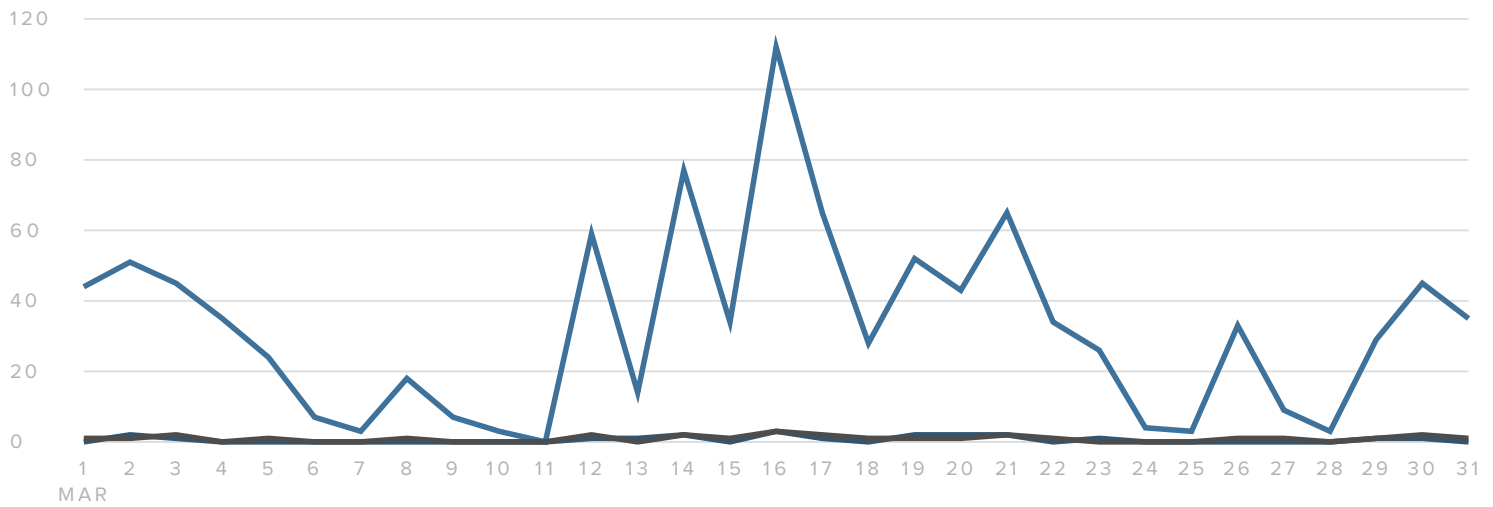
#discoverparadise	592
#lovefl	558
#paradisecoast	505
#[]	399
#florida	339
#naplesfl	247
#everglades	246
#naples	244
#naplesflorida	221
#travel	203



# Audience Engagement

AUDIENCE ENGAGEMENT, BY DAY

■ LIKES RECEIVED ■ COMMENTS ■ MEDIA SENT



ENGAGEMENT METRICS	TOTALS
Likes Received	1,007
Comments Received	20
<b>Total Engagements</b>	<b>1,027</b>
Engagements per Follower	0.8
Engagements per Media	36.7

The number of engagements decreased by

▼ **4.0%**

since previous month

The number of engagements per media decreased by


▼ **0.6%**

since previous month

# Top Influencers Engaged



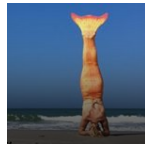
**@dinodesiderio**  
6.2k Followers



**@tigertailbeac..**  
5.4k Followers



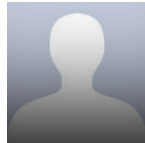
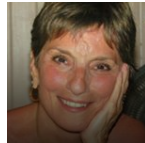
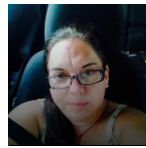
**@the\_matt\_ha.**  
3.0k Followers




**@acromatico**  
1.6k Followers



**@bigcypressn..**  
1.2k Followers



## Instagram Stats by Profile

Instagram Profile	Total Followers	Follower Increase	Followers Gained	Media Sent	Comments Sent	Total Engagements	Engagements per Media	Engagements per Follower
 paradisecoast	1,311	6.8%	83	28	2	1,027	36.7	0.78