

**Grand Junction Visitor and Convention Bureau
Group Sales Report
January 2016**



2016 Leads	Goal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	% to Goal
	97	12													12

Confirmed Leads	Year	Leads Goal	Leads Made	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Confirmed	% Converted YTD	Economic Impact Current Month	Economic Impact YTD
	2016	97	12													0	0%		\$ -
	2015	94	97	2												20	21%	\$ 20,250	\$ 20,250
	2014	91	91													32	35%		\$ -
	2013	88	88													52	59%		\$ -
	2012	92	86													58	67%		\$ -
	2011	89	90													50	56%		\$ -
	2010	86	78													51	65%		\$ -
	2009	104	92													55	60%		\$ -
Portional Revenue Pending																			\$ -
Portional Revenue Confirmed																			\$ -
Total Economic Impact																	\$ 20,250	\$ 20,250	

Lost Business	Group/Event	3																
	CD-Murdock/2016 Incentive CGAIT-2016 Kleinfeld-Cruz/Hood Wedding	Chose The Ritz Carlton, Lake Tahoe, Nevada Chose Aspen - wanted more of a resort area for 2016 Chose Holiday Inn Express in Montrose, as wedding is in Montrose																
Site Inpection/FAM	Group Sales assisted with French Travel Writer																	
Networking	Quarterly Coffee TIAC Legislative Reception																	
Meetings	Kyle Verdosh - possible new venture HAG Committee Retreat Epic Rides																	
Trade Shows Events	AAA Travel Show (consumer-leisure)																	
Sales Calls																		
Convention Services	Servicing Goal	Currently Servicing	Provided services for the VINCO Conference this month, as well as attended Tourism Day at the Capital and helped with the TIAC Reception, January 26th - 27th.															
	125	60																

Front Range Contract Sales Representative

2016	Activity	Goal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	Notes
Sales	Leads														0	
	Site Visits														0	
	Appointments														0	
	Total Contacts		81												81	
	Confirmed Nights														0	

Industry Association Contacts	Christian Meetings & Conventions Assoc														0	
	Colorado Society of Assoc Exec.														0	
	Destination Colorado Trade Show														0	
	Meetings Industry Council Trade Show														0	
	Meetings Industry Council VIP Reception														0	
	Meeting Professionals Int'l		9												9	
	Professional Convention Mgmt Assoc.														0	
	Society of Government Meeting Planners														0	
	Successful Meetings University														0	
	TEAMS														0	
	CSAE Annual Conference														0	
	MPI Gala														0	
	Destination Colorado/Board Member Mtg														0	
	SGMP Gala														0	
	Peach Give Away														0	
	Destination Colorado Client Appreciation														0	
	MPI Golf Tournament														0	
SGMP Annual Conference														0		
Destination CO - Administrative Professionals														0		

Attended AAA trade show in Denver Tech Center area - over 800 people in attendance. Also attended TIAC (Travel Industry Association of Colorado) reception downtown - networking with Colorado industry representatives. Attended Destination Colorado Annual Board Retreat in Boulder - considering new venue for big trade show.