## Grand Junction Visitor and Convention Bureau Group Sales Report June 2016



2016 Le	eads	Go	oal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	% to Goal		
		9	)7	12	18	10	6	8	13							67	69%		
	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			-	1	4	1	1 2				8	12%		\$ 235,585			
Confimed	2015	94	97	2	1	5	3	-	6							35	36%	\$ 723,006	\$ 2,030,163
Leads	2014	91		-	-	1	-	-								33	36%		\$ 55,819
	2013	88		-	-	-	-	-								52	59%		\$ -
	2012	92	86	-	-	-	-	-								58	67%		\$ -
	2011	89	90	-	-	-	-	-								50	56%		\$ -
	2010	86	78	-	-	-	-	1								52	67%		\$ 68,444
	2009	104	92	-	-	-	-	-								55	60%		\$ -
	Portio	nal Revenu	e Pending	-	-	-	-	-										\$ -	\$ -
	Portional	Revenue	Confirmed	-	-	-	_	1								-			\$ 1,500
	1 011101101	- nevenue	<u> </u>	1	<u> </u>	<b>!</b>	<u> </u>				-	<b>!</b>		1	<u> </u>	Total Economic	Impact	\$ 752 806	\$ 2,391,511
	_			1	T	1	1	1	1	1		1	ı			Total Economic	ППрасс	7 732,630	7 2,331,311
	Group/Event			3	l	10	5	3	9										
	2016 Deaf Cyclists Retreat				Canceled due to lack of participation K of C 2018/2019 State Ver 2 Distance from Two Rivers Convention Center												er		
Lost Business	CU ENSW/S	Other unknown location was chosen								18 State C	•			ced by new RFP					
	Rocky Mt S		Organize	er couldn't	hem.		· ·					ates not available							
	2017 AT&T		Chose Fa	argo						K of C 20	19 State C	riginal Bi	d	Replaced by new RFP					
	K of C 2017	Organizatior	Dates no	ot available															
	Rhinojourn	-	ina - 1																
Site	Jan Doets -	2																	
Inpection/	Knecht Reis	en - 10																	
FAM	Italian Fam	- 6																	
	Chinese Pre	PW Fam -	3																
	Tourism Open House at the VCB																		
Networking	Preserve Youth America																		
	Steadfast S	teeds																	
Meetings																			
Trade Shows Events	IPW - will be counted in July																		
Sales Calls																			
Convention Services	_	Currently Servicing 90		ervicing fo	or the Spe	cial Olymp	ics, Jeep (	Club Off R	oad Event	, Summit	for Recycl	ing and Ka	art Racing	for Heroe	es. Also, h	elped with the first	AAA Wine Cour	ntry Experience	of the year.

## **Front Range Contract Sales Representative**

2016	Activity	Goal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	Notes
Le	.eads	15	-	2	5	1	2	2							12	
S	ite Visits	5	-	-	-	-	-								-	
Sales A	Appointments	32	-	1	-	1	1								3	
T	otal Contacts	1200	81	91	94	105	96	117							584	
C	Confirmed Nights	N/A	-	-	23	30	20	280							353	

	Christian Maratinan O Commentians Asses				2.4				I			2.4	
	Christian Meetings & Conventions Assoc	-	-	-	34	-						34	
	Colorado Society of Assoc Exec.	-	14	-	-	8						22	
	Destination Colorado Trade Show	-	-	ı		-						-	
	Meetings Industry Council Trade Show	-	-	40	-	-						40	
	Meetings Industry Council VIP Reception	-	-	19	-	-						19	
	Meeting Professtionals Int'l	9	-	-	-	10						19	
	Professional Convention Mgmt Assoc.	-	-	-	-	-						-	
	Society of Government Meeting Planners	-	6	ı	9	-						15	
Industry	Successful Meetings University	-	-	-	-	-						-	
Association	TEAMS	-	-	-	-	-						-	
Contacts	CSAE Annual Conference	-	-	-	-	43						43	
	MPI Gala	-	-	-	-	-	15					15	
	Destination Colorado/Board Member Mtg	-	-	-	-	-						-	
	SGMP Gala	-	-	-	-	-	11					11	
	Peach Give Away	-	-	-	-	-						-	
	Destination Colorado Client Appreciation	-	-	-	-	-		_				-	
	MPI Golf Tournament	-	-	-	-	-						-	
	SGMP Annual Conference	-	-	1	-	-						-	
	Destination CO - Administrative Professionals	-	-	-	-	-						-	_

We attended and sponsored the wine for the MPI Annual Gala (150+ in attendance) as well as the SGMP Annual Gala (75+ in attendance). Signage and verbal acknowledgments at both events as well as bottles of wine displayed where served (and on the tables at the SGMP event).