

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



2016 Leads	Goal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	% to Goal
	97	12	18	10	6	8									54

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	54	-	-	1	4	1									6	11%	\$ 8,091
2015	94	97	2	1	5	3										29	30%		\$ 1,307,157
2014	91	91	-	-	1	-										33	36%		\$ 55,819
2013	88	88	-	-	-	-										52	59%		\$ -
2012	92	86	-	-	-	-										58	67%		\$ -
2011	89	90	-	-	-	-										50	56%		\$ -
2010	86	78	-	-	-	-		1								52	67%	\$ 68,444	\$ 68,444
2009	104	92	-	-	-	-										55	60%		\$ -
Portional Revenue Pending				-	-	-	-											\$ -	\$ -
Portional Revenue Confirmed				-	-	-	-	1										\$ 1,500	\$ 1,500
Total Economic Impact																	\$ 78,035	\$ 1,638,615	

Lost Business	Group/Event	3	3	10	5	3													
	2016 CO Court Employees 2016 Restorative Justice 2019 Hobsons Naviance	Wanted to stay closer to Denver metro; chose Embassy Suites in Loveland, CO Group decided they wanted to be in the mountains; chose Vail Marriott Merged with another meeting, this one was canceled.																	
Site Inpection/FAM	5 Fams: Tourmappers, Netherlands, Senior Discovery Tours, Intrepid Travel, FIT Luthansa Inaugural Flight (Munich) 1 Site: Helsm Briscoe-Nicole Steed for Downtown Colorado Inc and Colorado Municipal League																		
Networking	Reception/Dinner for Colorado Tourism Office Staff and Road Show Colorado Tourism Office Presentation House of Representatives Reception (Yeulin Willet)																		
Meetings	7 Meetings: Colorado Government Financial Officers Association, Colorado Association of Letter Carriers, Friendship Force, JUCO, Colorado Campground Association, GJ Harley, Maison La Belle Vie																		
Trade Shows Events																			
Sales Calls																			
Convention Services	Servicing Goal	Currently Servicing	Conferences included the Mesa Hotline School and SAVMI conference. Events utilizing services included the Grand Valley Marathon, GMIT Soccer Tournament, HITS Triathlon, The Grand Off Road Mountain Bike Race and Downtown Music Festival and JUCO.																
	125	85																	

