Grand Junction Visitor and Convention Bureau Group Sales Report May 2016



2016 Leads		Goal 97		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD % to Goal					
				12	18	10	6	8								54	56%				
	Year	Leads Leads Goal Made		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Confirmed	% Converted YTD	Ir Cı	onomic npact urrent Ionth	E	Economic npact YTD
	2016	97	54	-	-	1	4	1								6	11%	\$	8,091	\$	205,695
Confimed	2015	94	97	2	1	5	3									29	30%			\$	1,307,157
Leads	2014	91	91	-	-	1	-									33	36%			\$	55,819
	2013	88	88	-	-	-	-									52	59%			\$	-
	2012	92			-	-	-									58	67%			\$	-
	2011	89	90	-	-	-	-									50	56%			\$	-
	2010	86	78	-	-	-	-	1								52	67%	\$	68,444	\$	68,444
	2009	104	92	-	-	-	-									55	60%			\$	-
	Portiona	al Revenue	Pending	-	-	-	-											\$		- \$	-
Portional Revenue Confirmed 1								\$	1,500	\$	1,500										
	Total Economic Impact \$ 78,035 \$ 1,											1,638,615									
		oup/Even	3		10	5	3														
Lost Business	2016 CO Court Employees Wanted to stay closer to Denver metro; chose Embassy Suites in Loveland, CO 2016 Restorative Justice Group decided they wanted to be in the mountains; chose Vail Marriott 2019 Hobsons Naviance Merged with another meeting, this one was canceled.																				
Site Inpection/ FAM	5 Fams: Too 1 Site: Hels	urmappers, m Briscoe-N					•			_	ght (Muni	ch)									
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 Currently Goal Servicing Triathlon, The Grand Off Road Mountain Bike Race and Downtown Music Festival and JUCO. 125 85																				

Front Range Contract Sales Representative

2016	Activity	Goal	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	Notes
	Leads	15	-	2	5	1	2								10	
	Site Visits	5	-	-	-	-									-	
Sales	Appointments (sales calls)	32	-	1		1	1								3	
	Total Contacts	1200	81	91	94	105	96								467	
	Confirmed Nights	N/A	-	-	23	30	20								73	

	Christian Meetings & Conventions Assoc*	-	-	-	34					34	
	Colorado Society of Assoc Exec.	-	14	-	-	8				22	
	Destination Colorado Trade Show	-	-	-	-					-	
	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.	-	-	-						ı	
	Society of Government Meeting Planners	-	6	-	9					15	
Industry	Successful Meetings University	-	-	-						1	
Association	TEAMS	-	-	-	-					1	
Contacts	CSAE Annual Conference	-	-	-	-	43				43	
	MPI Gala	-	-	-	-					1	
	Destination Colorado/Board Member Mtg	-	-	-	-					-	
	SGMP Gala	-	-	-	-					1	
	Peach Give Away	-	-	-						1	
	Destination Colorado Client Appreciation	-	-	-	-					1	
	MPI Golf Tournament	-	-	-	-					1	
	SGMP Annual Conference	-	-	-	-					1	
	Destination CO - Administrative Professionals	-	-	-	-					-	