Grand Junction Visitor and Convention Bureau Group Sales Report November 2016



Part										INC	veilibe	st 2016								TOR & CONTENTION ACRES
Vear Leads Leads Goal Made June May June July Aug Sept Oct Now Dec Total Confirmed	2016 Leads					Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	% to Goal		
Varian Loads Loa			97		12	18	10	6	5 8	13	12	5	3	11	5		103	106%		
Continue		Year			Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec		Converted	Impact Current	
Load 91 93 91 91 91 91 91 92 93 94 94 94 94 94 94 94		2016			-	-	1	4	1	2	4	2	3	2	2		21	20%	\$ 84,535	\$ 580,730
2013 88 88 8	Confimed	2015				1	5	3	ı	6	-		-	1			41	42%		\$ 2,706,716
Valid Signature Signatur	Leads	2014	91			-	1	-	ı	-	-	2	-	-			35	38%		\$ 647,427
2010 88 99 90 10 10 10 10 10 10		2013				-	-	-	ı	-	-	-	-	-			52	59%		\$ -
101 103 104 105		2012	92 86		-	-	-	-	-	-	-	-	-	-			58	67%		\$ -
Mate		2011			-	-	-	-	-	-	-	-	-	-			50	56%		\$ -
Portional Revenue Confirmed		2010	2010 86 78		-	-	-	-	1	-	-	-	-	-			52	67%		\$ 68,444
Portional Revenue Confirmed		2009	104	92	-	-	-	-	-	-	-	-	-	-			55	60%		\$ -
Contact Cont		Portion	al Revenue	Pending	-	-	-	-	-	-	-	-	-	-						\$ -
Contact Cont		Portional I	Revenue Co	onfirmed	_	-	-	-	1	-	-	1	1	-						\$ 2.633
CDHS-Office of Children 2016 KArt Racing for Heroes 2016 MCP Gattle of the Border 2016 KArt Racing for Heroes 2016 MCP Gattle of the Border 2017 CD Court Employee 2017 CD Court Emplo													\$ 84,535							
Lost Business 2016 Kart Racing for Heroes 2016 MPC Battle of the Border (LE Wine Law 2017 CHA Rural Hospital 2017 CHA Rural Hospital 2017 CHA Rural Hospital 2017 NALC State Convention		Group/Event			3	3	10	5	3	9	2	7	-	7	7					
Lost Business 2016 NPC Battle of the Border CLE Wine Law CJU17 CHA real Hospital 2017 NALC State Convention 2017 NAL State Convention Returning Meetings Trade Shows Events Sales Calls Servicing Convention Servicing Gaal Servicing Planner no longer with Helms Briscoe, so unable to confirm Group wanted higher end property closer to Denver Decided to stay closer to Front Range Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, so they decided on a different destination Conference was in GJ in 2016, s		CDHS-Office of Children			Held me	Held meeting at Workforce Center due to budget 2017 CO Court Employee Better access in Denver														
CEW Wine Law Cap Wanted higher end property closer to Denver Decided to stay closer to Front Range Decided to Stay clo		2016 Kart Racing for Heroes			Did not i															
Decided to stay closer to Front Range Conference was in GJ in 2016, so they decided on a different destination	Lost Business	2016 NPC Battle of the Border			Planner	Planner no longer with Helms Briscoe, so unable to confirm														
2017 NALC State Convention Conference was in GJ in 2016, so they decided on a different destination Good News Travels Colorado Municipal League Tiny House - Open House Annual Tourism Wrap Up Colorado Government Financial Officers Association - Colorado National Monument Tour Cycling Western Colorado Cycling Nationals (Collegiate/Para's) Missouri Valley Fire Chiefs Grand Valley Climbing - State Climbing Champsionship Museum of the West - Marketing Trade Shows Events Sales Calls Convention Good Servicing Currently Good Servicing		CLE Wine Law			Group w	Group wanted higher end property closer to Denver														
Site Inpection/ Networking		2017 CHA Rural Hospital			Decided	Decided to stay closer to Front Range														
Networking Tiny House - Open House Annual Tourism Wrap Up Colorado Government Financial Officers Association - Colorado National Monument Tour Cycling Western Colorado Cycling Nationals (Collegiate/Para's) Missouri Valley Fire Chiefs Grand Valley Climbing - State Climbing Champsionship Museum of the West - Marketing Trade Shows Events Sales Calls Servicing Goal Servicing		2017 NALC	State Conve	Confere	Conference was in GJ in 2016, so they decided on a different destination															
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Sales Calls Convention Services Goal Convention Services		Museum of	the West - I	Marketing																
Convention Servicing Goal Servicing																				
Convention Goal Servicing	Sales Calls																			
Services		Servicing	Currently																	
Services 125 120		Goal	Servicing																	
	Services	125	120																	

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	2	1	2	2	3			20	
	Site Visits	5	-	-	-	1	-	-	2	-	-	2			4	
Sales	Appointments	32	-	1	-	1	1	-	2	7	2	3	5		22	
	Total Contacts	1200	81	91	94	105	96	117	61	105	95	98	91		1,034	
	Confirmed Nights	N/A	-	-	23	30	20	280	-	-	-	-			353	

	Christian Meetings & Conventions Assoc	-	-	-	34	-	_	-	_	_	_		34	
	Colorado Society of Assoc Exec.	-	14	-	-	8	-	-	6	8	11	15	62	
	Destination Colorado Trade Show	_	-	-	-	-	-	-	-	-	-		-	
	Meetings Industry Council Trade Show	-	-	40	-	-	-	-	-	-	-		40	
	Meetings Industry Council VIP Reception	-	-	19	-	-	-	-	-	-	-		19	
	Meeting Professtionals Int'l	9	-		-	10	-	-	-	5	-		24	
	Professional Convention Mgmt Assoc.	-	-	-	-	-	-	-	-	-	-		-	
	Society of Government Meeting Planners	1	6	-	9	-	-	-	-	-	-	10	25	
Industry	Successful Meetings University	-	-	-	-	-	-	22	ı	-	-		22	
Association	TEAMS	1	-	-	-	-	-	-	-	-	-		ı	
Contacts	CSAE Annual Conference	1	-	-	-	43	-	-	-	-	-		43	
	MPI Gala	1	-	-	-	-	15	-	-	-	-		15	
	Destination Colorado/Board Member Mtg		-	-	-	-	-	-	-	-	-		-	
	SGMP Gala	-	-		-		11	-	-	-	-		11	
	Peach Give Away	-	-	-	-	-	-	-	52	-	-		52	
	Destination Colorado Client Appreciation	_	_	-	-	-	-	-	-	19	-		19	
	MPI Golf Tournament	-	-	-	-	-	-	-	-	-	-		-	
	SGMP Annual Conference	-	-	-	-	-	-	-	-	-	8		8	
	Destination CO - Administrative Professionals	-	-	-	-	-	-	-	-	50	-		50	