Grand Junction Visitor and Convention Bureau Group Sales Report October 2016



2016 Leads		Go	al	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total YTD	% to Goal				
		97		12	18	10	6	8	13	12	5	3	11			98	101%				
	Year Leads Leads Goal Made		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Confirmed	% Converted YTD	lı C	Economic Impact Current Month		conomic pact YTD	
o (;)	2016	97			-	1	4	1	2	4	2	3	2			19	19%	\$	49,942		496,195
Confimed	2015	94			1	5	3	-	6	-	5	-	1			41	42%	\$	29,223	_	2,706,716
Leads	2014	91			-	1	-		-	-	2	-				35	38%			\$	647,427
	2013	88			-	-	-	-	-	-	-	-				52	59%			\$	
	2012	92			-	-	-	-	-	-	-	-				58	67%			\$	-
	2011	89	90		-	-	-	-	-	-	-	-				50	56%	ļ		\$	-
	2010	86			-	-	-	1	-	-	-	-				52	67%			\$	68,444
	2009	104	92		-	-	-		-	-	-	-				55	60%			\$	-
	Portiona	al Revenue	Pending	-	-	-	-	-	-	-	-	-						\$	-	\$	-
	Portional F	Revenue Co	onfirmed	-	-	-	-	1	-	-	1	1								\$	2,633
														Total Economic Impact \$ 79,165 \$ 3,921,					3,921,415		
	Group/Event				3	10	5	3	9	2	7	-	7								
Lost Business	Business 2014 Hilltop Car Show 2016 5th JD Judges Reatreat 2016 Dept of Education PEP 2017 Mars Retail Meeting			Unable to confirm Group did not materialize Wanted to be closer to Denver Will only fit at TRCC and space is not available.									mily Reunrks Retrea	it		Unable to confirm Lost to Breckenridge Wanted to be closer to the Front Range					
Site	Visit Austria	Travel Trac	le/Media F													I.		U			
Inpection/	Japanese Tr	ade Fam																			
FAM	Collette Tou	ırs																			
Networking	Colorado To	ourism Offic	e - Listenin	g Tour																	
Meetings	Museums of Western Colorado Book Cliff Alpacas																				
Trade Shows Events																					
Sales Calls																					
Convention Services	Goal	Currently Servicing																			
	125	113																			

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	-	-	-	-	-	-	2	-	-	2			4	
Sales	Appointments	32	-	1		1	1	-	2	7	2	3			17	
	Total Contacts	1200	81	91	94	105	96	117	61	105	95	98			943	
	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		47	
	Destination Colorado Trade Show	-	-	-	-	-	-	-	-	-			-	
	Meetings Industry Council Trade Show	-		40	-	-	-	-	-	-			40	
	Meetings Industry Council VIP Reception	-	-	19	ı	-	-	-	-	-			19	
	Meeting Professtionals Int'l	9	-	-	ı	10	-	-	-	5			24	
	Professional Convention Mgmt Assoc.	-	-	-	-	-	-	-	-	-			-	
	Society of Government Meeting Planners	-	6	-	9	-	-	-	-	-			15	
Industry	Successful Meetings University	-	-	-	-	-	-	22	-	-			22	
Association	TEAMS	-	-	-	-	-	-	-	-	-			-	
Contacts	CSAE Annual Conference	-	-	-	1	43	-	-	-	-			43	
	MPI Gala	-	-	-	ı	ı	15	-	-	-			15	
	Destination Colorado/Board Member Mtg	-	-	-	ı	-	-	-	-	-			-	
	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	-	-	-	1	-	-	-	-	50			50	

Attended the SGMP Fall Education Conference in Keystone which included networking events and educational sessions for 2 days. Had a site with two of the SGMP planners, had a 2015 event in GJ and will look at future.