



JOHN PARADISO & ASSOCIATES
Solutions, Not Promises

REPORT SAMPLES

Infotrac

...for Convention Bureaus

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Infotrac Report Samples

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Activity (Detail)

Activity Report

From: 07/01/2008 To: 07/22/2008

LINDA

Phone Call

7/9/2008	Smith Family Reunion	Mr. Foster Chisholm inactive
7/11/2008	USA Wrestling National Kids/Cadet Folkstyle Championships	Mr. Mike Juby any chance of returning to Topeka?
7/11/2008	German Shepherd Dog Club of America	Ms Joan Fox site tour?
7/11/2008	Flint Hills Touring A's	Mr Randy Bales follow up
7/11/2008	Insurance Regulatory Examinors Society	Mr Pete Tavares follow up

Total For Phone Call: 8

Planning meeting

7/11/2008	USA Wrestling Kansas State Folkstyle Championships	Mr Ned Price June 27th ;meeting
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Total For Planning meeting: 1

Activity (Summary)

Activity Summary Report

From: 07/01/2008 To: 07/22/2008

	ADRIANN	JENNIFER	LINDA	PEGGY	TAMRA	Total
Bid	1	0	1	0	0	2
Delivery	0	0	0	1	2	3
E-Mail	0	35	8	0	53	96
Phone Call	13	10	8	0	12	43
Total	14	45	17	1	67	144

Activity (Notes)

Activity Report with Notes

From: 07/01/2008 To: 07/22/2008

Kaw Valley District Baptist Association

Youth and Annual Convention

Ms. Carolyn Brown 785-266-5917

RE: They are here at the Ramada August 4-6, 2008

Gave servicing form to Peggy-AM

ADRIANNE -
07/01/2008
Phone Call

American Baptist Churches of Central Region

Annual Meeting

Mr. John Williams 272-7622 x 28

RE: tb

I called to see why John had not filled out the RCMA form-he is out of town getting is ministry license-or doctorate? Anyway-talked to Marsha and asked that if he called in-to please let him know he needs to fill that out asap-AM

ADRIANNE -
07/01/2008
Phone Call

Completions By Date

Completions by Meeting Date									
January 2008	Rep	Meeting Dates	Completion	Attend	Peak	Block Pickup	\$ Value		
Lions Club	ADRIANNE	01/18/2008	02/29/2008	300	40	80	\$109,350		
State Convention		01/20/2008				90			
Veterans of Foreign Wars	ADRIANNE	01/23/2008	02/29/2008	200	40	100	\$0		
Mid-Winter Conference		01/27/2008				189			
State Association of Kansas Watersheds	ADRIANNE	01/24/2008	02/29/2008	100	25	100	\$24,300		
Annual Meeting & Legislative Banquet		01/25/2008				73			
School Nutrition Association of Kansas	ADRIANNE	01/26/2008	03/04/2008	50	15	15	\$12,150		
Legislative Action Committee		01/27/2008				17			
Kansas County Treasurers' Association	ADRIANNE	01/29/2008	02/29/2008	200	25	66	\$0		
Legislative Conference		02/02/2008				160			
Total for January									
			5 Groups		Blocked Picked Up	361	\$145,800		
					% Picked Up	146.54%			
February 2008	Rep	Meeting Dates	Completion	Attend	Peak	Block Pickup	\$ Value		
Kansas Sheriff's Association	ADRIANNE	02/03/2008	03/13/2008	200		0	\$121,500		
Annual Meeting		02/07/2008				225			
Kansas Sheriff's Association	ADRIANNE	02/04/2008	02/14/2008	150	125	250	\$54,675		
SAMS Training		02/06/2008				0			
Kansas State Nurses Association	ADRIANNE	02/07/2008	06/30/2008	900	10	10	\$109,350		
Annual Kansas Day At The Legislature		02/07/2008				0			
Kansas Professional Photographers Association	ADRIANNE	02/08/2008	04/22/2008	120	26	26	\$29,160		
KS MO Joint State Meeting		02/10/2008				26			
Kansas Association of Community Colleges	ADRIANNE	02/13/2008	03/19/2008	300		0	\$72,900		
Annual Legislative Meeting		02/14/2008				35			
Total for February									
			5 Groups		Blocked Picked Up	286	\$387,585		
					% Picked Up	100.00%			

Convention Calendar – Convention Alert

Convention Alert		
01/12/2008	Nations Best	ATTD: 3,000
01/13/2008	Annual Winter Competition	HQ: Capitol Plaza
01/18/2008	Lions Club	ATTD: 300
01/20/2008	State Convention	HQ: Ramada
01/23/2008	Veterans of Foreign Wars	ATTD: 200
01/27/2008	Mid-Winter Conference	HQ: Holiday Inn Holidayome

Convention Calendar – With Contact Detail

Convention Calendar		
Meeting Dates		Attendance Peak Rms / Rm Hts Headquarters
01/12/2008	Nations Best	3,000
01/13/2008	Annual Winter Competition	0 / 0
	Mr Jeff Davis	Capitol Plaza
	3918 Tumbleweed Ct	
	Lawrence, KS 66049	
	Phone: 785-843-3613	
	Fax: 785-843-8711	
	E-Mail: jdavis@nbchamps.com	
01/18/2008	Lions Club	300
01/20/2008	State Convention	40 / 80
	Mr Michael Stoica	Ramada
	.	
	E-Mail: michael.stoica@washburn.edu	
01/23/2008	Veterans of Foreign Wars	200
01/27/2008	Mid-Winter Conference	40 / 100
	Mr Larry Graham	Holiday Inn Holidayome
	.	
	Phone: 785-272-6463	

Convention Calendar – Without Contact Information

Convention Calendar		
Meeting Dates		Attendance Peak Rms / Rm Hts Headquarters
01/12/2008	Nations Best	3,000
01/13/2008	Annual Winter Competition	0 / 0
		Capitol Plaza
01/18/2008	Lions Club	300
01/20/2008	State Convention	40 / 80
		Ramada
01/23/2008	Veterans of Foreign Wars	200
01/27/2008	Mid-Winter Conference	40 / 100
		Holiday Inn Holidayome

Definite (Rep/Month)

Definite Bookings By Sales Manager						
	Meeting Dates	Attn'd	Peak	Rooms	\$ Value	
LINDA						
<i>January 2008</i>						
Governor's Cup Soccer Invitational Annual Soccer Tournament	05/03/2008 05/04/2008	43,000	220	440	2,987,000	
Amateur Softball Association Girls Fast Pitch Regional Championships	05/03/2008 06/01/2008	750	100	175	273,375	
Amateur Softball Association Girls Fast Pitch Regional Championships	07/11/2008 07/13/2008	1,250	100	200	465,625	
Juvenile Justice Authority Governor's Conference on Juvenile Justice	07/20/2008 07/23/2008	600	150	357	291,800	
Governor's Cup Soccer Invitational Annual Soccer Tournament	10/18/2008 10/19/2008	3,500	200	400	850,500	
Heartland Park Topeka NHR	05/29/2009 05/31/2009	80,000	2,000	5,500	5,520,000	
	6 Meetings	129,100		7,072	\$10,358,100	
Sub-Total for January						
Sub-Total for LIIDA		129,100		7,072	\$10,358,100	
TAMARA						
<i>January 2008</i>						
McKinzie Tours	07/27/2007 07/27/2007	50	0	0	1,750	
	1 Meetings	50		0	\$1,750	
Sub-Total for January						
Sub-Total for TAMRA		50		0	\$1,750	
GRAND TOTAL		129,150		7,072	\$10,359,850	

Definite (Month)

Definite Bookings By Booking Date						
January 2008	Meeting Dates	Attn'd	Peak	Rooms	\$ Value	
McKinzie Tours	07/27/2007 07/27/2007	50	0	0	1,750	
Governor's Cup Soccer Invitational Annual Soccer Tournament	05/03/2008 05/04/2008	43,000	220	440	2,967,000	
Amateur Softball Association Girls Fast Pitch Regional Championships	05/30/2008 06/01/2008	750	100	175	273,375	
Amateur Softball Association Girls Fast Pitch Regional Championships	07/11/2008 07/13/2008	1,250	100	200	455,625	
Juvenile Justice Authority Governor's Conference on Juvenile Justice	07/20/2008 07/23/2008	600	150	357	281,600	
Governor's Cup Soccer Invitational Annual Soccer Tournament	10/18/2008 10/19/2008	3,500	200	400	850,500	
Heartland Park Topeka NHRA	05/29/2009 05/31/2009	80,000	2,000	5,500	5,520,000	
	7 Meetings	129,150		7,072	\$10,359,850	
Sub-Total for January						
	7 Meetings	129,150		7,072	\$10,359,850	
GRAND TOTAL						

Future Business

Pending Business By Meeting Date									
<i>March 2009</i>	Lead Date	Rep	Meeting Dates	Attend	Peak	Rooms	\$ Value	Dec. Date	
Kansas State High School Activities Association		JENNIFER	03/04/2009	5,000	300	600	345,000		
5A State Basketball Tournament			03/07/2009						
<i>Subtotal for March</i>			1 Groups	5,000		600	\$345,000		
<i>May 2009</i>	Lead Date	Rep	Meeting Dates	Attend	Peak	Rooms	\$ Value	Dec. Date	
Pilots Club of Manhattan	07/08/2008	ADRIANNE	05/30/2009	500	0	0	60,750		
			05/30/2009						
<i>Subtotal for May</i>			1 Groups	500		0	\$60,750		
<i>September 2009</i>	Lead Date	Rep	Meeting Dates	Attend	Peak	Rooms	\$ Value	Dec. Date	
Topeka Horseshoe Club	06/16/2008	LINDA	09/04/2009	250	125	175	91,125	09/30/2008	
Kansas State Horseshoe Tournament			09/06/2009						
<i>Subtotal for September</i>			1 Groups	250		175	\$91,125		
<i>Subtotal for 2009</i>			3 Groups	5,750		775	\$496,875		

Pending Business By Meeting Date									
Grand Totals									
	2008	2009	2010	2011	2012	2013	2014	2015	Total
Groups	3	3	11	3	2	3	2	1	28
Attendance	475	5,750	3,565	2,400	1,550	21,750	1,350	1,000	37,840
Rm Nights	240	775	5,661	2,400	400	8,600	1,960	1,425	21,461
\$ Value	115,425	496,875	1,651,793	1,433,700	437,400	19,136,250	1,579,500	1,579,500	26,430,443

***Summary on last page of report**

Future Business (Rep)

Business by Sales Manager									
	Lead Date	Meeting Dates	Attn'd	Peak	Rooms	\$ Value	Decision Date		
ADRIANNE									
Pending Business									
Pilots Club of Manhattan	07/08/2008	06/30/2009 06/30/2009	500	0	0	60,750			
		1	500		0	\$60,750			
Sub-Total for Pending Business									
Definite Bookings									
State Capital Fire Fighters Association	06/03/2008	03/11/2009 03/14/2009	500	80	200	243,000			
Area Fire School									
Sons of the American Revolution	08/14/2007	03/21/2009 03/22/2009	70	50	50	17,010			
State Convention									
Daughters of The American Revolution	06/30/2007	06/07/2009 06/09/2009	300	75	140	109,350			
State Convention									
Job's Daughters	08/13/2007	06/10/2009 06/14/2009	200	50	200	121,500			
Veterans of Foreign Wars									
State Convention	06/20/2008	06/11/2009 06/14/2009	200	112	252	97,200			
Angel Collectors	08/06/2007	09/17/2009 09/20/2009	100	50	150	48,600			
		6	1,370		992	\$636,660			
Sub-Total for Definite Bookings									
		7	1,870		992	\$697,410			
Sub-Total for ADRIANNE									

Leads (Rep/Month)

Sales Leads By Sales Manager									
ADRIANNE	Meeting Dates	Decision Date	Attend	Peak	Rooms	\$ Value			
January 2008									
American Association of University Women	03/28/2008 03/29/2008	01/25/2008	50	10	10	12,150			
Alcoholics Anonymous/Alateen Annual Conference	06/12/2009 06/14/2009	02/02/2008	200	30	60	72,900			
Sub-Total for January						250	70	\$85,050	
February 2008									
Associated Wholesale Grocers Inc.	07/01/2008 09/29/2008	04/10/2008	30	0	0	331,695			
Sub-Total for February						30	0	\$331,695	
Sub-Total for ADRIANNE						280	70	\$416,745	
LINDA									
January 2008									
American Volks Sport Association South Central Regional Round-Up	10/17/2008 10/19/2008	02/28/2008	150	40	80	54,675			
Sub-Total for January						150	80	\$54,675	
February 2008									
The Reading	06/14/2008 06/14/2008	05/19/2008	3,000	500	1,000	364,500			
American Shetland Sheep Dog National Specialty Show	04/24/2011 04/30/2011	04/30/2008	350	250	1,800	297,675			
Sub-Total for February						3,350	2,800	\$662,175	
Sub-Total for LINDA						3,500	2,880	\$716,850	
GRAND TOTAL						3,780	2,950	\$1,133,595	

Leads (Month)

Sales Leads by Date Issued									
January 2008	Meeting Dates	Decision Date	Attend	Peak	Rooms	\$ Value			
American Association of University Women	03/28/2008 03/29/2008	01/25/2008	50	10	10	12,150			
American Volks Sport Association South Central Regional Round-Up	10/17/2008 10/19/2008	02/28/2008	150	40	80	54,675			
Alcoholics Anonymous/Alateen Annual Conference	06/12/2009 06/14/2009	02/02/2008	200	30	60	72,900			
Sub-Total for January	3 Meetings		400		150	\$139,725			
February 2008	Meeting Dates	Decision Date	Attend	Peak	Rooms	\$ Value			
National Club Baseball Association	05/09/2008 05/11/2008	02/29/2008	100	30	60	6,900			
The Reading	06/14/2008 06/14/2008	05/19/2008	3,000	500	1,000	364,500			
Associated Wholesale Grocers Inc.	07/01/2008 09/29/2008	04/10/2008	30	0	0	331,695			
American Shetland Sheep Dog National Specialty Show	04/24/2011 04/30/2011	04/30/2008	350	250	1,800	297,675			
Sub-Total for February	4 Meetings		3,480		2,860	\$1,000,770			
GRAND TOTAL	7 Meetings		3,880		3,010	\$1,140,495			

Leads by Source

Sales Leads by Lead Source					
Leads Issued Between 01/01/2008 and 07/22/2008					
Referral	Meeting Dates	Attend	Room lts	\$ Value	
Competitiv Edge Business Solutions	06/12/2008 - 06/13/2008	100	10	\$24,300	
Pilots Club of Manhattan	05/30/2009 - 05/30/2009	500	0	\$60,750	
KC Midwest Cat Club	06/19/2009 - 06/21/2009	150	160	\$54,675	
Subtotal for Referral		750	170	\$139,725	
RFP	Meeting Dates	Attend	Room lts	\$ Value	
The Reading	06/14/2008 - 06/14/2008	3,000	1,000	\$364,500	
United Rodeo Association	11/06/2008 - 11/08/2008	1,200	160	\$82,800	
Alcoholics Anonymous/A lateen - Annual Conference	06/12/2009 - 06/14/2009	200	60	\$72,900	
Evangelical Free Church of America-EFCA	07/04/2010 - 07/08/2010	7,000	12,000	\$4,252,500	
American Holistic Veterinary Medical Association	09/25/2010 - 09/28/2010	350	1,025	\$170,100	
Subtotal for RFP		11,750	14,245	\$4,942,800	
VTI website	Meeting Dates	Attend	Room lts	\$ Value	
Associated Wholesale Grocers Inc.	07/01/2008 - 09/29/2008	30	0	\$331,695	
Subtotal for VTI website		30	0	\$331,695	
VTI website rfp	Meeting Dates	Attend	Room lts	\$ Value	
American Association of University Women	03/28/2008 - 03/29/2008	50	10	\$12,150	
Youth Encounter - Topeka Youth Quake	01/30/2009 - 02/01/2009	200	100	\$72,900	
Lions Club District 17	03/26/2010 - 03/28/2010	125	0	\$45,563	
Subtotal for VTI website rfp		375	110	\$130,613	
Grand Total		12,905	14,525	\$5,544,833	

Lost (Rep/Month)

Lost Business By Sales Manager						
	Meeting Dates	Attend	Peak	Rooms	\$ Value	
ADRIANNE						
February 2008						
Local Initiatives Support Corporation	08/12/2008	300	0	0	3,635,650	
Kansas Housing Conference	11/16/2008					
Reason: Board preference/committee decision						
Sub-Total for February						
	1 Meetings	300		0	\$3,535,650	
June 2008						
KC Midwest C at Club	06/19/2009 06/21/2009	150	80	160	54,675	
Reason: Lack of hotel interest						
IFCA - Independent Fundamental Churches of America	06/28/2010 07/02/2010	600	220	880	364,500	
Reason: unknown						
Evangelical Free Church of America-EFCA	07/04/2010 07/08/2010	7,000	3,000	12,000	4,252,500	
Reason: Transportation/airport issues						
Sub-Total for June						
	3 Meetings	7,750		13,040	\$4,671,675	
Sub-Total for ADRIANNE						
	4 Meetings	8,050		13,040	\$8,207,325	
JENNIFER						
March 2008						
NAHL	04/27/2009	5,000	0	0	3,645,000	
Robertson Cup	05/02/2009					
Reason: Board preference/committee decision						
Sub-Total for March						
	1 Meetings	5,000		0	\$3,645,000	
May 2008						
American Fastpitch Association	05/10/2008 05/11/2008	500	50	50	34,500	
Reason: Dates Not Available						
Sub-Total for May						
	1 Meetings	500		50	\$34,500	
Sub-Total for JENNIFER						
	2 Meetings	5,500		50	\$3,679,500	
LINDA						
February 2008						
Gold Wing Road Riders Association	01/18/2008	200	40	80	72,900	
Kansas District Winter Carnival	01/20/2008					
Printed: 7/22/2008 5:21 PM						

Lost By Reason

Lost Business By Reason					
Business Turned Lost Between 01/01/2008 and 07/22/2008					
<u>Hotel room rates too high</u>					
Gold Wing Road Riders Association Kansas District Winter Carnival	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	LINDA	01/18/2008 01/20/2008	200	80	\$72,900
Subtotal for Hotel room rates too high			1	200	\$72,900
<u>Inadequate facilities</u>					
HelmsBriscoe National Assn of County Agricultural Agents <i>Lost To: unknown</i>	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	LINDA	08/03/2011 08/13/2011	1,300	3,100	\$1,737,450
Subtotal for Inadequate facilities			1	1,300	\$1,737,450
<u>Not enough interest by local group to host</u>					
Commission on Accreditation for Law Enforcement Agencies	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	LINDA	07/27/2010 07/31/2010	600	3,230	\$364,500
Futures Golf Tour	LINDA	05/01/2003 05/07/2003	5,000	0	\$345,000
Subtotal for Not enough interest by local group to host			2	5,600	\$709,500
<u>Transportation/airport issues</u>					
Evangelical Free Church of America-EFCA	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	ADRIANNE	07/04/2010 07/08/2010	7,000	12,000	\$4,252,500
Subtotal for Transportation/airport issues			1	7,000	\$4,252,500
Grand Total			5	14,100	\$6,772,350

Lost Business By Reason					
Business Turned Lost Between 01/01/2008 and 07/22/2008					
<u>Hotel room rates too high</u>					
Gold Wing Road Riders Association Kansas District Winter Carnival	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	LINDA	01/18/2008 01/20/2008	200	80	\$72,900
Subtotal for Hotel room rates too high			1	200	\$72,900
<u>Inadequate facilities</u>					
HelmsBriscoe National Assn of County Agricultural Agents <i>Lost To: unknown</i>	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
	LINDA	08/03/2011 08/13/2011	1,300	3,100	\$1,737,450
Subtotal for Inadequate facilities			1	1,300	\$1,737,450
<u>Not enough interest by local group to host</u>					
Commission on Accreditation for Law Enforcement Agencies	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
too much work for locals	LINDA	07/27/2010 07/31/2010	600	3,230	\$364,500
Futures Golf Tour	LINDA	05/01/2003 05/07/2003	5,000	0	\$345,000
too expensive			2	5,600	\$709,500
Subtotal for Not enough interest by local group to host			2	5,600	\$709,500
<u>Transportation/airport issues</u>					
Evangelical Free Church of America-EFCA	Rep	Mtg Dates	Attd	Rm Nts	\$ Value
Although the hotel/Expo had the space-we could not complete bid due to lack of air service	ADRIANNE	07/04/2010 07/08/2010	7,000	12,000	\$4,252,500
Subtotal for Transportation/airport issues			1	7,000	\$4,252,500
Grand Total			5	14,100	\$6,772,350

* choose to include additional remarks

YTD Reports

Monthly Summary				
Leads Issued From 01/01/2008 to 05/30/2008				
Month	Groups	Room Nights	Attendance	\$ Value
January, 2008	5	878	2,050	\$534,600
February, 2008	6	2,933	3,630	\$1,037,220
March, 2008	6	960	2,780	\$1,026,548
April, 2008	2	150	700	\$107,400
May, 2008	5	13,195	8,775	\$4,575,263
Year To Date	24	18,116	17,935	\$7,281,030

Monthly Summary				
Definite Business Booked From 01/01/2008 to 05/30/2008				
Month	Groups	Room Nights	Attendance	\$ Value
January, 2008	35	9,944	144,902	\$13,586,545
February, 2008	50	13,054	101,195	\$10,868,843
March, 2008	23	1,622	6,143	\$1,736,190
April, 2008	33	4,900	22,819	\$7,688,070
May, 2008	22	1,321	12,185	\$2,711,325
Year To Date	163	30,841	287,244	\$36,590,973

Lost Business				
Monthly Summary				
From 01/01/2008 to 05/30/2008				
Month	Groups	Room Nights	Attendance	\$ Value
February, 2008	4	2,000	7,620	\$11,306,790
March, 2008	2	350	9,000	\$6,075,000
April, 2008	2	277	420	\$167,670
May, 2008	4	910	1,350	\$386,850
Year To Date	12	3,537	18,390	\$17,936,310

Leads By Property

Group / Meeting	Rep	Mtg Dates	Lead Date	Attend	Rooms	Response/ Available?	Status / Decision
Hot Rod Power Tour	LINDA	06/09/2008 06/09/2008	02/16/2007	8,000	1,500	07/30/2007 Yes	Definite
National Barrel Horse Association Heartland National	LINDA	06/28/2007 07/02/2007	02/05/2007	1,800	116	02/15/2007 Yes	Definite HO: Clubhouse Inn
Premiership Sports Soccer	JENNIFER	11/16/2007 11/18/2007	10/17/2007	1,200	600		Definite
The Poodle Club of America National Specialty Show	LINDA	05/22/2011 05/29/2011	08/24/2007	500	2,400	08/30/2007 Yes	Pending Decision Date: 10/30/2007
United Rodeo Association	LINDA	11/01/2007 11/03/2007	02/27/2007	1,200	150	03/12/2007 Yes	Definite HO: Senate Luxury Suites
USA Wrestling Kansas BJ Tournament of Champions/District Tournament	LINDA	03/21/2008 03/23/2008	09/14/2007	3,000	800	09/19/2007 Yes	Definite HO: Capitol Plaza

6 Meetings
Responses: 5

Leads Issued to Capitol Plaza:

Sales Leads Issued To: Capitol Plaza
Leads Issued from 01/01/2007 to 12/31/2007

Definite By Property

Holiday Inn Holidome			
Meeting Dates: 01/01/2008 to 07/22/2008			
Group / Event	Meeting Dates	Rooms Blocked	Attend
Epsilon Sigma Alpha	04/24/2008 04/27/2008	132	250
Crime Stoppers of Kansas Annual	04/27/2008 04/29/2008	100	75
Governor's Cup Soccer Invitational Annual Soccer Tournament	05/03/2008 05/04/2008	0	43,000
Governor's Cup Soccer Invitational Annual Soccer Tournament	05/09/2008 05/11/2008	0	4,300
Kansas State High School Athletic Association State Swim Meet	05/16/2008 05/17/2008	0	1,000
InfiniTec Users Group Forum	05/19/2008 05/23/2008	300	200
North American Indian Tennis Association National Tournament	05/23/2008 05/26/2008	225	200
Kansas High School Activities Association State Baseball	05/23/2008 05/24/2008	0	1,000
Kansas High School Activities Association State Softball	05/23/2008 05/24/2008	0	1,000
Kansas State High School Activities Association State Soccer	05/23/2008 05/24/2008	0	3,000
Amateur Softball Association Girls Fast Pitch Regional Championships	05/30/2008 06/01/2008	175	750
Heartland Park Topeka NHRRA	05/30/2008 06/01/2008	0	75,000
Hot Rod Power Tour	06/09/2008 06/09/2008	40	8,000
Kansas Choral Directors Association Annual Conference	07/09/2008 07/13/2008	150	200
Amateur Softball Association Girls Fast Pitch Regional Championships	07/11/2008 07/13/2008	200	1,250
Kansas Amateur Softball Association Girls Fast Pitch State Championships	07/18/2008 07/20/2008	150	500
Totals for Holiday Inn Holidome: 36 Groups		2,545	

Detail Report By Salesperson (*Three Sections)

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<u>Sales Leads</u>	<u>Dates</u>	<u>Attendance</u>	<u>Peak</u>	<u>Rm Nts</u>	<u>Ec. Impact</u>	
ADRIANNE						
Sarah Adams/Phillips Wedding	08/02/2008 08/04/2008	200	10	40	72,900	
Kansas State Pupil Transportation Association Annual	10/22/2008 10/23/2008	175	50	50	42,525	
Business & Professional Women Of Kansas Spring Conference / Fall Conference	06/05/2009 06/07/2009	80	50	100	29,160	
Total Sales Leads - ADRIANNE:	<u>3</u>	<u>455</u>		<u>190</u>	<u>\$144,585</u>	
JENNIFER						
International Wrestling Conference	05/16/2008 05/18/2008	500	10	20	34,500	
National Junior College Athletic Association Women's National Soccer Tournament	11/18/2010 11/21/2010	1,500	50	150	729,000	
Total Sales Leads - JENNIFER:	<u>2</u>	<u>2,000</u>		<u>170</u>	<u>\$763,500</u>	

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<u>Definite Bookings</u>	<u>Dates</u>	<u>Attendance</u>	<u>Peak</u>	<u>Rm Nts</u>	<u>Ec. Impact</u>	
ADRIANNE						
Kansas Rehabilitation Association	11/06/2006 11/07/2006	100	50	50	24,300	
HQ: Holiday Inn Holidome						
Kansas Restaurant & Hospitality Association Legislative meeting	01/17/2007 01/18/2007	200	32	32	48,600	
HQ: Ramada						
Kansas Democratic Party	03/02/2007 03/03/2007	600	100	100	145,800	
HQ: Capitol Plaza						
Kansas Association of Ag Educators Ag-Ed Symposium	08/06/2007 08/08/2007	200	0	0	72,900	

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<u>Lost Business</u>	<u>Dates</u>	<u>Attendance</u>	<u>Peak</u>	<u>Rm Nts</u>	<u>Ec. Impact</u>	
JENNIFER						
NAHL Robertson Cup	04/27/2009 05/02/2009	5,000	0	0	3,645,000	
Reason: Board preference/committe decision Lost To: North Iowa Outlaws						
Total Lost Business - JENNIFER:	<u>1</u>	<u>5,000</u>		<u>0</u>	<u>\$3,645,000</u>	
LINDA						
North American Hockey League Robertson Cup	05/05/2009 05/09/2009	4,000	100	350	2,430,000	
Reason: Board preference/committe decision Lost To: Northern Iowa						
Total Lost Business - LINDA:	<u>1</u>	<u>4,000</u>		<u>350</u>	<u>\$2,430,000</u>	
Total Lost Business:	<u>2</u>	<u>9,000</u>		<u>350</u>	<u>\$ 6,075,000</u>	

Detail Report (*Three Sections)

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<i>Sales Leads</i>	Dates	Attendance	Peak	Rm Nts	Ec. Impact	
International Wrestling Conference	05/16/2008 05/18/2008	500	10	20	34,500	
Sarah Adams/Phillips Wedding	08/02/2008 08/04/2008	200	10	40	72,900	
Kansas State Pupil Transportation Association Annual	10/22/2008 10/23/2008	175	50	50	42,525	
Business & Professional Women Of Kansas Spring Conference / Fall Conference	06/05/2009 06/07/2009	80	50	100	29,160	
Kansas Department of Health and Environment The Works Conference	03/22/2010 03/24/2010	325	200	600	118,463	
National Junior College Athletic Association Women's National Soccer Tournament	11/18/2010 11/21/2010	1,500	50	150	729,000	
Total Sales Leads Issued	6	2,780		960	\$1,026,548	

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<i>Definite Bookings</i>	Dates	Attendance	Peak	Rm Nts	Ec. Impact	
Kansas Rehabilitation Association HQ: Holiday Inn Holidome	11/06/2006 11/07/2006	100	50	50	24,300	
Kansas Restaurant & Hospitality Association Legislative meeting HQ: Ramada	01/17/2007 01/18/2007	200	32	32	48,600	
Kansas Democratic Party HQ: Capitol Plaza	03/02/2007 03/03/2007	600	100	100	146,800	
Kansas Association of Ag Educators Ag-Ed Symposium	08/06/2007 08/08/2007	200	0	0	72,900	

Convention Sales Department Detail Report From 3/1/2008 To 3/31/2008						
<i>Lost Business</i>	Dates	Attendance	Peak	Rm Nts	Ec. Impact	
NAHL Robertson Cup Reason: Board preference/committe decision Lost To: North Iowa Outlaws	04/27/2009 05/02/2009	5,000	0	0	3,645,000	
North American Hockey League Robertson Cup Reason: Board preference/committe decision Lost To: Northern Iowa	05/05/2009 05/09/2009	4,000	100	350	2,430,000	
Total Lost Business:	2	9,000		350	\$6,075,000	

Detail Report – Summary

Convention Sales Department				
3/1/2008 To 3/31/2008				
	Groups	Attend	Room Nights	\$ Value
Sales Leads	6	2,780	960	\$1,026,548
Definite Bookings	23	6,143	1,622	\$1,736,190
Lost Business	2	9,000	350	\$6,075,000
Canceled Business				

Untraced Accounts

Accounts with No Future Traces for Assigned Rep						
Untraced accounts for JENNIFER	Status	Type	Last Action			
Major League Baseball	P	TN	04/22/2008	JENNIFER	PROS	
				<i>event information</i>		
National Baseball Congress - Hap Dumont Super Series	A	TN	07/09/2008	LINDA	CALL	
				<i>room block</i>		
National Cheer Stars	Q	TN	07/03/2008	JENNIFER	LEAD	
				<i>contacted by Ed</i>		
United State Bowling Congress	Q	TN	06/27/2008	JENNIFER	XEMR	
				<i>RE: Hosting bowling events</i>		
Total Groups: 4						

Sales Lead

Metro City Convention & Visitors Bureau

123 Main Street
 Metro City, MA 01888
 Phone: (413) 234-1030
 Fax: (413) 234-8282

Sales Lead

Lead Date: 08/24/2007 Decision Date: 10/30/2007
 Updated: 07/22/2008 Respond By: 08/31/2007
 To: Kansas Expo centre and convention hotels
 From: linda briden
 Organization: ***The Poodle Club of America***
 Meeting: ***National Specialty Show***
 Contact: Ms. Kadelia Hamilton
 Pleasant Valley Vet Clinic
 3712 Woodland Heights Rd
 Little Rock, AR 72212
 Phone: 501-868-8388
 E-Mail: halopoodles@comcast.net

Meeting Dates: 5/22/2011 - 5/29/2011 2nd Option: 5/8/2011 - 5/13/2011
 Overall Dates: 4/10/2011 - 4/16/2011
 Attendance: 500 Peak Rooms: 400 Total Rooms: 2,400
 Lgst Meal: 500 Lgst Mtg: 500 Sim Mtg Rms: 5

Requested Rooms

	Sunday 04/10/2011	Monday 04/11/2011	Tuesday 04/12/2011	Wednesday 04/13/2011	Thursday 04/14/2011	Friday 04/15/2011
Rooms	400	400	400	400	400	400

Single/Double: 20 Triple/Quads: 75 Quad+: 5

Lead Source: Client contacted CVB

Meeting Agenda: They can be flexible on dates, but the day pattern is not. Projected date for building is 6 days between April and before May 15th, 2011. They do not want Easter week. Saturday before the Monday indoor events is the hunting/retrieving test at lake.

Comments: Move in & set up for event venue Sunday. The event runs Monday thru Friday. They tear down right after and are out Friday evening

They expect 1000 plus entries from the 48 contiguous states, HI, Canada, Nova Scotia, UK, Denmark, Switzerland, Brazil, Japan & Venezuela.
 The show has been around the east coast for 75 years. They are contracted with Salisbury, MD through 2010.

Decision Process: Board Vote

Action Requested: Please return proposals no later than August 31st so I can get the entire packets to the meeting planner.

Bids Due By Friday, August 31, 2007