

Visalia CVB Sales Report
7/1/2023 - 7/31/2023

Event Type: All

Sales Rep: Sherrie Bakke

Account Name	Event Name	Event Type	Market Type	Source	Event Start	Scope	Attend	Peak	Requested	Contracted
Lead ID#				Current Status	Event End	New/Repeat		Rooms	Rooms	Rooms

Status: LEADS SENT											
Onetwork Events	West Coast Convention-HQ	Convention	Multi-level marketing	Convention Center	3/7/2024	Regional	1,500	200	370	0	
119433				RFP	3/9/2024	Repeat					
The Western Section of the Wildlife Society	The Western Section of The Wildlife Society Annual Meeting 2025	Meeting	Meetings, Convention, Tourism	CVB Website Lead Inquiry	2/3/2025	National	0	250	845	0	
119359				RFP	2/7/2025	New					
						Event Count:	2	1,500	450	1,215	0
\$0.00											

Status: TURNED LEAD											
Onetwork Events	West Coast Convention-HQ	Convention	Multi-level marketing	Convention Center	3/7/2024	Regional	1,500	200	370	0	
119433				RFP	3/9/2024	Repeat					
The Western Section of the Wildlife Society	The Western Section of The Wildlife Society Annual Meeting 2025	Meeting	Meetings, Convention, Tourism	CVB Website Lead Inquiry	2/3/2025	National	0	250	845	0	
119359				RFP	2/7/2025	New					
						Event Count:	2	1,500	450	1,215	0
						Event Count:	4	3,000	900	2,430	0

Account Name	Event Name	Event Type	Market Type	Source	Event Start Event End	Scope	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
Lead ID#				Current Status		New/Repeat				

Status: ALL FUTURE DEFINITE

Central California Gymnastics Institute 119139	2024 State Gymnastics Championship *OVERFLOW ROOMS*	Sport Event -	Athletic & Sports	Convention Center Definite	4/4/2024 4/7/2024	Statewide New	0	170	520	0
Lions Club International 118613	2025 MD4CON	Convention	Fraternal	CVB Definite	2/19/2025 2/23/2025	International New	500	192	575	0
Newmarket Air Holidays 117652	Group Tour (Nov 16, 2024)	Tour		IPW 2021 Definite	11/16/2024 11/17/2024	International New	45	30	30	0
Newmarket Air Holidays 117651	Group Tour (Oct 12, 2024)	Tour		IPW 2021 Definite	10/12/2024 10/13/2024	International New	45	30	30	0
Newmarket Air Holidays 117650	Group Tour (Sep 28, 2024)	Tour		IPW 2021 Definite	9/28/2024 9/29/2024	International New	45	30	30	0
Newmarket Air Holidays 117649	Group Tour (Sep 14, 2024)	Tour		IPW 2021 Definite	9/14/2024 9/15/2024	International New	45	30	30	0
Newmarket Air Holidays 117648	Group Tour (June 15, 2024)	Tour		IPW 2021 Definite	6/15/2024 6/16/2024	International New	45	30	30	0
Newmarket Air Holidays 117647	Group Tour (May 25, 2024)	Tour		IPW 2021 Definite	5/25/2024 5/26/2024	International New	45	30	30	0
Newmarket Air Holidays 117646	Group Tour (Apr 27, 2024)	Tour		IPW 2021 Definite	4/27/2024 4/28/2024	International New	45	30	30	0

Sales Rep:		Suzanne Bianco									
Account Name	Event Name	Event Type	Market Type	Source	Event Start	Scope	Attend	Peak	Requested	Contracted	
Lead ID#				Current Status	Event End	New/Repeat		Rooms	Rooms	Rooms	
Status:		ALL FUTURE DEFINITE									
Newmarket Air Holidays	Group Tour (Mar 16, 2024)	Tour		IPW 2021	3/16/2024	International	45	30	30	0	
117645				Definite	3/17/2024	New					
						Event Count:	10	860	602	1,335	0
						\$0.00					
Status:		TURNED DEFINITE									
Central California Gymnastics Institute	2024 State Gymnastics Championship *OVERFLOW ROOMS*	Sport Event -	Athletic & Sports	Convention Center	4/4/2024	Statewide	0	170	520	0	
119139				Definite	4/7/2024	New					
						Event Count:	1	0	170	520	0
						\$0.00					
						Event Count:	11	860	772	1,855	0
						\$0.00					