



**2014 CVB/Oncenter SALES CALENDAR
TRADESHOWS, SALES INITIATIVES/CLIENT EVENTS & DEVELOPMENT PROGRAMS**

DATE	EVENT	LOCATION	PERSONNEL ATTENDING
January 10-12	Event Service Professionals Association (ESPA)	Boston, MA	Christie
February	Meet Syracuse Event - 1 of 4	Syracuse, NY	Sales Team
February 5th	Client Event - Syracuse Crunch vs. Rochester Americans	Rochester, NY	Donna, Greg
February 10-11	Convention Sales Professionals International (CSPI)	Washington, DC	Tracey
February 12th	Destination Marketing Association International (DMAI) Destinations Showcase	Washington, DC	David, Tracey
February 13th	Empire State Society of Association Executives (ESSAE) Annual Meeting	Albany, NY	Chad, Christie, Donna
March 12-14	Experient EnVision (SMG)	Las Vegas	Tracey/Charlene
March 31-April 3	National Association of Sports Commissions (NASC)	Oklahoma City, OK	Jeff
April 3-4	ESSAE Meetings Institute	Lake George, NY	Donna
April 9-11	HelmsBriscoe Partner Meeting	Dallas, TX	Greg/Charlene
April 28 - May 1	Simpleview Summit	Tucson, AZ	Tracey, Justin
May 13-15	National Association of Consumer Shows (SMG)	Charlotte, NC	Charlene
May 13-15	Association of Chief Executives for Sports (ACES)	Columbus, OH	David/Kelly
May 15th	Empire State Society of Association Executives Tradeshow (ESSAE)	Saratoga Springs, NY	Greg, Tracey
May	Meet Syracuse Event - 2 of 4	Syracuse, NY	Sales Team
June 12-14	Collaborate Marketplace	Portland, OR	Donna
July 21-23	Destination Marketing Association International (DMAI)	Las Vegas, NV	David, Tracey
July 15-17	Council of Engineering & Scientific Society Executives (CESSE)	Spokane, WA	Chad
August	Monthly Sales Calls	Albany, NY	Chad, Donna
August	SCVB Client Appreciation Event	Saratoga Springs, NY	Christie, Greg, Jeff
August	Meet Syracuse Event - 3 of 4	Syracuse, NY	Sales Team
August 21-23	Connect Marketplace	Orlando, FL	Chad/Oncenter
September	ESSAE Wellness Outing	Albany, NY	Christie, Sales Mgr. TBD
September	Monthly Sales Calls	Albany, NY	Chad, Donna
September 8-11	S.P.O.R.T.S.	Annapolis, MD	Jeff
October	ESSAE Monthly Meeting	Albany, NY	Chad, Donna
October	Monthly Sales Calls	Albany, NY	Chad, Donna
October 28-30	Rejuvenate Marketplace	Atlanta, GA	Greg
November	Meet Syracuse Event - 4 of 4	Syracuse, NY	Sales Team
November	ESSAE Monthly Meeting	Albany, NY	Chad, Donna
November	Monthly Sales Calls	Albany, NY	Chad, Donna
November 10-14	TEAMS Conference & Expo (SMG)	Las Vegas, NV	Jeff/Oncenter
December	ESSAE Holiday Party & Sales Blitz	Albany, NY	Sales Team - TBD

Tradeshow - Exhibits and/or appointments with potential client(s)
Sales Initiative/Client Event - Direct Sales Program/Hosted event for potential and/or existing client(s)
Development/Educational Program
Exclusive Oncenter Program/Event
CVB Co-Op with Oncenter



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