



Occupancy Tax Coordination Committee
AGENDA
October 20, 2026

Committee Members: CROCITTO, Wild, Strough, Turner, Runyon, Butler, Patchett

Chair of the Board shall serve as an Ex-Officio member when needed in accordance with Section C (4) of the Rules of the Board.

- I. Committee meeting called to order by Chairman Crocitto.
 - II. Motion to approve minutes of the September 22, 2026, Occupancy Tax Coordination Committee meeting.
 - III. Privilege of the floor and public comment
 - IV. Action Agenda/New Business Items:
 - a. **Resolution Request:** To authorize appropriation of funds from the Occupancy Tax Reserve
Rationale: Appropriate funds from A.881.00 Tourism-Occupancy Tax Reserve in the amount of \$5,000 to A.6417.0001 220 Office Equipment for the purchase of replacement equipment for outdated computer hardware.
 - V. Discussion Items:
 - a. Consider applications for 2027 Special Events Occupancy Tax Funding. Committee will hear a five-minute presentation from one new applicant for 2027 funding, but no action will be taken at this meeting.
 - 1. Anthony Fitzsimmons of Awesomotive LLC – Wolfsgart Car Show
 - b. Jessica Carson, Cash Flow Report
 - c. Christine Norton, Treasurer Report
 - d. Gina Mintzer, Lake George Regional CVB Quarterly Report
 - VI. Referrals: None
 - VII. Privilege of the floor and public comment
 - VIII. Motion to adjourn
-

Attachment #1: Resolution Request 20 Appropriate funds from the Occupancy Tax Reserve

Attachment #2: Cash Flow Report

Attachment #3: Treasurer Report

Attachment #4: Lake George Regional CVB Quarterly Report

RESOLUTION REQUEST FORM NO. 20

MISCELLANEOUS

****Please List All Other Requests Not Covered by Previous Resolution Request Forms Here.
Please attach any backup information available and be as detailed as possible.***

DEPARTMENT NAME: Tourism Department

DATE: October 20, 2026

- (a) Purpose of Request: **To authorize appropriation of funds from the Occupancy Tax Reserve**
- (b) Details: **Appropriate funds from A.881.00 Tourism-Occupancy Tax Reserve in the amount of \$5,000 to A.6417.0001 220 Office Equipment for the purchase of replacement equipment for outdated computer hardware.**
- (c) Previous Resolution Number: **None**
- (d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title* and Amount: **A.881.00 Occupancy Tax Reserve**

Sample: A.8021 470 Planning & Community Development – Contract

* as listed in budget and LOGOS

Warren County
Cash Flow - Tourism
3 Month Projection
September 2026

Actual

	Actual July 2026	Actual August 2026	Actual Sept 2026
Beginning Cash Flow Balance	\$ 824,216	\$ 983,250	\$ 1,392,322
Receipts			
State/Federal Aid	\$ -	\$ -	\$ -
All Other Revenue	\$ 807,019	\$ 1,150,305	\$ 2,555,132
Total Receipts	\$ 807,019	\$ 1,150,305	\$ 2,555,132
Disbursements			
Payroll	\$ 42,452	\$ 42,449	\$ 42,531
Employee Benefits	\$ 13,625	\$ 13,550	\$ 13,544
All Other Disbursements	\$ 591,908	\$ 685,234	\$ 345,451
Total Disbursements	\$ 647,985	\$ 741,233	\$ 401,526
Ending Cash Flow Balance	\$ 983,250	\$ 1,392,322	\$ 3,545,928

Projected

Projected Oct 2026	Projected Nov 2026	Projected Dec 2026
\$ 3,545,928	\$ 4,512,633	\$ 4,173,788
\$ -	\$ -	\$ -
\$ 1,975,000	\$ 400,000	\$ 570,000
\$ 1,975,000	\$ 400,000	\$ 570,000
\$ 43,575	\$ 43,575	\$ 44,372
\$ 13,320	\$ 13,320	\$ 15,739
\$ 951,400	\$ 681,950	\$ 708,500
\$ 1,008,295	\$ 738,845	\$ 768,611
\$ 4,512,633	\$ 4,173,788	\$ 3,975,177

ACTUAL Tourism Cash on HAND vs. INVESTED:

Tourism CASH ON HAND	\$ 743,953	\$ 851,902	\$ 2,045,928
Tourism CASH INVESTED (ICS Reserve)	\$ 239,297	\$ 540,231	\$ 1,500,000
Total Tourism Cash Balance	\$ 983,250	\$ 1,392,133	\$ 3,545,928

Projected

\$ 3,012,633	\$ 2,673,788	\$ 2,475,177
\$ 1,500,000	\$ 1,500,000	\$ 1,500,000
\$ 4,512,633	\$ 4,173,788	\$ 3,975,177

WARREN COUNTY TREASURER
Christine V. Norton
County Treasurer

Occupancy Tax Committee Meeting
YoY As of 10/5/2026

TOTAL RECEIPTS

2026 Revenue Collected Through 10/5/2026	\$	5,731,140.61
Unallocated VRBO - Q1 & Q2	\$	3,590.86
Adjusted 2026 Revenue through 10/5/2026	\$	5,734,731.47

2025 Revenue Collected Through 10/5/2025	\$	5,507,277.64
Increase/Decrease from 2025	\$	227,453.83

Percent Change: 4.1%

HOTEL MOTEL & RESORT

2026 Revenue Collected Through 10/5/2026	\$	5,100,005.24
2025 Revenue Collected Through 10/5/2025	\$	5,039,882.46
Increase/Decrease from 2025	\$	60,122.78

Percent Change: 1.2%

SHORT TERM RENTALS

2026 Revenue Collected Through 10/5/2026	\$	631,135.37
2025 Revenue Collected Through 10/5/2025	\$	467,395.18
Increase/Decrease from 2025	\$	163,740.19

Percent Change: 35.0%

**Note: This document reports dollars received during the specified time period, which may not coincide with actual stay dates.*

*** Note: Effective 1/1/2026 STR filing cycles were transitioned from Annual Calendar to Quarterly Calendar. As a result, we are realizing STR receipts earlier in the year. Thus the appearance of large growth YoY in the STR sector.*

QUARTERLY REPORT

JULY - SEPTEMBER 2026

70 LEADS

An event inquiry from an organization or meeting planner, for a future date that meets the event criteria, that is distributed to destination partners.



47

BOOKINGS

A future event, contracted with a hotel/venue.



17k

ATTENDEES



Delegates, exhibitors, media, speakers, and guests/companions who attend an event.



13K

ROOM NIGHTS

Number of sleeping rooms occupied x's the number of nights occupied.

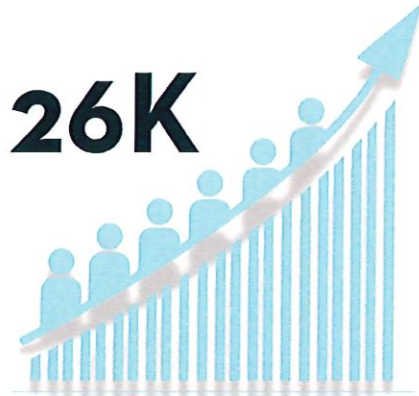
\$16M

ECONOMIC & EMPLOYMENT IMPACT

The net spending into a community, resulting from a meeting or event.



26K



WEBSITE VISITS

Each visit represents a single user interaction with the website, during which the visitor may view multiple pages.



175

NEW SOCIAL FOLLOWERS

A Note from the LGRCVB

*The LGRCVB is pleased to present the **Quarterly Report for July 1 - September 30, 2026.***

*All programs and services tie back to **LGRCVB's 2026-2027 Sales and Marketing Plan** and drive toward the imperative to **increase visitor-related economic impact** through five core markets:*

Meetings, Sports, Weddings, SMERF (Social, Military, Educational, Religious, and Fraternal Organizations), and Group Tours.

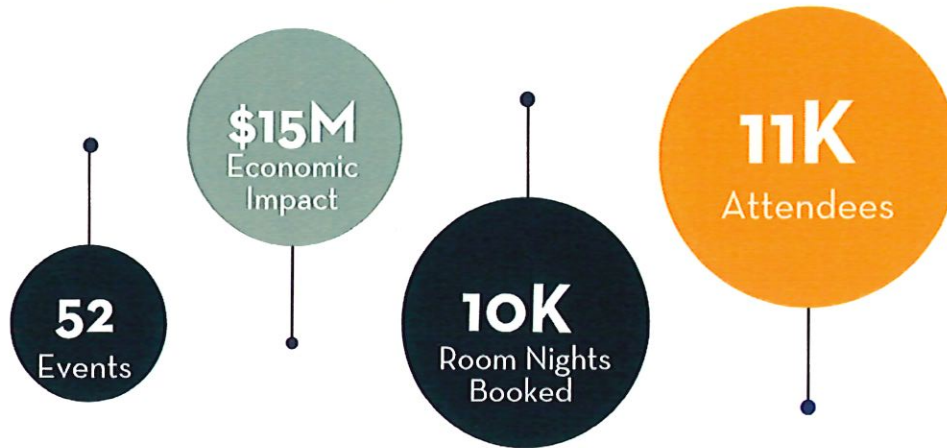
*The **Economic and Employment Impact (EEI)** serves as the global benchmark for destinations assessing the net influx of new funds into a community resulting from meetings and events. Updated annually, the calculation utilizes data from ten different sources to establish an industry-wide standard specific to our destination, Warren County, NY.*

Key Performance Indicators

KPI	Q3 2026	2026 Year to Date	2026 Year End Target	2026 % of Target	2025 Total
Leads	70	157	211	74%	196
Bookings	47	118	137	86%	127
Booked Attendees	17,632	38,391	44,803	87%	41,485
Booked Room Nights	13,153	27,008	36,397	74%	33,701
Economic Impact	\$16,047,903	\$34,084,076	\$48,834,818	70%	\$45,640,014
Meetlakegeorge.com Visits	25,770	61,391	65,000	94%	53,770
Social Media Followers	223	4,493	6,000	75%	4,984

LGRCVB | Q3 2026 Q3 Highlights

Numbers below based on Convention Calendar events that occurred
from July 1 - September 30, 2026



Group Tour & Special Events

- **Wolfsgart** brought its annual show to the Lake George Area for the first time after 15 years in Burlington, VT. Through partnerships with local businesses and attractions, the event connected attendees with the region through special offers and activities. Strong social media engagement and out-of-state visitation helped showcase the destination and supported local businesses.
- **The Adirondack Balloon Festival** generated strong motorcoach business, with increased referral requests for step-on guide services and group activities. Positive feedback from clients and partners highlighted the continued strength of motorcoach tourism in the region.



Meetings & Conventions

- **New York State Association of County Clerks** held its annual conference at the Courtyard by Marriott Lake George, with LGRCVB delivering a welcome speech highlighting the Lake George region.
- **Teamsters Local Union 294** held its annual meeting at the Fort William Henry Hotel & Conference Center. LGRCVB provided welcome materials, and Governor Kathy Hochul delivered remarks during the reception.
- **New York State Department of Labor - NASDA Conference:** LGRCVB delivered 300 welcome bags for attendees at the Fort William Henry Hotel



Sports

- **NYSPHSAA Cross Country State Championships** confirmed Queensbury High School as the host venue for 2027 through 2029, bringing student-athletes, families, and spectators to the Lake George Area.
- **Diamond Kings** continued to see strong year-over-year participation and explored opportunities to expand its tournament in 2027.
- **Fury Basketball** added additional fall tournament dates and continued finalizing its 2027 schedule and event details.
- **United States Collegiate Athletic Association (USCAA)** Small College National Championships announced Word of Life Bible Institute as the host of its volleyball and cross-country championships from 2027 through 2029.

Sales Events Attendance



Meetings Market

Small & Boutique Meetings Destination East

The Lake George Area was represented at Destination East in Ossining alongside The Queensbury Hotel, completing 19 appointments with meeting planners. The team also attended Small & Boutique Meetings in Annapolis on behalf of the NYS DMO group, completing 21 appointments and strengthening relationships with planners sourcing destinations for future events.

Meetings Market
75 Connections



Group Tour Market

Greater Northeast Motorcoach Association Fall Meeting

Attending the GNEMA Fall Meeting in Atlantic City alongside Lake George Steamboat Company and Fort William Henry strengthened the Lake George Area's presence among motorcoach operators. Sponsoring a marketplace booth for destination partners provided valuable opportunities to connect with operators and helped build momentum for the 2027 GNEMA Spring Meeting, which is scheduled to be hosted at Fort William Henry.

Group Tour
15 Connections



Sales Networking

Northstar Destination East
Northstar Small & Boutique Meetings
GNEMA Fall Meeting

110 Total Connections



Sports Market

The LGRCVB team continued to support the sports market through marketing and client services, including Diamond Kings' annual tournament, future tournament planning with Fury Basketball, the inaugural Lake George Games Expo, motorsports events, and NYSPHSAA State Championship bids.

Sports Market
10 Connections



Wedding Market

Wedding market outreach included support for the Long Island Bridal Expo and continued promotion of the Lake George Area as a wedding destination. Partner feedback indicated strong interest in weddings for 2027.

Wedding Market
10 Connections

Convention Services



Welcome Bags

More than 1,250 **welcome bags** were distributed to 14 groups visiting the area, including **Association Meetings, Youth Sports Groups, Lake George Area family reunions, and Lake George Area weddings**. Each event planner also received a special thank-you gift in appreciation of their dedication to hosting a successful event.



LGRCVB Welcome Table for Teamsters Local Union 294 at The Fort William Henry Hotel

Registration Tables

The LGRCVB supported groups such as the **Teamsters Local Union 294** and **New York State Association of County Clerks**, along with other associations, weddings, family reunions, and group tours, through registration assistance, welcome services, and destination information. These efforts enhanced the visitor experience, showcased the Lake George Area, and contributed to the success of group events throughout the region.

Alpha Win Lake George Triathlon Welcome Table at Barnsider BBQ



Microsites

A total of **5 custom microsites** were created for booked events. Each microsite highlighted local attractions across the region, encouraging guests to explore and experience all that the Lake George Area has to offer.

Referrals

Over **218 partner referrals** were made on behalf of **17 clients**, connecting them with trusted local businesses for accommodations, dining, activities, wedding services, and transportation—helping showcase the region's offerings and support local partners.

Community & Development

NYSDMO DOS/DOM Meeting

The NYSDMO Meeting in Saratoga provided an opportunity to connect with tourism leaders from across New York State, share industry updates, and discuss destination marketing and development priorities. The meeting encouraged continued collaboration among DMOs and strengthened relationships that supported tourism efforts throughout the Lake George Area and New York State.



NYSDMO Meeting Hosted by Discover Saratoga

MPI Certified to Lead Recognition Experience

The Lake George Regional CVB attended the *Meeting Professionals International Certified to Lead Recognition Experience* recognizing industry professionals, strengthening relationships, and supporting continued engagement within the tourism and hospitality industry.

Photo From MPI Certified to Lead CMP/CMM Recognition Experience



New York State Tourism Industry Association Excellence Awards & Summit

The LGRCVB marketing team attended the NYSTIA Summit in Corning, connecting with tourism professionals from across New York State and gaining insights into industry trends and best practices. The conference provided opportunities for professional development, collaboration, and idea-sharing that strengthened destination marketing efforts and enhanced support for regional partners.



Photo From New York State Tourism Industry Association Excellence Awards Summit

Albany Business Review Summer Cocktails and Connections

The Lake George Regional CVB attended ABR Summer Cocktails & Connections at Saratoga National, connecting with regional corporate professionals and strengthening the destination's visibility within the regional business community.



Photo From Albany Business Review Summer Cocktails and Connections

Community & Partners

Monthly LGRCVB Meetings

The LGRCVB Monthly Meetings brought local tourism partners together to share updates, collaborate on initiatives, and support group travel efforts. Meetings were held at Lake George Steamboat Company, Southern Adirondack Independent Living, and Waterfront Hospitality, with a combined attendance of 73 partners throughout the quarter.

LGRCVB
Monthly
Meeting hosted
with Southern
Adirondack
Independent
Living (SAIL)



Familiarization Tours & Site Visits

The LGRCVB coordinated site visits with clients and partners, showcasing lodging options and group experiences throughout the Lake George Area. This quarter's visits included the USCAA Small College Championships, GNEMA, and Western National Insurance, helping strengthen client relationships and generate future meeting opportunities.



Photo from site
visit with Western
National
Insurance at
Revolution Rail
Co.

Additional Events Attended

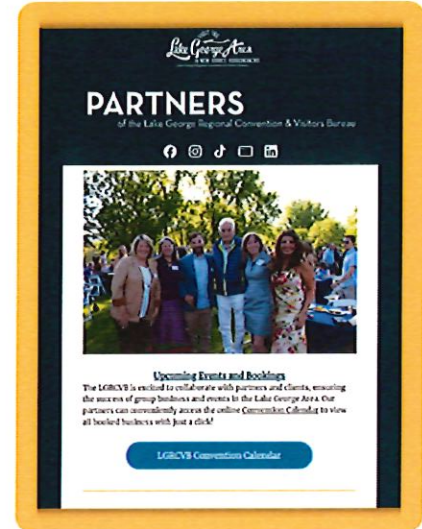
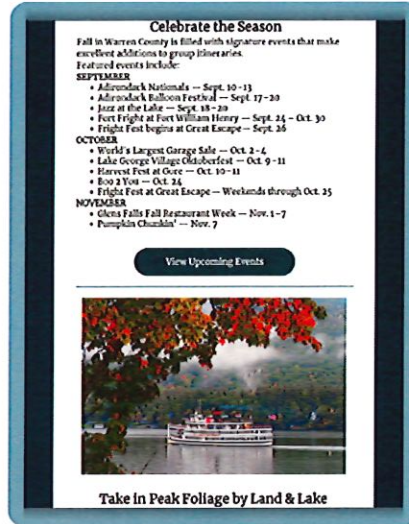
- July 8 - Small & Boutique Meetings Annapolis
- July 17 - Shepard Park Ribbon Cutting
- July 22- LGRCC Mixer Wild Horse Saloon
- July 23- LGRCVB Monthly Meeting SAIL
- July 29 - Destination East Ossining NY
- August 4 - CDTA Public Meeting
- August 13 - ABR Summer Cocktails & Connections
- August 17 - Village Trustee Meeting
- August 20 - LGRCVB Monthly Meeting Lake George Steamboat Co.
- August 24 - OT Tourism Committee Meeting
- August 26 - LGRCC Mixer Adirondack Winery
- August 27 - GNEMA Site Inspection
- September 2 - WIB Walk & Talk Exploring the Feeder Canal
- September 2 - LADK Get Acquainted Reception
- September 9 - NYSDMO Meeting Saraotga
- September 15 - MPI Certified to Lead
- September 17 - LGRCVB Monthly Meeting Lighthouse Grill
- September 29 - GNEMA Fall Meeting Atlantic City

LGRCVB | Q3 2026 Marketing

26K
website
visits

84K
website
pageviews

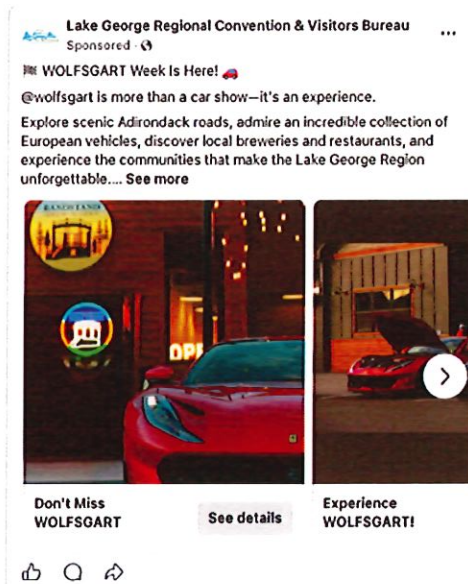
36%
open rate



Advertising Partners



Albany Business Review
New Jersey Lifestyle Magazine
Saratoga / Capital Region Living Magazine
USA
Warren County Tourism



WOLFGART Week - Meta Boosted Post

A three-day boosted post generated 18,277 views, reached 11,075 accounts, and drove 614 link clicks at an average cost of \$0.08 per click, with a total ad spend of \$47.34.

This campaign demonstrated strong cost efficiency in driving traffic to the website.

Social Media & Promotion

32K
Social Reach

4,493
Social
Followers
YTD

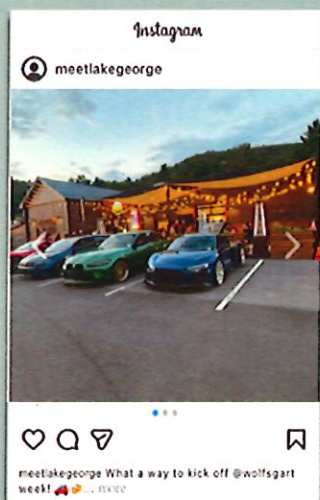
223
New
Followers



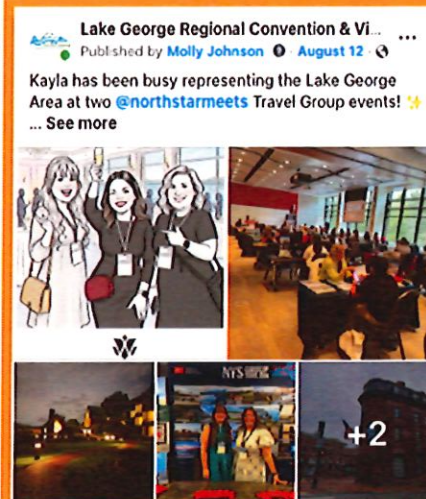
LinkedIn content generated **7,400+ impressions** in Q3, continuing to promote the Lake George Area to professional audiences.



Instagram: Link clicks increased **75%** in Q3, driving more traffic to the Meet Lake George website.



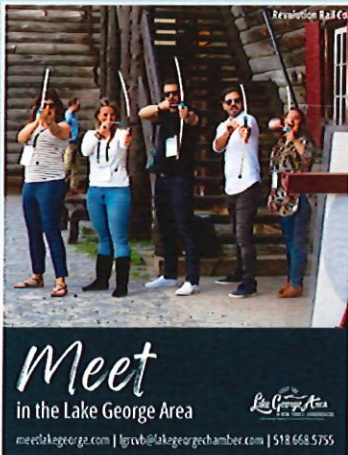
Facebook: Link clicks increased **6.7%** in Q3, reaching **570 clicks** and driving traffic to linked content.



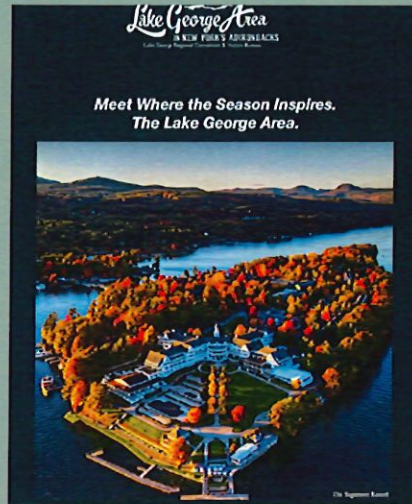
*Target audience: Meeting and event planners

LGRCVB | Q3 2026

Advertising

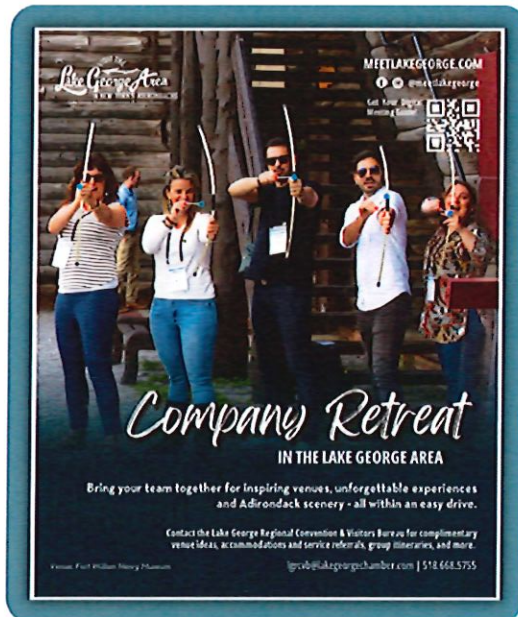


Publication:
Warren County
Tourism
Market: Meetings
Product: Eblast
Analytics: 31K
Sent, 42% Opened
Emails, 5 URL
Total Clicks



Publication:
USAE
Market:
Corp./Assn.
Product: Eblast
Analytics: 35K
Sent, 2.5K
Clicks, 5.5%
CTR

Publication: Saratoga/Capital
Region Living Magazine
Market: Wedding
Product: Full Page Ad
Analytics: 21K Regional Circulation



Publication: New Jersey Lifestyle Magazine
Market: Meeting
Product: Full Page Print Ad
Analytics: 30K+ Readership

LGRCVB | Q3 2026

Advertising

MEET WITH A VIEW IN THE LAKE GEORGE AREA

Discover waterfront and lakeview venues that bring inspiring Adirondack scenery to your next meeting or event.

BY THE LAKE GEORGE REGIONAL CVB



Page 2 - Add page title

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PUT THE LAKE GEORGE AREA ON YOUR NEXT AGENDA

Pair your next meeting or event with waterfront venues, lake views and an unforgettable Adirondack setting.

BY THE LAKE GEORGE REGIONAL CVB



MEET IN THE LAKE GEORGE AREA — ANY TIME OF YEAR

From inspiring venues and group experiences to four seasons of Adirondack scenery, discover why the Lake George Area is made for meetings year-round. [read more](#)

BY THE LAKE GEORGE REGIONAL CVB

Page 2 - Add page title

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MAKE EVERY SEASON PART OF THE EXPERIENCE

Give attendees more to experience beyond the meeting room with seasonal activities, unique venues and memorable ways to connect. [read more](#)

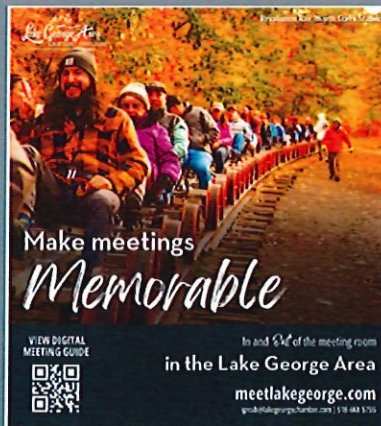
BY THE LAKE GEORGE REGIONAL CVB

Publication: Albany Business Review

Market: Corp./Assn.

Product: Banners - Albany Market

Analytics: 105K Impressions, 132 Clicks, 0.13% CTR



Publication:

Albany Business Review

Market:

Corp./Assn.

Product: Print

Analytics: 8,910 paid subscribers | 15,517 weekly reach

Advertising



Publication: Albany Business Review
Market: Corp./Assn.
Product: Banner - Boston Market
Analytics: 36K Impressions, 50 Clicks, 0.14% CTR

Take Your Fall Meeting Beyond the Expected in the Lake George Area

"Boston Business Journal" - reply@bostonbusinessjournal.com Wed, Aug 26, 2025 7:38 AM
 The Business Journals Digital

[View in Browser](#)



**Pleasantly Unexpected.
 Surprisingly Close.**

This fall, take your meeting beyond the expected.

[Explore Venues](#)

With 1,000+ guest rooms, waterfront resorts, full-service hotels and flexible meeting spaces, the Lake George Area offers serious meeting infrastructure in an unmistakably Adirondack setting. Fall sets the stage for leadership retreats, association meetings and team gatherings. After the agenda wraps, attendees can enjoy lake cruises, waterfront dining, craft beverages, team building and seasonal events. Close enough to make planning easy. Different enough to make the trip worthwhile.

[Let Us Help You Plan](#)

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Publication: Albany Business Review
Market: Corp./Assn.
Product: Eblast - Quarter List Boston Market
Analytics: 17K Delivered, 11K Opened, 43 Clicks, 0.25% CTR



Publication: Albany Business Review
Market: Corp./Assn.
Product: Banner - Boston Market
Analytics: 36K Impressions, 50 Clicks, 0.14% CTR



Publication: Albany Business Review
Market: Corp./Assn.
Product: Banner - Boston Market
Analytics: 8,910 paid subscribers | 15,517 weekly reach

2026 Q3 LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	# ATTN	Room Nights	EEl Value	New Business
New York School Nutrition As	2028 Northeast Leadership C	11/16/2028	11/18/2028	Conference	40	60	\$54,900	Yes
New York School Nutrition As	2027 NYSNA Annual Spring	5/10/2027	5/13/2027	Conference	250	550	\$545,000	No
Special Olympics New York	2026 Special Olympics Fall C	10/16/2026	10/18/2026	Tournament	600	600	\$1,278,000	No
Special Olympics New York	2026 Staff Summit	10/28/2026	10/28/2026	Conference	65	50	\$35,425	Yes
New York Council of Nonprofi	2026 Camp Finance	10/7/2026	10/8/2026	Conference	100	200	\$109,000	Yes
Teri's Group Tours	2026 Adirondack Adventure	9/14/2026	9/18/2026	Group Tour	55	100	\$50,600	Yes
Friendship Tours	2026 Adirondack Balloon Fes	9/18/2026	9/20/2026	Group Tour	55	50	\$30,360	No
NYS Conservation District En	2026 NYS CDEA Annual Adn	10/28/2026	10/29/2026	Conference	100	200	\$109,000	Yes
Demolay New York	2026 Summer Convention	7/16/2026	7/18/2026	Group Tour	113	90	\$62,376	Yes
Country Travel Discoveries	2027 September Fall Getawa	9/29/2027	9/30/2027	Group Tour	55	70	\$20,240	No
Country Travel Discoveries	2027 October Fall Getaway	10/5/2027	10/6/2027	Group Tour	55	60	\$20,240	No
Country Travel Discoveries	2027 Octobers Second Fall C	10/6/2027	10/7/2027	Group Tour	55	60	\$20,240	No
Christian Tours/Burke Interna	2026 July Burke Christian Toi	7/20/2026	7/21/2026	Group Tour	50	60	\$18,400	No
Country Travel Discoveries	2027 Octobers Third Fall Get	10/13/2027	10/14/2027	Group Tour	55	60	\$20,240	No
Lake George Area Weddings	2027 Farley Wedding	7/17/2027	7/18/2027	Wedding	120	50	\$116,800	Yes
Western National Insurance C	2027 Western National Insur	6/21/2027	6/27/2027	Conference	30	210	\$114,450	Yes
New York State Department c	2026 NYSDOL NASDA Confr	9/13/2026	9/17/2026	Conference	200	800	\$545,000	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	Group Tour	55	30	\$20,240	Yes
NYSAMPO	2026 NYSAMPO CONFEREI	5/6/2025	5/9/2025	Conference	200	400	\$380,000	No
Diamond Kings	2027 Summer Baseball Tourr	7/31/2027	8/2/2027	Tournament	288	550	\$367,200	No
PrimeTime Lacrosse	2027 Nationals Invitational	7/22/2027	7/25/2027	Tournament	1000	1140	\$674,000	No
Fury Basketball Club	2026 Lake George Classic H	10/17/2026	10/18/2026	Tournament	350	155	\$140,750	Yes
Fury Basketball Club	2026 ADK Fall Oktoberfest M	10/17/2026	10/18/2026	Tournament	350	110	\$140,750	Yes
New York Volleyball Coaches	2027 Coaches Clinic	5/21/2027	5/22/2027	Conference	100	100	\$109,000	No
NYS Rural Housing Coalition	2027 Annual Conference	9/24/2027	9/26/2027	Conference	150	300	\$245,250	No
Lake Champlain Basin Progr	Lake Champlain Steering Cor	6/13/2027	6/14/2027	Board Meeting	50	100	\$54,500	Yes
New York State Pipe Trades	117th Annual Convention	7/27/2027	7/30/2027	Convention	100	160	\$218,000	Yes

2026 Q3 LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	#	ATTN	Room Nights	EEl Value	New Business
New York State Assessors As	2027 Fall Conference	10/7/2027	10/9/2027	Conference	250		525	\$408,750	No
Upstate New York Thunderbir	2026 Thunderbird Tour to Lak	10/3/2026	10/4/2026	Special Event	20		40	\$21,800	Yes
NYS Disability Services Cour	2027 NYS Disability Services	6/7/2027	6/9/2027	Conference	120		300	\$196,200	No
New York Self-Insurers Assor	2027 Spring Work Shop	6/10/2027	6/12/2027	Conference	180		300	\$294,300	No
Capital Area Fire Districts As	2027 CAFDA Conference	4/8/2027	4/10/2027	Conference	70		210	\$114,450	No
Capital Area Fire Districts As	2028 CAFDA Conference	4/9/2028	4/11/2028	Conference	70		210	\$114,450	No
New York State School Boarc	2027 New York State Associa	5/29/2027	5/31/2027	Conference	200		300	\$327,000	No
Lake George Area Weddings	2027 Kish Wedding	6/11/2027	6/12/2027	Wedding	100		130	\$109,000	No
Associated General Contract	2027 TBB Annual Conventio	6/14/2027	6/16/2027	Convention	250		375	\$408,750	Yes
NYSPHSAA (NYS Public Hig	2028-2030 NYSPHSAA Boys	3/16/2028	3/19/2028	Tournament	9302		630	\$5,699,320	Yes
NYSPHSAA (NYS Public Hig	2028 State Cross Country Ch	11/13/2027	11/13/2027	Tournament	3000		870	\$1,674,000	No
NYSPHSAA (NYS Public Hig	2029 State Cross Country Ch	11/13/2027	11/13/2027	Tournament	3000		870	\$1,674,000	No
Association of School Busine	2027 Fall Leadership Confere	9/23/2027	9/25/2027	Conference	50		70	\$81,750	Yes
Greater Northeast Motorcoac	2028 Spring Meeting	4/3/2028	4/4/2028	Convention	125		100	\$83,750	No
Greater Northeast Motorcoac	2028 Fall Meeting & Events	9/19/2028	9/21/2028	Convention	125		300	\$178,125	No
State Insurance Trade Assoc	2027 SITA Annual Conferenc	9/20/2027	9/24/2027	Conference	100		230	\$272,500	Yes
The Maine Tour Connection	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Group Tour	55		50	\$20,240	Yes
Air Bear Travel	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Group Tour	55		50	\$20,240	Yes
Village of Elmsford Senior Pri	2026 Village of Elmsford Sen	9/23/2026	9/26/2026	SMERF/Reunion	60		180	\$62,160	Yes
New York School Nutrition As	2028 NYSNA Annual Spring	5/16/2028	5/18/2028	Convention	300		480	\$483,500	No
Lower Adirondack Pride	2026 ADK Pride Ski Week	2/27/2027	2/28/2027	Special Event	200		110	\$218,000	Yes
Milady	2026 Milady Cengage retreat	10/12/2026	10/14/2026	SMERF/Reunion	60		180	\$46,620	Yes
New York State School Boarc	2027 NYSSBA Leadership in	7/22/2027	7/23/2027	Conference	350		350	\$304,500	Yes
Tunnel to Towers Foundation	2026 Tunnel to Towers 5K R	9/20/2026	9/20/2026	Special Event	350		100	\$103,250	No
Blinker Fluid Productions/Sev	2027 Jeep Invasion	6/18/2026	6/20/2026	Special Event	1500		470	\$3,502,500	No
New York Rural Letter Carrier	2027 Eastern States Confere	3/12/2027	3/14/2027	Convention	130		60	\$212,550	Yes
Wolfgang / Awesomotive, LLC	2026 WagenFest The Oktobe	10/10/2026	10/10/2026	Special Event	100		30	\$30,000	Yes

2026 Q3 LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEI Type	#	ATTN	Room Nights	EEI Value	New Business
Gunther Charters & Tours	2027 Balloon Festival	9/16/2027	9/18/2027	Group Tour	55		55	\$30,360	No
Lake George DJ Takeover M	2027 Lake George DJ Takeo	5/28/2027	5/29/2027	Special Event	1000		120	\$652,500	No
Lowee's Group Tours, LLC	2027 ADK Balloon Festival	9/17/2027	9/19/2027	Group Tour	55		55	\$30,360	Yes
Starr Bus Charter & Tours	2027 Quebec City & Montrea	7/29/2027	7/30/2027	Group Tour	55		55	\$20,240	Yes
Starr Bus Charter & Tours	2027 Quebec City & Montrea	9/16/2027	9/17/2027	Group Tour	55		50	\$20,240	Yes
Lake George Area Reunions	2027 Church Retreat	6/25/2027	6/27/2027	SMERF/Reunion	150		90	\$61,350	Yes
Adirondack Youth Hockey (A)	2026 Adirondack Thunder Fir	11/6/2026	11/8/2026	Tournament	300		300	\$382,500	No
Adirondack Youth Hockey (A)	2027 Adirondack Extreme Fr	1/22/2027	1/24/2027	Tournament	350		300	\$446,250	No
New York State USBC	2027 37th New York State M	3/6/2027	3/6/2027	Tournament	100		50	\$42,500	No
Firecracker Sports	2027 8th Annual Showcase E	7/16/2026	7/19/2026	Tournament	600		500	\$1,020,000	No
American Association of Fish	2029 American Association o	9/17/2029	9/20/2029	Conference	100		210	\$176,000	Yes
United States Collegiate Athl	2028 USCAA Volleyball & Cr	11/9/2028	11/11/2028	Tournament	400		600	\$852,000	Yes
United States Collegiate Athl	2029 USCAA Volleyball & Cr	11/8/2029	11/10/2029	Tournament	400		600	\$852,000	Yes
Gunther Charters & Tours	2026 Fall Tour	9/21/2026	9/24/2026	Group Tour	55		90	\$40,480	Yes
Lake George Area Weddings	2027 Mulligan Wedding	7/9/2027	7/11/2027	Wedding	70		70	\$114,450	Yes
Health-ISAC, Inc.	2029 Health-ISAC CISO Surr	9/11/2029	9/14/2029	Conference	80		185	\$174,400	Yes
Total = 70					28588		17165	\$27,077,296	

2026 Q3 BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEL Type	# Attn	# Rooms	EEL Value	New Business
Gunther Charters & To	2026 Queen of The America	9/28/2026	10/1/2026	Surfside on the Lak	Group Tour	55	70	\$40,480	Yes
Gunther Charters & To	2026 Balloon Festival Tour	9/18/2026	9/20/2026	Surfside on the Lak	Group Tour	55	70	\$30,360	Yes
NYS PHSA (NYS Pub	2027 State Cross Country C	11/13/2027	11/13/2027	Queensbury Union	Tournament	3000	750	\$990,000	No
North Stars Soccer Cl	2026 5th Annual Cauldron C	10/16/2026	10/18/2026	Great Escape Lodg	Tournament	1000	120	\$676,500	No
Queensbury Union Fre	2026 Cross Country Invitati	9/26/2026	9/26/2026	Queensbury Union	Tournament	800	200	\$539,500	No
Southern Adirondack F	2026 Inaugural Show	11/21/2026	11/22/2026	Aviation Mall	Tournament	250	200	\$212,500	Yes
Teamsters Local Union	2026 New York State Confe	8/23/2026	8/26/2026	Fort William Henry I	Conference	350	375	\$623,000	No
Northeast Unlimited To	2026 September Balloon Fe	9/18/2026	9/20/2026	Adirondack Balloon	Group Tour	56	168	\$30,912	No
TLC Tours	2026 Beauty and Adirondac	9/18/2026	9/19/2026	Courtyard by Marric	Group Tour	55	30	\$20,240	Yes
Adirondack Youth Hoc	2027 Northstars Winter Cla	1/15/2027	1/18/2027	The Queensbury Hc	Tournament	860	300	\$1,707,100	No
Hudson Valley Volunte	2027 HVVFA Convention	6/15/2027	6/20/2027	Fort William Henry I	SMERF/Reur	5000	4620	\$4,458,000	No
University Learning Sy	2027 University of Learning	4/14/2027	4/16/2027	Courtyard by Marric	Conference	60	60	\$56,100	Yes
Northeast Campgroun	2026 NCA Great Escape Ar	9/28/2026	9/29/2026	Lake George Escap	Conference	80	60	\$87,200	Yes
New York School Nutri	2027 NYSNA Annual Spring	5/10/2027	5/13/2027	Fort William Henry I	Conference	250	550	\$545,000	No
Special Olympics New	2026 Special Olympics Fall	10/16/2026	10/18/2026	The Queensbury Hc	Tournament	600	600	\$1,278,000	No
Special Olympics New	2026 Staff Summit	10/28/2026	10/28/2026	The Queensbury Hc	Conference	65	50	\$35,425	Yes
New York Council of N	2026 Camp Finance	10/7/2026	10/8/2026	Sagamore Resort, 1	Conference	100	200	\$109,000	Yes
Teri's Group Tours	2026 Adirondack Adventure	9/14/2026	9/18/2026	Hampton Inn & Suit	Group Tour	55	100	\$50,600	Yes
Friendship Tours	2026 Adirondack Balloon Fe	9/18/2026	9/20/2026	The Queensbury Hc	Group Tour	55	50	\$30,360	No
NYS Conservation Dis	2026 NYS CDEA Annual Ac	10/28/2026	10/29/2026	The Queensbury Hc	Conference	100	200	\$109,000	Yes
Demolay New York	2026 Summer Convention	7/16/2026	7/18/2026	SUNY Adirondack	Group Tour	113	90	\$62,376	Yes
Country Travel Discov	2027 September Fall Getaw	9/29/2027	9/30/2027	The Queensbury Hc	Group Tour	55	70	\$20,240	No
Country Travel Discov	2027 October Fall Getaway	10/5/2027	10/6/2027	The Queensbury Hc	Group Tour	55	60	\$20,240	No
Country Travel Discov	2027 Octobers Second Fall	10/6/2027	10/7/2027	The Queensbury Hc	Group Tour	55	60	\$20,240	No
Christian Tours/Burke I	2026 July Burke Christian T	7/20/2026	7/21/2026	Hampton Inn & Suit	Group Tour	50	60	\$18,400	No
Western National Insur	2027 Western National Insu	6/21/2027	6/27/2027	Sagamore Resort, 1	Conference	30	210	\$114,450	Yes
New York State Depart	2026 NYSDOL NASDA Cor	9/13/2026	9/17/2026	Fort William Henry I	Conference	200	800	\$545,000	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	The Queensbury Hc	Group Tour	55	30	\$20,240	Yes

2026 Q3 BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEI Type	# Attn	# Rooms	EEI Value	New Business
Diamond Kings	2027 Summer Baseball Tou	7/31/2027	8/2/2027	East Field Stadium	Tournament	288	550	\$367,200	No
Fury Basketball Club	2026 Lake George Classic I	10/17/2026	10/18/2026	Word of Life Bible Ir	Tournament	350	155	\$140,750	Yes
Fury Basketball Club	2026 ADK Fall Oktoberfest	10/17/2026	10/18/2026	Word of Life Bible Ir	Tournament	350	110	\$140,750	Yes
New York Volleyball Cc	2027 Coaches Clinic	5/21/2027	5/22/2027	Georgian Lakeside	Conference	100	100	\$109,000	No
Associated General Cc	2027 TBB Annual Conventi	6/14/2027	6/16/2027	Sagamore Resort, 1	Convention	250	375	\$408,750	Yes
Association of School I	2027 Fall Leadership Confe	9/23/2027	9/25/2027	The Queensbury Hc	Conference	50	70	\$81,750	Yes
The Maine Tour Conne	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Adirondack Balloon	Group Tour	55	50	\$20,240	Yes
Air Bear Travel	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Courtyard by Marric	Group Tour	55	50	\$20,240	Yes
Village of Elmsford Ser	2026 Village of Elmsford Se	9/23/2026	9/26/2026	Holiday Inn Resort	SMERF/Reur	60	180	\$62,160	Yes
Lower Adirondack Prid	2026 ADK Pride Ski Week	2/27/2027	2/28/2027	Gore Mountain	Special Even	200	110	\$218,000	Yes
Milady	2026 Milady Cengage retre	10/12/2026	10/14/2026	The Queensbury Hc	SMERF/Reur	60	180	\$46,620	Yes
Tunnel to Towers Foun	2026 Tunnel to Towers 5K F	9/20/2026	9/20/2026	Charles R. Wood - I	Special Even	350	100	\$103,250	No
New York Rural Letter	2027 Eastern States Confer	3/12/2027	3/14/2027	The Queensbury Hc	Convention	130	60	\$212,550	Yes
Wolfsgart / Awesomoti	2026 WagenFest The Oktot	10/10/2026	10/10/2026	Northway Brewing C	Special Even	100	30	\$30,000	Yes
Lake George DJ Takec	2027 Lake George DJ Take	5/28/2027	5/29/2027	Fort William Henry I	Special Even	1000	120	\$652,500	No
Adirondack Youth Hocl	2026 Adirondack Thunder F	11/6/2026	11/8/2026	Harding Mazzotti Ar	Tournament	300	300	\$382,500	No
Adirondack Youth Hocl	2027 Adirondack Extreme F	1/22/2027	1/24/2027	Harding Mazzotti Ar	Tournament	350	300	\$446,250	No
Gunther Charters & To	2026 Fall Tour	9/21/2026	9/24/2026	Surfside on the Lak	Group Tour	55	90	\$40,480	Yes
Lake George Area Wei	2027 Mulligan Wedding	7/9/2027	7/11/2027	Silver Bay YMCA C	Wedding	70	70	\$114,450	Yes
Total = 47						17632	13153	\$16,047,903	

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEl Type	# Attn	# Rooms	EEl Value	New Business
Lake George Area Reur	2026 Bowen Family Re	7/9/2026	7/12/2026	SMERF/Reur	100	60	\$103,600	Yes
Rein Teen Tours	2026 July LG Teen Tour	7/15/2026	7/17/2026	Group Tour	45	50	\$24,840	No
Soil & Water Conservati	2027 Annual Conferenc	8/1/2027	8/4/2027	Convention	425	636	\$1,066,500	Yes
Lake George Area Reur	2026 Mandell Family Re	6/11/2026	6/13/2026	SMERF/Reur	90	80	\$69,930	Yes
Fury Basketball Club	2026 Fury Basketball To	5/23/2026	5/23/2026	Tournament	500	120	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball To	5/30/2026	5/30/2026	Tournament	150	125	\$35,250	Yes
Fury Basketball Club	2026 Fury Basketball To	6/14/2026	6/14/2026	Tournament	150	100	\$35,250	Yes
Fury Basketball Club	2026 Fury Basketball To	6/20/2026	6/20/2026	Tournament	500	50	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball To	7/11/2026	7/11/2026	Tournament	400	110	\$113,000	Yes
Fury Basketball Club	2026 Fury Basketball To	7/18/2026	7/18/2026	Tournament	500	100	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball To	7/25/2026	7/25/2026	Tournament	500	100	\$84,250	Yes
Friendly Tours and Trav	2026 Fall ADK Tour	10/4/2026	10/5/2026	Group Tour	55	56	\$20,240	Yes
New York State Society	2027 NYSSPA CME Co	10/15/2027	10/17/2027	Conference	500	408	\$553,250	Yes
New York State Organiz	NYSO DKG 2027 Spring	4/16/2027	4/18/2027	Board Meetin	50	100	\$134,250	No
Ragnar Events LLC	2027 Ragnar Relay	5/21/2027	5/23/2027	Tournament	1800	300	\$1,012,500	Yes
Wolfsgart / Awesomotive	2026 Wolfsgart Festival	8/5/2026	8/9/2026	Special Event	3000	700	\$3,800,000	Yes
Lake George Area Reur	2026 St. Mary's Class 8	10/17/2026	10/17/2026	SMERF/Reur	120	150	\$45,800	Yes
Starr Bus Charter & Tou	2026 Fall Splendor Tour	10/11/2026	10/13/2026	Group Tour	55	50	\$30,360	No
D&F Travel Inc.	2026 A Lake George Es	6/2/2026	6/5/2026	Group Tour	55	75	\$40,480	Yes
Starr Bus Charter & Tou	2026 Holiday Tour	12/4/2026	12/6/2026	Group Tour	56	50	\$30,912	No
New York State Bar Ass	2026 Commercial & Fed	5/1/2026	5/3/2026	Conference	100	200	\$163,500	Yes
Empire State Safety Ass	2026 ESSA Safety Educ	4/8/2026	4/9/2026	Convention	60	30	\$44,400	No
Starr Bus Charter & Tou	Quebec City & Montreal	8/1/2026	8/2/2026	Group Tour	55	25	\$20,240	Yes
Council of Family and C	2026 COFCCA Annual I	5/6/2026	5/8/2026	Conference	150	225	\$245,250	Yes

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	# Attn	# Rooms	EEl Value	New Business
United States Collegiate	2027 USCAA Volleyball	11/11/2027	11/13/2027	Tournament	400	600	\$852,000	Yes
New York Self-Insurers /	2026 Spring Work Shop	6/10/2026	6/12/2026	Conference	180	300	\$294,300	No
Teamsters Local Union /	2026 New York State Co	8/23/2026	8/26/2026	Conference	350	375	\$623,000	No
Road scholar	2027 ADK Retreat	9/19/2027	9/24/2027	SMERF/Reur	100	375	\$155,400	Yes
Northeast Unlimited Tou	2026 September Balloor	9/18/2026	9/20/2026	Group Tour	56	168	\$30,912	No
PrimeTime Lacrosse	2026 Nationals Invitatio	7/18/2026	7/19/2026	Tournament	1000	1140	\$337,000	No
Dirty Diamonds at The L	2026 Dirty Diamonds at	9/26/2026	9/27/2026	Tournament	200	300	\$170,000	No
2026 Investment Manag	2026 Investment Manag	6/8/2026	6/10/2026	Conference	220	440	\$359,700	Yes
Lake George Area Reur	2026 Making Memories	7/9/2026	7/13/2026	SMERF/Reur	200	255	\$259,000	Yes
National Association of I	2027 Annual Conferenci	8/15/2027	8/18/2027	Conference	75	90	\$146,000	Yes
CMT Meetings & Events	2026 MID CF October E	10/2/2026	10/3/2026	Conference	85	49	\$67,450	Yes
New York State Amateu	2028 Annual Meeting	6/1/2028	6/4/2028	Conference	150	100	\$327,000	Yes
State of New York Polic	2027 State of New York	8/30/2027	9/3/2027	Conference	275	240	\$394,125	Yes
TLC Tours	2026 Beauty and Adiron	9/18/2026	9/19/2026	Group Tour	55	30	\$20,240	Yes
New York State City Co	2026 Annual Conferenci	5/6/2026	5/8/2026	Conference	100	100	\$163,500	Yes
New York State Athletic	2027 Annual Conferenci	6/27/2027	6/30/2027	Conference	125	85	\$132,500	Yes
Northeast Instrumental	2026 Northeast Instrum	11/19/2026	11/22/2026	Special Eveni	200	400	\$436,000	No
Lake George DJ Takeov	2026 Lake George DJ T	5/21/2026	5/22/2026	Special Eveni	1000	200	\$565,000	No
Bnei Baruch America	2026 Annual Retreat	10/28/2026	10/31/2026	SMERF/Reur	300	400	\$310,800	Yes
Erbessd Instruments	2026 Erbessd Instrumer	5/18/2026	5/20/2026	Conference	75	68	\$85,875	Yes
U.S. Travel Association	2027 Summer Summit	7/28/2027	7/30/2027	Conference	200	565	\$388,250	Yes
Friendship Tours	2026 Lake George Sum	8/19/2026	8/20/2026	Group Tour	55	50	\$20,240	Yes
St. George Orthodox Ch	2026 Lake George Reur	6/26/2026	6/27/2026	SMERF/Reur	100	50	\$51,800	Yes
New York State Telecorr	2026 NYSTA Annual Co	6/9/2026	6/11/2026	Conference	200	300	\$274,500	Yes

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	# Attn	# Rooms	EEl Value	New Business
Lake George Area Reur	2026 Bello Family Reun	6/27/2026	6/29/2026	SMERF/Reur	25	26	\$12,801	Yes
Firecracker Sports	2026 7th Annual Showc	7/16/2026	7/19/2026	Tournament	600	400	\$1,020,000	No
Long Island State Veter	2026 SUNY PA Spring C	5/6/2026	5/8/2026	SMERF/Reur	125	250	\$97,125	Yes
Montrose Area School C	2026 Student Group Trip	6/1/2026	6/3/2026	SMERF/Reur	50	50	\$38,850	Yes
Land Trust Alliance	2026 New York Land Cc	5/12/2026	5/13/2026	Conference	100	32	\$179,000	Yes
World of Step Alliance	2028 National Finale Ch	5/26/2028	5/29/2028	Tournament	1000	755	\$1,985,000	Yes
USA Retirement	2026 Leadership Counc	10/2/2026	10/3/2026	Conference	30	60	\$32,700	Yes
Travel and Tourism Res	2028 Marketing Outlook	1/30/2028	2/2/2028	Conference	325	500	\$484,500	Yes
Southern Adirondack Ct	2026 Early Childhood C	11/13/2026	11/14/2026	Conference	20	40	\$21,800	No
Park & Trails New York	2026 Statewide Friends	9/18/2026	9/19/2026	Conference	200	200	\$218,000	Yes
Faith Facts Formation	2026 Faith and Reason	9/18/2026	9/20/2026	SMERF/Reur	100	150	\$77,700	Yes
New York State Departm	2026 Labor Standards Ir	10/20/2026	10/23/2026	Conference	400	465	\$872,000	Yes
Celebration of The Natic	2027 Festival of Tribes	9/28/2027	10/11/2027	Special Event	1500	2800	\$2,289,000	Yes
New York State College	2027 NECHA Annual Mi	10/13/2027	10/15/2027	Convention	150	225	\$245,250	Yes
Wolf's Motorcoach	History Horses and Scei	8/2/2026	8/7/2026	Group Tour	55	125	\$60,720	Yes
EPIC Insurance Brokers	EPIC Summit Club	9/19/2027	9/22/2027	Conference	140	420	\$305,200	Yes
Perkiomen Tours & Trav	2026 ADK Balloon Festi	9/17/2026	9/20/2026	Group Tour	55	75	\$40,480	Yes
World of Travel	2026 Balloon festival La	9/17/2026	9/20/2026	Group Tour	55	75	\$40,480	Yes
New York State Associa	2026 NYSACC Annual M	9/20/2026	9/23/2026	Conference	120	300	\$233,600	No
Northern United Soccer	2027 Mountain Mayhem	5/8/2027	5/8/2027	SMERF/Reur	1000	200	\$111,800	Yes
NYS Disability Services	2026 NYS Disability Ser	6/8/2026	6/10/2026	Conference	120	165	\$196,200	No
Adirondack Youth Hocke	2027 Northstars Winter	1/15/2027	1/18/2027	Tournament	860	300	\$1,707,100	No
New York Chapter of the	2027 New York Chapter	5/7/2027	5/9/2027	Convention	200	163	\$230,400	No
Eastern Division Interna	2026 Annual Conferenc	6/18/2026	6/21/2026	Conference	100	60	\$218,000	No

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	# Attn	# Rooms	EEl Value	New Business
Hudson Valley Volunteer	2027 HVVFA Convention	6/15/2027	6/20/2027	Convention	5000	4620	\$10,050,000	No
MARS TOURS AND TR	2027 ADK Fall Tour	10/11/2027	10/12/2027	Group Tour	55	50	\$20,240	Yes
Northeast Unlimited Tou	2026 October Northeast	10/6/2026	10/7/2026	Group Tour	50	25	\$18,400	No
HiFi Travel & Event Plar	2027 Spring Delta Chi	4/9/2027	4/11/2027	SMERF/Reur	90	75	\$69,930	Yes
Travel Masters	2027 NY Fall Tour	10/5/2027	10/6/2027	Group Tour	55	60	\$20,240	Yes
Lake George Area Reur	2027 Retreat for Gifted (	6/27/2027	7/1/2027	SMERF/Reur	300	468	\$388,500	Yes
Lake George Area Wedr	2028 Wayman / Czekow	5/1/2028	5/2/2028	Wedding	150	200	\$163,500	Yes
Perkiomen Tours & Trav	2026 Thanksgiving Tour	11/24/2026	11/27/2026	Group Tour	55	75	\$40,480	Yes
NYSPHSAA (NYS Publi	2026 Girls Volleyball Ch	11/20/2026	11/22/2026	Tournament	4500	600	\$2,745,000	No
NYSPHSAA (NYS Publi	2027 Girls Volleyball Ch	11/19/2027	11/21/2027	Tournament	4500	600	\$2,745,000	No
University Learning Syst	2027 University of Learr	4/14/2027	4/16/2027	Conference	60	60	\$56,100	Yes
Campground Owners of	2026 CONY Annual Mex	9/27/2026	9/30/2026	Conference	100	300	\$218,000	Yes
Northeast Campground	2026 NCA Great Escape	9/28/2026	9/29/2026	Conference	80	60	\$87,200	Yes
New York State United T	2026 NYSUT LAP Confe	7/20/2026	7/24/2026	Conference	200	500	\$370,000	No
New York School Nutriti	2028 Northeast Leaders	11/16/2028	11/18/2028	Conference	40	60	\$54,900	Yes
New York School Nutriti	2027 NYSNA Annual Sp	5/10/2027	5/13/2027	Conference	250	550	\$545,000	No
Special Olympics New Y	2026 Special Olympics I	10/16/2026	10/18/2026	Tournament	600	600	\$1,278,000	No
Special Olympics New Y	2026 Staff Summit	10/28/2026	10/28/2026	Conference	65	50	\$35,425	Yes
New York Council of Noi	2026 Camp Finance	10/7/2026	10/8/2026	Conference	100	200	\$109,000	Yes
Teri's Group Tours	2026 Adirondack Adven	9/14/2026	9/18/2026	Group Tour	55	100	\$50,600	Yes
Friendship Tours	2026 Adirondack Balloo	9/18/2026	9/20/2026	Group Tour	55	50	\$30,360	No
NYS Conservation Distri	2026 NYS CDEA Annua	10/28/2026	10/29/2026	Conference	100	200	\$109,000	Yes
Demolay New York	2026 Summer Conventi	7/16/2026	7/18/2026	Group Tour	113	90	\$62,376	Yes
Country Travel Discover	2027 September Fall Ge	9/29/2027	9/30/2027	Group Tour	55	70	\$20,240	No

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEL Type	# Attn	# Rooms	EEL Value	New Business
Country Travel Discover	2027 October Fall Getav	10/5/2027	10/6/2027	Group Tour	55	60	\$20,240	No
Country Travel Discover	2027 Octobers Second I	10/6/2027	10/7/2027	Group Tour	55	60	\$20,240	No
Christian Tours/Burke In	2026 July Burke Christia	7/20/2026	7/21/2026	Group Tour	50	60	\$18,400	No
Country Travel Discover	2027 Octobers Third Fal	10/13/2027	10/14/2027	Group Tour	55	60	\$20,240	No
Lake George Area Wed	2027 Farley Wedding	7/17/2027	7/18/2027	Wedding	120	50	\$116,800	Yes
Western National Insura	2027 Western National I	6/21/2027	6/27/2027	Conference	30	210	\$114,450	Yes
New York State Departm	2026 NYSDOL NASDA	9/13/2026	9/17/2026	Conference	200	800	\$545,000	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	Group Tour	55	30	\$20,240	Yes
NYSAMPO	2026 NYSAMPO CONF	5/6/2025	5/9/2025	Conference	200	400	\$380,000	No
Diamond Kings	2027 Summer Baseball	7/31/2027	8/2/2027	Tournament	288	550	\$367,200	No
PrimeTime Lacrosse	2027 Nationals Invitatio	7/22/2027	7/25/2027	Tournament	1000	1140	\$674,000	No
Fury Basketball Club	2026 Lake George Clas	10/17/2026	10/18/2026	Tournament	350	155	\$140,750	Yes
Fury Basketball Club	2026 ADK Fall Oktoberf	10/17/2026	10/18/2026	Tournament	350	110	\$140,750	Yes
New York Volleyball Coe	2027 Coaches Clinic	5/21/2027	5/22/2027	Conference	100	100	\$109,000	No
NYS Rural Housing Coa	2027 Annual Conferenc	9/24/2027	9/26/2027	Conference	150	300	\$245,250	No
Lake Champlain Basin F	Lake Champlain Steerin	6/13/2027	6/14/2027	Board Meetin	50	100	\$54,500	Yes
New York State Pipe Tra	117th Annual Conventio	7/27/2027	7/30/2027	Convention	100	160	\$218,000	Yes
New York State Assessc	2027 Fall Conference	10/7/2027	10/9/2027	Conference	250	525	\$408,750	No
Upstate New York Thun	2026 Thunderbird Tour t	10/3/2026	10/4/2026	Special Eveni	20	40	\$21,800	Yes
NYS Disability Services	2027 NYS Disability Ser	6/7/2027	6/9/2027	Conference	120	300	\$196,200	No
New York Self-Insurers /	2027 Spring Work Shop	6/10/2027	6/12/2027	Conference	180	300	\$294,300	No
Capital Area Fire Distric	2027 CAFDA Conferenc	4/9/2027	4/11/2027	Conference	70	210	\$114,450	Yes
Capital Area Fire Distric	2028 CAFDA Conferenc	4/9/2028	4/11/2028	Conference	70	210	\$114,450	No
New York State School I	2027 New York State As	5/29/2027	5/31/2027	Conference	200	300	\$327,000	No

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEl Type	# Attn	# Rooms	EEl Value	New Business
Lake George Area Wed	2027 Kish Wedding	6/11/2027	6/12/2027	Wedding	100	130	\$109,000	No
Associated General Cor	2027 TBB Annual Conve	6/14/2027	6/16/2027	Convention	250	375	\$408,750	Yes
NYSPHSAA (NYS Publi	2028-2030 NYSPHSAA	3/16/2028	3/19/2028	Tournament	9302	630	\$5,699,320	Yes
NYSPHSAA (NYS Publi	2028 State Cross Count	11/13/2027	11/13/2027	Tournament	3000	870	\$1,674,000	No
NYSPHSAA (NYS Publi	2029 State Cross Count	11/13/2027	11/13/2027	Tournament	3000	870	\$1,674,000	No
Association of School B	2027 Fall Leadership Cc	9/23/2027	9/25/2027	Conference	50	70	\$81,750	Yes
Greater Northeast Motor	2028 Spring Meeting	4/3/2028	4/4/2028	Convention	125	100	\$83,750	No
Greater Northeast Motor	2028 Fall Meeting & Eve	9/19/2028	9/21/2028	Convention	125	300	\$178,125	No
State Insurance Trade A	2027 SITA Annual Confe	9/20/2027	9/24/2027	Conference	100	230	\$272,500	Yes
The Maine Tour Connec	2026 ADK Balloon Festi	9/18/2026	9/19/2026	Group Tour	55	50	\$20,240	Yes
Air Bear Travel	2026 ADK Balloon Festi	9/18/2026	9/19/2026	Group Tour	55	50	\$20,240	Yes
Village of Elmsford Seni	2026 Village of Elmsforc	9/23/2026	9/26/2026	SMERF/Reur	60	180	\$62,160	Yes
New York School Nutriti	2028 NYSNA Annual Sp	5/16/2028	5/18/2028	Convention	300	480	\$483,500	No
Lower Adirondack Pride	2026 ADK Pride Ski We	2/27/2027	2/28/2027	Special Eveni	200	110	\$218,000	Yes
Milady	2026 Milady Cengage re	10/12/2026	10/14/2026	SMERF/Reur	60	180	\$46,620	Yes
New York State School I	2027 NYSSBA Leadersl	7/22/2027	7/23/2027	Conference	350	350	\$304,500	Yes
Tunnel to Towers Found	2026 Tunnel to Towers 5	9/20/2026	9/20/2026	Special Eveni	350	100	\$103,250	No
Blinker Fluid Production	2027 Jeep Invasion	6/18/2026	6/20/2026	Special Eveni	1500	470	\$3,502,500	No
New York Rural Letter C	2027 Eastern States Co	3/12/2027	3/14/2027	Convention	130	60	\$212,550	Yes
Wolfsgart / Awesomotive	2026 WagenFest The O	10/10/2026	10/10/2026	Special Eveni	100	30	\$30,000	Yes
Gunther Charters & Tou	2027 Balloon Festival	9/16/2027	9/18/2027	Group Tour	55	55	\$30,360	No
Lake George DJ Takeov	2027 Lake George DJ T	5/28/2027	5/29/2027	Special Eveni	1000	120	\$652,500	No
Lowee's Group Tours, LI	2027 ADK Balloon Festi	9/17/2027	9/19/2027	Group Tour	55	55	\$30,360	Yes
Starr Bus Charter & Tou	2027 Quebec City & Mo	7/29/2027	7/30/2027	Group Tour	55	55	\$20,240	Yes

2026 YTD LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates -End	EEL Type	# Attn	# Rooms	EEL Value	New Business
Starr Bus Charter & Tou	2027 Quebec City & Mo	9/16/2027	9/17/2027	Group Tour	55	50	\$20,240	Yes
Lake George Area Reur	2027 Church Retreat	6/25/2027	6/27/2027	SMERF/Reur	150	90	\$61,350	Yes
Adirondack Youth Hocke	2026 Adirondack Thund	11/6/2026	11/8/2026	Tournament	300	300	\$382,500	No
Adirondack Youth Hocke	2027 Adirondack Extren	1/22/2027	1/24/2027	Tournament	350	300	\$446,250	No
New York State USBC	2027 37th New York Sta	3/6/2027	3/6/2027	Tournament	100	50	\$42,500	No
Firecracker Sports	2027 8th Annual Showc	7/16/2026	7/19/2026	Tournament	600	500	\$1,020,000	No
American Association of	2029 American Associat	9/17/2029	9/20/2029	Conference	100	210	\$176,000	Yes
United States Collegiate	2028 USCAA Volleyball	11/9/2028	11/11/2028	Tournament	400	600	\$852,000	Yes
United States Collegiate	2029 USCAA Volleyball	11/8/2029	11/10/2029	Tournament	400	600	\$852,000	Yes
Gunther Charters & Tou	2026 Fall Tour	9/21/2026	9/24/2026	Group Tour	55	90	\$40,480	Yes
Lake George Area Wed	2027 Mulligan Wedding	7/9/2027	7/11/2027	Wedding	70	70	\$114,450	Yes
Health-ISAC, Inc.	2029 Health-ISAC CISC	9/11/2029	9/14/2029	Conference	80	185	\$174,400	Yes
Total = 157					66230	43274	\$69,178,736	

2026 YTD BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEI Type	# Attn	# Rooms	EEI Value	New Business
Greater Northeast Motorc	2027 GNEMA SPRING MEETII	4/12/2027	4/13/2027	Fort William Henry	Conference	125	100	\$83,750	Yes
Northeast Story Telling	2027 Sharing The Fire Storytell	3/25/2027	3/28/2027	The Queensbury H	Conference	100	75	\$148,000	Yes
Alpha Win Lake George T	2026 Bolton Landing Triathlon	6/12/2026	6/13/2026	Veterans Memorial	Tournament	500	500	\$254,000	Yes
New England Nordic Ski /	NENSA Eastern U16 Champior	3/8/2026	3/10/2026	Gore Mountain	Tournament	250	600	\$318,750	Yes
Demolay New York	2026 Winterfest	2/27/2026	3/1/2026	The Queensbury H	Group Tour	100	88	\$55,200	Yes
Elite Coach	2026 ADK Balloon Festival	9/17/2026	9/20/2026	Country Inn & Suit	Group Tour	55	90	\$40,480	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	5/15/2026	5/17/2026	Word of Life Bible	Tournament	300	370	\$382,500	Yes
Lake George Area Reunic	2026 Jimenez Family Gatherin	7/18/2026	7/19/2026	Boulder's Resort	SMERF/Reuni	30	10	\$15,540	Yes
Gunther Charters & Tours	2026 Queen of The American L	9/28/2026	10/1/2026	Surfside on the Lal	Group Tour	55	70	\$40,480	Yes
Gunther Charters & Tours	2026 Balloon Festival Tour	9/18/2026	9/20/2026	Surfside on the Lal	Group Tour	55	70	\$30,360	Yes
Alpha Win Lake George T	2026 Lake George Triathlon	9/5/2026	9/6/2026	Million Dollar Beac	Tournament	1000	500	\$565,000	No
Lake George Area Reunic	2026 Zablonki Reunion	6/20/2026	6/23/2026	Surfside on the Lal	SMERF/Reuni	75	225	\$77,700	Yes
NYS PHSA (NYS Public	2027 State Cross Country Cha	11/13/2027	11/13/2027	Queensbury Union	Tournament	3000	750	\$990,000	No
NE District Barbershop H	2026 NED WESTERN Regiona	5/1/2026	5/2/2026	Glens Falls High S	Special Event	400	300	\$243,500	No
AAA Travel Northeast	2026 Legends & Landscapes: /	6/2/2026	6/5/2026	Hampton Inn & Sui	Group Tour	55	75	\$40,480	Yes
North Stars Soccer Club	2026 5th Annual Cauldron Cup	10/16/2026	10/18/2026	Great Escape Lodg	Tournament	1000	120	\$676,500	No
Queensbury Union Free S	2026 Cross Country Invitationa	9/26/2026	9/26/2026	Queensbury Union	Tournament	800	200	\$539,500	No
Southern Adirondack Rab	2026 Inaugural Show	11/21/2026	11/22/2026	Aviation Mall	Tournament	250	200	\$212,500	Yes
Diamond Kings	2026 Summer Baseball Tourna	7/31/2026	8/2/2026	East Field Stadium	Tournament	288	400	\$367,200	No
Lake George Area Weddii	2026 Richardson Wedding	9/11/2026	9/13/2026	Chateau on the La	Wedding	150	80	\$245,250	Yes
Church of Jesus Christs L	2026 Father Son Canoe Adven	6/22/2026	6/26/2026	NYS Department c	SMERF/Reuni	80	60	\$103,600	Yes
Costello, Valente & Gentr	2026 Law Office Conference	6/19/2026	6/21/2026	Silver Bay YMCA (	Conference	50	60	\$81,750	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	4/11/2026	4/12/2026	Fort William Henry	Tournament	300	200	\$255,000	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	4/18/2026	4/19/2026	Word of Life Bible	Tournament	300	235	\$255,000	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	6/6/2026	6/7/2026	Saint Mary's Acade	Tournament	300	200	\$255,000	Yes
Ben Porat Yosef	2026 Student Youth Trip	6/8/2026	6/10/2026	The Villas On Lake	SMERF/Reuni	50	50	\$38,850	Yes
Lake George Area Reunic	2026 Bowen Family Reunion	7/9/2026	7/12/2026	Skyline by Choice	SMERF/Reuni	100	60	\$103,600	Yes
Rein Teen Tours	2026 July LG Teen Tour	7/15/2026	7/17/2026	Country Inn & Suit	Group Tour	45	50	\$24,840	No
Fury Basketball Club	2026 Fury Basketball Tournam	5/23/2026	5/23/2026	Word of Life Bible	Tournament	500	120	\$84,250	Yes

2026 YTD BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEL Type	# Attn	# Rooms	EEL Value	New Business
Fury Basketball Club	2026 Fury Basketball Tournam	5/30/2026	5/30/2026	Word of Life Bible	Tournament	150	125	\$35,250	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	6/14/2026	6/14/2026	Word of Life Bible	Tournament	150	100	\$35,250	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	6/20/2026	6/20/2026	Word of Life Bible	Tournament	500	50	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	7/11/2026	7/11/2026	Word of Life Bible	Tournament	400	110	\$113,000	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	7/18/2026	7/18/2026	Word of Life Bible	Tournament	500	100	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball Tournam	7/25/2026	7/25/2026	Word of Life Bible	Tournament	500	100	\$84,250	Yes
Friendly Tours and Travel	2026 Fall ADK Tour	10/4/2026	10/5/2026	Holiday Inn Expres	Group Tour	55	56	\$20,240	Yes
New York State Organizat	NYSO DKG 2027 Spring Execu	4/16/2027	4/18/2027	Fort William Henry	Board Meeting	50	100	\$134,250	No
Wolfsgart / Awesomotive,	2026 Wolfsgart Festival	8/5/2026	8/9/2026	Charles R. Wood -	Special Event	3000	700	\$3,800,000	Yes
Lake George Area Reunic	2026 St. Mary's Class 84-86 St	10/17/2026	10/17/2026	Saint Mary's Acad	SMERF/Reuni	120	150	\$45,800	Yes
Starr Bus Charter & Tours	2026 Fall Splendor Tour	10/11/2026	10/13/2026	Fort William Henry	Group Tour	55	50	\$30,360	No
D&F Travel Inc.	2026 A Lake George Escape	6/2/2026	6/5/2026	Hampton Inn & Sui	Group Tour	55	75	\$40,480	Yes
Starr Bus Charter & Tours	2026 Holiday Tour	12/4/2026	12/6/2026	The Queensbury I-	Group Tour	56	50	\$30,912	No
New York State Bar Assoc	2026 Commercial & Federal Lit	5/1/2026	5/3/2026	Sagamore Resort,	Conference	100	200	\$163,500	Yes
Empire State Safety Asso	2026 ESSA Safety Education &	4/8/2026	4/9/2026	Fort William Henry	Convention	60	30	\$44,400	No
Starr Bus Charter & Tours	Quebec City & Montreal Tour	8/1/2026	8/2/2026	The Queensbury I-	Group Tour	55	25	\$20,240	Yes
Council of Family and Chi	2026 COFCCA Annual Meeting	5/6/2026	5/8/2026	Sagamore Resort,	Conference	150	225	\$245,250	Yes
New York Self-Insurers As	2026 Spring Work Shop	6/10/2026	6/12/2026	Sagamore Resort,	Conference	180	300	\$294,300	No
Teamsters Local Union 29	2026 New York State Conferen	8/23/2026	8/26/2026	Fort William Henry	Conference	350	375	\$623,000	No
Northeast Unlimited Tours	2026 September Balloon Festi	9/18/2026	9/20/2026	Adirondack Balloo	Group Tour	56	168	\$30,912	No
PrimeTime Lacrosse	2026 Nationals Invitational	7/18/2026	7/19/2026	Ridge Jenkinsville	Tournament	1000	1140	\$337,000	No
2026 Investment Managei	2026 Investment Management	6/8/2026	6/10/2026	Sagamore Resort,	Conference	220	440	\$359,700	Yes
Lake George Area Reunic	2026 Making Memories Family	7/9/2026	7/13/2026	Park Lane Motel	SMERF/Reuni	200	255	\$259,000	Yes
TLC Tours	2026 Beauty and Adirondack B	9/18/2026	9/19/2026	Courtyard by Marri	Group Tour	55	30	\$20,240	Yes
New York State City Coun	2026 Annual Conference and T	5/6/2026	5/8/2026	Sagamore Resort,	Conference	100	100	\$163,500	Yes
Northeast Instrumental M	2026 Northeast Instrumental M	11/19/2026	11/22/2026	Courtyard by Marri	Special Event	200	400	\$436,000	No
Lake George DJ Takeove	2026 Lake George DJ Takeove	5/21/2026	5/22/2026	Fort William Henry	Special Event	1000	200	\$565,000	No
Bnei Baruch America	2026 Annual Retreat	10/28/2026	10/31/2026	Silver Bay YMCA C	SMERF/Reuni	300	400	\$310,800	Yes
Erbessd Instruments	2026 Erbessd Instruments Pri	5/18/2026	5/20/2026	Fort William Henry	Conference	75	68	\$85,875	Yes

2026 YTD BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEl Type	# Attn	# Rooms	EEl Value	New Business
Friendship Tours	2026 Lake George Summer To	8/19/2026	8/20/2026	The Queensbury I	Group Tour	55	50	\$20,240	Yes
New York State Telecomm	2026 NYSTA Annual Conferen	6/9/2026	6/11/2026	Sagamore Resort,	Conference	200	300	\$274,500	Yes
Lake George Area Reunic	2026 Bello Family Reunion	6/27/2026	6/29/2026	Boulder's Resort	SMERF/Reuni	25	26	\$12,801	Yes
Firecracker Sports	2026 7th Annual Showcase Ba	7/16/2026	7/19/2026	SUNY Adirondack	Tournament	600	400	\$1,020,000	No
Long Island State Veteran	2026 SUNY PA Spring Confere	5/6/2026	5/8/2026	Holiday Inn Resort	SMERF/Reuni	125	250	\$97,125	Yes
Montrose Area School Dis	2026 Student Group Trip	6/1/2026	6/3/2026	Georgian Lakeside	SMERF/Reuni	50	50	\$38,850	Yes
Land Trust Alliance	2026 New York Land Conserva	5/12/2026	5/13/2026	The Queensbury I	Conference	100	32	\$179,000	Yes
USA Retirement	2026 Leadership Council Strate	10/2/2026	10/3/2026	Sagamore Resort,	Conference	30	60	\$32,700	Yes
Southern Adirondack Chil	2026 Early Childhood Conferer	11/13/2026	11/14/2026	Fort William Henry	Conference	20	40	\$21,800	No
Park & Trails New York	2026 Statewide Friends Confer	9/18/2026	9/19/2026	Fort William Henry	Conference	200	200	\$218,000	Yes
Faith Facts Formation	2026 Faith and Reason Confer	9/18/2026	9/20/2026	Silver Bay YMCA C	SMERF/Reuni	100	150	\$77,700	Yes
Wolf's Motorcoach	2026 History Horses and Sceni	8/2/2026	8/7/2026	The Queensbury I	Group Tour	55	125	\$60,720	Yes
Perkiomen Tours & Travel	2026 ADK Balloon Festival Tou	9/17/2026	9/20/2026	Fairfield Inn & Suit	Group Tour	55	75	\$40,480	Yes
World of Travel	2026 Balloon festival Lake Gec	9/17/2026	9/20/2026	Surfside on the Lai	Group Tour	55	75	\$40,480	Yes
New York State Associati	2026 NYSACC Annual Meeting	9/20/2026	9/23/2026	Courtyard by Marri	Conference	120	300	\$233,600	No
NYS Disability Services C	2026 NYS Disability Services C	6/8/2026	6/10/2026	Courtyard by Marri	Conference	120	165	\$196,200	No
Adirondack Youth Hockey	2027 Northstars Winter Classic	1/15/2027	1/18/2027	The Queensbury I	Tournament	860	300	\$1,707,100	No
Eastern Division Internatic	2026 Annual Conference	6/18/2026	6/21/2026	Courtyard by Marri	Conference	100	60	\$218,000	No
Hudson Valley Volunteer f	2027 HVVFA Convention	6/15/2027	6/20/2027	Fort William Henry	Convention	5000	4620	\$4,458,000	No
Northeast Unlimited Tours	2026 October Northeast Unlimi	10/6/2026	10/7/2026	The Queensbury I	Group Tour	50	25	\$18,400	No
Perkiomen Tours & Travel	2026 Thanksgiving Tour	11/24/2026	11/27/2026	The Queensbury I	Group Tour	55	75	\$40,480	Yes
NYSPHSAA (NYS Public	2026 Girls Volleyball Champior	11/20/2026	11/22/2026	Harding Mazzotti A	Tournament	4500	600	\$2,745,000	No
University Learning Syste	2027 University of Learning Se	4/14/2027	4/16/2027	Courtyard by Marri	Conference	60	60	\$56,100	Yes
Campground Owners of N	2026 CONY Annual Meeting	9/27/2026	9/30/2026	Fort William Henry	Conference	100	300	\$218,000	Yes
Northeast Campground A	2026 NCA Great Escape Annu	9/28/2026	9/29/2026	Lake George Esca	Conference	80	60	\$87,200	Yes
New York State United Te	2026 NYSUT LAP Conference	7/20/2026	7/24/2026	Fort William Henry	Conference	200	500	\$370,000	No
New York School Nutritior	2027 NYSNA Annual Spring Cr	5/10/2027	5/13/2027	Fort William Henry	Conference	250	550	\$545,000	No
Special Olympics New Yo	2026 Special Olympics Fall Ga	10/16/2026	10/18/2026	The Queensbury I	Tournament	600	600	\$1,278,000	No
Special Olympics New Yo	2026 Staff Summit	10/28/2026	10/28/2026	The Queensbury I	Conference	65	50	\$35,425	Yes

2026 YTD BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEI Type	# Attn	# Rooms	EEI Value	New Business
New York Council of Nonp	2026 Camp Finance	10/7/2026	10/8/2026	Sagamore Resort,	Conference	100	200	\$109,000	Yes
Teri's Group Tours	2026 Adirondack Adventure	9/14/2026	9/18/2026	Hampton Inn & Sui	Group Tour	55	100	\$50,600	Yes
Friendship Tours	2026 Adirondack Balloon Festi	9/18/2026	9/20/2026	The Queensbury I-	Group Tour	55	50	\$30,360	No
NYS Conservation District	2026 NYS CDEA Annual Admi	10/28/2026	10/29/2026	The Queensbury I-	Conference	100	200	\$109,000	Yes
Demolay New York	2026 Summer Convention	7/16/2026	7/18/2026	SUNY Adirondack	Group Tour	113	90	\$62,376	Yes
Country Travel Discoverie	2027 September Fall Getaway	9/29/2027	9/30/2027	The Queensbury I-	Group Tour	55	70	\$20,240	No
Country Travel Discoverie	2027 October Fall Getaway	10/5/2027	10/6/2027	The Queensbury I-	Group Tour	55	60	\$20,240	No
Country Travel Discoverie	2027 Octobers Second Fall Ge	10/6/2027	10/7/2027	The Queensbury I-	Group Tour	55	60	\$20,240	No
Christian Tours/Burke Inte	2026 July Burke Christian Tour	7/20/2026	7/21/2026	Hampton Inn & Sui	Group Tour	50	60	\$18,400	No
Western National Insuran	2027 Western National Insuran	6/21/2027	6/27/2027	Sagamore Resort,	Conference	30	210	\$114,450	Yes
New York State Departme	2026 NYSDOL NASDA Confer	9/13/2026	9/17/2026	Fort William Henry	Conference	200	800	\$545,000	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	The Queensbury I-	Group Tour	55	30	\$20,240	Yes
Diamond Kings	2027 Summer Baseball Tourna	7/31/2027	8/2/2027	East Field Stadium	Tournament	288	550	\$367,200	No
Fury Basketball Club	2026 Lake George Classic Hoc	10/17/2026	10/18/2026	Word of Life Bible	Tournament	350	155	\$140,750	Yes
Fury Basketball Club	2026 ADK Fall Oktoberfest Mai	10/17/2026	10/18/2026	Word of Life Bible	Tournament	350	110	\$140,750	Yes
New York Volleyball Coac	2027 Coaches Clinic	5/21/2027	5/22/2027	Georgian Lakeside	Conference	100	100	\$109,000	No
Associated General Contr	2027 TBB Annual Convention	6/14/2027	6/16/2027	Sagamore Resort,	Convention	250	375	\$408,750	Yes
Association of School Bus	2027 Fall Leadership Conferen	9/23/2027	9/25/2027	The Queensbury I-	Conference	50	70	\$81,750	Yes
The Maine Tour Connecti	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Adirondack Balloon	Group Tour	55	50	\$20,240	Yes
Air Bear Travel	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Courtyard by Marri	Group Tour	55	50	\$20,240	Yes
Village of Elmsford Senior	2026 Village of Elmsford Senio	9/23/2026	9/26/2026	Holiday Inn Resort	SMERF/Reuni	60	180	\$62,160	Yes
Lower Adirondack Pride	2026 ADK Pride Ski Week	2/27/2027	2/28/2027	Gore Mountain	Special Event	200	110	\$218,000	Yes
Milady	2026 Milady Cengage retreat	10/12/2026	10/14/2026	The Queensbury I-	SMERF/Reuni	60	180	\$46,620	Yes
Tunnel to Towers Foundat	2026 Tunnel to Towers 5K Run	9/20/2026	9/20/2026	Charles R. Wood -	Special Event	350	100	\$103,250	No
New York Rural Letter Cai	2027 Eastern States Conferenc	3/12/2027	3/14/2027	The Queensbury I-	Convention	130	60	\$212,550	Yes
Wolfsbart / Awesomotive,	2026 WagenFest The Oktoberf	10/10/2026	10/10/2026	Northway Brewing	Special Event	100	30	\$30,000	Yes
Lake George DJ Takeover	2027 Lake George DJ Takeove	5/28/2027	5/29/2027	Fort William Henry	Special Event	1000	120	\$652,500	No
Adirondack Youth Hockey	2026 Adirondack Thunder Fire	11/6/2026	11/8/2026	Harding Mazzotti A	Tournament	300	300	\$382,500	No
Adirondack Youth Hockey	2027 Adirondack Extreme Free	1/22/2027	1/24/2027	Harding Mazzotti A	Tournament	350	300	\$446,250	No

2026 YTD BOOKINGS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEI Type	# Attn	# Rooms	EEI Value	New Business
Gunther Charters & Tours	2026 Fall Tour	9/21/2026	9/24/2026	Surfside on the Lal	Group Tour	55	90	\$40,480	Yes
Lake George Area Weddi	2027 Mulligan Wedding	7/9/2027	7/11/2027	Silver Bay YMCA C	Wedding	70	70	\$114,450	Yes
Total = 118						38931	27008	\$34,084,076	

2026 Q3 EVENTS SERVICED

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEl Type	# # Attn	# # Rooms	EEl Value	New Business
New York State Plumbing Heatin	2026 NYS PHCC Annual State Convention	7/22/2026	7/26/2026	Convention	25	100	\$68,125	Yes
The Lake George Games Expo	2026 Annual Expo	7/25/2026	7/27/2026	Special Even	100	20	\$93,500	Yes
Lake George Area Reunions	2026 Lyman Family Reunion	7/8/2026	7/13/2026	SMERF/Reur	250	150	\$222,900	Yes
Elite Coach	2026 ADK Balloon Festival	9/17/2026	9/20/2026	Group Tour	55	90	\$40,480	Yes
Lake George Area Reunions	2026 Jimenez Family Gathering	7/18/2026	7/19/2026	SMERF/Reur	30	10	\$15,540	Yes
Gunther Charters & Tours	2026 Balloon Festival	9/18/2026	9/20/2026	Group Tour	55	70	\$30,360	No
Gunther Charters & Tours	2026 Queen of The American Lakes Tour	9/28/2026	10/1/2026	Group Tour	55	70	\$40,480	Yes
Gunther Charters & Tours	2026 Balloon Festival Tour	9/18/2026	9/20/2026	Group Tour	55	70	\$30,360	Yes
Lake George Area Weddings	2026 Leblanc / Larose Wedding	8/21/2026	8/23/2026	Wedding	150	100	\$245,250	Yes
Alpha Win Lake George Triathlor	2026 Lake George Triathlon	9/5/2026	9/6/2026	Tournament	1000	500	\$565,000	No
Lake George Area Reunions	2026 Collucci College Reunion	9/24/2026	9/27/2026	SMERF/Reur	20	60	\$17,040	Yes
Lake George Area Weddings	2026 Audi Wedding	8/29/2026	8/29/2026	Wedding	150	100	\$81,750	Yes
LM Media Worldwide. LLC	2026 Camp CHEN-A-WANDA - July Lake C	7/27/2026	7/29/2026	Group Tour	10	24	\$5,520	No
Jason Sherry Management, LLC	2026 Lake George Tribute to Elvis Festival	9/24/2026	9/27/2026	Special Even	1000	640	\$2,530,000	Yes
Queensbury Union Free School I	2026 Cross Country Invitational	9/26/2026	9/26/2026	Tournament	800	200	\$539,500	No
Diamond Kings	2026 Summer Baseball Tournament	7/31/2026	8/2/2026	Tournament	288	400	\$367,200	No
Lake George Area Weddings	2026 Richardson Wedding	9/11/2026	9/13/2026	Wedding	150	80	\$245,250	Yes
Friends General Conference (Qu	2026 FGC Gathering	7/12/2026	7/17/2026	SMERF/Reur	274	1370	\$425,796	Yes
Lake George Area Reunions	2026 Bowen Family Reunion	7/9/2026	7/12/2026	SMERF/Reur	100	60	\$103,600	Yes
Rein Teen Tours	2026 July LG Teen Tour	7/15/2026	7/17/2026	Group Tour	45	50	\$24,840	No
Fury Basketball Club	2026 Fury Basketball Tournament: ADK Gir	7/11/2026	7/11/2026	Tournament	400	110	\$113,000	Yes
Fury Basketball Club	2026 Fury Basketball Tournament: ADK Bo	7/18/2026	7/18/2026	Tournament	500	100	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball Tournament: ADK Su	7/25/2026	7/25/2026	Tournament	500	100	\$84,250	Yes
Wolfsgart / Awesomotive, LLC	2026 Wolfsgart Festival	8/5/2026	8/9/2026	Special Even	3000	700	\$3,800,000	Yes
Starr Bus Charter & Tours	Quebec City & Montreal Tour	8/1/2026	8/2/2026	Group Tour	55	25	\$20,240	Yes
Teamsters Local Union 294	2026 New York State Conference of Teams	8/23/2026	8/26/2026	Conference	350	375	\$623,000	No
Northeast Unlimited Tours Inc.	2026 September Balloon Festival	9/18/2026	9/20/2026	Group Tour	56	168	\$30,912	No
PrimeTime Lacrosse	2026 Nationals Invitational	7/18/2026	7/19/2026	Tournament	1000	1140	\$337,000	No

2026 Q3 EVENTS SERVICED

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEI Type	# # Attn	# # Rooms	EEI Value	New Business
Lake George Area Reunions	2026 Making Memories Family Reunion	7/9/2026	7/13/2026	SMERF/Reur	200	255	\$259,000	Yes
TLC Tours	2026 Beauty and Adirondack Bliss	9/18/2026	9/19/2026	Group Tour	55	30	\$20,240	Yes
Friendship Tours	2026 Lake George Summer Tour	8/19/2026	8/20/2026	Group Tour	55	50	\$20,240	Yes
Firecracker Sports	2026 7th Annual Showcase Battle at the Bc	7/16/2026	7/19/2026	Tournament	600	400	\$1,020,000	No
Park & Trails New York	2026 Statewide Friends Conference	9/18/2026	9/19/2026	Conference	200	200	\$218,000	Yes
Faith Facts Formation	2026 Faith and Reason Conference	9/18/2026	9/20/2026	SMERF/Reur	100	150	\$77,700	Yes
Wolf's Motorcoach	History Horses and Scenic Beauty	8/2/2026	8/7/2026	Group Tour	55	125	\$60,720	Yes
Perkiomen Tours & Travel	2026 ADK Balloon Festival Tour	9/17/2026	9/20/2026	Group Tour	55	75	\$40,480	Yes
World of Travel	2026 Balloon festival Lake George Tour	9/17/2026	9/20/2026	Group Tour	55	75	\$40,480	Yes
New York State Association of C	2026 NYSACC Annual Meeting	9/20/2026	9/23/2026	Conference	120	300	\$233,600	No
Campground Owners of New Yo	2026 CONY Annual Meeting	9/27/2026	9/30/2026	Conference	100	300	\$218,000	Yes
Northeast Campground Associat	2026 NCA Great Escape Annual Meeting	9/28/2026	9/29/2026	Conference	80	60	\$87,200	Yes
New York State United Teachers	2026 NYSUT LAP Conference	7/20/2026	7/24/2026	Conference	200	500	\$370,000	No
Teri's Group Tours	2026 Adirondack Adventure	9/14/2026	9/18/2026	Group Tour	55	100	\$50,600	Yes
Friendship Tours	2026 Adirondack Balloon Festival	9/18/2026	9/20/2026	Group Tour	55	50	\$30,360	No
Demolay New York	2026 Summer Convention	7/16/2026	7/18/2026	Group Tour	113	90	\$62,376	Yes
Christian Tours/Burke Internation	2026 July Burke Christian Tour	7/20/2026	7/21/2026	Group Tour	50	60	\$18,400	No
New York State Department of L	2026 NYSDOL NASDA Conference	9/13/2026	9/17/2026	Conference	200	800	\$545,000	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	Group Tour	55	30	\$20,240	Yes
The Maine Tour Connection	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Group Tour	55	50	\$20,240	Yes
Air Bear Travel	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Group Tour	55	50	\$20,240	Yes
Village of Elmsford Senior Progr	2026 Village of Elmsford Senior Trip	9/23/2026	9/26/2026	SMERF/Reur	60	180	\$62,160	Yes
Tunnel to Towers Foundation	2026 Tunnel to Towers 5K Run & Walk Lak	9/20/2026	9/20/2026	Special Even	350	100	\$103,250	No
Gunther Charters & Tours	2026 Fall Tour	9/21/2026	9/24/2026	Group Tour	55	90	\$40,480	Yes
Total = 52					11130	10884	15852011	

2026 YTD PENDING LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEI Type	# Atten	# Rooms	EEI Value	New Business
New York State Outdoor Writers Association	2027 60th Annual Conf	9/23/2027	9/26/2027	Conference	30	80	\$51,400	Yes
New York State Outdoor Writers Association	2027 Annual Safari Me	9/23/2027	9/26/2027	Conference	30	90	\$65,400	Yes
Association of School Business Officials of	2028 Fall Leadership C	9/20/2028	9/22/2028	Conference	50	70	\$81,750	No
Association of School Business Officials of	2029 Fall Leadership C	9/19/2029	9/21/2029	Conference	50	70	\$81,750	No
Association of School Business Officials of	2027 Board of Director	7/14/2027	7/16/2027	Board Meeting	20	24	\$24,300	Yes
Association of School Business Officials of	2028 Board of Director	7/12/2028	7/14/2028	Board Meeting	20	24	\$24,300	No
Association of School Business Officials of	2029 Board of Director	7/11/2029	7/13/2029	Board Meeting	20	24	\$24,300	No
Ragnar Events LLC	2027 Ragnar Relay	5/21/2027	5/23/2027	Tournament	1800	300	\$1,012,500	Yes
United States Collegiate Athletic Association	2027 USCAA Volleybal	11/11/2027	11/13/2027	Tournament	400	600	\$852,000	Yes
Road scholar	2027 ADK Retreat	9/19/2027	9/24/2027	SMERF/Reunio	100	375	\$155,400	Yes
New York State Amateur Hockey Association	2028 Annual Meeting	6/1/2028	6/4/2028	Conference	150	100	\$327,000	Yes
World of Step Alliance	2028 National Finale C	5/26/2028	5/29/2028	Tournament	1000	755	\$1,985,000	Yes
New York State Department of Labor (NYS)	2026 Labor Standards	10/20/2026	10/23/2026	Conference	400	465	\$872,000	Yes
Celebration of The Nations	2027 Festival of Tribes	9/28/2027	10/11/2027	Special Event	1500	2800	\$7,770,000	Yes
New York State College Health Association	2027 NECHA Annual M	10/13/2027	10/15/2027	Convention	150	225	\$245,250	Yes
Northern United Soccer Club	2027 Mountain Mayher	5/8/2027	5/8/2027	SMERF/Reunio	1000	200	\$111,800	Yes
MARS TOURS AND TRAVEL	2027 ADK Fall Tour	10/11/2027	10/12/2027	Group Tour	55	50	\$20,240	Yes
Travel Masters	2027 NY Fall Tour	10/5/2027	10/6/2027	Group Tour	55	60	\$20,240	Yes
Lake George Area Weddings	2028 Wayman / Czeko	5/1/2028	5/2/2028	Wedding	150	200	\$163,500	Yes
NYSPPHSAA (NYS Public High School Athletic Association)	2027 Girls Volleyball Cl	11/19/2027	11/21/2027	Tournament	4500	600	\$2,745,000	No
New York School Nutrition Association (NYSNA)	2028 Northeast Leader	11/16/2028	11/18/2028	Conference	40	60	\$54,900	Yes
Country Travel Discoveries	2027 Octobers Third F	10/13/2027	10/14/2027	Group Tour	55	60	\$20,240	No
Lake George Area Weddings	2027 Farley Wedding	7/17/2027	7/18/2027	Wedding	120	50	\$116,800	Yes
NYSAMPO	2026 NYSAMPO CONI	5/6/2025	5/9/2025	Conference	200	400	\$380,000	No
PrimeTime Lacrosse	2027 Nationals Invitatic	7/22/2027	7/25/2027	Tournament	1000	1140	\$674,000	No
NYS Rural Housing Coalition (NYSRHC)	2027 Annual Conferen	9/24/2027	9/26/2027	Conference	150	300	\$245,250	No
Lake Champlain Basin Program	Lake Champlain Steeri	6/13/2027	6/14/2027	Board Meeting	50	100	\$54,500	Yes
New York State Pipe Trades Association	117th Annual Conventi	7/27/2027	7/30/2027	Convention	100	160	\$218,000	Yes

2026 YTD PENDING LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEI Type	# Atten	# Rooms	EEI Value	New Business
New York State Assessors Association	2027 Fall Conference	10/7/2027	10/9/2027	Conference	250	525	\$408,750	No
NYS Disability Services Council	2027 NYS Disability Se	6/7/2027	6/9/2027	Conference	120	300	\$196,200	No
New York Self-Insurers Association (NYSIA)	2027 Spring Work Sho	6/10/2027	6/12/2027	Conference	180	300	\$294,300	No
Capital Area Fire Districts Association	2027 CAFDA Conferen	4/9/2027	4/11/2027	Conference	70	210	\$114,450	Yes
Capital Area Fire Districts Association	2028 CAFDA Conferen	4/9/2028	4/11/2028	Conference	70	210	\$114,450	No
New York State School Boards Association	2027 New York State A	5/29/2027	5/31/2027	Conference	200	300	\$327,000	No
Lake George Area Weddings	2027 Kish Wedding	6/11/2027	6/12/2027	Wedding	100	130	\$109,000	No
NYSPPHSAA (NYS Public High School Athle	2028-2030 NYSPPHSA	3/16/2028	3/19/2028	Tournament	9302	630	\$5,699,320	Yes
NYSPPHSAA (NYS Public High School Athle	2028 State Cross Cour	11/13/2027	11/13/2027	Tournament	3000	870	\$1,674,000	No
NYSPPHSAA (NYS Public High School Athle	2029 State Cross Cour	11/13/2027	11/13/2027	Tournament	3000	870	\$1,674,000	No
Greater Northeast Motorcoach Association	2028 Spring Meeting	4/3/2028	4/4/2028	Convention	125	100	\$83,750	No
Greater Northeast Motorcoach Association	2028 Fall Meeting & Ev	9/19/2028	9/21/2028	Convention	125	300	\$178,125	No
State Insurance Trade Associations (SITA)	2027 SITA Annual Con	9/20/2027	9/24/2027	Conference	100	230	\$272,500	Yes
New York School Nutrition Association (NY	2028 NYSNA Annual S	5/16/2028	5/18/2028	Convention	300	480	\$483,500	No
New York State School Boards Association	2027 NYSSBA Leaders	7/22/2027	7/23/2027	Conference	350	350	\$304,500	Yes
Blinker Fluid Productions/Seven Slots Sale	2027 Jeep Invasion	6/18/2026	6/20/2026	Special Event	1500	470	\$3,502,500	No
Gunther Charters & Tours	2027 Balloon Festival	9/16/2027	9/18/2027	Group Tour	55	55	\$30,360	No
Lowee's Group Tours, LLC	2027 ADK Balloon Fes	9/17/2027	9/19/2027	Group Tour	55	55	\$30,360	Yes
Starr Bus Charter & Tours	2027 Quebec City & M	7/29/2027	7/30/2027	Group Tour	55	55	\$20,240	Yes
Starr Bus Charter & Tours	2027 Quebec City & M	9/16/2027	9/17/2027	Group Tour	55	50	\$20,240	Yes
Lake George Area Reunions	2027 Church Retreat	6/25/2027	6/27/2027	SMERF/Reunic	150	90	\$61,350	Yes
New York State USBC	2027 37th New York St	3/6/2027	3/6/2027	Tournament	100	50	\$42,500	No
Firecracker Sports	2027 8th Annual Show	7/16/2026	7/19/2026	Tournament	600	500	\$1,020,000	No
American Association of Fish Veterinarians	2029 American Associ	9/17/2029	9/20/2029	Conference	100	210	\$176,000	Yes
United States Collegiate Athletic Associatio	2028 USCAA Volleybal	11/9/2028	11/11/2028	Tournament	400	600	\$852,000	Yes
United States Collegiate Athletic Associatio	2029 USCAA Volleybal	11/8/2029	11/10/2029	Tournament	400	600	\$852,000	Yes
Health-ISAC, Inc.	2029 Health-ISAC CIS	9/11/2029	9/14/2029	Conference	80	185	\$174,400	Yes
Alpha Win Lake George Triathlon	2027 Lake George Tria	9/3/2027	9/5/2027	Tournament	1000	500	\$847,500	No

2026 YTD PENDING LEADS

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEl Type	# Atten	# Rooms	EEl Value	New Business
YTD Pending = 56					35037	18607	\$37,960,115	

2026 YTD LOST

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEl Type	# Atten	# Rooms	EEl Value	New Business
Bus Association of New York (BANY)	2026 Fall Marketplace	10/18/2026	10/20/2026	Convention	60	125	\$119,100	Yes
Greater Northeast Motorcoach Association	2027 GNEMA Fall Meeting	9/14/2027	9/16/2027	Conference	250	300	\$277,500	Yes
Lake George Area Weddings	2026 Moccia Wedding	7/17/2026	7/19/2026	Wedding	250	200	\$408,750	Yes
Celebration of The Nations	2026 Festival of Tribes	9/28/2026	10/11/2026	Special Event	1500	3300	\$7,770,000	Yes
Alpha Win Lake George Triathlon	USA Triathlon Multipart Nationals	9/11/2026	9/13/2026	Tournament	1000	500	\$591,000	Yes
Center Lane Attractions LTD	International Championship Even	1/10/2026	1/10/2026	Special Event	200	100	\$74,000	Yes
SKAL International	2026 SKAL Annual Conference	6/23/2026	6/24/2026	Board Meeting	10	20	\$10,900	Yes
National Professional Fishing League NPF	Lake George Pro Fishing Tourna	9/17/2026	9/19/2026	Tournament	300	300	\$382,500	Yes
Alpha Epsilon Phi Binghamton Chapter	2026 Alpha Epsilon Phi ADK Trip	3/27/2026	3/29/2026	SMERF/Reun	125	210	\$97,125	Yes
Laughter Saves Lives	2026 Comedy Tour and Foundati	9/11/2026	9/13/2026	Special Event	150	100	\$140,250	Yes
Soroptimist International	2026 North Atlantic Conference	5/1/2026	5/4/2026	Conference	150	240	\$327,000	No
Four Winds Tours and Travel	2026 Student ADK Trip	6/19/2026	6/21/2026	Group Tour	45	90	\$24,840	Yes
Association of School Business Officials of	2026 Fall Leadership Conference	9/23/2026	9/25/2026	Conference	50	70	\$81,750	Yes
Association of School Business Officials of	2026 Women's Leadership Progr	8/26/2026	8/28/2026	Other	150	150	\$245,250	Yes
National Multiple Sclerosis Society	2026 South Central Tour of Chan	8/24/2026	8/30/2026	Special Event	150	297	\$572,250	Yes
World Downhill Skateboarding Champions	2026 World Downhill Skateboard	6/4/2026	6/7/2026	Tournament	3500	3250	\$3,100,000	Yes
Soil & Water Conservation Society	2027 Annual Conference	8/1/2027	8/4/2027	Convention	425	636	\$1,066,500	Yes
Lake George Area Reunions	2026 Mandell Family Reunion	6/11/2026	6/13/2026	SMERF/Reun	90	80	\$69,930	Yes
New York State Society of Physician Assoc	2027 NYSSPA CME Conference	10/15/2027	10/17/2027	Conference	500	408	\$553,250	Yes
Dirty Diamonds at The Lake	2026 Dirty Diamonds at The Lake	9/26/2026	9/27/2026	Tournament	200	300	\$170,000	No
National Association of Motorcoach Opera	2027 Annual Conference & Mark	8/15/2027	8/18/2027	Conference	75	90	\$146,000	Yes
CMT Meetings & Events Travel Agency	2026 MID CF October Event	10/2/2026	10/3/2026	Conference	85	49	\$67,450	Yes
State of New York Police Juvenile Officers	2027 State of New York Police Ju	8/30/2027	9/3/2027	Conference	275	240	\$394,125	Yes
New York State Athletic Trainers Associati	2027 Annual Conference and Me	6/27/2027	6/30/2027	Conference	125	85	\$132,500	Yes
U.S. Travel Association	2027 Summer Summit	7/28/2027	7/30/2027	Conference	200	565	\$388,250	Yes
St. George Orthodox Church	2026 Lake George Reunion	6/26/2026	6/27/2026	SMERF/Reun	100	50	\$51,800	Yes
Travel and Tourism Research Association	2028 Marketing Outlook Forum	1/30/2028	2/2/2028	Conference	325	500	\$484,500	Yes
EPIC Insurance Brokers & Consultants	EPIC Summit Club	9/19/2027	9/22/2027	Conference	140	420	\$305,200	Yes

2026 YTD LOST

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	EEl Type	# Atten	# Rooms	EEl Value	New Business
New York Chapter of the American College	2027 New York Chapter of the Ar	5/7/2027	5/9/2027	Convention	200	163	\$230,400	No
HiFi Travel & Event Planning	2027 Spring Delta Chi	4/9/2027	4/11/2027	SMERF/Reun	90	75	\$69,930	Yes
Lake George Area Reunions	2027 Retreat for Gifted Children :	6/27/2027	7/1/2027	SMERF/Reun	300	468	\$388,500	Yes
Upstate New York Thunderbird Club, Inc.	2026 Thunderbird Tour to Lake G	10/3/2026	10/4/2026	Special Event	20	40	\$21,800	Yes
YTD Total Lost = 32					11040	13421	\$18,762,350	

2026 EVENT TRACKING

Name	Attendee	Date	Location	# Connects	# Appts	Leads	Bookings	EEL Value
ABA	Brian Mulligan LG Steamboat Co, The Queensbury Hotel	January 10-13	Reno NV	100	28	17	11	\$275,632
MPI Meets NJ	Kayla Hunsinger	March 8	Atlantic City	30				
Upstate Sports Expo	Brian Mulligan / Kayla Hunsinger	March 14	Saratoga Springs	50				
518 Wedding Expo	Molly Fitscher, Kayla Hunsinger, Adk Winery	January 4, February 15, June 1	Albany	150		1		
NYSHTA Tourism Showcase	Brian Mulligan / Kayla Hunsinger	March 5	Albany	15		2	2	\$305,200
Smart Meetings Elevate	Brian Mulligan/ Kayla Hunsinger	February 27	Foxwoods CT	45	25	0	0	
Sports ETA	Brian Mulligan	April 20-23	Las Vegas Fort	50	31	3	0	
IPW	Brian Mulligan	May 17-21	Lauderdale	75	41	1		
ESSAE Trade Show	Brian Mulligan / Kayla Hunsinger FWH, The Queensbury Hotel, The Sagamore, Courtyard by Marriott	June 18	Saratoga Springs	50		2		
GNEMA Spring	Kayla Hunsinger FWH, LG Steamboat	April 13-14	Resorts World	25		3	1	\$277,500
Dutch Apple Cruise	NYSDMO Kayla Hunsinger	May 27	Albany	10		0	0	
Destination East	Kayla Hunsinger	July 29-31	Ossining	25				
Small and Boutique Meetings Northstar	NYSDMO Kayla Hunsinger	July 8-10	Annapolis	25				
GNEMA Fall	Kayla Hunsinger	September 29-October 1	Atlantic City					
Forum for Executive Women	Gina Mintzer	Monthly	Capital Region	75	12		1	\$3,456

2026 EVENT TRACKING

Name	Attendee	Date	Location	# Connects	# Appts	Leads	Bookings	EI Value
Total Events = 12				725	137	29	15	\$861,788

2026 BOOKINGS EVENT DATES

Account Name	Lead Name	Meeting Dates - Start	Meeting Dates - End	Property	EEI Type	# Attn	# Rooms	EEI Value	New Business
Demolay New York	2026 Winterfest	2/27/2026	3/1/2026	The Queensbury H	Group Tou	100	88	\$55,200	Yes
New England Nordic Ski Associati	NENSA Eastern U16 Champion	3/8/2026	3/10/2026	Gore Mountain	Tourname	250	600	\$318,750	Yes
Empire State Safety Association (E	2026 ESSA Safety Education M	4/8/2026	4/9/2026	Fort William Henry	Conventio	60	30	\$44,400	No
Fury Basketball Club	2026 Fury Basketball Tourname	4/11/2026	4/12/2026	Fort William Henry	Tourname	300	200	\$255,000	Yes
Fury Basketball Club	2026 Fury Basketball Tourname	4/18/2026	4/19/2026	Word of Life Bible I	Tourname	300	235	\$255,000	Yes
NE District Barbershop Harmony S	2026 NED WESTERN Regional	5/1/2026	5/2/2026	Glens Falls High S	Special Ev	400	300	\$243,500	No
New York State Bar Association (N	2026 Commercial & Federal Liti	5/1/2026	5/3/2026	Sagamore Resort,	Conferenc	100	200	\$163,500	Yes
Council of Family and Child Carin	2026 COFCCA Annual Meeting	5/6/2026	5/8/2026	Sagamore Resort,	Conferenc	150	225	\$245,250	Yes
New York State City County Mana	2026 Annual Conference and Tr	5/6/2026	5/8/2026	Sagamore Resort,	Conferenc	100	100	\$163,500	Yes
Long Island State Veterans Home	2026 SUNY PA Spring Conferer	5/6/2026	5/8/2026	Holiday Inn Resort	SMERF/R	125	250	\$97,125	Yes
Land Trust Alliance	2026 New York Land Conservat	5/12/2026	5/13/2026	The Queensbury H	Conferenc	100	32	\$179,000	Yes
Fury Basketball Club	2026 Fury Basketball Tourname	5/15/2026	5/17/2026	Word of Life Bible I	Tourname	300	370	\$382,500	Yes
Erbessd Instruments	2026 Erbessd Instruments Sprir	5/18/2026	5/20/2026	Fort William Henry	Conferenc	75	68	\$85,875	Yes
Lake George DJ Takeover Music &	2026 Lake George DJ Takeover	5/21/2026	5/22/2026	Fort William Henry	Special Ev	1000	200	\$565,000	No
Fury Basketball Club	2026 Fury Basketball Tourname	5/23/2026	5/23/2026	Word of Life Bible I	Tourname	500	120	\$84,250	Yes
Fury Basketball Club	2026 Fury Basketball Tourname	5/30/2026	5/30/2026	Word of Life Bible I	Tourname	150	125	\$35,250	Yes
Montrose Area School District	2026 Student Group Trip	6/1/2026	6/3/2026	Georgian Lakeside	SMERF/R	50	50	\$38,850	Yes
AAA Travel Northeast	2026 Legends & Landscapes: A	6/2/2026	6/5/2026	Hampton Inn & Sui	Group Tou	55	75	\$40,480	Yes
D&F Travel Inc.	2026 A Lake George Escape	6/2/2026	6/5/2026	Hampton Inn & Sui	Group Tou	55	75	\$40,480	Yes
Fury Basketball Club	2026 Fury Basketball Tourname	6/6/2026	6/7/2026	Saint Mary's Acade	Tourname	300	200	\$255,000	Yes
Ben Porat Yosef	2026 Student Youth Trip	6/8/2026	6/10/2026	The Villas On Lake	SMERF/R	50	50	\$38,850	Yes
2026 Investment Management Sui	2026 Investment Management S	6/8/2026	6/10/2026	Sagamore Resort,	Conferenc	220	440	\$359,700	Yes
NYS Disability Services Council	2026 NYS Disability Services C	6/8/2026	6/10/2026	Courtyard by Marri	Conferenc	120	165	\$196,200	No
New York State Telecommunicatio	2026 NYSTA Annual Conferenc	6/9/2026	6/11/2026	Sagamore Resort,	Conferenc	200	300	\$274,500	Yes
New York Self-Insurers Associati	2026 Spring Work Shop	6/10/2026	6/12/2026	Sagamore Resort,	Conferenc	180	300	\$294,300	No
Alpha Win Lake George Triathlon	2026 Bolton Landing Triathlon	6/12/2026	6/13/2026	Veterans Memorial	Tourname	500	500	\$254,000	Yes
Fury Basketball Club	2026 Fury Basketball Tourname	6/14/2026	6/14/2026	Word of Life Bible I	Tourname	150	100	\$35,250	Yes
Eastern Division International Ass	2026 Annual Conference	6/18/2026	6/21/2026	Courtyard by Marri	Conferenc	100	60	\$218,000	No
Costello, Valente & Gentry, PC	2026 Law Office Conference	6/19/2026	6/21/2026	Silver Bay YMCA C	Conferenc	50	60	\$81,750	Yes

2026 BOOKINGS EVENT DATES

Lake George Area Reunions	2026 Zablonski Reunion	6/20/2026	6/23/2026	Surfside on the Lake	SMERF/Re	75	225	\$77,700	Yes
Fury Basketball Club	2026 Fury Basketball Tournament	6/20/2026	6/20/2026	Word of Life Bible I	Tournament	500	50	\$84,250	Yes
Church of Jesus Christs Latter Day	2026 Father Son Canoe Advent	6/22/2026	6/26/2026	NYS Department of	SMERF/Re	80	60	\$103,600	Yes
Lake George Area Reunions	2026 Bello Family Reunion	6/27/2026	6/29/2026	Boulder's Resort	SMERF/Re	25	26	\$12,801	Yes
Lake George Area Reunions	2026 Bowen Family Reunion	7/9/2026	7/12/2026	Skyline by Choice I	SMERF/Re	100	60	\$103,600	Yes
Lake George Area Reunions	2026 Making Memories Family I	7/9/2026	7/13/2026	Park Lane Motel	SMERF/Re	200	255	\$259,000	Yes
Fury Basketball Club	2026 Fury Basketball Tournament	7/11/2026	7/11/2026	Word of Life Bible I	Tournament	400	110	\$113,000	Yes
Rein Teen Tours	2026 July LG Teen Tour	7/15/2026	7/17/2026	Country Inn & Suite	Group Tour	45	50	\$24,840	No
Firecracker Sports	2026 7th Annual Showcase Battle	7/16/2026	7/19/2026	SUNY Adirondack	Tournament	600	400	\$1,020,000	No
Demolay New York	2026 Summer Convention	7/16/2026	7/18/2026	SUNY Adirondack	Group Tour	113	90	\$62,376	Yes
Lake George Area Reunions	2026 Jimenez Family Gathering	7/18/2026	7/19/2026	Boulder's Resort	SMERF/Re	30	10	\$15,540	Yes
Fury Basketball Club	2026 Fury Basketball Tournament	7/18/2026	7/18/2026	Word of Life Bible I	Tournament	500	100	\$84,250	Yes
PrimeTime Lacrosse	2026 Nationals Invitational	7/18/2026	7/19/2026	Ridge Jenkinsville	Tournament	1000	1140	\$337,000	No
New York State United Teachers (I	2026 NYSUT LAP Conference	7/20/2026	7/24/2026	Fort William Henry	Conference	200	500	\$370,000	No
Christian Tours/Burke International	2026 July Burke Christian Tour	7/20/2026	7/21/2026	Hampton Inn & Suite	Group Tour	50	60	\$18,400	No
Fury Basketball Club	2026 Fury Basketball Tournament	7/25/2026	7/25/2026	Word of Life Bible I	Tournament	500	100	\$84,250	Yes
Diamond Kings	2026 Summer Baseball Tournament	7/31/2026	8/2/2026	East Field Stadium	Tournament	288	400	\$367,200	No
Starr Bus Charter & Tours	Quebec City & Montreal Tour	8/1/2026	8/2/2026	The Queensbury Hotel	Group Tour	55	25	\$20,240	Yes
Wolf's Motorcoach	2026 History Horses and Scenic	8/2/2026	8/7/2026	The Queensbury Hotel	Group Tour	55	125	\$60,720	Yes
Wolfsgart / Awesomotive, LLC	2026 Wolfsgart Festival	8/5/2026	8/9/2026	Charles R. Wood - I	Special Event	3000	700	\$3,800,000	Yes
Friendship Tours	2026 Lake George Summer Tour	8/19/2026	8/20/2026	The Queensbury Hotel	Group Tour	55	50	\$20,240	Yes
Teamsters Local Union 294	2026 New York State Conference	8/23/2026	8/26/2026	Fort William Henry I	Conference	350	375	\$623,000	No
Alpha Win Lake George Triathlon	2026 Lake George Triathlon	9/5/2026	9/6/2026	Million Dollar Beach	Tournament	1000	500	\$565,000	No
Lake George Area Weddings	2026 Richardson Wedding	9/11/2026	9/13/2026	Chateau on the Lake	Wedding	150	80	\$245,250	Yes
New York State Department of Labor	2026 NYSDOL NASDA Conference	9/13/2026	9/17/2026	Fort William Henry I	Conference	200	800	\$545,000	Yes
Teri's Group Tours	2026 Adirondack Adventure	9/14/2026	9/18/2026	Hampton Inn & Suite	Group Tour	55	100	\$50,600	Yes
Elite Coach	2026 ADK Balloon Festival	9/17/2026	9/20/2026	Country Inn & Suite	Group Tour	55	90	\$40,480	Yes
Perkiomen Tours & Travel	2026 ADK Balloon Festival Tour	9/17/2026	9/20/2026	Fairfield Inn & Suite	Group Tour	55	75	\$40,480	Yes
World of Travel	2026 Balloon festival Lake George	9/17/2026	9/20/2026	Surfside on the Lake	Group Tour	55	75	\$40,480	Yes
Gunther Charters & Tours	2026 Balloon Festival Tour	9/18/2026	9/20/2026	Surfside on the Lake	Group Tour	55	70	\$30,360	Yes
Northeast Unlimited Tours Inc.	2026 September Balloon Festival	9/18/2026	9/20/2026	Adirondack Balloon	Group Tour	56	168	\$30,912	No
TLC Tours	2026 Beauty and Adirondack Bliss	9/18/2026	9/19/2026	Courtyard by Marriott	Group Tour	55	30	\$20,240	Yes
Park & Trails New York	2026 Statewide Friends Conference	9/18/2026	9/19/2026	Fort William Henry I	Conference	200	200	\$218,000	Yes
Faith Facts Formation	2026 Faith and Reason Conference	9/18/2026	9/20/2026	Silver Bay YMCA C	SMERF/Re	100	150	\$77,700	Yes
Friendship Tours	2026 Adirondack Balloon Festival	9/18/2026	9/20/2026	The Queensbury Hotel	Group Tour	55	50	\$30,360	No
The Maine Tour Connection	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Adirondack Balloon	Group Tour	55	50	\$20,240	Yes

2026 BOOKINGS EVENT DATES

Air Bear Travel	2026 ADK Balloon Festival	9/18/2026	9/19/2026	Courtyard by Marric Group Tour	55	50	\$20,240	Yes
New York State Association of Cou	2026 NYSACC Annual Meeting	9/20/2026	9/23/2026	Courtyard by Marric Conference	120	300	\$233,600	No
Tunnel to Towers Foundation	2026 Tunnel to Towers 5K Run &	9/20/2026	9/20/2026	Charles R. Wood - I Special Eve	350	100	\$103,250	No
Gunther Charters & Tours	2026 Fall Tour	9/21/2026	9/24/2026	Surfside on the Lak Group Tour	55	90	\$40,480	Yes
Village of Elmsford Senior Program	2026 Village of Elmsford Senior	9/23/2026	9/26/2026	Holiday Inn Resort SMERF/Re	60	180	\$62,160	Yes
Queensbury Union Free School Dis	2026 Cross Country Invitational	9/26/2026	9/26/2026	Queensbury Union Tournamen	800	200	\$539,500	No
Campground Owners of New York	2026 CONY Annual Meeting	9/27/2026	9/30/2026	Fort William Henry I Conference	100	300	\$218,000	Yes
Gunther Charters & Tours	2026 Queen of The American La	9/28/2026	10/1/2026	Surfside on the Lak Group Tour	55	70	\$40,480	Yes
Northeast Campground Associatio	2026 NCA Great Escape Annual	9/28/2026	9/29/2026	Lake George Escap Conference	80	60	\$87,200	Yes
Knickerbocker Tours	2026 Fall ADK Tour	9/30/2026	10/1/2026	The Queensbury Hc Group Tour	55	30	\$20,240	Yes
USA Retirement	2026 Leadership Council Strateg	10/2/2026	10/3/2026	Sagamore Resort, I Conference	30	60	\$32,700	Yes
Friendly Tours and Travel	2026 Fall ADK Tour	10/4/2026	10/5/2026	Holiday Inn Express Group Tour	55	56	\$20,240	Yes
Northeast Unlimited Tours Inc.	2026 October Northeast Unlimite	10/6/2026	10/7/2026	The Queensbury Hc Group Tour	50	25	\$18,400	No
New York Council of Nonprofits	2026 Camp Finance	10/7/2026	10/8/2026	Sagamore Resort, I Conference	100	200	\$109,000	Yes
Wolfsbart / Awesomotive, LLC	2026 WagenFest The Oktoberfes	10/10/2026	10/10/2026	Northway Brewing (Special Eve	100	30	\$30,000	Yes
Starr Bus Charter & Tours	2026 Fall Splendor Tour	10/11/2026	10/13/2026	Fort William Henry I Group Tour	55	50	\$30,360	No
Milady	2026 Milady Cengage retreat	10/12/2026	10/14/2026	The Queensbury Hc SMERF/Re	60	180	\$46,620	Yes
North Stars Soccer Club	2026 5th Annual Cauldron Cup 7	10/16/2026	10/18/2026	Great Escape Lodg Tournamen	1000	120	\$676,500	No
Special Olympics New York	2026 Special Olympics Fall Gam	10/16/2026	10/18/2026	The Queensbury Hc Tournamen	600	600	\$1,278,000	No
Lake George Area Reunions	2026 St. Mary's Class 84-86 Sch	10/17/2026	10/17/2026	Saint Mary's Acade SMERF/Re	120	150	\$45,800	Yes
Fury Basketball Club	2026 Lake George Classic Hoop	10/17/2026	10/18/2026	Word of Life Bible Ir Tournamen	350	155	\$140,750	Yes
Fury Basketball Club	2026 ADK Fall Oktoberfest Main	10/17/2026	10/18/2026	Word of Life Bible Ir Tournamen	350	110	\$140,750	Yes
Bnei Baruch America	2026 Annual Retreat	10/28/2026	10/31/2026	Silver Bay YMCA C SMERF/Re	300	400	\$310,800	Yes
Special Olympics New York	2026 Staff Summit	10/28/2026	10/28/2026	The Queensbury Hc Conference	65	50	\$35,425	Yes
NYS Conservation District Employe	2026 NYS CDEA Annual Admini	10/28/2026	10/29/2026	The Queensbury Hc Conference	100	200	\$109,000	Yes
Adirondack Youth Hockey (AYHA)	2026 Adirondack Thunder Fire oi	11/6/2026	11/8/2026	Harding Mazzotti Ar Tournamen	300	300	\$382,500	No
Southern Adirondack Child Care N	2026 Early Childhood Conferenc	11/13/2026	11/14/2026	Fort William Henry I Conference	20	40	\$21,800	No
Northeast Instrumental Music Festi	2026 Northeast Instrumental Mu	11/19/2026	11/22/2026	Courtyard by Marric Special Eve	200	400	\$436,000	No
NYSPPHSA (NYS Public High Sch	2026 Girls Volleyball Champions	11/20/2026	11/22/2026	Harding Mazzotti Ar Tournamen	4500	600	\$2,745,000	No
Southern Adirondack Rabbit & Cav	2026 Inaugural Show	11/21/2026	11/22/2026	Aviation Mall Tournamen	250	200	\$212,500	Yes
Perkiomen Tours & Travel	2026 Thanksgiving Tour	11/24/2026	11/27/2026	The Queensbury Hc Group Tour	55	75	\$40,480	Yes
Starr Bus Charter & Tours	2026 Holiday Tour	12/4/2026	12/6/2026	The Queensbury Hc Group Tour	56	50	\$30,912	No
2026 Booked EventsTotal = 98					26853	18298	\$23,176,256	
Adirondack Youth Hockey (AYHA)	2027 Northstars Winter Classic 3	1/15/2027	1/18/2027	The Queensbury Hc Tournamen	860	300	\$1,707,100	No
Adirondack Youth Hockey (AYHA)	2027 Adirondack Extreme Freezi	1/22/2027	1/24/2027	Harding Mazzotti Ar Tournamen	350	300	\$446,250	No
Lower Adirondack Pride	2026 ADK Pride Ski Week	2/27/2027	2/28/2027	Gore Mountain Special Eve	200	110	\$218,000	Yes
New York Rural Letter Carriers Ass	2027 Eastern States Conference	3/12/2027	3/14/2027	The Queensbury Hc Convention	130	60	\$212,550	Yes
Northeast Story Telling	2027 Sharing The Fire Storytelli	3/25/2027	3/28/2027	The Queensbury Hc Conference	100	75	\$148,000	Yes
Greater Northeast Motorcoach Ass	2027 GNEMA SPRING MEETIN	4/12/2027	4/13/2027	Fort William Henry I Conference	125	100	\$83,750	Yes
University Learning Systems	2027 University of Learning Sem	4/14/2027	4/16/2027	Courtyard by Marric Conference	60	60	\$56,100	Yes

2026 BOOKINGS EVENT DATES

New York State Organization Delta NYSO DKG 2027 Spring Executi	4/16/2027	4/18/2027	Fort William Henry I Board Mee	50	100	\$134,250	No
New York School Nutrition Associat 2027 NYSNA Annual Spring Con	5/10/2027	5/13/2027	Fort William Henry I Conference	250	550	\$545,000	No
New York Volleyball Coaches Asso 2027 Coaches Clinic	5/21/2027	5/22/2027	Georgian Lakeside Conference	100	100	\$109,000	No
Lake George DJ Takeover Music & 2027 Lake George DJ Takeover	5/28/2027	5/29/2027	Fort William Henry I Special Ev	1000	120	\$652,500	No
Associated General Contractors of 2027 TBB Annual Convention	6/14/2027	6/16/2027	Sagamore Resort, 1 Convention	250	375	\$408,750	Yes
Hudson Valley Volunteer Firefighter 2027 HVVFA Convention	6/15/2027	6/20/2027	Fort William Henry I Convention	5000	4620	\$4,458,000	No
Western National Insurance Group 2027 Western National Insuranc	6/21/2027	6/27/2027	Sagamore Resort, 1 Conference	30	210	\$114,450	Yes
Lake George Area Weddings 2027 Mulligan Wedding	7/9/2027	7/11/2027	Silver Bay YMCA C Wedding	70	70	\$114,450	Yes
Diamond Kings 2027 Summer Baseball Tournam	7/31/2027	8/2/2027	East Field Stadium Tournamen	288	550	\$367,200	No
Association of School Business Off 2027 Fall Leadership Conference	9/23/2027	9/25/2027	The Queensbury Hc Conference	50	70	\$81,750	Yes
Country Travel Discoveries 2027 September Fall Getaway	9/29/2027	9/30/2027	The Queensbury Hc Group Tour	55	70	\$20,240	No
Country Travel Discoveries 2027 October Fall Getaway	10/5/2027	10/6/2027	The Queensbury Hc Group Tour	55	60	\$20,240	No
Country Travel Discoveries 2027 Octobers Second Fall Geta	10/6/2027	10/7/2027	The Queensbury Hc Group Tour	55	60	\$20,240	No
NYSPHSAA (NYS Public High Sch 2027 State Cross Country Cham	11/13/2027	11/13/2027	Queensbury Union Tournamen	3000	750	\$990,000	No
2027 Booked Events Total = 20				12078	8710	\$10,907,820	