

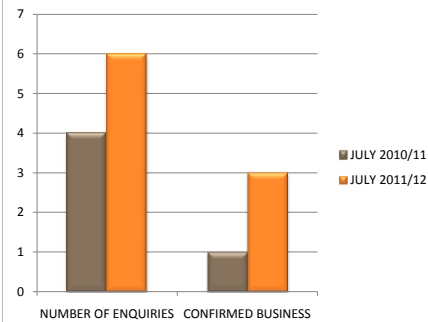


## ABERDEEN CONVENTION BUREAU - JULY MONTHLY REPORT

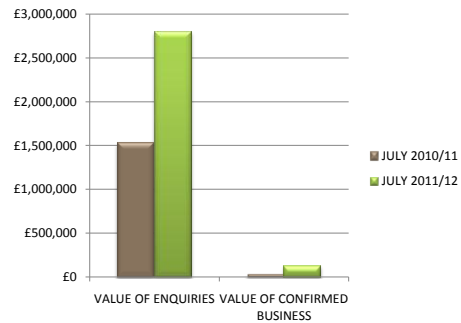
ENQUIRY BREAKDOWN	JULY	
	2010/11	2011/12
NUMBER OF ENQUIRIES	4	6
VALUE OF ENQUIRIES	£1,522,880	£2,794,830
CONFIRMED BUSINESS	1	3
VALUE OF CONFIRMED BUSINESS	£38,000	£123,010
ENQUIRY SECTORS	NUMBER	VALUE
ACADEMIC		
AGENT	1	£308,400
AMBASSADOR		
ASSOC DOMESTIC		
ASSOC EUROPEAN	1	£2,442,000
ASSOC N. AMERICAN		
CHARITY		
CORPORATE	3	£19,430
GOVERNMENT	1	£25,000

<b>ASSOCIATION MARKET</b>	<b>JOINT LEAD BREAKDOWN</b>	<b>AECC</b> 16 enquiries/bids	<b>ABDN UNI</b> 17 enquiries/bids	<b>RGU</b> 5 enquiries/bids	<b>OTHER</b> 3 enquiries/bids
	<b>MEETINGS ATTENDED</b>	Met with Renewable UK @ 20th in London; Kerry Watson show round @ 14th; Rob Smith ISBE @ 15th			
<b>AMBASSADOR PROGRAMME</b>	<b>EVENTS</b>				
	<b>MEETINGS ATTENDED</b>	Met with Jane Lund @ 11th and Rob Smith from ISBE @ 15th			
<b>INDUSTRY ENGAGEMENT</b>	<b>NEW PARTNERS</b>	5 support services partners added			
	<b>MEETINGS ATTENDED</b>	Met Graeme @ Transition Extreme re discussion on charity of the year; Lynn Hedley from Hilton			
	<b>CONFERENCE SUPPORT</b>	Dinner for Surrogacy Law conference finalised for The Carron in Stonehaven. Second booking site set up for BAUS and IWA extended			
<b>SALES &amp; MARKETING</b>	<b>EXHIBITIONS/SALES MISSIONS</b>	Attended Association Congress on 17/18 July. 20 association contacts made for follow up.			
	<b>SALES CALLS</b>	Chaser cleanse with over 600 clients updated.			
	<b>MEETINGS ATTENDED</b>				

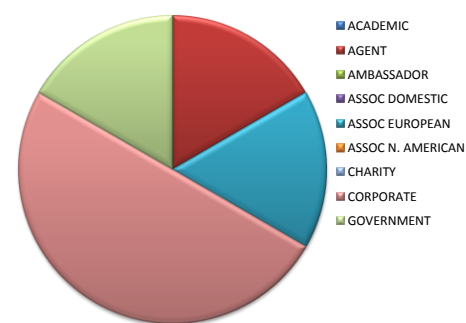
### ENQUIRY CHART



### ENQUIRY VALUE CHART



### ENQUIRY SECTOR



### ENQUIRY SECTOR VALUE

