

## Visit Newport Beach Sales Team Wins ConferenceDirect CVB of the Year Award for Second Time



*Pictured: Scott Durkin, Vice President, Marketing Programs, ConferenceDirect; J.J. Wills, SVP, Marketing Programs & Business Development, ConferenceDirect; Jennifer Brannon, National Account Director, Visit Newport Beach; Amanda Kliem, Director of Sales, Visit Newport Beach; Chris Baum, SVP & Publisher, ConferenceDirect*

**NEWPORT BEACH, CALIF. (April 25, 2024)** – Visit Newport Beach is proud to announce its second consecutive win of the ConferenceDirect CVB of the Year Award. This prestigious recognition underscores Visit Newport Beach’s unwavering commitment to excellence and dedication to providing exceptional service to its clients. The esteemed award was presented during the ConferenceDirect Annual Partner Meeting (APM) held at Loews Arlington in Arlington, Texas, on April 7-11, 2024. Visit Newport Beach was honored in the Convention & Visitors Bureau - Secondary Market category, reaffirming its position as a leading destination marketing organization.

The award, determined by write-in ballots from ConferenceDirect associates, highlights Visit Newport Beach’s exceptional efforts in engaging and supporting third-party meeting and event planners. The team’s proactive approach, swift responsiveness, and commitment to delivering unparalleled experiences in the destination have earned direct accolades from meeting industry peers including:



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- "This DMO has so many incentives, too many to name! They are great at using all their resources to engage Team Retreats, Client Events, Site Visits, etc...to help in closing the business."
- "Extremely quick to respond when needed."
- "They are best in class with helping us make our customer's programs work in Newport Beach."

"We are thrilled to receive the ConferenceDirect CVB of the Year Award for the second time," says Michelle Donahue, Senior Vice President of Sales at Visit Newport Beach. "This recognition is a testament to the hard work and dedication of our group sales team, our outstanding hotel partners, and our unwavering commitment to going above and beyond in serving our clients. We are immensely proud of our team and grateful for the opportunity to showcase Newport Beach as a premier destination for meetings and events."

For more information on Visit Newport Beach, please visit [www.visitnewportbeach.com/meetings-and-conventions](http://www.visitnewportbeach.com/meetings-and-conventions) and **follow** @MeetingsNB on [Instagram](#) and Visit Newport Beach Inc. on [LinkedIn](#).

**ABOUT VISIT NEWPORT BEACH:**

Visit Newport Beach Inc. is a non-profit, 501(c)6 marketing and sales program under contract with destination hotel partners to position Newport Beach, California as a top choice for meetings. Visit Newport Beach sells the destination through direct sales efforts such as database marketing, lead generation, trade show participation, and familiarization tours for potential clients. In addition to these direct sales efforts, VNB promotes the destination through advertising and public relations efforts.

**ABOUT CONFERENCE DIRECT:**

ConferenceDirect, headquartered in Folsom, California, is a full-service global meetings solution company with over 450 associates. This esteemed organization manages more than 13,000 meetings, conferences, and events for over 4400 customers. ConferenceDirect is committed to delivering innovative and professional solutions. For more information, visit [www.conferencedirect.com](http://www.conferencedirect.com).