# ALBUQUERQUE

CHANGE YOUR PERSPECTIVE

# **DESTINATION DASHBOARD APRII 2019** Fiscal Year July 1 - June 30

#### UP 10.2% FYTD.

- •Feb '19:\$1,032,742
- •Feb '18:\$811,602
- •FYTD: \$8,992,857.77
- •PYTD: \$8,160,241.16





#### UP 4.1% CYTD

- •Mar '19: 73.8% •Mar '18: 70.7%
- •CYTD: 62.0%
- •PYTD: 59.5%

# Hotel Occupancy



#### • UP 5.0% CYTD

- •Mar '19: \$87.20 •Mar '18: \$82.41
- •CYTD: \$83.28
- •PYTD: \$79.35

## Average Daily Rate



#### DOWN 8.1% FYTD

- •Apr '19: \$3.3M •Apr '18: \$6.7M
- •FYTD: \$71.6M
- ●PYTD: \$77.9M





#### DOWN 7% FYTD

- •Apr '19: 7,527 •Apr '18 15,568
- •FYTD: 162,678
- •PYTD: 175,029

#### Booked Room Nights

(Meetings, Conventions & Sports)

#### UP 3% FYTD

- •Apr '19: 16,340
- •Apr '18: 26,701
- •FYTD: 258,185 •PYTD: 250,798

# Booked Attendance

(Meetings, Conventions & Spor

#### DOWN 6% FYTD

- •Apr '19: 19 •Apr '18: 27
- •FYTD: 239 ●PYTD: 253
- Total Booked **Events**



(Meetings, Conventions & Sports

#### • 106 Sports Events **Booked FYTD**

- •Room Nights: 115,307
- •Attendees: 206,588 •Direct Spend: \$49M

**SPORTS** 



# •60 M/C Site Visits & 29 Group Tour Sites

•April: 11 M/C Sites & 20 attnd for the Free Spirit Vacations & Events Spotlight FAM Tour

Sales Fams & Site Tours



#### •16 New Citywides **Booked FYTD**

- •Room Nights: 34,238 •Attendees: 35,250 •Direct Spend: \$15.5M
  - New Citvwides



(Meetings, Conventions & Sports

#### • 45 Total Citywides **Booked FYTD**

- •Room Nights: 101,461 •Attendees: 152,393
- •Direct Spend: \$43.8M

Total Citywides



#### • 194 Non-Citywides **Booked FYTD**

- •Room Nights: 61,217 •Attendees: 105,792
- •Direct Spend: \$27.8M

Citvwides



(Meetings, Conventions & Sports)

# ALBUQUERQUE

CHANGE YOUR PERSPECTIVE

# **DESTINATION DASHBOARD APRIL 2019** Fiscal Year July 1 - June 30

#### DOWN 2.8% FYTD

•FY19-Q3: 22 •FY18-Q3: 20

•FYTD: 240 ●PYTD: 247





#### UP 30% FYTD

•FY19-Q3: 567 •FY18-Q3: 500

•FYTD: 17,779 •PYTD: 13,672

Group Tour Room Nights



#### • UP 24.7% FYTD

•Apr '19: 160,223 •Apr '18: 139,231

•FYTD: 1,832,638 •PYTD: 1,470,086

Website User Sessions



#### DOWN 34% FYTD

•Apr '19: 5,112,241 •Apr '18: 9.172,746

•FYTD: 38,774,481

**Advertising** *Impressions* 



#### • Apr '19: 100%

•Barcelona Rating over 55

#### •FY19-Q3 (Jan-Mar)

•Natl/Intl Articles: 242

•Impressions: 439,577,887

•Pub Value: \$1,999,078.66

Earned Media Coverage



#### • 37 Media Visits Conducted FYTD

•April: Eileen Gunn, FamiliesGo!, Orbitz, RoamRight; Jennie Nunn, Freelance

Media Site **Visits** 



#### UP 2% FYTD



•Followers: 128,770

•Engagement: 6,635

Facebook



#### UP 1% FYTD



•Followers: 58,343

•Engagement: 1,639

#### Twitter



#### UP 54% FYTD



•Followers: 24,273

•Engagement: 7,959

# Instagram



#### • DOWN 17% FYTD

•Apr '19: 6,355

•Apr '18: 5,683

•FYTD: 51,336 •PYTD: 61,640

Information Center Visits



#### UP 34% FYTD

•Apr '19: 3,790 •Apr '18: 2,007

•FYTD: 36,750 ●PYTD: 27,360

Visitor Guide Fulfillment



#### • DOWN 57% FYTD

•Apr '19: 8 •Apr '18: 14

•FYTD: 87 •PYTD: 200



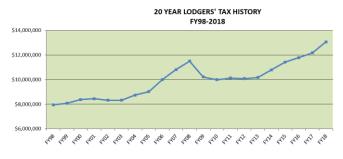




# PRESIDENT'S REPORT APRIL 2019

	5% F	Hotel Occupand	cy Tax Collections		
Monthly Compariso	on Current Revenue				
Feb '19	Feb '18	% Ch from Feb '18	FYTD	PYTD	FY % Ch
\$901,890.12	\$772,294.39	16.8%	\$8,538,763.48	\$7,952,628.13	7.4%
Monthly Compariso	on Airbnb				
Feb '19	Feb '18	% Ch from Feb '18	FYTD	PYTD	FY % Ch
\$44,608.96	\$31,772.68	40.4%	\$308,265.51	\$105,085.41	193.3%
Monthly Compariso	n Total Revenue exclu	uding Airbnb			
Feb '19 \$988,133.41	Feb '18 \$779,828.84	% Ch from Feb '18 26.7%	<b>FYTD</b> \$8,684,592.26	<b>PYTD</b> \$8,055,155.75	FY % Ch 7.8%
,	on Total Revenue Curr		, ,	, , ,	<u>'</u>
Feb '19	Feb '18	% Ch from Feb '18	FYTD	PYTD	FY % Ch
\$1,032,742.37	\$811,601.52	27.2%	\$8,992,857.77	\$8,160,241.16	10.2%

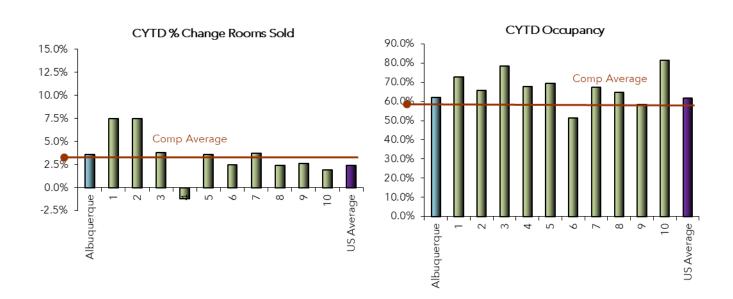




# STR, INC.

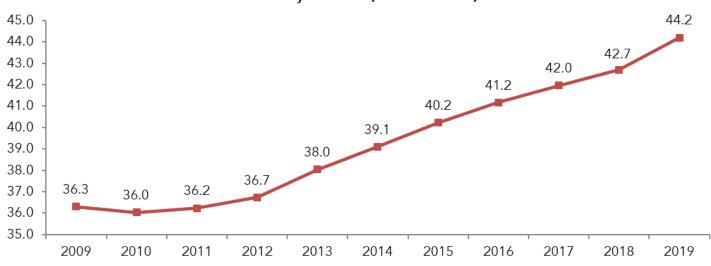
			March		odging In	dustry Re	port	C	Calendar `	Year to	Date	
	Осс	% Ch Occ	ADR	% Ch ADR	% Ch RevPAR	% Ch Rooms Sold	Occ	% Ch Occ	ADR	% Ch ADR	% Ch RevPAR	% Ch Rooms Sold
Albuquerque	73.8%	4.4%	\$87.20	5.8%	10.5%	3.3%	62.0%	4.1%	\$83.28	5.0%	9.3%	3.6%
Markets												
1	82.7%	5.3%	\$175.81	1.1%	6.5%	8.3%	72.6%	3.0%	\$152.97	1.9%	5.0%	7.5%
2	71.5%	0.1%	\$123.70	3.9%	4.1%	7.6%	65.7%	0.4%	\$121.28	2.3%	2.7%	7.5%
3	83.6%	2.2%	\$139.05	3.1%	5.4%	2.2%	78.6%	4.0%	\$138.72	3.0%	7.1%	3.8%
4	75.8%	-1.5%	\$118.70	4.1%	2.6%	-0.7%	67.7%	-3.2%	\$112.88	1.1%	-2.1%	-1.2%
5	75.6%	2.1%	\$93.73	6.5%	8.7%	2.1%	69.5%	3.6%	\$91.25	3.9%	7.7%	3.6%
6	59.2%	2.5%	\$82.73	-0.2%	2.3%	2.6%	51.3%	2.1%	\$82.14	1.8%	4.0%	2.5%
7	73.2%	-1.6%	\$114.92	0.3%	-1.4%	2.6%	67.4%	0.2%	\$116.34	4.0%	4.2%	3.7%
8	72.1%	-1.2%	\$126.55	1.5%	0.2%	4.2%	64.8%	-2.6%	\$121.64	0.1%	-2.6%	2.4%
9	66.5%	-4.0%	\$84.32	-2.9%	-6.8%	0.5%	58.3%	-2.3%	\$81.45	-2.2%	-4.5%	2.6%
10	87.6%	0.7%	\$197.63	4.8%	5.5%	1.1%	81.6%	1.5%	\$175.49	4.0%	5.5%	1.9%
Comp Average	74.7%	0.8%	\$122.21	2.5%	3.4%	3.1%	58.9%	0.6%	\$107.53	1.3%	2.0%	3.1%
US Average	68.4%	0.0%	\$132.66	0.6%	0.6%	2.0%	61.8%	0.4%	\$129.02	1.1%	1.5%	2.4%

	Corridor Reporting (represents only the top 5 Meeting Properties based on size)											
	Occ	% Ch Occ	ADR	% Ch ADR	% Ch RevPAR	% Ch Rooms Sold	Occ	% Ch Occ	ADR	% Ch ADR	% Ch RevPAR	% Ch Rooms Sold
Downtown	80.3%	5.0%	\$131.72	9.6%	15.1%	5.0%	69.3%	8.0%	\$122.58	5.2%	13.7%	8.0%
Uptown	75.9%	3.5%	\$106.88	5.1%	8.7%	3.5%	64.8%	7.8%	\$105.17	4.4%	12.6%	7.8%
Airport	83.9%	2.6%	\$102.93	11.4%	14.3%	2.6%	73.7%	4.9%	\$96.69	9.3%	14.7%	4.9%
N Corridor	80.6%	2.5%	\$107.15	9.9%	12.7%	2.5%	64.5%	-0.1%	\$104.65	7.6%	7.6%	-0.1%



# **Albuquerque Leisure and Hospitality Employment**

Calendar Year to Date Average January - March (In Thousands)



Source: Bureau of Labor Statistics

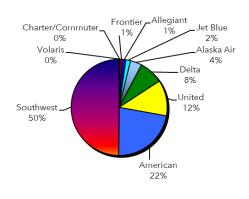
# **Albuquerque International Sunport Activity**

	Aviation Passengers											
Total Enplaned Passengers	216,451	220,816	-2.0%	2,008,101	1,907,377	5.3%						
Total Deplaned Passengers	212,295	220,622	-3.8%	2,003,400	1,910,933	4.8%						
Total All Passengers	428,746	441,438	-2.9%	4,011,501	3,818,310	5.1%						

#### **Total Passengers by Fiscal Year**

# 550000 450000 350000 250000 Note the first part of the first part

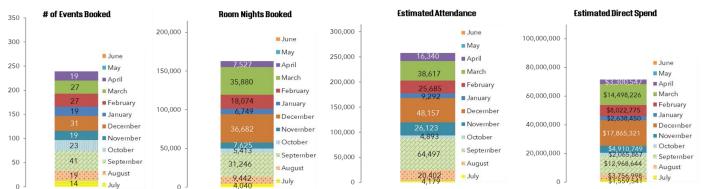
#### **March 2019 Airline Market Share**



Source: Albuquerque International Sunport

# **CONVENTION SALES, SERVICES** & SPORTS



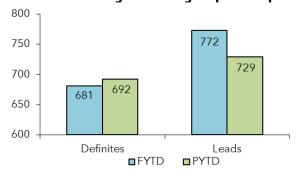


		i	April		FYTD				
TOTAL BOOKINGS	# of Events	Room Nights	Attendees	Direct Spend	# of Events	Room Nights	Attendees	Direct Spend	
Number of Events	19	7,527	16,340	\$3,300,547	239	162,678	258,185	\$71,587,118	
New Citywides	-	-	-	\$0	16	34,238	35,250	\$15,516,540	
Total Citywides	1	1,919	2,572	\$703,400	45	101,461	152,393	\$43,811,487	
Total Non-Citywides	18	5,608	13,768	\$2,597,147	194	61,217	105,792	\$27,775,631	

Meetings & Conventions	# of Events	Room Nights	Attendees	Direct Spend	# of Events	Room Nights	Attendees	Direct Spend
Number of Events	12	4,095	3,365	\$1,827,284	133	47,371	51,597	\$22,543,729
New Citywides	-	-	-	\$0	4	7,525	3,600	\$4,053,244
Total Citywides	-	-	-	\$0	5	8,015	4,600	\$4,355,491
Non-Citywides	12	4,095	3,365	\$1,827,284	128	39,356	46,997	\$18,188,238

Sporting Events	# of Events	Room Nights	Attendees	Direct Spend	# of Events	Room Nights	Attendees	Direct Spend
Number of Events	7	3,432	12,975	\$1,473,263	106	115,307	206,588	\$49,043,389
New Citywides	-	-	-	\$0	12	26,713	31,650	\$11,463,296
Total Citywides	1	1,919	2,572	\$703,400	40	93,446	147,793	\$39,455,996
Non-Citywides	6	1,513	10,403	\$769,863	66	21,861	58,795	\$9,587,393

#### Average Room Nights per Group

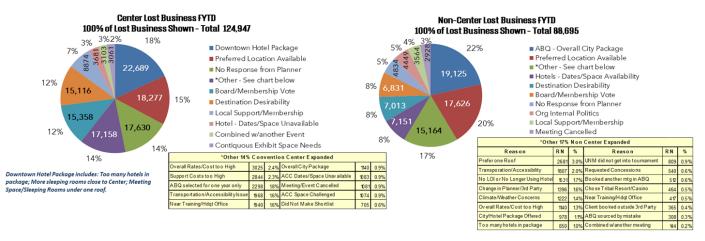


		Cu	rrent Tentat	ive	s							
			We are pr	oje	cting to turn	the following	g room nights in:					
Room Nights May Jun Jul % of Total												
Center M/C	64,577		10,086		3,475	1,908	24.0%					
Center Sports	2,212		0		0	1,898	85.8%					
NC Mtgs/Conv	34,620		1,635		1,908	3,479	20.3%					
NC Sports	30,424		9,545		9,368	2,711	71.1%					
Total	131,833		21,266		14,751	9,996	34.9%					

# CONVENTION SALES, SERVICES & SPORTS



Meetings Lead Production										
Apr '19 Apr '18 % Ch FYTD PYTD % Ch										
Number of Leads	52	62	-16.1%	469	492	-4.7%				
Total Potential Room Nights 38,398 39,644 -3.1% 362,190 358,783 0.9%										
Total Attendance 37,533 43,712 -14.1% 405,376 360,231 12.5%										



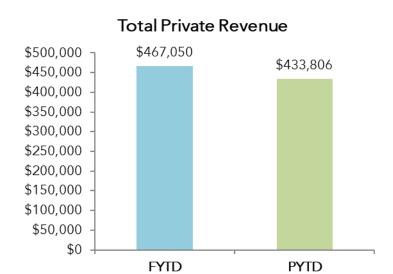
			April		FYTD				
Lost Business	# of Events	Room Nights	Attendees	Direct Spend	# of Events	Room Nights	Attendees	Direct Spend	
Total Lost Business	24	24,110	12,395	\$10,867,322	241	213,642	119,537	\$103,102,183	
Convention Center	8	13,786	7,460	\$7,640,298	63	124,947	62,497	\$66,856,909	
Non-Center Mtgs/Conv	15	9,137	3,477	\$2,777,314	167	61,801	31,062	\$21,717,547	
Non-Center Sports	1	1,187	1,458	\$449,710	11	26,894	25,978	\$14,527,727	

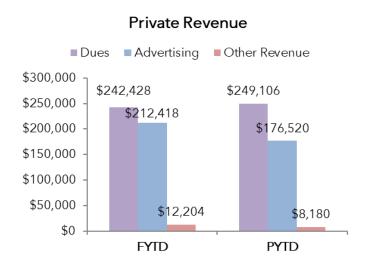
	Top 5 Destinations Chosen over ABQ											
Convention Center Non-Center Meetings/Conventions Non-Center Sports												
April FYTD April FYTD April FYTD												
Las Vegas	3,061	Salt Lake City	12,055	Portland	3,499	San Diego	3,944	ABQ - No LOI	1,187	Tampa	9,509	
Ft Lauderdale	1,400	San Diego	5,967	Orlando	1,322	Portland	3,719			Phoenix	3,600	
Dallas	1,270	Phoenix	5,626	Kansas City	1,049	Chicago	3,382			Denver	809	
Washington DC	670	Las Vegas	4,913	Chicago	807	San Antonio	2,692			Pennsylvania	449	
To Be Determined	7,385	Orlando	4,902	San Antonio	651	Salt Lake City	2,617			TBD	9,873	

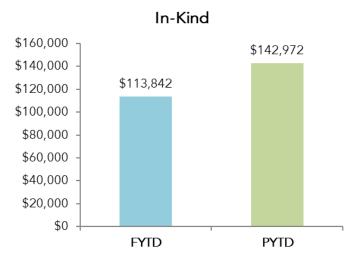
Business Occurring										
	Apr '19         Apr '18         % Ch         FYTD         PYTD         % Ch									
Number of Meetings	29	38	-23.7%	259	251	3.2%				
Room Nights	19,103	13,888	37.6%	161,166	130,269	23.7%				
Attendance	23,091	26,654	-13.4%	207,898	199,332	4.3%				
Direct Spending	\$8,099,409	\$5,743,611	41.0%	\$67,836,250	\$56,019,111	21.1%				

## PARTNER DEVELOPMENT

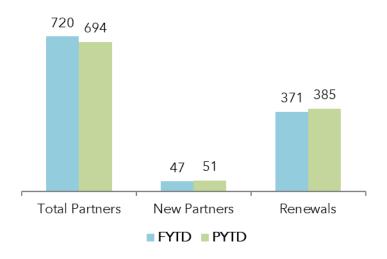








#### **Partners**



#### **April Visit Albuquerque Partner Events:**

Apr 4: Visit Albuquerque Quarterly Meeting/GMID, 249 attendees

Apr 15: ACE Class at Sandia Peak Aerial Tram Ski Museum, 8 attendees

Apr 24: Partner Orientation, 6 attendees

# **MARKETING, COMMUNICATIONS & TOURISM**

ADVERTISING	YOY	FYTD	PYTD	April 2019	April 2018
IMPRESSIONS	34%	38,774,481	58,388,253	5,112,241	9,172,746

Due to a strategy shift, our advertising buy in FY19 focused on media placements with fewer impressions with a higher value.



# **PROJECTS**

Quarterly Meeting/Global Meetings Industry Day

National Senior Games

- Window Clings
- Volunteer Handbook
- Map Creation



# **COLLATERAL/AD PRODUCTION**

KING eNewsletter - Cuisine

Completion of Hotel Slicks

Generic ACC window clings

Sports pop up tent

May American Airlines Magazine

New Mexico Games program ad

June Southwest Airlines

July New Mexico Magazine

ACC floor plan cards

Governors Conference ad

Volunteer Recruitment Flyer - USA

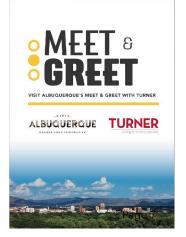
Weightlifting

Business Outlook

Meet and Greet signs/badges







# **MARKETING, COMMUNICATIONS & TOURISM**

WEBSITE USER YOY FYTD PYTD April 2019 April 2018 SESSIONS 24.7% 1,832,638 1,470,086 160,223 139,231



**WEBSITE UPDATES** 

- · Created dynamic content profiles and personas in CMS for each of our target audiences
- Implemented dynamic content profile tags and content throughout website
- Built new landing page and "Things to Do" navigation item for Farmers and Growers Markets
- · Built 15 new landing pages for summer digital campaign
- Updated "What's New" page with Spring and Summer updates
- · Updated all hotel slicks on website
- Updated NSG landing page with sponsor listings
- · Fixed event listings, which were no longer showing an email link, to show contact email link again
- Updated language on Partner Plaza Asset Gallery page to include more instructions on requesting assets

New Farmers' and Growers' Market Page

PPC ADVERTISING I MAIN CAMPAIGN PHOTO REQUESTS

19,841 6

Note: We ran an incremental hotel campaign, in response to concerns about loss of business from the government shutdown. Total clicks with the incremental campaign: 26.887.

COCIAI	FACEBOOK		TWITTER			INSTAGRAM		
SOCIAL IMPRESSIONS	FOLLOWERS	ENGAGEMENT	FOLLOWERS ENGAGEMENT		FOLLOWERS	ENGAGEMENT		
	128,770	6,635	58,343	1,63	39	24,273	7,959	
· · ·		@VisitABQ			@ABQ365			
		April	March	February	Apr	il Marc	h February	
	TOTAL LIKES	128,770	128,569	128,298	11,5	09 11,15	7 10,903	
	NEW LIKES	201	271	0	352	2 254	178	
	ENGAGEMENT	6,635	13,091	5,560	2,82	25 646	728	
	ORGANIC	137,451	167,949	110,509	18,7	64 7,64	8 10,383	
	TOTAL POSTS	24	20	17	13	12	17	
<b>9</b>	FOLLOWERS	58,343	58,246	58,086	3,89	3,84	4 3,795	
	NEW FOLLOWERS	97	160	117	49	49	33	
	ENGAGEMENT	1,639	1,158	1,200	20	6 112	103	
O	FOLLOWERS	24,273	23,287	22,593	1,75	52 1,73	3 1,729	
	NEW FOLLOWERS	986	694	1,004	19	4	14	
	ENGAGEMENT	7,959	7,891	7,932	15.	2 151	209	
			TOTAL	ABQCVB		VisitABQ	ABQ 365	
SUBSCE		RIBERS	670	245		403	22	



		TOTAL	ABQCVB	VisitABQ	ABQ 365	
	SUBSCRIBERS	670	245	403	22	
ĺ	# OF VIDEOS	220	61	136	23	
	TOTAL VIEWS	608,010	192,789	328,583	86,638	
	NEW VIDEOS	1	0	1	0	
	VIEWS/mo.	20,381	176	15,527	4,678	

E MADKETING	@VisitABQ			ABQ 365 BLOG POSTS	
E-MARKETING	SENT	OPEN	CLICK	THEME	DATE
4/3: "See You Tomorrow for Visit Albuquerque's Quarterly Meeting to celebrate Global Meetings Industry Day (#GMID19)"	119	0.57	0.06	Events	4/3
4/10: "Be the First to Try Our New Trip-Planning Tool!	137,439 leisure contacts	0.06	0.15	Albuquerque in the News	4/10
4/23: " Visit Albuquerque's April 2019 Industry Insider"	1250 partner contacts	0.32	0.18	Events	4/11
4/24: "Win a Beer-cation to Al-BREW-querque!"	136,321 leisure contacts	0.7	0.20	Restaurant Patios	4/15
4/26: "May 2019 Events in Albuquerque"	2630 local contacts	0.23	0.20	Events	4/18
				Events	4/24

# PR/COMMUNICATIONS

#### **PITCHES**

Top 100 Targeted Feature Pitching (Short-Long Lead)

June Flamenco FAM (Mid-lead)

Individual FAM Outreach

#### HARO (HELP A REPORTER OUT) -

American Cities for Spring Flowers (Martha Stewart Living)

Eco-Friendly Luxury Hotels to Inspire Earth Day Getaways (Inspirations & Celebrations)

Sensory-Friendly/Autism Travel (Travel Insider)

Cultural Celebrations (Tribune News Service)

#### PROACTIVE LEADS & INITIATIVES

Architectural Digest - TBD 2019 (Top Historic Mansions in All 50 States)

Parents Magazine - TBD 2019 (Kids Travel Awards)

BestCities.org - TBD 2019 (America's Best Cities Report)

Brit + Co - TBD 2019 (Why Wine Deserves a Spot in Any Healthy Diet)

TLCme.com - TBD 2019 (Winery Weddings)

## **MEDIA EFFORTS**

	MEDIA MEDIA MEDIA MEDIA MEDIA					
4/1	Brenna interview with the Albuquerque Journal about best picnic spots					
4/3	Sent "Media Alert: April 2019 Meetings/Conventions & Events" to local media					
4/3-4/30	Variety of print, online and broadcast coverage of meetings and events included in media alert					
4/4	Sent "Visit Albuquerque Celebrates Global Meetings Industry Day at April 2019 Quarterly Meeting" release to local media					
4/5	Sent "The Turquoise Museum's Grand Reopening Ribbon Cutting Ceremony and Gala to Take Place Today" alert to local media					
4/5-4/30	Variety of print, online and broadcast coverage of Turquoise Museum reopening					
4/5	Al-brew-querque' vacation contest - KRQE (broadcast and online)					
4/8	A first look at the new Turquoise Museum Downtown (slideshow) - Albuquerque Business First (print and online)					
4/12	Balloon Fiesta ranks among country's best cultural festivals - KRQE (broadcast and online)					
4/12	Larry interview with KKOB on SAA					
4/12	Broadcast (radio) coverage on SAA - KKOB					
4/16	Sent "Visit Albuquerque Debuts New Trip-Planning Tools" release to local media and over the wire					
4/17	Broadcast coverage of new trip-planning tools - KOAT					
4/22	Downtown hotel taps into its history with rebrand - Albuquerque Business First (print and online)					
4/24	Dual high-end hotel in downtown Albuquerque expected to open in August 2020 - KOAT (broadcast and online)					
4/26	<u>Downtown hotel completes multimillion-dollar renovation</u> - Albuquerque Business First (print and online)					
4/27	Joint press conference with NSG/CABQ/NMSO on record-breaking attendance for National Senior Games					
4/27-4/30	Variety of print, online and broadcast coverage on NSG participation record					
4/27	Record number of athletes heading to Duke City for National Senior Games - Albuquerque Journal (print and online)					
4/3	Weekend getaways: Soak up the sun and culture of Albuquerque - The Seattle Times					
4/9	Sandia Peak: The Complete Guide - TripSavvy					
4/10	Taste Albuquerque's Growing Farm to Table Food Scene - Travel Mamas					
4/16	The 50 Best Spring Weekend Getaways: Mini Vacation Destinations Worth Exploring - Men's Journal					
4/17	Travel Trending with Kathy Witt: Former 'insane asylums' repurposed as museums and hotels - Tribune News Service outlets (syndicated)					
4/23	13 Best Small Amusement Parks in the U.S Family Vacation Critic					
April	April: CVB Leaders: Remarkable Women Share Their Insights and Wisdom - Corporate & Incentive Travel (print)					
April/May	Meet the Members (Maureen Chavez) - Courier (print) Page 9					
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# **MARKETING, COMMUNICATIONS & TOURISM**

# PR/COMMUNICATIONS

100% of national or regional articles scoring above 55 on the Barcelona Principles Scale



#### THE SEATTLE TIMES

#### **APRIL 3**

Weekend getaways: Soak up the sun and culture of Albuquerque

BP Score - 118



#### TRAVEL MAMMAS

#### April 10

Taste Albuquerque's Growing Farm to Table Food Scene

**BP** Score - 112





#### **MENS JOURNAL**

#### April 16

The 50 Best Spring Weekend Getaways: Mini Vacation Destinations

BP Score - 65

#### FAMILY VACATION CRITIC

#### April 23

13 Best Small
Amusement Parks in the
U.S.

BP Score - 55

# VISIT ALBUQUERQUE

# MEETINGS/INDUSTRY EVENTS

	Apr 18: Race Forward: GARE Meeting – US Rep Deb Haaland
Apr 1: Short-Term Rental Task Force Meeting	presentation

Apr 1: Presentation to Society for Human Resources Management – Apr 18: Education Community Healthcare Outcome (ECHO) Disrupt HR

Apr 24: Economic Forum with Governor Michelle Lujan Grisham Apr 2: Business Industry Council (BIC) Meeting Speaker Apr 5: Turquoise Museum Grand Opening & Gala

Apr 24: Presentation to Leadership Albuquerque: Showcasing Our Apr 9: Young Professionals Association Lunch with Leaders City on the National Stage

Apr 25: Lodgers' Tax Advisory Board Meeting Apr 11: Convention Center Monthly Forecasting and Update Meeting-Term Rental Public Meeting

Apr 17: APD/Hospitality Partnership Meeting Apr 25: NMPRSA Monthly Luncheon

Apr 17: Pacific Coast Golf Association Board of Directors Welcome Apr 25: Panelist for US Travel Association ESTO Webinar "Meeting Industry Innovations"

Apr 18: Downtown Community Partnership Meeting Apr 27: Press Conference for National Senior Games Record Breaking Attendance Apr 18: Greater Albuquerque Innkeepers Association Luncheon

April: Fifteen (15) National Senior Games planning meetings Apr 18: NMPRSA Board Meeting

#### VisitABQ HOSTED

Apr 4: Visit Albuquerque Quarterly Meeting & Global Industry Day Luncheon

Apr 8: Visit Albuquerque Volunteer Appreciation Lunch

Apr 15: ACE Class

Apr 18: Visit Albuquerque Executive Committee Meeting

Apr 19-21: Free Spirit Vacations & Events Spotlight FAM

Apr 24: Visit Albuquerque Partner Orientation

#### APRIL TRADESHOWS/INDUSTRY MEETINGS

Apr 1-4: Destination Celebration, Minneapolis & Kansas City

Apr 4: MPI New Mexico Hospitality Showcase, Albuquerque

Apr 21-22: Connect California, Oakland, CA

Apr 23-27: Sports & Special Events Management FEMA

Apr 27-30: Destinations International CMO Summit, Houston, TX

Apr 29-30: NM Governor's Conference on Hospitality and Tourism (including serving as moderator for "How to Activate Repeat Visitors"), Santa Fe

#### UPCOMING TRADESHOWS/INDUSTRY MEETINGS

May 6-9: National Association of Sports Commissions, Knoxville, TN

May 29-31: HelmsBriscoe Annual Business Conference, Houston, TX

Jun 1-5: US Travel Association IPW, Anaheim, CA

Jun 15-18: MPI World Education Summit, Toronto

Jun 23-25: Military Reunion Network, Nashville, TN

Jun 25-28: PCMA Education Conference, Los Angeles, CA