

Convention Sales

Lost Business

April 2019

Top Ten Lost Lead Destinations (Ranked by YTD)

Rank	Lost City	Lost Leads	Lost Room Nights	YTD Lost Leads	YTD Lost Room Nights
1	San Diego	7	4790	22	14,385
2	Las Vegas	1	1,550	5	7,174
3	Orlando	2	2,543	4	6,916
4	Scottsdale	1	1,100	8	6,089
5	Phoenix	3	2,516	5	5,116
6	Philadelphia	0	0	1	3,255
7	Salt Lake City	0	0	1	3,255
8	San Francisco	0	0	1	3,126
9	Albuquerque	1	606	3	2,751
10	Seattle	1	1,880	3	2,474

All Lost Leads by State/Country

Lost State/Country	Lost Leads	Lost Room Nights	YTD Lost Leads	YTD Lost Room Nights
Arizona	4	3,616	17	12,450
California	19	8,684	57	30,832
Colorado	2	194	3	689
Florida	2	2,543	8	9,864
Kentucky	0	0	1	640
Georgia	0	0	0	0
Hawaii	0	0	0	0
Idaho	0	0	0	0
Minnesota	0	0	0	0
Montana	0	0	0	0
N/A	1	312	26	18,918
Nevada	1	1,550	6	8,782
New Mexico	1	606	3	2,751
New York	0	0	0	0
North Carolina	0	0	0	0
Oklahoma	0	0	0	0
Oregon	0	0	1	1,478
Out of Country	1	66	7	1,695
Pennsylvania	0	0	1	3,255
South Dakota	0	0	0	0
Tennessee	1	1,065	2	2,405
Texas	1	472	5	3,785
Unknown	13	13,426	103	119,985
Utah	0	0	3	4,053
Washington	2	3,394	4	3,988
Wisconsin	0	0	1	1,467
Wyoming	0	0	1	150
Total	48	35,928	249	227,187