

**Convention Sales  
Production  
May 2019**

<b>Team Production (Non-Legacy)</b>						
	<b>May-19</b>	<b>May-18</b>	<b>YTD 2019</b>	<b>YTD 2018</b>	<b>YTD Goal</b>	<b>Goal %</b>
Leads	115	92	487	486	1,148	42%
Bookings	24	27	106	127	375	28%
Definite Room Nights	14,174	20,913	68,592	87,058	222,500	31%

<b>Legacy Production</b>				
	<b>May-19</b>	<b>May-18</b>	<b>YTD 2019</b>	<b>YTD 2018</b>
Leads	3	1	7	10
Bookings	0	3	6	7
Definite Room Nights	0	8,342	6,130	10,421

<b>Total Production (Including Legacy)</b>				
	<b>May-19</b>	<b>May-18</b>	<b>YTD 2019</b>	<b>YTD 2018</b>
Leads	118	93	494	496
Bookings	24	30	112	134
Definite Room Nights	14,174	29,255	74,722	97,479
Business Sales	\$9,440,219	\$17,633,847	\$54,347,146	\$60,836,023
Jobs Supported	3,461	5,827	21,963	22,618
Local Taxes	\$447,890	\$960,208	\$2,787,898	\$3,136,819
Personal Income	\$3,422,675	\$6,113,377	\$19,287,625	\$21,470,415
Bed Taxes	\$331,258	\$720,006	\$2,080,638	\$2,336,578

<b>PSCC Production (Including Legacy)</b>				
	<b>May-19</b>	<b>May-18</b>	<b>YTD 2019</b>	<b>YTD 2018</b>
Leads	9	10	42	64
Bookings	0	8	6	13
Definite Room Nights	0	14,240	7,739	19,948

**Event Impact Calculator Key (EIC)**

- *Business Sales* - Dollar amount for all expenditures in the local economy as a result of an event. Includes direct, indirect, and induced business sales.
- *Jobs Supported* - Employment supported by all event-related business sales. Includes direct, indirect, and induced business sales.
- *Local Taxes* - Dollar amount for all direct, indirect, and induced local taxes and assessments generated by an event. Includes income, bed, sales, and other taxes.
- *Personal Income* - Dollar amount for the income accrued to households as a result of the event and business activity. Includes wages, salaries, labor income, proprietors income, and, retirement/disability/military payments.
- *Bed Taxes* - Dollar amount for the Transient Occupancy Taxes collected based on 11.5% (Average of all Greater Palm Springs cities).