

Convention Sales

Lost Business

May 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	3	2,041	5	16,426
2	Las Vegas	5	5,198	4	12,292
3	Scottsdale	1	1,047	5	7,136
4	Orlando	1	2,430	3	9,346
5	Phoenix	3	1,241	3	9,122
7	Nashville	1	2,950	3	5,355
6	Seattle	1	1,843	5	4,880
9	Dallas	2	4,363	1	4,363
8	San Antonio	2	997	3	4,029
10	Philadelphia	0	0	1	3,255

All Lost Leads by State/Country

Lost State/Country	Lost Leads	Lost Room Nights	YTD Lost Leads	YTD Lost Room Nights
Arizona	6	4,272	23	18,643
California	14	8,701	71	39,533
Colorado	0	0	3	689
Florida	2	2,635	11	13,849
Georgia	0	0	0	0
Hawaii	0	0	0	0
Illinois	1	277	1	277
Idaho	0	0	0	0
Kentucky	0	0	1	640
Louisiana	2	702	2	702
Minnesota	0	0	0	0
Missouri	2	1,617	2	1,617
Montana	0	0	0	0
N/A	10	4,721	36	23,639
Nevada	6	6,094	12	14,876
New Mexico	0	0	3	2,751
Oregon	0	0	1	1,478
Out of Country	3	2,183	10	3,878
Pennsylvania	0	0	1	3,255
South Dakota	0	0	0	0
Tennessee	1	2,950	3	5,355
Texas	5	5,560	11	10,189
Unknown	28	28,106	128	143,413
Utah	1	820	4	4,873
Washington	1	1,843	6	6,394
Wisconsin	0	0	1	1,467
Wyoming	0	0	1	150
Total	82	70,481	331	297,668