



April 12, 2016

Dear Colleagues:

As I look out at the sunny sky today I am reminded that spring is here and the next few months promise to be full of excitement. Thunder begins another playoff run this weekend. The Riversports Rapids will have their ribbon cutting on April 28. AQHA's Level 1 Championship Horse Show starts on April 13. High school and college graduations will be plentiful and the NCAA Women's College World Series is coming soon.

Plus the Big 12 Baseball Championships, OSSAA Baseball Championships, Quarter Horse Racing at Remington Park, Whitewater Kayak Olympic Trials, Central Youth Rowing Championships, OQHA Redbud Spectacular Horse Show, and so much more. In fact, my assistant Deb is on the phone right now trying to help a visitor coming I this weekend find a hotel room. What a great time to be in OKC!

We know all is not well with the local economy. And our Legislature is struggling to find the necessary dollars to keep the State moving forward. But earlier today a person I will only describe as "a skeptic" made a comment that our industry is certainly making a positive difference in the economy of Oklahoma City in these trying times. I not only agree but am extremely proud of the economic vitality we continue to bring to the City. And with a line-up of public events like we have plus a steady stream of conventions and other events we will provide even more energy to the financial well-being of the area for the rest of this year.

Thanks for your continued work in helping move OKC forward. It continues to be a really good time to live and work here.

Have a great month!

Mike Carrier  
President



# **Industry Report**

## **March, 2016**

Oklahoma City Convention & Visitors Bureau  
123 Park Avenue  
Oklahoma City, OK 73102  
1.800.225.5652  
[www.visitokc.com](http://www.visitokc.com)

## OKLAHOMA CITY HOSPITALITY INDUSTRY REPORT

Should you have any questions regarding the information contained in this report, please contact the appropriate department head. General questions about the e-mailing format or an updated e-mail address should be directed to Paula Marshall at (405) 297-8926 or [pmarshall@visitokc.com](mailto:pmarshall@visitokc.com).

### Convention Sales Department

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### Tourism Sales Department

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Cristy Smith	<a href="mailto:csmith@visitokc.com">csmith@visitokc.com</a>	Visitors Center Supervisor	405-602-5141

### Communications Department

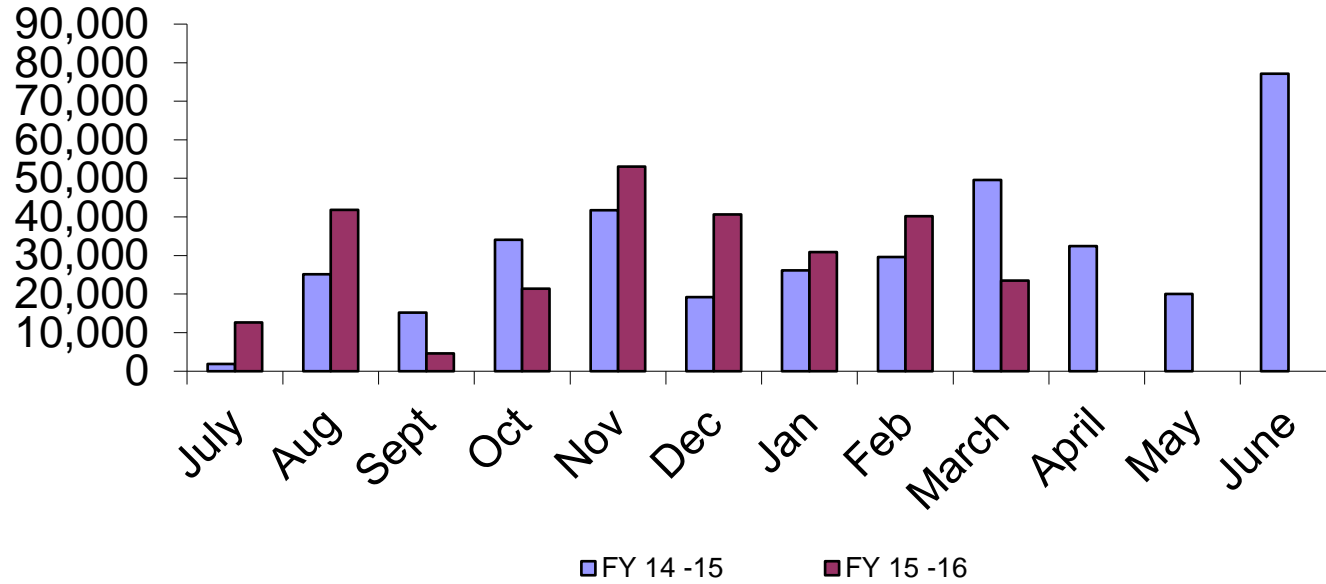
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### Marquee Events

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Deb Shumate	<a href="mailto:dshumate@visitokc.com">dshumate@visitokc.com</a>	Executive Assistant	405-297-8960

# Convention Sales Definite Bookings

Room Nights



		Totals	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
<b>FY 14 -15</b>	=	<b>372,088</b>	1,844	25,104	15,160	34,042	41,707	19,216	26,142	29,595	49,619	32,483	20,033	77,143
<b>FY 15 -16</b>	=	<b>268,597</b>	12,631	41,825	4,595	21,363	53,034	40,639	30,868	40,173	23,469	0	0	0

**Convention Sales Department  
Complete Detail Report  
From 03/01/2016 to 03/31/2016**

**Definite Bookings**

<b>Athletic &amp; Sports/Recreation</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
UNI Cheer and Pep Band - UNI Cheer and Pep Band NCAA Tournament HQ Hotel: Courtyard by Marriott Downtown	National	03/15/2016 - 03/21/2016	30	25	150	MO
North Oklahoma City Soccer Club - Red Earth Invitational 2016 HQ Hotel: Various Hotels	Regional	04/22/2016 - 04/24/2016	2,000	450	1,000	JB
United States Tennis Association - Missouri Valley - 2016 USTA Missouri Valley 12U-14U HQ Hotel: Various Hotels	Regional	05/28/2016 - 05/30/2016	500	200	600	JB
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 14-Under Fast Pitch 2016 HQ Hotel: Various Hotels	National	06/16/2016 - 06/18/2016	780	360	1,080	SH
Amateur Softball Association - Girls' Gold 18-Under Fast Pitch Qualifier 2016 HQ Hotel: Various Hotels	National	06/18/2016 - 06/20/2016	1,200	450	1,350	SH
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 10-Under Fast Pitch 2016 HQ Hotel: Various Hotels	National	06/18/2016 - 06/20/2016	1,000	360	1,080	SH
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 16-Under Fast Pitch 2016 HQ Hotel: Various Hotels	National	06/23/2016 - 06/25/2016	780	360	1,080	SH
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 18-Under Fast Pitch 2016 HQ Hotel: Various Hotels	National	06/25/2016 - 06/27/2016	780	360	1,080	SH
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 12-Under Fast Pitch 2016 HQ Hotel: Various Hotels	National	07/01/2016 - 07/03/2016	780	360	1,080	SH
Amateur Softball Association - Men's National Slowpitch Softball Team - Boarder Battle with Canada HQ Hotel: Hampton Inn Oklahoma City Northwest	International	07/03/2016 - 07/07/2016	500	41	164	SH
United States Tennis Association - 2016 USTA BG 16s Zone Team Championship HQ Hotel: Various Hotels	Regional	07/07/2016 - 07/11/2016	300	105	550	JB
Amateur Softball Association - Girls 18 and Under Gold National Championship 2016 HQ Hotel: Various Hotels	National	07/17/2016 - 07/25/2016	2,750	760	5,570	SH
Mid America Youth Basketball (MAYB) - 2016 Girls National Tournament HQ Hotel: Various Hotels	National	08/04/2016 - 08/07/2016	3,500	1,200	4,350	JB
Amateur Softball Association - 2016 ASA Men's B Slow Pitch National Championship HQ Hotel: Various Hotels	National	08/26/2016 - 08/28/2016	1,500	330	990	SH
<b>Athletic &amp; Sports/Recreation - 14</b>			<b>16,400</b>	<b>5,361</b>	<b>20,124</b>	
<b>Corporate</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Express Employment Professionals - Express New Franchise Training April 2016 HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	04/10/2016 - 04/22/2016	15	10	120	DW

Wipfli LLP - Wipfli Training- OK HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	05/23/2016 - 05/26/2016	100	30	90	MO
CompSource Mutual Insurance Company - Annual Conference HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	06/23/2017 - 06/29/2017	375	180	800	JD
<b>Corporate - 3</b>			<b>490</b>	<b>220</b>	<b>1,010</b>	
<b>Environmental</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Environmental Design Research Association - EDRA Annual Conference 2018 HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	06/04/2018 - 06/11/2018	350	185	750	JD
<b>Environmental - 1</b>			<b>350</b>	<b>185</b>	<b>750</b>	
<b>Fraternal</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Phi Lambda Chi National Fraternity - Phi Lambda Chi Annual Business Meeting HQ Hotel: Crowne Plaza Oklahoma City	Regional	07/29/2016 - 07/31/2016	50	15	25	MO
<b>Fraternal - 1</b>			<b>50</b>	<b>15</b>	<b>25</b>	
<b>Government, Public Administration</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
International Code Council - 2016 Chapter Presidents Meeting HQ Hotel: Sheraton Hotel Oklahoma City Downtown	National	06/27/2016 - 06/30/2016	200	100	200	JD
<b>Government, Public Administration - 1</b>			<b>200</b>	<b>100</b>	<b>200</b>	
<b>Hobby &amp; Vocational</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Gospel Singers Tour Group - Gospel Singers Tour Group OKC HQ Hotel: Holiday Inn Express & Suites OKC Downtown-Bricktown	National	04/07/2016 - 04/08/2016	15	15	15	MO
Oklahoma Songwriter's Association - Oklahoma Songwriter's Festival HQ Hotel: Sheraton Hotel Oklahoma City Downtown	Regional	04/28/2016 - 04/30/2016	350	7	21	MO
<b>Hobby &amp; Vocational - 2</b>			<b>365</b>	<b>22</b>	<b>36</b>	
<b>Marquee Events</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Quarter Horse Association - OQHA Spring Show 2017 HQ Hotel: Various Hotels	State	03/23/2017 - 03/27/2017	1,155	100	400	AA
<b>Marquee Events - 1</b>			<b>1,155</b>	<b>100</b>	<b>400</b>	
<b>Religious</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Southwest Radio Church - Prophecy Conference 2016 HQ Hotel: The Tower Hotel Oklahoma City	National	08/04/2016 - 08/06/2016	500	100	200	DW
General Board of Discipleship for the United Methodist Church - Multi-Ethnic Church Planting Event 2016 HQ Hotel: Crowne Plaza Oklahoma City	National	11/01/2016 - 11/03/2016	200	114	243	DW
<b>Religious - 2</b>			<b>700</b>	<b>214</b>	<b>443</b>	
<b>Scientific, Engineering, Technical, Computers</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
American Society of Civil Engineers (ASCE) - ASCE - AEI Conference HQ Hotel: Sheraton Hotel Oklahoma City Downtown	National	04/17/2017 - 04/21/2017	200	104	336	JD
<b>Scientific, Engineering, Technical, Computers - 1</b>			<b>200</b>	<b>104</b>	<b>336</b>	
<b>State Assn</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Association of Student Financial Aide Administrators - 2016 OASFAA Conference	State	04/12/2016 - 04/15/2016	200	65	145	GT

**State Assn - 1** **200** **65** **145**

Scope	Count	Attend	Peak Rooms	Room Nights
International	1	500	41	164
National	19	15,055	5,403	20,564
Regional	5	3,200	777	2,196
State	2	1,355	165	545

**Total # of Definite Bookings: 27 Totals: 20,110 6,386 23,469**

**Sales Leads**

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Farmrail System, Inc. - FRA Region 5 Training Seminar	Regional	08/01/2016 - 08/05/2016	100	50	200	MO
American Fisheries Society - Southern Division - Oklahoma Chapter of the American Fisheries Society-Oklahoma Natural Resources Conference 2017	Regional	02/22/2017 - 02/24/2017	200	86	172	MO
<b>Agricultural, Commodities, Food/Food Products - 2</b>			<b>300</b>	<b>136</b>	<b>372</b>	

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
UNI Cheer and Pep Band - UNI Cheer and Pep Band NCAA Tournament	National	03/15/2016 - 03/21/2016	30	25	150	MO
National Basketball Association (NBA) - NBA Finals 2016	National	05/31/2016 - 06/19/2016	300	350	5,475	SH
North Oklahoma City Soccer Club - National Premier League Regional 2016	Regional	06/04/2016 - 06/05/2016	1,200	450	900	JB
Amateur Softball Association - Hall of Fame Tournament - Girls' Class A 12-Under Fast Pitch 2016	National	07/01/2016 - 07/03/2016	780	360	1,080	SH
United States Tennis Association - 2016 USTA BG 16s Zone Team Championship	Regional	07/07/2016 - 07/11/2016	300	105	550	JB
Central Hockey League - ex refs - CHL - Reunion Players, Refs, Coaches 2016	Regional	09/30/2016 - 10/01/2016	250	75	150	SH
Adrenaline Dance - Adrenaline Dance Revive Regional Convention 2017	Regional	05/12/2017 - 05/14/2017	500	127	297	JB
<b>Athletic &amp; Sports/Recreation - 7</b>			<b>3,360</b>	<b>1,492</b>	<b>8,602</b>	

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Groups360 - BGCA APOKC	National	06/14/2016 - 06/15/2016	25	24	28	MO
Essendant - Essendant ALS Meeting 2016 Oklahoma	National	01/21/2017 - 01/26/2017	350	251	719	JD
<b>Corporate - 2</b>			<b>375</b>	<b>275</b>	<b>747</b>	

Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Association of YMCA Professionals - Fall Regional Conference	Regional	10/13/2016 - 10/14/2016	200	65	85	MO
Oklahoma YMCA Youth and Government Program - State Conference 2017	State	02/16/2017 - 02/18/2017	450	185	370	MO
National Association of Veterans Upward Bound - Annual Conference	National	04/29/2019 - 05/03/2019	80	80	328	MO
National Council of Teachers of Mathematics (NCTM) - Regional Conference 2019	Regional	10/01/2019 - 10/05/2019	1,800	800	2,000	DW
<b>Educational - 4</b>			<b>2,530</b>	<b>1,130</b>	<b>2,783</b>	

Environmental	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
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Environmental Design Research Association - EDRA Annual Conference 2018	National	06/04/2018 - 06/11/2018	350	185	750	JD
<b>Environmental - 1</b>			<b>350</b>	<b>185</b>	<b>750</b>	
<b>Fraternal</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma York Rite of Freemasonry - Annual Grand Sessions	State	04/27/2017 - 04/29/2017	100	35	65	MO
<b>Fraternal - 1</b>			<b>100</b>	<b>35</b>	<b>65</b>	
<b>Government, Public Administration</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
U.S. Department of Agriculture - Farm Service Agency - 2016 Acreage Reporting Training	State	05/03/2016 - 05/05/2016	120	108	216	GT
USDA Food and Nutrition Service - FNS ROD 2016	National	06/13/2016 - 06/17/2016	260	250	1,000	GT
USDA Food and Nutrition Service - ROD RED Academy 2016	National	08/23/2016 - 08/25/2016	90	85	340	GT
National Association of Conservation Districts - Oklahoma Association of Conservation Districts Annual State Meeting	State	02/26/2017 - 02/28/2017	300	125	250	MO
International Fire Service Accreditation Congress - 2017 IFSAC Annual Conference	International	04/05/2017 - 04/08/2017	100	80	360	GT
North American Securities Administrators Association - 2017 Annual Membership Conference	National	09/07/2017 - 09/14/2017	375	275	1,025	GT
University of Oklahoma Outreach - 2018 Center for Chamber of Commerce Excellence	Regional	03/03/2018 - 03/07/2018	65	40	127	MO
International Fire Service Accreditation Congress - 2018 IFSAC Annual Conference	International	04/04/2018 - 04/07/2018	100	80	360	GT
International Fire Service Accreditation Congress - 2019 IFSAC Annual Conference	International	04/03/2019 - 04/06/2019	100	80	360	GT
International Fire Service Accreditation Congress - 2020 IFSAC Annual Conference	International	04/01/2020 - 04/04/2020	100	80	360	GT
Association of Official Seed Analysts/Society of Commercial Seed Technologists - 2020 AOSA/SCST Annual Conference	National	05/30/2020 - 06/04/2020	150	140	803	GT
<b>Government, Public Administration - 11</b>			<b>1,760</b>	<b>1,343</b>	<b>5,201</b>	
<b>Health &amp; Medical</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
National Association of State EMS Officials - 2017 Fall Meeting	National	09/22/2017 - 09/26/2017	100	90	285	MO
American Massage Therapy Association - National Convention	National	09/11/2019 - 09/14/2019	2,000	500	2,375	MO
<b>Health &amp; Medical - 2</b>			<b>2,100</b>	<b>590</b>	<b>2,660</b>	
<b>Heritage, Patriotic, Veterans</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Veterans Health Administration - FY16 VHA HR Leadership Conference	National	06/20/2016 - 06/24/2016	85	75	300	MO
Belton Eves & Anderson Family Reunion - Belton Eves & Anderson Family Reunion 2016	Regional	07/01/2016 - 07/03/2016	175	100	200	MO
26th Infantry Regiment Association (Blue Spaders) - 2017 Annual Reunion	National	06/21/2017 - 06/25/2017	200	115	460	MO
<b>Heritage, Patriotic, Veterans - 3</b>			<b>460</b>	<b>290</b>	<b>960</b>	
<b>Hobby &amp; Vocational</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Songwriter's Association - Oklahoma Songwriter's Festival	Regional	04/28/2016 - 04/30/2016	350	7	21	MO



Blake/Williams Family Reunion - Blake/Williams Family Reunion 2017	Regional	06/23/2016 - 06/26/2016	100	52	127	MO
Putnam City North High School - Class of 2006 10 Year Reunion	Regional	06/24/2016 - 06/26/2016	150	30	60	MO
Oklahoma Main Street - Main Street Directors Conference	Regional	08/02/2016 - 08/04/2016	60	55	110	MO
<b>Hobby &amp; Vocational - 4</b>			<b>660</b>	<b>144</b>	<b>318</b>	
<b>Marquee Events</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Quarter Horse Association - OQHA Spring Show 2018	State	03/22/2018 - 03/26/2018	1,155	100	400	AA
<b>Marquee Events - 1</b>			<b>1,155</b>	<b>100</b>	<b>400</b>	
<b>Medical/Pharmaceutical</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Psychological Association - 2016 Annual Conference	State	10/21/2016 - 10/23/2016	100	30	40	MO
Oklahoma Academy of Ophthalmology - OAO CodeQuest 2017	Regional	03/31/2017 - 04/01/2017	80	5	5	MO
<b>Medical/Pharmaceutical - 2</b>			<b>180</b>	<b>35</b>	<b>45</b>	
<b>Meetings, Convention, Tourism Industry Events</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
MOTIF Sites Meetings & Events - Mercury Insurance Sales Managers Meeting	National	11/06/2017 - 11/11/2017	20	20	100	JD
MOTIF Sites Meetings & Events - Annual Sales Meeting	National	01/21/2018 - 01/26/2018	225	225	1,110	JD
MOTIF Sites Meetings & Events - Manager's Retreat	National	04/09/2018 - 04/14/2018	80	80	400	JD
<b>Meetings, Convention, Tourism Industry Events - 3</b>			<b>325</b>	<b>325</b>	<b>1,610</b>	
<b>Military Reunions</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Bringing Rotated Americans Together The Reunion Brat (Bat Cats) - Military Reunion 2017	Regional	07/27/2017 - 07/30/2017	75	50	150	MO
<b>Military Reunions - 1</b>			<b>75</b>	<b>50</b>	<b>150</b>	
<b>Native American</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Tribal Law and Policy Institute - 15th National Indian Nations Conference	National	12/07/2016 - 12/10/2016	900	600	1,675	DW
<b>Native American - 1</b>			<b>900</b>	<b>600</b>	<b>1,675</b>	
<b>Religious</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
CBA - Christian Booksellers International Convention 2018	National	06/22/2018 - 06/29/2018	3,000	850	3,135	DW
<b>Religious - 1</b>			<b>3,000</b>	<b>850</b>	<b>3,135</b>	
<b>Scientific, Engineering, Technical, Computers</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Developemt Capital Networks - WBT Open Innivation Forum-Unmanned Aerial Systems	National	09/13/2016 - 09/15/2016	150	20	30	DJ
Entomological Society of America - Entomological Society of America Southwestern Branch Annual	Regional	03/31/2019 - 04/03/2019	200	72	208	MO
<b>Scientific, Engineering, Technical, Computers - 2</b>			<b>350</b>	<b>92</b>	<b>238</b>	
<b>Trade, Commercial Or Business</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
American Bankers Association - National Agricultural Bankers Conference	National	11/10/2017 - 11/16/2017	700	488	1,576	JD
<b>Trade, Commercial Or Business - 1</b>			<b>700</b>	<b>488</b>	<b>1,576</b>	

Wedding	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Ceci Denise Events - Ceci Denise "Imagine That" Bridal Show Tour	Regional	04/28/2017 - 04/30/2017	1,000	30	60	MO
<b>Wedding - 1</b>			<b>1,000</b>	<b>30</b>	<b>60</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	4	400	320	1,440	
	National	22	10,250	5,088	23,144	
	Regional	18	6,805	2,199	5,422	
	State	6	2,225	583	1,341	
<b>Total # of Sales Leads:</b>			<b>50</b>	<b>Totals: 19,680</b>	<b>8,190</b>	<b>31,347</b>

### Definite Bookings Adjustments

Scope	Count	Attend	Peak Rooms	Room Nights
<b>Total # of Definite Bookings Adjustments:</b>	<b>0</b>	<b>Totals: 0</b>	<b>0</b>	<b>0</b>

### Sales Leads Adjustments

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Southwest Radio Church - Prophecy Conference 2016	National	08/04/2016 - 08/06/2016	0	100	-300	DW
<b>Religious - 1</b>			<b>0</b>	<b>100</b>	<b>-300</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	National	1	0	100	-300	
<b>Total # of Sales Leads Adjustments:</b>			<b>1</b>	<b>Totals: 0</b>	<b>100</b>	<b>-300</b>

### Bid Books

Scope	Count	Attend	Peak Rooms	Room Nights
<b>Total # of Bid Books:</b>	<b>0</b>	<b>Totals: 0</b>	<b>0</b>	<b>0</b>

### Site Inspection - Sales

Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma YMCA Youth and Government Program - State Conference 2017	State	02/16/2017 - 02/18/2017	450	185	370	MO
<b>Educational - 1</b>			<b>450</b>	<b>185</b>	<b>370</b>	
Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Grassroots Outdoor Alliance (GOA) - Grassroots Summit and Connect Fall/Winter Show	National	11/08/2017 - 11/15/2017	400	333	1,691	JD
<b>Trade, Commercial Or Business - 1</b>			<b>400</b>	<b>333</b>	<b>1,691</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	National	1	400	333	1,691	
	State	1	450	185	370	
<b>Total # of Site Inspection - Sales:</b>			<b>2</b>	<b>Totals: 850</b>	<b>518</b>	<b>2,061</b>

### Site Inspection - Services

Scope	Count	Attend	Peak Rooms	Room Nights
<b>Total # of Site Inspection - Services:</b>	<b>0</b>	<b>Totals: 0</b>	<b>0</b>	<b>0</b>

### Lost Business

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Adrenaline Dance - Adrenaline Dance Revive Regional Convention 2017	Regional	05/12/2017 - 05/14/2017	500	127	297	JB
Reason(s):						
<ul style="list-style-type: none"> <li>Unable to get preferred dates</li> <li>Venue unavailable</li> </ul>						



Western States Sheriffs' Association - 2016 WSSA Annual Conference & Vendor Show	Regional	03/06/2016 - 03/10/2016	500	500	1,500	GT
Reason(s): • Lower hotel rate in other city						
U.S. Department of Transportation - FMCSA MCSAP Planning Meeting	National	03/15/2016 - 03/17/2016	350	300	1,055	GT
Reason(s): • Overall cost too high						
USDA Rural Development - Advanced Program Director's Training	National	05/03/2016 - 05/06/2016	250	250	1,250	GT
Reason(s): • Meeting cancelled						
United Way of Amarillo & Canyon - Loaned Executive Training	Regional	07/20/2016 - 07/22/2016	75	56	125	MO
Reason(s): • Lower hotel rate in other city						
North American Securities Administrators Association - 2016 Annual Membership Conference	National	09/08/2016 - 09/15/2016	375	275	947	GT
Reason(s): • Committee politics						

**Government, Public Administration - 5** **1,550** **1,381** **4,877**

Health & Medical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Council on Problem Gambling - 31st National Conference on Problem Gambling	National	07/10/2017 - 07/16/2017	500	350	1,210	GT
Reason(s): • Committee politics						

**Health & Medical - 1** **500** **350** **1,210**

Medical/Pharmaceutical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Association for Academic Physiatrists - AAP Annual Meeting	National	02/04/2018 - 02/11/2018	700	400	1,591	JD
Reason(s): • Need DT hotel w/more guest rms						

**Medical/Pharmaceutical - 1** **700** **400** **1,591**

Meetings, Convention, Tourism Industry Events	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Meeting Professionals International - May Retreat	International	05/12/2016 - 05/14/2016	16	16	32	MO
Reason(s): • Return to same hotel/city						

**Meetings, Convention, Tourism Industry Events - 1** **16** **16** **32**

Scientific, Engineering, Technical, Computers	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Seismological Society of America - SSA Annual	National	04/08/2018 - 04/15/2018	1,000	360	1,335	JD
Reason(s): • Unable to get preferred dates						

**Scientific, Engineering, Technical, Computers - 1** **1,000** **360** **1,335**

State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Guard Association of Oklahoma - Annual Conference & Military Ball	State	03/20/2017 - 03/24/2017	900	255	600	JD
Reason(s): • Lack of hotel mtg space option						

**State Assn - 1** **900** **255** **600**

Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
The Associated General Contractors of America - 2016 AGC Spring Building Information Modeling Forum	National	04/03/2016 - 04/08/2016	450	200	510	GT
Reason(s): •Lack of hotel mtg space option						

**Trade, Commercial Or Business - 1** **450** **200** **510**

Scope	Count	Attend	Peak Rooms	Room Nights
International	1	16	16	32
National	15	11,855	5,315	24,206
Regional	5	1,615	908	2,537
State	1	900	255	600
<b>Total # of Lost Business:</b>	<b>22</b>	<b>Totals: 14,386</b>	<b>6,494</b>	<b>27,375</b>

### Conventions Serviced

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Reining Horse Association - NRHA Spring Judges School	Regional	03/08/2016 - 03/11/2016	50	30	120	MO

**Agricultural, Commodities, Food/Food Products - 1** **50** **30** **120**

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Secondary School Activities Association (OSSAA) - 2016 Girls and Boys State Basketball Championships - Class A & B	State	03/03/2016 - 03/05/2016	2,300	450	1,350	JB
Big 12 Conference - Women's Big 12 Basketball Championship 2016	Regional	03/04/2016 - 03/07/2016	4,500	1,049	4,402	SH
Oklahoma Secondary School Activities Association (OSSAA) - 2016 Girls and Boys State Basketball Championships - Class 2A, 3A, 4A	State	03/10/2016 - 03/12/2016	3,400	550	1,600	JB
NCAA - 2016 Division I Men's Basketball - 2nd/3rd Round (previously First/Second Rounds)	National	03/15/2016 - 03/20/2016	15,000	862	4,309	SH
UNI Cheer and Pep Band - UNI Cheer and Pep Band NCAA Tournament	National	03/15/2016 - 03/21/2016	30	25	150	MO
USA Wrestling - 2016 Girls Folkstyle Nationals/College Women National Championships	National	03/24/2016 - 03/27/2016	2,000	800	2,200	JB
Friends of Multisport, Inc. - 2016 Go Girl Run	National	03/25/2016 - 03/26/2016	1,200	500	800	JB

**Athletic & Sports/Recreation - 7** **28,430** **4,236** **14,811**

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Express Employment Professionals - Express New Franchise Training March 2016	National	03/13/2016 - 03/25/2016	15	10	130	DW
Love's - Annual Conference	Regional	03/19/2016 - 03/25/2016	400	0	0	JD
Computer-Rx Pharmacy Software - Annual Computer Rx Idea Exchange	International	03/31/2016 - 04/03/2016	600	500	1,500	JD

**Corporate - 3** **1,015** **510** **1,630**

Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Gayla Days 2016 - Annual Conference	Regional	03/07/2016 - 03/09/2016	200	0	0	ER

**Cultural, Fine Arts, Libraries - 1** **200** **0** **0**

Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
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Federation of Business Disciplines - Annual Meeting	International	03/08/2016 - 03/12/2016	800	250	820	AY
<b>Educational - 1</b>			<b>800</b>	<b>250</b>	<b>820</b>	
<b>Government, Public Administration</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma State Department of Health - 2016 WIC Nutrition Conference	State	03/10/2016 - 03/11/2016	70	50	55	GT
<b>Government, Public Administration - 1</b>			<b>70</b>	<b>50</b>	<b>55</b>	
<b>Marquee Events</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Quarter Horse Association - OQHA Spring Show 2016	State	03/24/2016 - 03/27/2016	1,155	100	400	AA
<b>Marquee Events - 1</b>			<b>1,155</b>	<b>100</b>	<b>400</b>	
<b>Native American</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
National Dropout Prevention Center/Network - 2016 National Forum on Dropout Prevention for Native & Tribal Communities	National	03/03/2016 - 03/09/2016	200	150	525	DW
<b>Native American - 1</b>			<b>200</b>	<b>150</b>	<b>525</b>	
<b>Scientific, Engineering, Technical, Computers</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
FIRST - 2016 First Robotics - Oklahoma Regional Competition	Regional	03/22/2016 - 03/27/2016	3,000	410	870	DW
<b>Scientific, Engineering, Technical, Computers - 1</b>			<b>3,000</b>	<b>410</b>	<b>870</b>	
<b>State Assn</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma Roofing Contractors Association - 2016 Annual Convention & Tradeshow	State	03/02/2016 - 03/04/2016	2,500	330	660	GT
Oklahoma Trucking Association - 2016 Annual Midwinter Conference	State	03/03/2016 - 03/03/2016	75	20	35	GT
Oklahoma Youth Expo - 2016 Oklahoma Youth Expo	State	03/09/2016 - 03/19/2016	5,000	2,371	23,000	GT
<b>State Assn - 3</b>			<b>7,575</b>	<b>2,721</b>	<b>23,695</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	2	1,400	750	2,320	
	National	6	18,445	2,347	8,114	
	Regional	5	8,150	1,489	5,392	
	State	7	14,500	3,871	27,100	
<b>Total # of Conventions Serviced:</b>		<b>20</b>	<b>Totals: 42,495</b>	<b>8,457</b>	<b>42,926</b>	

**Convention Sales Department**  
**Complete Detail Report - EXTERNAL**  
From 03/01/2016 to 03/31/2016

**Definite Bookings**

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights
Love's - Annual Conference	Regional	03/19/2016 - 03/25/2016	400	0	0
HQ Hotel: Renaissance Oklahoma City Convention Center Hotel					
<b>Corporate - 1</b>			<b>400</b>	<b>0</b>	<b>0</b>
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
	Regional	1	400	0	0
<b>Total # of Definite Bookings:</b>		<b>1</b>	<b>Totals: 400</b>	<b>0</b>	<b>0</b>

**Conventions Serviced**

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights
Love's - Annual Conference	Regional	03/19/2016 - 03/25/2016	400	0	0
<b>Corporate - 1</b>			<b>400</b>	<b>0</b>	<b>0</b>
Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights
Gayla Days 2016 - Annual Conference	Regional	03/07/2016 - 03/09/2016	200	0	0
<b>Cultural, Fine Arts, Libraries - 1</b>			<b>200</b>	<b>0</b>	<b>0</b>
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
	Regional	2	600	0	0
<b>Total # of Conventions Serviced:</b>		<b>2</b>	<b>Totals: 600</b>	<b>0</b>	<b>0</b>

**Tourism Tours Booked  
Complete Detail Report  
From 03/01/2016 to 03/31/2016**

Origin	Arrival Date	Trip Type	Days	Passengers	Rooms	Room Nights
Spencer, OK	03/01/16	Day Tour	1	37	0	0
East Bethel, MN	03/01/16	Over Night	2	18	8	8
Edmond, OK	03/01/16	Day Tour	1	50	0	0
Wilson, OK	03/02/16	Day Tour	1	58	0	0
Norman, OK	03/04/16	Day Tour	1	21	0	0
Garland, TX	03/06/16	Day Tour	1	26	0	0
Tessier, Canada, SK	03/06/16	Over Night	2	54	29	29
Hanover, ON	03/07/16	Over Night	2	40	20	20
Tecumseh, OK	03/07/16	Day Tour	1	72	0	0
Yukon, OK	03/07/16	Day Tour	1	38	0	0
Dell Rapids, SD	03/08/16	Over Night	2	25	13	13
Wichita, KS	03/08/16	Day Tour	1	27	0	0
Topeka, KS	03/09/16	Over Night	2	24	12	12
Wylie, TX	03/09/16	Day Tour	1	21	0	0
Lawton, OK	03/09/16	Day Tour	1	18	0	0
Rice Lake, WI	03/09/16	Over Night	2	35	17	17
Ketchum, OK	03/09/16	Day Tour	1	45	0	0
Ponca City, OK	03/09/16	Day Tour	1	17	0	0
Yukon, OK	03/09/16	Day Tour	1	44	0	0
Edmond, OK	03/10/16	Day Tour	1	145	0	0
Stillwater, OK	03/10/16	Day Tour	1	13	0	0
Wilson, OK	03/10/16	Day Tour	1	7	0	0
Stillwater, OK	03/11/16	Day Tour	1	122	0	0
Edmond, OK	03/11/16	Day Tour	1	195	0	0
Tyler, TX	03/12/16	Day Tour	1	20	0	0
Rapid City, SD	03/12/16	Over Night	3	20	12	24
Rapid City, SD	03/12/16	Over Night	3	20	12	24
Oklahoma City, OK	03/12/16	Day Tour	1	33	0	0
Oklahoma City, OK	03/12/16	Day Tour	1	36	0	0
Plainview, TX	03/12/16	Over Night	2	30	30	9
Arkadelphia, AR	03/13/16	Over Night	2	25	13	13
Freemont, NE	03/13/16	Over Night	2	41	21	21
Wylie, TX	03/14/16	Day Tour	1	27	0	0
Granby, MO	03/16/16	Day Tour	1	31	0	0
Rochester, MN	03/16/16	Over Night	2	29	14	14
Corvallis, OR	03/17/16	Day Tour	1	28	0	0
Bakersfield, CA	03/17/16	Day Tour	1	45	0	0
Wylie, TX	03/19/16	Day Tour	1	16	0	0
Ft. Meyers, FL	03/19/16	Over Night	2	18	9	9
Ft. Meyers, FL	03/19/16	Over Night	2	29	15	15
New Ulm, MN	03/20/16	Over Night	2	29	14	14
Tecumseh, OK	03/21/16	Day Tour	1	86	0	0
Choctaw, OK	03/22/16	Day Tour	1	30	0	0
Edmond, OK	03/22/16	Day Tour	1	38	0	0
Tulsa, OK	03/22/16	Day Tour	1	12	0	0
Hanover, ON	03/22/16	Over Night	2	40	20	20
San Marino, CA	03/23/16	Over Night	4	30	19	59
Ada, OK	03/23/16	Day Tour	1	22	0	0
Woodward, OK	03/23/16	Day Tour	1	37	0	0
Shawnee, OK	03/24/16	Day Tour	1	19	0	0
Lawton, OK	03/24/16	Day Tour	1	23	0	0
Bixby, OK	03/26/16	Day Tour	1	30	0	0
Atlanta, GA	03/28/16	Day Tour	1	30	0	0
Wilburton, OK	03/30/16	Day Tour	1	44	0	0
Claremore, OK	03/30/16	Day Tour	1	108	0	0
Anadarko, OK	03/31/16	Day Tour	1	21	0	0
<b>Tours Booked Total: 56</b>				<b>2,199</b>	<b>278</b>	<b>321</b>



**Tourism Department Detail Report  
March 1-31, 2-16**

**Tour Operator Shows**

	Attendance	Attended	
Total Number of Tour Operator Shows			6

**Group Leader Shows**

	Attendance	Attended	
Total Number of Group Leader Shows to Date			3

**Consumer Shows**

	Attendance	Attended	
Muskogee VA Road Show		S.Price	
Total Number of Consumer Shows to Date			12

**Education Programs**

	Attendance	Attended	
Total Number of Education Programs to Date			2

**Sporting Events**

	Attendance	Attended	
Total Number of Sporting Events to Date			

**Site Inspections/FAM Tours**

	Attendance	Attended	
International Representatives - UK and Germany	3	S.Price	
Gary BlockTours	3	S. Price	
Total Number of Site Inspections/FAM Tours to Date			4

**Convention Support**

	Attendance	Attended	
Women's Big 12 Basketball Championship		S. Price	
Total Number of Convention Support Functions Attended to Date			1

**Attractions Meeting**

	Attendance	Attended	
Total Number of Attractions Meetings to Date			

**Special Projects**

Serviced2 Groups - Bus Box Delivered
CTA Class - March 7 - American Banjo Museum - 6 Attendees
CTA Networking Class - Adventure District Tour - Mar 24 - 26 Attendees
Group Premier - 87 Requests for Information - GTP sent

**2016 MAJOR EVENTS CALENDAR  
STATE FAIR PARK**

January 15 - 17	International Finals Rodeo
February 11 - 14	Prairie Classic Quarter Horse Show
March 13 - 18	Oklahoma Youth Expo
March 24 - 27	OQHA Spring Show
April 7 - 10	Oklahoma Centennial Horse Show
April 14 - 16	Southern Plains Farm Show
April 15 - 16	AQHA Level 1 Championships
April 21 - 24	Better Barrel Races World Finals
June 2 - 12	OQHA Redbud Spectacular
June 14 - 21	Non Pro Cutting Horse Show
June 25 – July 2	National Reining Horse Derby
July 6 - 17	GO Hunter Jumper Horse Show
July 23 – 30	Arabian Horse Association Youth Nationals
August 5 – 13	AQHA Youth World Championship Show
August 19 - 21	Summer Shootout Barrel Racing
September 15 - 25	Oklahoma State Fair
October 8 - 15	Grand National Morgan Horse Show
October 22 – 30	U.S. Team Roping Championships
November 4 - 19	AQHA World Championship Quarter Horse Show
November 24– Dec 3	National Reining Horse Futurity
December 6 - 10	World Barrel Racing Futurity
December 28 – 31	Oklahoma Paint Horse Holiday Classic