



September 10, 2015

Dear Colleagues:

This is the worst opening notes I have ever written in one of our Industry Reports. Oh, the information is good, the numbers are good, hotel tax collections and citywide occupancy are still good and we are fielding significant numbers of inquiries for conventions, meetings, leisure travel and great response on social media. But I don't want to write these opening notes.

Since I came to OKC eight years ago we have been sending these reports to you with my comments. Every one of these reports have been compiled by Melita Brown, our ardent Sales Coordinator. Many of you know Melita from your phone calls to the Bureau asking for more detailed information on some facet of our work, how to log into our data base Extranet, where and when the next Attraction Meeting, DOS meeting or other event is going to be held or how to get collateral materials sent to you. She has been a tremendous asset to our industry here at the Bureau and in helping our partners in the Greater OKC Metro Hotel Association with many of their events. She has been a friend to the entire industry and a special person to us. This is her last Industry report and I will miss getting that monthly note from her that said "The Industry Report is ready for your comments."

Melita has decided that it is time to spend more time with family. September 15 will be her last day with us. I know that next month our team will still send out this report, the phone calls will still be answered and our industry partners will still be helped in as professional a way as has been done over these past 10 years Melita has been with us. But we will certainly miss her and the consistent smile and professional demeanor she exhibited every day.

Melita has been a great role model for new members of our team, particularly the young ones as they started their careers. She exemplifies the hospitality spirit we as a community put forward each and every day.

All our best wishes to Melita as she leaves the CVB. Her retirement is well deserved and she leaves our entire industry a better place because of her contribution to us all.

Have a great month.

Michael Carrier  
President



# **Industry Report**

## **August 2015**

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 Debra Shumate at (405)297-8960 or [dshumate@visitokc.com](mailto:dshumate@visitokc.com)

### Convention Sales Department

Dennis Johnston	<a href="mailto:djohnston@visitokc.com">djohnston@visitokc.com</a>	Vice President of Sales	405-297-8906
Johnny Danrich	<a href="mailto:jdanch@visitokc.com">jdanch@visitokc.com</a>	Director of Sales & Services	405-297-8952
Sue Hollenbeck	<a href="mailto:shollenbeck@visitokc.com">shollenbeck@visitokc.com</a>	Director of Sports Business	405-297-8909
Jennifer Breedlove	<a href="mailto:jbreedlove@visitokc.com">jbreedlove@visitokc.com</a>	Manager of Sports Business	405-297-8910
Donna Wilson	<a href="mailto:dwilson@visitokc.com">dwilson@visitokc.com</a>	Senior Conv. Sales Manager	405-297-8907
Ginger Thompson	<a href="mailto:gthompson@visitokc.com">gthompson@visitokc.com</a>	Convention Sales Manager	405-297-8979
Morgan O'Neill	<a href="mailto:moneill@visitokc.com">moneill@visitokc.com</a>	Executive Meeting Manager	405-297-8930
Ashley Armstrong	<a href="mailto:aarmstrong@visitokc.com">aarmstrong@visitokc.com</a>	Director of Convention Services	405-297-8938
Erin Randall	<a href="mailto:erandall@visitokc.com">erandall@visitokc.com</a>	Convention Services Manager	405-297-8915

### Tourism Sales Department

Sandy Price	<a href="mailto:sprice@visitokc.com">sprice@visitokc.com</a>	Vice President Tourism Sales	405-297-8913
Teresa Compton	<a href="mailto:tcompton@visitokc.com">tcompton@visitokc.com</a>	Tourism Sales Manager	405-297-8914
Brittani Johnson	<a href="mailto:bjohnson@visitokc.com">bjohnson@visitokc.com</a>	Information Specialist	405-297-8813
Christy Smith	<a href="mailto:csmith@visitokc.com">csmith@visitokc.com</a>	Visitors Center Supervisor	405-602-5141

### Communications Department

Seth Spillman	<a href="mailto:sspillman@visitokc.com">sspillman@visitokc.com</a>	Director of Marketing & Communications	405-297-8905
Tabbi Burwell	<a href="mailto:tburwell@visitokc.com">tburwell@visitokc.com</a>	Communications Manager	405-297-8973
Brittany White	<a href="mailto:bwhite@visitokc.com">bwhite@visitokc.com</a>	Marketing & Communications Coordinator	405-297-8931
Caleb Adam Everett	<a href="mailto:ceverett@visitokc.com">ceverett@visitokc.com</a>	Multimedia Content Manager	405-297-8980

### Marquee Events

Mike Carrier	<a href="mailto:mcarrier@visitokc.com">mcarrier@visitokc.com</a>	CVB President/ Marquee Event Development	405-297-8960
Deb Shumate	<a href="mailto:dshumate@visitokc.com">dshumate@visitokc.com</a>	Executive Assistant	405-297-8960



**Convention Sales Department  
Complete Detail Report  
From 08/01/2015 to 08/31/2015**

**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>
South Lakes Soccer Club - 12th Annual Cosmos Cup HQ Hotel: Various Hotels	Regional	09/18/2015 - 09/20/2015	2,600	500	1,200	JB
Oklahoma City Memorial Marathon - Marathon 2016 HQ Hotel: Sheraton Hotel Oklahoma City Downtown	International	04/20/2016 - 04/24/2016	16,667	8,500	13,000	SH
NCAA - 2017 Division I Women's Regional Basketball Tournament HQ Hotel: Courtyard by Marriott Downtown	National	03/22/2017 - 03/27/2017	6,000	1,569	6,399	SH
<b>Athletic &amp; Sports/Recreation - 3</b>			<b>25,267</b>	<b>10,569</b>	<b>20,599</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>
OPUBCO - Confluence Conference 2015 HQ Hotel: Aloft Oklahoma City Downtown-Bricktown	National	09/09/2015 - 09/12/2015	40	30	95	DW
Express Employment Professionals - Express Advance Training HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	10/25/2015 - 10/28/2015	0	0	0	DW
Express Employment Professionals - Express Personnell Exceleerate Training HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	National	10/25/2015 - 10/28/2015	25	25	70	DW
<b>Corporate - 3</b>			<b>65</b>	<b>55</b>	<b>165</b>	
<b>Educational</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Oklahoma City University - National Association of Teachers Singing 2015 HQ Hotel: The Tower Hotel Oklahoma City	National	11/11/2015 - 11/15/2015	800	335	1,340	DW
Oklahoma Department of Career and Technology Education - 2017 Annual Summer Conference HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	State	07/31/2017 - 08/02/2017	3,700	531	1,304	GT
<b>Educational - 2</b>			<b>4,500</b>	<b>866</b>	<b>2,644</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>
National District Attorneys Association - 2015 Prosecuting Death Penalty Cases HQ Hotel: Holiday Inn Airport	National	08/10/2015 - 08/13/2015	60	45	135	GT
<b>Government, Public Administration - 1</b>			<b>60</b>	<b>45</b>	<b>135</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>
Falcons Rockin OKC - Falcons Rockin OKC 2015 HQ Hotel: Courtyard by Marriott Oklahoma City Airport	State	09/17/2015 - 09/20/2015	35	20	60	MO
<b>Heritage, Patriotic, Veterans - 1</b>			<b>35</b>	<b>20</b>	<b>60</b>	
<b>Manufacturing/Distribution</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
American Subcontractors Association (ASA) - ASA Board of Directors Meeting HQ Hotel: Colcord Hotel	State	09/17/2015 - 09/19/2015	15	14	36	MO
<b>Manufacturing/Distribution - 1</b>			<b>15</b>	<b>14</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>
Greater Oklahoma Hunter Jumper Association - GO Hunter Jumper Horse Show	National	07/06/2016 - 07/16/2016	3,000	667	7,333	AA

HQ Hotel: Various Hotels						
American Quarter Horse Youth Association - AQHA Youth World Championship Show HQ Hotel: Various Hotels	National	08/03/2016 - 08/15/2016	9,200	577	6,923	AA
Shootout Productions, Inc. - Oklahoma Barrel Racing Summer Shootout HQ Hotel: Various Hotels	National	08/19/2016 - 08/21/2016	6,090	668	2,004	AA
<b>Marquee Events - 3</b>			<b>18,290</b>	<b>1,912</b>	<b>16,260</b>	
Military Reunions	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
25th Infantry Division Association - 2017 Annual Reunion HQ Hotel: Wyndham Garden Hotel Oklahoma City	National	10/04/2017 - 10/07/2017	300	125	655	GT
<b>Military Reunions - 1</b>			<b>300</b>	<b>125</b>	<b>655</b>	
State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Chamber of Commerce Executives - 2015 Annual Conference HQ Hotel: Hilton Garden Inn Oklahoma City - Bricktown	State	11/04/2015 - 11/06/2015	100	100	160	GT
Oklahoma Dental Association - 2016 Annual Meeting HQ Hotel: Renaissance Oklahoma City Convention Center Hotel	State	04/14/2016 - 04/16/2016	2,000	158	360	GT
Oklahoma Association of Conservation Districts - 2016 National Land & Range Judging HQ Hotel: Wyndham Garden Hotel Oklahoma City	National	05/01/2016 - 05/06/2016	500	196	770	GT
<b>State Assn - 3</b>			<b>2,600</b>	<b>454</b>	<b>1,290</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	1	16,667	8,500	13,000	
	National	11	26,015	4,237	25,724	
	Regional	1	2,600	500	1,200	
	State	5	5,850	823	1,920	
<b>Total # of Definite Bookings:</b>		<b>18</b>	<b>Totals: 51,132</b>	<b>14,060</b>	<b>41,844</b>	

## Sales Leads

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Gridiron Developmental Football League - Crescent City Kings New Orleans	National	08/22/2015 - 08/23/2015	40	20	20	JB
Bart Conner Gymnastics Academy - 2016 Nadia Comaneci International Invitational/Bart & Nadia Sports Experience	International	02/12/2016 - 02/14/2016	3,500	350	925	SH
Bart Conner Gymnastics Academy - 2017 Nadia Comaneci International Invitational/Bart & Nadia Sports Experience	International	02/08/2017 - 02/12/2017	3,500	350	925	SH
Bart Conner Gymnastics Academy - 2018 Nadia Comaneci International Invitational/Bart & Nadia Sports Experience	International	02/14/2018 - 02/18/2018	3,500	350	925	SH
Bart Conner Gymnastics Academy - 2019 Nadia Comaneci International Invitational/Bart & Nadia Sports Experience	International	02/13/2019 - 02/17/2019	3,500	350	925	SH
<b>Athletic &amp; Sports/Recreation - 5</b>			<b>14,040</b>	<b>1,420</b>	<b>3,720</b>	
Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Express Employment Professionals - Express Advance Training	National	10/25/2015 - 10/28/2015	0	10	30	DW
FortuneBuilders, Inc. - FortuneBuilders 2015	State	11/05/2015 - 11/09/2015	150	10	40	MO
North Plains Electric Cooperative, Inc. - 2016 Strategic Planning Session	Regional	01/17/2016 - 01/20/2016	25	20	60	MO

Armstrong McCall Professional Beauty Supply - Armstrong McCall Spring Regional	National	04/21/2016 - 04/25/2016	5,000	200	570	JD
General Mills - 2016 General Mills Walmart Region	Regional	06/15/2016 - 06/17/2016	90	90	180	GT
<b>Corporate - 5</b>			<b>5,265</b>	<b>330</b>	<b>880</b>	
<b>Ethnic</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
Miss Black US Ambassador Pageant - Ambassadors United and Miss Black US Ambassadors	National	07/24/2016 - 07/31/2016	600	100	460	JD
<b>Ethnic - 1</b>			<b>600</b>	<b>100</b>	<b>460</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>
Alpha Tau Omega National Fraternity - Emerging Leaders Conference 2016	National	02/26/2016 - 02/28/2016	111	15	30	MO
Gen Grand Chpt Order of the Eastern Star - Oklahoma Grand Chapter Order of Eastern Star Annual Session	Regional	10/15/2016 - 10/20/2016	300	235	995	JD
<b>Fraternal - 2</b>			<b>411</b>	<b>250</b>	<b>1,025</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>
National American Indian Housing Council - NAIHC HUD ONAP Trainings	Regional	09/28/2015 - 09/30/2015	40	30	90	MO
Oklahoma Farm Service Agency - 2015 Oklahoma FSA Conservation Training	State	11/16/2015 - 11/19/2015	120	108	324	GT
U.S. Department of Transportation - FMCSA MCSAP Planning Meeting	National	03/15/2016 - 03/17/2016	350	300	1,055	GT
<b>Government, Public Administration - 3</b>			<b>510</b>	<b>438</b>	<b>1,469</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>
Putnam City West High School Reunion - Putnam City West 40th High School Reunion	State	10/16/2015 - 10/18/2015	200	15	30	MO
National Street Rod Association - 2016 Southwest Nationals Streetrods	Regional	04/03/2016 - 04/12/2016	4,000	2,000	4,637	DW
Trilogy Entertainment - 2016 National Competition	National	07/19/2016 - 07/24/2016	150	83	415	DW
World Clown Association - World Clown Association Annual Convention 2018	National	03/12/2018 - 03/16/2018	175	60	340	MO
Cat Fanciers' Association - CFA Annual Program 2021	National	06/14/2021 - 06/20/2021	500	328	1,118	DW
<b>Hobby &amp; Vocational - 5</b>			<b>5,025</b>	<b>2,486</b>	<b>6,540</b>	
<b>Manufacturing/Distribution</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	<b>Sales Manager</b>
American Subcontractors Association (ASA) - ASA Board of Directors Meeting	State	09/17/2015 - 09/19/2015	15	14	36	MO
<b>Manufacturing/Distribution - 1</b>			<b>15</b>	<b>14</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>
Greater Oklahoma Hunter Jumper Association - GO Hunter Jumper Horse Show	National	07/05/2017 - 07/15/2017	3,000	667	7,333	AA
American Quarter Horse Youth Association - 2017 AQHA Youth World Championship Show	National	08/02/2017 - 08/13/2017	9,200	577	6,923	AA
Shootout Productions, Inc. - Oklahoma Barrel Racing Summer Shootout	National	08/18/2017 - 08/20/2017	6,090	668	2,004	AA
<b>Marquee Events - 3</b>			<b>18,290</b>	<b>1,912</b>	<b>16,260</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 Medical Research Foundation - Biomarkers and Therapeutics un Sjogren's Syndrome Conference	International	09/14/2016 - 09/17/2016	500	250	1,120	JD
<b>Medical/Pharmaceutical - 1</b>			<b>500</b>	<b>250</b>	<b>1,120</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>
USS Edisto Association - USS Edisto Reunion 2016	State	09/15/2016 - 09/19/2016	70	35	140	MO
<b>Military Reunions - 1</b>			<b>70</b>	<b>35</b>	<b>140</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	175	560	DW
<b>Native American - 1</b>			<b>200</b>	<b>175</b>	<b>560</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>
SLU Lift Oklahoma - SLU Lift Oklahoma 2015	National	02/11/2016 - 02/13/2016	50	28	64	MO
International Pentecostal Holiness Church Heartland Chapter - Heartland Conference IPHC	Regional	02/12/2016 - 02/13/2016	75	30	30	MO
Christian Meetings & Conventions Association - CMCA Showcase & Arrowhead Conferences Client Event 2016	National	04/24/2016 - 04/28/2016	300	200	700	DW
<b>Religious - 3</b>			<b>425</b>	<b>258</b>	<b>794</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	300	650	DW
<b>Scientific, Engineering, Technical, Computers - 1</b>			<b>3,000</b>	<b>300</b>	<b>650</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 Consumer Finance Association - 2015 Fall Meeting	State	10/14/2015 - 10/15/2015	60	20	30	GT
Family, Career and Community Leaders of America, Inc. - 2016 Annual State Convention	State	04/08/2016 - 04/08/2016	10,000	4,000	4,500	GT
Oklahoma FFA - 2016 Oklahoma State FFA Convention	State	04/26/2016 - 04/27/2016	10,000	2,635	6,288	GT
Oklahoma Claims Association - 2016 Fall Convention	State	09/14/2016 - 09/16/2016	100	40	50	GT
<b>State Assn - 4</b>			<b>20,160</b>	<b>6,695</b>	<b>10,868</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>
National Association of Credit Management Midwest - National Water Products Credit Group Fall Meeting 2016	Regional	10/11/2016 - 10/13/2016	30	25	55	MO
<b>Trade, Commercial Or Business - 1</b>			<b>30</b>	<b>25</b>	<b>55</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	5	14,500	1,650	4,820	
	National	15	25,766	3,431	21,622	
	Regional	8	7,560	2,730	6,697	
	State	9	20,715	6,877	11,438	
<b>Total # of Sales Leads:</b>			<b>37</b>	<b>Totals: 68,541</b>	<b>14,688</b>	<b>44,577</b>

### Definite Bookings Adjustments

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
-----------	-------	---------------	--------	------------	-------------	---------------



Women of Faith - Loved Tour	National	07/22/2015 - 07/26/2015	10,000	121	-19	DW
HQ Hotel: Renaissance Oklahoma City Convention Center Hotel						

**Religious - 1** **10,000** **121** **-19**

Scope	Count	Attend	Peak Rooms	Room Nights
National	1	10,000	121	-19
<b>Total # of Definite Bookings Adjustments:</b>	<b>1</b>	<b>Totals: 10,000</b>	<b>121</b>	<b>-19</b>

### Sales Leads Adjustments

Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma City University - National Association of Teachers Singing 2015	National	11/11/2015 - 11/15/2015	50	350	400	DW
Oklahoma Department of Career and Technology Education - 2017 Annual Summer Conference	State	07/31/2017 - 08/02/2017	0	705	0	GT
<b>Educational - 2</b>			<b>50</b>	<b>1,055</b>	<b>400</b>	
Scope	Count	Attend	Peak Rooms	Room Nights		
National	1	50	350	400		
State	1	0	705	0		
<b>Total # of Sales Leads Adjustments:</b>	<b>2</b>	<b>Totals: 50</b>	<b>1,055</b>	<b>400</b>		

### Bid Books

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
USA Cycling - 2017 Professional Criterium and Team Time Trial National Championships	National	05/26/2017 - 05/28/2017	5,000	550	1,500	JB
USA Cycling - 2018 Professional Criterium and Team Time Trial National Championships	National	05/25/2018 - 05/27/2018	5,000	550	1,500	JB
<b>Athletic &amp; Sports/Recreation - 2</b>			<b>10,000</b>	<b>1,100</b>	<b>3,000</b>	
Scope	Count	Attend	Peak Rooms	Room Nights		
National	2	10,000	1,100	3,000		
<b>Total # of Bid Books:</b>	<b>2</b>	<b>Totals: 10,000</b>	<b>1,100</b>	<b>3,000</b>		

### Site Inspection - Sales

Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Choral Directors Association - ACDA Southwestern Division Conference	Regional	03/06/2018 - 03/11/2018	300	550	1,880	JD
<b>Cultural, Fine Arts, Libraries - 1</b>			<b>300</b>	<b>550</b>	<b>1,880</b>	
Native American	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Dropout Prevention Center/Network - 2016 National Forum on Dropout Prevention for Native & Tribal Communities	National	03/03/2016 - 03/09/2016	200	175	560	DW
<b>Native American - 1</b>			<b>200</b>	<b>175</b>	<b>560</b>	
Transportation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Trucking Associations - 2016 ATA Safety, Human Resources & Supply Chain Security National Conference & Exhibition	National	10/23/2016 - 10/27/2016	300	210	580	JD
<b>Transportation - 1</b>			<b>300</b>	<b>210</b>	<b>580</b>	
Scope	Count	Attend	Peak Rooms	Room Nights		
National	2	500	385	1,140		
Regional	1	300	550	1,880		
<b>Total # of Site Inspection - Sales:</b>	<b>3</b>	<b>Totals: 800</b>	<b>935</b>	<b>3,020</b>		

### Site Inspection - Services

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
-----------	-------	---------------	--------	------------	-------------	---------------

United Methodist Church - United Methodist South Central Jurisdictional Womens Conference	Regional	04/14/2016 - 04/17/2016	450	201	412	JD
<b>Religious - 1</b>			<b>450</b>	<b>201</b>	<b>412</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	Regional	1	450	201	412	
<b>Total # of Site Inspection - Services:</b>			<b>Totals: 450</b>	<b>201</b>	<b>412</b>	

## Lost Business

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Gridiron Developmental Football League - Crescent City Kings New Orleans	National	08/22/2015 - 08/23/2015	40	20	20	JB
Reason(s):						
• Rotation schedule						

**Athletic & Sports/Recreation - 1** **40** **20** **20**

Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Theatre Owners of Mid-America - Show-A-Rama	Regional	09/14/2015 - 09/17/2015	120	100	220	JD
Reason(s):						
• No response from Meeting Planner						

**Cultural, Fine Arts, Libraries - 1** **120** **100** **220**

Government, Public Administration	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Construction Investigator Association - 2015 Annual Training Conference	National	08/16/2015 - 08/19/2015	50	50	165	GT
Reason(s):						
• Committee politics						

International Institute of Municipal Clerks (IIMC) - 70th IIMC Annual Conference 2016	International	05/19/2016 - 05/26/2016	900	525	2,500	GT
Reason(s):						
• Prefers single property						

**Government, Public Administration - 2** **950** **575** **2,665**

Heritage, Patriotic, Veterans	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Bridgewater Family Reunion - Annual Family Reunion	Regional	09/11/2015 - 09/13/2015	300	75	160	GT
Reason(s):						
• Committee politics						

**Heritage, Patriotic, Veterans - 1** **300** **75** **160**

Hobby & Vocational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
The National Quilting Association, Inc. - Annual Quilt Show	National	08/16/2016 - 08/20/2016	3,000	199	697	GT
Reason(s):						
• Lower hotel rate in other city						

Cat Fanciers' Association - CFA Annual Program 2021	National	06/14/2021 - 06/20/2021	500	328	1,118	DW
Reason(s):						
• Venue unavailable						

**Hobby & Vocational - 2** **3,500** **527** **1,815**

Military Reunions	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
2-71 ADA Taiwan Association - 2-71 ADA Reunion	Regional	10/14/2015 - 10/18/2015	40	25	100	GT
Reason(s):						
• Overall cost too high						

**Military Reunions - 1** **40** **25** **100**

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Christian Meetings & Conventions Association - CMCA Showcase & Arrowhead Conferences Client Event 2016	National	04/24/2016 - 04/28/2016	300	200	700	DW
Reason(s): ● Bureau turned down						
<b>Religious - 1</b>			<b>300</b>	<b>200</b>	<b>700</b>	
Scientific, Engineering, Technical, Computers	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Aerospace Maintenance Competition - Aerospace Maintenance Competition	National	09/20/2015 - 09/24/2015	400	400	1,300	JD
Reason(s): ● Meeting cancelled						
<b>Scientific, Engineering, Technical, Computers - 1</b>			<b>400</b>	<b>400</b>	<b>1,300</b>	
State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Claims Association - 2015 Fall Convention	State	09/16/2015 - 09/18/2015	100	40	50	GT
Reason(s): ● Lack of hotel response						
<b>State Assn - 1</b>			<b>100</b>	<b>40</b>	<b>50</b>	
Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
ALOA Security Professional Association, Inc - Annual National Convention	National	07/14/2017 - 07/23/2017	3,000	440	2,034	JD
Reason(s): ● Lower hotel rate in other city						
<b>Trade, Commercial Or Business - 1</b>			<b>3,000</b>	<b>440</b>	<b>2,034</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	1	900	525	2,500	
	National	7	7,290	1,637	6,034	
	Regional	3	460	200	480	
	State	1	100	40	50	
<b>Total # of Lost Business:</b>		<b>12</b>	<b>Totals: 8,750</b>	<b>2,402</b>	<b>9,064</b>	

## Conventions Serviced

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Livestock Producers Association - 2015 Graduate Institute of Management NLPA	National	08/12/2015 - 08/15/2015	50	20	47	DW
<b>Agricultural, Commodities, Food/Food Products - 1</b>			<b>50</b>	<b>20</b>	<b>47</b>	
Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
United States Tennis Association - Missouri Valley - Adult Section League Championship I Session A 2015	Regional	08/06/2015 - 08/09/2015	800	400	1,000	JB
International Softball Federation (ISF) - Junior Women's World Championship 2015	International	08/09/2015 - 08/18/2015	5,000	720	8,480	SH
Amateur Softball Association - 2015 ASA Men's B Slow Pitch National Championship	National	08/20/2015 - 08/23/2015	1,500	330	990	SH
United States Tennis Association - Missouri Valley - Adult Section League Championship I Session B 2015	Regional	08/20/2015 - 08/22/2015	800	400	1,000	JB
<b>Athletic &amp; Sports/Recreation - 4</b>			<b>8,100</b>	<b>1,850</b>	<b>11,470</b>	
Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager

Express Employment Professionals - Express New Franchise Training August	National	08/16/2015 - 08/29/2015	15	99	205	DW
<b>Corporate - 1</b>			<b>15</b>	<b>99</b>	<b>205</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>
Oklahoma Water Resources Board - State Revolving Fund 101	State	08/25/2015 - 08/27/2015	45	45	90	JD
<b>Environmental - 1</b>			<b>45</b>	<b>45</b>	<b>90</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>
National District Attorneys Association - 2015 Prosecuting Death Penalty Cases	National	08/10/2015 - 08/13/2015	60	45	135	GT
<b>Government, Public Administration - 1</b>			<b>60</b>	<b>45</b>	<b>135</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>
US Coast Guard Chief Petty Officers Association - 2015 Annual Convention	National	08/09/2015 - 08/13/2015	150	75	300	GT
<b>Heritage, Patriotic, Veterans - 1</b>			<b>150</b>	<b>75</b>	<b>300</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>
Antique Automobile Club of America - 70th AAA Glidden Tour	Regional	08/28/2015 - 09/04/2015	600	200	1,250	GT
<b>Hobby &amp; Vocational - 1</b>			<b>600</b>	<b>200</b>	<b>1,250</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>
Shootout Productions, Inc. - Oklahoma Barrel Racing Summer Shootout	National	08/14/2015 - 08/17/2015	6,090	668	2,004	AA
<b>Marquee Events - 1</b>			<b>6,090</b>	<b>668</b>	<b>2,004</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>
United Pentecostal Church International (UPCI) - Youth Congress Annual Convention 2015	International	08/05/2015 - 08/08/2015	20,000	1,500	4,932	JD
United Pentecostal Church International (UPCI) - Youth Congress Annual Convention 2015 OVERFLOW	International	08/05/2015 - 08/08/2015	20,000	1,500	4,500	JD
<b>Religious - 2</b>			<b>40,000</b>	<b>3,000</b>	<b>9,432</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 Funeral Directors Association - State Convention	State	08/17/2015 - 08/19/2015	70	0	0	MO
Oklahoma State School Boards Association - 2015 Annual Convention	State	08/27/2015 - 08/30/2015	4,000	852	2,180	GT
Oklahoma Restaurant Association - 2015 Annual Tradeshow	State	08/31/2015 - 09/04/2015	6,800	65	117	GT
<b>State Assn - 3</b>			<b>10,870</b>	<b>917</b>	<b>2,297</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>
Oklahoma Liquefied Petroleum Gas Association - LP Gas Association Annual Conference	Regional	08/03/2015 - 08/05/2015	100	60	120	JD
<b>Trade, Commercial Or Business - 1</b>			<b>100</b>	<b>60</b>	<b>120</b>	
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>	
	International	3	45,000	3,720	17,912	
	National	6	7,865	1,237	3,681	
	Regional	4	2,300	1,060	3,370	
	State	4	10,915	962	2,387	
<b>Total # of Conventions Serviced:</b>		<b>17</b>	<b>Totals: 66,080</b>	<b>6,979</b>	<b>27,350</b>	

**Convention Sales Department**  
**Complete Detail Report - EXTERNAL**  
**From 08/01/2015 to 08/31/2015**

**Definite Bookings**

<b>Agricultural, Commodities, Food/Food Products</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
Dr. Kenneth and Caroline McDonald Foundation - Annual Symposium and Conference	National	09/17/2015 - 09/18/2015	250	250	500
HQ Hotel: Skirvin Hilton Oklahoma City					
<b>Agricultural, Commodities, Food/Food Products - 1</b>			<b>250</b>	<b>250</b>	<b>500</b>
<b>Environmental</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
Oklahoma Water Resources Board - State Revolving Fund 101	State	08/25/2015 - 08/27/2015	45	45	90
HQ Hotel: Various Hotels					
<b>Environmental - 1</b>			<b>45</b>	<b>45</b>	<b>90</b>
<b>State Assn</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
Oklahoma Funeral Directors Association - State Convention	State	08/17/2015 - 08/19/2015	70	0	0
HQ Hotel: Holiday Inn Express & Suites OKC North					
<b>State Assn - 1</b>			<b>70</b>	<b>0</b>	<b>0</b>
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
	National	1	250	250	500
	State	2	115	45	90
<b>Total # of Definite Bookings:</b>			<b>365</b>	<b>295</b>	<b>590</b>

**Conventions Serviced**

<b>Environmental</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
Oklahoma Water Resources Board - State Revolving Fund 101	State	08/25/2015 - 08/27/2015	45	45	90
<b>Environmental - 1</b>			<b>45</b>	<b>45</b>	<b>90</b>
<b>State Assn</b>	<b>Scope</b>	<b>Meeting Dates</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
Oklahoma Funeral Directors Association - State Convention	State	08/17/2015 - 08/19/2015	70	0	0
<b>State Assn - 1</b>			<b>70</b>	<b>0</b>	<b>0</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>
Oklahoma Liquefied Petroleum Gas Association - LP Gas Association Annual Conference	Regional	08/03/2015 - 08/05/2015	100	60	120
<b>Trade, Commercial Or Business - 1</b>			<b>100</b>	<b>60</b>	<b>120</b>
	<b>Scope</b>	<b>Count</b>	<b>Attend</b>	<b>Peak Rooms</b>	<b>Room Nights</b>
	Regional	1	100	60	120
	State	2	115	45	90
<b>Total # of Conventions Serviced:</b>			<b>215</b>	<b>105</b>	<b>210</b>

**Tourism Tours Booked  
Complete Detail Report  
From 08/01/2015 to 08/31/2015**

Origin	Arrival Date	Trip Type	Days	Passengers	Rooms	Room Nights
Waterloo, ON	08/02/15	Over Night	2	16	12	12
Kitchener, ON	08/02/15	Over Night	3	11	11	22
Hekkin, IL	08/04/15	Day Tour	1	15	0	0
DeRidder, LA	08/04/15	Day Tour	1	17	0	0
Foley, AL	08/05/15	Day Tour	1	25	0	0
Smithville, TN	08/05/15	Day Tour	1	31	0	0
Columbus, OH	08/05/15	Day Tour	1	16	0	0
Alexandria, MN	08/05/15	Day Tour	1	17	0	0
Lawton, OK	08/05/15	Day Tour	1	61	0	0
Swartz Creek, MN	08/06/15	Day Tour	1	18	0	0
Mittie, LA	08/06/15	Day Tour	1	23	0	0
Flora, IL	08/06/15	Day Tour	1	17	0	0
Anaheim, CA	08/06/15	Over Night	3	52	25	50
Littleton, CO	08/06/15	Over Night	2	48	24	24
Martinsville, IN	08/07/15	Day Tour	1	30	0	0
Greensburg, IN	08/07/15	Day Tour	1	19	0	0
Calhoun, LA	08/07/15	Day Tour	1	22	0	0
Livonia, MI	08/07/15	Day Tour	1	21	0	0
Many, LA	08/07/15	Day Tour	1	25	0	0
Arlington, TX	08/07/15	Day Tour	1	15	0	0
Jacksonville, IL	08/08/15	Day Tour	1	23	0	0
Blue Springs, MO	08/08/15	Day Tour	1	20	0	0
College Station, TX	08/08/15	Day Tour	1	26	0	0
Los Angeles, CA	08/09/15	Over Night	2	29	15	15
Los Angeles, CA	08/10/15	Over Night	2	25	12	12
Ft. Meyers, FL	08/11/15	Over Night	2	45	22	22
Greenville, PA	08/13/15	Over Night	2	37	19	19
Cape May, NJ	08/13/15	Over Night	2	21	11	11
Stillwater, OK	08/15/15	Day Tour	1	43	0	0
Weatherford, OK	08/15/15	Day Tour	1	47	0	0
Savannah, GA	08/19/15	Over Night	2	12	6	6
Littleton, CO	08/20/15	Over Night	2	50	25	25
Stillwater, OK	08/22/15	Day Tour	1	18	0	0
Los Angeles, CA	08/24/15	Over Night	2	34	20	20
Louisville, KY	08/26/15	Over Night	2	20	10	10
Sheppard AFB, TX	08/27/15	Day Tour	1	32	0	0
<b>Tours Booked Total: 36</b>				<b>981</b>	<b>212</b>	<b>248</b>

**Tourism Department Detail Report  
August 1-31, 2015**

**Tour Operator Shows**

	Attendance	Attended	
International Motorcoach		S. Price	
Student Youth Travel Association (SYTA)		T. Compton	
<b>Total Number of Tour Operator Shows</b>			<b>2</b>

**Group Leader Shows**

	Attendance	Attended	
Red Hat Society		S. Price	
<b>Total Number of Group Leader Shows to Date</b>			<b>1</b>

**Consumer Shows**

	Attendance	Attended	
<b>Total Number of Consumer Shows to Date</b>			

**Education Programs**

	Attendance	Attended	
DMAI	S. Price		
<b>Total Number of Education Programs to Date</b>			<b>1</b>

**Sporting Events**

	Attendance	Attended	
<b>Total Number of Sporting Events to Date</b>			

**Site Inspections/FAM Tours**

	Attendance	Attended	
<b>Total Number of Site Inspections/FAM Tours to Date</b>			

**Convention Support**

	Attendance	Attended	
<b>Total Number of Convention Support Functions Attended to Date</b>			

**Attractions Meeting**

	Attendance	Attended	
<b>Total Number of Attractions Meetings to Date</b>			

**Special Projects**

6 Group Tour Planner Guides Mailed

**2015 MAJOR EVENTS CALENDAR  
STATE FAIR PARK**

January 16 - 18	International Finals Rodeo
February 12 - 15	Prairie Classic Quarter Horse Show
March 15 - 20	Oklahoma Youth Expo
March 26 - 29	OQHA Spring Show
April 9 - 12	Oklahoma Centennial Horse Show
April 15 - 18	AQHA Cattle Novice Championships
April 16 - 18	Southern Plains Farm Show
April 23 - 26	Better Barrel Races World Finals
May 28 – Jun 7	OQHA Red Bud Spectacular
June 9 - 16	Non Pro Cutting Horse Show
June 20 - 27	National Reining Horse Derby
July 15 - 26	GO Hunter Jumper Horse Show
July 31 – Aug 8	AQHA Youth World Championship Show
August 14 - 16	Summer Shootout Barrel Racing
September 17 - 27	Oklahoma State Fair
October 10 - 17	Grand National Morgan Horse Show
October 24 - Nov 1	U.S. Team Roping Championships
November 6 - 21	AQHA World Championship Quarter Horse Show
November 26 – Dec 5	National Reining Horse Futurity
December 8 - 12	World Barrel Racing Futurity
December 28 - Jan 3	Oklahoma Paint Horse Holiday Classic