



March 9, 2017

Dear Colleagues:

February was a great month in Oklahoma City as the City Council gave their approval to the final preliminary report by our convention center architects, Populous, on the design of the new center. This major step forward in the process means we will be starting construction in the early part of 2018 toward a goal of a 2020 opening.

To that end, we are seeing outstanding interest in OKC by planners and the meetings industry press. In fact I just finished a 30 minute telephone interview with one of the major industry association's premier publications about the new facility and what it means to Oklahoma City. The fact that we are one of the VERY few cities building a new center on a brownfield site, and the only major city in America doing so places us in a wonderful position to garner media coverage for our industry.

And the interest by planners is producing results. Our team working with the OKC hotel community has booked over 280,900 room nights through the first 8 months of the year, a 15% increase year-to-date over last year. Sales lead room nights are up by 4% at 379,840, only 70,000 below the total for all of last year. Our internet traffic is up 10%, our social media traffic is up and Oklahoma City is showing up in numerous publications as a must see destination for travel.

Indications both factually and anecdotally tell us that we are turning the corner on the recessionary challenges we have endured the past couple of years. We are certainly not clear of the issues yet but Oklahoma City is still a great place to live, work, visit and play. Our hospitality industry is a major player in making this a reality and we appreciate your support in welcoming our guests to the many tourism interests that make up this wonderful industry.

Keep up the good work and let's have a tremendous spring 2017!

Have a great March.

Michael Carrier
President



Industry Report February , 2017

Oklahoma City Convention & Visitors Bureau
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Oklahoma City, OK 73102
1.800.225.5652
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.

Convention Sales Department

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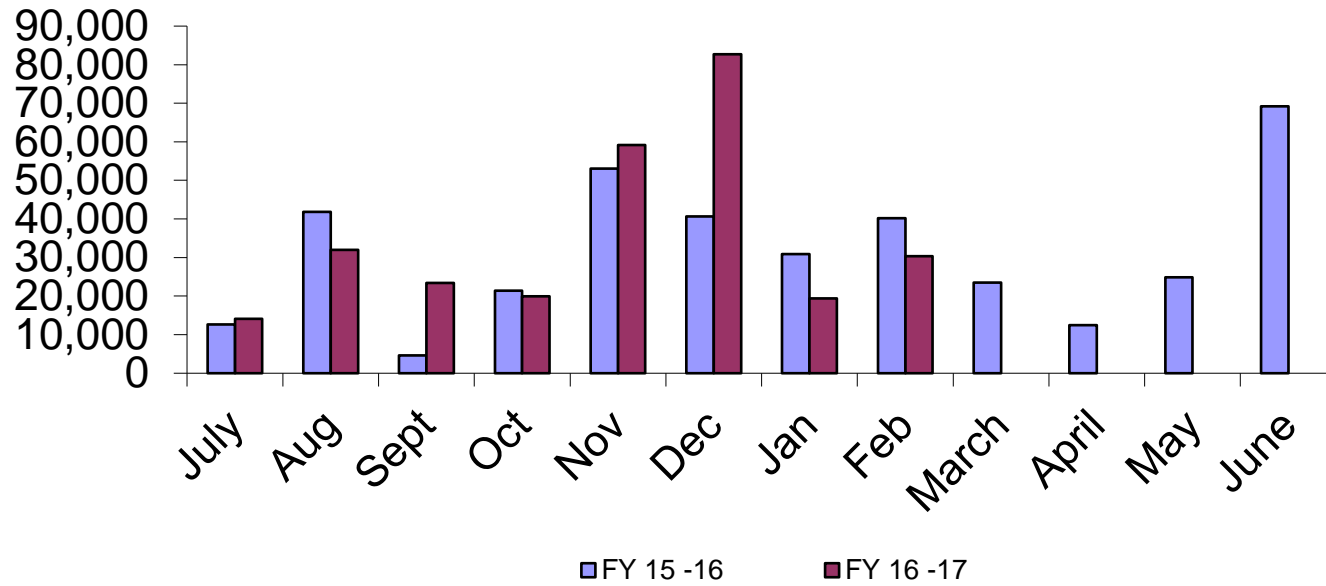
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Convention Sales Definite Bookings

Room Nights



		Totals	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
FY 15 -16	=	375,137	12,631	41,825	4,595	21,359	53,034	40,639	30,868	40,173	23,469	12,429	24,903	69,212
FY 16 -17	=	280,910	14,086	31,954	23,378	19,959	59,127	82,658	19,409	30,339				

**Convention Sales Department
Complete Detail Report
From 02/01/2017 to 02/28/2017**

Definite Bookings

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Great Western Dining Service, Inc. - Summer 2017 Meeting HQ Hotel: Skirvin Hilton Oklahoma City	Regional	07/17/2017 - 07/20/2017	75	75	225	MO
Agricultural, Commodities, Food/Food Products - 1			75	75	225	
Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Prodigal, LLC - Energy Visiting Team rooms 2017 HQ Hotel: 21c Museum Hotel	National	03/05/2017 - 10/15/2017	30	12	432	SH
USA Softball - Capital City Classic, Men's Slow Pitch 2017 HQ Hotel: Various Hotels	National	03/17/2017 - 03/19/2017	100	390	1,170	SH
USA Softball - Board of Directors Meeting 2017 - April HQ Hotel: Embassy Suites Oklahoma City Downtown/Medical Center	National	04/21/2017 - 04/24/2017	25	20	40	SH
US Rowing - Central Youth Rowing Championship 2017 HQ Hotel: Various Hotels	Regional	05/06/2017 - 05/07/2017	2,000	275	610	SH
Oklahoma Soccer Association - 15U-19U State/Presidents Cup Round One, Round Two Tournament HQ Hotel: Various Hotels	State	05/19/2017 - 05/21/2017	1,200	500	1,000	JB
Oklahoma Soccer Association - 15U-19U State/Presidents Cup Round Three, Semis, & Finals Tournament HQ Hotel: Various Hotels	State	05/26/2017 - 05/28/2017	1,200	500	1,250	JB
United States Tennis Association - Missouri Valley - 2017 USTA Missouri Valley 12U-14U Team Event HQ Hotel: Various Hotels	Regional	05/26/2017 - 05/29/2017	500	200	600	JB
DNA Racing - 2017 Oklahoma City Pro-Am Classic HQ Hotel: 21c Museum Hotel	National	06/02/2017 - 06/04/2017	5,000	450	700	JB
USA Softball - USA Softball 10U Showcase 2017 HQ Hotel: Various Hotels	National	06/10/2017 - 06/18/2017	1,200	225	1,800	SH
USA Softball - USA Softball 14U Showcase 2017 HQ Hotel: Various Hotels	National	06/19/2017 - 06/22/2017	1,200	256	1,024	SH
USA Softball - USA Softball 16U Showcase 2017 HQ Hotel: Various Hotels	National	06/21/2017 - 06/24/2017	1,200	240	960	SH
USA Softball - USA Softball 18U Showcase 2017 HQ Hotel: Various Hotels	National	06/23/2017 - 06/26/2017	1,200	125	500	SH
USA Softball - USA Softball 12U Showcase 2017 HQ Hotel: Various Hotels	National	06/25/2017 - 06/28/2017	1,200	225	675	SH
United States Tennis Association - Girls 18U Regional Tournament 2017 HQ Hotel: Various Hotels	National	06/30/2017 - 07/04/2017	400	125	400	JB
USA Softball - World Cup of Softball 2017 HQ Hotel: Various Hotels	International	06/30/2017 - 07/09/2017	5,000	350	3,000	SH

USA Softball - 2017 USA Softball All American Games U12 HQ Hotel: Various Hotels	National	08/18/2017 - 08/20/2017	1,500	300	900	SH
USA Softball - 2017 ASA Men's B Slow Pitch National Championship HQ Hotel: Various Hotels	National	08/25/2017 - 08/27/2017	1,500	330	990	SH
USA Softball - ASA Men's Class C National Championship 2017 HQ Hotel: Various Hotels	National	09/01/2017 - 09/03/2017	1,500	640	1,920	SH
Redman Triathlon OKC - 2017 USAT Ultra Distance National Championships/Redman Triathlon HQ Hotel: Various Hotels	National	09/14/2017 - 09/17/2017	2,500	500	1,400	JB
Athletic & Sports/Recreation - 19			28,455	5,663	19,371	
Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Better Business Bureau of Central Oklahoma - Better Business Bureau Southwest Regional Conference HQ Hotel: Sheraton Hotel Oklahoma City Downtown	Regional	05/21/2017 - 05/24/2017	30	30	90	MO
Southwest Airlines - SW Culture Blitz-OKC HQ Hotel: Hyatt Place Oklahoma City Airport	Regional	06/27/2017 - 06/29/2017	20	20	29	MO
Corporate - 2			50	50	119	
Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Dead Center Film Festival - 2017 Dead Center Film Festival HQ Hotel: Aloft Oklahoma City Downtown-Bricktown	National	06/07/2017 - 06/11/2017	1,500	90	435	DW
Cultural, Fine Arts, Libraries - 1			1,500	90	435	
Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
University of North Carolina at Chapel Hill - Southeastern and Southwestern Injury Prevention Network Annual Meeting HQ Hotel: Sheraton Hotel Oklahoma City Downtown	National	04/23/2017 - 04/25/2017	30	19	38	MO
SDE, Inc. - SDE, Inc. HQ Hotel: Aloft Oklahoma City Downtown-Bricktown	Regional	06/19/2017 - 06/20/2017	200	10	20	MO
Educational - 2			230	29	58	
Ethnic	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Black Historical Research Project, Inc. - 100 Farmers Summit 2017 HQ Hotel: Sheraton Hotel Oklahoma City Downtown	National	03/15/2017 - 03/17/2017	150	134	268	DW
Ethnic - 1			150	134	268	
Government, Public Administration	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Association of State Human Services Finance Officers - HSFO Cost Allocation Basic Training HQ Hotel: Residence Inn Downtown Bricktown	National	05/15/2017 - 05/18/2017	25	25	75	MO
National Association of State Human Services Finance Officers - HSFO Cost Allocation Basic Training Fall HQ Hotel: Residence Inn Downtown Bricktown	National	09/11/2017 - 09/14/2017	25	25	75	MO
Government, Public Administration - 2			50	50	150	
Health & Medical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
NASPO ValuePoint - 2017 NASPO VP OKC February HQ Hotel: Sheraton Hotel Oklahoma City Downtown	Regional	02/07/2017 - 02/09/2017	8	6	30	MO

Oklahoma Pharmacists Association - Regional 06/21/2018 - 06/24/2018 300 200 500 MO
 OPhA/PBA 2018 Annual Convention
 HQ Hotel: Renaissance Oklahoma City Convention Center Hotel

Health & Medical - 2 308 206 530

Heritage, Patriotic, Veterans	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Criton Family Reunion - 2017 Family Reunion	National	07/28/2017 - 07/30/2017	250	50	100	GT
HQ Hotel: Embassy Suites Oklahoma City Downtown/Medical Center						

Heritage, Patriotic, Veterans - 1 250 50 100

Hobby & Vocational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
PPES Inc. - 2017 Ladies Pamper Night Tour	Regional	05/05/2017 - 05/07/2017	11	11	22	MO
HQ Hotel: Renaissance Waterford Oklahoma City Hotel						

Hobby & Vocational - 1 11 11 22

Medical/Pharmaceutical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Abbott Inc. - Centrimag Regional Training Program (OK)	Regional	03/24/2017 - 03/25/2017	25	26	26	MO
HQ Hotel: Renaissance Waterford Oklahoma City Hotel						

Medical/Pharmaceutical - 1 25 26 26

Military Reunions	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
USS Harry E Hubbard - 2017 Annual Reunion	National	10/11/2017 - 10/14/2017	120	65	260	MO
HQ Hotel: Sheraton Hotel Oklahoma City Downtown						

Military Reunions - 1 120 65 260

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Philadelphia Church of God - 2017 Philadelphia Church of God Fall Feast of Tabernacles	International	10/01/2017 - 10/12/2017	800	75	745	DW
HQ Hotel: Days Inn Oklahoma City North						

Religious - 1 800 75 745

State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Grain and Feed Association - Oklahoma Young Ag Day	Regional	04/24/2017 - 04/25/2017	80	50	50	MO
HQ Hotel: Hilton Garden Inn Oklahoma City - Bricktown						

Oklahoma FFA - 2017 Oklahoma State FFA Convention State 05/01/2017 - 05/03/2017 10,000 2,635 6,260 GT
 HQ Hotel: Renaissance Oklahoma City Convention Center Hotel

Oklahoma State School Boards Association - 2017 Annual Convention State 08/24/2017 - 08/26/2017 2,500 602 1,375 GT
 HQ Hotel: Renaissance Oklahoma City Convention Center Hotel

State Assn - 3 12,580 3,287 7,685

Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Siemens Corporation - 19649 - Oklahoma/Texas Technician Conference	National	03/13/2017 - 03/16/2017	75	75	240	MO
HQ Hotel: Sheraton Hotel Oklahoma City Downtown						

Cornerstone Credit Union League - Cornerstone Young Professionals Conference 2017 Regional 08/02/2017 - 08/04/2017 110 80 105 MO
 HQ Hotel: Skirvin Hilton Oklahoma City

Trade, Commercial Or Business - 2 185 155 345

Scope	Count	Attend	Peak Rooms	Room Nights
International	2	5,800	425	3,745
National	22	20,730	4,321	14,402
Regional	12	3,359	983	2,307

State	4	14,900	4,237	9,885
Total # of Definite Bookings:	40	Totals: 44,789	9,966	30,339

Sales Leads

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
U.S. Custom Harvesters, Inc. - 2020 Annual Convention	National	01/24/2020 - 02/02/2020	1,000	353	1,254	DW
Agricultural, Commodities, Food/Food Products - 1			1,000	353	1,254	

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
USA Softball - Board of Directors Meeting 2017 - April	National	04/21/2017 - 04/24/2017	25	20	40	SH
United States Tennis Association - Missouri Valley - 2017 USTA Missouri Valley 12U-14U Team Event	Regional	05/26/2017 - 05/29/2017	500	200	600	JB
United States Tennis Association - Girls 18U Regional Tournament 2017	National	06/30/2017 - 07/04/2017	400	125	400	JB
Oklahoma Native American Sports Association - 2017 All Native Fastpitch Tournament	International	07/06/2017 - 07/09/2017	1,500	350	1,100	JB
USA Softball - Board of Directors Meeting 2017 - September	National	09/15/2017 - 09/17/2017	25	20	40	SH
USA Softball - 2018 JO (Junior Olympic) Workshop	National	01/31/2018 - 02/04/2018	120	95	310	SH
USA Weightlifting - USAW National University/U25 Championship 2018	National	04/19/2018 - 04/23/2018	800	300	1,200	SH
Athletic & Sports/Recreation - 7			3,370	1,110	3,690	

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Zeiders Enterprises Inc - Convention for Zeiders	National	08/13/2017 - 08/23/2017	24	20	200	MO
Solution Tree - Solution Tree 2018	National	05/28/2018 - 06/01/2018	100	80	240	MO
Sears Hometown & Outlet Stores - Annual Sears Hometown & Outlet Stores Conference 2020	National	01/16/2020 - 01/25/2020	1,200	700	3,575	DJ
Corporate - 3			1,324	800	4,015	

Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Lincoln University Alumni Association - 2018 National Alumni Association Convention	Regional	06/05/2018 - 06/10/2018	120	75	290	MO
Educational - 1			120	75	290	

Fraternal	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Sigma Tau Gamma Fraternity - Epsilon Psi Chapter	Regional	04/07/2017 - 04/08/2017	30	8	8	MO
Fraternal - 1			30	8	8	

Government, Public Administration	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
National Assembly of State Arts Agencies - Professional Development Institute	National	10/16/2017 - 10/19/2017	80	70	210	DJ
American Meteorological Society - 23rd Symposium on Boundary Layers and Turbulence/21st Conference on Air-Sea Interaction	National	06/11/2018 - 06/15/2018	300	150	705	GT
United States Marshals Service Association - USMSA Conference 2018	National	09/09/2018 - 09/13/2018	120	60	300	MO
International Association for Identification - 2022 Annual Educational Conference	International	07/31/2022 - 08/06/2022	1,500	779	4,339	GT

Government, Public Administration - 4 **2,000** **1,059** **5,554**

Military Reunions	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
USS Leary DD 879 - Annual Reunion	National	08/22/2018 - 08/26/2018	60	40	183	MO
Air Force Gunners Association - Biannual Reunion	National	09/03/2019 - 09/08/2019	150	70	295	MO
Military Reunions - 2			210	110	478	

Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
NCSY - NCSY Regional Convention	National	05/24/2018 - 05/27/2018	500	160	490	DW
R.H. Boyd Publishing Corporation/National Baptist Publishing Board - National Baptist Congress 2018	National	06/10/2018 - 06/16/2018	2,000	570	1,760	DW
The Evangelical Network - 2018 TEN Conference - Oklahoma City	Regional	08/09/2018 - 08/12/2018	150	45	152	MO
Religious - 3			2,650	775	2,402	

Scientific, Engineering, Technical, Computers	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Physical Society - American Physical Society Division of Plasma Physics 2021 Annual Meeting	National	10/17/2021 - 10/22/2021	1,500	650	3,109	MO
Scientific, Engineering, Technical, Computers - 1			1,500	650	3,109	

State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Grain and Feed Association - Oklahoma Young Ag Day	Regional	04/24/2017 - 04/25/2017	80	50	50	MO
Oklahoma Telephone Association - OTA Technical Conference	Regional	09/13/2017 - 09/14/2017	80	33	33	MO
Oklahoma Telephone Association - OTA Accounting Conference	Regional	11/15/2017 - 11/16/2017	60	23	23	MO
Oklahoma State Urological Association - Annual Conference	Regional	03/01/2018 - 03/03/2018	70	20	32	MO
State Assn - 4			290	126	138	

Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Bar Association - May 2017 Meeting	National	05/10/2017 - 05/13/2017	50	56	60	MO
North American Wildlife Enforcement Officers Association - 2019 Annual North American Convention	National	07/15/2019 - 07/20/2019	250	100	480	DW
Trade, Commercial Or Business - 2			300	156	540	

Wedding	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Martin and Lowe Wedding - Martin and Lowe Wedding 2017	Regional	12/28/2017 - 12/31/2017	100	25	70	MO
Wedding - 1			100	25	70	

	Scope	Count	Attend	Peak Rooms	Room Nights
	International	2	3,000	1,129	5,439
	National	19	8,704	3,639	14,851
	Regional	9	1,190	479	1,258
Total # of Sales Leads:		30	Totals: 12,894	5,247	21,548

Definite Bookings Adjustments

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

Sales Leads Adjustments

State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma FFA - 2017 Oklahoma State FFA Convention	State	05/01/2017 - 05/03/2017	0	2,635	0	GT
State Assn - 1			0	2,635	0	
	Scope	Count	Attend	Peak Rooms	Room Nights	
	State	1	0	2,635	0	
Total # of Sales Leads Adjustments:		1	Totals: 0	2,635	0	

Bid Books

Scope	Count	Attend	Peak Rooms	Room Nights
Total # of Bid Books:	0	Totals: 0	0	0

Site Inspection - Sales

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
NCAA - Women's College World Series 2017	National	05/30/2017 - 06/07/2017	9,500	2,800	13,000	SH
Athletic & Sports/Recreation - 1			9,500	2,800	13,000	
Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Garver Engineering - Garver Engineering Annual Conference	National	10/11/2017 - 10/13/2017	250	200	400	DW
Corporate - 1			250	200	400	
Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Folklore Society - 2019 Annual Meeting	National	10/15/2019 - 10/21/2019	600	286	1,180	DW
American Folklore Society - 2020 Annual Meeting	National	10/13/2020 - 10/18/2020	600	286	1,180	DW
Cultural, Fine Arts, Libraries - 2			1,200	572	2,360	
	Scope	Count	Attend	Peak Rooms	Room Nights	
	National	4	10,950	3,572	15,760	
Total # of Site Inspection - Sales:		4	Totals: 10,950	3,572	15,760	

Site Inspection - Services

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

Lost Business

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
USA Triathlon - Age Group National Championships 2018	National	08/23/2018 - 08/26/2018	11,000	800	2,460	JB
Reason(s): • Weather						
USA Triathlon - Age Group National Championships 2019	National	08/22/2019 - 08/24/2019	11,000	800	2,460	JB
Reason(s): • Weather						
Athletic & Sports/Recreation - 2			22,000	1,600	4,920	
Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Wanderlust Productions/Family Feud - FF Oklahoma Auditions	Regional	02/03/2017 - 02/05/2017	1,500	6	18	MO
Reason(s): • No response from Meeting Planner						

IMN Solutions - 2017 UVIG Spring O&M User Group Meeting Reason(s): • Lower hotel rate in other city	Regional	03/14/2017 - 03/17/2017	100	70	165	MO
IMN Solutions - 2017 SDA Southwest Region Conference Women's Retreat Reason(s): • Meeting cancelled	Regional	10/12/2017 - 10/15/2017	300	55	115	MO
Sears Hometown & Outlet Stores - Annual Sears Hometown & Outlet Stores Conference 2020 Reason(s): • Conv Ctr Bldg/Capability	National	01/16/2020 - 01/25/2020	1,200	700	3,575	DJ
Corporate - 4			3,100	831	3,873	
Cultural, Fine Arts, Libraries	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
All That Dance - All That Dance OKC Reason(s): • Meeting cancelled	Regional	04/28/2017 - 04/30/2017	20	20	40	MO
Cultural, Fine Arts, Libraries - 1			20	20	40	
Educational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Association of Student Financial Aide Administrators - OASFAA 2018 OKC Reason(s): • Lack of hotel interest	Regional	04/10/2018 - 04/13/2018	200	65	130	MO
Southern Association for Institutional Research - SAIR 2019 Annual Conference Reason(s): • Lack of hotel interest	National	10/03/2019 - 10/08/2019	400	381	1,250	DW
Educational - 2			600	446	1,380	
Environmental	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Wildlife Society Inc. Oklahoma Chapter - OKNRC 2018/2019 Reason(s): • Lower hotel rate in other city	Regional	02/21/2018 - 02/23/2018	90	86	172	MO
Environmental - 1			90	86	172	
Franchise/Multi-level Marketing	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
LegalShield - LegalShield Canada Group Reason(s): • Meeting cancelled	Regional	03/07/2017 - 03/11/2017	10	10	24	MO
Franchise/Multi-level Marketing - 1			10	10	24	
Fraternal	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Future Business Leaders of America - Phi Beta Lambda - 2017 National Fall Leadership Conference Reason(s): • Unable to get preferred dates	Regional	11/03/2017 - 11/04/2017	1,500	400	850	GT
Fraternal - 1			1,500	400	850	
Government, Public Administration	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Local Government Commission - 2017 New Partners For Smart Growth America Conference Reason(s): • Committee politics	National	02/06/2017 - 02/11/2017	1,200	500	1,735	GT
SAE International - 2017 DoD International Maintenance Symposium & Exhibition	International	11/12/2017 - 11/16/2017	750	695	2,646	GT

Reason(s):

- Overall cost too high

South West Transit Association - 2018 Annual Conference	Regional	01/28/2018 - 01/31/2018	200	150	515	GT
Reason(s):						
• Budget issues						

Oakridge National Laboratories (ORNL/FEMP) - 2018 Energy Exchange	National	08/06/2018 - 08/10/2018	2,500	2,200	8,825	GT
Reason(s):						
• Not enough DT hotel rms						

Government, Public Administration - 4 **4,650** **3,545** **13,721**

Health & Medical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
International Association for Chemical Testing - International Association for Chemical Testing Conference 2019	National	03/31/2019 - 04/05/2019	200	140	681	MO
Reason(s):						
• Lower hotel rate in other city						
Health & Medical - 1			200	140	681	

Hobby & Vocational	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Flow Blue International Collectors Club - 2012 Annual Regional Meeting	Regional	03/29/2012 - 04/01/2012	25	10	25	GT
Reason(s):						
• Meeting cancelled						
The National Quilting Association, Inc. - Annual Quilt Show	National	08/15/2017 - 08/19/2017	3,000	199	697	GT
Reason(s):						
• Meeting cancelled						
The National Quilting Association, Inc. - Annual Quilt Show	National	08/14/2018 - 08/18/2018	3,000	199	697	GT
Reason(s):						
• Meeting cancelled						
National Association of Miniature Enthusiasts - National Association of Miniature Enthusiasts Convention	National	07/14/2019 - 07/21/2019	200	160	790	DW
Reason(s):						
• Committee politics						
The National Quilting Association, Inc. - Annual Quilt Show	National	08/13/2019 - 08/17/2019	3,000	199	697	GT
Reason(s):						
• Meeting cancelled						
Hobby & Vocational - 5			9,225	767	2,906	

Manufacturing/Distribution	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Farm Equipment Manufacturers Association - 2018 Spring Management Conference and Product Showcase	National	04/15/2018 - 04/21/2018	200	180	607	DW
Reason(s):						
• Committee politics						
Manufacturing/Distribution - 1			200	180	607	

Medical/Pharmaceutical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Association of Family Medicine Residency Directors - NIPDD Fall 2017 Fellowship Meeting	Regional	10/11/2017 - 10/15/2017	71	71	222	MO
Reason(s):						
• Lower hotel rate in other city						
Medical/Pharmaceutical - 1			71	71	222	

Meetings, Convention, Tourism Industry Events	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
MOTIF Sites Meetings & Events - Manager's Retreat	National	04/09/2018 - 04/14/2018	80	80	400	MO
Reason(s): • No response from Meeting Planner						
Meetings, Convention, Tourism Industry Events - 1			80	80	400	
Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
The Gideons International - The Gideons International State Convention 2018	National	04/05/2018 - 04/08/2018	300	150	310	DW
Reason(s): • Committee politics						
Aldersgate Renewal Ministries - Aldersgate Spirit Filled National Conference	National	07/12/2018 - 07/15/2018	1,000	450	1,490	DW
Reason(s): • Committee politics						
Religious - 2			1,300	600	1,800	
Scientific, Engineering, Technical, Computers	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Physical Society - Atomic, Molecular and Optical Physics Meeting	National	05/25/2018 - 06/01/2018	1,000	400	1,823	MO
Reason(s): • Lower hotel rate in other city						
American Physical Society - Plasma Physics 2020 Annual Meeting	National	10/16/2020 - 10/24/2020	1,500	750	3,585	MO
Reason(s): • would rather wait on NEW center						
Scientific, Engineering, Technical, Computers - 2			2,500	1,150	5,408	
State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma Telephone Association - OTA Technical Conference	Regional	09/13/2017 - 09/14/2017	80	33	33	MO
Reason(s): • Lower hotel rate in other city						
Oklahoma Floodplain Managers Association - 2017 Annual Conference	State	09/17/2017 - 09/20/2017	200	100	260	GT
Reason(s): • Overall cost too high						
Oklahoma Grain and Feed Association - 2017 Annual Conference and Ag Expo	State	11/07/2017 - 11/09/2017	350	160	343	GT
Reason(s): • Overall cost too high						
Oklahoma Telephone Association - OTA Accounting Conference	Regional	11/15/2017 - 11/16/2017	60	23	23	MO
Reason(s): • Lower hotel rate in other city						
Oklahoma Grain and Feed Association - 2018 Annual Conference and Ag Expo	State	11/07/2018 - 11/08/2018	350	160	343	GT
Reason(s): • Overall cost too high						
State Assn - 5			1,040	476	1,002	
Trade, Commercial Or Business	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Society for Protective Coatings - 2017 DOD Corrosion Conference	National	08/14/2017 - 08/18/2017	300	300	1,155	GT
Reason(s): • Conv Ctr Bldg/Capability						

NAPA Auto Parts - Genuine Auto-NAPA Auto Parts OK 2017
 Regional 11/09/2017 - 11/11/2017 175 89 155 MO
 Reason(s):
 • Lack of hotel interest

Trade, Commercial Or Business - 2 475 389 1,310

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
Reason(s): • No response from Meeting Planner						
Wedding - 1			1,000	30	60	
	Scope	Count	Attend	Peak Rooms	Room Nights	
	International	1	750	695	2,646	
	National	18	41,080	8,588	33,237	
	Regional	15	5,331	1,118	2,547	
	State	3	900	420	946	
Total # of Lost Business:		37	Totals: 48,061	10,821	39,376	

Conventions Serviced

Agricultural, Commodities, Food/Food Products	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
American Fisheries Society - Southern Division - Oklahoma Chapter of the American Fisheries Society-OKlahoma Natural Resources Conference 2017	Regional	02/02/2017 - 02/05/2017	200	86	172	MO
Agricultural, Commodities, Food/Food Products - 1			200	86	172	

Athletic & Sports/Recreation	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
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
Women's Collegiate Wrestling Association - 2017 National Championships	National	02/09/2017 - 02/11/2017	7,500	1,000	4,000	JB
Oklahoma Secondary School Activities Association (OSSAA) - 2017 State High School Wrestling Championships	State	02/24/2017 - 02/25/2017	7,500	500	1,200	JB
Athletic & Sports/Recreation - 3			18,500	1,850	6,125	

Corporate	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Phillips 66 - CFR Conference- Oklahoma City	Regional	02/08/2017 - 02/10/2017	100	95	190	MO
Corporate - 1			100	95	190	

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	200	400	MO
National Association for Developmental Education - National Association for Developmental Education Annual Conference 2017	National	02/24/2017 - 03/05/2017	1,200	725	2,710	AY
Educational - 2			1,650	925	3,110	

Ethnic	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
The Southern Federation of Syrian Lebanese American Clubs - Mid Winter Conference	National	02/03/2017 - 02/05/2017	350	150	285	JD
Ethnic - 1			350	150	285	

Fraternal	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
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Alpha Tau Omega National Fraternity - Emerging Leaders Conference 2017	Regional	02/24/2017 - 02/27/2017	135	4	8	MO
Fraternal - 1			135	4	8	
Government, Public Administration	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
The University of Oklahoma Outreach - Center for Early Childhood Professional Development - CECPD Leadership Academy I, Class XXXII - Session II	State	02/03/2017 - 02/03/2017	25	10	10	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
Government, Public Administration - 2			325	135	260	
Health & Medical	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
NASPO ValuePoint - 2017 NASPO VP OKC February	Regional	02/07/2017 - 02/09/2017	8	6	30	MO
Health & Medical - 1			8	6	30	
Insurance	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
University of Central Oklahoma - 2017 National Tornado Summit	National	02/13/2017 - 02/15/2017	500	180	395	GT
Eberl Claim Services - 23rd Annual Conference	National	02/20/2017 - 02/22/2017	550	215	835	GT
Insurance - 2			1,050	395	1,230	
Marquee Events	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Kansas Quarter Horse Association - Prairie Classic 2017	Regional	02/08/2017 - 02/12/2017	2,170	250	1,000	AY
Marquee Events - 1			2,170	250	1,000	
Religious	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Student Leadership University - Student Leadership 2017	National	02/16/2017 - 02/19/2017	100	28	64	DW
Religious - 1			100	28	64	
State Assn	Scope	Meeting Dates	Attend	Peak Rooms	Room Nights	Sales Manager
Oklahoma State Firefighters Association - Oklahoma Professional Firefighters	State	02/07/2017 - 02/11/2017	200	100	250	JD
State Assn - 1			200	100	250	
	Scope	Count	Attend	Peak Rooms	Room Nights	
	International	1	3,500	350	925	
	National	6	10,200	2,298	8,289	
	Regional	5	2,613	441	1,400	
	State	5	8,475	935	2,110	
Total # of Conventions Serviced:			17	Totals: 24,788	4,024	12,724

**Tourism Tours Booked
Complete Detail Report
From 02/01/2017 to 02/28/2017**

Origin	Arrival Date	Trip Type	Days	Passengers	Rooms	Room Nights
Durant, OK	02/01/17	Day Tour	1	92	0	0
Dallas, TX	02/04/17	Day Tour	1	53	0	0
Forbes, MN	02/06/17	Over Night	2	28	16	16
Lawton, OK	02/08/17	Day Tour	1	49	0	0
Perry, OK	02/09/17	Day Tour	1	42	0	0
Owasso, OK	02/09/17	Day Tour	1	86	0	0
Bartlesville, OK	02/09/17	Day Tour	1	22	0	0
Montgomery, AL	02/10/17	Day Tour	1	27	0	0
Parkers Prairie, MN	02/10/17	Over Night	2	24	13	13
Murdock, MN	02/10/17	Over Night	2	17	8	8
Stroud, OK	02/10/17	Day Tour	1	33	0	0
Lawrence, KS	02/11/17	Day Tour	1	24	0	0
Ottawa, KS	02/11/17	Day Tour	1	23	0	0
Quincy, IL	02/13/17	Over Night	2	17	8	8
Ada, OK	02/14/17	Day Tour	1	21	0	0
Friendswood, TX	02/16/17	Day Tour	1	17	0	0
Tishomingo, OK	02/17/17	Day Tour	1	20	0	0
Aledo, TX	02/18/17	Day Tour	1	20	0	0
Ft. Meyers, FL	02/19/17	Over Night	2	45	23	23
Forbes, MN	02/21/17	Over Night	2	28	16	16
Tulsa, OK	02/21/17	Day Tour	1	23	0	0
Stouchsburg, PA	02/21/17	Over Night	2	22	11	11
Poteau, OK	02/22/17	Day Tour	1	21	0	0
Miami, OK	02/22/17	Day Tour	1	20	0	0
Edmond, OK	02/23/17	Day Tour	1	39	0	0
Norman, OK	02/23/17	Day Tour	1	23	0	0
Norman, OK	02/24/17	Day Tour	1	65	0	0
Bentonville, AR	02/24/17	Day Tour	1	12	0	0
Albert Lea, MN	02/25/17	Over Night	2	40	20	20
Ft. Meyers, FL	02/25/17	Over Night	2	45	23	23
Tulsa, OK	02/25/17	Day Tour	1	25	0	0
Checotah, OK	02/27/17	Day Tour	1	75	0	0
Norman, OK	02/28/17	Day Tour	1	27	0	0
Edmond, OK	02/28/17	Day Tour	1	15	0	0
Edmond, OK	02/28/17	Day Tour	1	52	0	0
Tours Booked Total: 35				1,192	138	138

**Tourism Department Detail Report
February 1-28, 2017**

Tour Operator Shows

	Attendance	Attended	
National Tour Association (NTA), St. Louis, MO		S. Price	
Total Number of Tour Operator Shows			4

Group Leader Shows

	Attendance	Attended	
Select Traveler, Ontario, CA		S. Price	
Total Number of Group Leader Shows to Date			3

Consumer Shows

	Attendance	Attended	
Canadian Snowbirds Extravaganza, Mesa, AZ		T.Compton	
Wichita Women's Fair, Wichita, KS		T.Compton	
LA Travel and Adventure Show, Los Angeles, CA		S. Price	
San Antonio Home and Garden Show, San Antonio, TX		T.Compton	
St. Louis Working Women's Show, St. Charles, MO		S. Price	
Total Number of Consumer Shows to Date			9

Education Programs

	Attendance	Attended	
Total Number of Education Programs to Date			1

Sporting Events

	Attendance	Attended	
Total Number of Sporting Events to Date			

Site Inspections/FAM Tours

	Attendance	Attended	
Joe Gunnels Tours	1	S. Price/T.Compton	
Total Number of Site Inspections/FAM Tours to Date			6

Convention Support

	Attendance	Attended	
Total Number of Convention Support Functions Attended to Date			

Attractions Meeting

	Attendance	Attended	
Total Number of Attractions Meetings to Date			2

Special Projects

Premier Travel Leads - 17 Group Tour Planners Mailed
CTA Training - February 21 - Downtown OKC Inc., 17 Trained
Group Tour Magazine Leads - 4 Group Tour Planners Mailed

2017 MAJOR EVENTS CALENDAR STATE FAIR PARK

January 12 - 15	International Finals Rodeo
February 9 - 12	Prairie Classic Quarter Horse Show
March 12 - 17	Oklahoma Youth Expo
April 5 - 9	OQHA Spring Show
April 11 - 15	AQHA Level 1 Championships
April 20 - 22	Oklahoma City Farm Show
April 20 - 23	Oklahoma Centennial Horse Show
April 27 - 30	Better Barrel Races World Finals
June 1 - 11	OQHA Redbud Spectacular
June 13 - 20	Non Pro Cutting Horse Show
June 24 – July 1	National Reining Horse Derby
July 5 - 16	GO Hunter Jumper Horse Show
July 22 – 29	Arabian Horse Association Youth Nationals
August 4 – 12	AQHA Youth World Championship Show
August 18 - 20	Summer Shootout Barrel Racing
September 14 - 24	Oklahoma State Fair
October 7 - 14	Grand National Morgan Horse Show
October 21 – 29	U.S. Team Roping Championships
November 3 - 18	AQHA World Championship Quarter Horse Show
November 24– Dec 2	National Reining Horse Futurity
December 5 - 9	World Barrel Racing Futurity