

# February 2020

I. ASSOCIATION/CORPORATE/SMERF COMPLETED in February 2020: TTL Room nights: 1,545; TTL Rev.: \$172,376.75

#### WEDDINGS COMPLETED-February 2020-12 Wedding Room Blocks: TTL Room Nights: 406; TTL Rev: \$46,482.57

#### Neathery Estate B & B

- 4 wedding blocks
- \$2,294 room revenue

#### **Springhill Suites**

No pick-up

#### **Hilton Home 2**

No pick-up

#### **Sheraton Hotel**

- 9 wedding blocks
- 370 total room nights
- \$40,468 room revenue

#### **Hampton Inn**

- 2 wedding blocks
- 28 total room nights
- \$2,848.57 room revenue

#### **Holiday Inn & Suites**

- 1 wedding block
- 8 room nights
- \$872 room revenue

# **Holiday Inn Express**

No pick-up

#### **Comfort Suites**

No pick-up

#### ASSOCIATION/CORPORATE/SMERF COMPLETED in February 2019: TTL Room nights: 1,139; TTL Rev.: \$125,894.18

ASSOCIATION: TTL Room nights: 0; TTL Rev.:: \$ 0

CORPORATE: TTL Room nights: 953; TTL Rev.:: \$103,216

- O Globe Life: 2/2-5/20: Sheraton-TTL room nights: 59; TTYL Rev.: \$6,136
- Nat'l Interscholastic Athletic & Afterschool Safety & Security Summit 2/4-6/20: Sheraton-TTL room nights:175; TTYL Rev.: \$20,475
- O Globe Life: 2/9-12/20: Sheraton-TTL room nights:158; TTYL Rev.: \$16,432
- o Globe Life:2/16-20/20: Sheraton-TTL room nights: 395; TTYL Rev.: \$41,080
- Globe Life: 2/19-21/20: Sheraton-TTL room nights: 32; TTYL Rev.: \$3,328
- o Emerson: 2/19-21/20: Sheraton-TTL room nights: 57; TTYL Rev. \$7,467
- o Globe Life: 2/23-25/20: Sheraton-TTL room nights: 47; TTYL Rev.: \$4,888
- o Pogue: Grand- 2/24/20- TTL room nights: 5; TTYL Rev. \$595
- Tempest-Grand-2/27-28/20-TTL room nights: 10; TTYL Rev.: \$1,090
- ClaytonHomes-Grand-TTL room nights: 9; TTYL Rev.: \$981
- Haven Hill-Grand-TTL room nights: 6; TTYL Rev.: \$744



#### SMERF: TTL Room nights: 184; TTL Rev.: \$20,384.50

Church 121-Sheraton- TTL room nights: 78; TTYL Rev.: \$8,170.50

■ F&B: \$18,900

Significant Church Group-Grand-TTL room nights: 106; TTYL Rev.: \$12,214

#### SPORTS: TTL Room nights: 2; TTL Rev.: \$2,293.68

Texas Best Gymnastics- Spring Hill Suites-TTL room nights: 16; TTYL Rev.: \$1,699.68
 Wrestling Tournament- Holiday Inn & Suites- TTL room nights: 6; TTYL Rev.: \$594.00

#### II. Visitors: FYTD Total (Oct.'19– Sept. '20): 2,322

**Total**: (includes all individuals that have come through the visitor's center)

Out of State: 8
 Out of Country: 6
 Texas Residents: 0
 McKinney Residents: 0
 Register Total: 0

o Ticker Counter: 432

#### III. RFP's: 17 (0-Association, 7-Corporate, 9-Weddings, 1 -Social, 0-Religious, 0-Sports)

# Association: 0 Corporate: 7

- 1. Pogue Construction: Grand Hotel 2/24/20 5 attendees.
- 2. Tempest/iDSS Traning-Grand Hotel 2/27-28/20; 5 attendees.
- 3. Clayton Homes Feb 13, 2020. Small Meeting, Host Hotel: Grand, 11 room nights.
- 4. AVM Industries Paul Miller. April 13-16, 2020, 20 attendees, 20 room block at the Grand Hotel.
- 5. Jack Henry Group Christi Dawson. August 20-21,2020, host hotel: Grand- 12 room block.
- 6. ARDAGH Group John Shaddox. Host Hotel: Grand, 18 room nights, April 6-8. 2020.
- 7. Texas Workforce Commission— Kimberly Bradford-Brown. Timeframe: July-Sept, dates are open at this time. W-F Pattern, 10 rooms/20 room nights. Two-day classroom style conference, attendance: approximately 750. Sent RFP to the Sheraton.

#### SMERF:

#### Social: 1

1. Girls Weekend Getaway – Janice Peacock. Host Hotel: Grand, April 14-16, 2020, 14 room nights.

#### Sports: 0

#### Weddings: 9

- 1. Marisa O'Barten September 26, 2020. La Cour
- 2. Tyler DeLoach October 17, 2020. River Rd Chateau
- 3. Chesle Blair August 1, 2020. Springs
- 4. Quinn Wedding March 2, 2020. Grand Ivory
- 5. King Wedding July 25, 2020. Magnolia Grace
- 6. Beth Walker October 10, 2020
- 7. Gibert/Curry Wedding November 7, 2020. Magnolia Grace
- 8. Ashley Gaspard April 4, 2020. First United Methodist Church
- 9. McElyea Wedding June 13, 2020. Davis & Gray Farms



#### Site Visits: 2

- 1. Site Visit- SWCFO Football Officials 7/17/20 at MISD Stadium-Looking to use city Soccer Fields for 200 attendees. Hotels: Springhill Suites & Sheraton
- 2. Amber Shelton Solar Soccer Club, meet at Sheraton

Ongoing Prospects: SMERF (Social, Military, Education, Religious, & Fraternal): 28 (28-Weddings, 0-Social, 0 - Sports, 0-Day Trips)

#### Weddings:

- 1. Jason John March 2020, Gather
- 2. Nijesh Dangol March 2020, Springs
- 3. Angela Plikas March 2020, Rustic Grace
- 4. Bartles/Williams March 2020, FUMC
- 5. Morgan Berigan March 2020, Rosemary Barn
- 6. Quinn Wedding March 2020, Grand Ivory
- 7. Jason Jones March 2020, Gather
- 8. Christie Astle April 2020, Springs
- 9. Lindi Blake April 2020, Rosemary Barn
- 10. Michael Herring, May 1, 2020 Springs
- 11. Lindsey Coates, May 8, 2020 Stone Crest
- 12. Hallie Storie, May 30, 2020 Stone Crest
- 13. Megan White May 2020, Stone Crest
- 14. Cindy Miller Wedding May 2020
- 15. Denterl Wedding May 2020, Grand Ivory
- 16. Janet Fiefer (MOB-Clohe), June 20, 2020 Rock Creek Ranch
- 17. Pamela Luther, Mother of the groom. June 26, 2020
- 18. Joanne Cross (MOG) June 2020, Springs
- 19. Haley Case June 2020, Magnolia Grace
- 20. Lindsey Slapa July 2020, Rosemary Barn
- 21. Erin Horomanski August 2020, Stone Crest
- 22. Madison Sweet, September 5, 2020 Rosemary Barn
- 23. Sharon Rush (MOB), October 10, 2020 Avalon Legacy
- 24. Marquine Malone, December 17, 2020 Springs
- 25. Bethany Mawman, date not secured at the time of discussion –Springs
- 26. Darcy Thompson (MOB), January 17, 2021 Magnolia Grace
- 27. Marc Cholak, February 27, 2021 Springs
- 28. Sara Redfearn, February 2021 Springs

Social: 0

IV. Advertising: Ads/materials created and submitted: Created/submitted materials (photo and text)

Advertising/Marketing/Media Blogs (Top 5) for FEBRUARY 2020: Top Stores in McKinney– 83 NTTA - 74



Blog Main Page – 26 Breakfast in McKinney - 11

BLOG VISITS - FY 19-20		
MONTH	Sessions	
Oct. 2018	234	
Nov.2019	618	
Dec. 2019	379	
Jan.2020	447	
Feb. 2020	432	
FY 19-20	2,110	

#### FEBRUARY 2020 Homepage News Flash buttons (Top 5):

Weekend Update - 82

DCI - 20

Then & Now Exhibit - 19

MPAC events - 6

Take a Tour - 6

#### FEBRUARY 2020 SUBMITTED: Photos, Text Written, Marketing Materials and Ads

- Finalized set-up of new Media Hub via CrowdRiff
- o Uploaded videos and reformatted our YouTube channel to be more user-friendly
- o Submitted Summer events to Texas Events Calendar
- o Submitted McKinney photos to Livability.com

#### FEBRUARY 2020 Advertising- Landing Pages/Publication ROI Tracking:

- Meeting Planners Guide pages (combined) 440
- MEDIA HUB (including SATW directory ad)- 57
- NCS4 16
- KPIs 9
- Society of American Travel Writers 7
- IAEE − 5
- TCC/TML − 3
- TSAE − 2
- North Texas Yarn Crawl 2
- Small Market Meetings 2
- Texas Meetings+Events 1
- McKinney High program 1
- Tennis SDM 1
- Louisiana Life 1
- Welcome map 1
- TAAF Gymnastics 1



FACEBOOK STATS					
FY 19-20	New Likes	Lifetime Likes	Engaged Users	Total Reach	Impressions
OCT. 2019	100	9,383	117,733	614,329	4,583,190
NOV.2019	160	9,543	121,629	1,127,541	4,041,914
DEC.2019	110	9,653	157,730	1,565,106	4,678,448
JAN. 2020	57	9,710	99,598	622,458	3,748,449
FEB. 2020	45	9,755	113637	506,945	3,879,106
TOTALS	472	N/A	610,327	4,436,379	20,931,107

TWITTER - FEB 2020	
NEW Feb Followers	17
Tweets in Feb.	19
Tweet Impressions	17,000
Profile Visits	87
Mentions	66

INSTAGRAM	Followers
From 2018-19	2,341
Oct. 2019	109
Nov.2019	53
Dec. 2019	64
Jan. 2020	89
FEB. 2020	93
TOTAL	2,749

# **FEBRUARY YOUTUBE**

YOUTUBE	Views	Subscribers
Historical #s	9,242	49
Oct. 2019	208	1
Nov.2019	172	0
Dec. 2019	370	2
Jan. 2020	377	1
Feb. 2020	315	0
TOTAL	10,684	53



# **FEBRUARY 2020 Google Business Page**

	•	•
Google Bus. Pg.	Page Views	Web visits
Oct. 2019	2,540	25
Nov.2019	4,820	31
Dec.2019	3,360	22
Jan. 2020	4005	36
Feb. 2020	3950	33
TOTAL	18,675	147

# **WEBSITE – FEBRUARY 2020**

Month	Sessions	Pageviews	Users
Oct. 2019	4,633	10,186	3,866
Nov.2019	5,202	10,499	4,428
Dec. 2019	4,909	9,338	4,237
Jan. 2020	4,678	10,209	3,986
FEB. 2020	4,475	9,802	3,764
FY 19-20	23,897	50,034	20,281

FEB 2020 Traffic	Users
Mobile	1,915
Desktop	1,613
Tablet	236
TOTAL	3,764

# FEBRUARY 2020 - TOP WEB PAGES

Page	Pageviews	Unique Page Views
Calendar (general)	1822	1494
Home page	1246	1045
Visitors Guide	208	160
Events main page	181	144
Shopping Centers	141	132
Explore	130	99
About McKinney	126	100
McK Monthly Events	124	117
DCI Coming to McKinney	114	105
Event Planning Main Page	112	100
Parks/Trails/Maps	107	95
Calendar	106	93
Accommodations	94	79
Shopping	90	80
Dining	89	62



March Calendar	85	59
Top Stores Blog	83	69
Weekend Update home page button	82	60
Blog: NTTA	71	69
Historic District Tours	73	63
B&B listings	72	61
Blog: Benji House	72	70
Ask a Local	67	57
Expired calendar listing	62	44
Hotel listings	58	50

# **Top Countries – FEBRUARY 2020**

Country Breakdown	Users	New Users	Sessions
United States	3607	3477	4475
Canada	56	54	63
India	21	21	22
Philippines	9	9	11
Germany	7	7	7
United Kingdom	6	6	6
Australia	5	5	5
Denmark	5	5	5
Mexico	5	5	5
(not set)	5	5	5

# Top States – FEBRUARY 2020

State Breakdown	Users	New Users	Sessions
Texas	2683	2562	3288
California	137	136	146
Florida	85	84	95
Virginia	64	62	64
Oklahoma	59	58	64
Illinois	44	43	46
New York	44	43	46
North Carolina	28	26	31
Georgia	27	24	30
Missouri	27	26	32

# Top Cities – FEBRUARY 2020

City Breakdown	Users	New Users	Sessions
McKinney	798	723	1044
Dallas	755	702	861
Plano	126	119	145
Allen	99	95	109
Frisco	93	85	103
Prosper	53	51	63



Austin	51	48	59
Houston	43	41	53
Irvine, CA	41	41	41
Fort Worth	38	35	43

VISIT WIDGET - FEBRUARY 2019					
	Users	Sessions	Page Views	New Downloads	
Widget	56	58	242		
Desktop	37	38	190		
Mobile	19	20	52		
Mobile APP	115	115	701		
App-iOS	88	85	591	19	
App-Android	27	30	110	9	
TOTAL	171	173	943	28	

CROWDRIFF GALLERIES - FEBRUARY 2019				
Gallery Interactions View				
Dining	11	93		
History (Downtown)	50	79		
Home Gallery	18	517		
Explore McKinney	15	73		
Being Social	2	21		
Events	4	164		
TOTAL	100	947		



# FREE PUBLICITY:

FY 19-20	<b>Budgeted Amount</b>
Adv. &	
Promo TTL	\$ 186,167

FEBRUARY 2020 - Free Media Coverage for Visit McKinney					
Publication	Article/Topic/Writer	Print Value	Web Value	PR Value	Impressions /Reach
N. Texas Enews	DCI article	0	\$300	\$900	20,000
Community Impact	Wedding article (Noah closing)	\$0	\$3,000	\$9,000	420,000
ConventionSouth	Winner's List article online	\$0	\$565	\$1,695	18,000
LuxLife Website	MCVB won Best Tourism Promotion Organization 2020	\$0	\$804	\$2,412	238,000
Bubble Life	Shared Blog/web updates (2 times)	\$0	\$1,000	\$3,000	200,000
TOTALS		\$0	\$5,669	\$17,007	896,000
FY 19-20 Totals		\$20,548	\$30,038	\$154,008	4,059,400

V. LOST BUSINESS: 0



#### March 2020

#### I. ASSOCIATION/CORPORATE/SMERF COMPLETED in February 2020: TTL Room nights: 77; TTL Rev.: \$9,545

# WEDDINGS COMPLETED-March 2020-3 Wedding Room Blocks: TTL Room Nights: 77; TTL Rev: \$9,545

#### **Comfort Suites**

No pick-up

#### **Hampton Inn**

No pick-up

#### Hilton Home 2

• 3 blocks canceled

#### **Holiday Inn & Suites**

• No pick-up

#### **Holiday Inn Express**

No pick-up

#### **Grand Hotel**

- 1 Wedding Block, 1 blocked canceled, 2 blocks postponed to fall dates.
- 31 room nights
- \$4,689 total revenue

#### Neathery Estate B & B

• No pick-up

#### **Sheraton Hotel**

- 2 wedding blocks, 3 blocks canceled due to COVID-19
- 46 total room nights
- \$4,856 room revenue

#### **Springhill Suites**

3 blocks canceled

#### ASSOCIATION/CORPORATE/SMERF COMPLETED in February 2020: TTL Room nights 0: ; TTL Rev.: \$0

ASSOCIATION: TTL Room nights: 0; TTL Rev.:: \$ 0

CORPORATE: TTL Room nights: 0; TTL Rev.: \$0

o Globe Life: 3//20: Sheraton-TTL room nights: 0; TTYL Rev.: \$0 CANCELLED-DUE TO COVID 19

SMERF: TTL Room nights: 0; TTL Rev.: \$0

SPORTS: TTL Room nights: 0; TTL Rev.: \$0

#### II. Visitors: FYTD Total (Oct.'19- Sept. '20): 2,487

**Total**: (includes all individuals that have come through the visitor's center)

Out of State: 28
Out of Country: 18
Texas Residents: 30
McKinney Residents: 5
Register Total: 81

Ticker Counter: 165

#### Top Five States requesting information (there were only 4 leads):

- 1. Michigan
- 2. Missouri
- 3. Oklahoma
- 4. West Virginia

#### III. RFP's: 9 (2-Association, 1-Corporate, 6-Weddings, 0-Social, 0-Religious, 0-Sports)

#### Association: 2

- Texas Workforce Commission-Kimberly Bradford-Brown. Timeframe: July-Sept. 2020, dates are open at this time. W-F Pattern, 10 rooms/20 room nights. Two-day classroom style conference, attendance: approximately 750. Sent RFP to the Sheraton. Waiting to hear back from Sheraton to see if we have received this business
- 2022 DFWAE Association Day- Preferred dates: April 25, April 4, or April 10, 2022. Attendees: 300
   (association professionals and exhibitors). No room nights meeting space only

#### Corporate: 1

1. Simpson Strong Tie-Springhill Suites: Oct 10-12, 2020- 160 room nights; 80 attendees.

### SMERF: 6 Social: 0

Sports: 0

#### Weddings: 6

- 1. Fachman/Lomen Wedding July 18, 2020 Avalon Legacy Ranch
- 2. Courtney Taylor Wedding September 2020 River Road Chateau
- 3. Michelle Hernandez Wedding October 29, 2020 The Springs
- 4. Kindle Wedding (Angelia Kindle –MOG) July 24, 2020 The Springs
- 5. Kellis Harrison Wedding November 7, 2020 Tuscany Hill
- 6. Hannah Pressley Wedding October 9, 2021 The Springs

#### IV. Advertising/Marketing/Media

Blogs (Top 5) for MARCH 2020: 104 NTTA – 44 Benji House – 24 Blog Main Page – 20

# McKinney Musician Relief Fund – 9 Getting Around Downtown McKinney – 7

BLOG VISITS - FY 19-20				
MONTH	Sessions			
Oct. 2018	234			
Nov.2019	618			
Dec. 2019	379			
Jan.2020	447			
Feb. 2020	432			
March.2020	158			
FY 19-20	2,268			

#### MARCH 2020 Homepage News Flash buttons (Top 5):

COVID Alert Button (for City) -313

Coronavirus button before the city was available to install ours on the VM website -153  $\,$ 

Coronavirus button landing page -80

Weekend Update -78

Chamber Small business -52

Social Distancing in McKinney -45

Couch Travel Virtual Tours -36

DCI -15

#### MARCH 2020 SUBMITTED: Photos, Text Written, Marketing Materials and Ads

- Wrote DCI Press release and made changes to the website and social media
- Wrote McKinney Musician Relief Fund press release/distributed to press
- Created webpage of virtual tours/activities
- Created webpage for McKinney fun during COVID-19
- Created webpage for McKinney restaurant specials
- Made a couple of videos for Instagram

#### MARCH 2020 Advertising- Landing Pages/Publication ROI Tracking:

- Meeting Planners Guide pages (combined) -165
- MEDIA HUB (including SATW directory ad) -13
- Texas Events Calendar-1
- NCSA 1
- KPIs -1
- TSAE -2
- North Texas Yarn Crawl -2
- Texas Meetings+Events -1
- McKinney High program -1
- Boyd High program -1
- Welcome map -1
- TAAF Gymnastics -1

# V. MARCH 2020 Advertising – Website & Publication ROI Tracking

FACEBOOK STATS					
FY 19-20	New Likes	Lifetime Likes	Engaged Users	Total Reach	Impressions
OCT. 2019	100	9,383	117,733	614,329	4,583,190
NOV.2019	160	9,543	121,629	1,127,541	4,041,914
DEC.2019	110	9,653	157,730	1,565,106	4,678,448
JAN. 2020	57	9,710	99,598	622,458	3,748,449
FEB. 2020	45	9,755	113637	506,945	3,879,106
MAR.2020	88	9,843	184,711	458,589	3,671,450
TOTALS	560	N/A	795,038	4,894,968	24,602,557

TWITTER - MARCH 2020	
Total Followers	5484
NEW Feb	57
Followers	57
Tweets in Feb.	38
Tweet	124,000
Impressions	124,000
Profile Visits	198
Mentions	20

INSTAGRAM	Followers
From 2018-19	2,341
Oct. 2019	109
Nov.2019	53
Dec. 2019	64
Jan. 2020	89
FEB. 2020	93
March.2020	75
TOTAL	2,824

#### **MARCH YOUTUBE**

YOUTUBE	Views	Subscribers
Historical #s	9,242	49
Oct. 2019	208	1
Nov.2019	172	0
Dec. 2019	370	2
Jan. 2020	377	1
Feb. 2020	315	0
March.2020	328	0
TOTAL	11,012	53

# MARCH 2020 Google Business Page

Google Bus. Pg	Page Views	Web visits
Oct. 2019	2,540	25
Nov.2019	4,820	31
Dec.2019	3,360	22
Jan. 2020	4005	36
Feb. 2020	3950	33
March.2020	1,610	26
TOTAL	20,285	173

# **WEBSITE - MARCH 2020**

Month	Sessions	Pageviews	Users
Oct. 2019	4,633	10,186	3,866
Nov.2019	5,202	10,499	4,428
Dec. 2019	4,909	9,338	4,237
Jan. 2020	4,678	10,209	3,986
FEB. 2020	4,475	9,802	3,764
MARCH.2020	4,469	8,645	3,795
FY 19-20	28,366	58,679	24,076

MARCH 2020 Traffic	Users
Mobile	2,101
Desktop	1,500
Tablet	195
TOTAL	3,796

Page	Pageviews	Unique Page Views
Home page	2392	1816
Calendar (general)	1196	1035
Coronavirus Alert Center	313	246
Virtual Tour Options	217	180
Social Distancing Ideas in McKinney	159	137
Coronavirus button for home pg		
(before the city created theirs)	153	129
Shopping Centers	123	115
Parks trails Map	107	96
Explore	93	76
Visitors Guide	91	73
Alert Center City COVID landing page	80	69
Weekend Update landing page	78	66
Dining	73	56
Events	73	61
Event Planning	68	52
About McKinney	66	57
Shopping	62	54
Accommodations	61	57
Monthly/Annual Events	59	55
B&Bs/Specialty Inns	54	46
General calendar	52	40
Chamber's Restaurant home pg button	52	39
Towne Lake Recreation Area	49	38
Expired calendar listing	46	44
Social Distancing in McKinney Button	45	36

# **Top Countries – MARCH 2020**

Country Breakdown	Users	New Users	Sessions
United States	3478	3363	4119
Spain	38	38	48
Germany	33	32	33
United Kingdom	28	28	33
France	21	22	24
Canada	20	18	22
Italy	20	20	20
unknown	13	13	13
Ukraine	12	12	12
Netherlands	10	10	10

# Top States – MARCH 2020

State Breakdown	Users	New Users	Sessions
Texas	2771	2661	3342
California	99	95	107
Virginia	78	78	82
Florida	48	48	51
Oklahoma	42	42	45
Illinois	40	39	42
New York	44	43	46
Ohio	27	26	27
Georgia	21	21	24
Massachusetts	19	19	19

# **Top Cities – MARCH 2020**

City Breakdown	Users	New Users	Sessions
McKinney	798	723	1044
Dallas	755	702	861
Plano	126	119	145
Allen	99	95	109
Frisco	93	85	103
Prosper	53	51	63
Austin	51	48	59
Houston	43	41	53
Irvine, CA	41	41	41
Fort Worth	38	35	43

CROWDRIFF GALLERIES - MARCH 2019				
Gallery	Interactions	Views		
Dining	6	80		
History (Downtown)	38	55		
Home Gallery	73	591		
Explore McKinney	0	75		
Being Social	1	12		
Events	11	97		
Weddings in McK	2	35		
Shopping in McK	1	46		
TOTAL	132	991		

New New

VISIT WIDGET - MARCH 2020					
	Users	Sessions	Page Views	New Downloads	
Widget	32	33	163		
Desktop	19	20	118		
Mobile	13	13	45		
Mobile APP	149	140	880		
App-iOS	119	115	761	23	
App-Android	30	25	119	6	
TOTAL	181	173	1,043	29	

# FREE PUBLICITY:

FY 19-20	<b>Budgeted Amount</b>
Adv. &	
Promo TTL	\$ 186,167

MARCH 2020 - Free Media Coverage for Visit McKinney						
Publication	Article/Topic/Writer	Print Value	Web Value	PR Value	Impressions /Reach	
N. Texas Enews	McK Musician Relief Fund	\$0	\$300	\$900	20,000	
Bubble Life	Shared Blog/web updates (3 times)	\$0	\$1,500	\$4,500	210,000	
Totals		\$0	\$1,800	\$5,400	230,000	
FY-19-20 Totals		\$20,548	\$31,838	\$159,408	4,289,400	

#### VI. LOST BUSINESS: 5

- 1. <u>Jack Henry Group</u> Christi Dawson. August 20-21,2020, host hotel: Grand 12 room block, business canceled
- 2. <u>ARDAGH</u> Group John Shaddox. Host Hotel: Grand, 18 room nights, April 6-8. 2020 They have intentions to reschedule, however nothing firm at this time.
- 3. <u>Girls Weekend Getaway</u> Janice Peacock. Host Hotel: Grand, April 14-16, 2020, 14 room nights. Due to COVID 19, potentially will reschedule to a later date, unknown at this time.
- 4. <u>AVM Industries</u> Paul Miller. April 13-16, 2020, 20 attendees, 20 room block at the Grand Hotel. Postponed to October 6-8, 2020 due to COVID 19
- 5. <u>2022 DFWAE Association Day</u>- Preferred dates: April 25, April 4, or April 10, 2022. Attendees: 300 (association professionals and exhibitors). No room nights meeting space only.