

## Monthly Updates- Convention Sales & Services

March 2019



### TDC Performance Requirements:

PERFORMANCE MEASURES	GOAL	EXPECTED YTD	ACTUAL YTD	% OF ANNUAL GOAL
Room Night Production	89,250	44,625	<b>56,127</b>	62.89%
Room Night Actualization	89,250	44,625	<b>32,497</b>	36.41%
RevPar	\$14.58	N/A	<b>\$13.08</b>	89.71%
Percent of New Business for RN	50%	50%	<b>80.3%</b>	160.6%

\*\* Final room night actualization has not been reported for all groups, especially for the March groups that occurred towards the end of the month. The number will increase once all groups pickup is in.

### RevPAR Notes:

RevPAR: At the close of February, RevPAR is \$13.08, down 13.5% when comparing to 2017.2018 FYTD. The STR Report will not be available for the March numbers until mid-April. The downturn is explained in the Q1 Summary.

### Convention Services Production:

NUMBER OF GROUPS SERVICED	SERVICES DEFINITES	SERVICES RN PRODUCTION	SERVICES REFERRALS	SERVICES SURVEY RESULTS
23	5	5,676	51	4.95 of 5.0

### Additional Services Provided:

GROUP FULFILLMENTS	PARTNER SITE VISITS	PLANNING SITE VISITS
27	6	5

### Financial Information:

See Budget to Actual Expenses Summary through March 2019.