

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
21912	**	Lost Opportunity to Bid	3/22/2022	3/29/2022	5500	22825	Convention center size	A1	1/9/2015	National Association	\$20,397,300.00
21910	**	Lost Opportunity to Bid	1/14/2018	1/18/2018	1870	7831	ACC consumer show; space not available	A1	1/12/2015	Corporate	\$5,359,500.00
21936	**	Lost Opportunity to Bid	11/8/2017	11/9/2017	1500	4850	Lack of ACC availability	A1	1/16/2015	Corporate	\$3,573,000.00
21943	**	Lost Opportunity to Bid	10/16/2015	10/23/2015	1440	5620	Lack of ACC availability	A1	1/22/2015	Corporate	\$1,631,784.00
21975	**	Lost Business	4/15/2019	4/18/2019	3000	14040	Convention center size	A1	1/26/2015	Corporate	\$4,079,460.00
22001	**	Lost Opportunity to Bid	2/6/2017	2/10/2017	1153	4590	Lack of ACC availability	A1	1/26/2015	National Association	\$4,764,000.00
22033	**	Lost Opportunity to Bid	1/23/2018	1/25/2018	889	2249	Lack of ACC availability	A1	1/27/2015	Corporate	\$4,439,645.00
21916	**	Lost Opportunity to Bid	4/28/2017	4/30/2017	1350	4790	Lack of ACC availability	A1	1/28/2015	Corporate	\$4,168,500.00
22020	**	Lost Opportunity to Bid	8/22/2015	8/28/2015	685	2239	Insufficient breakouts/meeting space	A2	1/29/2015	Corporate	\$1,131,450.00
22056	**	Lost Opportunity to Bid	4/3/2017	4/6/2017	3600	11862	Convention center size	A1	1/29/2015	Corporate	\$4,764,000.00
22060	**	Lost Opportunity to Bid	4/1/2019	4/4/2019	3600	11862	Insufficient breakouts/meeting space	A1	1/29/2015	Corporate	\$4,764,000.00
22131	**	Lost Opportunity to Bid	6/11/2016	6/18/2016	335	1690	Lack of ACC availability	A2	2/12/2015	National Association	\$714,600.00
22169	**	Lost Opportunity to Bid	3/22/2017	4/1/2017	800	3125	ACC consumer show; space not available	A2	2/12/2015	National Association	\$297,750.00
22225	**	Lost Opportunity to Bid	9/17/2016	9/23/2016	1380	3815	Lack of ACC availability	A2	2/19/2015	Corporate	\$1,548,300.00
22212	**	Lost Opportunity to Bid	10/6/2017	10/12/2017	600	1534	Lack of ACC availability	A2	2/20/2015	National Association	\$1,786,500.00
22311	**	Lost Opportunity to Bid	2/2/2018	2/8/2018	475	1797	Lack of ACC availability	A2	3/3/2015	National Association	\$1,618,250.00
22323	**	Lost Opportunity to Bid	6/12/2017	6/16/2017	1500	6600	Lack of ACC availability	A1	3/12/2015	Corporate	\$1,786,500.00
22400	**	Lost Opportunity to Bid	10/18/2016	10/20/2016	475	1450	Lack of ACC availability	A2	3/13/2015	Corporate	\$1,548,300.00

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22447	**	Lost Opportunity to Bid	9/26/2016	9/29/2016	2450	7610	Lack of ACC availability	A1	3/18/2015	Corporate	\$2,798,850.00
22391	**	Lost Opportunity to Bid	10/29/2017	11/4/2017	595	2196	Lack of ACC availability	A2	3/23/2015	National Association	\$1,786,500.00
22488	**	Lost Opportunity to Bid	8/11/2015	8/13/2015	2300	7270	Lack of ACC availability	A1	3/25/2015	Corporate	\$4,525,800.00
22515	**	Lost Opportunity to Bid	3/10/2016	3/18/2016	314	1359	Lack of ACC availability	A2	3/30/2015	National Association	\$1,429,200.00
22442	**	Lost Business	6/23/2018	6/27/2018	1042	5376	Lack of ACC availability	A1	3/31/2015	National Association	\$2,143,800.00
22529	**	Lost Opportunity to Bid	1/10/2018	1/12/2018	1240	4360	Lack of ACC availability	A1	3/31/2015	National Association	\$5,758,400.00
22579	**	Lost Opportunity to Bid	3/21/2017	3/25/2017	700	2545	Lack of ACC availability	A2	4/3/2015	National Association	\$952,800.00
19071	**	Lost Business	2/8/2016	2/13/2016	100	400	Lack of ACC availability	A2	4/6/2015	National Association	\$18,709,100.00
22583	**	Lost Opportunity to Bid	6/7/2017	6/13/2017	335	1690	Lack of ACC availability	A2	4/7/2015	National Association	\$714,600.00
22608	**	Lost Opportunity to Bid	3/31/2019	4/5/2019	810	2365	Lack of ACC availability	A2	4/9/2015	Corporate	\$1,071,900.00
22643	**	Lost Opportunity to Bid	4/19/2016	4/21/2016	1314	3691	Lack of ACC availability	A1	4/15/2015	Corporate	\$2,382,000.00
22648	**	Lost Opportunity to Bid	6/5/2016	6/9/2016	300	940	Lack of ACC availability	A2	4/15/2015	Government	\$595,500.00
21944	**	Lost Business	8/29/2016	8/31/2016	550	1500	Lack of ACC availability	A1	4/16/2015	Corporate	\$3,474,700.00
22647	**	Lost Opportunity to Bid	5/5/2022	5/13/2022	2277	13725	Convention center size	A1	4/16/2015	National Association	\$4,764,000.00
3578	**	Lost Opportunity to Bid	11/19/2026	11/22/2026	2600	8840	Convention center size	A1	4/20/2015	National Association	\$8,337,000.00
22673	**	Lost Opportunity to Bid	1/3/2017	1/6/2017	1100	4180	Lack of ACC availability	A1	4/21/2015	Religious	\$7,221,150.00
22434	**	Lost Business	9/2/2017	9/8/2017	2600	10090	Lack of ACC availability	A1	5/11/2015	Corporate	\$5,955,000.00
19548	**	Lost Business	7/11/2016	7/17/2016	1000	3585	Lack of ACC availability	A2	5/13/2015	National Association	\$3,573,000.00
22142	**	Lost Business	3/24/2020	3/26/2020	1750	6831	Convention center size	A2	5/13/2015	National Association	\$5,445,050.00
22786	**	Lost Opportunity to Bid	4/3/2017	4/7/2017	5060	18731	Lack of ACC availability	A1	5/14/2015	Corporate	\$5,955,000.00

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Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
22322	**	Lost Business	6/19/2017	6/23/2017	900	2000	Lack of ACC availability	A1	5/19/2015	National Association	\$4,492,250.00
22883	**	Lost Business	2/9/2016	2/10/2016	1960	6490	Lack of ACC availability	A2	5/21/2015	Corporate	\$2,382,000.00
22753	**	Lost Opportunity to Bid	3/5/2016	3/12/2016	1300	5130	Lack of ACC availability	A2	5/22/2015	Corporate	\$1,548,300.00
22922	**	Lost Opportunity to Bid	6/6/2018	6/10/2018	800	1946	Lack of ACC availability	A1	5/22/2015	State Association	\$11,910,000.00
22920	**	Lost Opportunity to Bid	3/19/2017	3/24/2017	1700	4730	Lack of ACC availability	A1	5/27/2015	National Association	\$3,518,650.00
22951	**	Lost Opportunity to Bid	6/4/2016	6/10/2016	2758	8836	Lack of ACC availability	A1	5/28/2015	Corporate	\$4,764,000.00
22936	**	Lost Opportunity to Bid	6/3/2020	6/13/2020	1900	6659	Lack of ACC availability	A1	5/28/2015	National Association	\$2,382,000.00
22723	**	Lost Opportunity to Bid	9/7/2016	9/10/2016	1532	5458	Lack of ACC availability	A1	6/3/2015	National Association	\$4,665,700.00
23036	**	Lost Opportunity to Bid	4/4/2016	4/8/2016	1890	6720	Lack of ACC availability	A2	6/8/2015	Corporate	\$3,078,735.00
22059	**	Lost Business	4/16/2018	4/19/2018	3000	9860	Convention center size	A1	6/10/2015	Corporate	\$4,764,000.00
23072	**	Lost Opportunity to Bid	4/10/2016	4/15/2016	1760	7680	Lack of ACC availability	A2	6/16/2015	Government	\$2,382,000.00
22379	**	Lost Opportunity to Bid	10/7/2018	10/11/2018	1950	6540	Lack of ACC availability	A1	6/16/2015	National Association	\$5,261,200.00
22846	**	Lost Business	8/23/2016	8/26/2016	665	2160	Lack of ACC availability	A2	6/22/2015	Corporate	\$774,150.00
23073	**	Lost Opportunity to Bid	10/24/2016	10/27/2016	2200	7800	Lack of ACC availability	A1	6/25/2015	Corporate	\$4,168,500.00
3846	**	Lost Opportunity to Bid	4/4/2018	4/7/2018	2600	9334	Lack of ACC availability	A1	6/26/2015	National Association	\$5,955,000.00
23200	**	Lost Opportunity to Bid	2/5/2017	2/10/2017	517	1629	ACC consumer show; space not available	A2	6/29/2015	National Association	\$1,677,800.00
23216	**	Lost Opportunity to Bid	1/23/2016	1/30/2016	3000	15000	Lack of ACC availability	A1	6/30/2015	Corporate	\$3,573,000.00
22675	**	Lost Opportunity to Bid	10/4/2016	10/7/2016	300	940	Lack of ACC availability	A2	6/30/2015	Education	\$476,400.00
23214	**	Lost Opportunity to Bid	6/15/2019	6/23/2019	4200	20887	Convention center size	A1	7/13/2015	National Association	\$10,361,700.00
22649	**	Lost Business	6/28/2017	7/5/2017	4629	33625	Lack of ACC availability	A1	7/14/2015	Sports	\$6,277,610.00
2776	**	Lost Opportunity to Bid	4/4/2018	4/8/2018	1100	4171	Lack of ACC availability	A1	7/15/2015	National Association	\$2,024,700.00

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Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEI (\$)
23288	**	Lost Opportunity to Bid	4/3/2017	4/5/2017	2100	6855	Lack of ACC availability	A1	7/20/2015	Corporate	\$5,955,000.00
23353	**	Lost Opportunity to Bid	4/6/2018	4/8/2018	964	4645	Lack of ACC availability	A2	7/21/2015	Nonprofit Entity/ Corporation	\$4,585,920.00
23363	**	Lost Opportunity to Bid	4/19/2016	4/24/2016	627	2043	Lack of ACC availability	A1	7/22/2015	Corporate	\$7,146,000.00
22435	**	Lost Opportunity to Bid	10/17/2018	10/20/2018	1400	4575	Lack of ACC availability	A1	7/23/2015	Corporate	\$5,955,000.00
23391	**	Lost Opportunity to Bid	3/4/2017	3/10/2017	2000	8055	Lack of ACC availability	A1	7/23/2015	Corporate	\$3,334,800.00
23186	**	Lost Business	5/7/2016	5/13/2016	1700	6220	Lack of ACC availability	A1	7/28/2015	Corporate	\$2,024,700.00
22402	**	Lost Business	10/2/2016	10/4/2016	250	530	Lack of ACC availability	A2	7/28/2015	State Association	\$1,677,800.00
23442	**	Lost Opportunity to Bid	4/21/2017	4/28/2017	1500	5680	Lack of ACC availability	A2	7/29/2015	Corporate	\$2,739,300.00
23484	**	Lost Opportunity to Bid	2/9/2017	2/16/2017	1010	3084	Lack of ACC availability	A1	8/3/2015	Corporate	\$1,369,650.00
23193	**	Lost Business	7/29/2017	8/3/2017	900	4705	Lack of ACC availability	A2	8/5/2015	National Association	\$1,191,000.00
22590	**	Lost Business	4/3/2019	4/6/2019	2500	10880	Convention center size	A1	8/6/2015	National Association	\$13,673,350.00
23491	**	Lost Opportunity to Bid	2/13/2017	2/16/2017	1945	6751	Lack of ACC availability	A2	8/7/2015	Corporate	\$2,382,000.00
22426	**	Lost Business	6/21/2017	6/29/2017	1175	4829	Lack of ACC availability	A1	8/7/2015	National Association	\$3,226,100.00
23563	**	Lost Opportunity to Bid	7/25/2016	7/29/2016	1800	7650	Lack of ACC availability	A1	8/13/2015	Corporate	\$2,262,900.00
23668	**	Lost Opportunity to Bid	4/2/2020	4/9/2020	3000	13170	Convention center size	A1	8/25/2015	Corporate	\$3,573,000.00
23248	**	Lost Opportunity to Bid	6/27/2016	7/1/2016	200	1000	Lack of ACC availability	A2	8/26/2015	Corporate	\$5,955,000.00
23304	**	Lost Business	6/2/2018	6/8/2018	2500	10000	Lack of ACC availability	A1	8/26/2015	Corporate	\$6,799,100.00
22664	**	Lost Business	7/2/2019	7/7/2019	2400	9000	Lack of ACC availability	A1	8/26/2015	National Association	\$6,874,250.00
23449	**	Lost Opportunity to Bid	5/30/2018	6/5/2018	1500	5895	Lack of ACC availability	A1	8/27/2015	National Association	\$3,573,000.00
23474	**	Lost Business	8/13/2016	8/17/2016	1000	2840	Lack of ACC availability	A2	9/1/2015	Corporate	\$1,191,000.00

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23419	**	Lost Business	6/11/2016	6/15/2016	700	2685	Lack of ACC availability	A2	9/2/2015	Corporate	\$1,191,000.00
23765	**	Lost Opportunity to Bid	3/28/2016	3/31/2016	2000	8000	Lack of ACC availability	A1	9/8/2015	Corporate	\$5,955,000.00
22423	**	Lost Business	1/15/2020	1/18/2020	2700	8370	Convention center size	A1	9/11/2015	National Association	\$4,049,400.00
23624	**	Lost Opportunity to Bid	5/22/2017	5/25/2017	1155	4232	Lack of ACC availability	A1	9/14/2015	Corporate	\$2,143,800.00
23772	**	Lost Opportunity to Bid	4/19/2020	4/26/2020	1700	6415	Lack of ACC availability	A1	9/14/2015	Corporate	\$6,067,725.00
23739	**	Lost Business	6/3/2017	6/9/2017	700	1760	Lack of ACC availability	A2	9/14/2015	Multi-Management	\$1,429,200.00
22549	**	Lost Business	12/8/2017	12/11/2017	670	2652	Lack of ACC availability	A1	9/21/2015	Sports	\$864,000.00
23671	**	Lost Business	7/7/2019	7/10/2019	700	2325	Insufficient breakouts/meeting space	A2	9/23/2015	National Association	\$1,512,000.00
23734	**	Lost Opportunity to Bid	4/2/2017	4/5/2017	1150	4325	Lack of ACC availability	A1	9/23/2015	National Association	\$2,461,780.00
23736	**	Lost Opportunity to Bid	10/8/2017	10/11/2017	1150	4325	Lack of ACC availability	A1	9/23/2015	National Association	\$2,461,780.00
23900	**	Lost Opportunity to Bid	5/18/2018	6/8/2018	750	3500	Lack of ACC availability	A2	9/24/2015	National Association	\$1,191,000.00
23290	**	Lost Business	5/1/2018	5/4/2018	1200	3217	Lack of ACC availability	A2	9/25/2015	Corporate	\$1,905,600.00
23917	**	Lost Opportunity to Bid	5/25/2016	5/30/2016	6000	12000	Lack of ACC availability	A1	9/25/2015	Corporate	\$14,887,500.00
23934	**	Lost Opportunity to Bid	6/11/2018	6/15/2018	1500	6600	Lack of ACC availability	A1	9/29/2015	Corporate	\$1,786,500.00
23972	**	Lost Opportunity to Bid	5/23/2016	5/26/2016	1170	3765	Lack of ACC availability	A2	10/5/2015	Corporate	\$1,310,100.00
23510	**	Lost Business	9/15/2018	9/19/2018	3000	11530	Lack of ACC availability	A1	10/9/2015	National Association	\$8,337,000.00
23989	**	Lost Opportunity to Bid	9/15/2017	9/21/2017	565	1760	Lack of ACC availability	A2	10/9/2015	National Association	\$1,548,300.00
24010	**	Lost Opportunity to Bid	4/26/2017	5/3/2017	3499	15177	Lack of ACC availability	A1	10/13/2015	Multi-Management	\$21,673,780.00
23856	**	Lost Opportunity to Bid	7/30/2017	8/5/2017	900	2565	Lack of ACC availability	A2	10/15/2015	National Association	\$2,977,500.00

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24005	**	Lost Opportunity to Bid	4/7/2018	4/12/2018	1000	4105	Lack of ACC availability	A1	10/20/2015	National Association	\$6,602,500.00
23769	**	Lost Business	4/11/2018	4/15/2018	250	1150	Lack of ACC availability	A2	10/21/2015	Sports	\$1,080,000.00
23826	**	Lost Opportunity to Bid	8/23/2016	8/25/2016	660	2780	Lack of ACC availability	A2	10/23/2015	Corporate	\$3,573,000.00
23827	**	Lost Opportunity to Bid	9/1/2017	9/8/2017	650	2750	Lack of ACC availability	A2	10/23/2015	Corporate	\$3,573,000.00
23828	**	Lost Opportunity to Bid	8/21/2018	8/23/2018	660	2580	Lack of ACC availability	A2	10/23/2015	Corporate	\$3,573,000.00
24112	**	Lost Opportunity to Bid	5/2/2018	5/6/2018	1100	4515	Lack of ACC availability	A1	10/23/2015	National Association	\$1,310,100.00
24106	**	Lost Opportunity to Bid	10/1/2017	10/6/2017	1500	7500	Lack of ACC availability	A1	10/26/2015	Multi-Cultural	\$1,786,500.00
24020	**	Lost Opportunity to Bid	3/3/2021	3/11/2021	1375	5695	Lack of ACC availability	A1	10/28/2015	Education	\$3,573,000.00
24102	**	Lost Opportunity to Bid	4/14/2018	4/23/2018	2800	11340	Lack of ACC availability	A1	10/28/2015	National Association	\$4,764,000.00
24141	**	Lost Opportunity to Bid	10/1/2017	10/6/2017	800	4252	Lack of ACC availability	A1	10/29/2015	Corporate	\$2,024,700.00
24128	**	Lost Opportunity to Bid	5/4/2019	5/8/2019	1700	6902	Convention center size	A1	10/29/2015	National Association	\$2,977,500.00
24136	**	Lost Opportunity to Bid	3/11/2018	3/19/2018	700	2690	Lack of ACC availability	A2	10/29/2015	National Association	\$5,173,300.00
23720	**	Lost Business	7/29/2017	8/3/2017	550	2100	Insufficient breakouts/meeting space	A2	11/5/2015	National Association	\$3,821,600.00
24316	**	Lost Opportunity to Bid	1/28/2018	2/5/2018	897	3132	Lack of ACC availability	A2	11/16/2015	National Association	\$5,955,000.00
24317	**	Lost Opportunity to Bid	1/26/2020	2/3/2020	897	3132	Lack of ACC availability	A2	11/16/2015	National Association	\$5,955,000.00
24328	**	Lost Business	10/29/2018	10/30/2018	825	1975	Lack of ACC availability	A2	11/18/2015	Corporate	\$2,039,730.00
24354	**	Lost Opportunity to Bid	7/17/2017	7/18/2017	900	4500	Lack of ACC availability	A1	11/19/2015	Multi-Cultural	\$2,501,100.00
24332	**	Lost Opportunity to Bid	11/13/2019	11/16/2019	2400	10125	Convention center size	A1	11/20/2015	National Association	\$8,932,500.00
23774	**	Lost Opportunity to Bid	6/5/2017	6/9/2017	908	3207	Lack of ACC availability	A1	11/23/2015	Corporate	\$1,916,000.00

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23950	**	Lost Opportunity to Bid	10/5/2016	10/14/2016	3000	13170	Lack of ACC availability	A1	11/23/2015	Corporate	\$3,573,000.00
24283	**	Lost Opportunity to Bid	5/9/2016	5/13/2016	1000	3702	Lack of ACC availability	A1	11/23/2015	Corporate	\$1,393,584.00
24404	**	Lost Opportunity to Bid	2/6/2017	2/11/2017	1550	7154	Lack of ACC availability	A1	11/24/2015	Corporate	\$1,905,600.00
24436	**	Lost Opportunity to Bid	3/2/2018	3/9/2018	2415	8745	Lack of ACC availability	A1	11/30/2015	Corporate	\$2,798,850.00
24437	**	Lost Opportunity to Bid	3/3/2017	3/10/2017	1855	7005	Lack of ACC availability	A1	11/30/2015	Corporate	\$2,143,800.00
23543	**	Lost Business	6/16/2018	6/24/2018	900	3935	Lack of ACC availability	A2	11/30/2015	National Association	\$1,548,300.00
24413	**	Lost Opportunity to Bid	2/16/2020	2/22/2020	1080	5080	ACC consumer show; space not available	A1	11/30/2015	National Association	\$7,793,500.00
24204	**	Lost Opportunity to Bid	2/25/2018	3/1/2018	475	1475	Lack of ACC availability	A2	12/1/2015	Corporate	\$744,375.00
24532	**	Lost Opportunity to Bid	10/5/2018	10/10/2018	600	1760	Lack of ACC availability	A2	12/14/2015	National Association	\$1,786,500.00
24067	**	Lost Opportunity to Bid	8/1/2021	8/5/2021	1400	7252	Insufficient breakouts/meeting space	A1	12/15/2015	National Association	\$1,429,200.00
22650	**	Lost Business	7/1/2020	7/8/2020	4629	33625	Convention center size	A1	12/21/2015	Sports	\$6,277,610.00
24651	**	Lost Opportunity to Bid	10/10/2017	10/13/2017	1525	5937	Lack of ACC availability	A1	1/5/2016	Corporate	\$1,786,500.00
24666	**	Lost Opportunity to Bid	1/15/2017	1/19/2017	5300	27700	Lack of ACC availability	A1	1/6/2016	Corporate	\$6,818,760.00
24438	**	Lost Opportunity to Bid	9/18/2022	9/21/2022	4300	20984	Convention center size	A1	1/7/2016	National Association	\$9,096,858.00
24510	**	Lost Opportunity to Bid	3/27/2017	3/30/2017	1200	4500	Lack of ACC availability	A1	1/12/2016	Corporate	\$1,429,200.00
24818	**	Lost Opportunity to Bid	3/13/2019	3/16/2019	525	1960	ACC consumer show; space not available	A2	1/21/2016	National Association	\$952,800.00
24820	**	Lost Opportunity to Bid	10/14/2018	10/19/2018	559	1740	ACC consumer show; space not available	A2	1/21/2016	National Association	\$1,677,800.00
24821	**	Lost Opportunity to Bid	1/24/2020	1/26/2020	750	2345	Convention center size	A2	1/21/2016	National Association	\$1,191,000.00
24823	**	Lost Opportunity to Bid	10/15/2017	10/20/2017	559	1740	ACC consumer show; space not available	A2	1/21/2016	National Association	\$1,677,800.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
24842	**	Lost Opportunity to Bid	1/11/2017	1/20/2017	1090	3638	Lack of ACC availability	A2	1/25/2016	Corporate	\$2,858,400.00
24843	**	Lost Opportunity to Bid	1/10/2018	1/18/2018	1090	3638	Lack of ACC availability	A2	1/25/2016	Corporate	\$2,858,400.00
24501	**	Lost Opportunity to Bid	2/6/2017	2/9/2017	2965	13018	Lack of ACC availability	A1	1/26/2016	Corporate	\$2,858,400.00
24899	**	Lost Opportunity to Bid	10/22/2018	10/25/2018	2450	7610	Lack of ACC availability	A1	1/28/2016	Corporate	\$2,917,950.00
24848	**	Lost Opportunity to Bid	4/10/2018	4/15/2018	475	1945	Insufficient breakouts/meeting space	A2	1/29/2016	National Association	\$1,429,200.00
23292	**	Lost Business	11/15/2023	11/22/2023	4800	18830	Convention center size	A1	2/3/2016	Education	\$13,101,000.00
24971	**	Lost Opportunity to Bid	3/1/2016	3/5/2016	800	4090	Lack of ACC availability	A2	2/8/2016	National Association	\$1,071,900.00
24992	**	Lost Opportunity to Bid	11/15/2017	11/18/2017	610	2095	Lack of ACC availability	A2	2/10/2016	Multi-Management	\$1,429,200.00
22642	**	Lost Business	11/4/2022	11/10/2022	2675	9815	Convention center size	A1	2/10/2016	National Association	\$11,713,400.00
20645	**	Lost Opportunity to Bid	10/24/2016	10/28/2016	3718	16887	Lack of ACC availability	A1	2/12/2016	Corporate	\$4,764,000.00
24733	**	Lost Opportunity to Bid	3/26/2018	3/29/2018	1200	4500	Lack of ACC availability	A1	2/12/2016	Corporate	\$1,429,200.00
25047	**	Lost Opportunity to Bid	1/7/2018	1/13/2018	1555	4522	Lack of ACC availability	A1	2/16/2016	Corporate	\$3,215,700.00
24543	**	Lost Opportunity to Bid	2/6/2017	2/11/2017	275	1010	Lack of ACC availability	A2	2/18/2016	Corporate	\$2,164,600.00
24456	**	Lost Opportunity to Bid	2/24/2017	2/26/2017	331	1098	Lack of ACC availability	A2	2/19/2016	Corporate	\$7,146,000.00
24909	**	Lost Opportunity to Bid	11/4/2018	11/10/2018	750	2788	Lack of ACC availability	A2	2/23/2016	National Association	\$1,786,500.00
22176	**	Lost Opportunity to Bid	2/7/2016	2/12/2016	2240	8000	Lack of ACC availability	A1	2/29/2016	Corporate	\$2,620,200.00
25205	**	Lost Opportunity to Bid	10/17/2016	10/21/2016	1200	5573	Lack of ACC availability	A1	3/2/2016	Corporate	\$1,429,200.00
25218	**	Lost Opportunity to Bid	3/3/2017	3/10/2017	2077	8579	Lack of ACC availability	A1	3/3/2016	Corporate	\$3,230,730.00



**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEI (\$)
24712	**	Lost Opportunity to Bid	11/28/2020	12/5/2020	2000	7020	Lack of ACC availability	A1	3/7/2016	National Association	\$4,764,000.00
25304	**	Lost Opportunity to Bid	1/22/2017	1/25/2017	2271	7667	Lack of ACC availability	A1	3/14/2016	Corporate	\$3,161,350.00
25303	**	Lost Opportunity to Bid	5/21/2020	5/24/2020	1900	7885	Lack of ACC availability	A1	3/14/2016	National Association	\$2,382,000.00
25339	**	Lost Opportunity to Bid	2/12/2018	2/15/2018	821	3574	Lack of ACC availability	A2	3/16/2016	Corporate	\$988,530.00
25344	**	Lost Opportunity to Bid	10/30/2021	11/5/2021	2600	10870	Convention center size	A1	3/17/2016	National Association	\$5,955,000.00
25346	**	Lost Opportunity to Bid	6/20/2018	6/29/2018	850	3135	Lack of ACC availability	A1	3/21/2016	National Association	\$5,955,000.00
25377	**	Lost Opportunity to Bid	1/6/2019	1/14/2019	897	3132	Lack of ACC availability	A2	3/21/2016	National Association	\$5,955,000.00
25399	**	Lost Opportunity to Bid	9/25/2020	10/1/2020	1350	5550	Lack of ACC availability	A1	3/23/2016	National Association	\$11,268,200.00
25421	**	Lost Opportunity to Bid	1/21/2018	1/27/2018	1200	4745	Lack of ACC availability	A2	3/24/2016	Corporate	\$1,429,200.00
23231	**	Lost Opportunity to Bid	4/16/2020	4/19/2020	2265	6529	ACC consumer show; space not available	A1	3/24/2016	National Association	\$7,146,000.00
25469	**	Lost Opportunity to Bid	4/28/2017	5/5/2017	2025	10897	Lack of ACC availability	A1	3/29/2016	Corporate	\$2,977,500.00
25459	**	Lost Opportunity to Bid	1/31/2018	2/3/2018	1648	4601	Lack of ACC availability	A1	3/31/2016	Corporate	\$2,382,000.00
25484	**	Lost Opportunity to Bid	1/13/2017	1/23/2017	722	4325	Lack of ACC availability	A2	3/31/2016	Corporate	\$1,429,200.00
25487	**	Lost Opportunity to Bid	3/27/2017	3/30/2017	1430	4480	ACC consumer show; space not available	A2	3/31/2016	Corporate	\$2,620,200.00
25490	**	Lost Opportunity to Bid	5/9/2017	5/11/2017	1800	4315	Lack of ACC availability	A2	3/31/2016	Corporate	\$2,987,900.00
25432	**	Lost Opportunity to Bid	9/15/2018	9/21/2018	1977	7688	Lack of ACC availability	A1	4/4/2016	Corporate	\$2,977,500.00
25519	**	Lost Opportunity to Bid	5/16/2018	5/22/2018	900	3610	Lack of ACC availability	A1	4/5/2016	National Association	\$2,382,000.00
23970	**	Lost Business	7/31/2017	8/4/2017	1850	7493	Convention center size	A1	4/7/2016	Corporate	\$2,382,000.00
25170	**	Lost Business	9/19/2018	9/21/2018	1200	4460	Lack of ACC availability	A2	4/14/2016	National Association	\$2,382,000.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
25610	**	Lost Opportunity to Bid	12/4/2019	12/7/2019	2000	7020	Lack of ACC availability	A1	4/15/2016	National Association	\$4,764,000.00
25772	**	Lost Opportunity to Bid	2/16/2018	2/24/2018	1150	5435	Lack of ACC availability	A1	4/29/2016	Corporate	\$1,530,492.00
23951	**	Lost Opportunity to Bid	12/12/2018	12/16/2018	2604	6652	Convention center size	A1	5/2/2016	Corporate	\$17,865,000.00
25048	**	Lost Business	1/9/2020	1/11/2020	1100	4052	Lack of ACC availability	A1	5/3/2016	National Association	\$4,736,825.00
25819	**	Lost Opportunity to Bid	4/23/2018	4/25/2018	2500	6938	Lack of ACC availability	A1	5/4/2016	Corporate	\$2,977,500.00
25776	**	Lost Opportunity to Bid	10/15/2017	10/19/2017	313	1219	Lack of ACC availability	A2	5/5/2016	Corporate	\$2,588,965.00
25781	**	Lost Opportunity to Bid	3/28/2017	4/1/2017	4500	13900	Lack of ACC availability	A1	5/5/2016	Multi-Management	\$5,270,460.00
25802	**	Lost Opportunity to Bid	4/20/2018	4/24/2018	1750	6875	Lack of ACC availability	A1	5/5/2016	National Association	\$5,758,400.00
25792	**	Lost Opportunity to Bid	9/21/2018	9/26/2018	565	1765	Lack of ACC availability	A2	5/9/2016	National Association	\$1,548,300.00
24952	**	Lost Business	2/22/2018	2/25/2018	800	2465	Lack of ACC availability	A2	5/10/2016	National Association	\$1,667,400.00
25423	**	Lost Opportunity to Bid	10/21/2017	10/23/2017	1200	4025	Lack of ACC availability	A2	5/23/2016	Corporate	\$1,429,200.00
25938	**	Lost Business	4/29/2017	4/29/2017	15	15	Lack of ACC availability	A2	5/25/2016	Corporate	\$2,382,000.00
24057	**	Lost Business	7/16/2018	7/21/2018	900	2565	Lack of ACC availability	A2	5/26/2016	National Association	\$2,977,500.00
26039	**	Lost Opportunity to Bid	7/26/2016	7/31/2016	1300	4000	Lack of ACC availability	A1	5/27/2016	Corporate	\$7,146,000.00
26017	**	Lost Opportunity to Bid	10/22/2017	10/28/2017	850	2985	Lack of ACC availability	A1	5/27/2016	National Association	\$3,334,800.00
26043	**	Lost Opportunity to Bid	5/2/2020	5/8/2020	2500	8325	Lack of ACC availability	A1	5/31/2016	Corporate	\$3,944,404.00
26071	**	Lost Opportunity to Bid	2/25/2017	3/2/2017	1800	5945	Lack of ACC availability	A2	6/2/2016	Corporate	\$2,143,800.00
26050	**	Lost Opportunity to Bid	3/9/2017	3/11/2017	390	1245	Lack of ACC availability	A2	6/3/2016	Corporate	\$595,500.00
25064	**	Lost Business	4/26/2017	4/30/2017	351	914	Lack of ACC availability	A2	6/9/2016	Corporate	\$571,680.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
26045	**	Lost Opportunity to Bid	9/23/2018	9/26/2018	1183	4197	Lack of ACC availability	A2	6/9/2016	Corporate	\$1,429,200.00
25857	**	Lost Opportunity to Bid	4/15/2018	4/20/2018	3430	10820	Lack of ACC availability	A1	6/13/2016	Corporate	\$4,764,000.00
26149	**	Lost Opportunity to Bid	9/24/2018	9/26/2018	3300	9306	Lack of ACC availability	A1	6/13/2016	National Association	\$8,337,000.00
26156	**	Lost Opportunity to Bid	11/21/2019	11/27/2019	1300	4540	Lack of ACC availability	A1	6/14/2016	Government	\$2,977,500.00
24745	**	Lost Business	7/17/2018	7/22/2018	1800	6770	Lack of ACC availability	A1	6/16/2016	National Association	\$3,424,125.00
24677	**	Lost Opportunity to Bid	1/14/2018	1/18/2018	5300	27700	ACC consumer show; space not available	A1	6/24/2016	Corporate	\$6,818,760.00
26227	**	Lost Opportunity to Bid	4/24/2020	4/29/2020	1500	5465	Lack of ACC availability	A2	6/27/2016	Corporate	\$4,168,500.00
26245	**	Lost Opportunity to Bid	8/11/2020	8/19/2020	2862	10828	Convention center size	A1	6/27/2016	Corporate	\$7,146,000.00
25318	**	Lost Opportunity to Bid	2/20/2017	2/23/2017	230	752	Lack of ACC availability	A2	6/27/2016	National Association	\$714,600.00
25198	**	Lost Opportunity to Bid	4/24/2017	4/27/2017	275	1070	Lack of ACC availability	A2	6/27/2016	Nonprofit Entity/ Corporation	\$3,995,050.00
26241	**	Lost Opportunity to Bid	10/8/2018	10/11/2018	1525	5937	Lack of ACC availability	A1	6/29/2016	Corporate	\$2,977,500.00
26264	**	Lost Opportunity to Bid	7/28/2017	8/4/2017	2155	9338	Lack of ACC availability	A1	6/30/2016	Corporate	\$2,382,000.00
26080	**	Lost Opportunity to Bid	7/31/2017	8/3/2017	710	3085	Lack of ACC availability	A2	7/6/2016	Corporate	\$2,382,000.00
26066	**	Lost Business	4/3/2018	4/7/2018	4500	13900	Lack of ACC availability	A1	7/6/2016	Multi-Management	\$5,270,460.00
26309	**	Lost Opportunity to Bid	4/4/2018	4/7/2018	1000	2500	Lack of ACC availability	A2	7/11/2016	Education	\$2,858,400.00
26373	**	Lost Opportunity to Bid	5/13/2019	5/18/2019	1700	5627	Lack of ACC availability	A1	7/15/2016	Corporate	\$4,206,075.00
26366	**	Lost Opportunity to Bid	5/21/2018	5/24/2018	755	2496	Lack of ACC availability	A2	7/15/2016	National Association	\$3,474,700.00
23472	**	Lost Opportunity to Bid	5/2/2019	5/4/2019	745	1820	Lack of ACC availability	A2	7/15/2016	State Association	\$3,171,750.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
26246	**	Lost Opportunity to Bid	4/30/2020	5/2/2020	745	1820	Lack of ACC availability	A2	7/15/2016	State Association	\$3,171,750.00
26151	**	Lost Business	6/3/2018	6/6/2018	1361	5484	Lack of ACC availability	A2	7/18/2016	Multi-Management	\$1,905,600.00
26395	**	Lost Opportunity to Bid	1/31/2019	2/8/2019	1923	6711	Lack of ACC availability	A1	7/22/2016	Corporate	\$2,382,000.00
25364	**	Lost Opportunity to Bid	1/14/2019	1/17/2019	996	2996	Lack of ACC availability	A2	7/26/2016	Corporate	\$2,858,400.00
26463	**	Lost Opportunity to Bid	2/18/2018	2/21/2018	706	2884	Lack of ACC availability	A2	7/26/2016	Corporate	\$1,786,500.00
26466	**	Lost Opportunity to Bid	2/28/2018	3/3/2018	1077	4214	Lack of ACC availability	A2	7/26/2016	Corporate	\$3,573,000.00
26539	**	Lost Business	10/18/2017	10/20/2017	385	1115	Lack of ACC availability	A2	8/5/2016	Corporate	\$655,050.00
26197	**	Lost Business	4/22/2019	4/25/2019	1636	6746	Lack of ACC availability	A1	8/8/2016	Corporate	\$1,852,005.00
26198	**	Lost Business	4/16/2018	4/19/2018	1636	6746	Lack of ACC availability	A1	8/8/2016	Corporate	\$1,852,005.00
26199	**	Lost Business	4/13/2020	4/16/2020	1636	6746	Lack of ACC availability	A1	8/8/2016	Corporate	\$1,852,005.00
26044	**	Lost Business	9/21/2017	9/27/2017	1183	4197	Lack of ACC availability	A2	8/10/2016	Corporate	\$1,429,200.00
26660	**	Lost Opportunity to Bid	11/1/2017	11/12/2017	2800	14936	Lack of ACC availability	A1	8/15/2016	Corporate	\$3,573,000.00
26646	**	Lost Opportunity to Bid	1/30/2020	2/2/2020	3750	7593	Convention center size	A1	8/15/2016	Religious	\$8,932,500.00
26158	**	Lost Business	11/19/2020	11/25/2020	1300	4540	Lack of ACC availability	A1	8/16/2016	Government	\$2,977,500.00
26675	**	Lost Opportunity to Bid	2/14/2017	2/16/2017	1650	6600	Lack of ACC availability	A1	8/18/2016	Corporate	\$2,262,900.00
24803	**	Lost Opportunity to Bid	5/16/2019	5/24/2019	2500	11630	Lack of ACC availability	A1	8/19/2016	Corporate	\$7,146,000.00
26659	**	Lost Opportunity to Bid	5/15/2018	5/18/2018	1430	4471	Lack of ACC availability	A1	8/19/2016	Corporate	\$4,243,650.00
25928	**	Lost Business	5/31/2020	6/3/2020	1780	7302	Lack of ACC availability	A1	8/19/2016	National Association	\$4,764,000.00
26361	**	Lost Opportunity to Bid	3/10/2019	3/13/2019	2587	7835	Lack of ACC availability	A1	8/22/2016	Corporate	\$2,977,500.00
23225	**	Lost Business	7/28/2018	8/1/2018	900	4705	Lack of ACC availability	A2	8/22/2016	National Association	\$2,035,100.00
26427	**	Lost Business	1/10/2019	1/13/2019	407	1342	Lack of ACC availability	A2	8/23/2016	Corporate	\$476,400.00
26741	**	Lost Opportunity to Bid	4/13/2018	4/19/2018	850	2805	Lack of ACC availability	A2	8/25/2016	National Association	\$1,667,400.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
26584	**	Lost Opportunity to Bid	2/24/2021	2/27/2021	1600	6090	Lack of ACC availability	A1	8/31/2016	National Association	\$4,764,000.00
26519	**	Lost Business	8/5/2017	8/10/2017	2700	13700	Lack of ACC availability	A1	9/2/2016	Corporate	\$3,315,140.00
24608	**	Lost Business	8/26/2018	8/29/2018	550	1500	Lack of ACC availability	A2	9/6/2016	Corporate	\$2,402,800.00
25818	**	Lost Opportunity to Bid	5/1/2017	5/3/2017	2500	6938	Lack of ACC availability	A1	9/8/2016	Corporate	\$2,977,500.00
26947	**	Lost Opportunity to Bid	1/16/2019	1/19/2019	2700	8370	Lack of ACC availability	A1	9/21/2016	National Association	\$4,049,400.00
26841	**	Lost Business	5/7/2018	5/10/2018	180	500	Lack of ACC availability	A2	9/22/2016	Corporate	\$214,380.00
26912	**	Lost Opportunity to Bid	2/25/2020	2/28/2020	1275	2675	Lack of ACC availability	A1	9/26/2016	Education	\$4,883,100.00
26975	**	Lost Opportunity to Bid	10/4/2017	10/9/2017	670	2652	Lack of ACC availability	A1	9/26/2016	Sports	\$1,296,000.00
26940	**	Lost Opportunity to Bid	1/5/2022	1/8/2022	2600	13364	ACC consumer show; space not available	A1	9/27/2016	National Association	\$8,158,920.00
26938	**	Lost Opportunity to Bid	7/25/2020	8/3/2020	2650	11480	Lack of ACC availability	A1	9/28/2016	Corporate	\$4,168,500.00
26969	**	Lost Opportunity to Bid	2/20/2020	2/26/2020	2850	13350	Convention center size	A1	9/28/2016	Corporate	\$6,550,500.00
26888	**	Lost Opportunity to Bid	10/14/2019	10/18/2019	2450	7610	Lack of ACC availability	A1	9/30/2016	Corporate	\$2,977,500.00
26937	**	Lost Opportunity to Bid	9/24/2017	9/27/2017	400	1300	Lack of ACC availability	A2	10/4/2016	Corporate	\$2,879,200.00
27124	**	Lost Opportunity to Bid	3/20/2019	3/28/2019	1263	5469	Lack of ACC availability	A1	10/16/2016	National Association	\$2,382,000.00
27125	**	Lost Opportunity to Bid	3/18/2020	3/26/2020	1263	5469	Lack of ACC availability	A1	10/16/2016	National Association	\$2,382,000.00
27126	**	Lost Opportunity to Bid	3/3/2021	3/11/2021	1263	5469	Lack of ACC availability	A1	10/16/2016	National Association	\$2,382,000.00
26968	**	Lost Business	1/20/2019	1/23/2019	2850	13335	Lack of ACC availability	A1	10/20/2016	Corporate	\$6,550,500.00
24289	**	Lost Business	11/12/2019	11/18/2019	1900	6491	Lack of ACC availability	A1	10/24/2016	Corporate	\$3,573,000.00
27249	**	Lost Opportunity to Bid	12/31/2018	1/8/2019	5200	21575	Convention center size	A1	10/24/2016	Religious	\$20,322,150.00
27254	**	Lost Opportunity to Bid	5/3/2019	5/10/2019	1515	5675	Lack of ACC availability	A2	10/25/2016	Corporate	\$2,739,300.00
27050	**	Lost Opportunity to Bid	9/21/2017	9/29/2017	1998	6942	Lack of ACC availability	A2	10/26/2016	Corporate	\$2,203,350.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
27345	**	Lost Opportunity to Bid	11/11/2017	11/16/2017	310	705	Lack of ACC availability	A2	11/2/2016	Corporate	\$1,012,350.00
25275	**	Lost Business	7/19/2019	7/24/2019	1075	3580	Lack of ACC availability	A2	11/2/2016	Multi-Management	\$1,682,430.00
26756	**	Lost Opportunity to Bid	3/29/2019	4/5/2019	1350	4875	Lack of ACC availability	A1	11/4/2016	Corporate	\$3,573,000.00
27376	**	Lost Opportunity to Bid	11/1/2018	11/3/2018	575	1675	Lack of ACC availability	A2	11/7/2016	Education	\$4,839,150.00
27377	**	Lost Opportunity to Bid	6/14/2020	6/17/2020	875	3584	Lack of ACC availability	A2	11/7/2016	National Association	\$1,786,500.00
27260	**	Lost Opportunity to Bid	1/2/2020	1/10/2020	2500	11595	ACC consumer show; space not available	A1	11/8/2016	Corporate	\$5,359,500.00
27389	**	Lost Opportunity to Bid	10/13/2018	10/17/2018	1000	2850	Lack of ACC availability	A2	11/8/2016	Corporate	\$1,524,480.00
27396	**	Lost Opportunity to Bid	4/30/2020	5/8/2020	2500	11595	Lack of ACC availability	A1	11/9/2016	Corporate	\$7,146,000.00
27443	**	Lost Opportunity to Bid	5/8/2018	5/11/2018	5000	14880	Lack of ACC availability	A1	11/15/2016	Corporate	\$10,583,125.00
27460	**	Lost Opportunity to Bid	8/5/2018	8/16/2018	690	3605	Lack of ACC availability	A2	11/16/2016	Corporate	\$774,150.00
27453	**	Lost Opportunity to Bid	9/16/2019	9/19/2019	2120	8556	Lack of ACC availability	A1	11/18/2016	Corporate	\$3,399,550.00
27489	**	Lost Opportunity to Bid	5/3/2020	5/7/2020	1742	7052	Lack of ACC availability	A2	11/18/2016	Corporate	\$3,869,525.00
27316	**	Lost Opportunity to Bid	5/23/2019	5/28/2019	1600	7671	Lack of ACC availability	A1	11/20/2016	National Association	\$5,955,000.00
27509	**	Lost Opportunity to Bid	7/11/2019	7/16/2019	1800	8180	Lack of ACC availability	A1	11/23/2016	National Association	\$3,811,200.00
27537	**	Lost Opportunity to Bid	5/1/2017	5/4/2017	1756	7293	Lack of ACC availability	A1	11/28/2016	Corporate	\$3,573,000.00
26811	**	Lost Business	4/22/2021	4/30/2021	1500	8899	Convention center size	A1	11/29/2016	National Association	\$5,359,500.00
27524	**	Lost Opportunity to Bid	7/14/2022	7/19/2022	1800	8180	Lack of ACC availability	A1	12/2/2016	National Association	\$3,811,200.00
27607	**	Lost Opportunity to Bid	3/2/2018	3/9/2018	2500	10125	Lack of ACC availability	A1	12/6/2016	Corporate	\$3,483,960.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEl (\$)
27618	**	Lost Opportunity to Bid	10/19/2019	10/22/2019	1500	7083	Lack of ACC availability	A2	12/6/2016	National Association	\$9,053,666.00
27621	**	Lost Opportunity to Bid	4/23/2017	4/28/2017	730	3020	Lack of ACC availability	A2	12/7/2016	Corporate	\$1,250,550.00
27656	**	Lost Opportunity to Bid	5/16/2018	5/20/2018	1500	5550	Lack of ACC availability	A2	12/9/2016	Corporate	\$1,786,500.00
27461	**	Lost Opportunity to Bid	5/8/2018	5/11/2018	5000	14880	Lack of ACC availability	A1	12/12/2016	Corporate	\$10,583,125.00
27334	**	Lost Business	6/4/2018	6/6/2018	575	1800	Lack of ACC availability	A2	12/15/2016	Corporate	\$1,191,000.00
27705	**	Lost Business	6/4/2018	6/8/2018	450	1250	Lack of ACC availability	A2	12/15/2016	Corporate	\$1,429,200.00
26970	**	Lost Opportunity to Bid	2/16/2017	2/20/2017	370	800	Lack of ACC availability	A2	12/19/2016	Corporate	\$7,146,000.00
25253	**	Lost Opportunity to Bid	4/21/2021	4/28/2021	3100	12000	Convention center size	A1	12/20/2016	Corporate	\$5,359,500.00
27540	**	Lost Opportunity to Bid	6/3/2018	6/7/2018	1150	4105	Lack of ACC availability	A2	12/21/2016	Corporate	\$1,786,500.00
27757	**	Lost Opportunity to Bid	6/23/2018	7/1/2018	637	2456	Lack of ACC availability	A1	12/21/2016	National Association	\$2,143,800.00
27768	**	Lost Opportunity to Bid	11/3/2019	11/8/2019	1950	6125	Lack of ACC availability	A1	12/22/2016	Corporate	\$4,774,400.00
15436	**	Lost Business	2/2/2019	2/6/2019	1000	2600	Lack of ACC availability	A1	12/23/2016	Corporate	\$11,019,600.00
27783	**	Lost Opportunity to Bid	10/19/2024	10/23/2024	5000	20100	Convention center size	A1	1/3/2017	National Association	\$9,342,975.00
27876	**	Lost Opportunity to Bid	11/1/2017	11/3/2017	550	1143	Lack of ACC availability	A2	1/12/2017	National Association	\$4,764,000.00
27910	**	Lost Opportunity to Bid	5/9/2018	5/15/2018	300	640	Lack of ACC availability	A2	1/18/2017	Corporate	\$2,382,000.00
27925	**	Lost Opportunity to Bid	5/11/2018	5/18/2018	5700	27400	Lack of ACC availability	A1	1/18/2017	Corporate	\$8,166,435.00
27943	**	Lost Opportunity to Bid	4/16/2018	4/19/2018	520	2090	Lack of ACC availability	A2	1/20/2017	Corporate	\$1,786,500.00
27975	**	Lost Opportunity to Bid	10/16/2017	10/20/2017	1300	5075	Lack of ACC availability	A1	1/23/2017	Government	\$7,241,950.00
27936	**	Lost Opportunity to Bid	4/1/2019	4/7/2019	4562	13980	Lack of ACC availability	A1	1/23/2017	Multi-Management	\$11,314,500.00
27447	**	Lost Opportunity to Bid	4/7/2018	4/12/2018	470	1718	Lack of ACC availability	A2	1/23/2017	National Association	\$1,191,000.00

**ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years**

**Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date**

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEI (\$)
27952	**	Lost Opportunity to Bid	6/9/2021	6/13/2021	2002	7464	Lack of ACC availability	A1	1/23/2017	National Association	\$5,955,000.00
10455	**	Lost Business	4/16/2021	4/20/2021	6000	26940	Convention center size	A1	1/24/2017	National Association	\$17,940,150.00
27958	**	Lost Opportunity to Bid	4/29/2019	5/3/2019	525	1806	Lack of ACC availability	A2	1/24/2017	National Association	\$1,786,500.00
27959	**	Lost Opportunity to Bid	11/6/2018	11/11/2018	2200	9196	Lack of ACC availability	A1	1/25/2017	National Association	\$4,883,100.00
26028	**	Lost Opportunity to Bid	2/11/2018	2/20/2018	660	3270	Lack of ACC availability	A2	1/26/2017	Corporate	\$1,071,900.00
27628	**	Lost Opportunity to Bid	6/29/2019	7/2/2019	1300	5145	Lack of ACC availability	A1	1/30/2017	National Association	\$3,675,325.00
28069	**	Lost Opportunity to Bid	7/18/2018	7/21/2018	1307	4682	Lack of ACC availability	A2	1/31/2017	Corporate	\$4,764,000.00
28071	**	Lost Opportunity to Bid	7/13/2018	7/15/2018	2068	5879	Lack of ACC availability	A1	1/31/2017	Corporate	\$6,550,500.00
28111	**	Lost Opportunity to Bid	11/20/2019	11/24/2019	1110	3795	Lack of ACC availability	A2	2/6/2017	Religious	\$6,030,150.00
28112	**	Lost Opportunity to Bid	11/18/2020	11/22/2020	1110	3795	Lack of ACC availability	A2	2/6/2017	Religious	\$6,030,150.00
28137	**	Lost Opportunity to Bid	6/5/2019	6/7/2019	800	2770	Lack of ACC availability	A2	2/7/2017	National Association	\$1,310,100.00
28147	**	Lost Opportunity to Bid	5/6/2019	5/8/2019	1700	6715	Lack of ACC availability	A1	2/7/2017	National Association	\$2,620,200.00
25884	**	Lost Opportunity to Bid	5/19/2018	5/24/2018	2390	9290	Lack of ACC availability	A1	2/8/2017	Corporate	\$2,977,500.00
28144	**	Lost Opportunity to Bid	1/10/2021	1/14/2021	3568	17076	ACC consumer show; space not available	A1	2/9/2017	Corporate	\$4,239,960.00
28145	**	Lost Opportunity to Bid	1/9/2022	1/13/2022	3568	17076	ACC consumer show; space not available	A1	2/9/2017	Corporate	\$4,239,960.00
28122	**	Lost Opportunity to Bid	6/20/2020	6/25/2020	1400	6020	Lack of ACC availability	A2	2/13/2017	National Association	\$2,024,700.00
28276	**	Lost Opportunity to Bid	3/21/2021	3/24/2021	900	3700	Lack of ACC availability	A2	2/22/2017	National Association	\$1,667,400.00
28319	**	Lost Opportunity to Bid	1/22/2018	1/26/2018	2239	9298	Lack of ACC availability	A1	2/23/2017	Corporate	\$2,620,200.00
27211	**	Lost Business	6/14/2017	6/18/2017	400	915	Lack of ACC availability	A2	2/24/2017	Corporate	\$5,955,000.00
27200	**	Lost Business	1/17/2021	1/20/2021	2850	13350	Convention center size	A1	2/27/2017	Corporate	\$6,550,500.00



ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years

Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEI (\$)
28321	**	Lost Opportunity to Bid	5/20/2019	5/23/2019	1635	6215	Lack of ACC availability	A1	2/27/2017	Corporate	\$2,143,800.00
28375	**	Lost Opportunity to Bid	2/21/2020	2/28/2020	950	3824	Lack of ACC availability	A1	2/28/2017	Corporate	\$7,146,000.00
28377	**	Lost Opportunity to Bid	1/8/2018	1/11/2018	1224	5380	Lack of ACC availability	A1	2/28/2017	Corporate	\$1,429,200.00
28378	**	Lost Opportunity to Bid	1/15/2018	1/18/2018	3400	14725	Lack of ACC availability	A1	2/28/2017	Corporate	\$4,049,400.00
28320	**	Lost Opportunity to Bid	5/18/2020	5/21/2020	1635	6215	Lack of ACC availability	A1	3/1/2017	Corporate	\$2,143,800.00
26689	**	Lost Business	2/21/2020	2/25/2020	1600	6253	Insufficient breakouts/meeting space	A1	3/3/2017	National Association	\$8,334,650.00
28406	**	Lost Business	5/17/2018	5/21/2018	250	950	Lack of ACC availability	A1	3/3/2017	Sports	\$378,000.00
28408	**	Lost Business	4/19/2018	4/23/2018	300	1200	Lack of ACC availability	A1	3/3/2017	Sports	\$702,000.00
28418	**	Lost Business	3/15/2018	3/18/2018	250	950	Lack of ACC availability	A1	3/3/2017	Sports	\$345,600.00
28513	**	Lost Opportunity to Bid	11/10/2018	11/12/2018	1600	5275	Lack of ACC availability	A1	3/23/2017	National Association	\$3,498,990.00
25920	**	Lost Business	6/14/2019	6/20/2019	800	2600	Lack of ACC availability	A2	3/27/2017	Corporate	\$3,886,350.00
28641	**	Lost Opportunity to Bid	4/8/2019	4/11/2019	600	2650	Lack of ACC availability	A2	3/27/2017	National Association	\$3,474,700.00
28642	**	Lost Opportunity to Bid	10/16/2018	10/19/2018	1200	4060	Insufficient breakouts/meeting space	A2	4/6/2017	Corporate	\$1,429,200.00
28051	**	Lost Opportunity to Bid	3/13/2019	3/15/2019	391	1479	Lack of ACC availability	A2	4/6/2017	National Association	\$1,071,900.00
28536	**	Lost Opportunity to Bid	3/19/2018	3/23/2018	1000	4060	Lack of ACC availability	A2	4/7/2017	Corporate	\$1,191,000.00
28692	**	Lost Opportunity to Bid	3/5/2018	3/7/2018	700	1905	Lack of ACC availability	A2	4/7/2017	Corporate	\$1,530,492.00
28732	**	Lost Opportunity to Bid	1/15/2018	1/18/2018	1015	2330	Lack of ACC availability	A2	4/7/2017	Corporate	\$2,343,606.00
28786	**	Lost Opportunity to Bid	1/19/2020	1/26/2020	600	2200	Lack of ACC availability	A2	4/12/2017	Corporate	\$833,700.00
28788	**	Lost Opportunity to Bid	6/7/2021	6/11/2021	750	4025	Lack of ACC availability	A2	4/12/2017	National Association	\$3,334,800.00
28860	**	Lost Opportunity to Bid	3/3/2019	3/5/2019	480	1725	Lack of ACC availability	A1	4/17/2017	National Association	\$1,491,635.00

ACVB - ACCD Groups, Lost Business/Lost Opportunity - New Inquiries from January 1, 2015 for all future years

Lost Code = ACC availability, facility size, insufficient breakouts; sorted by Lost Date

Lead ID	Account	Status	ARR	DEP	PRN	TRN	Lost Code	Lead Type	Lost Date	Market Segment	EEI (\$)
28404	**	Lost Business	7/19/2018	7/23/2018	250	950	Lack of ACC availability	A1	4/18/2017	Sports	\$432,000.00
28889	**	Lost Opportunity to Bid	6/10/2019	6/14/2019	1698	7413	Lack of ACC availability	A1	4/19/2017	Corporate	\$1,905,600.00
28890	**	Lost Opportunity to Bid	6/8/2020	6/12/2020	1698	7413	Lack of ACC availability	A1	4/19/2017	Corporate	\$1,905,600.00
28887	**	Lost Opportunity to Bid	6/7/2021	6/11/2021	1698	7413	Lack of ACC availability	A1	4/20/2017	Corporate	\$1,905,600.00
28927	**	Lost Opportunity to Bid	2/27/2018	3/1/2018	500	1000	Lack of ACC availability	A2	4/20/2017	Corporate	\$2,858,400.00
28904	**	Lost Opportunity to Bid	8/26/2021	9/2/2021	820	2689	Lack of ACC availability	A2	4/20/2017	National Association	\$2,143,800.00
28872	**	Lost Opportunity to Bid	6/11/2018	6/15/2018	1740	6610	Lack of ACC availability	A1	4/24/2017	Corporate	\$2,227,284.00
28991	**	Lost Opportunity to Bid	7/6/2020	7/10/2020	900	3935	Lack of ACC availability	A2	4/28/2017	National Association	\$1,548,300.00
29014	**	Lost Opportunity to Bid	9/30/2018	10/5/2018	900	4320	Lack of ACC availability	A2	5/1/2017	Corporate	\$1,429,200.00