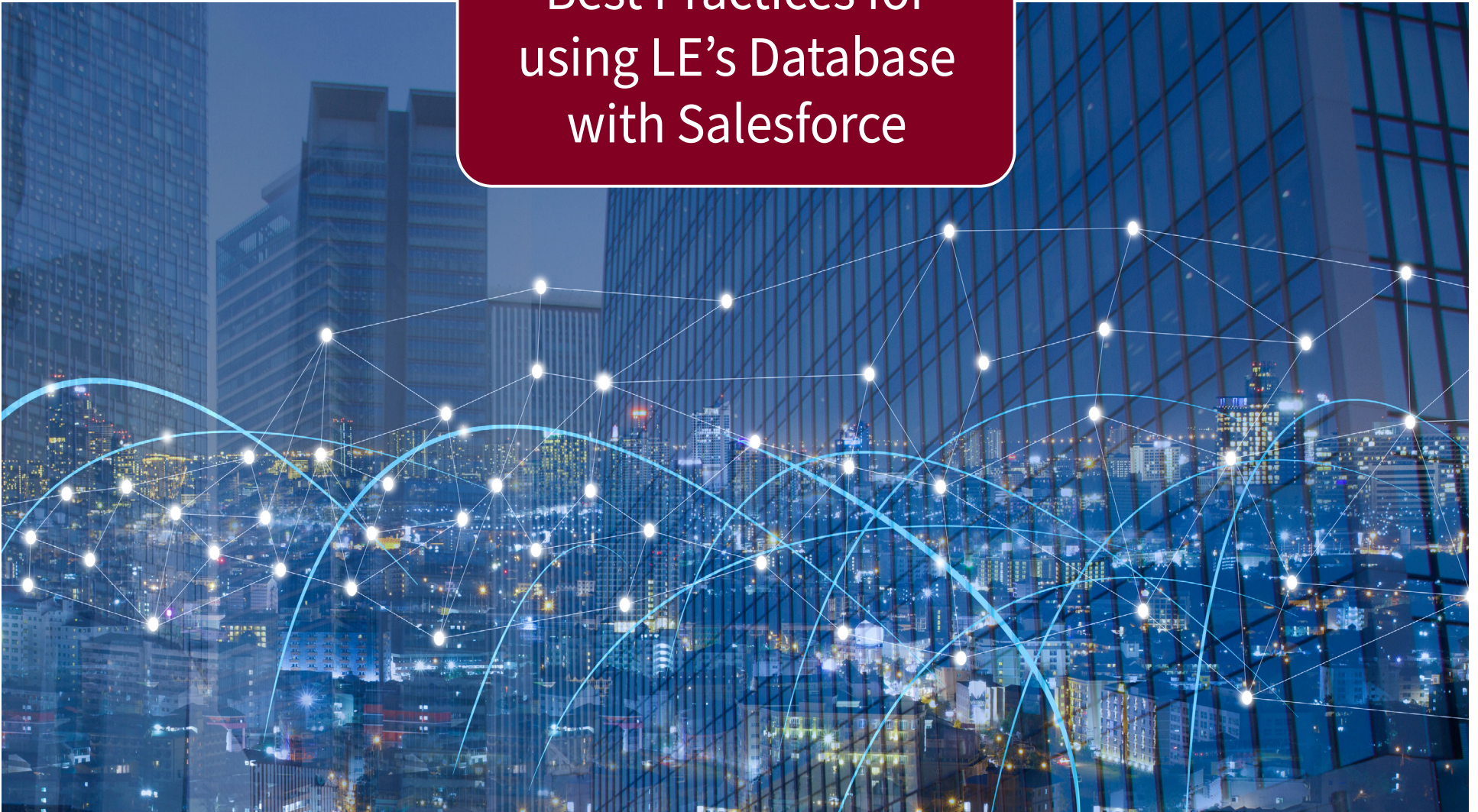




Lodging Econometrics

Best Practices for using LE's Database with Salesforce





Best Practices for using LE's Database with Salesforce

A best practice for using the Lodging Econometrics (LE) Database of Hotel & Contact Records in conjunction with Salesforce is to perform your search in the LE database prior to searching Salesforce. Doing this will allow you to identify more new business and sales opportunities as LE's database has much more robust search capabilities than most Salesforce configurations.

Searching using Property ID or Franchise Key:

After you've conducted your search in LE's database and have your found set of records, use the **LE Property ID** and/or the **Franchise Key** (FKEY) (not available to all clients) to search Salesforce. This is also the best way to ensure that you do not create duplicate property or company records within Salesforce, as the Property IDs and FKeys are unique to each record. LE's Property ID and Franchise Key can be found in the lower right corner in a list view, and in the upper right corner in a record view.

LIST VIEW:

United States > CA > Inland Empire, CA					
Thompson Hotel Palm Springs					
400 N Palm Canyon Dr Palm Springs, CA 92262 United States		Rooms 186 Chain Scale Luxury Brand Thompson Hotel Franchise Co Hyatt Hotels	Market Inland Empire, CA Tract Palm Springs County Riverside Territory Pacific Branch Attributes Modular Build	New Construction Under Construction Start 04/16 Open 10/23 Timeline Changes 2615 1277935	
Dev/Own Arch	Mark Blocher, Hall Structured Finance SMS Architects	214 269-9500 949 757-3240	Mgmt Design	Hyatt Hotels Corp Mark Nichols, Mark Nichols Interior	312 750-1234 310 497-0918

RECORD VIEW:

Back to Search Results

Export

Copy link

Add to Watch List

1 of 1

Thompson Hotel Palm Springs

ID: 1277935
Hyatt.DealID: 2615

Actions & Notes

+ New

Address

400 N Palm Canyon Dr
Palm Springs, CA 92262
United States
Map this location

Rooms 186
Market Inland Empire, CA
Tract Palm Springs
County Riverside
Brand Thompson Hotel
Franchise Co Hyatt Hotels
Chain Scale Luxury
Territory Pacific Branch

New Construction

Project StageUnder Construction

Start Date04/16

Opening Date10/23

Timeline Change History

Additional Details

CountryUnited States

World Region 1North America

World Region 2United States

Location TypeSuburban

Meeting Spaceover 25,000 (ft²)

Brand RoleBrand Managed

AttributesModular Build

Commentary

Thompson by Hyatt is an international lifestyle brand that custom designs each property for its location. Amenities will include onsite fine dining, spa facilities, a business center and meeting space. This hotel project was modular construction.

Developer / Owner

Show less

Mark BlocherP: 214 269-9500
Vice President Investor & Broker Relations
Hall Structured Finance
2323 Ross Ave #200
Dallas, TX 75201
United States

Management Company

Show less

Hyatt Hotels CorpP: 312 750-1234
150 N Riverside Plz
Chicago, IL 60606
United StatesF: 312 750-8550

Architect

Show less

SMS ArchitectsP: 949 757-3240
17848 Sky Park Cir Suite B
Irvine, CA 92614
United States

Designer

Show less

Mark NicholsP: 310 497-0918
Principal
Mark Nichols Interior
4470 Sunset Blvd #91068
Los Angeles, CA 90027
United States



Best Practices for using LE's Database with Salesforce

Searching using Company ID:

You may also search your Salesforce using LE's **Company ID** to look up company-specific information. You can find the Company ID in LE's database by clicking on any company name. This will take you to their company card, as shown below. The Company ID appears in the upper right corner of the company card and begins with the letter "C":

Concord Hospitality Enterprises Co

ID: CO18492

Address

11410 Common Oaks Dr
Raleigh, NC 27614
United States
[Map this location](#)
P: [919 455-2900](#)

Roles

Developer/Owner
Purchaser
Buyer
Seller
Management

Portfolio Size

162 properties
162 in my account
[Generate portfolio listing](#)

Actions & Notes
for this company

+ New

Created Apr 13, 2023
Bill has a close relationship with this company.
Please talk to him before contacting them on any projects.

Contacts

Request More Information

Carl Hren, Senior Vice President Development	P: 919 455-2900
Kenneth Polo, Regional Vice President	P: 919 455-2900
Melinda Griffith, Senior Vice President Business Development	P: 919 455-2833
Matthew McClelland, Executive Vice President Operations	P: 919 455-2900
Grant Sabroff, Senior Vice President Business Development	P: 919 279-6542
Richard Branca, Principal	P: 919 455-2900
Nick Kellock, Chief Operating Officer	P: 919 455-2820
Brian Duncan, Development Director	P: 919 455-2900
Mark Laport, President & Chief Executive Officer	P: 919 455-2810
Nate Kirwan, Senior Development Director	P: 919 455-2827
Julie Richter, Chief Financial Officer	P: 919 455-2890
Scot Cameron, Vice President Capital Assets	P: 919 455-2900
Amy Laport, Interior Design & Development	P: 919 455-2900
Keith McGraw, Partner	P: 919 455-2900

Actions & Notes
for related properties

Homewood Suites Charlotte Uptown

Mgmt

Created Apr 13, 2023
Won

Hyatt House Lansing MSU

Mgmt

Created Apr 13, 2023 • DUE APR 16, 2023
Marketing package sent. Follow up next week to see when bids are being accepted.

The Westin Atlanta Gwinnett

Dev/Own+

Created Apr 13, 2023
Won. Scheduled to ship next week. PO#54972

AC Hotel by Marriott

Mgmt

Created Apr 13, 2023 • DUE APR 16, 2023
Submitted bid. Check status of project next week.

Show less



Best Practices for using LE's Database with Salesforce

Exporting your Actions & Notes:

As you've worked on projects and/or with particular companies, you may have written notes and/or set follow-up reminders on those records in LE's database. Export those notes and follow-up reminders for importing into your Salesforce using the export function in LE's database. To do this, navigate to your Actions & Notes feature in the sidebar menu and click on export. Once you've clicked export, the box below will appear. Check "Include actions and notes" and then export.

EXPORT SEARCH RESULTS

1 Properties

DATA FORMAT

☐ Listing PDF (available for 2500 or fewer)

☒ Excel table (available for 5000 or fewer)

☐ CSV 

OPTIONS

☒ Include notes and actions

☐ Include Company IDs

Date Format: ☒ US ☐ International

☐ Add prior timeline fields as of...

DELIVERY

☒ Download file

☐ Email file to

Approximate file size: 0.0 MB

CANCEL

EXPORT



Best Practices for using LE's Database with Salesforce

Sharing your Search Criteria & IDs

You may also share search criteria and IDs found within the LE database from any search. Simply click on **"Copy link"** that appears in the top right corner of your search results page. Please keep in mind, if your database is set to only show you records within your particular sales territory, sharing this search with someone who is covering a different territory will not produce the same results. However, someone with the same access as yourself, or a more complete access, will see the same information.

[← Back to Search Form](#) [Save as a new Saved Search](#) [Export](#) [Copy link](#)

Activity [Clear](#)
New Construction; Conversion; Renovation

Project Stage [Clear](#)
Underway / Under Construction; Start Next 6 or 12 Months

Country [Clear](#)
United States;

State Province [Clear](#)
IL

Opening Date [Clear](#)
06/01/2023..12/31/2023

MORE FILTERS

records found
48
(5,173 rooms)

[Show related companies](#)

Sorted by Project Type, Project Stage...

Views

United States > IL > Illinois North

Landmark Hotel

210 S Race St
Urbana, IL 61801
United States
217 384-8800

Rooms131

Chain ScaleUpper Upscale

BrandUnbranded Hotel

MarketIllinois North

TractChampaign-Urbana

CountyChampaign

Conversion

Underway

Start 07/22 Open 06/23