


## SPEAKERS

## 

The ${ }^{3}$



Kevin Denney

Sentiment + Science
$\square$

## Sentiment Analysis









## MEMBERSHIP FUNNEL



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## MEMBERSHIP FUNNEL

## ACQUISITION <br> CUSTOMER SERVICE <br> 

## GROWTH

## GROWTH

1922

## GROWTH

1922

FOUNDED

Arboretum founded by Joy Morton of Morton Salt fame. The same family that founded Arbor Day in Nebraska

## GROWTH

1922

## GROWTH



1922


## GROWTH



1922


1972

Established Membership Program with 400 members after first year

## GROWTH



1922


## GROWTH



1922


1972


2005

## GROWTH



1922


1972


2005

Next BIG thing: (took 33 years!) Opening of the 4-acre Children's Garden (September) and several other Major improvements to encourage visitation from members and non-members. Membership grew from 19,537 before opening to 31,100 in 12 months. A 150\% increase. Annual visitation: went from 415K to 735,500 , during the same time - a $77 \%$ increase.

## GROWTH



1922


1972


2005

## GROWTH



1922


1972


2005

2007-09 Recession. No loss of member households; no loss in attendance. By the end of 2009, 34,065 households and 830,617 visitors (about 2/3rd members).

## GROWTH



1922


1972


2005

## GROWTH



1922


1972


2005


2013

## GROWTH



1922


1972


2005


2013

2013 The \$1 million Challenge: Illumination: See Trees in a Different Light launched. Attracted more than 60,000 additional visits in the first year mid-November through 1st week of January. Households climbed another $9 \%$ to 38,618 and admission went to 895,347 (both over prior year).

## GROWTH



1922


1972


2005


2013

## GROWTH

 Arboretum

ILLUMINATION

## GROWTH




2015

2015 LEGOS. Added more admissions due to popular summer exhibition, and Illumination combined to jump our admissions to 1,047,335, a 12\% increase in a single year. Households climbed to 43,735-a jump of 11\% over prior year.

## GROWTH



2013


## GROWTH



2013


2015


2018

2018 Troll Hunt. The Arboretum's most successful exhibition ever and largest growth in admissions and member households since the opening of the Children's Garden 15 years earlier. Households at 53,320and almost all of the 16\% increase came in the months of July - September. Admissions rose to 1.24 million - an increase of $31 \%$ in a single year.

## GROWTH



2013


2015


2018

ILLUMINATION

## GROWTH



2013


2015


2018


2020

2020 COVID. Closed in mid-March, reopened in June. Down about 30\% on revenue and in the process of losing ~ 7,500-10,000 households - being offset by new acquisitions (outdoors place with 1,700 acres to safely social distance. Slowly bringing back some events and onsite opportunities). We extended active members households on the file in March 2020 by three months. Losing the most value-driven and nonphilanthropic members. (Not all bad.OK to rebalance once every generation!)

## GROWTH



2013


2015


2018


COVID-19

## MANAGE CHANGE



## TAKEAWAYS

## 3 Attendee takeaways

## 3 Attendee takeaways



## 3 Attendee takeaways



## TAKEAWAYS

## 3 Attendee takeaways



## CASE STUDY

## Sentiment Analysis / Hotel Case Study

## GUEST EXPERIENCE

## Sentiment Analysis / Hotel Case Study

Objective
Help hotel improve guests experience as reflected in their ratings and reviews fo their hotel experience

## Sentiment Analysis / Hotel Case Study

## Inputs

- feedback provided by hotel guests
- using TripAdvisor platform
- data elements
- overall rating
- review of overall experience


## Example TripAdvisor Record

Review UR107650654
Reviewer: Keszee
Hotel: 87617

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Rating: 3

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## Review UR107650654

Reviewer: Keszee
Hotel: 87617
Rating: 3
Review:
Got a great deal with priceline, only $\$ 75$ per night for December weekend, but can't understand why you only get 3 towels and 1 wash cloth per day. Also, stayed three nights and did not receive new soap or shampoo after checkin.

## EXAMPLE

## Sentiment Analysis / Hotel Case Study

## Analytic Process

1. Extract the sentiment bearing words and phrases used by the reviewers - What are they talking about? - How do they feel these topics?

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## ANALYTIC PROCESS

## Sentiment Analysis / Hotel Case Study

## Analytic Process

2. Derive an overall sentiment score for each review

## Example TripAdvisor Record

Review UR107650654
Reviewer: Keszee
Hotel: 87617
Rating: 3
Review:
Got a great deal with priceline, only $\$ 75$ per night for December weekend, but can't understand why you only get 3 towels and 1 wash cloth per day. Also, stayed three nights and did not receive new soap or shampoo after checkin.
Sentiment Score: -0.21

## Sentiment Analysis / Hotel Case Study

Analytic Process
key points:

1. scalability is critical
2. this process requires specialized tools 3. the core analytic process yields parts that can be combined to form useful analyses

## Sentiment Analysis / Hotel Case Study

## Outputs

specific outputs were designed to support specific applications

## Example Output

| Rank | Feature | Impact on Rating |
| :---: | :---: | :---: |
| 1 | Helpful Friendly Staff | $39.7 \%$ |
| 2 | Good Service | $34.0 \%$ |
| 3 | Plenty of Clean Fluffy Towels | $24.6 \%$ |
| 4 | Good Large TVs | $23.1 \%$ |
| 5 | Good Breakfast | $22.8 \%$ |
| 6 | Well Appointed Bathroom | $20.1 \%$ |
| 7 | Clean Hotel | $19.2 \%$ |
| 8 | Clean Comfortable Room | $19.0 \%$ |
| 9 | Comfortable Bed | $18.0 \%$ |
| 10 | Good Price and Value | $12.5 \%$ |
| 11 | Good Bar and Restaurant | $11.5 \%$ |
| 12 | Good Pool | $8.27 \%$ |
| 13 | Nice View | $3.7 \%$ |

## Hotel Manager's Report

Discussion Points

1. What features are most important?
2. What features are not?
3. What features are not mentioned?

## Sentiment Analysis / Hotel Case Study

Relevance to the Arboretum

- Both haveappropriate data Both need solid process Both focused on improving guest experience
















## 4 STAGES OF SENTIMENT ANALYSIS



## 4 STAGES OF SENTIMENT ANALYSIS

COLLECT


## 4 STAGES OF SENTIMENT ANALYSIS

COLLECT


TUNE

## SHARING: Lots!



## SHARING: Lots!



## SHARING: Lots!

"The classes are a great deal with a membership."

"My kids love the classes. I wish there was more kidfriendly food."

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## 〇〇tripadvisor




























## 1. WHO'S TALKING?

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Sandy R wrote a review Dec 2017

- Sycamore, lllinois • 18 contributions • 3 helpful votes


## -

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Trip type: Travelled with family
This review is the subjective opinion of a TripAdvisor member and not of TripAdvisor LLC
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## 3. WHAT ARE THEY SAYING ABOUT THOSE TOPICS?

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Bundling against the cold
2. WHAT ARE THEY TALKING ABOUT?

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Date of experience: December 2017
Trip type: Travelled with family
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4. HOW DO THEY FEEL ABOUT THOSE TOPICS?

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2. WHAT ARE THEY TALKING
4. HOW DO THEY FEEL ABOUT THOSE TOPICS?

[^0]- Helpful § Share

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ABOUT?

## 3. WHAT ARE ABOUT THOSE <br> 100,000 Comments

1. WHO'S TALKING? 〇〇trip



# 100,000 Comments 

## Why do this?

## Why do this?

## Why do this?

## Why do this?

## Why do this?

## Why do this?

## Why do this?

## Why do this?

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## Why do this?

Real-time analysis of feedback from social media

## MEMBERSHIP FUNNEL

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## MEMBERSHIP FUNNEL

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How might we manage parking better on popular
- days?

105w 35

Auto-related topics for investigation














Where does The Arboretum go from here?

\section*{3 Attendee takeaways}

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\section*{3 Attendee takeaways}


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\section*{That's Kevin's} Phone number. Really. Try Whatsapp
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