



Visit Albuquerque is pleased to provide the October 2019 Hotel Pace report, which has been created to enhance discussions and action plans between Visit Albuquerque and hoteliers. As always, we welcome any feedback towards the continued improvement of this report.

How to read the report:

Each page represents a one-year analysis of Visit Albuquerque-involved bookings. Please keep in mind, this information does not represent the entire destination's group activity.

The top graph and corresponding chart below provide a look at what is currently booked to occur in 2019 (or the year indicated on the top of the page), compared to the STLY (i.e. 2019 as of 7/31/2019 compared to 2018 as of 7/31/2018). This section provides insight into the amount of business that converted for the specific year within the past 12 months (% increase).

The bottom chart sections provide detailed breakout of all meetings/conventions and sporting events as compared to prior year or STLY (i.e. 2019 compared to 2018). Tentatives are provided and added into the total definites for an end of year potential. This section provides insight into the amount of business on the books for a specific year as compared to the year prior at a specific point in time.

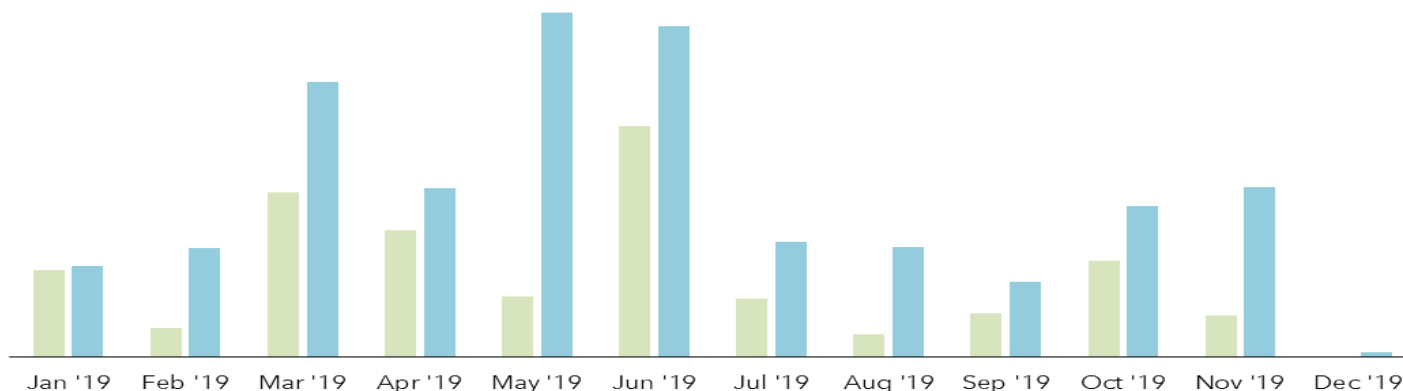
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

Highlights of this month's report:

- Calendar Year 2019 continues with a strong increase of bookings in the year compared to same time last year with a 102% increase in bookings, or ~111K room nights added.
 - Overall 2019 is ahead of pace by 10%, ~19K in room nights compared to same time last year. Meetings & Conventions Definites are up 15% or ~11K and Sports bookings are ahead of pace at 7%, ~9K in room nights.
 - 2019 Total Convention Center is ahead of pace by 55%, approximately 27K room nights compared to same time last year. Center meetings/conventions are up 43% or approximately 12K room nights while Center sports are up 70%, ~15K room nights which is affected by National Senior Games which occurred in June.
 - 2019 Non-center is behind pace in meetings/conventions at -2%, approximately 1K room nights. Sporting events are down by 6%, approximately 6K room nights. Total non-center is at -5% compared to same time last year.
- 2020 is showing an increase of 103% year over year, approximately 52K room nights added.
 - 2020 overall room nights are below pace compared to 2019 at -6% or ~6K room nights. Meetings/conventions are up by 3%, approximately 2K room nights, while Sporting events are showing an overall decrease of 18% which is strongly affected again by National Senior Games.
- 2021 is showing an increase of 300% year over year, or ~35K room nights added.
 - 2021 overall room nights are below pace compared to 2020 with a decrease of 7%, approximately 4K room nights. Meetings & Conventions are down by 41% or ~17K room nights while sporting events are up by 131%, ~13K room nights. Sports pace for 2021-2023 shows a strong increase due to Sun Country Volleyball committing to three years of events at the Convention Center.

One-Year Comparative Business Occurring

Calendar Year 2019 Business Occurring Pace



2019	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Total
10/31/2018	9,824	3,342	18,634	14,292	6,876	26,066	6,681	2,574	4,941	10,894	4,755	0	108,879
10/31/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	12,454	8,570	17,089	19,203	587	219,718
												% Increase	102%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2019	2018	2019	2018
January	8,199	2,054	10,253	2,616	1,246	3,862	0	0	10,253	3,862
February	2,919	9,348	12,267	2,679	11,290	13,969	0	0	12,267	13,969
March	11,797	19,205	31,002	8,514	22,466	30,980	0	0	31,002	30,980
April	13,917	5,186	19,103	9,521	4,367	13,888	0	0	19,103	13,888
May	5,106	33,707	38,813	7,048	34,784	41,832	0	0	38,813	41,832
June	6,079	31,265	37,344	6,149	9,897	16,046	0	0	37,344	16,046
July	4,665	8,368	13,033	8,181	7,758	15,939	0	0	13,033	15,939
August	4,627	7,827	12,454	2,231	10,909	13,140	0	0	12,454	13,140
September	6,080	2,490	8,570	5,704	5,613	11,317	0	0	8,570	11,317
October	14,765	2,324	17,089	9,746	2,281	12,027	0	0	17,089	12,027
November	5,040	14,163	19,203	10,218	15,734	25,952	1,356	908	20,559	26,860
December	361	226	587	336	1,183	1,519	353	624	940	2,143
Total	83,555	136,163	219,718	72,943	127,528	200,471	1,709	1,532	221,427	202,003
Variance	15%	7%	10%				12%	177	10%	19,424

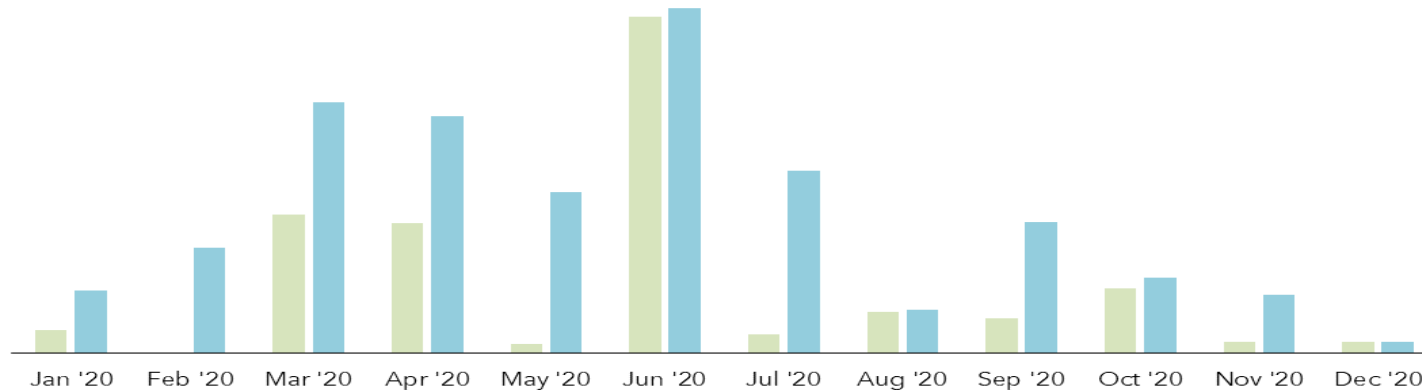
One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	4,006	4,006	0	4,744	4,744	0	0	4,006	4,744
March	8,014	5,032	13,046	3,508	6,106	9,614	0	0	13,046	9,614
April	8,507	2,845	11,352	4,012	0	4,012	0	0	11,352	4,012
May	1,955	0	1,955	3,024	2,863	5,887	0	0	1,955	5,887
June	227	20,238	20,465	1,498	0	1,498	0	0	20,465	1,498
July	2,014	2,361	4,375	3,779	0	3,779	0	0	4,375	3,779
August	1,555	0	1,555	0	4,806	4,806	0	0	1,555	4,806
September	1,788	0	1,788	2,580	0	2,580	0	0	1,788	2,580
October	5,743	0	5,743	3,786	0	3,786	0	0	5,743	3,786
November	4,230	0	4,230	4,314	1,668	5,982	0	0	4,230	5,982
December	0	0	0	0	0	0	0	0	0	0
Total	38,777	36,305	75,082	27,031	21,363	48,394	0	0	75,082	48,394
Variance	43%	70%	55%				0%	0	55%	26,688

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2019	2018	2,019	2,018
January	3,455	231	3,686	2,086	70	2,156	0	0	3,686	2,156
February	2,919	5,342	8,261	2,679	6,546	9,225	0	0	8,261	9,225
March	3,783	14,173	17,956	5,006	16,360	21,366	0	0	17,956	21,366
April	5,410	2,341	7,751	5,509	4,367	9,876	0	0	7,751	9,876
May	3,151	33,707	36,858	4,024	31,921	35,945	0	0	36,858	35,945
June	5,852	11,027	16,879	4,651	9,897	14,548	0	0	16,879	14,548
July	2,651	6,007	8,658	4,402	7,758	12,160	0	0	8,658	12,160
August	3,072	7,827	10,899	2,231	6,103	8,334	0	0	10,899	8,334
September	4,292	2,490	6,782	3,124	5,613	8,737	0	0	6,782	8,737
October	9,022	2,324	11,346	5,960	2,281	8,241	0	0	11,346	8,241
November	810	14,163	14,973	5,904	14,066	19,970	1,356	908	16,329	20,878
December	361	226	587	336	1,183	1,519	353	624	940	2,143
Total	44,778	99,858	144,636	45,912	106,165	152,077	1,709	1,532	146,345	153,609
Variance	-2%	-6%	-5%				12%	177	-5%	7,264

One-Year Comparative Business Occurring

Calendar Year 2020 Business Occurring Pace



2020	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Total
10/31/2018	1,416	0	8,533	8,056	583	20,708	1,197	2,575	2,162	4,035	723	715	50,703
10/31/2019	3,868	6,525	15,471	14,605	9,969	21,278	11,281	2,725	8,077	4,675	3,646	715	102,835
<i>June - National Speech & Debate</i>												% Increase	103%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	2,143	1,725	3,868	8,001	1,823	9,824	2,402	595	6,270	10,419
February	3,268	3,257	6,525	1,321	2,021	3,342	4,142	3,297	10,667	6,639
March	4,458	11,013	15,471	10,339	8,295	18,634	5,664	4,520	21,135	23,154
April	9,496	5,109	14,605	11,147	3,145	14,292	4,932	3,411	19,537	17,703
May	4,040	5,929	9,969	2,140	4,736	6,876	439	7,164	10,408	14,040
June	21,278	0	21,278	5,828	20,238	26,066	6,967	643	28,245	26,709
July	4,695	6,586	11,281	4,250	2,431	6,681	7,860	6,402	19,141	13,083
August	2,725	0	2,725	2,574	0	2,574	930	664	3,655	3,238
September	8,077	0	8,077	4,941	0	4,941	1,300	2,164	9,377	7,105
October	4,675	0	4,675	10,894	0	10,894	1,134	1,423	5,809	12,317
November	3,172	474	3,646	4,755	0	4,755	747	2,499	4,393	7,254
December	0	715	715	0	0	0	37	300	752	300
Total	68,027	34,808	102,835	66,190	42,689	108,879	36,554	33,082	139,389	141,961
Variance	3%	-18%	-6%				10%	3,472	-2%	2,572

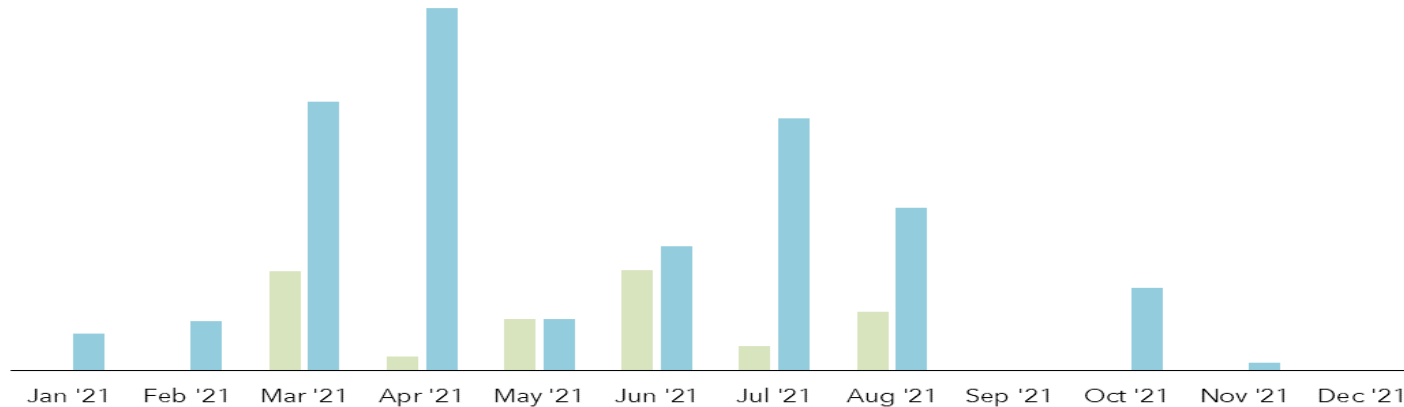
One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	1,479	1,479	4,744	1,823	6,567	0	0	1,479	6,567
February	953	1,761	2,714	0	2,021	2,021	2,975	1,476	5,689	3,497
March	0	7,276	7,276	8,014	4,032	12,046	2,046	1,000	9,322	13,046
April	3,162	2,700	5,862	7,287	2,845	10,132	3,050	1,475	8,912	11,607
May	2,098	0	2,098	0	0	0	225	2,075	2,323	2,075
June	20,056	0	20,056	227	20,238	20,465	0	0	20,056	20,465
July	0	0	0	2,014	2,361	4,375	0	1,320	0	5,695
August	2,575	0	2,575	1,449	0	1,449	0	130	2,575	1,579
September	6,207	0	6,207	3,223	0	3,223	0	557	6,207	3,780
October	2,950	0	2,950	5,021	0	5,021	0	703	2,950	5,724
November	0	0	0	4,230	0	4,230	0	1,074	0	5,304
December	0	0	0	0	0	0	0	0	0	0
Total	38,001	13,216	51,217	36,209	33,320	69,529	8,296	9,810	59,513	79,339
Variance	5%	-60%	-26%				-15%	1,514	-25%	19,826

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	2,143	246	2,389	3,257	0	3,257	2,402	595	4,791	3,852
February	2,315	1,496	3,811	1,321	0	1,321	1,167	1,821	4,978	3,142
March	4,458	3,737	8,195	2,325	4,263	6,588	3,618	3,520	11,813	10,108
April	6,334	2,409	8,743	3,860	300	4,160	1,882	1,936	10,625	6,096
May	1,942	5,929	7,871	2,140	4,736	6,876	214	5,089	8,085	11,965
June	1,222	0	1,222	5,601	0	5,601	6,967	643	8,189	6,244
July	4,695	6,586	11,281	2,236	70	2,306	7,860	5,082	19,141	7,388
August	150	0	150	1,125	0	1,125	930	534	1,080	1,659
September	1,870	0	1,870	1,718	0	1,718	1,300	1,607	3,170	3,325
October	1,725	0	1,725	5,873	0	5,873	1,134	720	2,859	6,593
November	3,172	474	3,646	525	0	525	747	1,425	4,393	1,950
December	0	715	715	0	0	0	37	300	752	300
Total	30,026	21,592	51,618	29,981	9,369	39,350	28,258	23,272	79,876	62,622
Variance	0%	130%	31%				21%	4,986	28%	17,254

One-Year Comparative Business Occurring

Calendar Year 2021 Business Occurring Pace



2021	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Total
10/31/2018	0	0	3,352	497	1,725	3,380	826	1,984	0	0	0	0	11,764
10/31/2019	1,256	1,657	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	280	0	47,081
													300%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	1,256	0	1,256	1,416	0	1,416	1,115	2,344	2,371	3,760
February	1,657	0	1,657	0	0	0	3,731	4,041	5,388	4,041
March	3,352	5,669	9,021	2,436	6,097	8,533	745	4,389	9,766	12,922
April	1,822	10,364	12,186	5,356	2,700	8,056	3,210	2,528	15,396	10,584
May	1,325	400	1,725	583	0	583	2,434	0	4,159	583
June	4,185	0	4,185	20,708	0	20,708	1,202	1,228	5,387	21,936
July	1,901	6,586	8,487	1,197	0	1,197	7,974	7,559	16,461	8,756
August	5,487	0	5,487	2,575	0	2,575	220	1,036	5,707	3,611
September	0	0	0	2,162	0	2,162	6,633	3,586	6,633	5,748
October	2,797	0	2,797	4,035	0	4,035	5,057	2,143	7,854	6,178
November	280	0	280	249	474	723	1,371	1,977	1,651	2,700
December	0	0	0	0	715	715	0	0	0	715
Total	24,062	23,019	47,081	40,717	9,986	50,703	33,692	30,831	80,773	81,534
Variance	-41%	131%	-7%				9%	2,861	-1%	761

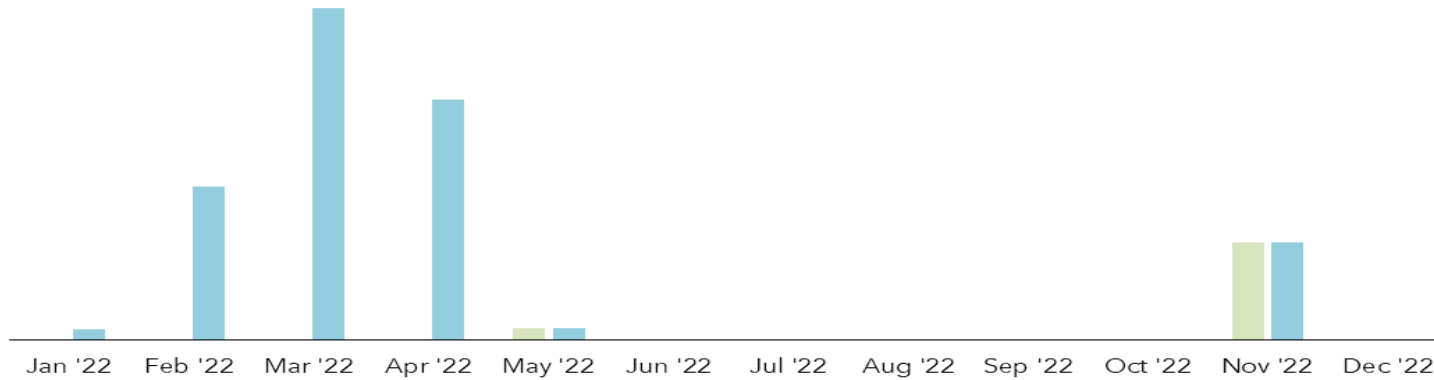
One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	1,256	0	1,256	0	0	0	0	0	1,256	0
February	0	0	0	0	0	0	2,276	3,619	2,276	3,619
March	2,527	5,669	8,196	0	6,097	6,097	0	4,389	8,196	10,486
April	0	10,364	10,364	1,535	2,700	4,235	2,227	0	12,591	4,235
May	1,325	0	1,325	173	0	173	0	0	1,325	173
June	3,380	0	3,380	20,056	0	20,056	0	0	3,380	20,056
July	0	0	0	0	0	0	3,645	3,250	3,645	3,250
August	5,152	0	5,152	2,575	0	2,575	0	0	5,152	2,575
September	0	0	0	1,910	0	1,910	3,458	1,424	3,458	3,334
October	1,330	0	1,330	2,950	0	2,950	4,060	1,693	5,390	4,643
November	0	0	0	0	0	0	0	512	0	512
December	0	0	0	0	0	0	0	0	0	0
Total	14,970	16,033	31,003	29,199	8,797	37,996	15,666	14,887	46,669	52,883
Variance	-49%	82%	-18%				5%	779	-12%	6,214

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2021	2020
January	0	0	0	1,416	0	1,416	1,115	2,344	1,115	3,760
February	1,657	0	1,657	0	0	0	1,455	422	3,112	422
March	825	0	825	2,436	0	2,436	745	0	1,570	2,436
April	1,822	0	1,822	3,821	0	3,821	983	2,528	2,805	6,349
May	0	400	400	410	0	410	2,434	0	2,834	410
June	805	0	805	652	0	652	1,202	1,228	2,007	1,880
July	1,901	6,586	8,487	1,197	0	1,197	4,329	4,309	12,816	5,506
August	335	0	335	0	0	0	220	1,036	555	1,036
September	0	0	0	252	0	252	3,175	2,162	3,175	2,414
October	1,467	0	1,467	1,085	0	1,085	997	450	2,464	1,535
November	280	0	280	249	474	723	1,371	1,465	1,651	2,188
December	0	0	0	0	715	715	0	0	0	715
Total	9,092	6,986	16,078	11,518	1,189	12,707	18,026	15,944	34,104	28,651
Variance	-21%	488%	27%				13%	2,082	19%	5,453

One-Year Comparative Business Occurring

Calendar Year 2022 Business Occurring Pace



2022	Jan '22	Feb '22	Mar '22	Apr '22	May '22	Jun '22	Jul '22	Aug '22	Sep '22	Oct '22	Nov '22	Dec '22	Total
10/31/2018	0	0	0	0	287	0	0	0	0	0	2,525	0	2,812
10/31/2019	280	3,981	8,628	6,242	287	0	0	0	0	0	2,525	0	21,943
% Increase													680%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	280	0	280	0	0	0	481	2,774	761	2,774
February	3,981	0	3,981	0	0	0	1,176	535	5,157	535
March	2,959	5,669	8,628	3,352	0	3,352	1,727	2,381	10,355	5,733
April	0	6,242	6,242	497	0	497	7,942	6,437	14,184	6,934
May	0	287	287	1,325	400	1,725	520	0	807	1,725
June	0	0	0	3,380	0	3,380	6,796	2,522	6,796	5,902
July	0	0	0	826	0	826	3,287	7,864	3,287	8,690
August	0	0	0	1,984	0	1,984	1,933	0	1,933	1,984
September	0	0	0	0	0	0	0	695	0	695
October	0	0	0	0	0	0	4,887	1,330	4,887	1,330
November	2,525	0	2,525	0	0	0	1,075	1,339	3,600	1,339
December	0	0	0	0	0	0	0	0	0	0
Total	9,745	12,198	21,943	11,364	400	11,764	29,824	25,877	51,767	37,641
Variance	-14%	2950%	87%				15%	3,947	38%	14,126

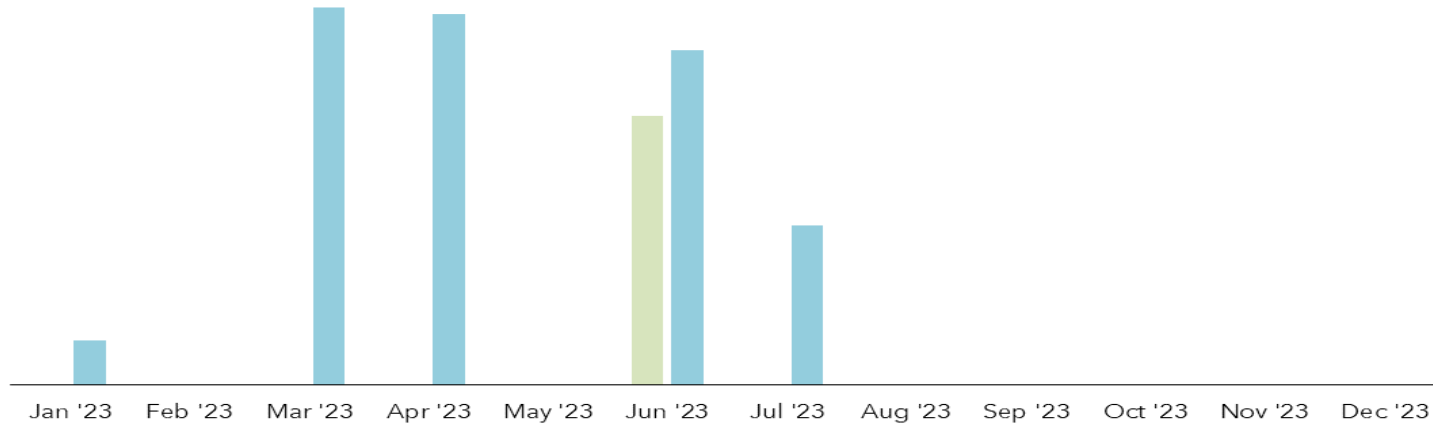
One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	2,582	0	2,582
February	2,375	0	2,375	0	0	0	1,176	0	3,551	0
March	1,577	5,669	7,246	2,527	0	2,527	0	2,381	7,246	4,908
April	0	6,242	6,242	0	0	0	6,400	5,910	12,642	5,910
May	0	0	0	1,325	0	1,325	0	0	0	1,325
June	0	0	0	3,380	0	3,380	5,268	2,298	5,268	5,678
July	0	0	0	0	0	0	3,287	4,405	3,287	4,405
August	0	0	0	1,984	0	1,984	667	0	667	1,984
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	4,255	1,330	4,255	1,330
November	2,525	0	2,525	0	0	0	1,075	0	3,600	0
December	0	0	0	0	0	0	0	0	0	0
Total	6,477	11,911	18,388	9,216	0	9,216	22,128	18,906	40,516	28,122
Variance	-30%	0%	100%				17%	3,222	44%	12,394

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	280	0	280	0	0	0	481	192	761	192
February	1,606	0	1,606	0	0	0	0	535	1,606	535
March	1,382	0	1,382	825	0	825	1,727	0	3,109	825
April	0	0	0	497	0	497	1,542	527	1,542	1,024
May	0	287	287	0	400	400	520	0	807	400
June	0	0	0	0	0	0	1,528	224	1,528	224
July	0	0	0	826	0	826	0	3,459	0	4,285
August	0	0	0	0	0	0	1,266	0	1,266	0
September	0	0	0	0	0	0	0	695	0	695
October	0	0	0	0	0	0	632	0	632	0
November	0	0	0	0	0	0	0	1,339	0	1,339
December	0	0	0	0	0	0	0	0	0	0
Total	3,268	287	3,555	2,148	400	2,548	7,696	6,971	11,251	9,519
Variance	52%	-28%	40%				10%	725	18%	1,732

One-Year Comparative Business Occurring

Calendar Year 2023 Business Occurring Pace



2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Sep '23	Oct '23	Nov '23	Dec '23	Total
10/31/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
10/31/2019	760	0	6,361	6,242	0	5,647	2,700	0	0	0	0	0	21,710
% Increase													378%

All Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2019										
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2023	2022	2023	2022
January	760	0	760	0	0	0	0	0	760	0
February	0	0	0	0	0	0	3,166	5,038	3,166	5,038
March	692	5,669	6,361	0	0	0	5,500	3,574	11,861	3,574
April	0	6,242	6,242	0	0	0	1,540	965	7,782	965
May	0	0	0	0	287	287	1,230	0	1,230	287
June	5,647	0	5,647	0	0	0	0	9,128	5,647	9,128
July	2,700	0	2,700	0	0	0	4,955	1,260	7,655	1,260
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	440	0	440	0
November	0	0	0	2,525	0	2,525	2,663	0	2,663	2,525
December	0	0	0	0	0	0	0	0	0	0
Total	9,799	11,911	21,710	2,525	287	2,812	19,494	19,965	41,204	22,777
Variance	288%	4050%	672%				-2%	471	81%	18,427

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	0	0	0
February	0	0	0	0	0	0	3,166	4,227	3,166	4,227
March	692	5,669	6,361	0	0	0	5,500	2,210	11,861	2,210
April	0	6,242	6,242	0	0	0	1,540	965	7,782	965
May	0	0	0	0	0	0	0	0	0	0
June	5,647	0	5,647	0	0	0	0	9,128	5,647	9,128
July	2,700	0	2,700	0	0	0	4,955	0	7,655	0
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	0	0	0
November	0	0	0	2,525	0	2,525	2,113	0	2,113	2,525
December	0	0	0	0	0	0	0	0	0	0
Total	9,039	11,911	20,950	2,525	0	2,525	17,274	16,530	38,224	19,055
Variance	258%	0%	730%				5%	744	101%	19,169

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2019

	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2023	2022	2023	2022
January	760	0	760	0	0	0	0	0	760	0
February	0	0	0	0	0	0	0	811	0	811
March	0	0	0	0	0	0	0	1,364	0	1,364
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	287	287	1,230	0	1,230	287
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	1,260	0	1,260
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	440	0	440	0
November	0	0	0	0	0	0	550	0	550	0
December	0	0	0	0	0	0	0	0	0	0
Total	760	0	760	0	287	287	2,220	3,435	2,980	3,722
Variance	100%	-100%	165%				-35%	1215	-20%	742