



Visit Albuquerque is pleased to provide the October 2020 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 2020 (or the year indicated on the top of the page), compared to the STLY (i.e. 2020 as of 1/31/2020 compared to 2019 as of 1/31/2019). 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. 2020 compared to 2019). 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 (2020 compared to 2019).

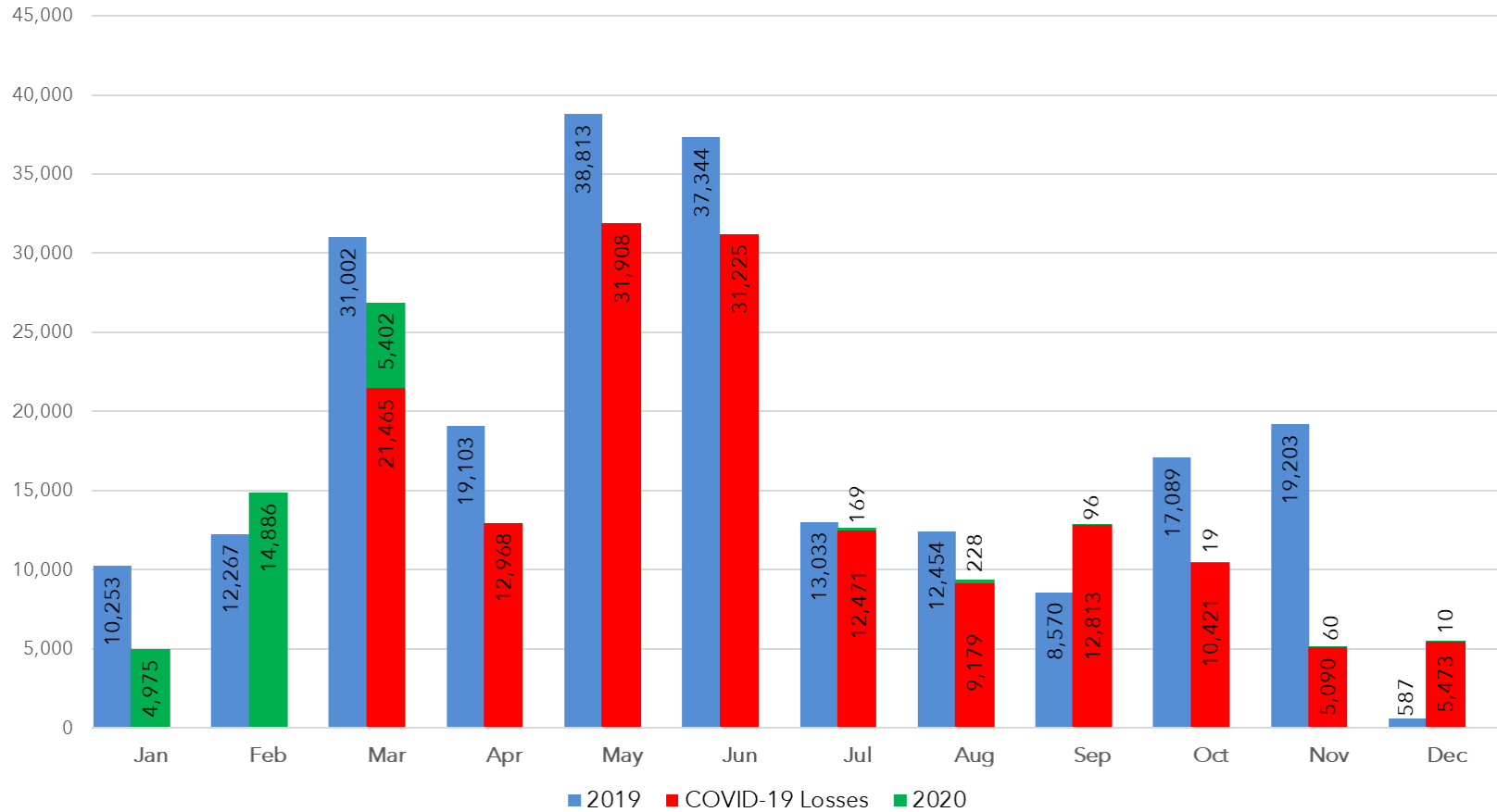
Highlights of this month's report:

Due to COVID-19, 2020 and 2021 pace will continue to change over the next few months due to meeting/convention & sporting event cancellations and postponements and mass gathering restrictions.

- Calendar Year 2020 has seen a decrease of ~113K RN previously booked due to COVID-19. In addition, repeat sporting events providing ~40K RN are not reflected in May-Oct 2020 as they cancelled prior to confirmed athlete participation. Therefore, 2020 is showing a decrease of bookings in the year compared to same time last year with a 75% decrease or ~77K room nights.
 - Overall, 2020 is behind pace by 88%, ~194K in room nights compared to same time last year. Meetings & Conventions are down by 91% or ~78K room nights with Sports bookings behind pace at 87% or ~117K in room nights. Although National Senior Games is affecting this total, room night cancellations due to COVID-19 are currently and will continue to impact 2020 pace.
- 2021 is showing an increase of 12% year over year, a drop from last months reported 27%, as we have seen a decrease of ~11K room nights due to continued COVID concerns into 2021.
 - 2021 overall room nights are below pace compared to 2020 at -49% or ~50K room nights. Meetings/conventions are behind pace by 57%, approximately 38K room nights, while Sporting events are showing an overall decrease of 33% or ~12K room nights.
- 2022 is showing an increase of 49% year over year, or ~14K room nights added.
 - 2022 overall room nights are behind pace compared to 2021 with a decrease of 30%, approximately 14K room nights. Meetings & Conventions are down 15% or ~4K room nights while sporting events are down by 47%, ~11K room nights.

As a supplement to the current Pace Report and in order to provide an overview of the room night impact on business occurring due to the COVID-19 pandemic, the chart below has been designed to provide as much information as possible in a condensed format. All data is presented as of October 31, 2020 compared to October 31, 2019.

2020 Room Night Impact due to COVID-19 as of October 31, 2020



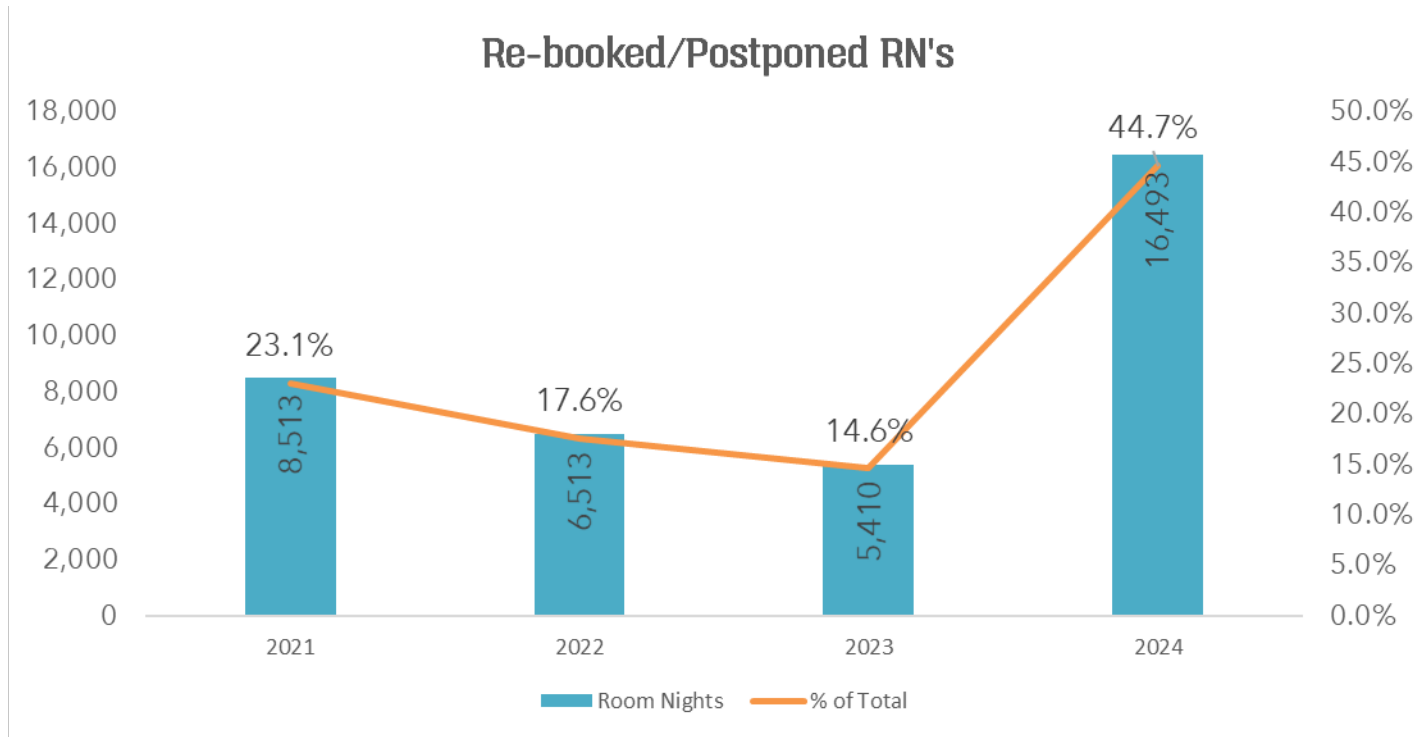
Legend:

2019: Room nights that had occurred or were set to occur in 2019 as of one year ago

2020: Room nights that had occurred or were set to occur in 2020 as of the date above

COVID-19 Losses: Definite room nights and likely repeat sporting event room nights cancelled or postponed due to the pandemic

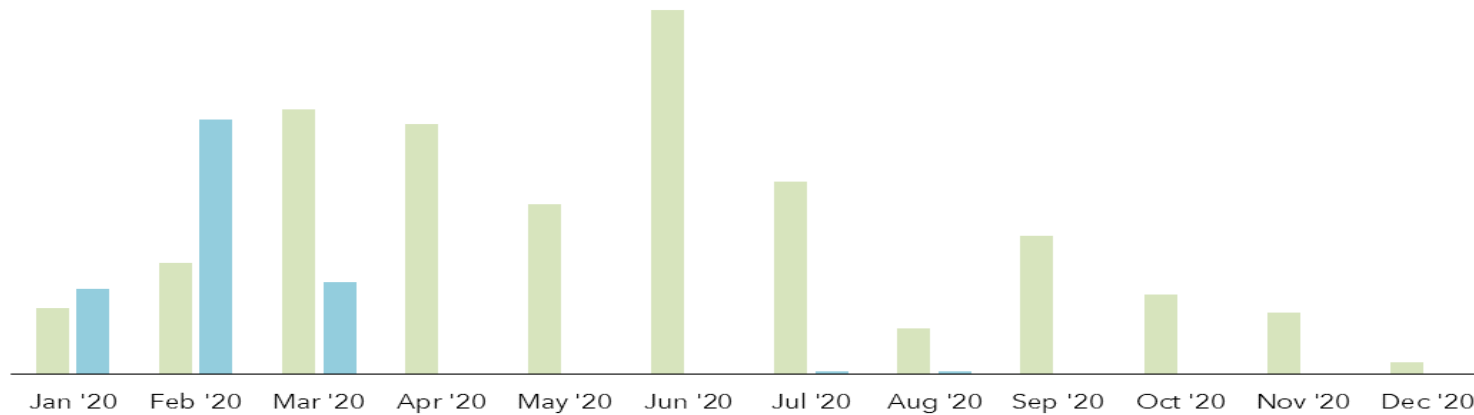
30% of all COVID Lost Groups have rebooked their meetings representing 29% of the lost room nights.
The chart below reflects the years these groups have been rescheduled to at this time.



Although 2024 reflects the most rooms nights and largest percentage, these 16K+ room nights only represent the National Speech and Debate Tournament which includes an estimated 8,000 attendees and will bring approximately \$10M in direct spend to the city.

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	
10/31/2019	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	
10/31/2020	4,975	14,886	5,402	0	0	0	169	228	96	19	60	10	25,845	
													% Change	-75%

All Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	3,148	1,827	4,975	8,199	2,054	10,253	0	0	4,975	10,253
February	4,408	10,478	14,886	2,919	9,348	12,267	0	0	14,886	12,267
March	236	5,166	5,402	11,797	19,205	31,002	0	0	5,402	31,002
April	0	0	0	13,917	5,186	19,103	0	0	0	19,103
May	0	0	0	5,106	33,707	38,813	0	0	0	38,813
June	0	0	0	6,079	31,265	37,344	0	0	0	37,344
July	0	169	169	4,665	8,368	13,033	0	0	169	13,033
August	0	228	228	4,627	7,827	12,454	0	0	228	12,454
September	0	96	96	6,080	2,490	8,570	0	0	96	8,570
October	0	19	19	14,765	2,324	17,089	0	0	19	17,089
November	60	0	60	5,040	14,163	19,203	175	1,356	235	20,559
December	0	10	10	361	226	587	26	353	36	940
Total	7,852	17,993	25,845	83,555	136,163	219,718	201	1,709	26,046	221,427
Variance	-91%	-87%	-88%				-88%	1,508	-88%	195,381

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

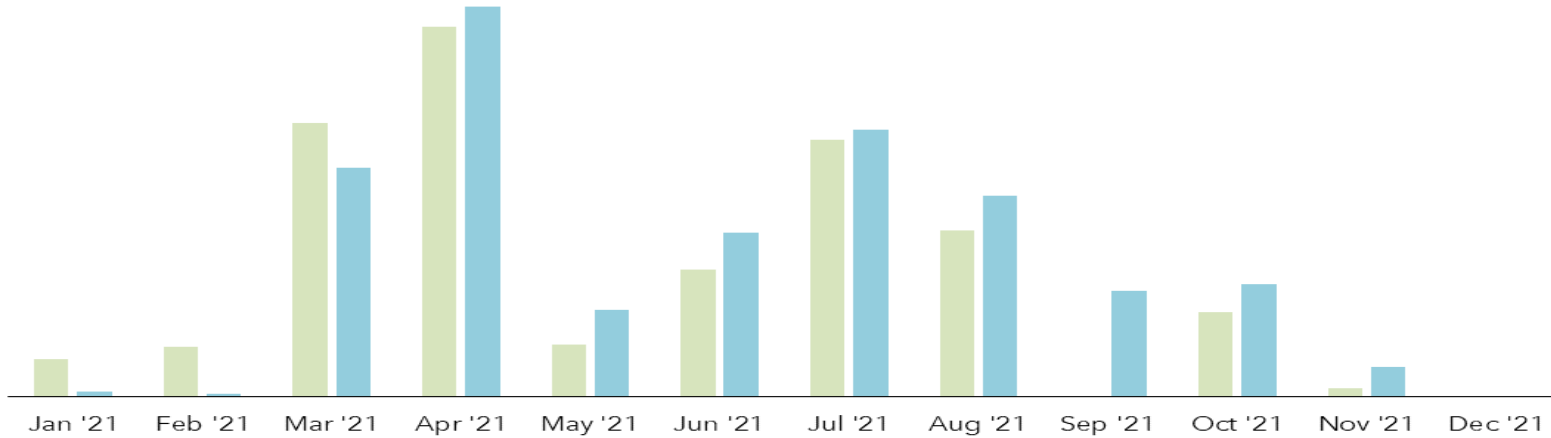
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	8,507	2,845	11,352	0	0	0	11,352
May	0	0	0	1,955	0	1,955	0	0	0	1,955
June	0	0	0	227	20,238	20,465	0	0	0	20,465
July	0	0	0	2,014	2,361	4,375	0	0	0	4,375
August	0	0	0	1,555	0	1,555	0	0	0	1,555
September	0	0	0	1,788	0	1,788	0	0	0	1,788
October	0	0	0	5,743	0	5,743	0	0	0	5,743
November	0	0	0	4,230	0	4,230	0	0	0	4,230
December	0	0	0	0	0	0	0	0	0	0
Total	953	8,259	9,212	38,777	36,305	75,082	0	0	9,212	75,082
Variance	-98%	-77%	-88%				0%	0	-88%	65,870

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2,020	2,019
January	3,148	0	3,148	3,455	231	3,686	0	0	3,148	3,686
February	3,455	4,765	8,220	2,919	5,342	8,261	0	0	8,220	8,261
March	236	4,447	4,683	3,783	14,173	17,956	0	0	4,683	17,956
April	0	0	0	5,410	2,341	7,751	0	0	0	7,751
May	0	0	0	3,151	33,707	36,858	0	0	0	36,858
June	0	0	0	5,852	11,027	16,879	0	0	0	16,879
July	0	169	169	2,651	6,007	8,658	0	0	169	8,658
August	0	228	228	3,072	7,827	10,899	0	0	228	10,899
September	0	96	96	4,292	2,490	6,782	0	0	96	6,782
October	0	19	19	9,022	2,324	11,346	0	0	19	11,346
November	60	0	60	810	14,163	14,973	175	1,356	235	16,329
December	0	10	10	361	226	587	26	353	36	940
Total	6,899	9,734	16,633	44,778	99,858	144,636	201	1,709	16,834	146,345
Variance	-85%	-90%	-89%				-88%	1,508	-88%	129,511

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
10/31/2019	1,256	1,657	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	280	0	47,081
10/31/2020	198	108	7,543	12,856	2,872	5,407	8,823	6,626	3,515	3,741	1,005	0	52,694
% Increase													12%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	198	0	198	2,143	1,725	3,868	1,707	2,402	1,905	6,270
February	98	10	108	3,268	3,257	6,525	3,724	4,142	3,832	10,667
March	1,874	5,669	7,543	4,458	11,013	15,471	3,845	5,664	11,388	21,135
April	2,492	10,364	12,856	9,496	5,109	14,605	1,602	4,932	14,458	19,537
May	2,472	400	2,872	4,040	5,929	9,969	825	439	3,697	10,408
June	5,397	10	5,407	21,278	0	21,278	225	6,967	5,632	28,245
July	2,194	6,629	8,823	4,695	6,586	11,281	500	7,860	9,323	19,141
August	6,626	0	6,626	2,725	0	2,725	4,879	930	11,505	3,655
September	3,435	80	3,515	8,077	0	8,077	1,380	1,300	4,895	9,377
October	3,741	0	3,741	4,675	0	4,675	2,255	1,134	5,996	5,809
November	1,005	0	1,005	3,172	474	3,646	2,891	747	3,896	4,393
December	0	0	0	0	715	715	669	37	669	752
Total	29,532	23,162	52,694	68,027	34,808	102,835	24,502	36,554	77,196	139,389
Variance	-57%	-33%	-49%				-33%	12,052	-45%	62,193

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

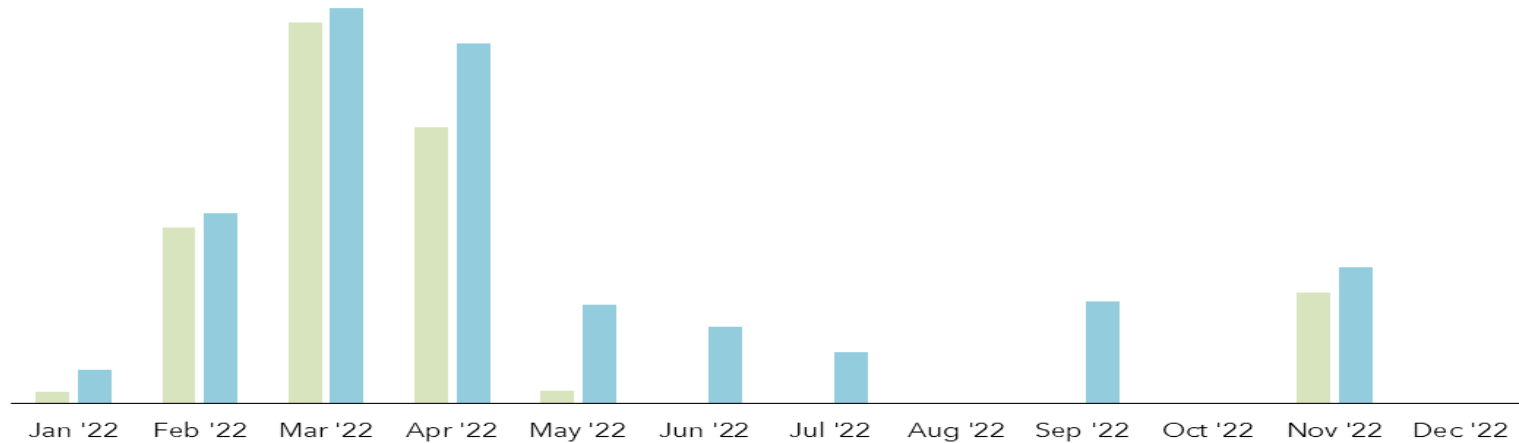
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	1,479	1,479	1,479	0	1,479	1,479
February	0	0	0	953	1,761	2,714	3,574	2,975	3,574	5,689
March	995	5,669	6,664	0	7,276	7,276	602	2,046	7,266	9,322
April	0	10,364	10,364	3,162	2,700	5,862	0	3,050	10,364	8,912
May	1,429	0	1,429	2,098	0	2,098	0	225	1,429	2,323
June	3,380	0	3,380	20,056	0	20,056	210	0	3,590	20,056
July	0	0	0	0	0	0	0	0	0	0
August	5,152	0	5,152	2,575	0	2,575	1,225	0	6,377	2,575
September	2,390	0	2,390	6,207	0	6,207	0	0	2,390	6,207
October	1,330	0	1,330	2,950	0	2,950	1,600	0	2,930	2,950
November	0	0	0	0	0	0	1,260	0	1,260	0
December	0	0	0	0	0	0	0	0	0	0
Total	14,676	16,033	30,709	38,001	13,216	51,217	9,950	8,296	40,659	59,513
Variance	-61%	21%	-40%				20%	1,654	-32%	18,854

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2021	2020
January	198	0	198	2,143	246	2,389	228	2,402	426	4,791
February	98	10	108	2,315	1,496	3,811	150	1,167	258	4,978
March	879	0	879	4,458	3,737	8,195	3,243	3,618	4,122	11,813
April	2,492	0	2,492	6,334	2,409	8,743	1,602	1,882	4,094	10,625
May	1,043	400	1,443	1,942	5,929	7,871	825	214	2,268	8,085
June	2,017	10	2,027	1,222	0	1,222	15	6,967	2,042	8,189
July	2,194	6,629	8,823	4,695	6,586	11,281	500	7,860	9,323	19,141
August	1,474	0	1,474	150	0	150	3,654	930	5,128	1,080
September	1,045	80	1,125	1,870	0	1,870	1,380	1,300	2,505	3,170
October	2,411	0	2,411	1,725	0	1,725	655	1,134	3,066	2,859
November	1,005	0	1,005	3,172	474	3,646	1,631	747	2,636	4,393
December	0	0	0	0	715	715	669	37	669	752
Total	14,856	7,129	21,985	30,026	21,592	51,618	14,552	28,258	36,537	79,876
Variance	-51%	-67%	-57%				-49%	13,706	-54%	43,339

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
10/31/2019	280	3,981	8,628	6,242	287	0	0	0	0	0	2,525	0	21,943
10/31/2020	765	4,311	8,948	8,151	2,231	1,755	1,180	0	2,310	0	3,085	0	32,736
% Increase													49%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	765	0	765	1,256	0	1,256	1,570	1,115	2,335	2,371
February	4,311	0	4,311	1,657	0	1,657	590	3,731	4,901	5,388
March	3,279	5,669	8,948	3,352	5,669	9,021	1,825	745	10,773	9,766
April	1,909	6,242	8,151	1,822	10,364	12,186	1,355	3,210	9,506	15,396
May	1,944	287	2,231	1,325	400	1,725	216	2,434	2,447	4,159
June	1,755	0	1,755	4,185	0	4,185	4,213	1,202	5,968	5,387
July	1,137	43	1,180	1,901	6,586	8,487	3,085	7,974	4,265	16,461
August	0	0	0	5,487	0	5,487	3,514	220	3,514	5,707
September	2,310	0	2,310	0	0	0	3,165	6,633	5,475	6,633
October	0	0	0	2,797	0	2,797	338	5,057	338	7,854
November	3,085	0	3,085	280	0	280	0	1,371	3,085	1,651
December	0	0	0	0	0	0	0	0	0	0
Total	20,495	12,241	32,736	24,062	23,019	47,081	19,871	33,692	52,607	80,773
Variance	-15%	-47%	-30%				-41%	13,821	-35%	28,166

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

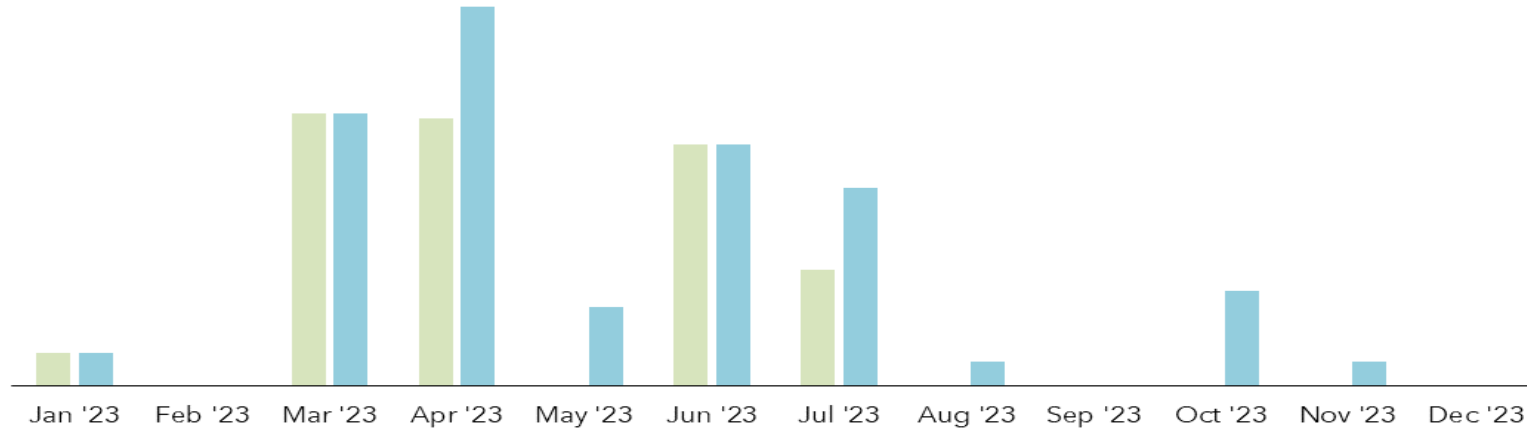
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	1,256	0	1,256	1,570	0	1,570	1,256
February	2,375	0	2,375	0	0	0	0	2,276	2,375	2,276
March	1,577	5,669	7,246	2,527	5,669	8,196	974	0	8,220	8,196
April	0	6,242	6,242	0	10,364	10,364	0	2,227	6,242	12,591
May	1,460	0	1,460	1,325	0	1,325	0	0	1,460	1,325
June	1,537	0	1,537	3,380	0	3,380	4,213	0	5,750	3,380
July	0	0	0	0	0	0	3,085	3,645	3,085	3,645
August	0	0	0	5,152	0	5,152	0	0	0	5,152
September	1,480	0	1,480	0	0	0	1,570	3,458	3,050	3,458
October	0	0	0	1,330	0	1,330	0	4,060	0	5,390
November	2,525	0	2,525	0	0	0	0	0	2,525	0
December	0	0	0	0	0	0	0	0	0	0
Total	10,954	11,911	22,865	14,970	16,033	31,003	11,412	15,666	34,277	46,669
Variance	-27%	-26%	-26%				-27%	4,254	-27%	12,392

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	765	0	765	0	0	0	0	1,115	765	1,115
February	1,936	0	1,936	1,657	0	1,657	590	1,455	2,526	3,112
March	1,702	0	1,702	825	0	825	851	745	2,553	1,570
April	1,909	0	1,909	1,822	0	1,822	1,355	983	3,264	2,805
May	484	287	771	0	400	400	216	2,434	987	2,834
June	218	0	218	805	0	805	0	1,202	218	2,007
July	1,137	43	1,180	1,901	6,586	8,487	0	4,329	1,180	12,816
August	0	0	0	335	0	335	3,514	220	3,514	555
September	830	0	830	0	0	0	1,595	3,175	2,425	3,175
October	0	0	0	1,467	0	1,467	338	997	338	2,464
November	560	0	560	280	0	280	0	1,371	560	1,651
December	0	0	0	0	0	0	0	0	0	0
Total	9,541	330	9,871	9,092	6,986	16,078	8,459	18,026	18,330	34,104
Variance	5%	-95%	-39%				-53%	9,567	-46%	15,774

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
10/31/2019	760	0	6,361	6,242	0	5,647	2,700	0	0	0	0	0	21,710
10/31/2020	760	0	6,361	8,852	1,845	5,647	4,622	556	0	2,215	560	0	31,418
% Increase													45%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	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	280	0	280	566	481	1,326	761
February	0	0	0	3,981	0	3,981	5,904	1,176	5,904	5,157
March	692	5,669	6,361	2,959	5,669	8,628	8,072	1,727	14,433	10,355
April	2,610	6,242	8,852	0	6,242	6,242	0	7,942	8,852	14,184
May	1,845	0	1,845	0	287	287	640	520	2,485	807
June	5,647	0	5,647	0	0	0	0	6,796	5,647	6,796
July	4,622	0	4,622	0	0	0	416	3,287	5,038	3,287
August	556	0	556	0	0	0	1,832	1,933	2,388	1,933
September	0	0	0	0	0	0	4,181	0	4,181	0
October	2,215	0	2,215	0	0	0	0	4,887	2,215	4,887
November	560	0	560	2,525	0	2,525	0	1,075	560	3,600
December	0	0	0	0	0	0	0	0	0	0
Total	19,507	11,911	31,418	9,745	12,198	21,943	21,611	29,824	53,029	51,767
Variance	100%	-2%	43%				-28%	8,213	2%	1,262

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	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	2,375	0	2,375	5,904	1,176	5,904	3,551
March	692	5,669	6,361	1,577	5,669	7,246	4,012	0	10,373	7,246
April	0	6,242	6,242	0	6,242	6,242	0	6,400	6,242	12,642
May	1,295	0	1,295	0	0	0	0	0	1,295	0
June	5,647	0	5,647	0	0	0	0	5,268	5,647	5,268
July	4,622	0	4,622	0	0	0	0	3,287	4,622	3,287
August	0	0	0	0	0	0	1,225	667	1,225	667
September	0	0	0	0	0	0	4,181	0	4,181	0
October	2,215	0	2,215	0	0	0	0	4,255	2,215	4,255
November	0	0	0	2,525	0	2,525	0	1,075	0	3,600
December	0	0	0	0	0	0	0	0	0	0
Total	14,471	11,911	26,382	6,477	11,911	18,388	15,322	22,128	41,704	40,516
Variance	123%	0%	43%				-31%	6,806	3%	1,188

Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	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	280	0	280	566	481	1,326	761
February	0	0	0	1,606	0	1,606	0	0	0	1,606
March	0	0	0	1,382	0	1,382	4,060	1,727	4,060	3,109
April	2,610	0	2,610	0	0	0	0	1,542	2,610	1,542
May	550	0	550	0	287	287	640	520	1,190	807
June	0	0	0	0	0	0	0	1,528	0	1,528
July	0	0	0	0	0	0	416	0	416	0
August	556	0	556	0	0	0	607	1,266	1,163	1,266
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	632	0	632
November	560	0	560	0	0	0	0	0	560	0
December	0	0	0	0	0	0	0	0	0	0
Total	5,036	0	5,036	3,268	287	3,555	6,289	7,696	11,325	11,251
Variance	54%	-100%	42%				-18%	1,407	1%	74

One-Year Comparative Business Occurring

Calendar Year 2024 Business Occurring Pace



2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Total
10/31/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
10/31/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
% Increase													0%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020										
	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2024	2023	2024	2023
January	1,327	0	1,327	760	0	760	0	0	1,327	760
February	0	0	0	0	0	0	2,061	3,166	2,061	3,166
March	0	0	0	692	5,669	6,361	6,248	5,500	6,248	11,861
April	0	0	0	0	6,242	6,242	0	1,540	0	7,782
May	0	0	0	0	0	0	0	1,230	0	1,230
June	0	0	0	5,647	0	5,647	0	0	0	5,647
July	0	0	0	2,700	0	2,700	1,480	4,955	1,480	7,655
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	440	0	440
November	0	0	0	0	0	0	0	2,663	0	2,663
December	0	0	0	0	0	0	0	0	0	0
Total	1,327	0	1,327	9,799	11,911	21,710	9,789	19,494	11,116	41,204
Variance	-86%	-100%	-94%				-50%	9705	-73%	30,088

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2024	2023	2024	2023
January	1,327	0	1,327	0	0	0	0	0	1,327	0
February	0	0	0	0	0	0	2,061	3,166	2,061	3,166
March	0	0	0	692	5,669	6,361	2,188	5,500	2,188	11,861
April	0	0	0	0	6,242	6,242	0	1,540	0	7,782
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	5,647	0	5,647	0	0	0	5,647
July	0	0	0	2,700	0	2,700	1,480	4,955	1,480	7,655
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	0	0	0	0	2,113	0	2,113
December	0	0	0	0	0	0	0	0	0	0
Total	1,327	0	1,327	9,039	11,911	20,950	5,729	17,274	7,056	38,224
Variance	-85%	-100%	-94%				-67%	11545	-82%	31,168

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2020

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2024	2023	2024	2023
January	0	0	0	760	0	760	0	0	0	760
February	0	0	0	0	0	0	0	0	0	0
March	0	0	0	0	0	0	4,060	0	4,060	0
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	1,230	0	1,230
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	0	0	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	440	0	440
November	0	0	0	0	0	0	0	550	0	550
December	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	760	0	760	4,060	2,220	4,060	2,980
Variance	-100%	0%	-100%				83%	1840	36%	1,080