



Visit Albuquerque is pleased to provide the October 2021 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 2021 (or the year indicated on the top of the page), compared to the STLY (i.e., 2021 as of 1/31/2021 compared to 2020 as of 1/31/2020). 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., 2021 compared to 2020). 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 (2021 compared to 2020).

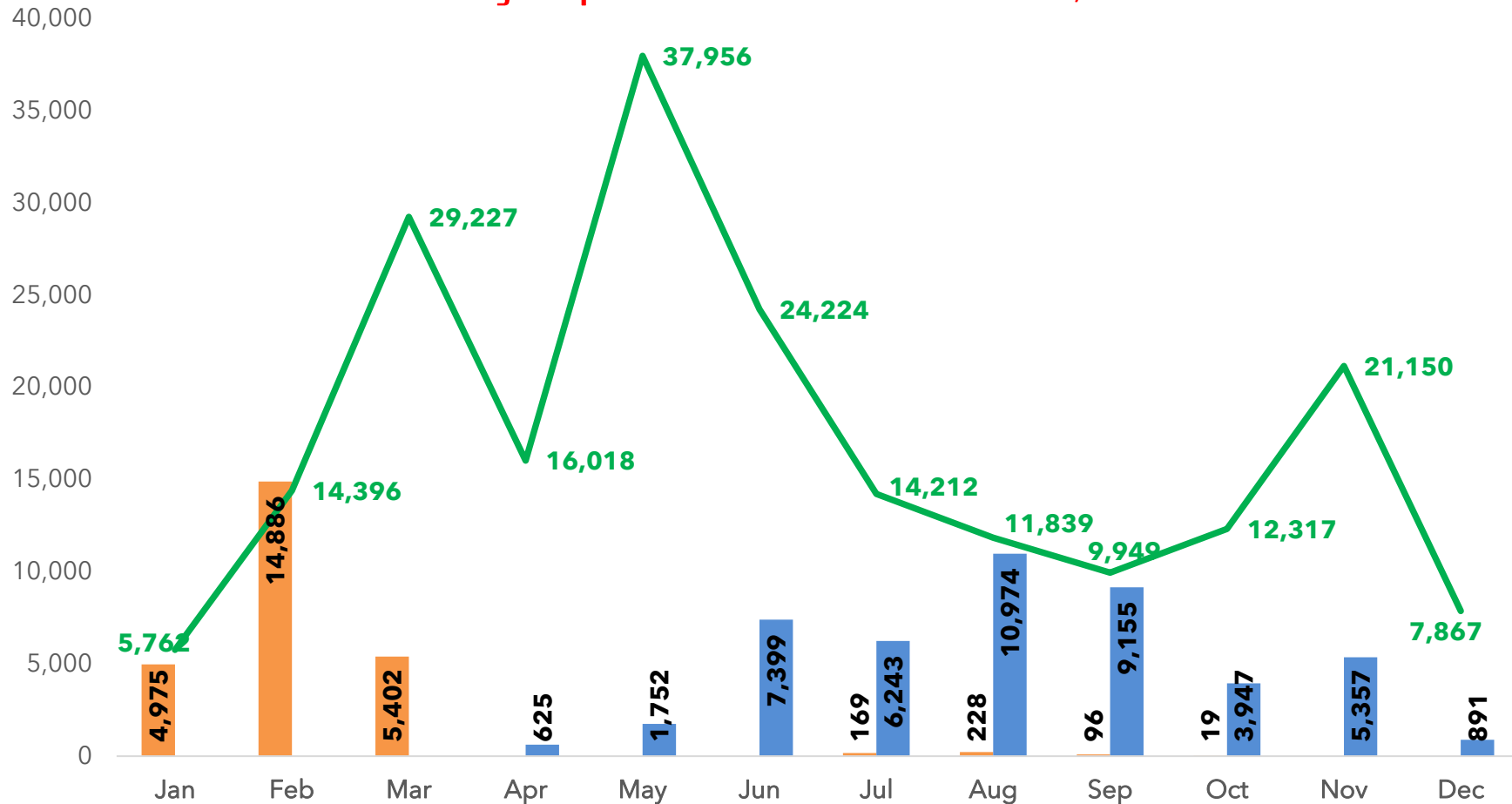
### Highlights of this month's report:

**Changes in 2021 pace will decrease as meetings, conventions & sporting events resume with the lifting of restrictions. STLY impacts, which began mid-March 2020, will continue to be reflected as the year progresses.**

- 2021 is currently showing a decrease of 12% or ~6K previously booked room nights compared to same time last year (up from -29% last month due to continued 2020 cancellations).
  - Overall, 2021 is ahead of pace by 79%, ~20K in room nights compared to 2020. Meetings & Conventions are up by 56% or ~4K room nights while Sports bookings are above pace at 90% or ~16K in room nights.
  - 2021 Total Convention Center is behind pace by 30%, ~3K room nights compared to same time last year. Center meetings/conventions are up 310% or approximately 3K room nights while Center sports is behind pace by 69% or ~6K room nights.
  - 2021 Non-center is above pace in meetings/conventions at 21%, approximately 1400 room nights. Sporting events are above pace by 224%, approximately 22K room nights as sporting events have resumed since the lifting of restrictions. Total non-center is up 140%, ~23K in room nights compared to same time last year.
- 2022 is showing an increase of 34% year over year, or ~11K room nights added.
  - 2022 overall room nights are below pace compared to 2021 at -17% or ~9K room nights. Meetings/conventions are behind pace by 4%, approximately 1K room nights, while Sporting events are showing an overall decrease of 34% or ~8K room nights.
- 2023 is showing an increase of 33% year over year, or ~10K room nights added.
  - 2023 overall room nights are ahead of pace compared to 2022 by 27%, approximately 9K room nights. Meetings & Conventions are up 32% or ~7K room nights while sporting events are up 20%, ~2K room nights.

As a supplement to the current Pace Report, the chart below has been designed to provide an overview of the current room night impact on business occurring due to the COVID-19 pandemic. All data is presented as of October 31, 2021.

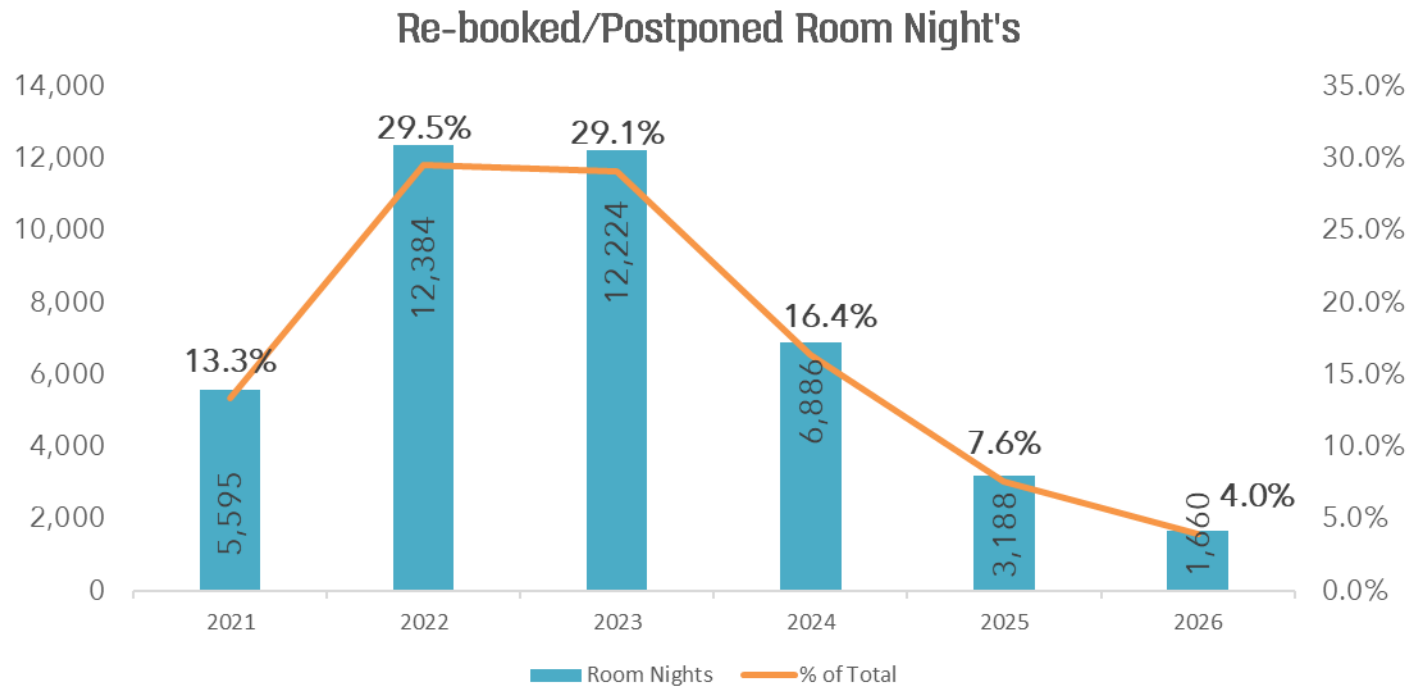
**Room Night Impact due to COVID-19 as of October 31, 2021**



**Legend:**

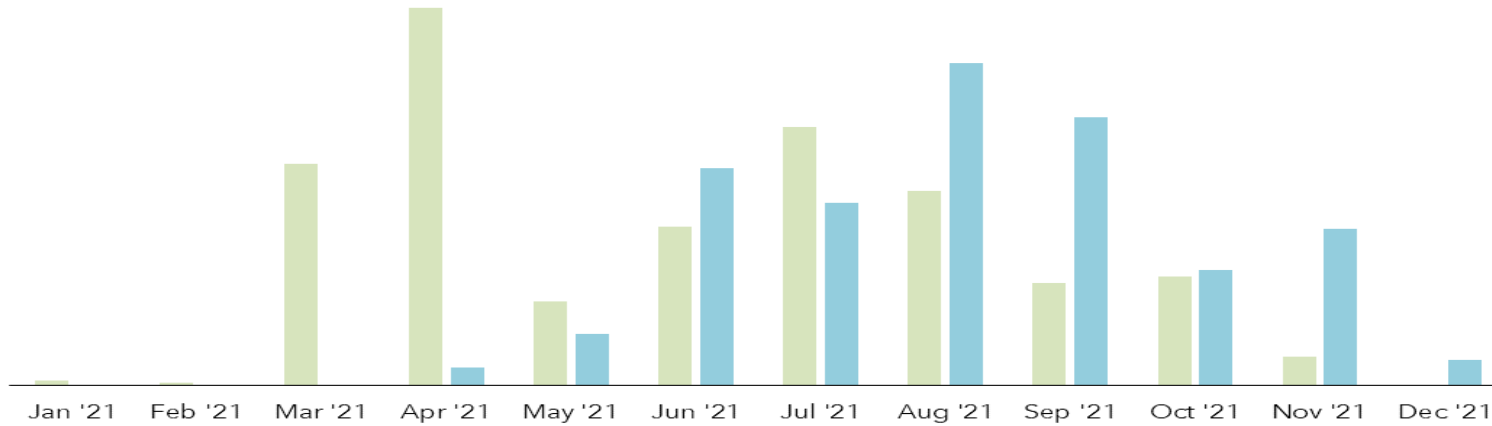
- 3 YR AVERAGE:** Average monthly room nights that occurred during calendar years 2017-2019
- 2020:** Room nights that occurred during calendar year 2020
- 2021:** Room nights that occurred or are set to occur in 2021 as of the date above - 2021 future events remain subject to cancellation

35% of all COVID Lost Groups have rebooked their meetings or events representing 27% of the lost room nights.  
 The chart below reflects the years these groups have been rescheduled to at this time.



# 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
10/31/2020	198	108	7,543	12,856	2,872	5,407	8,823	6,626	3,515	3,741	1,005	0	52,694
10/31/2021	0	0	0	625	1,752	7,399	6,243	10,974	9,155	3,947	5,357	891	46,343
<b>% Change</b>													<b>-12%</b>

### All Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	0	0	0	3,148	1,827	4,975	0	0	0	4,975
February	0	0	0	4,408	10,478	14,886	0	0	0	14,886
March	0	0	0	236	5,166	5,402	0	0	0	5,402
April	595	30	625	0	0	0	0	0	625	0
May	44	1,708	1,752	0	0	0	0	0	1,752	0
June	212	7,187	7,399	0	0	0	0	0	7,399	0
July	310	5,933	6,243	0	169	169	0	0	6,243	169
August	4,494	6,480	10,974	0	228	228	0	0	10,974	228
September	2,130	7,025	9,155	0	96	96	0	0	9,155	96
October	2,324	1,623	3,947	0	19	19	677	0	4,624	19
November	2,120	3,237	5,357	60	0	60	3,621	175	8,978	235
December	0	891	891	0	10	10	926	26	1,817	36
<b>Total</b>	<b>12,229</b>	<b>34,114</b>	<b>46,343</b>	<b>7,852</b>	<b>17,993</b>	<b>25,845</b>	<b>5,224</b>	<b>201</b>	<b>51,567</b>	<b>26,046</b>
<b>Variance</b>	<b>56%</b>	<b>90%</b>	<b>79%</b>				<b>2499%</b>	<b>5,023</b>	<b>98%</b>	<b>25,521</b>

2021 Impacted by COVID-19 (2020 impact began in March)

## One-Year Comparative Business Occurring

### Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

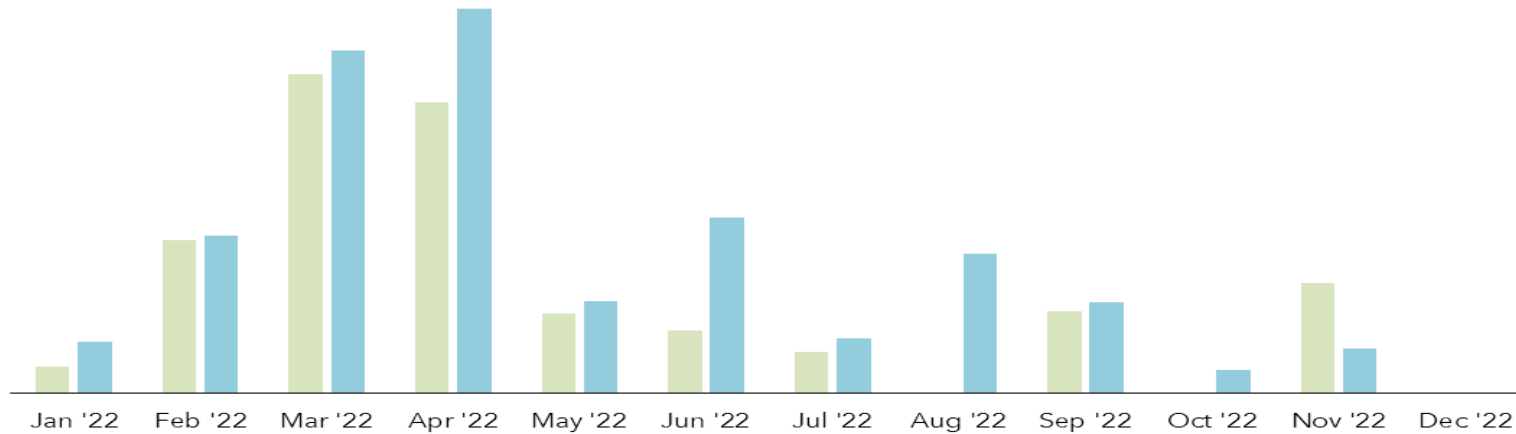
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2,021	2,020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	5,713	6,666	0	0	0	6,666
March	0	0	0	0	719	719	0	0	0	719
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
June	182	0	182	0	0	0	0	0	182	0
July	0	250	250	0	0	0	0	0	250	0
August	3,687	0	3,687	0	0	0	0	0	3,687	0
September	0	2,289	2,289	0	0	0	0	0	2,289	0
October	40	0	40	0	0	0	0	0	40	0
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,909</b>	<b>2,539</b>	<b>6,448</b>	<b>953</b>	<b>8,259</b>	<b>9,212</b>	<b>0</b>	<b>0</b>	<b>6,448</b>	<b>9,212</b>
<b>Variance</b>	<b>310%</b>	<b>-69%</b>	<b>-30%</b>				<b>0%</b>	<b>0</b>	<b>-30%</b>	<b>2,764</b>

### Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2,021	2,020
January	0	0	0	3,148	0	3,148	0	0	0	3,148
February	0	0	0	3,455	4,765	8,220	0	0	0	8,220
March	0	0	0	236	4,447	4,683	0	0	0	4,683
April	595	30	625	0	0	0	0	0	625	0
May	44	1,708	1,752	0	0	0	0	0	1,752	0
June	30	7,187	7,217	0	0	0	0	0	7,217	0
July	310	5,683	5,993	0	169	169	0	0	5,993	169
August	807	6,480	7,287	0	228	228	0	0	7,287	228
September	2,130	4,736	6,866	0	96	96	0	0	6,866	96
October	2,284	1,623	3,907	0	19	19	677	0	4,584	19
November	2,120	3,237	5,357	60	0	60	3,621	175	8,978	235
December	0	891	891	0	10	10	926	26	1,817	36
<b>Total</b>	<b>8,320</b>	<b>31,575</b>	<b>39,895</b>	<b>6,899</b>	<b>9,734</b>	<b>16,633</b>	<b>5,224</b>	<b>201</b>	<b>45,119</b>	<b>16,834</b>
<b>Variance</b>	<b>21%</b>	<b>224%</b>	<b>140%</b>				<b>2499%</b>	<b>5,023</b>	<b>168%</b>	<b>28,285</b>

# 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
10/31/2020	765	4,311	8,948	8,151	2,231	1,755	1,180	0	2,310	0	3,085	0	32,736
10/31/2021	1,438	4,408	9,614	10,780	2,606	4,937	1,558	3,920	2,560	655	1,258	0	43,734
<b>% Increase</b>													<b>34%</b>

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	1,438	0	1,438	198	0	198	3,127	1,707	4,565	1,905
February	4,408	0	4,408	98	10	108	6,009	3,724	10,417	3,832
March	3,945	5,669	9,614	1,874	5,669	7,543	4,233	3,845	13,847	11,388
April	4,538	6,242	10,780	2,492	10,364	12,856	387	1,602	11,167	14,458
May	2,319	287	2,606	2,472	400	2,872	251	825	2,857	3,697
June	4,937	0	4,937	5,397	10	5,407	3,205	225	8,142	5,632
July	1,515	43	1,558	2,194	6,629	8,823	717	500	2,275	9,323
August	806	3,114	3,920	6,626	0	6,626	54	4,879	3,974	11,505
September	2,560	0	2,560	3,435	80	3,515	1,991	1,380	4,551	4,895
October	655	0	655	3,741	0	3,741	2,785	2,255	3,440	5,996
November	1,258	0	1,258	1,005	0	1,005	1,590	2,891	2,848	3,896
December	0	0	0	0	0	0	62	669	62	669
<b>Total</b>	<b>28,379</b>	<b>15,355</b>	<b>43,734</b>	<b>29,532</b>	<b>23,162</b>	<b>52,694</b>	<b>24,411</b>	<b>24,502</b>	<b>68,145</b>	<b>77,196</b>
<b>Variance</b>	<b>-4%</b>	<b>-34%</b>	<b>-17%</b>				<b>-0%</b>	<b>91</b>	<b>-12%</b>	<b>9,051</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

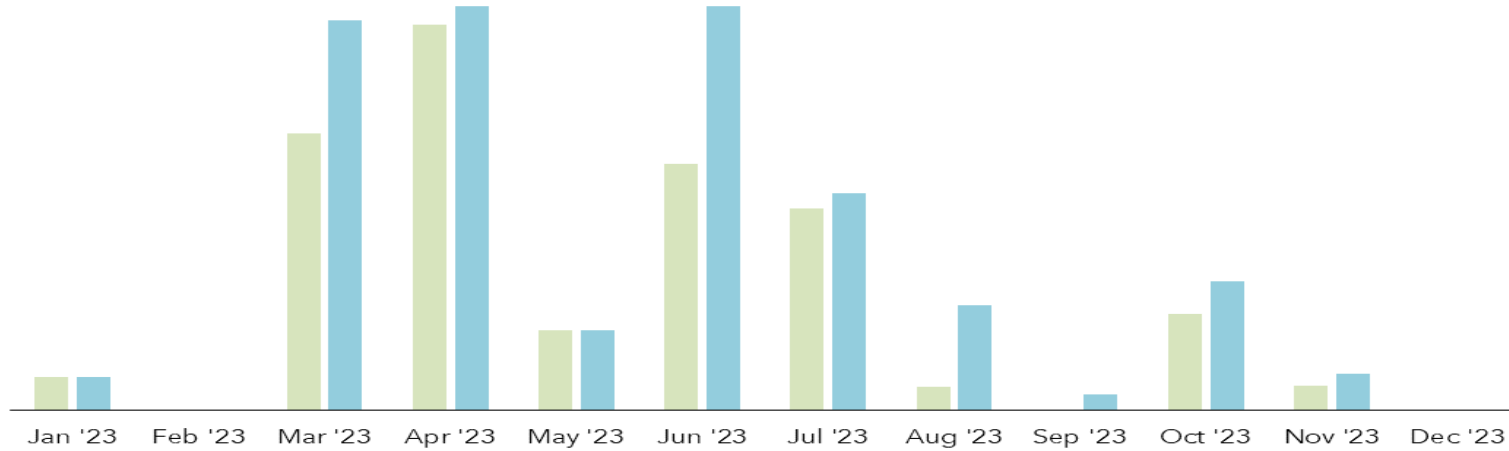
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	0	0	0	1,648	1,479	2,691	1,479
February	2,398	0	2,398	0	0	0	4,503	3,574	6,901	3,574
March	1,443	5,669	7,112	995	5,669	6,664	1,225	602	8,337	7,266
April	0	6,242	6,242	0	10,364	10,364	72	0	6,314	10,364
May	1,460	0	1,460	1,429	0	1,429	0	0	1,460	1,429
June	2,465	0	2,465	3,380	0	3,380	1,925	210	4,390	3,590
July	0	0	0	0	0	0	0	0	0	0
August	486	0	486	5,152	0	5,152	0	1,225	486	6,377
September	1,480	0	1,480	2,390	0	2,390	1,758	0	3,238	2,390
October	0	0	0	1,330	0	1,330	2,445	1,600	2,445	2,930
November	0	0	0	0	0	0	1,085	1,260	1,085	1,260
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>10,775</b>	<b>11,911</b>	<b>22,686</b>	<b>14,676</b>	<b>16,033</b>	<b>30,709</b>	<b>14,661</b>	<b>9,950</b>	<b>37,347</b>	<b>40,659</b>
<b>Variance</b>	<b>-27%</b>	<b>-26%</b>	<b>-26%</b>				<b>47%</b>	<b>4,711</b>	<b>-8%</b>	<b>3,312</b>

### Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	395	0	395	198	0	198	1,479	228	1,874	426
February	2,010	0	2,010	98	10	108	1,506	150	3,516	258
March	2,502	0	2,502	879	0	879	3,008	3,243	5,510	4,122
April	4,538	0	4,538	2,492	0	2,492	315	1,602	4,853	4,094
May	859	287	1,146	1,043	400	1,443	251	825	1,397	2,268
June	2,472	0	2,472	2,017	10	2,027	1,280	15	3,752	2,042
July	1,515	43	1,558	2,194	6,629	8,823	717	500	2,275	9,323
August	320	3,114	3,434	1,474	0	1,474	54	3,654	3,488	5,128
September	1,080	0	1,080	1,045	80	1,125	233	1,380	1,313	2,505
October	655	0	655	2,411	0	2,411	340	655	995	3,066
November	1,258	0	1,258	1,005	0	1,005	505	1,631	1,763	2,636
December	0	0	0	0	0	0	62	669	62	669
<b>Total</b>	<b>17,604</b>	<b>3,444</b>	<b>21,048</b>	<b>14,856</b>	<b>7,129</b>	<b>21,985</b>	<b>9,750</b>	<b>14,552</b>	<b>30,798</b>	<b>36,537</b>
<b>Variance</b>	<b>18%</b>	<b>-52%</b>	<b>-4%</b>				<b>-33%</b>	<b>4,802</b>	<b>-16%</b>	<b>5,739</b>

# 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
10/31/2020	760	0	6,361	8,852	1,845	5,647	4,622	556	0	2,215	560	0	31,418
10/31/2021	760	0	8,947	9,262	1,845	9,266	4,986	2,412	367	2,955	841	0	41,641
<b>% Increase</b>													<b>33%</b>

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	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	765	0	765	1,034	1,570	1,794	2,335
February	0	0	0	4,311	0	4,311	4,729	590	4,729	4,901
March	558	8,389	8,947	3,279	5,669	8,948	0	1,825	8,947	10,773
April	3,020	6,242	9,262	1,909	6,242	8,151	5,614	1,355	14,876	9,506
May	1,845	0	1,845	1,944	287	2,231	1,169	216	3,014	2,447
June	9,266	0	9,266	1,755	0	1,755	2,341	4,213	11,607	5,968
July	4,986	0	4,986	1,137	43	1,180	416	3,085	5,402	4,265
August	2,412	0	2,412	0	0	0	0	3,514	2,412	3,514
September	367	0	367	2,310	0	2,310	3,552	3,165	3,919	5,475
October	2,955	0	2,955	0	0	0	1,671	338	4,626	338
November	841	0	841	3,085	0	3,085	400	0	1,241	3,085
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>27,010</b>	<b>14,631</b>	<b>41,641</b>	<b>20,495</b>	<b>12,241</b>	<b>32,736</b>	<b>20,926</b>	<b>19,871</b>	<b>62,567</b>	<b>52,607</b>
<b>Variance</b>	<b>32%</b>	<b>20%</b>	<b>27%</b>				<b>5%</b>	<b>1,055</b>	<b>19%</b>	<b>9,960</b>



## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

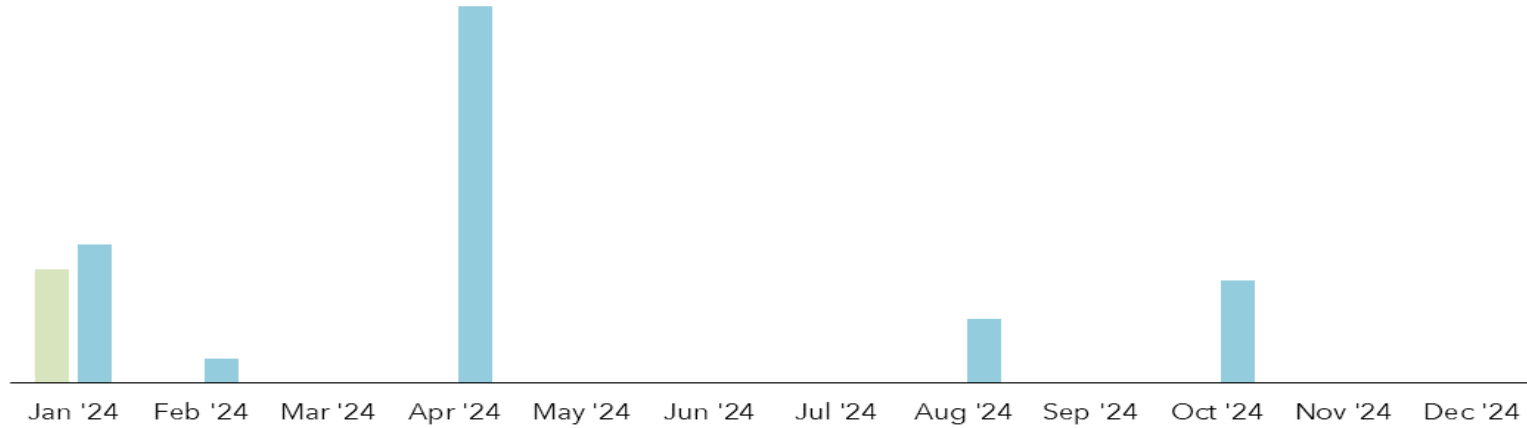
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	1,570	0	1,570
February	0	0	0	2,375	0	2,375	4,299	0	4,299	2,375
March	558	8,389	8,947	1,577	5,669	7,246	0	974	8,947	8,220
April	0	6,242	6,242	0	6,242	6,242	5,567	0	11,809	6,242
May	1,295	0	1,295	1,460	0	1,460	0	0	1,295	1,460
June	7,467	0	7,467	1,537	0	1,537	2,155	4,213	9,622	5,750
July	4,622	0	4,622	0	0	0	0	3,085	4,622	3,085
August	1,856	0	1,856	0	0	0	0	0	1,856	0
September	0	0	0	1,480	0	1,480	1,980	1,570	1,980	3,050
October	2,215	0	2,215	0	0	0	0	0	2,215	0
November	0	0	0	2,525	0	2,525	0	0	0	2,525
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>18,013</b>	<b>14,631</b>	<b>32,644</b>	<b>10,954</b>	<b>11,911</b>	<b>22,865</b>	<b>14,001</b>	<b>11,412</b>	<b>46,645</b>	<b>34,277</b>
<b>Variance</b>	<b>64%</b>	<b>23%</b>	<b>43%</b>				<b>23%</b>	<b>2,589</b>	<b>36%</b>	<b>12,368</b>

### Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	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	765	0	765	1,034	0	1,794	765
February	0	0	0	1,936	0	1,936	430	590	430	2,526
March	0	0	0	1,702	0	1,702	0	851	0	2,553
April	3,020	0	3,020	1,909	0	1,909	47	1,355	3,067	3,264
May	550	0	550	484	287	771	1,169	216	1,719	987
June	1,799	0	1,799	218	0	218	186	0	1,985	218
July	364	0	364	1,137	43	1,180	416	0	780	1,180
August	556	0	556	0	0	0	0	3,514	556	3,514
September	367	0	367	830	0	830	1,572	1,595	1,939	2,425
October	740	0	740	0	0	0	1,671	338	2,411	338
November	841	0	841	560	0	560	400	0	1,241	560
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>8,997</b>	<b>0</b>	<b>8,997</b>	<b>9,541</b>	<b>330</b>	<b>9,871</b>	<b>6,925</b>	<b>8,459</b>	<b>15,922</b>	<b>18,330</b>
<b>Variance</b>	<b>-6%</b>	<b>-100%</b>	<b>-9%</b>				<b>-18%</b>	<b>1,534</b>	<b>-13%</b>	<b>2,408</b>

# 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
10/31/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
10/31/2021	1,607	279	0	4,397	0	0	0	744	0	1,186	0	0	8,213
<b>% Increase</b>													<b>519%</b>

### All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2024	2023	2024	2023
January	1,607	0	1,607	760	0	760	0	566	1,607	1,326
February	279	0	279	0	0	0	1,138	5,904	1,417	5,904
March	0	0	0	692	5,669	6,361	0	8,072	0	14,433
April	0	4,397	4,397	2,610	6,242	8,852	1,078	0	5,475	8,852
May	0	0	0	1,845	0	1,845	775	640	775	2,485
June	0	0	0	5,647	0	5,647	1,870	0	1,870	5,647
July	0	0	0	4,622	0	4,622	2,240	416	2,240	5,038
August	744	0	744	556	0	556	0	1,832	744	2,388
September	0	0	0	0	0	0	1,225	4,181	1,225	4,181
October	1,186	0	1,186	2,215	0	2,215	1,330	0	2,516	2,215
November	0	0	0	560	0	560	0	0	0	560
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,816</b>	<b>4,397</b>	<b>8,213</b>	<b>19,507</b>	<b>11,911</b>	<b>31,418</b>	<b>9,656</b>	<b>21,611</b>	<b>17,869</b>	<b>53,029</b>
<b>Variance</b>	<b>-80%</b>	<b>-63%</b>	<b>-74%</b>				<b>-55%</b>	<b>11,955</b>	<b>-66%</b>	<b>35,160</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	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	1,138	5,904	1,138	5,904
March	0	0	0	692	5,669	6,361	0	4,012	0	10,373
April	0	4,397	4,397	0	6,242	6,242	1,078	0	5,475	6,242
May	0	0	0	1,295	0	1,295	0	0	0	1,295
June	0	0	0	5,647	0	5,647	1,870	0	1,870	5,647
July	0	0	0	4,622	0	4,622	2,240	0	2,240	4,622
August	0	0	0	0	0	0	0	1,225	0	1,225
September	0	0	0	0	0	0	1,225	4,181	1,225	4,181
October	0	0	0	2,215	0	2,215	1,330	0	1,330	2,215
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>1,327</b>	<b>4,397</b>	<b>5,724</b>	<b>14,471</b>	<b>11,911</b>	<b>26,382</b>	<b>8,881</b>	<b>15,322</b>	<b>14,605</b>	<b>41,704</b>
<b>Variance</b>	<b>-91%</b>	<b>-63%</b>	<b>-78%</b>				<b>-42%</b>	<b>6,441</b>	<b>-65%</b>	<b>27,099</b>

### Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2024	2023	2024	2023
January	280	0	280	760	0	760	0	566	280	1,326
February	279	0	279	0	0	0	0	0	279	0
March	0	0	0	0	0	0	0	4,060	0	4,060
April	0	0	0	2,610	0	2,610	0	0	0	2,610
May	0	0	0	550	0	550	775	640	775	1,190
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	416	0	416
August	744	0	744	556	0	556	0	607	744	1,163
September	0	0	0	0	0	0	0	0	0	0
October	1,186	0	1,186	0	0	0	0	0	1,186	0
November	0	0	0	560	0	560	0	0	0	560
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>2,489</b>	<b>0</b>	<b>2,489</b>	<b>5,036</b>	<b>0</b>	<b>5,036</b>	<b>775</b>	<b>6,289</b>	<b>3,264</b>	<b>11,325</b>
<b>Variance</b>	<b>-51%</b>	<b>100%</b>	<b>-51%</b>				<b>-88%</b>	<b>5,514</b>	<b>-71%</b>	<b>8,061</b>

# One-Year Comparative Business Occurring

## Calendar Year 2025 Business Occurring Pace



2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	Jun '25	Jul '25	Aug '25	Sep '25	Oct '25	Nov '25	Dec '25	Total
10/31/2020	0	0	0	0	0	0	0	0	0	0	0	0	0
10/31/2021	0	0	1,762	0	0	0	0	0	0	1,426	0	0	3,188
<b>% Increase</b>													<b>100%</b>

### All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2025	2024	2025	2024
January	0	0	0	1,327	0	1,327	0	0	0	1,327
February	0	0	0	0	0	0	2,384	2,061	2,384	2,061
March	1,762	0	1,762	0	0	0	1,495	6,248	3,257	6,248
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	4,728	0	4,728	0
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	1,480	0	1,480
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
October	1,426	0	1,426	0	0	0	0	0	1,426	0
November	0	0	0	0	0	0	1,130	0	1,130	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,188</b>	<b>0</b>	<b>3,188</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>9,737</b>	<b>9,789</b>	<b>12,925</b>	<b>11,116</b>
<b>Variance</b>	<b>140%</b>	<b>0%</b>	<b>140%</b>				<b>-1%</b>	<b>52</b>	<b>16%</b>	<b>1,809</b>

# One-Year Comparative Business Occurring

## Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2025	2024	2025	2024
January	0	0	0	1,327	0	1,327	0	0	0	1,327
February	0	0	0	0	0	0	0	2,061	0	2,061
March	1,762	0	1,762	0	0	0	880	2,188	2,642	2,188
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	4,593	0	4,593	0
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	1,480	0	1,480
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
October	1,426	0	1,426	0	0	0	0	0	1,426	0
November	0	0	0	0	0	0	1,130	0	1,130	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,188</b>	<b>0</b>	<b>3,188</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>6,603</b>	<b>5,729</b>	<b>9,791</b>	<b>7,056</b>
<b>Variance</b>	<b>140%</b>	<b>0%</b>	<b>140%</b>				<b>15%</b>	<b>874</b>	<b>39%</b>	<b>2,735</b>

## Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 10/31/2021

	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2025	2024	2025	2024
January	0	0	0	0	0	0	0	0	0	0
February	0	0	0	0	0	0	2,384	0	2,384	0
March	0	0	0	0	0	0	615	4,060	615	4,060
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	135	0	135	0
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	0	0	0
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,134</b>	<b>4,060</b>	<b>3,134</b>	<b>4,060</b>
<b>Variance</b>	<b>100%</b>	<b>0%</b>	<b>0%</b>				<b>-23%</b>	<b>926</b>	<b>-23%</b>	<b>926</b>