



Visit Albuquerque is pleased to provide the November 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.

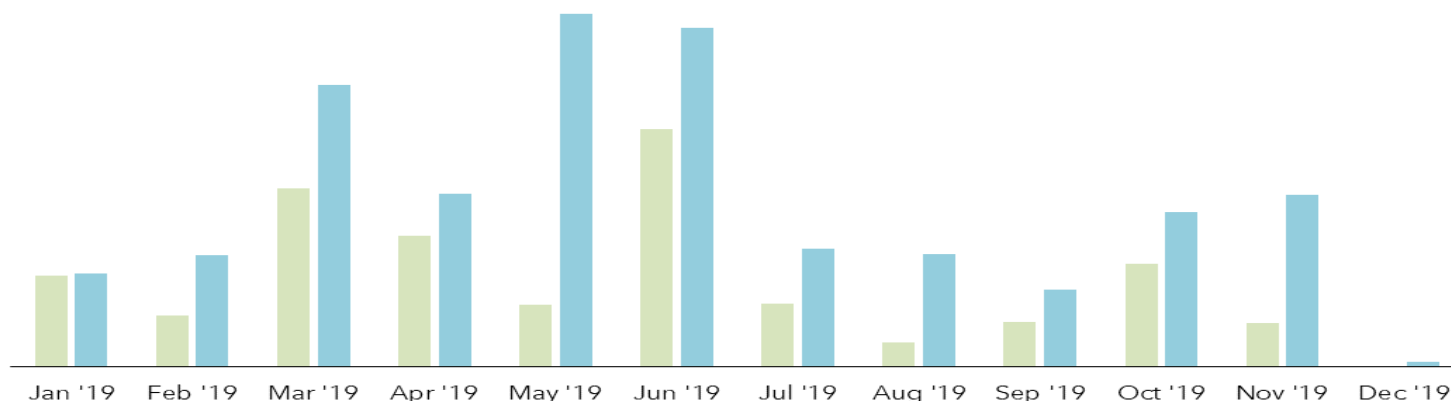
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

### **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 93% increase in bookings, or ~106K room nights added.
  - Overall 2019 is ahead of pace by 9%, ~18K in room nights compared to same time last year. Meetings & Conventions Definites are up 14% or ~10K and Sports bookings are ahead of pace at 5%, ~7K 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 -3%, approximately 1K room nights. Sporting events are down by 7%, approximately 8K room nights. Total non-center is at -6% compared to same time last year.
- 2020 is showing an increase of 106% year over year, approximately 54K room nights added.
  - 2020 overall room nights are below pace compared to 2019 at -8% or ~9K room nights. Meetings/conventions are up by 1%, approximately 1K room nights, while Sporting events are showing an overall decrease of 21% 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	
11/30/2018	10,034	5,627	19,634	14,442	6,876	26,218	6,946	2,680	4,941	11,369	4,815	0	113,582	
11/30/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	12,454	8,570	17,089	19,013	587	219,528	
													% Increase	93%

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019

	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	13,973	19,013	10,366	16,502	26,868	0	0	19,013	26,868
December	361	226	587	336	1,807	2,143	93	115	680	2,258
<b>Total</b>	<b>83,555</b>	<b>135,973</b>	<b>219,528</b>	<b>73,091</b>	<b>128,920</b>	<b>202,011</b>	<b>93</b>	<b>115</b>	<b>219,621</b>	<b>202,126</b>
<b>Variance</b>	<b>14%</b>	<b>5%</b>	<b>9%</b>				<b>-19%</b>	<b>22</b>	<b>9%</b>	<b>17,495</b>

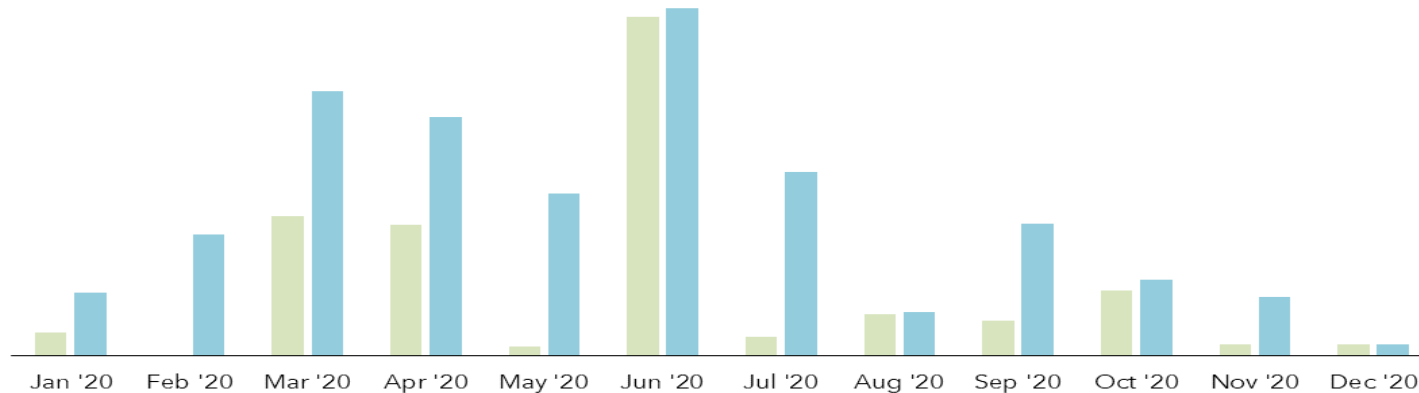
## One-Year Comparative Business Occurring

<b>Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019</b>										
	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
<b>Total</b>	<b>38,777</b>	<b>36,305</b>	<b>75,082</b>	<b>27,031</b>	<b>21,363</b>	<b>48,394</b>	<b>0</b>	<b>0</b>	<b>75,082</b>	<b>48,394</b>
<b>Variance</b>	<b>43%</b>	<b>70%</b>	<b>55%</b>				<b>0%</b>	<b>0</b>	<b>55%</b>	<b>26,688</b>

<b>Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019</b>										
	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	13,973	14,783	6,052	14,834	20,886	0	0	14,783	20,886
December	361	226	587	336	1,807	2,143	93	115	680	2,258
<b>Total</b>	<b>44,778</b>	<b>99,668</b>	<b>144,446</b>	<b>46,060</b>	<b>107,557</b>	<b>153,617</b>	<b>93</b>	<b>115</b>	<b>144,539</b>	<b>153,732</b>
<b>Variance</b>	<b>-3%</b>	<b>-7%</b>	<b>-6%</b>				<b>-19%</b>	<b>22</b>	<b>-6%</b>	<b>9,193</b>

# 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
11/30/2018	1,416	0	8,533	8,056	583	20,708	1,197	2,575	2,162	4,035	723	715	50,703
11/30/2019	3,868	7,468	16,190	14,605	9,969	21,278	11,281	2,725	8,077	4,675	3,646	715	104,497
<i>June - National Speech &amp; Debate</i>												% Increase	106%

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019

	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	8,091	1,943	10,034	1,482	307	5,350	10,341
February	3,268	4,200	7,468	1,321	4,306	5,627	3,199	822	10,667	6,449
March	4,458	11,732	16,190	10,339	9,295	19,634	5,370	3,987	21,560	23,621
April	9,496	5,109	14,605	11,297	3,145	14,442	5,012	4,921	19,617	19,363
May	4,040	5,929	9,969	2,140	4,736	6,876	439	7,054	10,408	13,930
June	21,278	0	21,278	5,980	20,238	26,218	6,178	491	27,456	26,709
July	4,695	6,586	11,281	4,250	2,696	6,946	9,165	9,737	20,446	16,683
August	2,725	0	2,725	2,680	0	2,680	1,080	979	3,805	3,659
September	8,077	0	8,077	4,941	0	4,941	2,363	2,530	10,440	7,471
October	4,675	0	4,675	11,369	0	11,369	1,948	2,245	6,623	13,614
November	3,172	474	3,646	4,815	0	4,815	582	2,439	4,228	7,254
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>68,027</b>	<b>36,470</b>	<b>104,497</b>	<b>67,223</b>	<b>46,359</b>	<b>113,582</b>	<b>36,855</b>	<b>35,812</b>	<b>141,352</b>	<b>149,394</b>
<b>Variance</b>	<b>1%</b>	<b>-21%</b>	<b>-8%</b>				<b>3%</b>	<b>1,043</b>	<b>-5%</b>	<b>8,042</b>

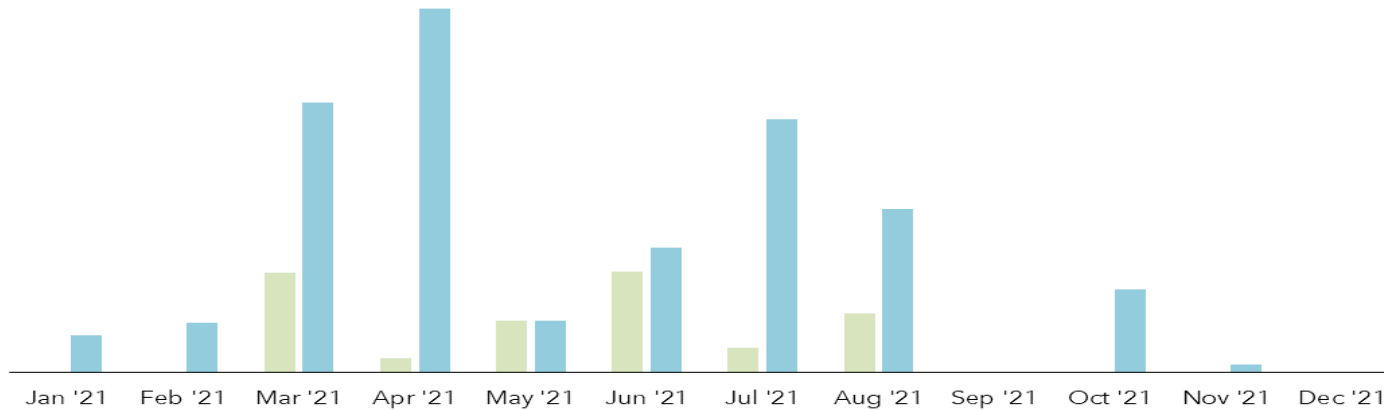
## One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	2,704	3,657	0	2,762	2,762	2,032	735	5,689	3,497
March	0	7,995	7,995	8,014	5,032	13,046	1,327	0	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	1,555	0	1,555	0	0	2,575	1,555
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
<b>Total</b>	<b>38,001</b>	<b>14,878</b>	<b>52,879</b>	<b>36,315</b>	<b>35,061</b>	<b>71,376</b>	<b>6,634</b>	<b>7,939</b>	<b>59,513</b>	<b>79,315</b>
<b>Variance</b>	<b>5%</b>	<b>-58%</b>	<b>-26%</b>				<b>-16%</b>	<b>1,305</b>	<b>-25%</b>	<b>19,802</b>

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	3,347	120	3,467	1,482	307	3,871	3,774
February	2,315	1,496	3,811	1,321	1,544	2,865	1,167	87	4,978	2,952
March	4,458	3,737	8,195	2,325	4,263	6,588	4,043	3,987	12,238	10,575
April	6,334	2,409	8,743	4,010	300	4,310	1,962	3,446	10,705	7,756
May	1,942	5,929	7,871	2,140	4,736	6,876	214	4,979	8,085	11,855
June	1,222	0	1,222	5,753	0	5,753	6,178	491	7,400	6,244
July	4,695	6,586	11,281	2,236	335	2,571	9,165	8,417	20,446	10,988
August	150	0	150	1,125	0	1,125	1,080	979	1,230	2,104
September	1,870	0	1,870	1,718	0	1,718	2,363	1,973	4,233	3,691
October	1,725	0	1,725	6,348	0	6,348	1,948	1,542	3,673	7,890
November	3,172	474	3,646	585	0	585	582	1,365	4,228	1,950
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>30,026</b>	<b>21,592</b>	<b>51,618</b>	<b>30,908</b>	<b>11,298</b>	<b>42,206</b>	<b>30,221</b>	<b>27,873</b>	<b>81,839</b>	<b>70,079</b>
<b>Variance</b>	<b>-3%</b>	<b>91%</b>	<b>22%</b>				<b>8%</b>	<b>2,348</b>	<b>17%</b>	<b>11,760</b>

# 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
11/30/2018	0	0	3,352	497	1,725	3,380	826	1,984	0	0	0	0	11,764
11/30/2019	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 11/30/2019

	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	2,197	3,747	3,453	5,163
February	1,657	0	1,657	0	0	0	3,731	4,083	5,388	4,083
March	3,352	5,669	9,021	2,436	6,097	8,533	2,110	3,633	11,131	12,166
April	1,822	10,364	12,186	5,356	2,700	8,056	3,751	3,910	15,937	11,966
May	1,325	400	1,725	583	0	583	3,004	0	4,729	583
June	4,185	0	4,185	20,708	0	20,708	1,202	1,668	5,387	22,376
July	1,901	6,586	8,487	1,197	0	1,197	7,974	9,646	16,461	10,843
August	5,487	0	5,487	2,575	0	2,575	220	586	5,707	3,161
September	0	0	0	2,162	0	2,162	7,213	3,201	7,213	5,363
October	2,797	0	2,797	4,035	0	4,035	5,053	3,090	7,850	7,125
November	280	0	280	249	474	723	1,396	1,925	1,676	2,648
December	0	0	0	0	715	715	0	0	0	715
<b>Total</b>	<b>24,062</b>	<b>23,019</b>	<b>47,081</b>	<b>40,717</b>	<b>9,986</b>	<b>50,703</b>	<b>37,851</b>	<b>35,489</b>	<b>84,932</b>	<b>86,192</b>
<b>Variance</b>	<b>-41%</b>	<b>131%</b>	<b>-7%</b>				<b>7%</b>	<b>2,362</b>	<b>-1%</b>	<b>1,260</b>

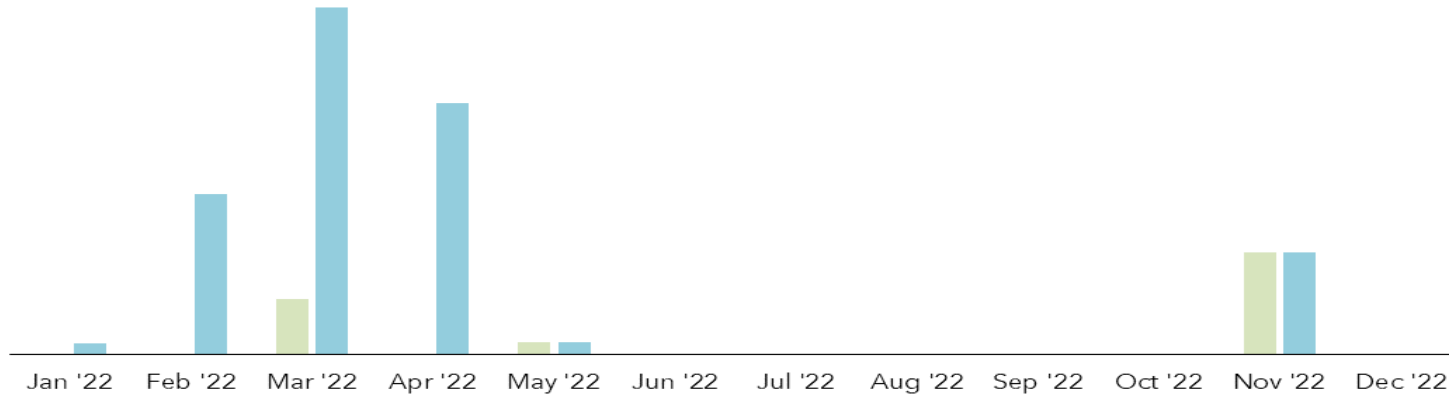
## One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	1,082	1,000	2,338	1,000
February	0	0	0	0	0	0	2,276	2,479	2,276	2,479
March	2,527	5,669	8,196	0	6,097	6,097	0	3,308	8,196	9,405
April	0	10,364	10,364	1,535	2,700	4,235	2,227	1,357	12,591	5,592
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	5,337	3,645	5,337
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
<b>Total</b>	<b>14,970</b>	<b>16,033</b>	<b>31,003</b>	<b>29,199</b>	<b>8,797</b>	<b>37,996</b>	<b>16,748</b>	<b>17,110</b>	<b>47,751</b>	<b>55,106</b>
<b>Variance</b>	<b>-49%</b>	<b>82%</b>	<b>-18%</b>				<b>-2%</b>	<b>362</b>	<b>-13%</b>	<b>7,355</b>

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	2,747	1,115	4,163
February	1,657	0	1,657	0	0	0	1,455	1,604	3,112	1,604
March	825	0	825	2,436	0	2,436	2,110	325	2,935	2,761
April	1,822	0	1,822	3,821	0	3,821	1,524	2,553	3,346	6,374
May	0	400	400	410	0	410	3,004	0	3,404	410
June	805	0	805	652	0	652	1,202	1,668	2,007	2,320
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	586	555	586
September	0	0	0	252	0	252	3,755	1,777	3,755	2,029
October	1,467	0	1,467	1,085	0	1,085	993	1,397	2,460	2,482
November	280	0	280	249	474	723	1,396	1,413	1,676	2,136
December	0	0	0	0	715	715	0	0	0	715
<b>Total</b>	<b>9,092</b>	<b>6,986</b>	<b>16,078</b>	<b>11,518</b>	<b>1,189</b>	<b>12,707</b>	<b>21,103</b>	<b>18,379</b>	<b>37,181</b>	<b>31,086</b>
<b>Variance</b>	<b>-21%</b>	<b>488%</b>	<b>27%</b>				<b>15%</b>	<b>2,724</b>	<b>20%</b>	<b>6,095</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
11/30/2018	0	0	1,382	0	287	0	0	0	0	0	2,525	0	4,194
11/30/2019	280	3,981	8,628	6,242	287	0	0	0	0	0	2,525	0	21,943
<b>% Increase</b>													<b>423%</b>

### All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019

	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	0	535	3,981	535
March	2,959	5,669	8,628	3,352	0	3,352	2,047	1,164	10,675	4,516
April	0	6,242	6,242	497	0	497	6,230	5,354	12,472	5,851
May	0	287	287	1,325	400	1,725	2,684	0	2,971	1,725
June	0	0	0	3,380	0	3,380	7,721	2,522	7,721	5,902
July	0	0	0	826	0	826	5,195	7,864	5,195	8,690
August	0	0	0	1,984	0	1,984	1,400	0	1,400	1,984
September	0	0	0	0	0	0	3,858	695	3,858	695
October	0	0	0	0	0	0	4,255	1,670	4,255	1,670
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
<b>Total</b>	<b>9,745</b>	<b>12,198</b>	<b>21,943</b>	<b>11,364</b>	<b>400</b>	<b>11,764</b>	<b>34,946</b>	<b>23,917</b>	<b>56,889</b>	<b>35,681</b>
<b>Variance</b>	<b>-14%</b>	<b>2950%</b>	<b>87%</b>				<b>46%</b>	<b>11,029</b>	<b>59%</b>	<b>21,208</b>



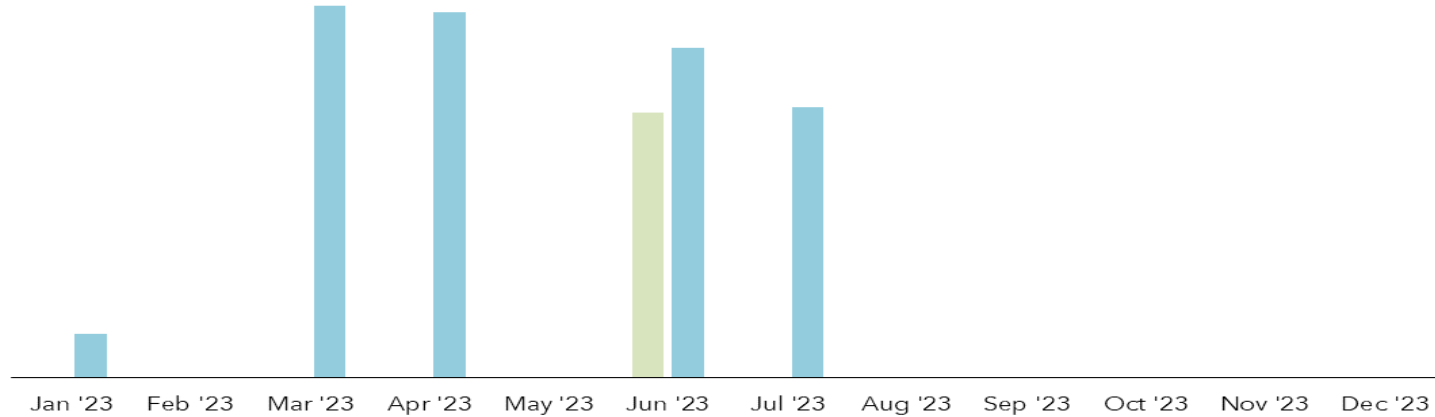
## One-Year Comparative Business Occurring

<b>Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019</b>										
	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	0	0	2,375	0
March	1,577	5,669	7,246	2,527	0	2,527	0	1,164	7,246	3,691
April	0	6,242	6,242	0	0	0	5,400	4,827	11,642	4,827
May	0	0	0	1,325	0	1,325	0	0	0	1,325
June	0	0	0	3,380	0	3,380	6,193	2,298	6,193	5,678
July	0	0	0	0	0	0	5,195	4,405	5,195	4,405
August	0	0	0	1,984	0	1,984	667	0	667	1,984
September	0	0	0	0	0	0	3,625	0	3,625	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
<b>Total</b>	<b>6,477</b>	<b>11,911</b>	<b>18,388</b>	<b>9,216</b>	<b>0</b>	<b>9,216</b>	<b>26,410</b>	<b>16,606</b>	<b>44,798</b>	<b>25,822</b>
<b>Variance</b>	<b>-30%</b>	<b>0%</b>	<b>100%</b>				<b>59%</b>	<b>9,804</b>	<b>73%</b>	<b>18,976</b>

<b>Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2019</b>										
	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	2,047	0	3,429	825
April	0	0	0	497	0	497	830	527	830	1,024
May	0	287	287	0	400	400	2,684	0	2,971	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	733	0	733	0
September	0	0	0	0	0	0	233	695	233	695
October	0	0	0	0	0	0	0	340	0	340
November	0	0	0	0	0	0	0	1,339	0	1,339
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,268</b>	<b>287</b>	<b>3,555</b>	<b>2,148</b>	<b>400</b>	<b>2,548</b>	<b>8,536</b>	<b>7,311</b>	<b>12,091</b>	<b>9,859</b>
<b>Variance</b>	<b>52%</b>	<b>-28%</b>	<b>40%</b>				<b>17%</b>	<b>1,225</b>	<b>23%</b>	<b>2,232</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
11/30/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
11/30/2019	760	0	6,361	6,242	0	5,647	4,622	0	0	0	0	0	23,632
<b>% Increase</b>													<b>421%</b>

All Current Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	4,383	3,186	4,383	3,186
March	692	5,669	6,361	1,382	0	1,382	0	2,210	6,361	3,592
April	0	6,242	6,242	0	0	0	2,250	2,860	8,492	2,860
May	0	0	0	0	287	287	2,794	0	2,794	287
June	5,647	0	5,647	0	0	0	0	9,128	5,647	9,128
July	4,622	0	4,622	0	0	0	1,068	1,260	5,690	1,260
August	0	0	0	0	0	0	556	0	556	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
<b>Total</b>	<b>11,721</b>	<b>11,911</b>	<b>23,632</b>	<b>3,907</b>	<b>287</b>	<b>4,194</b>	<b>14,154</b>	<b>18,644</b>	<b>37,786</b>	<b>22,838</b>
<b>Variance</b>	<b>200%</b>	<b>4050%</b>	<b>463%</b>				<b>-24%</b>	<b>4490</b>	<b>65%</b>	<b>14,948</b>

## One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	4,383	2,375	4,383	2,375
March	692	5,669	6,361	0	0	0	0	2,210	6,361	2,210
April	0	6,242	6,242	0	0	0	1,540	2,860	7,782	2,860
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	4,622	0	4,622	0	0	0	1,068	0	5,690	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
<b>Total</b>	<b>10,961</b>	<b>11,911</b>	<b>22,872</b>	<b>2,525</b>	<b>0</b>	<b>2,525</b>	<b>9,104</b>	<b>16,573</b>	<b>31,976</b>	<b>19,098</b>
<b>Variance</b>	<b>334%</b>	<b>0%</b>	<b>806%</b>				<b>-45%</b>	<b>7469</b>	<b>67%</b>	<b>12,878</b>

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 11/30/2019										
	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	1,382	0	1,382	0	0	0	1,382
April	0	0	0	0	0	0	710	0	710	0
May	0	0	0	0	287	287	2,794	0	2,794	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	556	0	556	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
<b>Total</b>	<b>760</b>	<b>0</b>	<b>760</b>	<b>1,382</b>	<b>287</b>	<b>1,669</b>	<b>5,050</b>	<b>2,071</b>	<b>5,810</b>	<b>3,740</b>
<b>Variance</b>	<b>-45%</b>	<b>-100%</b>	<b>-54%</b>				<b>144%</b>	<b>2979</b>	<b>55%</b>	<b>2,070</b>