



Visit Albuquerque is pleased to provide the November 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).

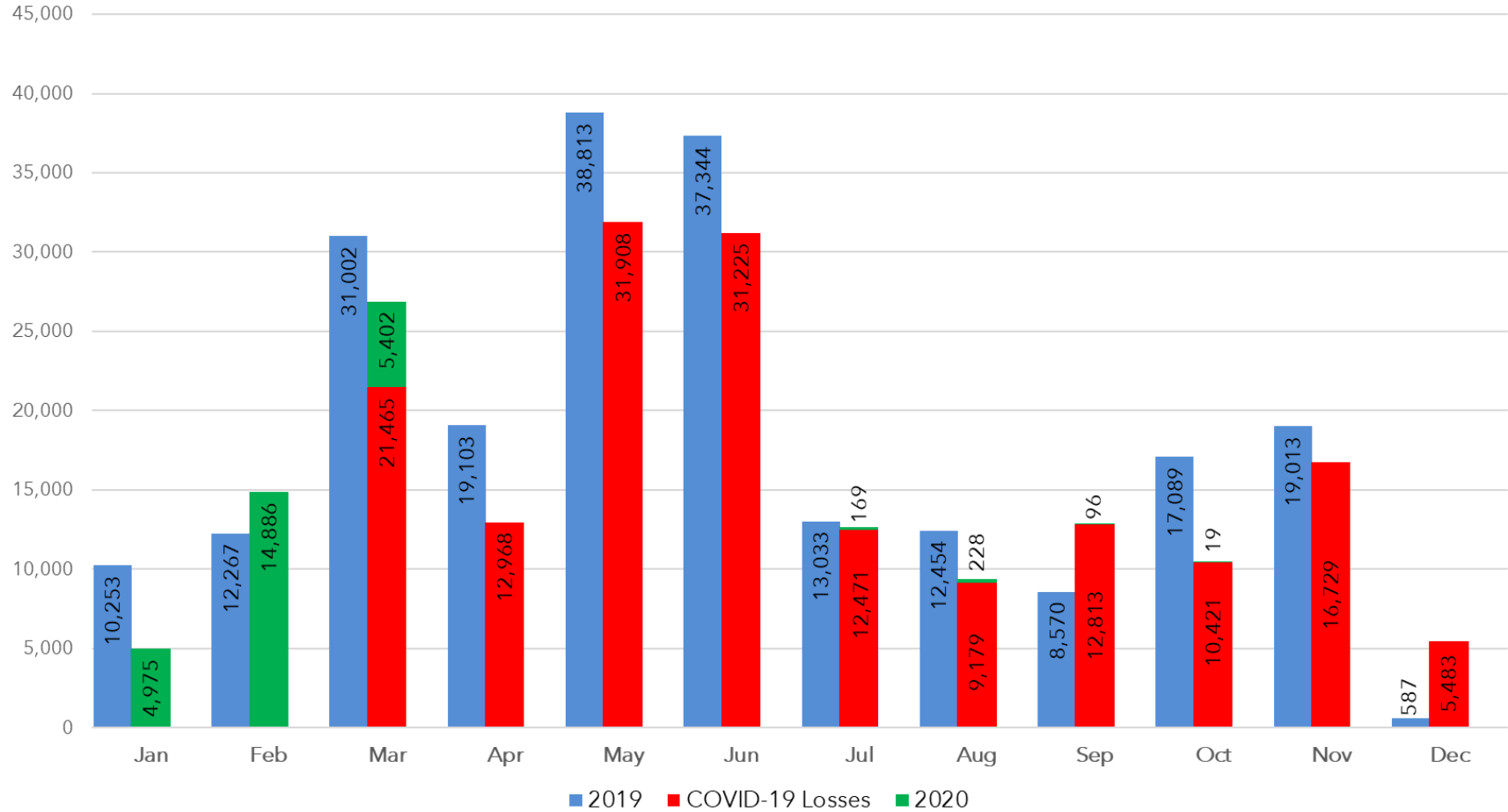
Highlights of this month's report:

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 ~106K RN previously booked due to COVID-19. In addition, repeat sporting events providing ~57K RN are not reflected May-Dec 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 ~79K 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 ~76K room nights with Sports bookings behind pace at 87% or ~118K 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 9% year over year. This increase continues to drop as we now have seen a total decrease of ~14K room nights due to continued COVID concerns into 2021.
 - 2021 overall room nights are below pace compared to 2020 at -51% or ~53K room nights. Meetings/conventions are behind pace by 59%, approximately 40K room nights, while Sporting events are showing an overall decrease of 35% or ~13K room nights.
- 2022 is showing an increase of 56% year over year, or ~12K room nights added.
 - 2022 overall room nights are behind pace compared to 2021 with a decrease of 27%, approximately 13K room nights. Meetings & Conventions are down 9% or ~2K 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 November 30, 2020 compared to November 30, 2019.

2020 Room Night Impact due to COVID-19 as of November 30, 2020



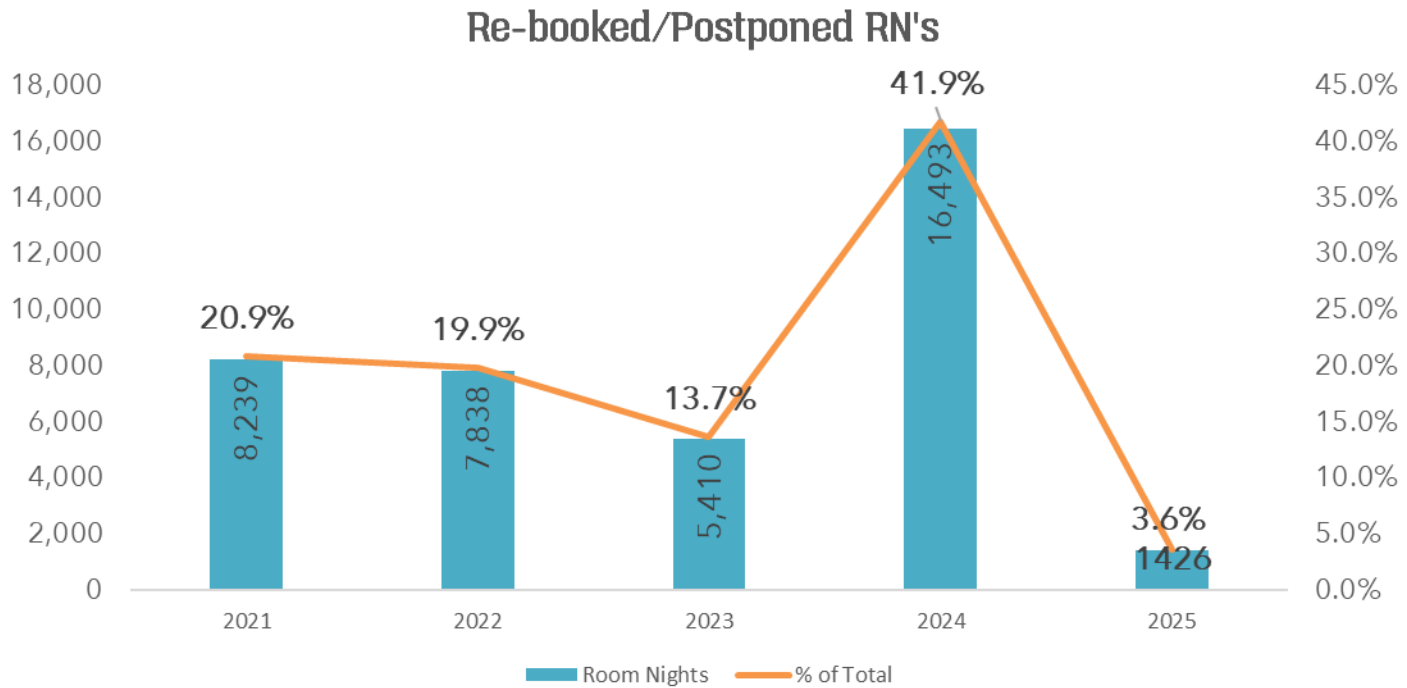
Legend:

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

2020: Room nights that occurred or are 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

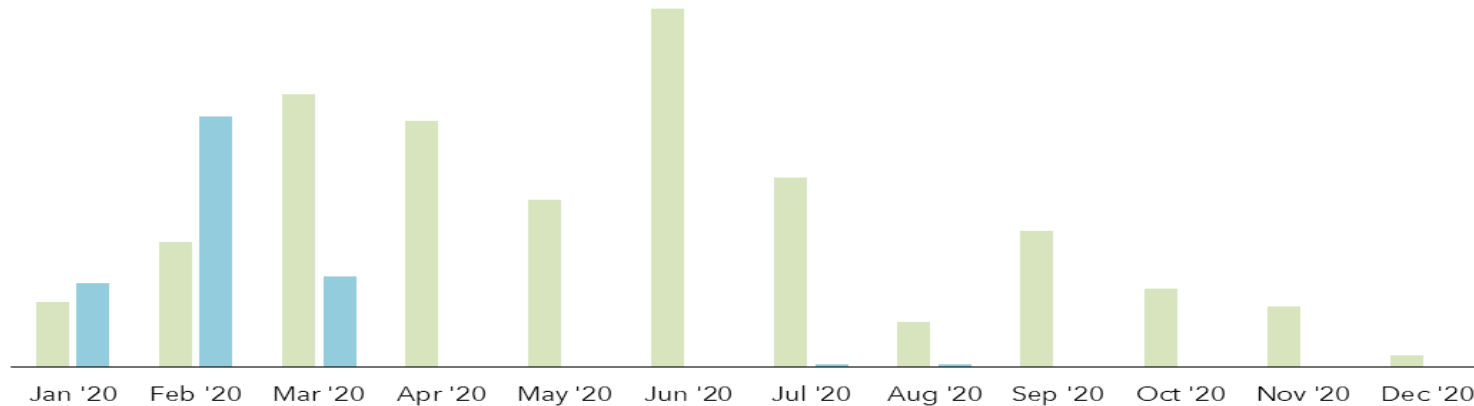
32% of all COVID Lost Groups have rebooked their meetings representing 33% of the lost room nights.
The chart below reflects the years these groups have been rescheduled to at this time.



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	
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	
11/30/2020	4,975	14,886	5,402	0	0	0	169	228	96	19	0	0	25,775	
													% Change	-75%

All Current Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	0	0	0	5,040	13,973	19,013	0	0	0	19,013
December	0	0	0	361	226	587	0	93	0	680
Total	7,792	17,983	25,775	83,555	135,973	219,528	0	93	25,775	219,621
Variance	-91%	-87%	-88%				-100%	93	-88%	193,846

2020 impacted by COVID-19

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

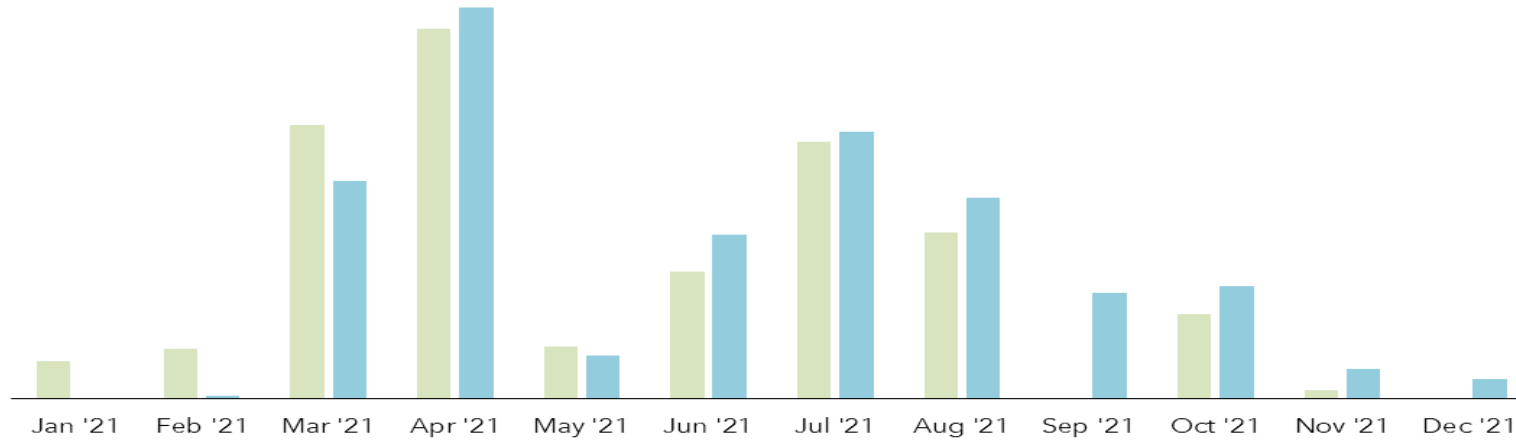
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	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 11/30/2020

	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	0	0	0	810	13,973	14,783	0	0	0	14,783
December	0	0	0	361	226	587	0	93	0	680
Total	6,839	9,724	16,563	44,778	99,668	144,446	0	93	16,563	144,539
Variance	-85%	-90%	-89%				-100%	93	-89%	127,976

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	
11/30/2019	1,256	1,657	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	280	0	47,081	
11/30/2020	0	108	7,204	12,886	1,443	5,407	8,823	6,626	3,515	3,741	1,005	669	51,427	
													% Increase	9%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	0	0	0	2,143	1,725	3,868	1,620	1,482	1,620	5,350
February	98	10	108	3,268	4,200	7,468	4,596	3,199	4,704	10,667
March	1,535	5,669	7,204	4,458	11,732	16,190	3,243	5,370	10,447	21,560
April	2,492	10,394	12,886	9,496	5,109	14,605	1,572	5,012	14,458	19,617
May	1,043	400	1,443	4,040	5,929	9,969	0	439	1,443	10,408
June	5,397	10	5,407	21,278	0	21,278	225	6,178	5,632	27,456
July	2,194	6,629	8,823	4,695	6,586	11,281	500	9,165	9,323	20,446
August	6,626	0	6,626	2,725	0	2,725	4,879	1,080	11,505	3,805
September	3,435	80	3,515	8,077	0	8,077	947	2,363	4,462	10,440
October	3,741	0	3,741	4,675	0	4,675	2,958	1,948	6,699	6,623
November	1,005	0	1,005	3,172	474	3,646	2,891	582	3,896	4,228
December	0	669	669	0	715	715	0	37	669	752
Total	27,566	23,861	51,427	68,027	36,470	104,497	23,431	36,855	74,858	141,352
Variance	-59%	-35%	-51%				-36%	13,424	-47%	66,494

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

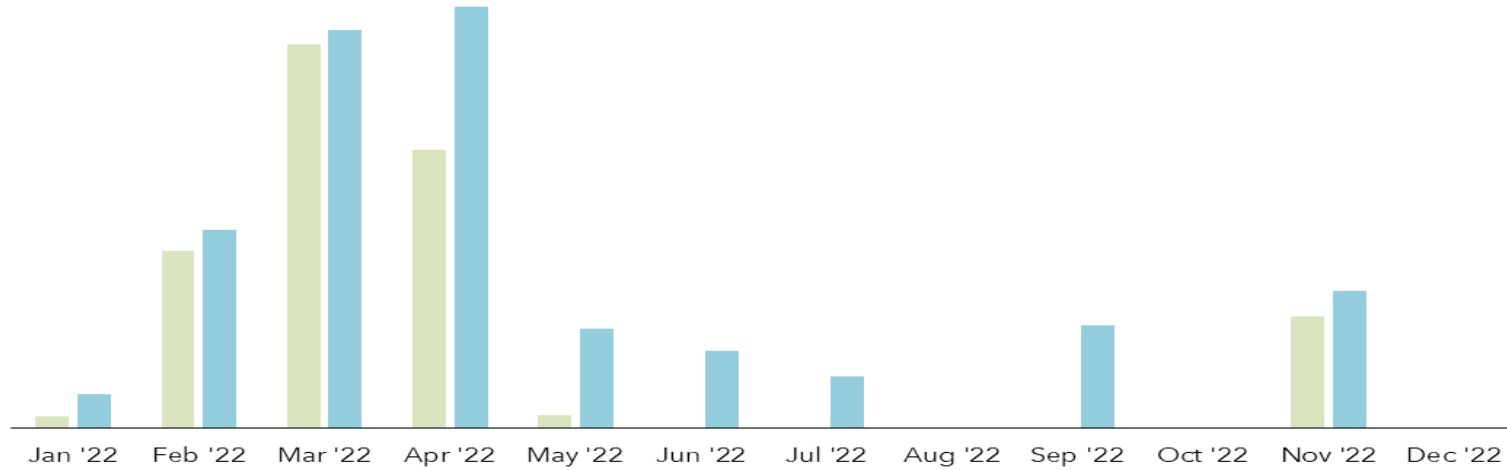
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	1,479	1,479	1,479	0	1,479	1,479
February	0	0	0	953	2,704	3,657	4,446	2,032	4,446	5,689
March	1,481	5,669	7,150	0	7,995	7,995	0	1,327	7,150	9,322
April	0	10,364	10,364	3,162	2,700	5,862	0	3,050	10,364	8,912
May	0	0	0	2,098	0	2,098	0	225	0	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	13,733	16,033	29,766	38,001	14,878	52,879	10,220	6,634	39,986	59,513
Variance	-64%	8%	-44%				54%	3,586	-33%	19,527

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	2,143	246	2,389	141	1,482	141	3,871
February	98	10	108	2,315	1,496	3,811	150	1,167	258	4,978
March	54	0	54	4,458	3,737	8,195	3,243	4,043	3,297	12,238
April	2,492	30	2,522	6,334	2,409	8,743	1,572	1,962	4,094	10,705
May	1,043	400	1,443	1,942	5,929	7,871	0	214	1,443	8,085
June	2,017	10	2,027	1,222	0	1,222	15	6,178	2,042	7,400
July	2,194	6,629	8,823	4,695	6,586	11,281	500	9,165	9,323	20,446
August	1,474	0	1,474	150	0	150	3,654	1,080	5,128	1,230
September	1,045	80	1,125	1,870	0	1,870	947	2,363	2,072	4,233
October	2,411	0	2,411	1,725	0	1,725	1,358	1,948	3,769	3,673
November	1,005	0	1,005	3,172	474	3,646	1,631	582	2,636	4,228
December	0	669	669	0	715	715	0	37	669	752
Total	13,833	7,828	21,661	30,026	21,592	51,618	13,211	30,221	34,872	81,839
Variance	-54%	-64%	-58%				-56%	17,010	-57%	46,967

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
11/30/2019	280	3,981	8,628	6,242	287	0	0	0	0	0	2,525	0	21,943
11/30/2020	765	4,466	8,948	9,476	2,231	1,755	1,180	0	2,310	0	3,085	0	34,216
% Increase													56%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	2,197	2,335	3,453
February	4,466	0	4,466	1,657	0	1,657	399	3,731	4,865	5,388
March	3,279	5,669	8,948	3,352	5,669	9,021	851	2,110	9,799	11,131
April	3,234	6,242	9,476	1,822	10,364	12,186	120	3,751	9,596	15,937
May	1,944	287	2,231	1,325	400	1,725	216	3,004	2,447	4,729
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	7,213	5,475	7,213
October	0	0	0	2,797	0	2,797	338	5,053	338	7,850
November	3,085	0	3,085	280	0	280	1,388	1,396	4,473	1,676
December	0	0	0	0	0	0	0	0	0	0
Total	21,975	12,241	34,216	24,062	23,019	47,081	18,859	37,851	53,075	84,932
Variance	-9%	-47%	-27%				-50%	18,992	-38%	31,857

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

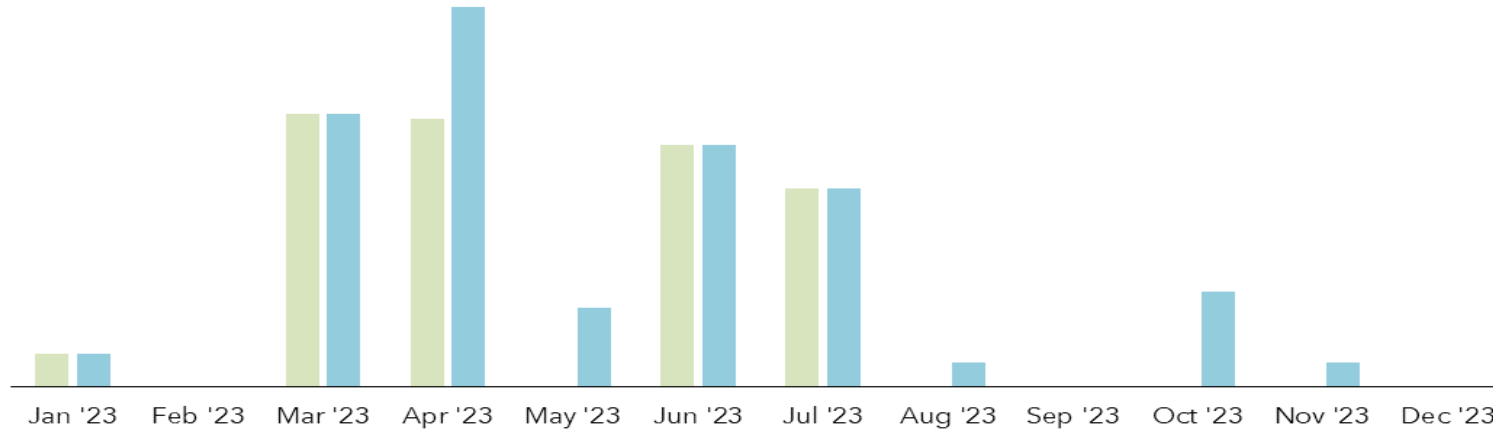
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	1,256	0	1,256	1,570	1,082	1,570	2,338
February	2,375	0	2,375	0	0	0	0	2,276	2,375	2,276
March	1,577	5,669	7,246	2,527	5,669	8,196	0	0	7,246	8,196
April	0	6,242	6,242	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	974	0	3,499	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	16,748	34,277	47,751
Variance	-27%	-26%	-26%				-32%	5,336	-28%	13,474

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	2,091	0	2,091	1,657	0	1,657	399	1,455	2,490	3,112
March	1,702	0	1,702	825	0	825	851	2,110	2,553	2,935
April	3,234	0	3,234	1,822	0	1,822	120	1,524	3,354	3,346
May	484	287	771	0	400	400	216	3,004	987	3,404
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	3,755	2,425	3,755
October	0	0	0	1,467	0	1,467	338	993	338	2,460
November	560	0	560	280	0	280	414	1,396	974	1,676
December	0	0	0	0	0	0	0	0	0	0
Total	11,021	330	11,351	9,092	6,986	16,078	7,447	21,103	18,798	37,181
Variance	21%	-95%	-29%				-65%	13,656	-49%	18,383

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
11/30/2019	760	0	6,361	6,242	0	5,647	4,622	0	0	0	0	0	23,632
11/30/2020	760	0	6,361	8,852	1,845	5,647	4,622	556	0	2,215	560	0	31,418
% Increase													33%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	0	481	760	761
February	0	0	0	3,981	0	3,981	5,904	0	5,904	3,981
March	692	5,669	6,361	2,959	5,669	8,628	8,889	2,047	15,250	10,675
April	2,610	6,242	8,852	0	6,242	6,242	325	6,230	9,177	12,472
May	1,845	0	1,845	0	287	287	640	2,684	2,485	2,971
June	5,647	0	5,647	0	0	0	0	7,721	5,647	7,721
July	4,622	0	4,622	0	0	0	416	5,195	5,038	5,195
August	556	0	556	0	0	0	1,832	1,400	2,388	1,400
September	0	0	0	0	0	0	4,619	3,858	4,619	3,858
October	2,215	0	2,215	0	0	0	0	4,255	2,215	4,255
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	22,625	34,946	54,043	56,889
Variance	100%	-2%	43%				-35%	12,321	-5%	2,846

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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
February	0	0	0	2,375	0	2,375	5,904	0	5,904	2,375
March	692	5,669	6,361	1,577	5,669	7,246	4,829	0	11,190	7,246
April	0	6,242	6,242	0	6,242	6,242	0	5,400	6,242	11,642
May	1,295	0	1,295	0	0	0	0	0	1,295	0
June	5,647	0	5,647	0	0	0	0	6,193	5,647	6,193
July	4,622	0	4,622	0	0	0	0	5,195	4,622	5,195
August	0	0	0	0	0	0	1,225	667	1,225	667
September	0	0	0	0	0	0	4,181	3,625	4,181	3,625
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	16,139	26,410	42,521	44,798
Variance	123%	0%	43%				-39%	10,271	-5%	2,277

Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	0	481	760	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	2,047	4,060	3,429
April	2,610	0	2,610	0	0	0	325	830	2,935	830
May	550	0	550	0	287	287	640	2,684	1,190	2,971
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	733	1,163	733
September	0	0	0	0	0	0	438	233	438	233
October	0	0	0	0	0	0	0	0	0	0
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	6,486	8,536	11,522	12,091
Variance	54%	-100%	42%				-24%	2,050	-5%	569

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
11/30/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
11/30/2020	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 11/30/2020										
	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	4,383	2,061	4,383
March	0	0	0	692	5,669	6,361	6,248	0	6,248	6,361
April	0	0	0	0	6,242	6,242	0	2,250	0	8,492
May	0	0	0	0	0	0	0	2,794	0	2,794
June	0	0	0	5,647	0	5,647	0	0	0	5,647
July	0	0	0	4,622	0	4,622	1,480	1,068	1,480	5,690
August	0	0	0	0	0	0	0	556	0	556
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	11,721	11,911	23,632	9,789	14,154	11,116	37,786
Variance	-89%	-100%	-94%				-31%	4365	-71%	26,670

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	4,383	2,061	4,383
March	0	0	0	692	5,669	6,361	2,188	0	2,188	6,361
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	4,622	0	4,622	1,480	1,068	1,480	5,690
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	10,961	11,911	22,872	5,729	9,104	7,056	31,976
Variance	-88%	-100%	-94%				-37%	3375	-78%	24,920

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 11/30/2020

	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	710	0	710
May	0	0	0	0	0	0	0	2,794	0	2,794
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	556	0	556
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	5,050	4,060	5,810
Variance	-100%	0%	-100%				-20%	990	-30%	1,750