



Visit Albuquerque is pleased to provide the December 2018 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 provides a look at what is currently booked to occur in 2018 (or the year indicated on the top of the page), compared to the STLY (i.e. 2018 as of 1/31/2018 compared to 2017 as of 1/31/2017). 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. 2018 compared to 2017). 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.

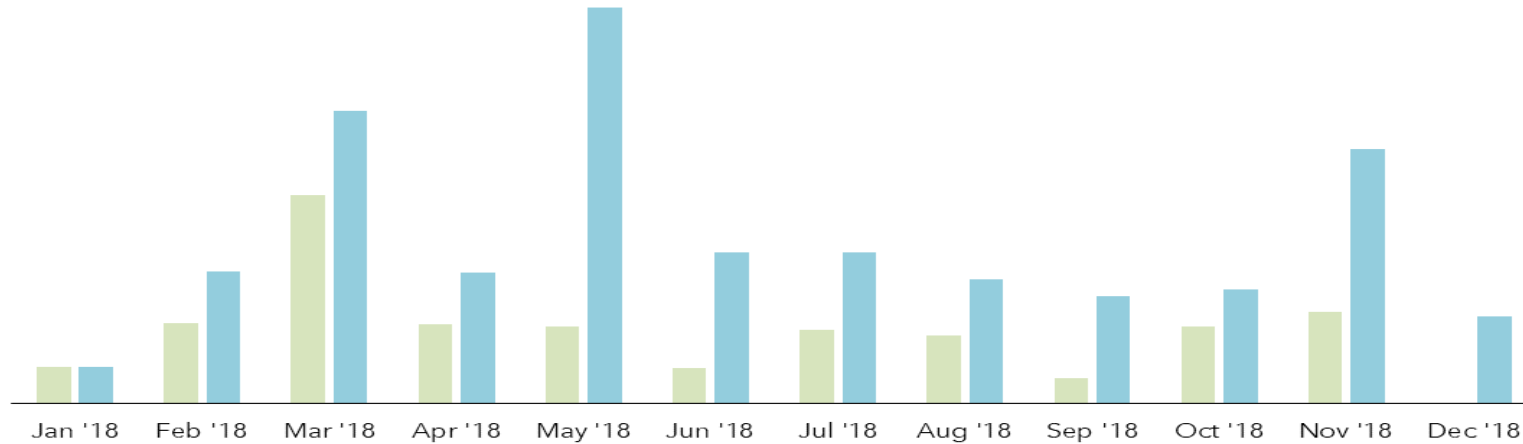
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2018 compared to 2017).

Highlights of this month's report:

- Calendar Year 2018 ended showing a strong increase of bookings in the year compared to same time last year with a 131% increase in bookings, or 119K room nights added.
 - Overall 2018 ended ahead of pace by 16%, ~28K in room nights compared to same time last year. Meetings & Conventions Definites were up 5% or ~3K and Sports bookings were ahead of pace at 22%, ~25K in room nights.
 - 2018 Convention Center ended behind pace by 13%, approximately 7K room nights compared to same time last year.
 - 2018 Non-center ended ahead of pace in meetings/conventions at 26%, approximately 10K in room nights. Sporting events were up by 29%, approximately 26K room nights. Total non-center year end was up 28%, with an increase of ~36K room nights.
- 2019 is showing an increase of 85% year over year, approximately 61K room nights added.
 - 2019 overall room nights are above pace compared to 2018 at 47% or ~43K room nights. Meetings / conventions are up 16%, ~9K room nights while Sporting events are showing an overall increase of 106% which is affected by National Senior Games set to occur in June 2019.
- 2020 is showing an increase of 45% year over year, or ~16K room nights added.
 - 2020 overall room nights are below pace compared to 2019 with a decrease of -28%, approximately 20K room nights. Meetings & Conventions are up by 1% or ~400 room nights while sporting events are down by 68% or 21K room nights. The sports and overall variance is strongly affected again by National Senior Games.

One-Year Comparative Business Occurring

Calendar Year 2018 Business Occurring Pace



2018	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Total
12/31/2017	3,862	8,510	22,062	8,380	8,192	3,748	7,802	7,284	2,722	8,169	9,753	0	90,484
12/31/2018	3,862	13,969	30,980	13,888	41,832	16,046	15,939	13,140	11,317	12,027	26,868	9,250	209,118
% Increase													131%

All Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2018 Definite			2017 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2018	2017	2018	2017
January	2,616	1,246	3,862	1,154	2,018	3,172	0	0	3,862	3,172
February	2,679	11,290	13,969	5,643	11,308	16,951	0	0	13,969	16,951
March	8,514	22,466	30,980	4,375	21,324	25,699	0	0	30,980	25,699
April	9,521	4,367	13,888	8,115	6,949	15,064	0	0	13,888	15,064
May	7,048	34,784	41,832	4,335	28,889	33,224	0	0	41,832	33,224
June	6,149	9,897	16,046	12,482	6,799	19,281	0	0	16,046	19,281
July	8,181	7,758	15,939	8,750	4,913	13,663	0	0	15,939	13,663
August	2,231	10,909	13,140	4,522	5,400	9,922	0	0	13,140	9,922
September	5,704	5,613	11,317	7,587	2,373	9,960	0	0	11,317	9,960
October	9,746	2,281	12,027	6,828	1,006	7,834	0	0	12,027	7,834
November	10,366	16,502	26,868	6,013	11,557	17,570	0	0	26,868	17,570
December	425	8,825	9,250	120	8,501	8,621	0	0	9,250	8,621
Total	73,180	135,938	209,118	69,924	111,037	180,961	0	0	209,118	180,961
Variance	5%	22%	16%				0%	0	16%	28,157

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

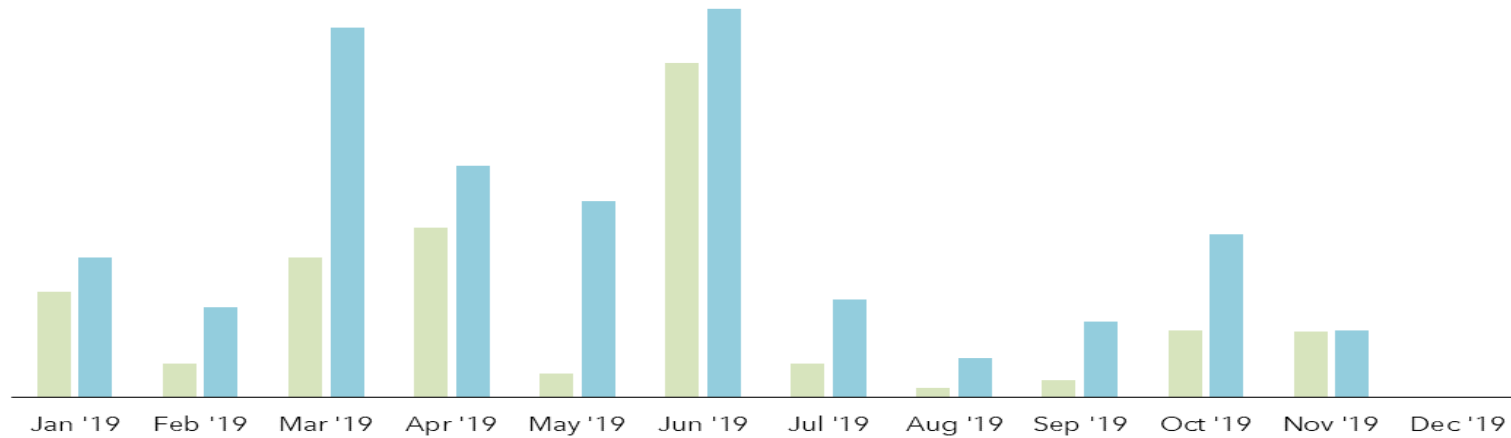
	2018 Definite			2017 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2018	2017	2018	2017
January	530	1,176	1,706	114	2,018	2,132	0	0	1,706	2,132
February	0	4,744	4,744	2,309	6,980	9,289	0	0	4,744	9,289
March	3,508	6,106	9,614	3,282	8,852	12,134	0	0	9,614	12,134
April	4,012	0	4,012	2,197	4,689	6,886	0	0	4,012	6,886
May	3,024	2,863	5,887	523	0	523	0	0	5,887	523
June	1,498	0	1,498	8,621	0	8,621	0	0	1,498	8,621
July	3,779	0	3,779	3,229	0	3,229	0	0	3,779	3,229
August	0	4,806	4,806	2,989	0	2,989	0	0	4,806	2,989
September	2,580	0	2,580	3,514	0	3,514	0	0	2,580	3,514
October	3,786	0	3,786	2,608	0	2,608	0	0	3,786	2,608
November	4,314	1,668	5,982	3,894	0	3,894	0	0	5,982	3,894
December	0	0	0	0	0	0	0	0	0	0
Total	27,031	21,363	48,394	33,280	22,539	55,819	0	0	48,394	55,819
Variance	-19%	-5%	-13%				100%	0	-13%	7,425

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2018 Definite			2017 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2018	2017	2018	2017
January	2,086	70	2,156	1,040	0	1,040	0	0	2,156	1,040
February	2,679	6,546	9,225	3,334	4,328	7,662	0	0	9,225	7,662
March	5,006	16,360	21,366	1,093	12,472	13,565	0	0	21,366	13,565
April	5,509	4,367	9,876	5,918	2,260	8,178	0	0	9,876	8,178
May	4,024	31,921	35,945	3,812	28,889	32,701	0	0	35,945	32,701
June	4,651	9,897	14,548	3,861	6,799	10,660	0	0	14,548	10,660
July	4,402	7,758	12,160	5,521	4,913	10,434	0	0	12,160	10,434
August	2,231	6,103	8,334	1,533	5,400	6,933	0	0	8,334	6,933
September	3,124	5,613	8,737	4,073	2,373	6,446	0	0	8,737	6,446
October	5,960	2,281	8,241	4,220	1,006	5,226	0	0	8,241	5,226
November	6,052	14,834	20,886	2,119	11,557	13,676	0	0	20,886	13,676
December	425	8,825	9,250	120	8,501	8,621	0	0	9,250	8,621
Total	46,149	114,575	160,724	36,644	88,498	125,142	0	0	160,724	125,142
Variance	26%	29%	28%				0%	0	28%	35,582

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
12/31/2017	7,546	2,467	10,054	12,170	1,703	23,920	2,419	719	1,298	4,840	4,755	0	71,891
12/31/2018	10,034	6,462	26,486	16,567	14,077	27,827	7,006	2,815	5,450	11,669	4,840	0	133,233
												% Increase	85%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2019	2018	2019	2018
January	8,091	1,943	10,034	2,616	1,246	3,862	327	477	10,361	4,339
February	1,421	5,041	6,462	2,384	6,126	8,510	1,549	3,061	8,011	11,571
March	10,339	16,147	26,486	8,066	13,996	22,062	4,967	5,391	31,453	27,453
April	11,381	5,186	16,567	7,688	692	8,380	2,470	2,827	19,037	11,207
May	2,390	11,687	14,077	3,665	4,527	8,192	2,907	409	16,984	8,601
June	5,980	21,847	27,827	3,590	158	3,748	491	859	28,318	4,607
July	4,310	2,696	7,006	7,802	0	7,802	6,037	5,096	13,043	12,898
August	2,815	0	2,815	2,478	4,806	7,284	774	5,550	3,589	12,834
September	4,941	509	5,450	2,722	0	2,722	2,865	3,858	8,315	6,580
October	11,669	0	11,669	8,169	0	8,169	2,571	1,072	14,240	9,241
November	4,840	0	4,840	9,753	0	9,753	1,190	695	6,030	10,448
December	0	0	0	0	0	0	300	0	300	0
Total	68,177	65,056	133,233	58,933	31,551	90,484	26,448	29,295	159,681	119,779
Variance	16%	106%	47%				-10%	2,847	33%	39,902

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

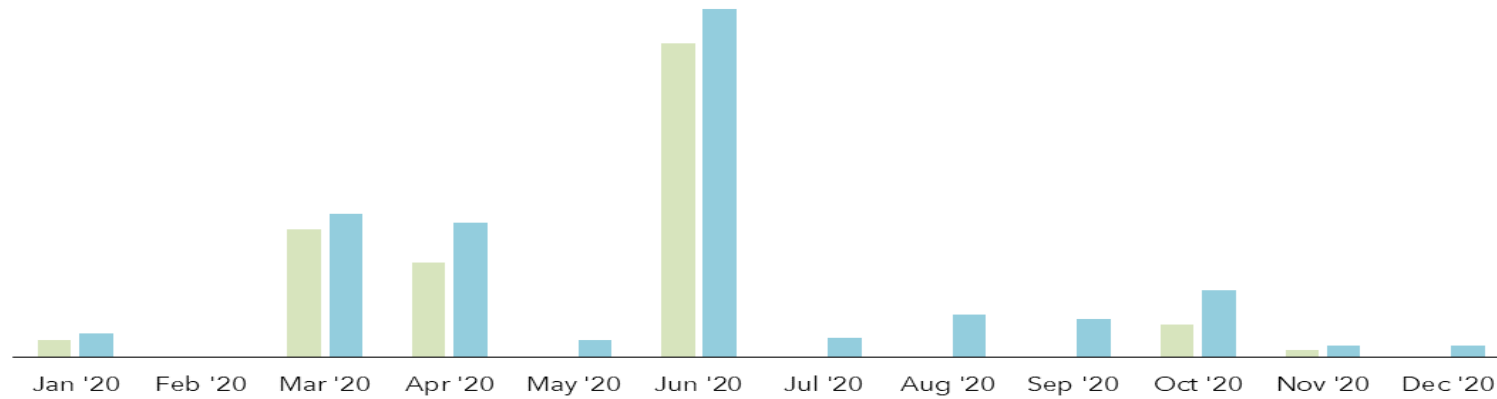
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	3,497	3,497	0	4,561	4,561	0	0	3,497	4,561
March	8,014	5,032	13,046	3,508	4,032	7,540	0	2,074	13,046	9,614
April	7,287	2,845	10,132	4,012	0	4,012	1,475	0	11,607	4,012
May	250	0	250	2,338	2,700	5,038	1,845	0	2,095	5,038
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	1,320	0	5,695	3,779
August	1,555	0	1,555	0	4,806	4,806	0	5,460	1,555	10,266
September	3,223	0	3,223	1,555	0	1,555	557	1,300	3,780	2,855
October	5,021	0	5,021	3,786	0	3,786	703	0	5,724	3,786
November	4,230	0	4,230	4,314	0	4,314	0	0	4,230	4,314
December	0	0	0	0	0	0	0	0	0	0
Total	36,565	35,796	72,361	25,320	17,275	42,595	5,900	8,834	78,261	51,429
Variance	44%	107%	70%				-33%	2,934	52%	26,832

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2019	2018	2,019	2,018
January	3,347	120	3,467	2,086	70	2,156	327	477	3,794	2,633
February	1,421	1,544	2,965	2,384	1,565	3,949	1,549	3,061	4,514	7,010
March	2,325	11,115	13,440	4,558	9,964	14,522	4,967	3,317	18,407	17,839
April	4,094	2,341	6,435	3,676	692	4,368	995	2,827	7,430	7,195
May	2,140	11,687	13,827	1,327	1,827	3,154	1,062	409	14,889	3,563
June	5,753	1,609	7,362	2,092	158	2,250	491	859	7,853	3,109
July	2,296	335	2,631	4,023	0	4,023	4,717	5,096	7,348	9,119
August	1,260	0	1,260	2,478	0	2,478	774	90	2,034	2,568
September	1,718	509	2,227	1,167	0	1,167	2,308	2,558	4,535	3,725
October	6,648	0	6,648	4,383	0	4,383	1,868	1,072	8,516	5,455
November	610	0	610	5,439	0	5,439	1,190	695	1,800	6,134
December	0	0	0	0	0	0	300	0	300	0
Total	31,612	29,260	60,872	33,613	14,276	47,889	20,548	20,461	81,420	68,350
Variance	-6%	105%	27%				0%	87	19%	13,070

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
12/31/2017	1,044	0	7,632	5,691	0	18,670	0	0	0	1,990	474	0	35,501
12/31/2018	1,461	30	8,533	8,056	1,067	20,708	1,197	2,575	2,330	4,035	723	715	51,430
<i>June - National Speech & Debate</i>												% Increase	45%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	1,461	0	1,461	5,723	1,823	7,546	2,827	4,559	4,288	12,105
February	30	0	30	446	2,021	2,467	3,253	3,989	3,283	6,456
March	2,436	6,097	8,533	6,022	4,032	10,054	2,972	6,403	11,505	16,457
April	5,356	2,700	8,056	9,470	2,700	12,170	2,873	5,818	10,929	17,988
May	1,067	0	1,067	1,703	0	1,703	512	3,600	1,579	5,303
June	20,708	0	20,708	3,682	20,238	23,920	4,857	430	25,565	24,350
July	1,197	0	1,197	2,419	0	2,419	9,646	2,776	10,843	5,195
August	2,575	0	2,575	719	0	719	586	2,135	3,161	2,854
September	2,330	0	2,330	1,298	0	1,298	3,569	3,613	5,899	4,911
October	4,035	0	4,035	4,840	0	4,840	2,510	3,800	6,545	8,640
November	249	474	723	4,755	0	4,755	2,751	1,050	3,474	5,805
December	0	715	715	0	0	0	0	0	715	0
Total	41,444	9,986	51,430	41,077	30,814	71,891	36,356	38,173	87,786	110,064
Variance	1%	-68%	-28%				-5%	1,817	-20%	22,278

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

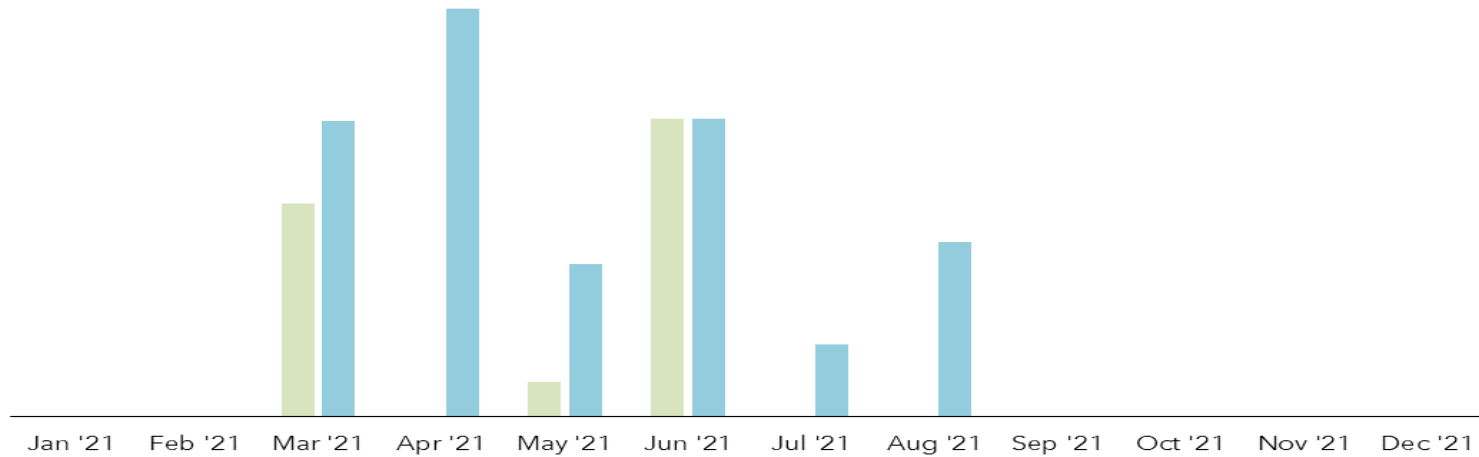
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	0	0	4,744	1,823	6,567	0	2,415	0	8,982
February	0	0	0	0	2,021	2,021	2,479	3,485	2,479	5,506
March	0	6,097	6,097	5,338	4,032	9,370	2,059	4,833	8,156	14,203
April	1,535	2,700	4,235	6,777	2,700	9,477	1,179	5,127	5,414	14,604
May	173	0	173	0	0	0	0	1,565	173	1,565
June	20,056	0	20,056	227	20,238	20,465	1,510	0	21,566	20,465
July	0	0	0	2,014	0	2,014	5,337	1,450	5,337	3,464
August	2,575	0	2,575	0	0	0	0	2,135	2,575	2,135
September	1,910	0	1,910	1,298	0	1,298	1,424	3,005	3,334	4,303
October	2,950	0	2,950	2,646	0	2,646	1,113	2,375	4,063	5,021
November	0	0	0	4,230	0	4,230	1,338	0	1,338	4,230
December	0	0	0	0	0	0	0	0	0	0
Total	29,199	8,797	37,996	27,274	30,814	58,088	16,439	26,390	54,435	84,478
Variance	7%	-71%	-35%				-38%	9,951	-36%	30,043

Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	1,461	0	1,461	979	0	979	2,827	2,144	4,288	3,123
February	30	0	30	446	0	446	774	504	804	950
March	2,436	0	2,436	684	0	684	913	1,570	3,349	2,254
April	3,821	0	3,821	2,693	0	2,693	1,694	691	5,515	3,384
May	894	0	894	1,703	0	1,703	512	2,035	1,406	3,738
June	652	0	652	3,455	0	3,455	3,347	430	3,999	3,885
July	1,197	0	1,197	405	0	405	4,309	1,326	5,506	1,731
August	0	0	0	719	0	719	586	0	586	719
September	420	0	420	0	0	0	2,145	608	2,565	608
October	1,085	0	1,085	2,194	0	2,194	1,397	1,425	2,482	3,619
November	249	474	723	525	0	525	1,413	1,050	2,136	1,575
December	0	715	715	0	0	0	0	0	715	0
Total	12,245	1,189	13,434	13,803	0	13,803	19,917	11,783	33,351	25,586
Variance	-11%	0%	-3%				69%	8,134	30%	7,765

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
12/31/2017	0	0	2,417	0	400	3,380	0	0	0	0	0	0	6,197
12/31/2018	0	0	3,352	4,619	1,725	3,380	826	1,984	0	0	0	0	15,886
													156%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	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	1,044	0	1,044	3,774	3,434	3,774	4,478
February	0	0	0	0	0	0	1,327	1,769	1,327	1,769
March	3,352	0	3,352	1,535	6,097	7,632	1,164	715	4,516	8,347
April	497	4,122	4,619	2,991	2,700	5,691	2,588	3,071	7,207	8,762
May	1,325	400	1,725	0	0	0	0	0	1,725	0
June	3,380	0	3,380	18,670	0	18,670	2,522	2,462	5,902	21,132
July	826	0	826	0	0	0	7,864	4,081	8,690	4,081
August	1,984	0	1,984	0	0	0	0	4,020	1,984	4,020
September	0	0	0	0	0	0	183	2,183	183	2,183
October	0	0	0	1,990	0	1,990	1,670	4,470	1,670	6,460
November	0	0	0	0	474	474	390	455	390	929
December	0	0	0	0	0	0	0	0	0	0
Total	11,364	4,522	15,886	26,230	9,271	35,501	21,482	26,660	37,368	62,161
Variance	-57%	-51%	-55%				-19%	5,178	-40%	24,793

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

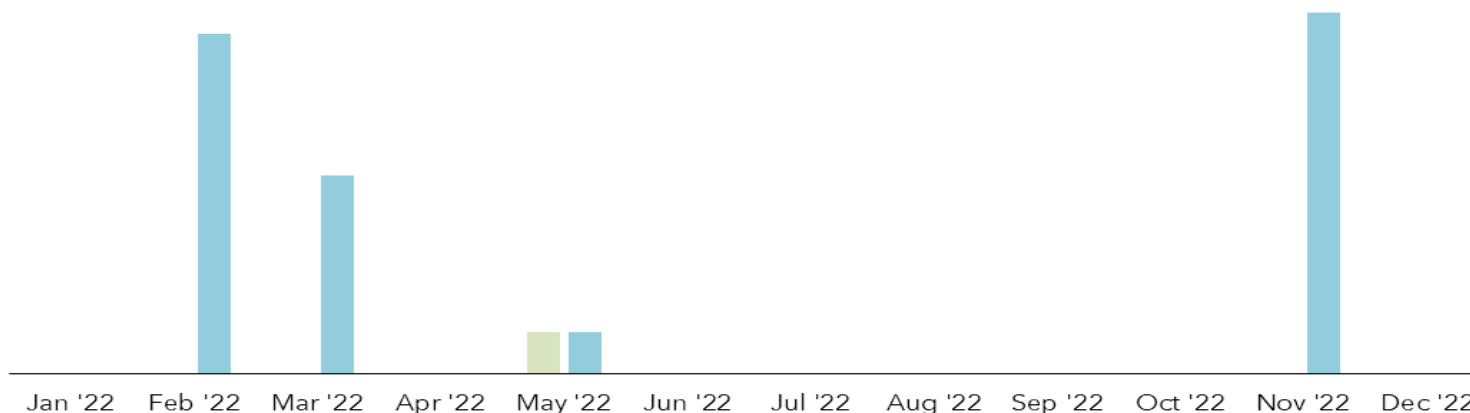
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	0	0	3,582	2,930	3,582	2,930
February	0	0	0	0	0	0	0	874	0	874
March	2,527	0	2,527	0	6,097	6,097	1,164	715	3,691	6,812
April	0	4,122	4,122	1,535	2,700	4,235	1,375	0	5,497	4,235
May	1,325	0	1,325	0	0	0	0	0	1,325	0
June	3,380	0	3,380	18,670	0	18,670	2,298	0	5,678	18,670
July	0	0	0	0	0	0	4,405	1,300	4,405	1,300
August	1,984	0	1,984	0	0	0	0	4,020	1,984	4,020
September	0	0	0	0	0	0	0	1,671	0	1,671
October	0	0	0	1,990	0	1,990	1,330	4,470	1,330	6,460
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	9,216	4,122	13,338	22,195	8,797	30,992	14,154	15,980	27,492	46,972
Variance	-58%	-53%	-57%				-11%	1,826	-41%	19,480

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	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	1,044	0	1,044	192	504	192	1,548
February	0	0	0	0	0	0	1,327	895	1,327	895
March	825	0	825	1,535	0	1,535	0	0	825	1,535
April	497	0	497	1,456	0	1,456	1,213	3,071	1,710	4,527
May	0	400	400	0	0	0	0	0	400	0
June	0	0	0	0	0	0	224	2,462	224	2,462
July	826	0	826	0	0	0	3,459	2,781	4,285	2,781
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	183	512	183	512
October	0	0	0	0	0	0	340	0	340	0
November	0	0	0	0	474	474	390	455	390	929
December	0	0	0	0	0	0	0	0	0	0
Total	2,148	400	2,548	4,035	474	4,509	7,328	10,680	9,876	15,189
Variance	-47%	-16%	-43%				-31%	3,352	-35%	5,313

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
12/31/2017	0	0	0	0	287	0	0	0	0	0	0	0	287
12/31/2018	0	2,375	1,382	0	287	0	0	0	0	0	2,525	0	6,569
% Increase													2189%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	0	0	0	0	0	0	0	0	0	0
February	2,375	0	2,375	0	0	0	2,138	1,591	4,513	1,591
March	1,382	0	1,382	2,417	0	2,417	2,210	900	3,592	3,317
April	0	0	0	0	0	0	3,555	410	3,555	410
May	0	287	287	0	400	400	0	0	287	400
June	0	0	0	3,380	0	3,380	7,650	3,035	7,650	6,415
July	0	0	0	0	0	0	3,740	0	3,740	0
August	0	0	0	0	0	0	0	4,097	0	4,097
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	2,920	0	2,920
November	2,525	0	2,525	0	0	0	0	1,859	2,525	1,859
December	0	0	0	0	0	0	0	0	0	0
Total	6,282	287	6,569	5,797	400	6,197	19,293	14,812	25,862	21,009
Variance	8%	-28%	6%				30%	4,481	23%	4,853

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	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	0	0	0
February	2,375	0	2,375	0	0	0	0	1,591	2,375	1,591
March	0	0	0	1,592	0	1,592	2,210	900	2,210	2,492
April	0	0	0	0	0	0	2,860	0	2,860	0
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	3,380	0	3,380	7,650	2,725	7,650	6,105
July	0	0	0	0	0	0	2,480	0	2,480	0
August	0	0	0	0	0	0	0	4,097	0	4,097
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	2,920	0	2,920
November	2,525	0	2,525	0	0	0	0	1,859	2,525	1,859
December	0	0	0	0	0	0	0	0	0	0
Total	4,900	0	4,900	4,972	0	4,972	15,200	14,092	20,100	19,064
Variance	-1%	0%	-1%				8%	1,108	5%	1,036

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2018

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	0	0	0
February	0	0	0	0	0	0	2,138	0	2,138	0
March	1,382	0	1,382	825	0	825	0	0	1,382	825
April	0	0	0	0	0	0	695	410	695	410
May	0	287	287	0	400	400	0	0	287	400
June	0	0	0	0	0	0	0	310	0	310
July	0	0	0	0	0	0	1,260	0	1,260	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
Total	1,382	287	1,669	825	400	1,225	4,093	720	5,762	1,945
Variance	68%	-28%	36%				468%	3,373	196%	3,817