



Visit Albuquerque is pleased to provide the December 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.

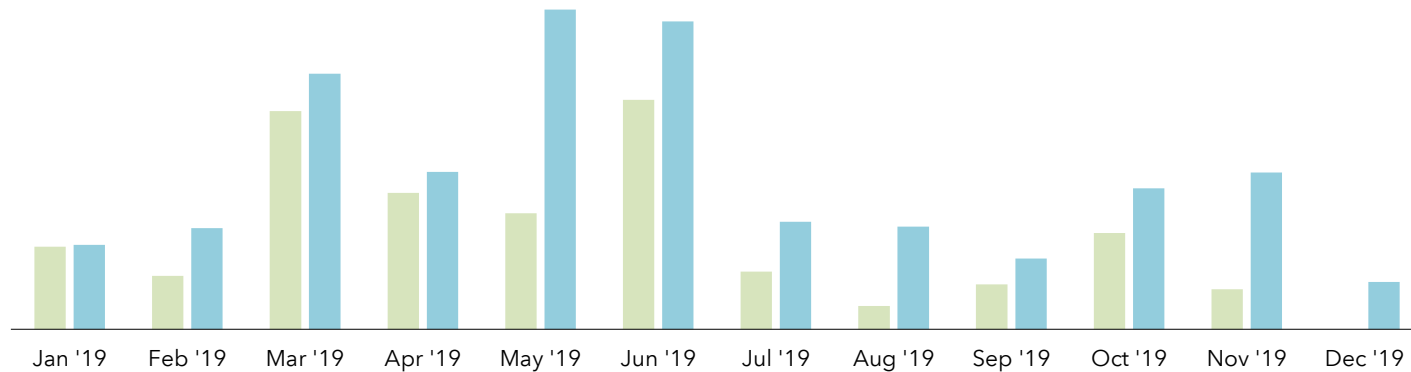
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

Highlights of this month's report:

- Calendar Year 2019 ended with a strong increase of bookings in the year compared to same time last year with a 69% increase in bookings, or ~91K room nights added.
 - Overall 2019 ended ahead of pace by 7%, ~16K in room nights compared to same time last year. Meetings & Conventions were up 14% or ~10K room nights and Sports bookings were ahead of pace at 4%, ~5K in room nights.
 - 2019 Total Convention Center ended ahead of pace by 55%, approximately 27K room nights compared to same time last year. Center meetings/conventions were up 43% or approximately 12K room nights while Center sports was up 70%, ~15K room nights which was affected by National Senior Games which occurred in June.
 - 2019 Non-center ended behind pace in meetings/conventions at -3%, approximately 1K room nights. Sporting events were down by 9%, approximately 10K room nights. Total non-center ended at -7% compared to same time last year.
- 2020 is showing an increase of 138% year over year, approximately 71K room nights added.
 - 2020 overall room nights are below pace compared to 2019 at -8% or ~11K room nights. Meetings/conventions are up by 10%, approximately 6K room nights, while Sporting events are showing an overall decrease of 26% which is strongly affected again by National Senior Games.
- 2021 is showing an increase of 207% year over year, or ~33K room nights added.
 - 2021 overall room nights are below pace compared to 2020 with a decrease of 5%, approximately 3K room nights. Meetings & Conventions are down by 38% or ~16K 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
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
12/31/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	12,454	8,570	17,089	19,013	5,730	224,671
% Increase													69%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	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	5,369	5,730	425	8,825	9,250	0	0	5,730	9,250
Total	83,555	141,116	224,671	73,180	135,938	209,118	0	0	224,671	209,118
Variance	14%	4%	7%				0%	0	7%	15,553

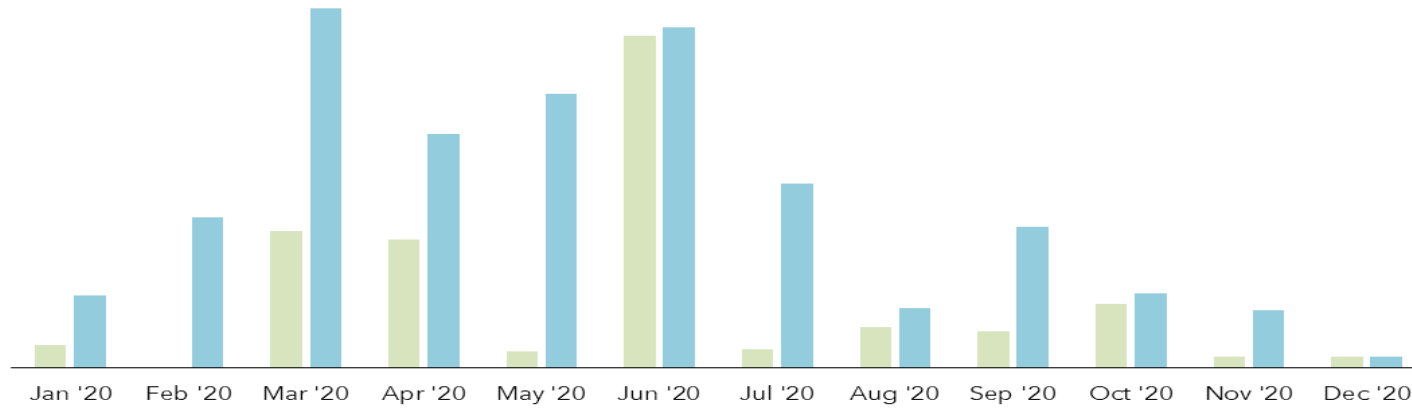
One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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
Total	38,777	36,305	75,082	27,031	21,363	48,394	0	0	75,082	48,394
Variance	43%	70%	55%				0%	0	55%	26,688

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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	5,369	5,730	425	8,825	9,250	0	0	5,730	9,250
Total	44,778	104,811	149,589	46,149	114,575	160,724	0	0	149,589	160,724
Variance	-3%	-9%	-7%				0%	0	-7%	11,135

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
12/31/2018	1,461	30	8,533	8,056	1,067	20,708	1,197	2,575	2,330	4,035	723	715	51,430
12/31/2019	4,561	9,431	22,481	14,605	17,105	21,278	11,546	3,764	8,847	4,675	3,646	715	122,654
<i>June - National Speech & Debate</i>												% Increase	138%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	2,488	2,073	4,561	8,091	1,943	10,034	777	327	5,338	10,361
February	3,268	6,163	9,431	1,421	5,041	6,462	1,994	1,549	11,425	8,011
March	5,887	16,594	22,481	10,339	16,147	26,486	4,043	4,967	26,524	31,453
April	9,496	5,109	14,605	11,381	5,186	16,567	4,386	2,470	18,991	19,037
May	7,090	10,015	17,105	2,390	11,687	14,077	919	2,907	18,024	16,984
June	21,278	0	21,278	5,980	21,847	27,827	5,858	491	27,136	28,318
July	4,695	6,851	11,546	4,310	2,696	7,006	6,468	6,037	18,014	13,043
August	3,764	0	3,764	2,815	0	2,815	1,480	774	5,244	3,589
September	8,847	0	8,847	4,941	509	5,450	1,803	2,865	10,650	8,315
October	4,675	0	4,675	11,669	0	11,669	2,686	2,571	7,361	14,240
November	3,172	474	3,646	4,840	0	4,840	897	1,190	4,543	6,030
December	0	715	715	0	0	0	37	300	752	300
Total	74,660	47,994	122,654	68,177	65,056	133,233	31,348	26,448	154,002	159,681
Variance	10%	-26%	-8%				19%	4,900	-4%	5,679

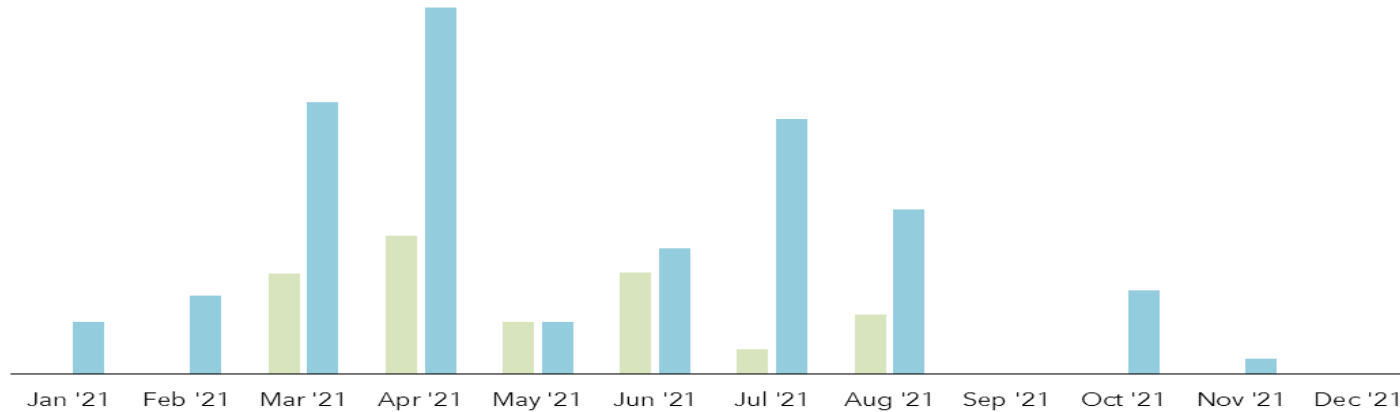
One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	4,311	5,264	0	3,497	3,497	894	0	6,158	3,497
March	1,429	7,995	9,424	8,014	5,032	13,046	0	0	9,424	13,046
April	3,162	2,700	5,862	7,287	2,845	10,132	0	1,475	5,862	11,607
May	5,148	0	5,148	250	0	250	455	1,845	5,603	2,095
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	150	703	3,100	5,724
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	42,480	16,833	59,313	36,565	35,796	72,361	1,499	5,900	60,812	78,261
Variance	16%	-53%	-18%				-75%	4,401	-22%	17,449

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	2,488	246	2,734	3,347	120	3,467	777	327	3,511	3,794
February	2,315	1,852	4,167	1,421	1,544	2,965	1,100	1,549	5,267	4,514
March	4,458	8,599	13,057	2,325	11,115	13,440	4,043	4,967	17,100	18,407
April	6,334	2,409	8,743	4,094	2,341	6,435	4,386	995	13,129	7,430
May	1,942	10,015	11,957	2,140	11,687	13,827	464	1,062	12,421	14,889
June	1,222	0	1,222	5,753	1,609	7,362	5,858	491	7,080	7,853
July	4,695	6,851	11,546	2,296	335	2,631	6,468	4,717	18,014	7,348
August	1,189	0	1,189	1,260	0	1,260	1,480	774	2,669	2,034
September	2,640	0	2,640	1,718	509	2,227	1,803	2,308	4,443	4,535
October	1,725	0	1,725	6,648	0	6,648	2,536	1,868	4,261	8,516
November	3,172	474	3,646	610	0	610	897	1,190	4,543	1,800
December	0	715	715	0	0	0	37	300	752	300
Total	32,180	31,161	63,341	31,612	29,260	60,872	29,849	20,548	93,190	81,420
Variance	2%	6%	4%				45%	9,301	14%	11,770

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
12/31/2018	0	0	3,352	4,619	1,725	3,380	826	1,984	0	0	0	0	15,886
12/31/2019	1,741	2,617	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	536	0	48,782
													207%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	1,741	0	1,741	1,461	0	1,461	2,107	2,827	3,848	4,288
February	2,617	0	2,617	30	0	30	3,276	3,253	5,893	3,283
March	3,352	5,669	9,021	2,436	6,097	8,533	1,745	2,972	10,766	11,505
April	1,822	10,364	12,186	5,356	2,700	8,056	1,524	2,873	13,710	10,929
May	1,325	400	1,725	1,067	0	1,067	3,004	512	4,729	1,579
June	4,185	0	4,185	20,708	0	20,708	797	4,857	4,982	25,565
July	1,901	6,586	8,487	1,197	0	1,197	6,239	9,646	14,726	10,843
August	5,487	0	5,487	2,575	0	2,575	760	586	6,247	3,161
September	0	0	0	2,330	0	2,330	6,053	3,569	6,053	5,899
October	2,797	0	2,797	4,035	0	4,035	5,596	2,510	8,393	6,545
November	536	0	536	249	474	723	1,158	2,751	1,694	3,474
December	0	0	0	0	715	715	0	0	0	715
Total	25,763	23,019	48,782	41,444	9,986	51,430	32,259	36,356	81,041	87,786
Variance	-38%	131%	-5%				-11%	4,097	-8%	6,745

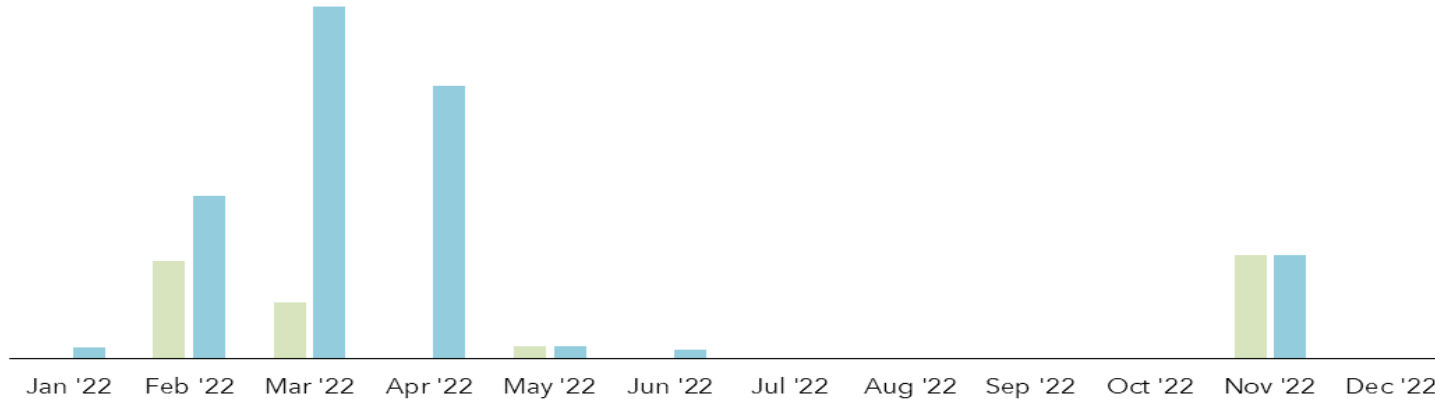
One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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	0	2,338	0
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	2,059	8,196	8,156
April	0	10,364	10,364	1,535	2,700	4,235	0	1,179	10,364	5,414
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	1,510	3,380	21,566
July	0	0	0	0	0	0	2,450	5,337	2,450	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	1,113	5,390	4,063
November	0	0	0	0	0	0	0	1,338	0	1,338
December	0	0	0	0	0	0	0	0	0	0
Total	14,970	16,033	31,003	29,199	8,797	37,996	13,326	16,439	44,329	54,435
Variance	-49%	82%	-18%				-19%	3,113	-19%	10,106

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2021	2020
January	485	0	485	1,461	0	1,461	1,025	2,827	1,510	4,288
February	2,617	0	2,617	30	0	30	1,000	774	3,617	804
March	825	0	825	2,436	0	2,436	1,745	913	2,570	3,349
April	1,822	0	1,822	3,821	0	3,821	1,524	1,694	3,346	5,515
May	0	400	400	894	0	894	3,004	512	3,404	1,406
June	805	0	805	652	0	652	797	3,347	1,602	3,999
July	1,901	6,586	8,487	1,197	0	1,197	3,789	4,309	12,276	5,506
August	335	0	335	0	0	0	760	586	1,095	586
September	0	0	0	420	0	420	2,595	2,145	2,595	2,565
October	1,467	0	1,467	1,085	0	1,085	1,536	1,397	3,003	2,482
November	536	0	536	249	474	723	1,158	1,413	1,694	2,136
December	0	0	0	0	715	715	0	0	0	715
Total	10,793	6,986	17,779	12,245	1,189	13,434	18,933	19,917	36,712	33,351
Variance	-12%	488%	32%				-5%	984	10%	3,361

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
12/31/2018	0	2,375	1,382	0	287	0	0	0	0	0	2,525	0	6,569
12/31/2019	280	3,981	8,628	6,684	287	218	0	0	0	0	2,525	0	22,603
% Increase													244%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	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	0	3,774	280	3,774
February	3,981	0	3,981	0	0	0	0	1,327	3,981	1,327
March	2,959	5,669	8,628	3,352	0	3,352	1,892	1,164	10,520	4,516
April	442	6,242	6,684	497	4,122	4,619	6,230	2,588	12,914	7,207
May	0	287	287	1,325	400	1,725	2,164	0	2,451	1,725
June	218	0	218	3,380	0	3,380	7,173	2,522	7,391	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	2,658	183	2,658	183
October	0	0	0	0	0	0	6,205	1,670	6,205	1,670
November	2,525	0	2,525	0	0	0	0	390	2,525	390
December	0	0	0	0	0	0	0	0	0	0
Total	10,405	12,198	22,603	11,364	4,522	15,886	32,917	21,482	55,520	37,368
Variance	-8%	170%	42%				53%	11,435	49%	18,152

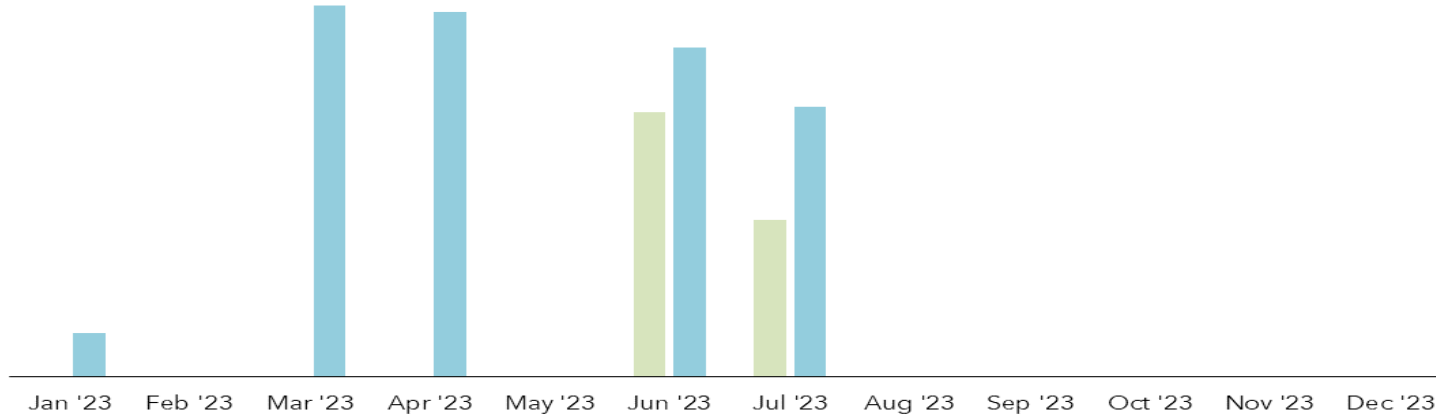
One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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	3,582	0	3,582
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	4,122	4,122	5,400	1,375	11,642	5,497
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	2,425	0	2,425	0
October	0	0	0	0	0	0	6,205	1,330	6,205	1,330
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	6,477	11,911	18,388	9,216	4,122	13,338	26,085	14,154	44,473	27,492
Variance	-30%	189%	38%				84%	11,931	62%	16,981

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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	0	192	280	192
February	1,606	0	1,606	0	0	0	0	1,327	1,606	1,327
March	1,382	0	1,382	825	0	825	1,892	0	3,274	825
April	442	0	442	497	0	497	830	1,213	1,272	1,710
May	0	287	287	0	400	400	2,164	0	2,451	400
June	218	0	218	0	0	0	980	224	1,198	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	183	233	183
October	0	0	0	0	0	0	0	340	0	340
November	0	0	0	0	0	0	0	390	0	390
December	0	0	0	0	0	0	0	0	0	0
Total	3,928	287	4,215	2,148	400	2,548	6,832	7,328	11,047	9,876
Variance	83%	-28%	65%				-7%	496	12%	1,171

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
12/31/2018	0	0	0	0	0	4,540	2,700	0	0	0	0	0	7,240
12/31/2019	760	0	6,361	6,242	0	5,647	4,622	0	0	0	0	0	23,632
% Increase													226%

All Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2019										
	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	2,375	0	2,375	4,383	2,138	4,383	4,513
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	710	3,555	6,952	3,555
May	0	0	0	0	287	287	2,794	0	2,794	287
June	5,647	0	5,647	0	0	0	2,110	7,650	7,757	7,650
July	4,622	0	4,622	0	0	0	1,068	3,740	5,690	3,740
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
Total	11,721	11,911	23,632	6,282	287	6,569	14,724	19,293	38,356	25,862
Variance	87%	4050%	260%				-24%	4569	48%	12,494

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	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	2,375	0	2,375	4,383	0	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	0	2,860	6,242	2,860
May	0	0	0	0	0	0	0	0	0	0
June	5,647	0	5,647	0	0	0	2,110	7,650	7,757	7,650
July	4,622	0	4,622	0	0	0	1,068	2,480	5,690	2,480
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
Total	10,961	11,911	22,872	4,900	0	4,900	9,674	15,200	32,546	20,100
Variance	124%	0%	367%				-36%	5526	62%	12,446

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2019

	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	2,138	0	2,138
March	0	0	0	1,382	0	1,382	0	0	0	1,382
April	0	0	0	0	0	0	710	695	710	695
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
Total	760	0	760	1,382	287	1,669	5,050	4,093	5,810	5,762
Variance	-45%	-100%	-54%				23%	957	1%	48