



Visit Albuquerque is pleased to provide the December 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).

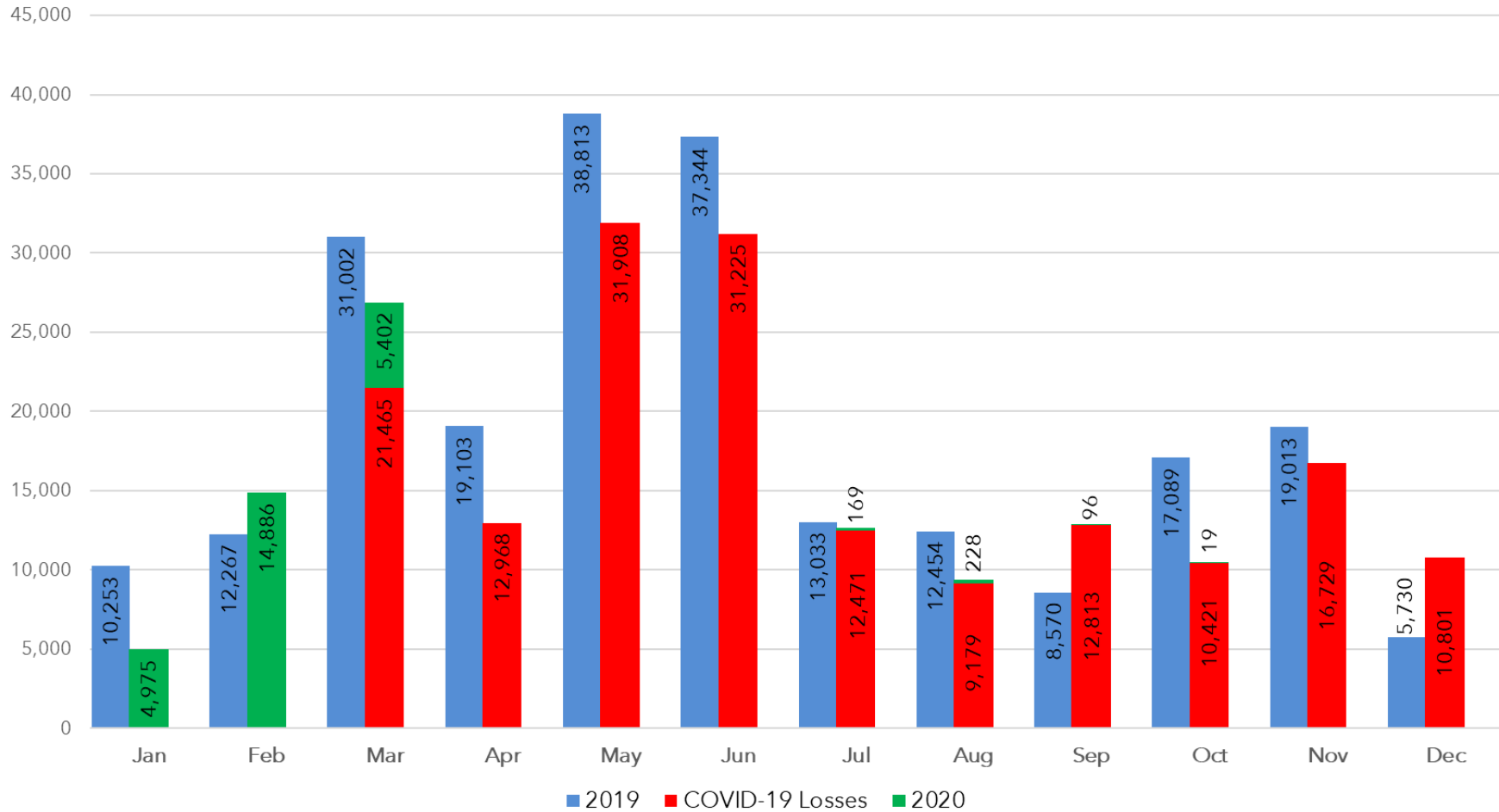
Highlights of this month's report:

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 ended with a decrease of ~130K 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 by -79% or ~97K room nights.
 - Overall, 2020 ended behind pace by 89%, ~199K in room nights compared to year end 2019. Meetings & Conventions were down by 91% or ~76K room nights with Sports bookings behind pace at 87% or ~123K in room nights. Although National Senior Games did affect this total, room night cancellations due to COVID-19 had a major impact on 2020 pace.
- 2021 is showing an increase of 4% year over year. This increase continues to drop as we now have seen a total decrease of ~16K room nights due to continued COVID concerns into 2021.
 - 2021 overall room nights are below pace compared to 2020 at -59% or ~72K room nights. Meetings/conventions are behind pace by 64%, approximately 48K room nights, while Sporting events are showing an overall decrease of 50% or ~24K room nights.
- 2022 is showing an increase of 58% year over year, or ~13K room nights added.
 - 2022 overall room nights are behind pace compared to 2021 with a decrease of 9%, 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 December 31, 2020 compared to December 31, 2019.

2020 Room Night Impact due to COVID-19 as of December 31, 2020



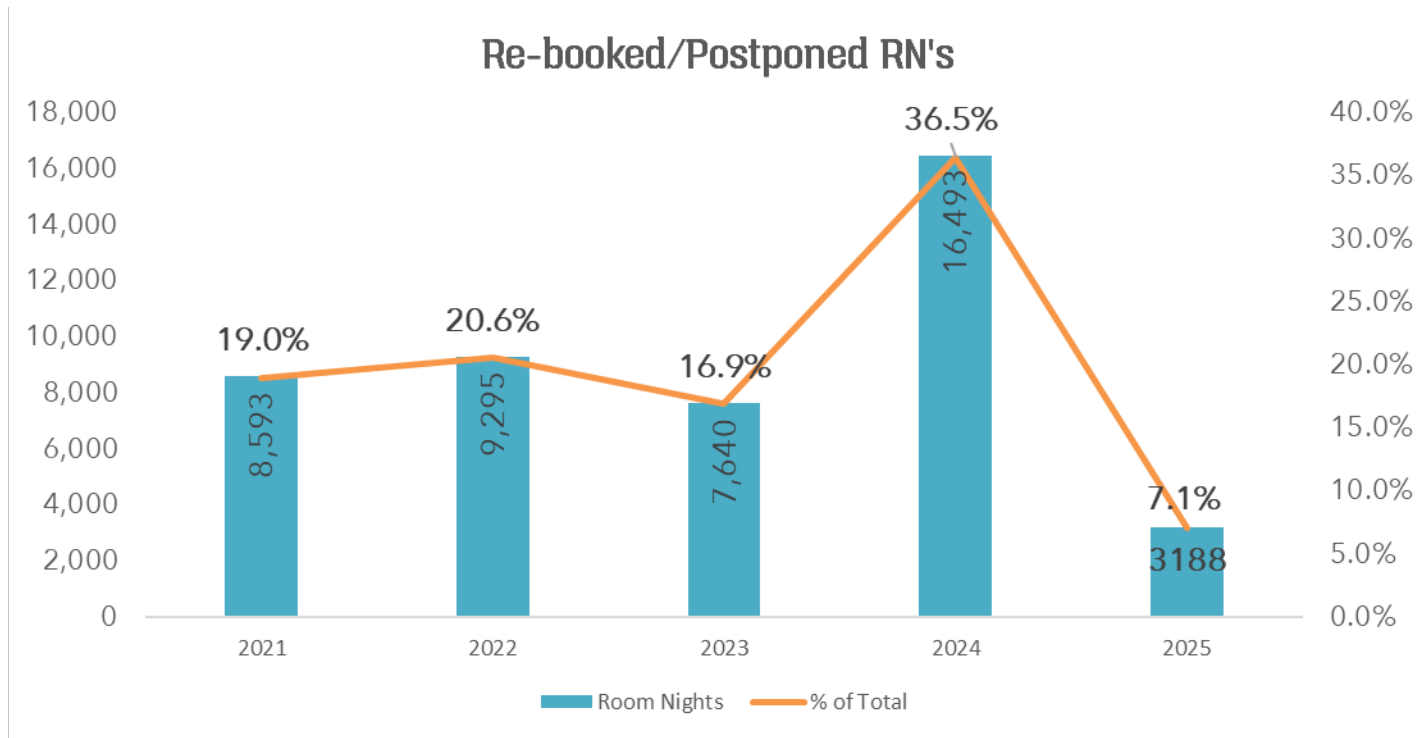
Legend:

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

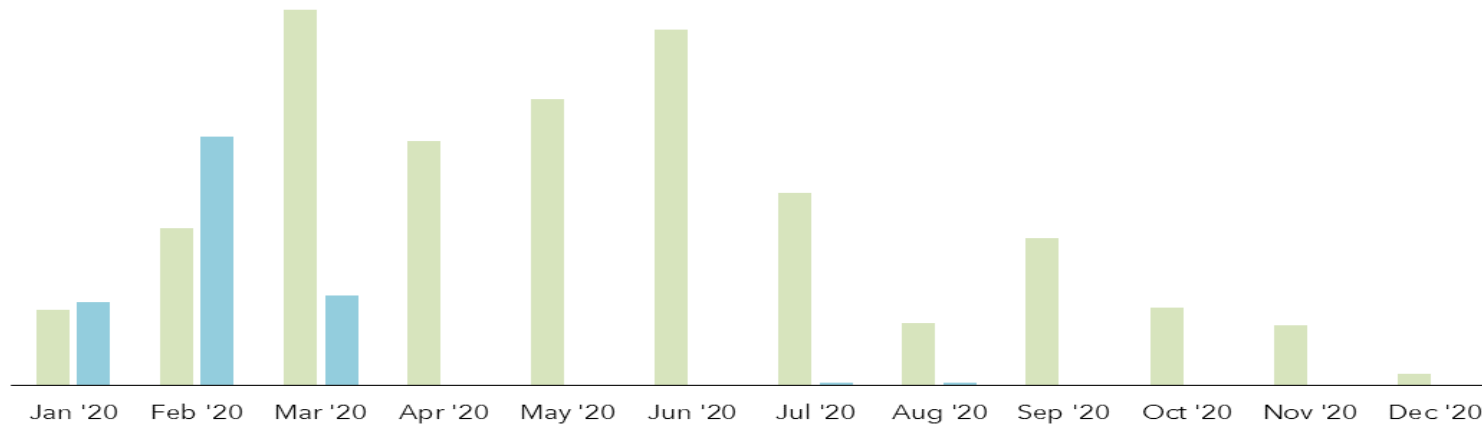
35% of all COVID Lost Groups have rebooked their meetings representing 37% of the lost room nights.
The chart below reflects the years these groups have been rescheduled to at this time.



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	
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	
12/31/2020	4,975	14,886	5,402	0	0	0	169	228	96	19	0	0	25,775	
													% Change	-79%

All Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	5,369	5,730	0	0	0	5,730
Total	7,792	17,983	25,775	83,555	141,116	224,671	0	0	25,775	224,671
Variance	-91%	-87%	-89%				0%	0	-89%	198,896

2020 impacted by COVID-19

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

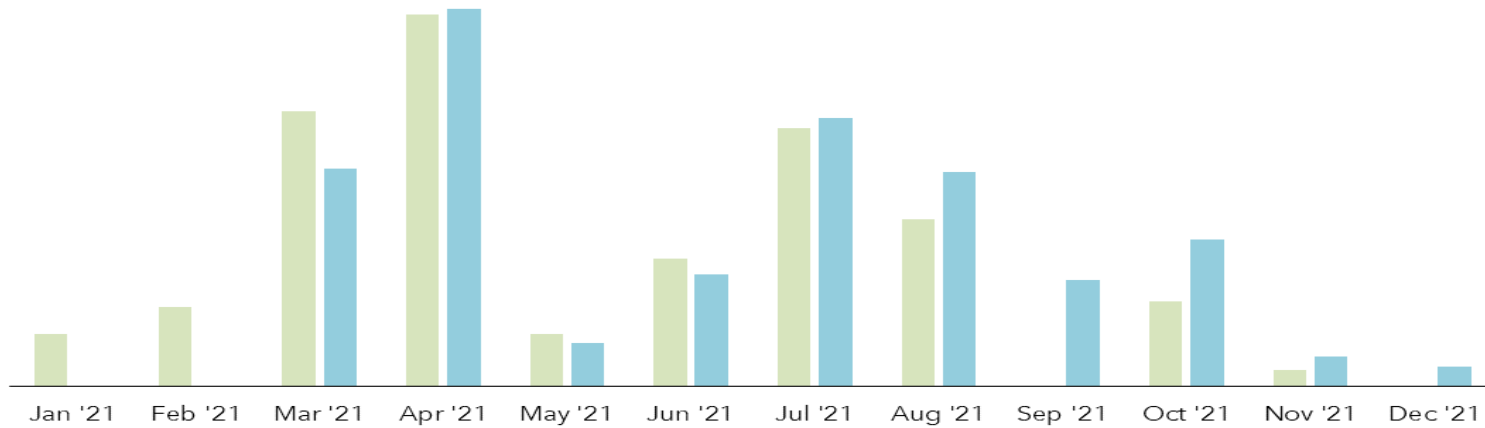
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	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 12/31/2020

	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	5,369	5,730	0	0	0	5,730
Total	6,839	9,724	16,563	44,778	104,811	149,589	0	0	16,563	149,589
Variance	-85%	-91%	-89%				0%	0	-89%	133,026

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
12/31/2019	1,741	2,617	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	536	0	48,782
12/31/2020	0	10	7,144	12,389	1,443	3,677	8,823	7,040	3,515	4,826	1,005	669	50,541
% Increase													4%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	2,488	2,073	4,561	21	777	21	5,338
February	0	10	10	3,268	6,163	9,431	2,949	1,994	2,959	11,425
March	1,475	5,669	7,144	5,887	16,594	22,481	3,198	4,043	10,342	26,524
April	1,995	10,394	12,389	9,496	5,109	14,605	1,372	4,386	13,761	18,991
May	1,043	400	1,443	7,090	10,015	17,105	0	919	1,443	18,024
June	3,667	10	3,677	21,278	0	21,278	225	5,858	3,902	27,136
July	2,194	6,629	8,823	4,695	6,851	11,546	500	6,468	9,323	18,014
August	7,040	0	7,040	3,764	0	3,764	4,339	1,480	11,379	5,244
September	3,435	80	3,515	8,847	0	8,847	486	1,803	4,001	10,650
October	4,826	0	4,826	4,675	0	4,675	1,739	2,686	6,565	7,361
November	1,005	0	1,005	3,172	474	3,646	2,158	897	3,163	4,543
December	0	669	669	0	715	715	0	37	669	752
Total	26,680	23,861	50,541	74,660	47,994	122,654	16,987	31,348	67,528	154,002
Variance	-64%	-50%	-59%				-46%	14,361	-56%	86,474

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

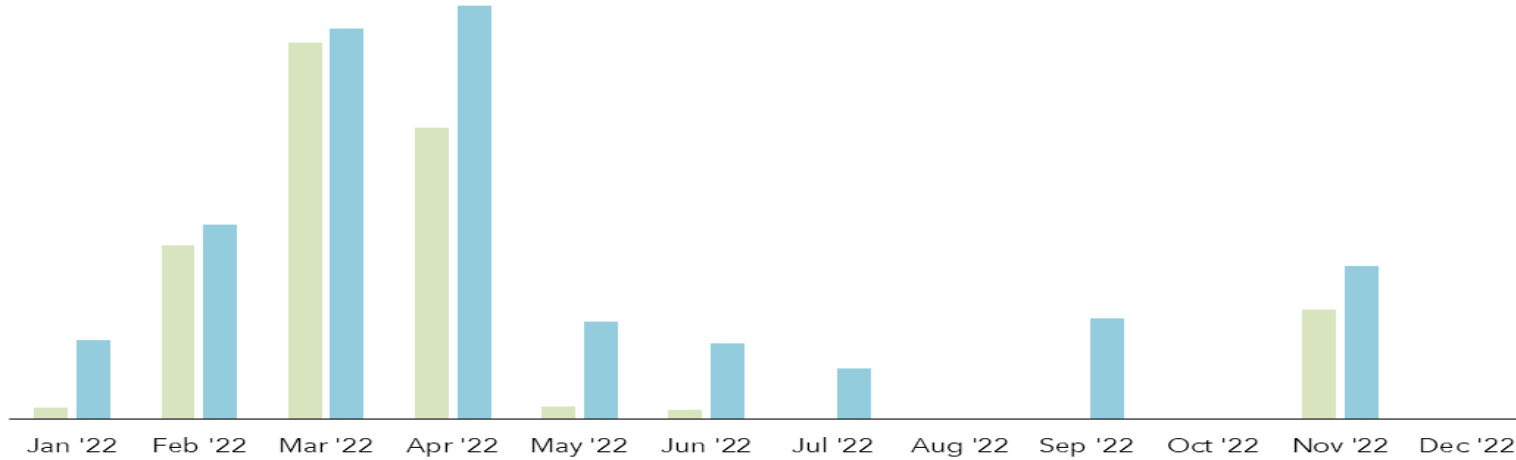
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	4,311	5,264	2,899	894	2,899	6,158
March	1,421	5,669	7,090	1,429	7,995	9,424	0	0	7,090	9,424
April	0	10,364	10,364	3,162	2,700	5,862	0	0	10,364	5,862
May	0	0	0	5,148	0	5,148	0	455	0	5,603
June	1,650	0	1,650	20,056	0	20,056	210	0	1,860	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	2,335	0	2,335	2,950	0	2,950	0	150	2,335	3,100
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	12,948	16,033	28,981	42,480	16,833	59,313	5,594	1,499	34,575	60,812
Variance	-70%	-5%	-51%				273%	4,095	-43%	26,237

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	2,488	246	2,734	21	777	21	3,511
February	0	10	10	2,315	1,852	4,167	50	1,100	60	5,267
March	54	0	54	4,458	8,599	13,057	3,198	4,043	3,252	17,100
April	1,995	30	2,025	6,334	2,409	8,743	1,372	4,386	3,397	13,129
May	1,043	400	1,443	1,942	10,015	11,957	0	464	1,443	12,421
June	2,017	10	2,027	1,222	0	1,222	15	5,858	2,042	7,080
July	2,194	6,629	8,823	4,695	6,851	11,546	500	6,468	9,323	18,014
August	1,888	0	1,888	1,189	0	1,189	3,114	1,480	5,002	2,669
September	1,045	80	1,125	2,640	0	2,640	486	1,803	1,611	4,443
October	2,491	0	2,491	1,725	0	1,725	1,739	2,536	4,230	4,261
November	1,005	0	1,005	3,172	474	3,646	898	897	1,903	4,543
December	0	669	669	0	715	715	0	37	669	752
Total	13,732	7,828	21,560	32,180	31,161	63,341	11,393	29,849	32,953	93,190
Variance	-57%	-75%	-66%				-62%	18,456	-65%	60,237

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
12/31/2019	280	3,981	8,628	6,684	287	218	0	0	0	0	2,525	0	22,603
12/31/2020	1,808	4,466	8,948	9,476	2,231	1,755	1,180	0	2,310	0	3,499	0	35,673
% Increase													58%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	1,808	0	1,808	1,741	0	1,741	0	2,107	1,808	3,848
February	4,466	0	4,466	2,617	0	2,617	399	3,276	4,865	5,893
March	3,279	5,669	8,948	3,352	5,669	9,021	851	1,745	9,799	10,766
April	3,234	6,242	9,476	1,822	10,364	12,186	0	1,524	9,476	13,710
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	797	5,968	4,982
July	1,137	43	1,180	1,901	6,586	8,487	900	6,239	2,080	14,726
August	0	0	0	5,487	0	5,487	3,514	760	3,514	6,247
September	2,310	0	2,310	0	0	0	3,165	6,053	5,475	6,053
October	0	0	0	2,797	0	2,797	338	5,596	338	8,393
November	3,499	0	3,499	536	0	536	974	1,158	4,473	1,694
December	0	0	0	0	0	0	0	0	0	0
Total	23,432	12,241	35,673	25,763	23,019	48,782	14,570	32,259	50,243	81,041
Variance	-9%	-47%	-27%				-55%	17,689	-38%	30,798

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

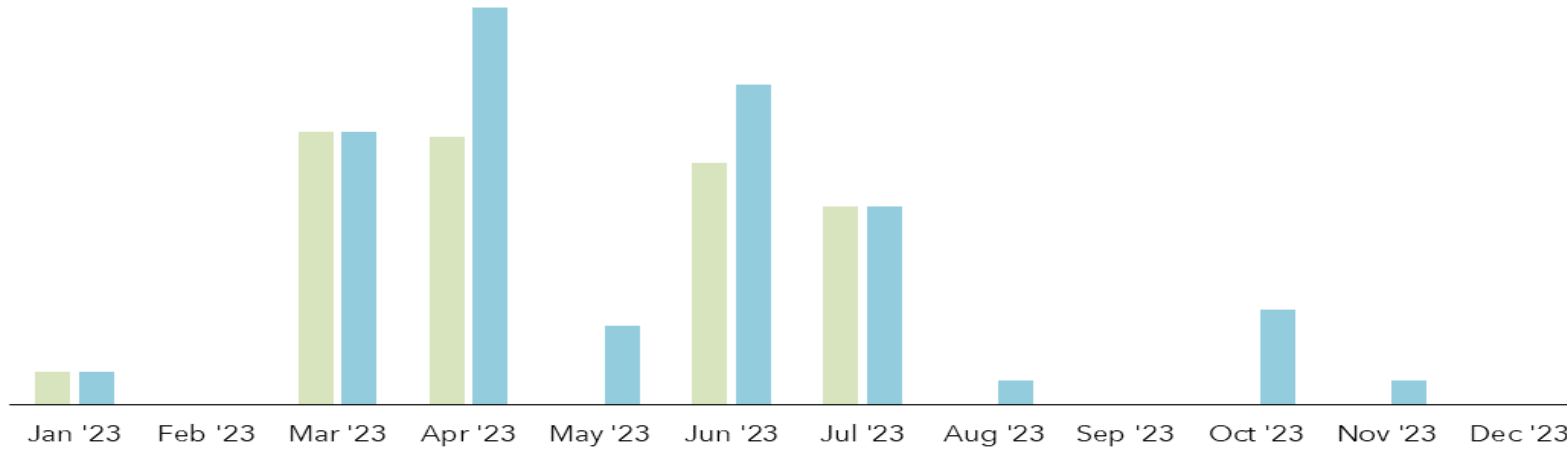
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	1,256	0	1,256	0	1,082	1,043	2,338
February	2,375	0	2,375	0	0	0	0	2,276	2,375	2,276
March	1,577	5,669	7,246	2,527	5,669	8,196	0	0	7,246	8,196
April	0	6,242	6,242	0	10,364	10,364	0	0	6,242	10,364
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	900	2,450	900	2,450
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	11,997	11,911	23,908	14,970	16,033	31,003	7,657	13,326	31,565	44,329
Variance	-20%	-26%	-23%				-43%	5,669	-29%	12,764

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	485	0	485	0	1,025	765	1,510
February	2,091	0	2,091	2,617	0	2,617	399	1,000	2,490	3,617
March	1,702	0	1,702	825	0	825	851	1,745	2,553	2,570
April	3,234	0	3,234	1,822	0	1,822	0	1,524	3,234	3,346
May	484	287	771	0	400	400	216	3,004	987	3,404
June	218	0	218	805	0	805	0	797	218	1,602
July	1,137	43	1,180	1,901	6,586	8,487	0	3,789	1,180	12,276
August	0	0	0	335	0	335	3,514	760	3,514	1,095
September	830	0	830	0	0	0	1,595	2,595	2,425	2,595
October	0	0	0	1,467	0	1,467	338	1,536	338	3,003
November	974	0	974	536	0	536	0	1,158	974	1,694
December	0	0	0	0	0	0	0	0	0	0
Total	11,435	330	11,765	10,793	6,986	17,779	6,913	18,933	18,678	36,712
Variance	6%	-95%	-34%				-63%	12,020	-49%	18,034

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
12/31/2019	760	0	6,361	6,242	0	5,647	4,622	0	0	0	0	0	23,632
12/31/2020	760	0	6,361	9,262	1,845	7,467	4,622	556	0	2,215	560	0	33,648
% Increase													42%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	0	760	280
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	4,829	1,892	11,190	10,520
April	3,020	6,242	9,262	442	6,242	6,684	325	6,230	9,587	12,914
May	1,845	0	1,845	0	287	287	1,394	2,164	3,239	2,451
June	7,467	0	7,467	218	0	218	0	7,173	7,467	7,391
July	4,622	0	4,622	0	0	0	2,601	5,195	7,223	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	2,658	4,619	2,658
October	2,215	0	2,215	0	0	0	0	6,205	2,215	6,205
November	560	0	560	2,525	0	2,525	0	0	560	2,525
December	0	0	0	0	0	0	0	0	0	0
Total	21,737	11,911	33,648	10,405	12,198	22,603	21,504	32,917	55,152	55,520
Variance	109%	-2%	49%				-35%	11,413	-1%	368

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	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	7,467	0	7,467	0	0	0	0	6,193	7,467	6,193
July	4,622	0	4,622	0	0	0	2,185	5,195	6,807	5,195
August	0	0	0	0	0	0	1,225	667	1,225	667
September	0	0	0	0	0	0	4,181	2,425	4,181	2,425
October	2,215	0	2,215	0	0	0	0	6,205	2,215	6,205
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
Total	16,291	11,911	28,202	6,477	11,911	18,388	18,324	26,085	46,526	44,473
Variance	152%	0%	53%				-30%	7,761	5%	2,053

Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	0	760	280
February	0	0	0	1,606	0	1,606	0	0	0	1,606
March	0	0	0	1,382	0	1,382	0	1,892	0	3,274
April	3,020	0	3,020	442	0	442	325	830	3,345	1,272
May	550	0	550	0	287	287	1,394	2,164	1,944	2,451
June	0	0	0	218	0	218	0	980	0	1,198
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	5,446	0	5,446	3,928	287	4,215	3,180	6,832	8,626	11,047
Variance	39%	-100%	29%				-53%	3,652	-22%	2,421

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
12/31/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
12/31/2020	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 12/31/2020

	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	1,860	4,383	1,860	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	710	0	6,952
May	0	0	0	0	0	0	0	2,794	0	2,794
June	0	0	0	5,647	0	5,647	0	2,110	0	7,757
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	5,528	14,724	6,855	38,356
Variance	-89%	-100%	-94%				-62%	9196	-82%	31,501

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	1,860	4,383	1,860	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	0	0	6,242
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	5,647	0	5,647	0	2,110	0	7,757
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	5,528	9,674	6,855	32,546
Variance	-88%	-100%	-94%				-43%	4146	-79%	25,691

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 12/31/2020

	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	0	0	0	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	0	5,050	0	5,810
Variance	-100%	0%	-100%				-100%	5050	-100%	5,810