



Visit Albuquerque is pleased to provide the January 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 1/31/2019 compared to 2018 as of 1/31/2018). 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.

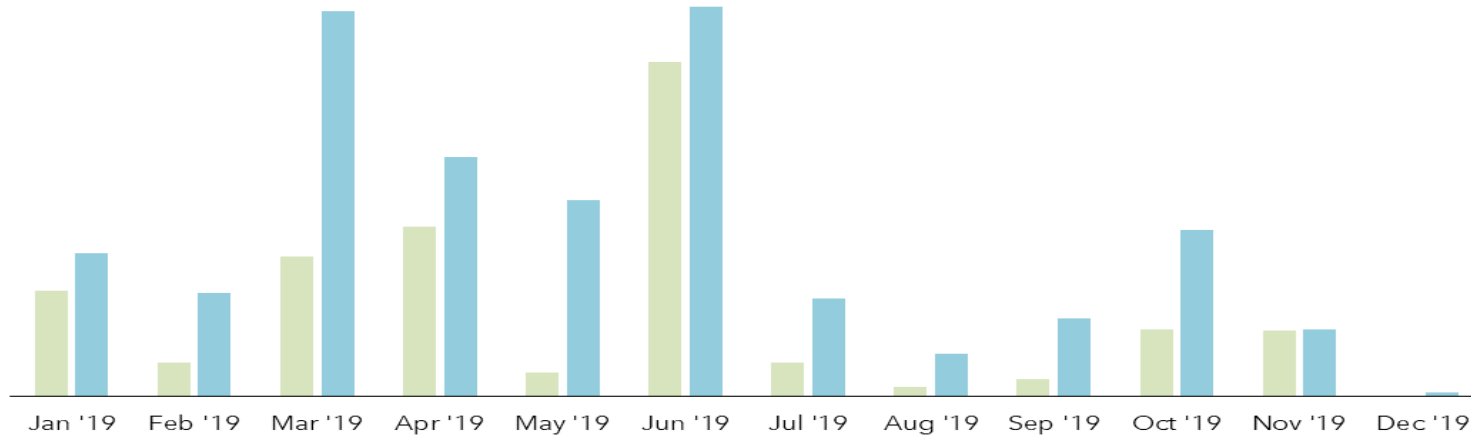
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

### **Highlights of this month's report:**

- Calendar Year 2019 begins with a strong increase of bookings in the year compared to same time last year with a 91% increase in bookings, or 65K room nights added.
  - Overall 2019 begins ahead of pace by 36%, ~36K in room nights compared to same time last year. Meetings & Conventions Definites are up 19% or ~12K and Sports bookings are ahead of pace at 61%, ~25K in room nights.
  - 2019 Total Convention Center begins ahead of pace by 69%, approximately 30K room nights compared to same time last year. Center meetings/conventions are up 44% or approximately 11K room nights while Center sports are up 105%, ~18K room nights which is affected by National Senior Games set to occur in June.
  - 2019 Non-center is ahead of pace in meetings/conventions at 1%, approximately 275 room nights. Sporting events are up by 29%, approximately 7K room nights. Total non-center is up 12%, with an increase of ~7K room nights.
- 2020 is showing an increase of 51% year over year, approximately 18K room nights added.
  - 2020 overall room nights are below pace compared to 2019 at -26% or ~18K room nights. Meetings/conventions are up 6%, ~2K room nights while Sporting events are showing an overall decrease of 68% which is strongly affected again by National Senior Games.
- 2021 is showing an increase of 156% year over year, or ~10K room nights added.
  - 2021 overall room nights are below pace compared to 2020 with a decrease of 55%, approximately 20K room nights. Meetings & Conventions are down by 57% or ~15K room nights while sporting events are down by 51%, ~5K room nights.

# 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
1/31/2018	7,546	2,467	10,054	12,170	1,703	23,920	2,419	719	1,298	4,840	4,755	0	71,891
1/31/2019	10,253	7,431	27,536	17,112	14,077	27,860	7,006	3,115	5,613	11,919	4,840	286	137,048
												% Increase	91%

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	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	1,464	5,967	7,431	2,474	11,290	13,764	4,803	127	12,234	13,891
March	11,389	16,147	27,536	8,076	18,269	26,345	4,302	3,823	31,838	30,168
April	11,926	5,186	17,112	7,688	692	8,380	3,104	2,433	20,216	10,813
May	2,390	11,687	14,077	3,665	4,527	8,192	4,138	1,304	18,215	9,496
June	6,013	21,847	27,860	3,590	158	3,748	534	2,462	28,394	6,210
July	4,310	2,696	7,006	7,802	0	7,802	6,073	4,955	13,079	12,757
August	3,115	0	3,115	2,478	4,806	7,284	1,408	5,820	4,523	13,104
September	5,104	509	5,613	3,072	0	3,072	2,813	5,036	8,426	8,108
October	11,919	0	11,919	8,220	0	8,220	1,503	2,851	13,422	11,071
November	4,840	0	4,840	9,753	0	9,753	774	4,116	5,614	13,869
December	286	0	286	0	0	0	0	0	286	0
<b>Total</b>	<b>70,955</b>	<b>66,093</b>	<b>137,048</b>	<b>59,434</b>	<b>40,988</b>	<b>100,422</b>	<b>29,452</b>	<b>32,927</b>	<b>166,500</b>	<b>133,349</b>
<b>Variance</b>	<b>19%</b>	<b>61%</b>	<b>36%</b>				<b>-11%</b>	<b>3,475</b>	<b>25%</b>	<b>33,151</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

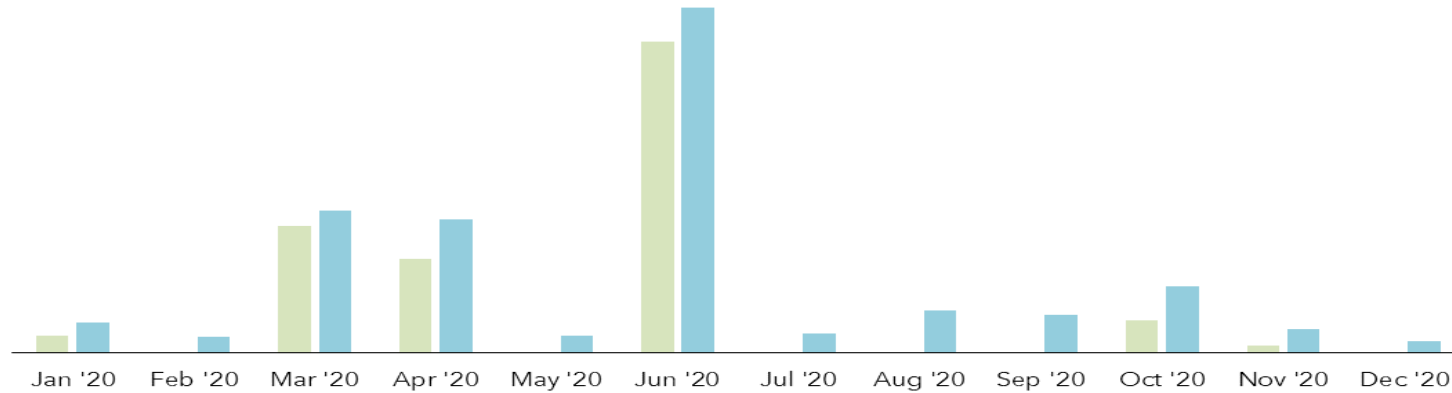
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	3,497	3,497	0	4,744	4,744	509	0	4,006	4,744
March	8,014	5,032	13,046	3,508	4,032	7,540	0	2,074	13,046	9,614
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	1,857	2,270	5,080	3,825
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
<b>Total</b>	<b>36,565</b>	<b>35,796</b>	<b>72,361</b>	<b>25,320</b>	<b>17,458</b>	<b>42,778</b>	<b>7,709</b>	<b>9,804</b>	<b>80,070</b>	<b>52,582</b>
<b>Variance</b>	<b>44%</b>	<b>105%</b>	<b>69%</b>				<b>-21%</b>	<b>2,095</b>	<b>52%</b>	<b>27,488</b>

### Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	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	1,464	2,470	3,934	2,474	6,546	9,020	4,294	127	8,228	9,147
March	3,375	11,115	14,490	4,568	14,237	18,805	4,302	1,749	18,792	20,554
April	4,639	2,341	6,980	3,676	692	4,368	1,629	2,433	8,609	6,801
May	2,140	11,687	13,827	1,327	1,827	3,154	2,293	1,304	16,120	4,458
June	5,786	1,609	7,395	2,092	158	2,250	534	2,462	7,929	4,712
July	2,296	335	2,631	4,023	0	4,023	4,753	4,955	7,384	8,978
August	1,560	0	1,560	2,478	0	2,478	1,408	360	2,968	2,838
September	1,881	509	2,390	1,517	0	1,517	956	2,766	3,346	4,283
October	6,898	0	6,898	4,434	0	4,434	800	2,851	7,698	7,285
November	610	0	610	5,439	0	5,439	774	4,116	1,384	9,555
December	286	0	286	0	0	0	0	0	286	0
<b>Total</b>	<b>34,390</b>	<b>30,297</b>	<b>64,687</b>	<b>34,114</b>	<b>23,530</b>	<b>57,644</b>	<b>21,743</b>	<b>23,123</b>	<b>86,430</b>	<b>80,767</b>
<b>Variance</b>	<b>1%</b>	<b>29%</b>	<b>12%</b>				<b>-6%</b>	<b>1,380</b>	<b>7%</b>	<b>5,663</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
1/31/2018	1,044	0	7,632	5,691	0	18,670	0	0	0	1,990	474	0	35,501
1/31/2019	1,821	983	8,533	8,056	1,067	20,708	1,197	2,575	2,330	4,035	1,459	715	53,479
<i>June - National Speech &amp; Debate</i>												% Increase	51%

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	1,821	0	1,821	5,723	1,823	7,546	918	2,824	2,739	10,370
February	983	0	983	446	2,021	2,467	4,885	1,781	5,868	4,248
March	2,436	6,097	8,533	6,022	4,032	10,054	2,444	7,789	10,977	17,843
April	5,356	2,700	8,056	9,470	2,700	12,170	4,114	3,696	12,170	15,866
May	1,067	0	1,067	1,703	0	1,703	512	2,035	1,579	3,738
June	20,708	0	20,708	3,682	20,238	23,920	4,524	430	25,232	24,350
July	1,197	0	1,197	2,419	0	2,419	19,209	3,329	20,406	5,748
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	2,804	2,290	5,134	3,588
October	4,035	0	4,035	4,840	0	4,840	1,147	3,830	5,182	8,670
November	985	474	1,459	4,755	0	4,755	2,104	1,050	3,563	5,805
December	0	715	715	0	0	0	0	0	715	0
<b>Total</b>	<b>43,493</b>	<b>9,986</b>	<b>53,479</b>	<b>41,077</b>	<b>30,814</b>	<b>71,891</b>	<b>43,247</b>	<b>31,189</b>	<b>96,726</b>	<b>103,080</b>
<b>Variance</b>	<b>6%</b>	<b>-68%</b>	<b>-26%</b>				<b>39%</b>	<b>12,058</b>	<b>-6%</b>	<b>6,354</b>

## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

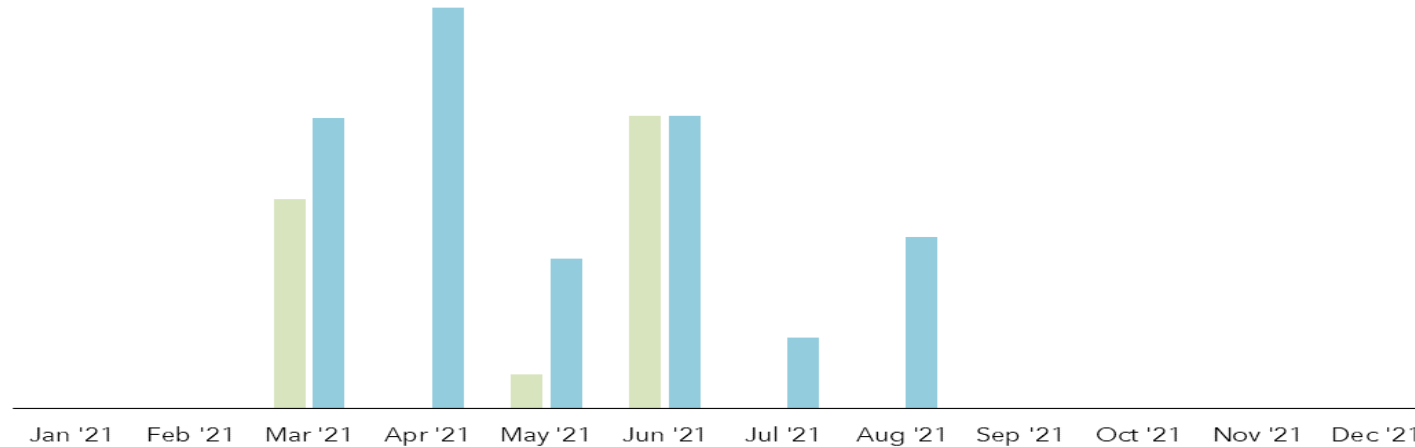
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	0	0	4,744	1,823	6,567	0	0	0	6,567
February	953	0	953	0	2,021	2,021	4,303	1,075	5,256	3,096
March	0	6,097	6,097	5,338	4,032	9,370	2,059	6,779	8,156	16,149
April	1,535	2,700	4,235	6,777	2,700	9,477	2,114	2,932	6,349	12,409
May	173	0	173	0	0	0	0	0	173	0
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	15,750	1,450	15,750	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	1,645	3,334	2,943
October	2,950	0	2,950	2,646	0	2,646	0	2,375	2,950	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
<b>Total</b>	<b>30,152</b>	<b>8,797</b>	<b>38,949</b>	<b>27,274</b>	<b>30,814</b>	<b>58,088</b>	<b>28,498</b>	<b>18,391</b>	<b>67,447</b>	<b>76,479</b>
<b>Variance</b>	<b>11%</b>	<b>-71%</b>	<b>-33%</b>				<b>55%</b>	<b>10,107</b>	<b>-12%</b>	<b>9,032</b>

### Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	1,821	0	1,821	979	0	979	918	2,824	2,739	3,803
February	30	0	30	446	0	446	582	706	612	1,152
March	2,436	0	2,436	684	0	684	385	1,010	2,821	1,694
April	3,821	0	3,821	2,693	0	2,693	2,000	764	5,821	3,457
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	3,014	430	3,666	3,885
July	1,197	0	1,197	405	0	405	3,459	1,879	4,656	2,284
August	0	0	0	719	0	719	586	0	586	719
September	420	0	420	0	0	0	1,380	645	1,800	645
October	1,085	0	1,085	2,194	0	2,194	1,147	1,455	2,232	3,649
November	985	474	1,459	525	0	525	766	1,050	2,225	1,575
December	0	715	715	0	0	0	0	0	715	0
<b>Total</b>	<b>13,341</b>	<b>1,189</b>	<b>14,530</b>	<b>13,803</b>	<b>0</b>	<b>13,803</b>	<b>14,749</b>	<b>12,798</b>	<b>29,279</b>	<b>26,601</b>
<b>Variance</b>	<b>-3%</b>	<b>0%</b>	<b>5%</b>				<b>15%</b>	<b>1,951</b>	<b>10%</b>	<b>2,678</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
1/31/2018	0	0	2,417	0	400	3,380	0	0	0	0	0	0	6,197
1/31/2019	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 1/31/2019

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	0	0	0	1,044	0	1,044	1,192	1,664	1,192	2,708
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	0	2,681	3,352	10,313
April	497	4,122	4,619	2,991	2,700	5,691	2,588	4,397	7,207	10,088
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	224	2,462	3,604	21,132
July	826	0	826	0	0	0	9,951	4,081	10,777	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	1,296	2,183	1,296	2,183
October	0	0	0	1,990	0	1,990	2,785	5,820	2,785	7,810
November	0	0	0	0	474	474	686	1,930	686	2,404
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>11,364</b>	<b>4,522</b>	<b>15,886</b>	<b>26,230</b>	<b>9,271</b>	<b>35,501</b>	<b>20,049</b>	<b>31,007</b>	<b>35,935</b>	<b>66,508</b>
<b>Variance</b>	<b>-57%</b>	<b>-51%</b>	<b>-55%</b>				<b>-35%</b>	<b>10,958</b>	<b>-46%</b>	<b>30,573</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

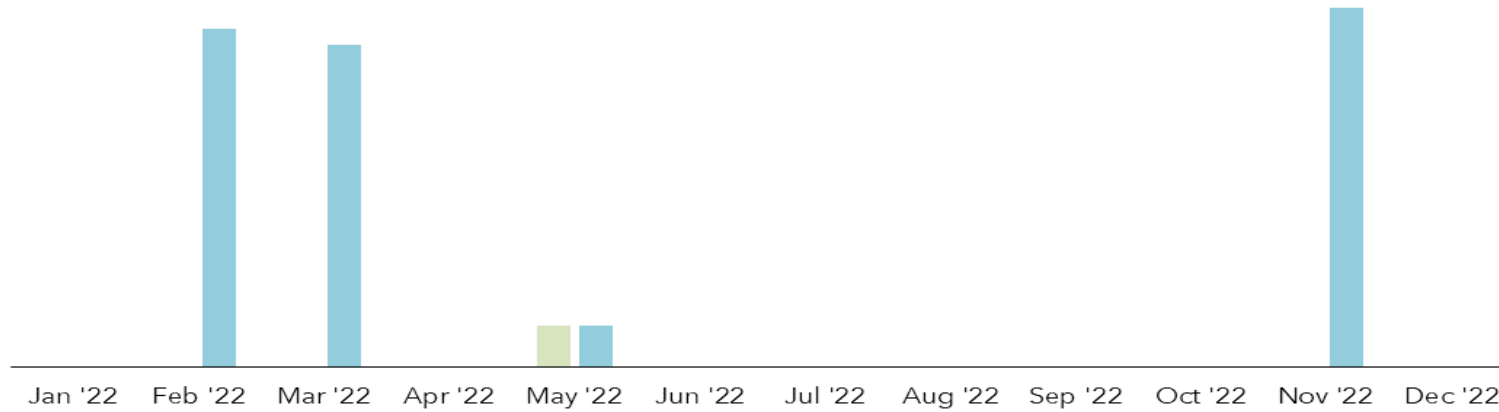
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	0	0	1,000	1,160	1,000	1,160
February	0	0	0	0	0	0	0	874	0	874
March	2,527	0	2,527	0	6,097	6,097	0	2,681	2,527	8,778
April	0	4,122	4,122	1,535	2,700	4,235	1,375	1,326	5,497	5,561
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	0	0	3,380	18,670
July	0	0	0	0	0	0	6,492	1,300	6,492	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	1,113	1,671	1,113	1,671
October	0	0	0	1,990	0	1,990	1,330	5,820	1,330	7,810
November	0	0	0	0	0	0	0	1,475	0	1,475
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>9,216</b>	<b>4,122</b>	<b>13,338</b>	<b>22,195</b>	<b>8,797</b>	<b>30,992</b>	<b>11,310</b>	<b>20,327</b>	<b>24,648</b>	<b>51,319</b>
<b>Variance</b>	<b>-58%</b>	<b>-53%</b>	<b>-57%</b>				<b>-44%</b>	<b>9,017</b>	<b>-52%</b>	<b>26,671</b>

### Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	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	1,044	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	1,455	0	1,455	0
November	0	0	0	0	474	474	686	455	686	929
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>2,148</b>	<b>400</b>	<b>2,548</b>	<b>4,035</b>	<b>474</b>	<b>4,509</b>	<b>8,739</b>	<b>10,680</b>	<b>11,287</b>	<b>15,189</b>
<b>Variance</b>	<b>-47%</b>	<b>-16%</b>	<b>-43%</b>				<b>-18%</b>	<b>1,941</b>	<b>-26%</b>	<b>3,902</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
1/31/2018	0	0	0	0	287	0	0	0	0	0	0	0	287
1/31/2019	0	2,375	2,267	0	287	0	0	0	0	0	2,525	0	7,454
<b>% Increase</b>													<b>2497%</b>

### All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	0	0	0	0	0	0	0	0	0	0
February	2,375	0	2,375	0	0	0	3,183	1,591	5,558	1,591
March	2,267	0	2,267	2,417	0	2,417	1,340	900	3,607	3,317
April	0	0	0	0	0	0	3,555	410	3,555	410
May	0	287	287	0	400	400	0	1,338	287	1,738
June	0	0	0	3,380	0	3,380	7,650	5,333	7,650	8,713
July	0	0	0	0	0	0	3,740	0	3,740	0
August	0	0	0	0	0	0	0	1,677	0	1,677
September	0	0	0	0	0	0	2,585	0	2,585	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
<b>Total</b>	<b>7,167</b>	<b>287</b>	<b>7,454</b>	<b>5,797</b>	<b>400</b>	<b>6,197</b>	<b>22,053</b>	<b>16,028</b>	<b>29,507</b>	<b>22,225</b>
<b>Variance</b>	<b>24%</b>	<b>-28%</b>	<b>20%</b>				<b>38%</b>	<b>6,025</b>	<b>33%</b>	<b>7,282</b>



## One-Year Comparative Business Occurring

### Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

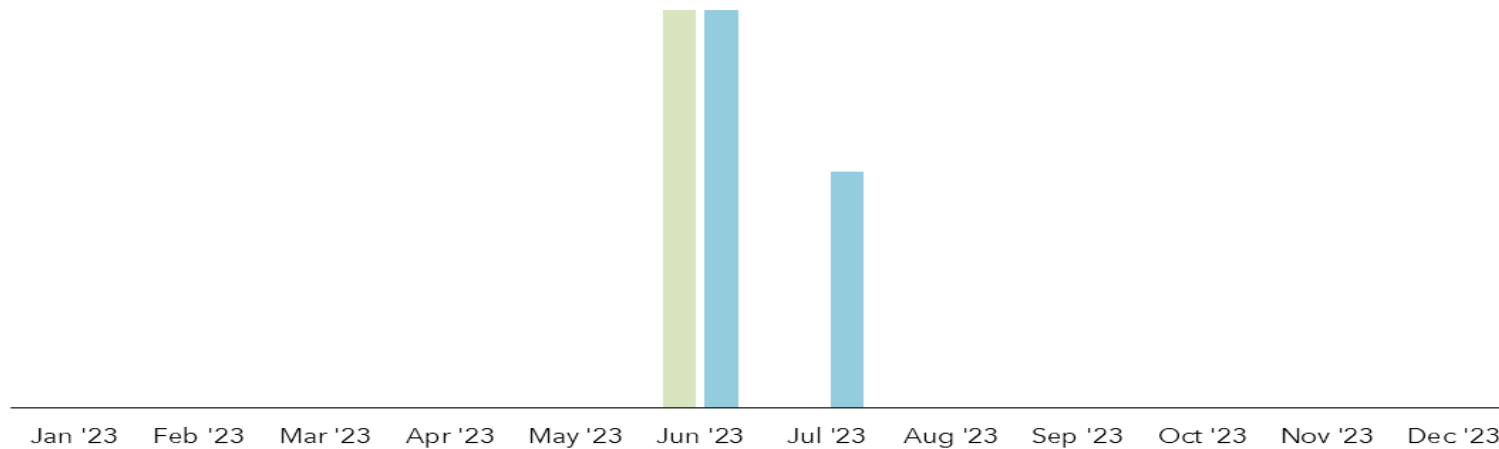
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	0	0	0
February	2,375	0	2,375	0	0	0	1,045	1,591	3,420	1,591
March	885	0	885	1,592	0	1,592	1,340	900	2,225	2,492
April	0	0	0	0	0	0	2,860	0	2,860	0
May	0	0	0	0	0	0	0	1,338	0	1,338
June	0	0	0	3,380	0	3,380	7,650	5,023	7,650	8,403
July	0	0	0	0	0	0	2,480	0	2,480	0
August	0	0	0	0	0	0	0	1,677	0	1,677
September	0	0	0	0	0	0	2,585	0	2,585	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
<b>Total</b>	<b>5,785</b>	<b>0</b>	<b>5,785</b>	<b>4,972</b>	<b>0</b>	<b>4,972</b>	<b>17,960</b>	<b>15,308</b>	<b>23,745</b>	<b>20,280</b>
<b>Variance</b>	<b>16%</b>	<b>0%</b>	<b>16%</b>				<b>17%</b>	<b>2,652</b>	<b>17%</b>	<b>3,465</b>

### Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	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
<b>Total</b>	<b>1,382</b>	<b>287</b>	<b>1,669</b>	<b>825</b>	<b>400</b>	<b>1,225</b>	<b>4,093</b>	<b>720</b>	<b>5,762</b>	<b>1,945</b>
<b>Variance</b>	<b>68%</b>	<b>-28%</b>	<b>36%</b>				<b>468%</b>	<b>3,373</b>	<b>196%</b>	<b>3,817</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
1/31/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
1/31/2019	0	0	0	0	0	4,540	2,700	0	0	0	0	0	7,240
<b>% Increase</b>													<b>59%</b>

All Current Calendar Year Business Occurring Pace to STLY - as of 1/31/2019										
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2023	2022	2023	2022
January	0	0	0	0	0	0	3,196	0	3,196	0
February	0	0	0	0	0	0	0	0	0	0
March	0	0	0	0	0	0	0	870	0	870
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	287	287	0	0	0	287
June	4,540	0	4,540	0	0	0	1,478	2,350	6,018	2,350
July	2,700	0	2,700	0	0	0	1,068	0	3,768	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	1,958	2,525	1,958	2,525
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>7,240</b>	<b>0</b>	<b>7,240</b>	<b>0</b>	<b>287</b>	<b>287</b>	<b>7,700</b>	<b>5,745</b>	<b>14,940</b>	<b>6,032</b>
<b>Variance</b>	<b>0%</b>	<b>-100%</b>	<b>2423%</b>				<b>34%</b>	<b>1955</b>	<b>148%</b>	<b>8,908</b>

## One-Year Comparative Business Occurring

### Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	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	3,196	0	3,196	0
February	0	0	0	0	0	0	0	0	0	0
March	0	0	0	0	0	0	0	870	0	870
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
June	4,540	0	4,540	0	0	0	1,478	2,350	6,018	2,350
July	2,700	0	2,700	0	0	0	1,068	0	3,768	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	1,958	2,525	1,958	2,525
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>7,240</b>	<b>0</b>	<b>7,240</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7,700</b>	<b>5,745</b>	<b>14,940</b>	<b>5,745</b>
<b>Variance</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>				<b>34%</b>	<b>1955</b>	<b>160%</b>	<b>9,195</b>

### Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 1/31/2019

	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	0	0	0
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	0	0	0
May	0	0	0	0	287	287	0	0	0	287
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	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
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>287</b>	<b>287</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>287</b>
<b>Variance</b>	<b>0%</b>	<b>-100%</b>	<b>-100%</b>				<b>0%</b>	<b>0</b>	<b>-100%</b>	<b>287</b>