



Visit Albuquerque is pleased to provide the February 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.

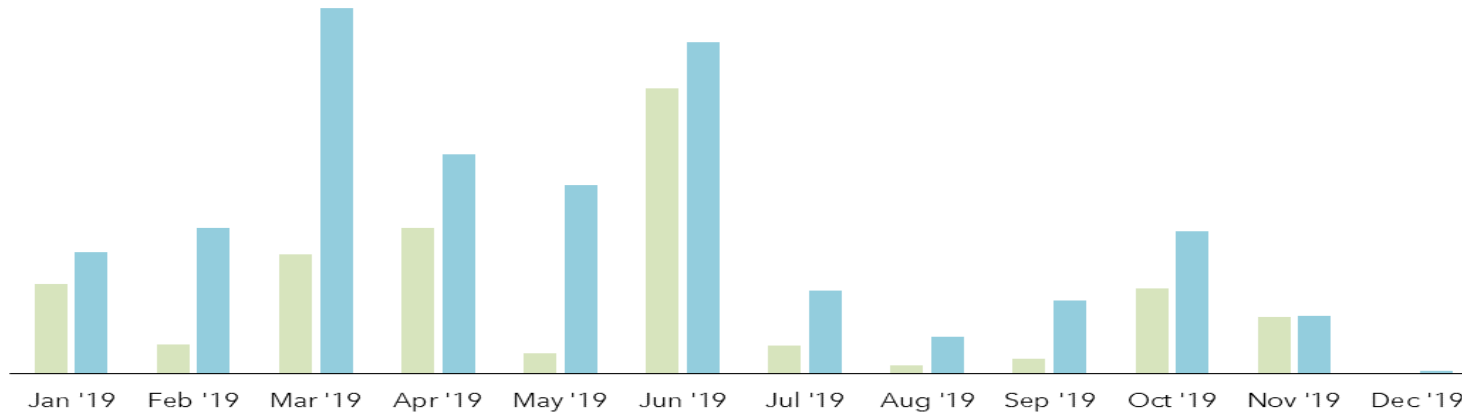
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

Highlights of this month's report:

- Calendar Year 2019 continues with a strong increase of bookings in the year compared to same time last year with a 100% increase in bookings, or ~74K room nights added.
 - Overall 2019 is ahead of pace by 40%, ~42K in room nights compared to same time last year. Meetings & Conventions Definites are up 26% or ~16K and Sports bookings are ahead of pace at 58%, ~27K in room nights.
 - 2019 Total Convention Center is ahead of pace by 70%, approximately 31K room nights compared to same time last year. Center meetings/conventions are up 58% or approximately 15K room nights while Center sports are up 86%, ~17K 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 3%, approximately 900 room nights. Sporting events are up by 37%, approximately 10K room nights. Total non-center is up 17%, with an increase of ~11K room nights.
- 2020 is showing an increase of 57% year over year, approximately 20K room nights added.
 - 2020 overall room nights are below pace compared to 2019 at -25% or ~19K room nights. Meetings/conventions are up 5%, ~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 199% year over year, or ~12K room nights added.
 - 2021 overall room nights are below pace compared to 2020 with a decrease of 48%, approximately 17K room nights. Meetings & Conventions are down by 47% or ~12K 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
2/28/2018	7,546	2,467	10,054	12,290	1,703	23,920	2,419	719	1,298	7,215	4,755	0	74,386
2/28/2019	10,253	12,267	30,679	18,452	15,822	27,860	7,038	3,165	6,183	11,949	4,840	286	148,794
												% Increase	100%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	11,474	19,205	30,679	8,255	21,137	29,392	1,254	595	31,933	29,987
April	13,266	5,186	18,452	7,878	2,802	10,680	2,423	583	20,875	11,263
May	4,135	11,687	15,822	3,665	4,527	8,192	1,294	5,884	17,116	14,076
June	6,013	21,847	27,860	3,590	158	3,748	106	2,462	27,966	6,210
July	4,342	2,696	7,038	8,117	0	8,117	5,061	5,325	12,099	13,442
August	3,165	0	3,165	2,478	4,806	7,284	1,443	330	4,608	7,614
September	5,674	509	6,183	3,222	0	3,222	3,480	5,007	9,663	8,229
October	11,949	0	11,949	8,415	0	8,415	2,783	3,664	14,732	12,079
November	4,840	0	4,840	9,753	0	9,753	774	3,999	5,614	13,752
December	286	0	286	0	0	0	0	332	286	332
Total	76,262	72,532	148,794	60,668	45,966	106,634	18,618	28,181	167,412	134,815
Variance	26%	58%	40%				-34%	9,563	24%	32,597

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

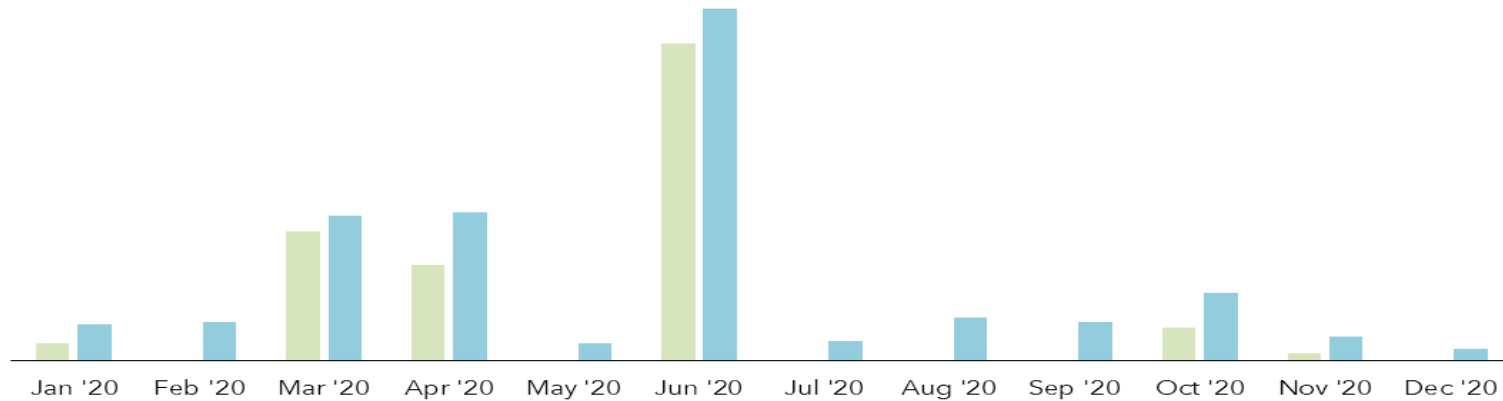
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	4,006	4,006	0	4,744	4,744	0	0	4,006	4,744
March	8,014	5,032	13,046	3,508	6,106	9,614	0	0	13,046	9,614
April	8,507	2,845	11,352	4,012	0	4,012	0	0	11,352	4,012
May	1,955	0	1,955	2,338	2,700	5,038	0	0	1,955	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	0	0	4,375	3,779
August	1,555	0	1,555	0	4,806	4,806	0	0	1,555	4,806
September	3,713	0	3,713	1,555	0	1,555	1,300	1,300	5,013	2,855
October	5,021	0	5,021	3,786	0	3,786	703	240	5,724	4,026
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	39,980	36,305	76,285	25,320	19,532	44,852	2,003	1,540	78,288	46,392
Variance	58%	86%	70%				30%	463	69%	31,896

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	3,460	14,173	17,633	4,747	15,031	19,778	1,254	595	18,887	20,373
April	4,759	2,341	7,100	3,866	2,802	6,668	2,423	583	9,523	7,251
May	2,180	11,687	13,867	1,327	1,827	3,154	1,294	5,884	15,161	9,038
June	5,786	1,609	7,395	2,092	158	2,250	106	2,462	7,501	4,712
July	2,328	335	2,663	4,338	0	4,338	5,061	5,325	7,724	9,663
August	1,610	0	1,610	2,478	0	2,478	1,443	330	3,053	2,808
September	1,961	509	2,470	1,667	0	1,667	2,180	3,707	4,650	5,374
October	6,928	0	6,928	4,629	0	4,629	2,080	3,424	9,008	8,053
November	610	0	610	5,439	0	5,439	774	3,999	1,384	9,438
December	286	0	286	0	0	0	0	332	286	332
Total	36,282	36,227	72,509	35,348	26,434	61,782	16,615	26,641	89,124	88,423
Variance	3%	37%	17%				-38%	10,026	1%	701

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
2/28/2018	1,044	0	7,632	5,691	0	18,670	0	0	0	1,990	474	0	35,501
2/28/2019	2,143	2,310	8,533	8,751	1,067	20,708	1,197	2,575	2,330	4,035	1,459	715	55,823
<i>June - National Speech & Debate</i>												% Increase	57%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	2,143	0	2,143	5,723	1,823	7,546	515	2,593	2,658	10,139
February	2,310	0	2,310	446	2,021	2,467	2,183	1,277	4,493	3,744
March	2,436	6,097	8,533	6,022	4,032	10,054	2,504	11,089	11,037	21,143
April	6,051	2,700	8,751	9,590	2,700	12,290	6,349	3,576	15,100	15,866
May	1,067	0	1,067	1,703	0	1,703	1,312	2,265	2,379	3,968
June	20,708	0	20,708	3,682	20,238	23,920	3,072	430	23,780	24,350
July	1,197	0	1,197	2,419	0	2,419	21,869	4,139	23,066	6,558
August	2,575	0	2,575	719	0	719	1,694	2,190	4,269	2,909
September	2,330	0	2,330	1,298	0	1,298	4,144	2,440	6,474	3,738
October	4,035	0	4,035	7,215	0	7,215	4,943	1,960	8,978	9,175
November	985	474	1,459	4,755	0	4,755	2,104	1,415	3,563	6,170
December	0	715	715	0	0	0	0	0	715	0
Total	45,837	9,986	55,823	43,572	30,814	74,386	50,689	33,374	106,512	107,760
Variance	5%	-68%	-25%				52%	17,315	-1%	1,248

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

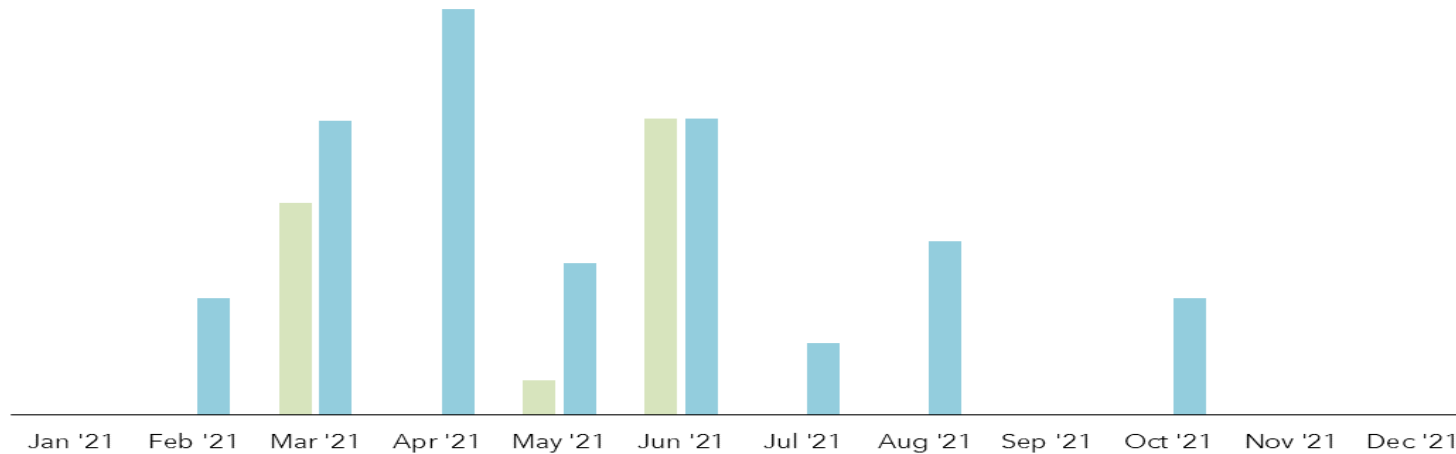
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	0	0	4,744	1,823	6,567	0	0	0	6,567
February	953	0	953	0	2,021	2,021	1,601	1,075	2,554	3,096
March	0	6,097	6,097	5,338	4,032	9,370	2,119	7,178	8,216	16,548
April	1,535	2,700	4,235	6,777	2,700	9,477	5,164	2,932	9,399	12,409
May	173	0	173	0	0	0	0	230	173	230
June	20,056	0	20,056	227	20,238	20,465	0	0	20,056	20,465
July	0	0	0	2,014	0	2,014	18,390	1,450	18,390	3,464
August	2,575	0	2,575	0	0	0	1,108	1,175	3,683	1,175
September	1,910	0	1,910	1,298	0	1,298	2,764	1,645	4,674	2,943
October	2,950	0	2,950	5,021	0	5,021	3,051	0	6,001	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	30,152	8,797	38,949	29,649	30,814	60,463	35,535	15,685	74,484	76,148
Variance	2%	-71%	-36%				127%	19,850	-2%	1,664

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	2,143	0	2,143	979	0	979	515	2,593	2,658	3,572
February	1,357	0	1,357	446	0	446	582	202	1,939	648
March	2,436	0	2,436	684	0	684	385	3,911	2,821	4,595
April	4,516	0	4,516	2,813	0	2,813	1,185	644	5,701	3,457
May	894	0	894	1,703	0	1,703	1,312	2,035	2,206	3,738
June	652	0	652	3,455	0	3,455	3,072	430	3,724	3,885
July	1,197	0	1,197	405	0	405	3,479	2,689	4,676	3,094
August	0	0	0	719	0	719	586	1,015	586	1,734
September	420	0	420	0	0	0	1,380	795	1,800	795
October	1,085	0	1,085	2,194	0	2,194	1,892	1,960	2,977	4,154
November	985	474	1,459	525	0	525	766	1,415	2,225	1,940
December	0	715	715	0	0	0	0	0	715	0
Total	15,685	1,189	16,874	13,923	0	13,923	15,154	17,689	32,028	31,612
Variance	13%	0%	21%				-14%	2,535	1%	416

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
2/28/2018	0	0	2,417	0	400	3,380	0	0	0	0	0	0	6,197
2/28/2019	0	1,327	3,352	4,619	1,725	3,380	826	1,984	0	1,330	0	0	18,543
													199%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	1,417	1,160	1,417	2,204
February	1,327	0	1,327	0	0	0	0	1,769	1,327	1,769
March	3,352	0	3,352	1,535	6,097	7,632	0	1,796	3,352	9,428
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	1,880	1,725	1,880
June	3,380	0	3,380	18,670	0	18,670	224	2,152	3,604	20,822
July	826	0	826	0	0	0	9,951	6,156	10,777	6,156
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	5,356	1,296	5,356
October	1,330	0	1,330	1,990	0	1,990	1,800	3,318	3,130	5,308
November	0	0	0	0	474	474	296	1,930	296	2,404
December	0	0	0	0	0	0	0	0	0	0
Total	14,021	4,522	18,543	26,230	9,271	35,501	17,572	33,934	36,115	69,435
Variance	-47%	-51%	-48%				-48%	16,362	-48%	33,320

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

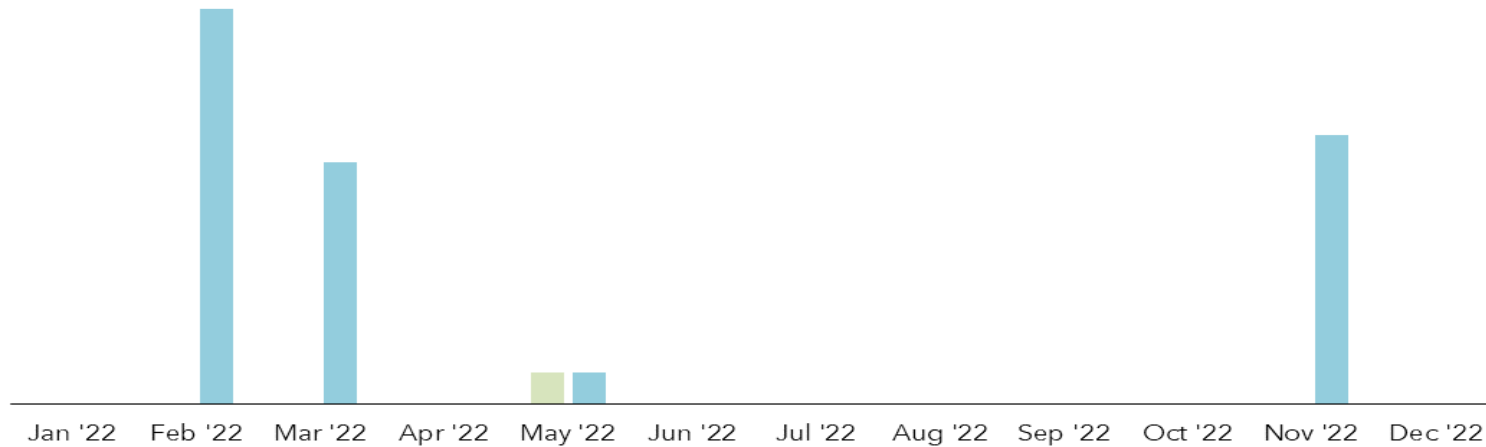
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	0	0	1,000	1,160	1,000	1,160
February	0	0	0	0	0	0	0	874	0	874
March	2,527	0	2,527	0	6,097	6,097	0	1,796	2,527	7,893
April	0	4,122	4,122	1,535	2,700	4,235	1,375	1,326	5,497	5,561
May	1,325	0	1,325	0	0	0	0	1,410	1,325	1,410
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	4,236	1,113	4,236
October	1,330	0	1,330	1,990	0	1,990	0	3,318	1,330	5,308
November	0	0	0	0	0	0	0	1,475	0	1,475
December	0	0	0	0	0	0	0	0	0	0
Total	10,546	4,122	14,668	22,195	8,797	30,992	9,980	20,915	24,648	51,907
Variance	-52%	-53%	-53%				-52%	10,935	-53%	27,259

Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	417	0	417	1,044
February	1,327	0	1,327	0	0	0	0	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	470	400	470
June	0	0	0	0	0	0	224	2,152	224	2,152
July	826	0	826	0	0	0	3,459	4,856	4,285	4,856
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	183	1,120	183	1,120
October	0	0	0	0	0	0	1,800	0	1,800	0
November	0	0	0	0	474	474	296	455	296	929
December	0	0	0	0	0	0	0	0	0	0
Total	3,475	400	3,875	4,035	474	4,509	7,592	13,019	11,467	17,528
Variance	-14%	-16%	-14%				-42%	5,427	-35%	6,061

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
2/28/2018	0	0	0	0	287	0	0	0	0	0	0	0	287
2/28/2019	0	3,702	2,267	0	287	0	0	0	0	0	2,525	0	8,781
% Increase													2960%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	1,811	0	1,811
February	3,702	0	3,702	0	0	0	1,045	2,016	4,747	2,016
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	1,147	3,555	1,147
May	0	287	287	0	400	400	0	2,633	287	3,033
June	0	0	0	3,380	0	3,380	7,650	5,023	7,650	8,403
July	0	0	0	0	0	0	3,740	4,246	3,740	4,246
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	3,061	5,336	3,061	5,336
November	2,525	0	2,525	0	0	0	0	3,809	2,525	3,809
December	0	0	0	0	0	0	0	0	0	0
Total	8,494	287	8,781	5,797	400	6,197	22,976	28,598	31,757	34,795
Variance	47%	-28%	42%				-20%	5,622	-9%	3,038

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

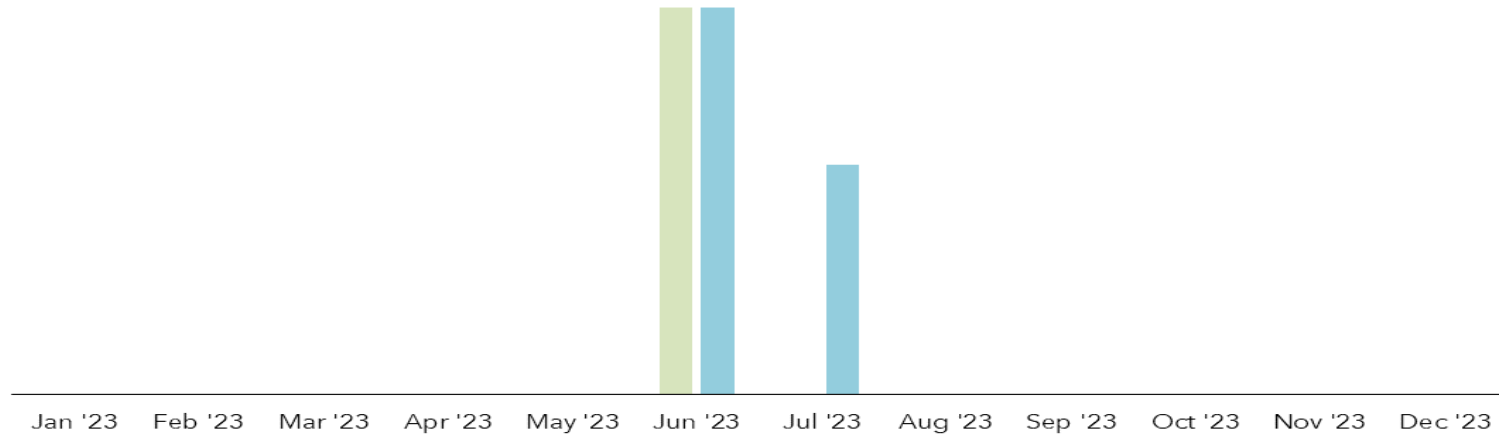
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	1,811	0	1,811
February	2,375	0	2,375	0	0	0	1,045	1,591	3,420	1,591
March	885	0	885	1,592	0	1,592	1,340	900	2,225	2,492
April	0	0	0	0	0	0	2,860	737	2,860	737
May	0	0	0	0	0	0	0	2,633	0	2,633
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	4,246	2,480	4,246
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	3,061	5,336	3,061	5,336
November	2,525	0	2,525	0	0	0	0	3,809	2,525	3,809
December	0	0	0	0	0	0	0	0	0	0
Total	5,785	0	5,785	4,972	0	4,972	21,021	27,763	26,806	32,735
Variance	16%	0%	16%				-24%	6,742	-18%	5,929

Non-Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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	1,327	0	1,327	0	0	0	0	425	1,327	425
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	0	0	0
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	2,709	287	2,996	825	400	1,225	1,955	835	4,951	2,060
Variance	228%	-28%	145%				134%	1,120	140%	2,891

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
2/28/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
2/28/2019	0	0	0	0	0	4,540	2,700	0	0	0	0	0	7,240
% Increase													59%

All Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2019										
	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
Total	7,240	0	7,240	0	287	287	7,700	5,745	14,940	6,032
Variance	0%	-100%	2423%				34%	1955	148%	8,908

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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
Total	7,240	0	7,240	0	0	0	7,700	5,745	14,940	5,745
Variance	0%	0%	0%				34%	1955	160%	9,195

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2019

	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
Total	0	0	0	0	287	287	0	0	0	287
Variance	0%	-100%	-100%				0%	0	-100%	287