



Visit Albuquerque is pleased to provide the February 2021 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 2021 (or the year indicated on the top of the page), compared to the STLY (i.e., 2021 as of 1/31/2021 compared to 2020 as of 1/31/2020). 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., 2021 compared to 2020). 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 (2021 compared to 2020).

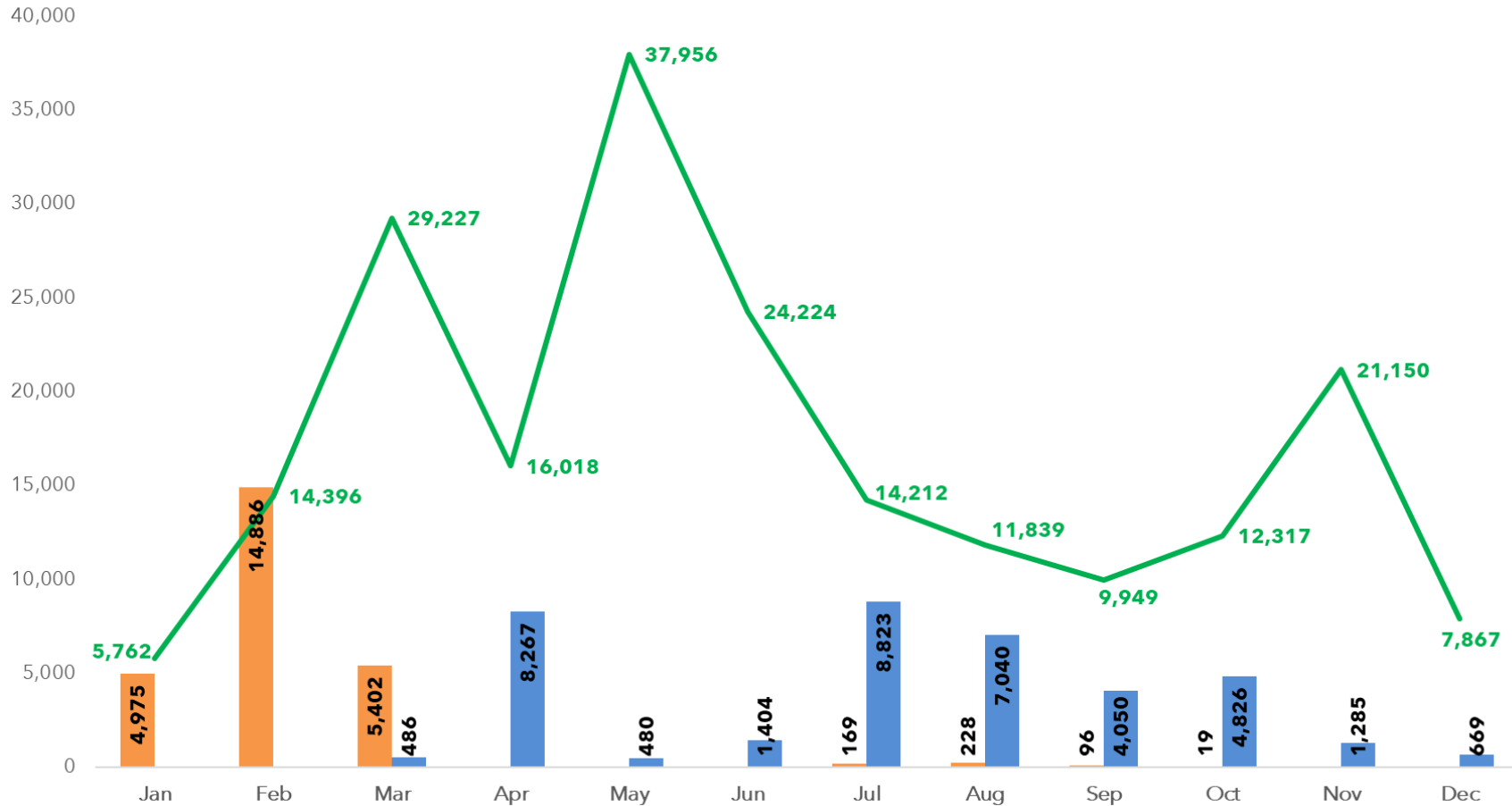
Highlights of this month's report:

2021 pace will continue to change over the next few months due to meetings, conventions & sporting event cancellations and mass gathering restrictions due to COVID-19. STLY will reflect the impact on 2020 beginning with the March report.

- 2021 is currently showing a decrease of 26% or ~13K previously booked room nights compared to same time last year due to COVID-19.
 - Overall, 2021 is behind pace by 72%, ~95K in room nights compared to pre-COVID 2020. Meetings & Conventions are down by 70% or ~54K room nights with Sports bookings behind pace at 74% or ~41K in room nights.
 - 2021 Total Convention Center is behind pace by 73%, ~44K room nights compared to same time last year. Center meetings/conventions are down 75% or approximately 32K room nights while Center sports is behind pace by 66%, ~12K room nights.
 - 2021 Non-center is behind pace in meetings/conventions at -63%, approximately 22K room nights. Sporting events are behind pace by -79%, approximately 29K room nights. Total non-center is down 71% compared to same time last year.
- 2022 is showing an increase of 60% year over year, or ~14K room nights added.
 - 2022 overall room nights are below pace compared to 2021 at -27% or ~14K room nights. Meetings/conventions are behind pace by 10%, approximately 3K room nights, while Sporting events are showing an overall decrease of 47% or ~11K room nights.
- 2023 is showing an increase of 47% year over year, or ~11K room nights added.
 - 2023 overall room nights are ahead of pace compared to 2022 by 50%, approximately 12K room nights. Meetings & Conventions are up 109% or ~12K room nights while sporting events are down 2%, ~300 room nights.

As a supplement to the current Pace Report, the chart below has been designed to provide an overview of the current room night impact on business occurring due to the COVID-19 pandemic. All data is presented as of February 28, 2021.

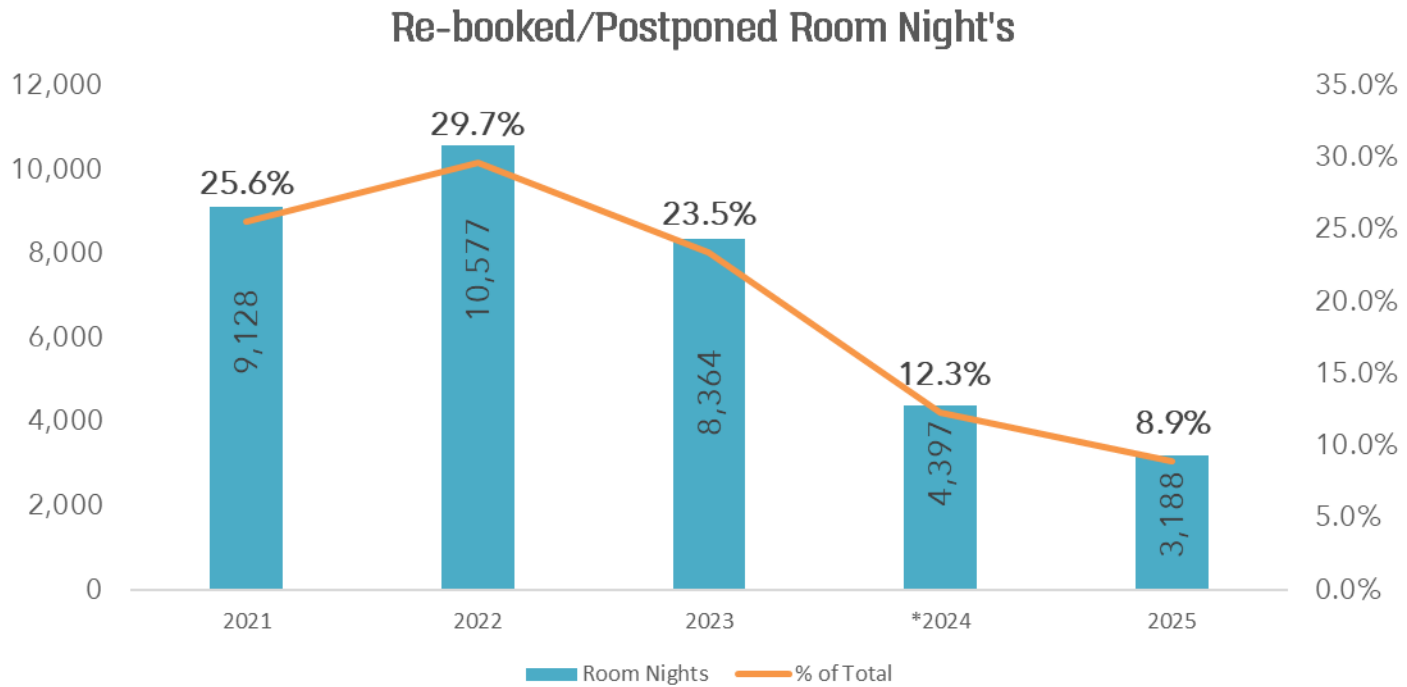
Room Night Impact due to COVID-19 as of February 28, 2021



Legend:

- 3 YR AVERAGE:** Average monthly room nights that occurred during calendar years 2017-2019
- 2020:** Room nights that occurred during calendar year 2020
- 2021:** Room nights that occurred or are set to occur in 2021 as of the date above - 2021 future events remain subject to cancellation

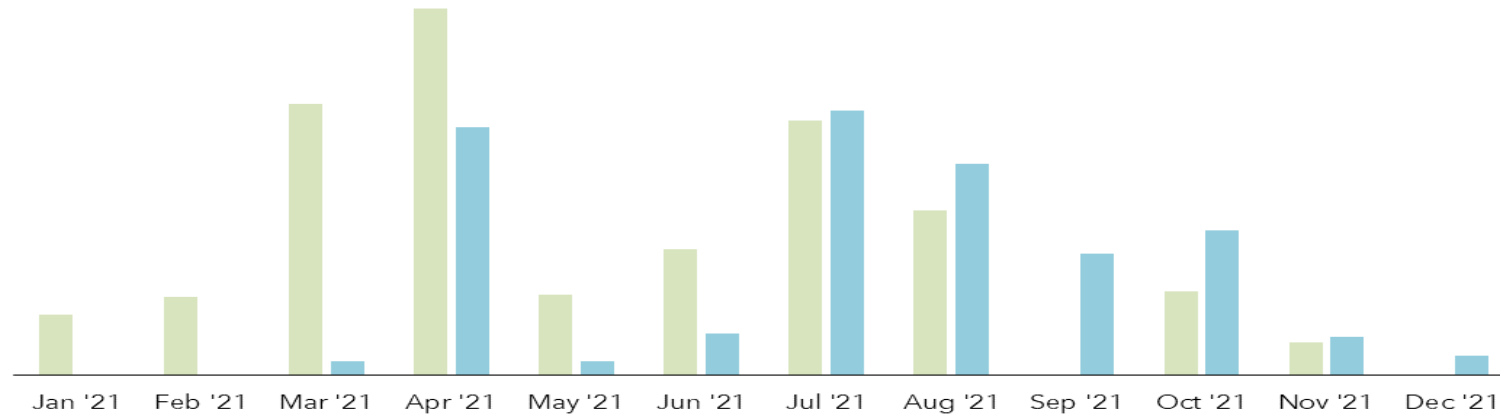
36% of all COVID Lost Groups have rebooked their meetings or events representing 27% of the lost room nights.
 The chart below reflects the years these groups have been rescheduled to at this time.



*16,493 room nights previously associated with 2024 are now pending for 2026 and/or 2027.

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	
2/29/2020	2,041	2,617	9,021	12,186	2,688	4,185	8,487	5,487	0	2,797	1,096	0	50,605	
2/28/2021	0	0	486	8,267	480	1,404	8,823	7,040	4,050	4,826	1,285	669	37,330	
													% Change	-26%

All Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	3,148	1,827	4,975	0	0	0	4,975
February	0	0	0	4,408	10,478	14,886	0	0	0	14,886
March	486	0	486	5,092	19,432	24,524	65	2,812	551	27,336
April	1,995	6,272	8,267	9,940	5,109	15,049	1,474	2,968	9,741	18,017
May	80	400	480	7,170	10,015	17,185	0	5,939	480	23,124
June	1,394	10	1,404	21,675	0	21,675	5,676	6,589	7,080	28,264
July	2,194	6,629	8,823	4,695	6,851	11,546	0	1,065	8,823	12,611
August	7,040	0	7,040	3,764	0	3,764	4,339	1,200	11,379	4,964
September	3,970	80	4,050	8,847	0	8,847	3,949	3,284	7,999	12,131
October	4,826	0	4,826	5,082	0	5,082	939	2,366	5,765	7,448
November	1,285	0	1,285	3,582	474	4,056	1,150	1,156	2,435	5,212
December	0	669	669	0	715	715	0	6,647	669	7,362
Total	23,270	14,060	37,330	77,403	54,901	132,304	17,592	34,026	54,922	166,330
Variance	-70%	-74%	-72%				-48%	16,434	-67%	111,408

2021 Impacted by COVID-19 (2020 impact will be reflected in March)

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

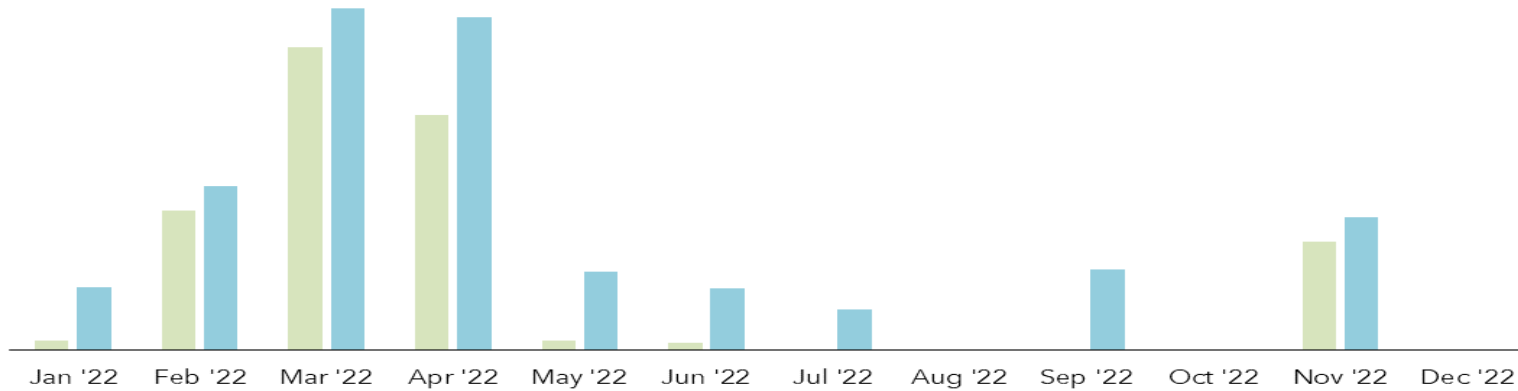
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2,021	2,020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	5,713	6,666	0	0	0	6,666
March	486	0	486	1,429	7,995	9,424	0	0	486	9,424
April	0	6,242	6,242	3,606	2,700	6,306	0	0	6,242	6,306
May	0	0	0	5,148	0	5,148	0	455	0	5,603
June	182	0	182	20,056	0	20,056	0	0	182	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	580	6,377	3,155
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	565	2,335	3,515
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	5,655	0	5,655
Total	10,545	6,242	16,787	42,924	18,235	61,159	1,225	7,255	18,012	68,414
Variance	-75%	-66%	-73%				-83%	6,030	-74%	50,402

Non-Center Current Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2,021	2,020
January	0	0	0	3,148	0	3,148	0	0	0	3,148
February	0	0	0	3,455	4,765	8,220	0	0	0	8,220
March	0	0	0	3,663	11,437	15,100	65	2,812	65	17,912
April	1,995	30	2,025	6,334	2,409	8,743	1,474	2,968	3,499	11,711
May	80	400	480	2,022	10,015	12,037	0	5,484	480	17,521
June	1,212	10	1,222	1,619	0	1,619	5,676	6,589	6,898	8,208
July	2,194	6,629	8,823	4,695	6,851	11,546	0	1,065	8,823	12,611
August	1,888	0	1,888	1,189	0	1,189	3,114	620	5,002	1,809
September	1,580	80	1,660	2,640	0	2,640	3,949	3,284	5,609	5,924
October	2,491	0	2,491	2,132	0	2,132	939	1,801	3,430	3,933
November	1,285	0	1,285	3,582	474	4,056	1,150	1,156	2,435	5,212
December	0	669	669	0	715	715	0	992	669	1,707
Total	12,725	7,818	20,543	34,479	36,666	71,145	16,367	26,771	36,910	97,916
Variance	-63%	-79%	-71%				-39%	10,404	-62%	61,006

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
2/29/2020	280	3,981	8,628	6,684	287	218	0	0	0	0	3,085	0	23,163
2/28/2021	1,808	4,664	9,748	9,476	2,231	1,755	1,180	0	2,310	0	3,783	0	36,955
% Increase													60%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	2,041	0	2,041	0	1,845	1,808	3,886
February	4,664	0	4,664	2,617	0	2,617	399	5,637	5,063	8,254
March	4,079	5,669	9,748	3,352	5,669	9,021	1,256	2,253	11,004	11,274
April	3,234	6,242	9,476	1,822	10,364	12,186	0	3,956	9,476	16,142
May	1,944	287	2,231	2,288	400	2,688	216	2,086	2,447	4,774
June	1,755	0	1,755	4,185	0	4,185	5,076	2,016	6,831	6,201
July	1,137	43	1,180	1,901	6,586	8,487	900	4,355	2,080	12,842
August	0	0	0	5,487	0	5,487	3,514	814	3,514	6,301
September	2,310	0	2,310	0	0	0	400	5,548	2,710	5,548
October	2,525	0	2,525	2,797	0	2,797	993	3,193	3,518	5,990
November	1,258	0	1,258	1,096	0	1,096	974	613	2,232	1,709
December	0	0	0	0	0	0	0	0	0	0
Total	24,714	12,241	36,955	27,586	23,019	50,605	13,728	32,316	50,683	82,921
Variance	-10%	-47%	-27%				-58%	18,588	-39%	32,238

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

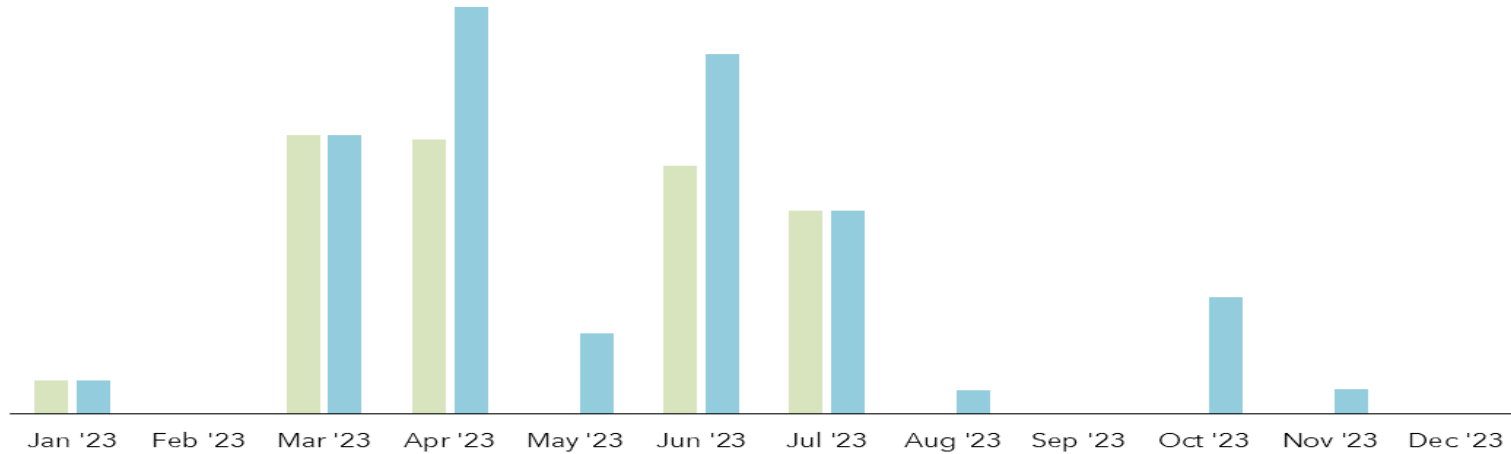
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	1,256	0	1,256	0	1,082	1,043	2,338
February	2,375	0	2,375	0	0	0	0	4,075	2,375	4,075
March	1,577	5,669	7,246	2,527	5,669	8,196	0	0	7,246	8,196
April	0	6,242	6,242	0	10,364	10,364	0	2,107	6,242	12,471
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	210	5,750	3,590
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	400	3,858	1,880	3,858
October	2,525	0	2,525	1,330	0	1,330	0	1,600	2,525	2,930
November	0	0	0	0	0	0	974	0	974	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	6,487	15,382	30,395	46,385
Variance	-20%	-26%	-23%				-58%	8,895	-34%	15,990

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	785	0	785	0	763	765	1,548
February	2,289	0	2,289	2,617	0	2,617	399	1,562	2,688	4,179
March	2,502	0	2,502	825	0	825	1,256	2,253	3,758	3,078
April	3,234	0	3,234	1,822	0	1,822	0	1,849	3,234	3,671
May	484	287	771	963	400	1,363	216	2,086	987	3,449
June	218	0	218	805	0	805	863	1,806	1,081	2,611
July	1,137	43	1,180	1,901	6,586	8,487	0	1,905	1,180	10,392
August	0	0	0	335	0	335	3,514	814	3,514	1,149
September	830	0	830	0	0	0	0	1,690	830	1,690
October	0	0	0	1,467	0	1,467	993	1,593	993	3,060
November	1,258	0	1,258	1,096	0	1,096	0	613	1,258	1,709
December	0	0	0	0	0	0	0	0	0	0
Total	12,717	330	13,047	12,616	6,986	19,602	7,241	16,934	20,288	36,536
Variance	1%	-95%	-33%				-57%	9,693	-44%	16,248

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
2/29/2020	760	0	6,361	6,242	0	5,647	4,622	0	0	0	0	0	23,632
2/28/2021	760	0	6,361	9,262	1,845	8,191	4,622	556	0	2,674	560	0	34,831
% Increase													47%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	1,137	760	1,417
February	0	0	0	3,981	0	3,981	7,042	1,875	7,042	5,856
March	692	5,669	6,361	2,959	5,669	8,628	4,829	3,402	11,190	12,030
April	3,020	6,242	9,262	442	6,242	6,684	325	6,407	9,587	13,091
May	1,845	0	1,845	0	287	287	1,394	4,389	3,239	4,676
June	8,191	0	8,191	218	0	218	0	5,653	8,191	5,871
July	4,622	0	4,622	0	0	0	2,601	3,385	7,223	3,385
August	556	0	556	0	0	0	1,225	667	1,781	667
September	0	0	0	0	0	0	4,619	233	4,619	233
October	2,674	0	2,674	0	0	0	544	9,300	3,218	9,300
November	560	0	560	3,085	0	3,085	0	565	560	3,650
December	0	0	0	0	0	0	0	0	0	0
Total	22,920	11,911	34,831	10,965	12,198	23,163	22,579	37,013	57,410	60,176
Variance	109%	-2%	50%				-39%	14,434	-5%	2,766

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	1,137	0	1,137
February	0	0	0	2,375	0	2,375	7,042	0	7,042	2,375
March	692	5,669	6,361	1,577	5,669	7,246	4,829	1,510	11,190	8,756
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	1,825	1,295	1,825
June	7,467	0	7,467	0	0	0	0	4,213	7,467	4,213
July	4,622	0	4,622	0	0	0	2,185	3,385	6,807	3,385
August	0	0	0	0	0	0	1,225	667	1,225	667
September	0	0	0	0	0	0	4,181	0	4,181	0
October	2,215	0	2,215	0	0	0	0	9,300	2,215	9,300
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	19,462	27,437	47,664	45,825
Variance	152%	0%	53%				-29%	7,975	4%	1,839

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	1,875	0	3,481
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	1,007	3,345	1,449
May	550	0	550	0	287	287	1,394	2,564	1,944	2,851
June	724	0	724	218	0	218	0	1,440	724	1,658
July	0	0	0	0	0	0	416	0	416	0
August	556	0	556	0	0	0	0	0	556	0
September	0	0	0	0	0	0	438	233	438	233
October	459	0	459	0	0	0	544	0	1,003	0
November	560	0	560	560	0	560	0	565	560	1,125
December	0	0	0	0	0	0	0	0	0	0
Total	6,629	0	6,629	4,488	287	4,775	3,117	9,576	9,746	14,351
Variance	48%	-100%	39%				-67%	6,459	-32%	4,605

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
2/29/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
2/28/2021	1,327	0	0	4,397	0	0	0	0	0	0	0	0	5,724
% Increase													331%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021										
	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	2,998	5,984	2,998	5,984
March	0	0	0	692	5,669	6,361	2,188	0	2,188	6,361
April	0	4,397	4,397	0	6,242	6,242	0	3,600	4,397	9,842
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	2,232	1,480	6,854
August	0	0	0	0	0	0	0	1,163	0	1,163
September	0	0	0	0	0	0	0	4,425	0	4,425
October	0	0	0	0	0	0	0	1,500	0	1,500
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	1,327	4,397	5,724	11,721	11,911	23,632	6,666	23,808	12,390	47,440
Variance	-89%	-63%	-76%				-72%	17,142	-74%	35,050

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	2,998	5,984	2,998	5,984
March	0	0	0	692	5,669	6,361	2,188	0	2,188	6,361
April	0	4,397	4,397	0	6,242	6,242	0	2,890	4,397	9,132
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	2,232	1,480	6,854
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	4,425	0	4,425
October	0	0	0	0	0	0	0	1,500	0	1,500
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	1,327	4,397	5,724	10,961	11,911	22,872	6,666	19,141	12,390	42,013
Variance	-88%	-63%	-75%				-65%	12,475	-71%	29,623

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	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	1,163	0	1,163
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	760	0	760	0	4,667	0	5,427
Variance	-100%	100%	-100%				-100%	4,667	-100%	5,427

One-Year Comparative Business Occurring

Calendar Year 2024 Business Occurring Pace



2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	Jun '25	Jul '25	Aug '25	Sep '25	Oct '25	Nov '25	Dec '25	Total
2/29/2020	0	0	0	0	0	0	0	0	0	0	0	0	0
2/28/2021	0	0	1,762	0	0	0	0	0	0	1,426	0	0	3,188
% Increase													100%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021										
	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2025	2024	2025	2024
January	0	0	0	1,327	0	1,327	0	0	0	1,327
February	0	0	0	0	0	0	0	0	0	0
March	1,762	0	1,762	0	0	0	615	5,164	2,377	5,164
April	0	0	0	0	0	0	0	1,783	0	1,783
May	0	0	0	0	0	0	0	0	0	0
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	1,426	0	1,426	0	0	0	0	0	1,426	0
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	3,188	0	3,188	1,327	0	1,327	615	6,947	3,803	8,274
Variance	140%	0%	140%				-91%	6332	-54%	4,471

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2025	2024	2025	2024
January	0	0	0	1,327	0	1,327	0	0	0	1,327
February	0	0	0	0	0	0	0	0	0	0
March	1,762	0	1,762	0	0	0	0	5,164	1,762	5,164
April	0	0	0	0	0	0	0	1,783	0	1,783
May	0	0	0	0	0	0	0	0	0	0
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	1,426	0	1,426	0	0	0	0	0	1,426	0
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	3,188	0	3,188	1,327	0	1,327	0	6,947	3,188	8,274
Variance	140%	0%	140%				-100%	6947	-61%	5,086

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 2/28/2021

	2025 Definite			2024 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2025	2024	2025	2024
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	615	0	615	0
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
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	0	0	615	0	615	0
Variance	100%	0%	0%				0%	615	0%	615