



Visit Albuquerque is pleased to provide the June 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.

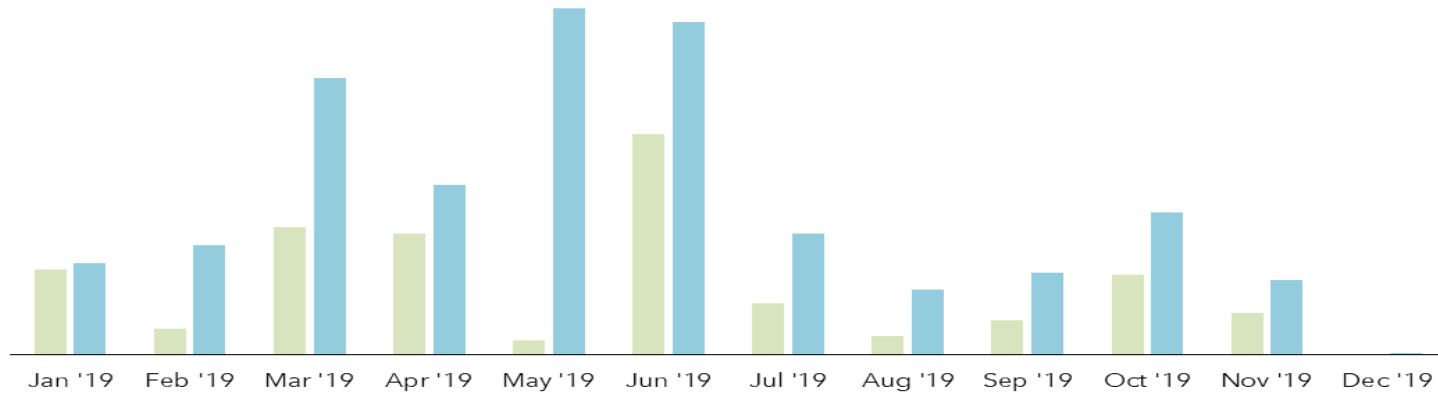
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

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 120% increase in bookings, or ~111K room nights added.
 - Overall 2019 is ahead of pace by 19%, ~33K in room nights compared to same time last year. Meetings & Conventions Definites are up 16% or ~11K and Sports bookings are ahead of pace at 21%, ~21K in room nights.
 - 2019 Total Convention Center is ahead of pace by 64%, approximately 30K room nights compared to same time last year. Center meetings/conventions are up 51% or approximately 14K room nights while Center sports are up 83%, ~16K room nights which is affected by National Senior Games which occurred in June.
 - 2019 Non-center is behind pace in meetings/conventions at -5%, approximately 2K room nights. Sporting events are up by 6%, approximately 5K room nights. Total non-center is ahead of pace by 2%, ~2K room nights.
- 2020 is showing an increase of 60% year over year, approximately 29K room nights added.
 - 2020 overall room nights are below pace compared to 2019 at -17% or ~15K room nights. Meetings/conventions are down by 5%, approximately 3K room nights, while Sporting events are showing an overall decrease of 37% which is strongly affected again by National Senior Games.
- 2021 is showing an increase of 210% year over year, or ~21K room nights added.
 - 2021 overall room nights are below pace compared to 2020 with a decrease of 36%, approximately 17K room nights. Meetings & Conventions are down by 49% or ~19K room nights while sporting events are up by 20%, ~2K 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
6/30/2018	9,604	2,926	14,290	13,575	1,703	24,733	5,753	2,168	3,856	9,051	4,755	0	92,414
6/30/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,598	7,355	9,244	16,029	8,457	286	203,751
% Increase													120%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019

	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	4,563	9,035	13,598	8,117	6,688	14,805	225	381	13,823	15,186
August	3,270	4,085	7,355	2,167	5,432	7,599	2,325	64	9,680	7,663
September	7,143	2,101	9,244	4,795	255	5,050	215	983	9,459	6,033
October	14,362	1,667	16,029	9,044	0	9,044	1,599	2,981	17,628	12,025
November	4,840	3,617	8,457	10,026	3,734	13,760	1,132	2,027	9,589	15,787
December	286	0	286	336	0	336	0	0	286	336
Total	82,481	121,270	203,751	71,012	100,159	171,171	5,496	6,436	209,247	177,607
Variance	16%	21%	19%				-15%	940	18%	31,640

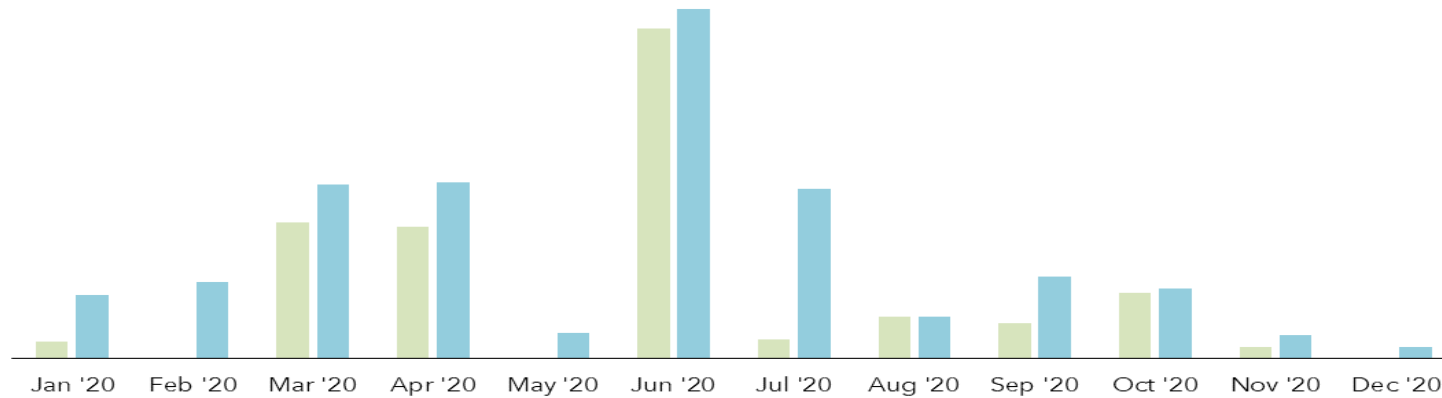
One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	3,713	0	3,713	2,580	0	2,580	0	0	3,713	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	121	4,435	0	1,547	4,230	5,982
December	0	0	0	0	0	0	0	0	0	0
Total	40,702	36,305	77,007	27,031	19,816	46,847	0	1,547	77,007	48,394
Variance	51%	83%	64%				-100%	1,547	59%	28,613

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	2,549	6,674	9,223	4,338	6,688	11,026	225	381	9,448	11,407
August	1,715	4,085	5,800	2,167	626	2,793	2,325	64	8,125	2,857
September	3,430	2,101	5,531	2,215	255	2,470	215	983	5,746	3,453
October	8,619	1,667	10,286	5,258	0	5,258	1,599	2,981	11,885	8,239
November	610	3,617	4,227	5,712	3,613	9,325	1,132	480	5,359	9,805
December	286	0	286	336	0	336	0	0	286	336
Total	41,779	84,965	126,744	43,981	80,343	124,324	5,496	4,889	132,240	129,213
Variance	-5%	6%	2%				12%	607	2%	3,027

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
6/30/2018	1,044	0	8,297	8,056	0	20,056	1,197	2,575	2,162	4,035	723	0	48,145
6/30/2019	3,868	4,693	10,619	10,737	1,590	21,278	10,308	2,575	5,010	4,295	1,459	715	77,147
<i>June - National Speech & Debate</i>												% Increase	60%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	1,725	3,868	7,781	1,823	9,604	860	959	4,728	10,563
February	2,932	1,761	4,693	905	2,021	2,926	3,154	1,200	7,847	4,126
March	3,343	7,276	10,619	10,258	4,032	14,290	2,174	2,891	12,793	17,181
April	8,037	2,700	10,737	10,575	3,000	13,575	6,419	965	17,156	14,540
May	1,590	0	1,590	1,703	0	1,703	2,310	766	3,900	2,469
June	21,278	0	21,278	4,495	20,238	24,733	1,906	155	23,184	24,888
July	3,722	6,586	10,308	3,392	2,361	5,753	10,668	820	20,976	6,573
August	2,575	0	2,575	2,168	0	2,168	456	1,160	3,031	3,328
September	5,010	0	5,010	3,856	0	3,856	1,886	4,041	6,896	7,897
October	4,295	0	4,295	9,051	0	9,051	7,073	2,720	11,368	11,771
November	985	474	1,459	4,755	0	4,755	1,882	12,698	3,341	17,453
December	0	715	715	0	0	0	37	300	752	300
Total	55,910	21,237	77,147	58,939	33,475	92,414	38,825	28,675	115,972	121,089
Variance	-5%	-37%	-17%				35%	10,150	-4%	5,117

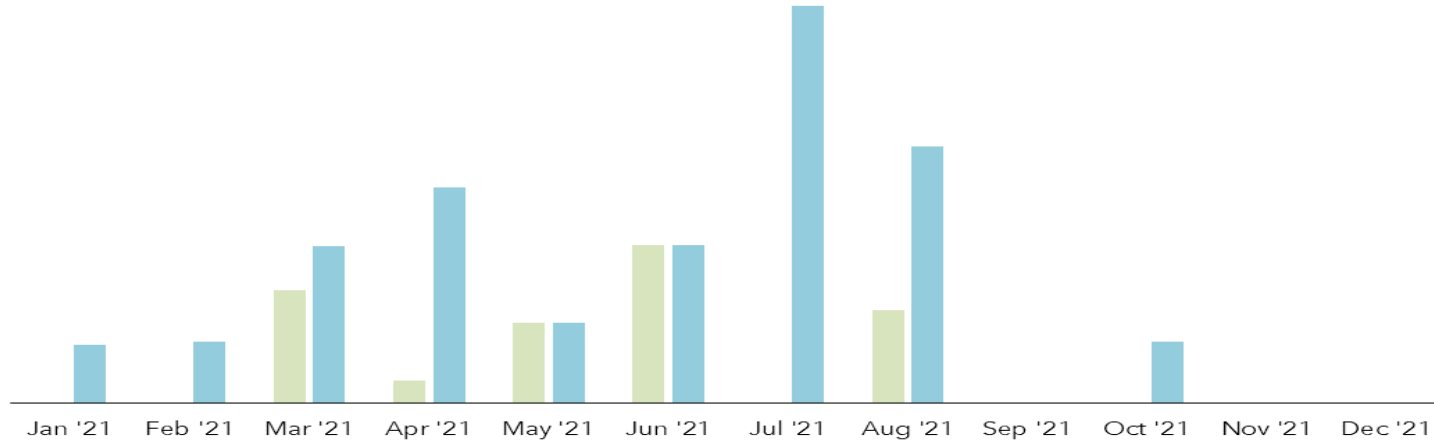
One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	1,479	1,479	4,744	1,823	6,567	0	0	1,479	6,567
February	953	1,761	2,714	0	2,021	2,021	1,138	735	3,852	2,756
March	0	7,276	7,276	8,014	4,032	12,046	719	1,000	7,995	13,046
April	2,537	2,700	5,237	6,777	2,700	9,477	3,050	355	8,287	9,832
May	173	0	173	0	0	0	1,510	230	1,683	230
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	0	0	4,375
August	2,575	0	2,575	1,449	0	1,449	0	1,040	2,575	2,489
September	4,590	0	4,590	3,223	0	3,223	602	1,645	5,192	4,868
October	2,950	0	2,950	5,021	0	5,021	4,136	0	7,086	5,021
November	0	0	0	4,230	0	4,230	0	1,634	0	5,864
December	0	0	0	0	0	0	0	0	0	0
Total	33,834	13,216	47,050	35,699	33,175	68,874	11,155	6,639	58,205	75,513
Variance	-5%	-60%	-32%				68%	4,516	-23%	17,308

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2020	2019	2020	2019
January	2,143	246	2,389	3,037	0	3,037	860	959	3,249	3,996
February	1,979	0	1,979	905	0	905	2,016	465	3,995	1,370
March	3,343	0	3,343	2,244	0	2,244	1,455	1,891	4,798	4,135
April	5,500	0	5,500	3,798	300	4,098	3,369	610	8,869	4,708
May	1,417	0	1,417	1,703	0	1,703	800	536	2,217	2,239
June	1,222	0	1,222	4,268	0	4,268	1,906	155	3,128	4,423
July	3,722	6,586	10,308	1,378	0	1,378	10,668	820	20,976	2,198
August	0	0	0	719	0	719	456	120	456	839
September	420	0	420	633	0	633	1,284	2,396	1,704	3,029
October	1,345	0	1,345	4,030	0	4,030	2,937	2,720	4,282	6,750
November	985	474	1,459	525	0	525	1,882	11,064	3,341	11,589
December	0	715	715	0	0	0	37	300	752	300
Total	22,076	8,021	30,097	23,240	300	23,540	27,670	22,036	57,767	45,576
Variance	-5%	2574%	28%				26%	5,634	27%	12,191

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
6/30/2018	0	0	2,417	497	1,725	3,380	0	1,984	0	0	0	0	10,003
6/30/2019	1,256	1,327	3,352	4,619	1,725	3,380	8,487	5,487	0	1,330	0	0	30,963
													210%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	1,256	0	1,256	1,044	0	1,044	577	2,068	1,833	3,112
February	1,327	0	1,327	0	0	0	3,401	1,976	4,728	1,976
March	3,352	0	3,352	2,200	6,097	8,297	618	2,107	3,970	10,404
April	497	4,122	4,619	5,356	2,700	8,056	2,763	4,273	7,382	12,329
May	1,325	400	1,725	0	0	0	0	3,903	1,725	3,903
June	3,380	0	3,380	20,056	0	20,056	1,210	928	4,590	20,984
July	1,901	6,586	8,487	1,197	0	1,197	3,459	5,603	11,946	6,800
August	5,487	0	5,487	2,575	0	2,575	0	0	5,487	2,575
September	0	0	0	2,162	0	2,162	4,701	2,665	4,701	4,827
October	1,330	0	1,330	4,035	0	4,035	7,554	6,053	8,884	10,088
November	0	0	0	249	474	723	1,893	10,663	1,893	11,386
December	0	0	0	0	0	0	0	0	0	0
Total	19,855	11,108	30,963	38,874	9,271	48,145	26,176	40,239	57,139	88,384
Variance	-49%	20%	-36%				-35%	14,063	-35%	31,245

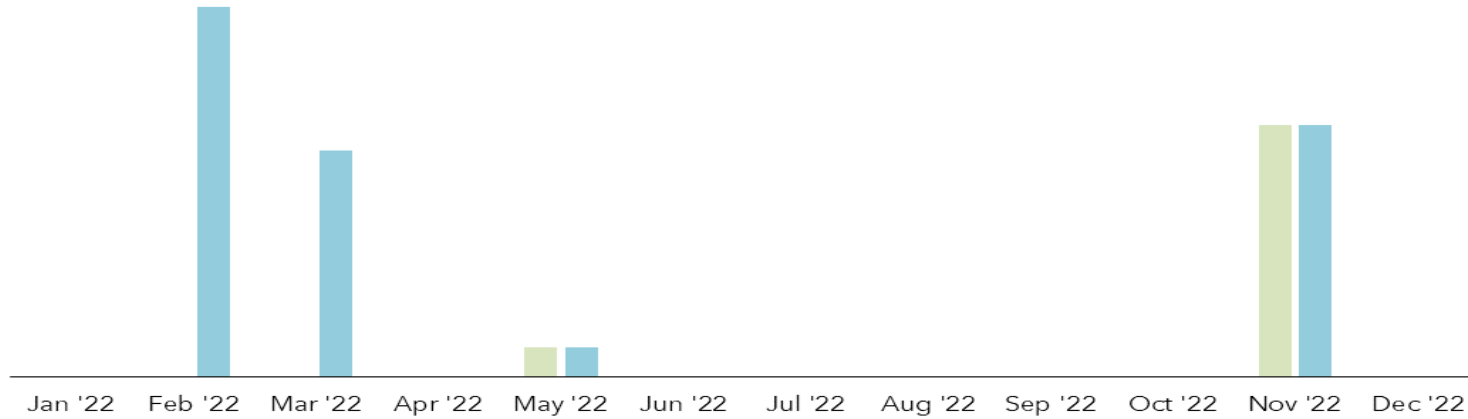
One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	0	1,768	1,256	1,768
February	0	0	0	0	0	0	2,406	1,526	2,406	1,526
March	2,527	0	2,527	0	6,097	6,097	0	1,081	2,527	7,178
April	0	4,122	4,122	1,535	2,700	4,235	0	1,710	4,122	5,945
May	1,325	0	1,325	0	0	0	0	3,433	1,325	3,433
June	3,380	0	3,380	20,056	0	20,056	0	0	3,380	20,056
July	0	0	0	0	0	0	0	4,453	0	4,453
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	3,311	0	3,311	1,910
October	1,330	0	1,330	2,950	0	2,950	3,335	5,853	4,665	8,803
November	0	0	0	0	0	0	0	512	0	512
December	0	0	0	0	0	0	0	0	0	0
Total	14,970	4,122	19,092	29,026	8,797	37,823	9,052	20,336	28,144	58,159
Variance	-48%	-53%	-50%				-55%	11,284	-52%	30,015

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	577	300	577	1,344
February	1,327	0	1,327	0	0	0	995	450	2,322	450
March	825	0	825	2,200	0	2,200	618	1,026	1,443	3,226
April	497	0	497	3,821	0	3,821	2,763	2,563	3,260	6,384
May	0	400	400	0	0	0	0	470	400	470
June	0	0	0	0	0	0	1,210	928	1,210	928
July	1,901	6,586	8,487	1,197	0	1,197	3,459	1,150	11,946	2,347
August	335	0	335	0	0	0	0	0	335	0
September	0	0	0	252	0	252	1,390	2,665	1,390	2,917
October	0	0	0	1,085	0	1,085	4,219	200	4,219	1,285
November	0	0	0	249	474	723	1,893	10,151	1,893	10,874
December	0	0	0	0	0	0	0	0	0	0
Total	4,885	6,986	11,871	9,848	474	10,322	17,124	19,903	28,995	30,225
Variance	-50%	1374%	15%				-14%	2,779	-4%	1,230

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
6/30/2018	0	0	0	0	287	0	0	0	0	0	2,525	0	2,812
6/30/2019	0	3,702	2,267	0	287	0	0	0	0	0	2,525	0	8,781
% Increase													212%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019

	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	841	3,073	841	3,073
February	3,702	0	3,702	0	0	0	1,451	0	5,153	0
March	2,267	0	2,267	2,417	0	2,417	3,915	900	6,182	3,317
April	0	0	0	497	0	497	4,755	737	4,755	1,234
May	0	287	287	1,325	400	1,725	1,620	0	1,907	1,725
June	0	0	0	3,380	0	3,380	10,461	4,521	10,461	7,901
July	0	0	0	0	0	0	2,087	2,312	2,087	2,312
August	0	0	0	1,984	0	1,984	0	0	0	1,984
September	0	0	0	0	0	0	3,193	512	3,193	512
October	0	0	0	0	0	0	5,698	2,920	5,698	2,920
November	2,525	0	2,525	0	0	0	0	3,185	2,525	3,185
December	0	0	0	0	0	0	0	0	0	0
Total	8,494	287	8,781	9,603	400	10,003	34,021	18,160	42,802	28,163
Variance	-12%	-28%	-12%				87%	15,861	52%	14,639

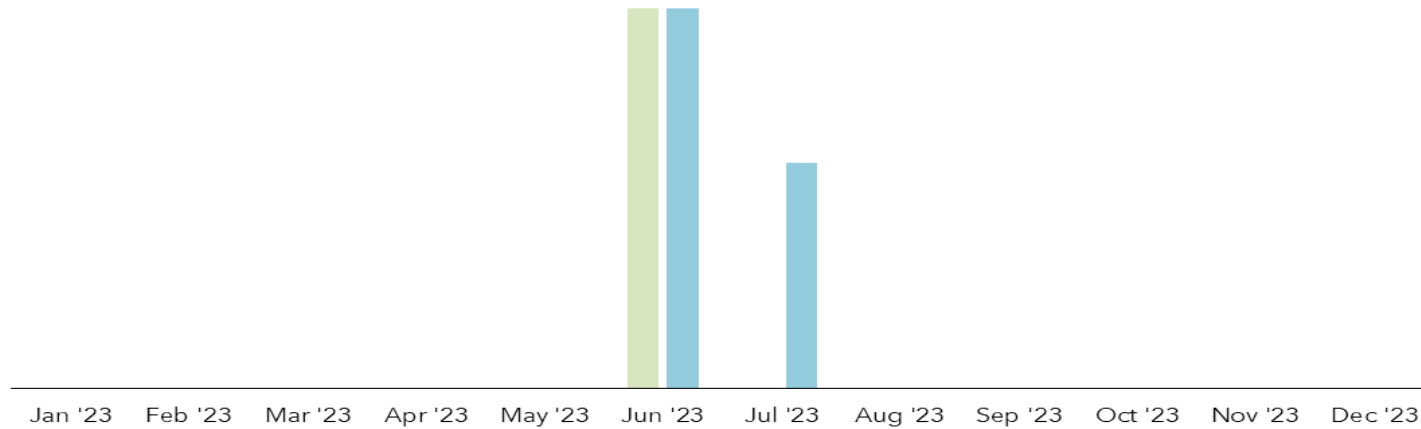
One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	2,881	0	2,881
February	2,375	0	2,375	0	0	0	1,176	0	3,551	0
March	885	0	885	1,592	0	1,592	2,838	900	3,723	2,492
April	0	0	0	0	0	0	4,060	737	4,060	737
May	0	0	0	1,325	0	1,325	1,100	0	1,100	1,325
June	0	0	0	3,380	0	3,380	9,253	3,693	9,253	7,073
July	0	0	0	0	0	0	2,087	2,312	2,087	2,312
August	0	0	0	1,984	0	1,984	0	0	0	1,984
September	0	0	0	0	0	0	3,193	0	3,193	0
October	0	0	0	0	0	0	4,255	2,920	4,255	2,920
November	2,525	0	2,525	0	0	0	0	3,185	2,525	3,185
December	0	0	0	0	0	0	0	0	0	0
Total	5,785	0	5,785	8,281	0	8,281	27,962	16,628	33,747	24,909
Variance	-30%	0%	-30%				68%	11,334	35%	8,838

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2019										
	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	841	192	841	192
February	1,327	0	1,327	0	0	0	275	0	1,602	0
March	1,382	0	1,382	825	0	825	1,077	0	2,459	825
April	0	0	0	497	0	497	695	0	695	497
May	0	287	287	0	400	400	520	0	807	400
June	0	0	0	0	0	0	1,208	828	1,208	828
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	512	0	512
October	0	0	0	0	0	0	1,443	0	1,443	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	1,322	400	1,722	6,059	1,532	9,055	3,254
Variance	105%	-28%	74%				295%	4,527	178%	5,801

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	
6/30/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540	
6/30/2019	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 6/30/2019										
	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	1,852	0	1,852
March	0	0	0	0	0	0	2,350	2,234	2,350	2,234
April	0	0	0	0	0	0	0	1,895	0	1,895
May	0	0	0	0	287	287	0	3,820	0	4,107
June	4,540	0	4,540	0	0	0	3,081	10,000	7,621	10,000
July	2,700	0	2,700	0	0	0	5,213	1,260	7,913	1,260
August	0	0	0	0	0	0	750	0	750	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	550	0	550	2,525
December	0	0	0	0	0	0	0	0	0	0
Total	7,240	0	7,240	2,525	287	2,812	15,140	21,061	22,380	23,873
Variance	187%	-100%	157%				-28%	5921	-6%	1,493

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 6/30/2019

	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	1,852	0	1,852
March	0	0	0	0	0	0	2,350	870	2,350	870
April	0	0	0	0	0	0	0	1,895	0	1,895
May	0	0	0	0	0	0	0	3,820	0	3,820
June	4,540	0	4,540	0	0	0	3,081	10,000	7,621	10,000
July	2,700	0	2,700	0	0	0	5,213	0	7,913	0
August	0	0	0	0	0	0	750	0	750	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	0	0	0	2,525
December	0	0	0	0	0	0	0	0	0	0
Total	7,240	0	7,240	2,525	0	2,525	14,590	18,437	21,830	20,962
Variance	187%	0%	187%				-21%	3847	4%	868

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 6/30/2019

	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	1,364	0	1,364
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	1,260	0	1,260
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	550	0	550	0
December	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	287	287	550	2,624	550	2,911
Variance	0%	-100%	-100%				-79%	2074	-81%	2,361