



Visit Albuquerque is pleased to provide the June 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).

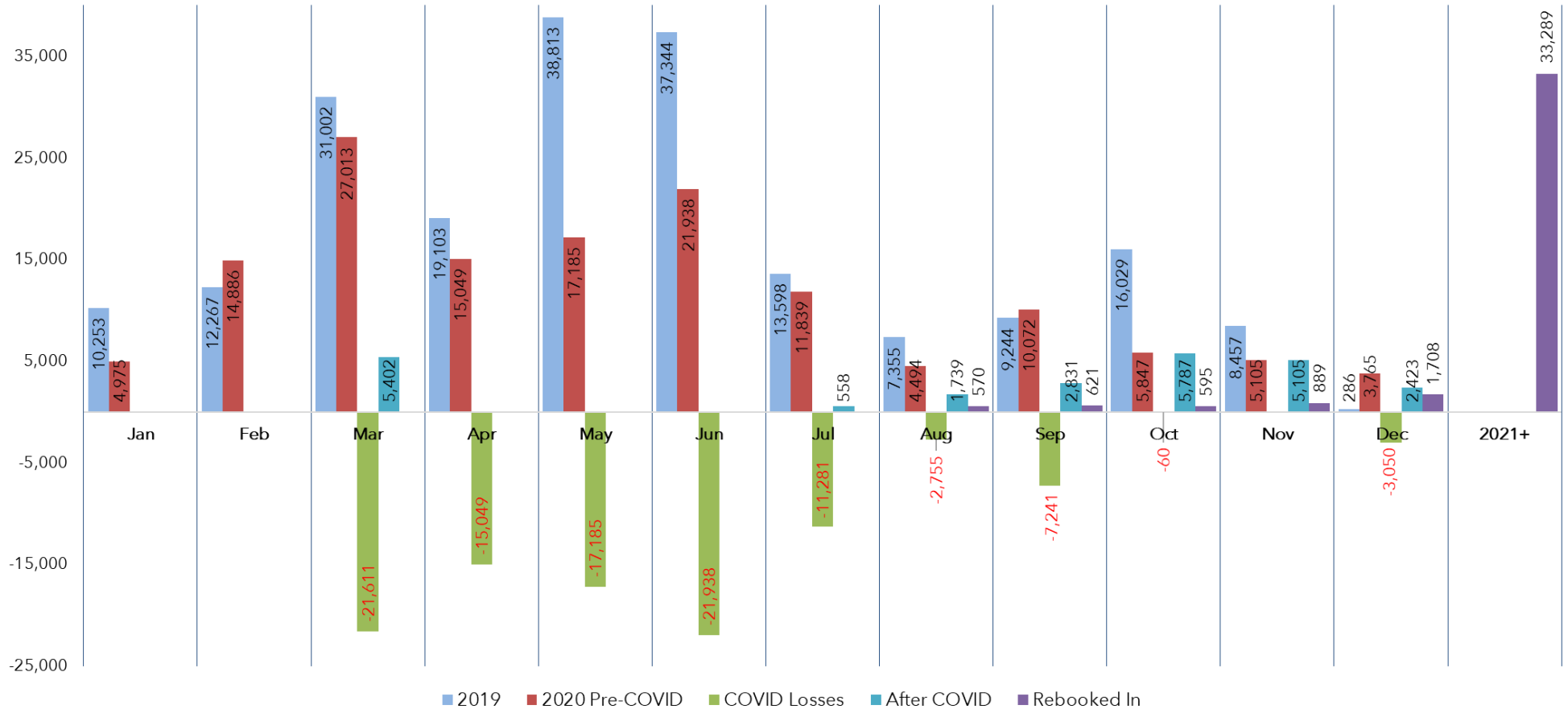
Highlights of this month's report:

Due to COVID-19, 2020 pace will continue to change rapidly over the next few months due to meeting/convention & sporting event cancellations and postponements.

- Calendar Year 2020 has seen a decrease of ~97K RN previously booked due to COVID-19. In addition, repeat sporting events providing ~22K RN are not reflected in May, June & July 2020 as they cancelled prior to confirmed athlete participation. Several other repeat sporting events are hoping to host their events on schedule over the next few months or are in the process of finding new dates later in the year. Due to this, 2020 is showing a decrease of bookings in the year compared to same time last year with a -43% decrease or ~73K room nights.
 - Overall, 2020 is behind pace by 79%, ~160K in room nights compared to same time last year. Meetings & Conventions are down by 70% or ~58K room nights with Sports bookings behind pace at 84% or ~102K in room nights. Although National Senior Games is affecting this total, room night cancellations due to COVID-19 are currently and will continue to impact 2020 pace.
- 2021 is showing an increase of 99% year over year, approximately 31K room nights added.
 - 2021 overall room nights are below pace compared to 2020 at -20% or ~15K room nights. Meetings/conventions are behind pace by -31%, approximately 17K room nights, while Sporting events are showing an overall increase of 9% or ~2K room nights.
- 2022 is showing an increase of 262% year over year, or ~23K room nights added.
 - 2022 overall room nights are ahead of pace compared to 2021 with an increase of 3%, <1K room nights. Meetings & Conventions are down 2% or ~300 room nights while sporting events are up by 10%, ~1K 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 June 30, 2020 compared to June 30, 2019.

Business Occurring Room Night Impact due to COVID-19 as of June 30, 2020

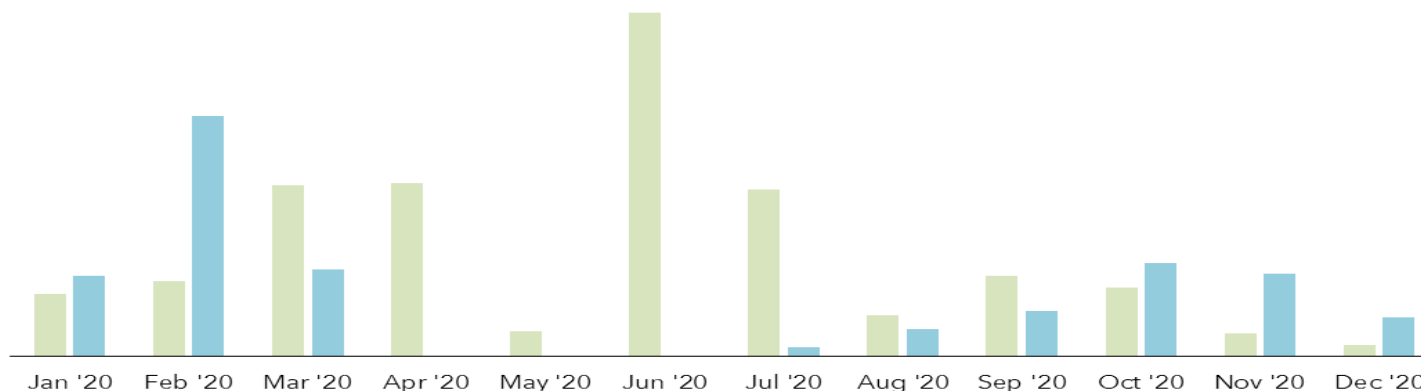


Legend:

- 2019:** Reflects overall room nights set to occur during calendar year 2019
- 2020 Pre-COVID:** Reflects overall room nights set to occur during calendar year 2020
- COVID Losses:** Reflects definite groups scheduled for 2020 that ultimately cancelled or postponed due to the pandemic
- After COVID:** Reflects current overall room nights set to occur during calendar year 2020 (Pre-COVID minus Losses)
- Rebooked:** Reflects new month's groups are in negotiation with or have secured for their postponed 2020 event (43% of COVID Lost Groups have rebooked their meetings representing 39% of the lost room nights)

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	
6/30/2019	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	
6/30/2020	4,975	14,886	5,402	0	0	0	558	1,739	2,831	5,787	5,105	2,423	43,706	
													% Increase	-43%

All Current Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

	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	293	265	558	4,563	9,035	13,598	7,895	225	8,453	13,823
August	1,739	0	1,739	3,270	4,085	7,355	65	2,325	1,804	9,680
September	2,751	80	2,831	7,143	2,101	9,244	290	215	3,121	9,459
October	5,787	0	5,787	14,362	1,667	16,029	1,174	1,599	6,961	17,628
November	4,631	474	5,105	4,840	3,617	8,457	494	1,132	5,599	9,589
December	1,708	715	2,423	286	0	286	780	0	3,203	286
Total	24,701	19,005	43,706	82,481	121,270	203,751	10,698	5,496	54,404	209,247
Variance	-70%	-84%	-79%				95%	5,202	-74%	154,843

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

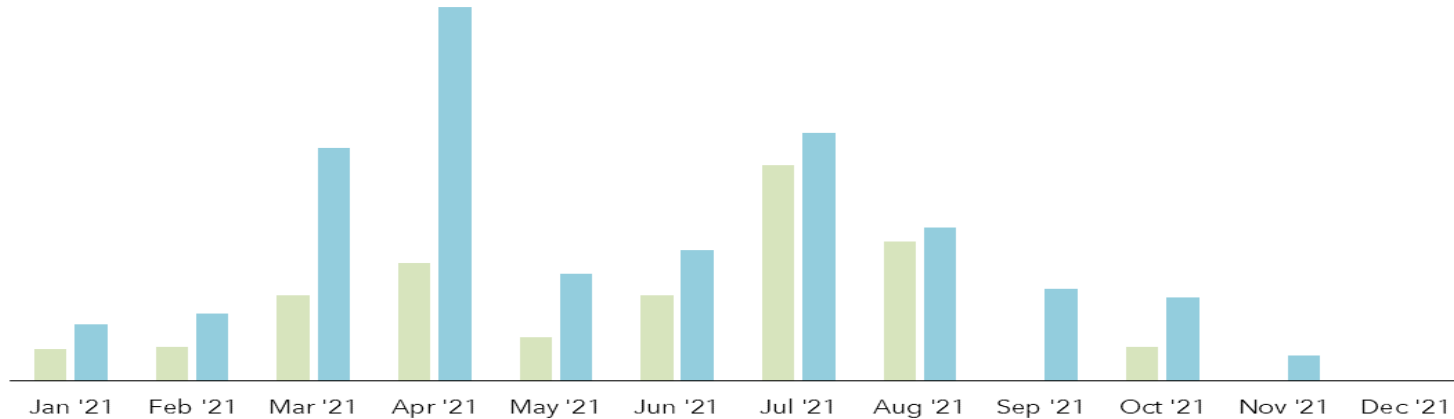
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	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	535	0	535	3,713	0	3,713	0	0	535	3,713
October	2,950	0	2,950	5,743	0	5,743	0	0	2,950	5,743
November	775	0	775	4,230	0	4,230	250	0	1,025	4,230
December	1,708	0	1,708	0	0	0	0	0	1,708	0
Total	6,921	8,259	15,180	40,702	36,305	77,007	250	0	15,430	77,007
Variance	-83%	-77%	-80%				0%	250	-80%	61,577

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

	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	293	265	558	2,549	6,674	9,223	7,895	225	8,453	9,448
August	1,739	0	1,739	1,715	4,085	5,800	65	2,325	1,804	8,125
September	2,216	80	2,296	3,430	2,101	5,531	290	215	2,586	5,746
October	2,837	0	2,837	8,619	1,667	10,286	1,174	1,599	4,011	11,885
November	3,856	474	4,330	610	3,617	4,227	244	1,132	4,574	5,359
December	0	715	715	286	0	286	780	0	1,495	286
Total	17,780	10,746	28,526	41,779	84,965	126,744	10,448	5,496	38,974	132,240
Variance	-57%	-87%	-77%				90%	4,952	-71%	93,266

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
6/30/2019	1,256	1,327	3,352	4,619	1,725	3,380	8,487	5,487	0	1,330	0	0	30,963
6/30/2020	2,239	2,667	9,135	14,668	4,197	5,152	9,730	6,045	3,607	3,282	1,005	0	61,727
% Increase													99%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	2,239	0	2,239	2,143	1,725	3,868	1,842	860	4,081	4,728
February	2,667	0	2,667	2,932	1,761	4,693	4,829	3,154	7,496	7,847
March	3,466	5,669	9,135	3,343	7,276	10,619	3,158	2,174	12,293	12,793
April	4,304	10,364	14,668	8,037	2,700	10,737	207	6,419	14,875	17,156
May	3,797	400	4,197	1,590	0	1,590	0	2,310	4,197	3,900
June	5,152	0	5,152	21,278	0	21,278	520	1,906	5,672	23,184
July	3,101	6,629	9,730	3,722	6,586	10,308	2,004	10,668	11,734	20,976
August	6,045	0	6,045	2,575	0	2,575	594	456	6,639	3,031
September	3,527	80	3,607	5,010	0	5,010	2,905	1,886	6,512	6,896
October	3,282	0	3,282	4,295	0	4,295	2,415	7,073	5,697	11,368
November	1,005	0	1,005	985	474	1,459	5,305	1,882	6,310	3,341
December	0	0	0	0	715	715	0	37	0	752
Total	38,585	23,142	61,727	55,910	21,237	77,147	23,779	38,825	85,506	115,972
Variance	-31%	9%	-20%				-39%	15,046	-26%	30,466

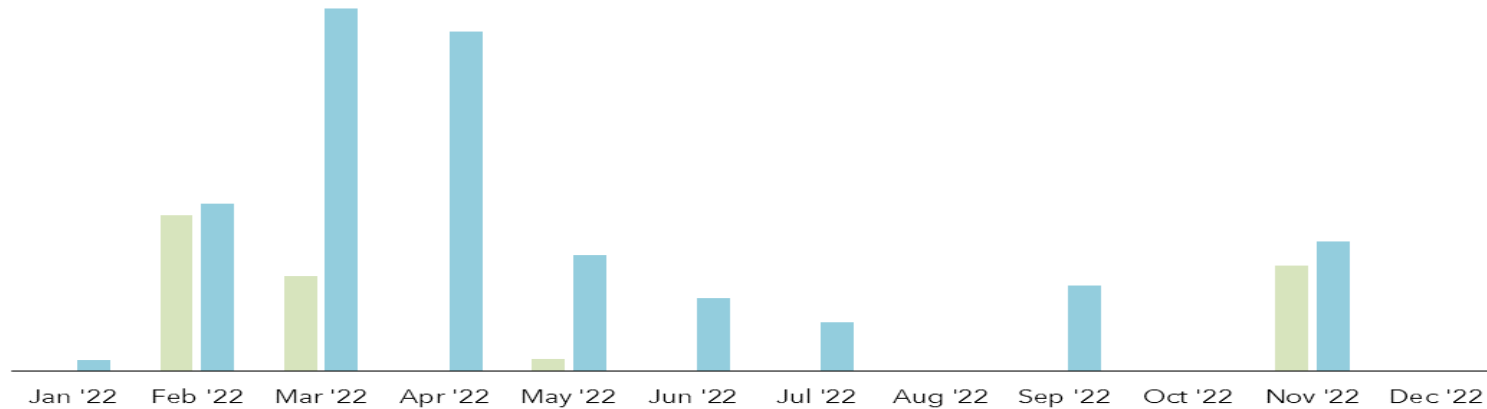
One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	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	1,479	1,479	1,479	0	2,735	1,479
February	0	0	0	953	1,761	2,714	4,430	1,138	4,430	3,852
March	2,587	5,669	8,256	0	7,276	7,276	0	719	8,256	7,995
April	1,002	10,364	11,366	2,537	2,700	5,237	0	3,050	11,366	8,287
May	2,754	0	2,754	173	0	173	0	1,510	2,754	1,683
June	3,380	0	3,380	20,056	0	20,056	210	0	3,590	20,056
July	0	0	0	0	0	0	0	0	0	0
August	5,152	0	5,152	2,575	0	2,575	0	0	5,152	2,575
September	3,007	0	3,007	4,590	0	4,590	602	602	3,609	5,192
October	1,330	0	1,330	2,950	0	2,950	1,600	4,136	2,930	7,086
November	0	0	0	0	0	0	4,692	0	4,692	0
December	0	0	0	0	0	0	0	0	0	0
Total	20,468	16,033	36,501	33,834	13,216	47,050	13,013	11,155	49,514	58,205
Variance	-40%	21%	-22%				17%	1,858	-15%	8,691

Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2021	2020
January	983	0	983	2,143	246	2,389	363	860	1,346	3,249
February	2,667	0	2,667	1,979	0	1,979	399	2,016	3,066	3,995
March	879	0	879	3,343	0	3,343	3,158	1,455	4,037	4,798
April	3,302	0	3,302	5,500	0	5,500	207	3,369	3,509	8,869
May	1,043	400	1,443	1,417	0	1,417	0	800	1,443	2,217
June	1,772	0	1,772	1,222	0	1,222	310	1,906	2,082	3,128
July	3,101	6,629	9,730	3,722	6,586	10,308	2,004	10,668	11,734	20,976
August	893	0	893	0	0	0	594	456	1,487	456
September	520	80	600	420	0	420	2,303	1,284	2,903	1,704
October	1,952	0	1,952	1,345	0	1,345	815	2,937	2,767	4,282
November	1,005	0	1,005	985	474	1,459	613	1,882	1,618	3,341
December	0	0	0	0	715	715	0	37	0	752
Total	18,117	7,109	25,226	22,076	8,021	30,097	10,766	27,670	35,992	57,767
Variance	-18%	-11%	-16%				-61%	16,904	-38%	21,775

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
6/30/2019	0	3,702	2,267	0	287	0	0	0	0	0	2,525	0	8,781
6/30/2020	280	3,981	8,628	8,061	2,756	1,755	1,180	0	2,050	0	3,085	0	31,776
% Increase													262%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	280	0	280	1,256	0	1,256	1,255	577	1,535	1,833
February	3,981	0	3,981	1,327	0	1,327	150	3,401	4,131	4,728
March	2,959	5,669	8,628	3,352	0	3,352	165	618	8,793	3,970
April	1,819	6,242	8,061	497	4,122	4,619	1,637	2,763	9,698	7,382
May	2,469	287	2,756	1,325	400	1,725	216	0	2,972	1,725
June	1,755	0	1,755	3,380	0	3,380	5,653	1,210	7,408	4,590
July	1,137	43	1,180	1,901	6,586	8,487	3,801	3,459	4,981	11,946
August	0	0	0	5,487	0	5,487	400	0	400	5,487
September	2,050	0	2,050	0	0	0	1,268	4,701	3,318	4,701
October	0	0	0	1,330	0	1,330	1,803	7,554	1,803	8,884
November	3,085	0	3,085	0	0	0	0	1,893	3,085	1,893
December	0	0	0	0	0	0	0	0	0	0
Total	19,535	12,241	31,776	19,855	11,108	30,963	16,348	26,176	48,124	57,139
Variance	-2%	10%	3%				-38%	9,828	-16%	9,015

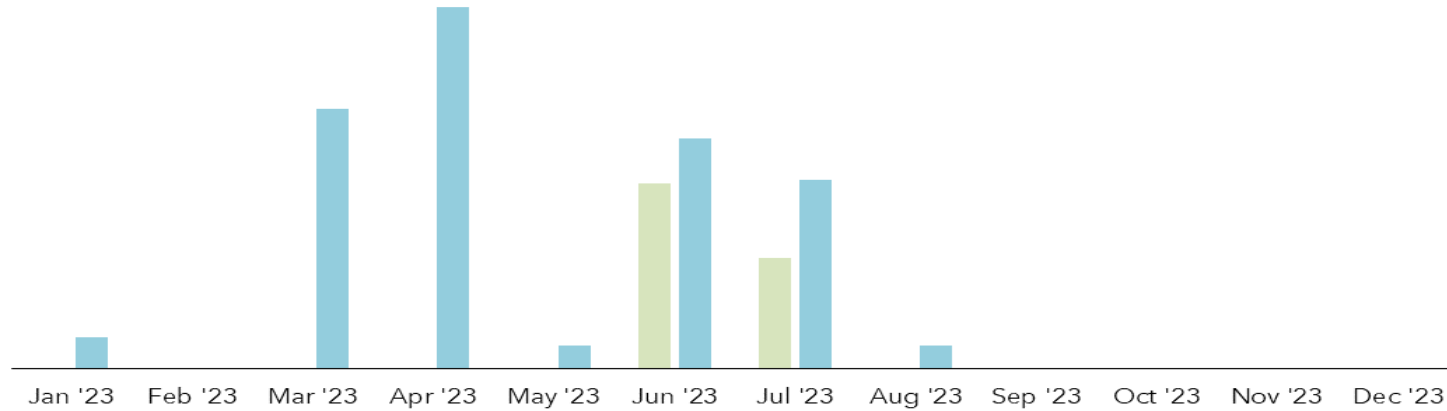
One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	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	1,256	0	1,256	1,137	0	1,137	1,256
February	2,375	0	2,375	0	0	0	0	2,406	2,375	2,406
March	1,577	5,669	7,246	2,527	0	2,527	0	0	7,246	2,527
April	0	6,242	6,242	0	4,122	4,122	1,340	0	7,582	4,122
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	3,385	0	3,385	0
August	0	0	0	5,152	0	5,152	0	0	0	5,152
September	1,480	0	1,480	0	0	0	400	3,311	1,880	3,311
October	0	0	0	1,330	0	1,330	1,095	3,335	1,095	4,665
November	2,525	0	2,525	0	0	0	0	0	2,525	0
December	0	0	0	0	0	0	0	0	0	0
Total	10,954	11,911	22,865	14,970	4,122	19,092	11,570	9,052	34,435	28,144
Variance	-27%	189%	20%				28%	2,518	22%	6,291

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	280	0	280	0	0	0	118	577	398	577
February	1,606	0	1,606	1,327	0	1,327	150	995	1,756	2,322
March	1,382	0	1,382	825	0	825	165	618	1,547	1,443
April	1,819	0	1,819	497	0	497	297	2,763	2,116	3,260
May	1,009	287	1,296	0	400	400	216	0	1,512	400
June	218	0	218	0	0	0	1,440	1,210	1,658	1,210
July	1,137	43	1,180	1,901	6,586	8,487	416	3,459	1,596	11,946
August	0	0	0	335	0	335	400	0	400	335
September	570	0	570	0	0	0	868	1,390	1,438	1,390
October	0	0	0	0	0	0	708	4,219	708	4,219
November	560	0	560	0	0	0	0	1,893	560	1,893
December	0	0	0	0	0	0	0	0	0	0
Total	8,581	330	8,911	4,885	6,986	11,871	4,778	17,124	13,689	28,995
Variance	76%	-95%	-25%				-72%	12,346	-53%	15,306

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
6/30/2019	0	0	0	0	0	4,540	2,700	0	0	0	0	0	7,240
6/30/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	0	0	0	27,348
% Increase													278%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020

	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	0	0	0	566	841	1,326	841
February	0	0	0	3,702	0	3,702	4,767	1,451	4,767	5,153
March	692	5,669	6,361	2,267	0	2,267	5,955	3,915	12,316	6,182
April	2,610	6,242	8,852	0	0	0	0	4,755	8,852	4,755
May	550	0	550	0	287	287	640	1,620	1,190	1,907
June	5,647	0	5,647	0	0	0	0	10,461	5,647	10,461
July	4,622	0	4,622	0	0	0	0	2,087	4,622	2,087
August	556	0	556	0	0	0	607	0	1,163	0
September	0	0	0	0	0	0	6,626	3,193	6,626	3,193
October	0	0	0	0	0	0	0	5,698	0	5,698
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	15,437	11,911	27,348	8,494	287	8,781	19,161	34,021	46,509	42,802
Variance	82%	4050%	211%				-44%	14,860	9%	3,707

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	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	4,767	1,176	4,767	3,551
March	692	5,669	6,361	885	0	885	1,895	2,838	8,256	3,723
April	0	6,242	6,242	0	0	0	0	4,060	6,242	4,060
May	0	0	0	0	0	0	0	1,100	0	1,100
June	5,647	0	5,647	0	0	0	0	9,253	5,647	9,253
July	4,622	0	4,622	0	0	0	0	2,087	4,622	2,087
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	6,626	3,193	6,626	3,193
October	0	0	0	0	0	0	0	4,255	0	4,255
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	10,961	11,911	22,872	5,785	0	5,785	13,288	27,962	36,160	33,747
Variance	89%	0%	295%				-52%	14,674	7%	2,413

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 6/30/2020										
	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	0	0	0	566	841	1,326	841
February	0	0	0	1,327	0	1,327	0	275	0	1,602
March	0	0	0	1,382	0	1,382	4,060	1,077	4,060	2,459
April	2,610	0	2,610	0	0	0	0	695	2,610	695
May	550	0	550	0	287	287	640	520	1,190	807
June	0	0	0	0	0	0	0	1,208	0	1,208
July	0	0	0	0	0	0	0	0	0	0
August	556	0	556	0	0	0	607	0	1,163	0
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	1,443	0	1,443
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Total	4,476	0	4,476	2,709	287	2,996	5,873	6,059	10,349	9,055
Variance	65%	-100%	49%				-3%	186	14%	1,294

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
6/30/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
6/30/2020	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 5/31/2020										
	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	0	0	0	0	3,196	1,327	3,196
February	0	0	0	0	0	0	0	0	0	0
March	0	0	0	0	0	0	11,119	2,350	11,119	2,350
April	0	0	0	0	0	0	1,783	0	1,783	0
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	4,540	0	4,540	0	3,081	0	7,621
July	0	0	0	2,700	0	2,700	0	5,213	0	7,913
August	0	0	0	0	0	0	0	750	0	750
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	550	0	550
December	0	0	0	0	0	0	0	0	0	0
Total	1,327	0	1,327	7,240	0	7,240	12,902	15,140	14,229	22,380
Variance	-82%	0%	-82%				-15%	2238	-36%	8,151

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 5/31/2020										
	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	3,196	1,327	3,196
February	0	0	0	0	0	0	0	0	0	0
March	0	0	0	0	0	0	7,059	2,350	7,059	2,350
April	0	0	0	0	0	0	1,783	0	1,783	0
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	4,540	0	4,540	0	3,081	0	7,621
July	0	0	0	2,700	0	2,700	0	5,213	0	7,913
August	0	0	0	0	0	0	0	750	0	750
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	1,327	0	1,327	7,240	0	7,240	8,842	14,590	10,169	21,830
Variance	-82%	0%	-82%				-39%	5748	-53%	11,661

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 5/31/2020										
	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	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	4,060	0	4,060	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	550	0	550
December	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	4,060	550	4,060	550
Variance	100%	0%	0%				638%	3510	638%	3,510