



Visit Albuquerque is pleased to provide the July 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 7/31/2019 compared to 2018 as of 7/31/2018). 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.

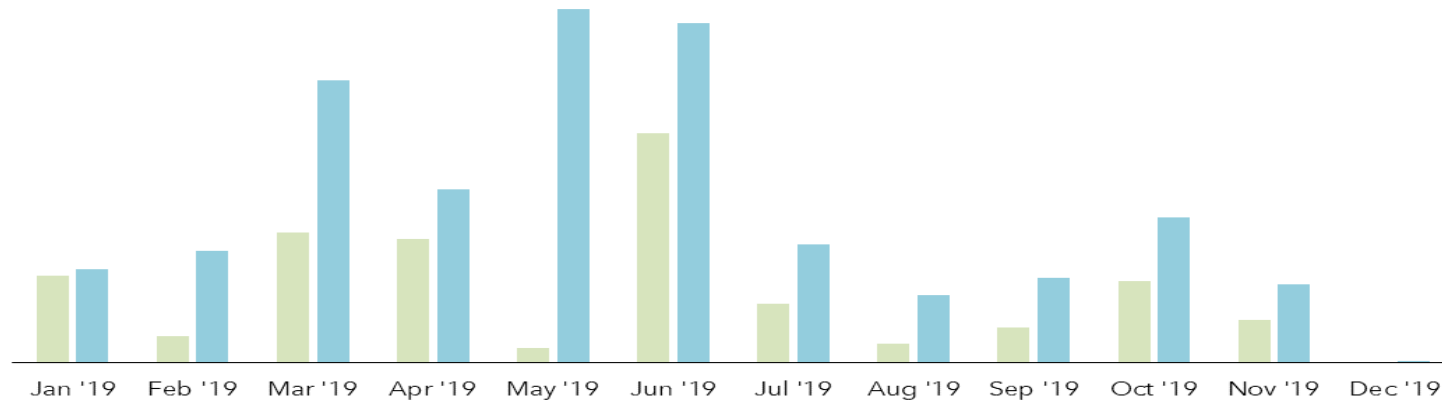
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

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 117% increase in bookings, or ~111K room nights added.
 - Overall 2019 is ahead of pace by 18%, ~31K in room nights compared to same time last year. Meetings & Conventions Definites are up 17% or ~12K and Sports bookings are ahead of pace at 18%, ~19K 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 -4%, approximately 2K room nights. Sporting events are up by 3%, approximately 2K room nights. Total non-center is flat compared to same time last year.
- 2020 is showing an increase of 65% year over year, approximately 31K room nights added.
 - 2020 overall room nights are below pace compared to 2019 at -15% or ~14K room nights. Meetings/conventions are down by 3%, approximately 2K 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 198% year over year, or ~21K room nights added.
 - 2021 overall room nights are below pace compared to 2020 with a decrease of 33%, approximately 16K room nights. Meetings & Conventions are down by 46% or ~18K 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
7/31/2018	9,604	2,926	14,290	13,575	1,703	25,188	6,573	2,168	3,856	9,051	4,755	0	93,689
7/31/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	7,468	9,390	16,029	8,657	286	203,645
% Increase													117%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019

	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	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	4,665	8,368	13,033	8,181	7,758	15,939	0	0	13,033	15,939
August	3,383	4,085	7,468	2,167	5,432	7,599	3,454	701	10,922	8,300
September	7,289	2,101	9,390	4,935	920	5,855	410	787	9,800	6,642
October	14,362	1,667	16,029	9,044	0	9,044	1,063	2,736	17,092	11,780
November	5,040	3,617	8,657	10,026	3,734	13,760	2,810	2,305	11,467	16,065
December	286	0	286	336	0	336	0	0	286	336
Total	83,042	120,603	203,645	71,216	101,894	173,110	7,737	6,529	211,382	179,639
Variance	17%	18%	18%				19%	1,208	18%	31,743

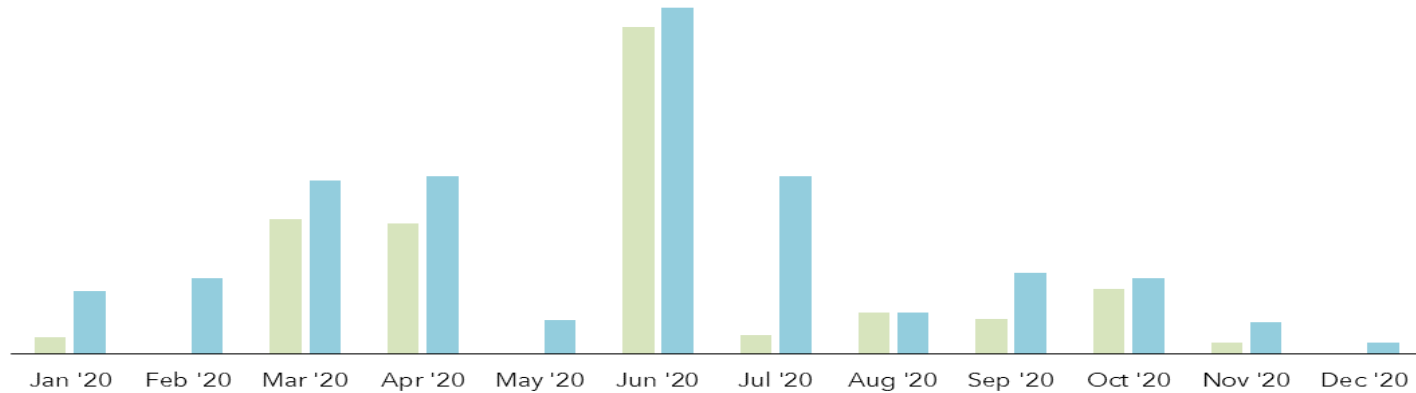
One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	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 7/31/2019										
	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	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	2,651	6,007	8,658	4,402	7,758	12,160	0	0	8,658	12,160
August	1,828	4,085	5,913	2,167	626	2,793	3,454	701	9,367	3,494
September	3,576	2,101	5,677	2,355	920	3,275	410	787	6,087	4,062
October	8,619	1,667	10,286	5,258	0	5,258	1,063	2,736	11,349	7,994
November	810	3,617	4,427	5,712	3,613	9,325	2,810	758	7,237	10,083
December	286	0	286	336	0	336	0	0	286	336
Total	42,340	84,298	126,638	44,185	82,078	126,263	7,737	4,982	134,375	131,245
Variance	-4%	3%	0%				55%	2,755	2%	3,130

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
7/31/2018	1,044	0	8,297	8,056	0	20,056	1,197	2,575	2,162	4,035	723	0	48,145
7/31/2019	3,868	4,693	10,670	10,937	2,115	21,278	10,903	2,575	5,010	4,675	1,946	715	79,385
<i>June - National Speech & Debate</i>												% Increase	65%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019

	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2020	2019	2020	2019
January	2,143	1,725	3,868	7,781	1,823	9,604	515	838	4,383	10,442
February	2,932	1,761	4,693	905	2,021	2,926	3,304	1,410	7,997	4,336
March	3,394	7,276	10,670	10,258	4,032	14,290	4,247	2,310	14,917	16,600
April	8,237	2,700	10,937	10,575	3,000	13,575	6,368	1,118	17,305	14,693
May	2,115	0	2,115	1,703	0	1,703	225	1,461	2,340	3,164
June	21,278	0	21,278	4,950	20,238	25,188	1,051	1,767	22,329	26,955
July	4,317	6,586	10,903	4,212	2,361	6,573	11,568	4,533	22,471	11,106
August	2,575	0	2,575	2,168	0	2,168	666	586	3,241	2,754
September	5,010	0	5,010	3,856	0	3,856	2,146	2,546	7,156	6,402
October	4,675	0	4,675	9,051	0	9,051	6,499	2,110	11,174	11,161
November	1,472	474	1,946	4,755	0	4,755	1,949	10,759	3,895	15,514
December	0	715	715	0	0	0	37	608	752	608
Total	58,148	21,237	79,385	60,214	33,475	93,689	38,575	30,046	117,960	123,735
Variance	-3%	-37%	-15%				28%	8,529	-5%	5,775

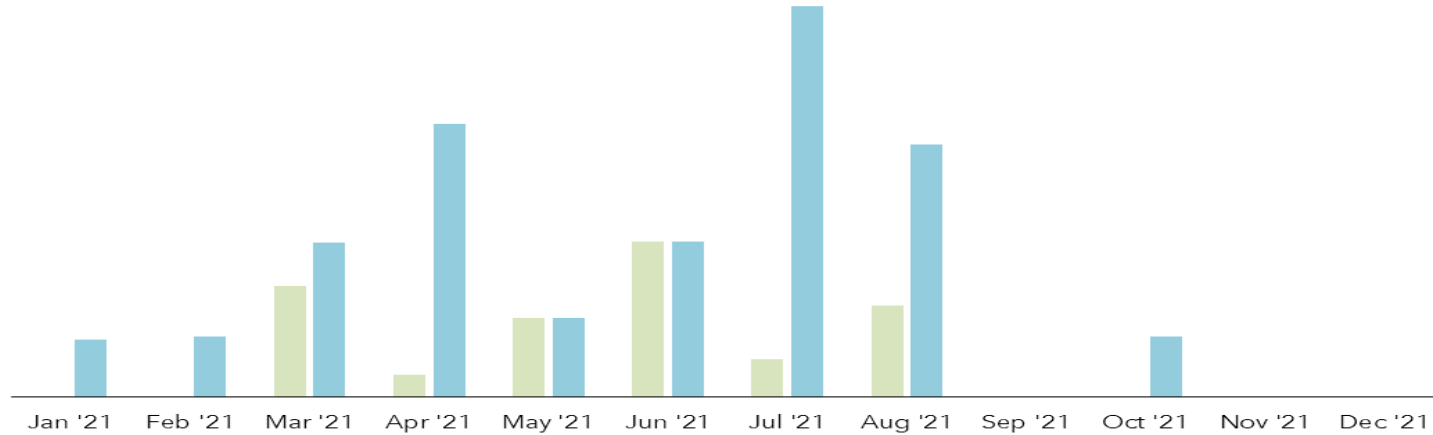
One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	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	439	8,287	9,916
May	173	0	173	0	0	0	225	230	398	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	0	2,575	1,449
September	4,590	0	4,590	3,223	0	3,223	602	290	5,192	3,513
October	2,950	0	2,950	5,021	0	5,021	4,136	703	7,086	5,724
November	0	0	0	4,230	0	4,230	0	0	0	4,230
December	0	0	0	0	0	0	0	0	0	0
Total	33,834	13,216	47,050	35,699	33,175	68,874	9,870	3,397	56,920	72,271
Variance	-5%	-60%	-32%				191%	6,473	-21%	15,351

Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	515	838	2,904	3,875
February	1,979	0	1,979	905	0	905	2,166	675	4,145	1,580
March	3,394	0	3,394	2,244	0	2,244	3,528	1,310	6,922	3,554
April	5,700	0	5,700	3,798	300	4,098	3,318	679	9,018	4,777
May	1,942	0	1,942	1,703	0	1,703	0	1,231	1,942	2,934
June	1,222	0	1,222	4,723	0	4,723	1,051	1,767	2,273	6,490
July	4,317	6,586	10,903	2,198	0	2,198	11,568	4,533	22,471	6,731
August	0	0	0	719	0	719	666	586	666	1,305
September	420	0	420	633	0	633	1,544	2,256	1,964	2,889
October	1,725	0	1,725	4,030	0	4,030	2,363	1,407	4,088	5,437
November	1,472	474	1,946	525	0	525	1,949	10,759	3,895	11,284
December	0	715	715	0	0	0	37	608	752	608
Total	24,314	8,021	32,335	24,515	300	24,815	28,705	26,649	61,040	51,464
Variance	-1%	2574%	30%				8%	2,056	19%	9,576

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
7/31/2018	0	0	2,417	497	1,725	3,380	826	1,984	0	0	0	0	10,829
7/31/2019	1,256	1,327	3,352	5,944	1,725	3,380	8,487	5,487	0	1,330	0	0	32,288
													198%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	1,256	0	1,256	1,044	0	1,044	1,210	300	2,466	1,344
February	1,327	0	1,327	0	0	0	4,060	2,890	5,387	2,890
March	3,352	0	3,352	2,200	6,097	8,297	365	4,075	3,717	12,372
April	1,822	4,122	5,944	5,356	2,700	8,056	1,842	3,470	7,786	11,526
May	1,325	400	1,725	0	0	0	994	4,113	2,719	4,113
June	3,380	0	3,380	20,056	0	20,056	1,920	3,024	5,300	23,080
July	1,901	6,586	8,487	1,197	0	1,197	4,574	6,037	13,061	7,234
August	5,487	0	5,487	2,575	0	2,575	0	2,385	5,487	4,960
September	0	0	0	2,162	0	2,162	3,898	4,793	3,898	6,955
October	1,330	0	1,330	4,035	0	4,035	6,239	3,033	7,569	7,068
November	0	0	0	249	474	723	1,101	10,663	1,101	11,386
December	0	0	0	0	0	0	0	0	0	0
Total	21,180	11,108	32,288	38,874	9,271	48,145	26,203	44,783	58,491	92,928
Variance	-46%	20%	-33%				-41%	18,580	-37%	34,437

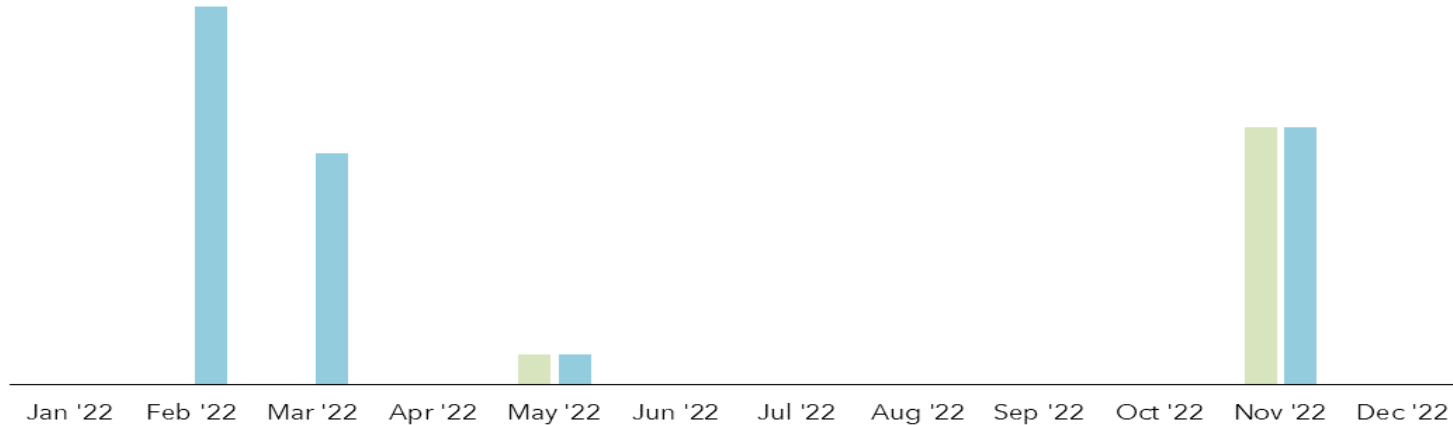
One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	0	1,256	0
February	0	0	0	0	0	0	2,406	2,666	2,406	2,666
March	2,527	0	2,527	0	6,097	6,097	0	3,049	2,527	9,146
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	3,643	1,325	3,643
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	1,428	0	1,428
August	5,152	0	5,152	2,575	0	2,575	0	2,385	5,152	4,960
September	0	0	0	1,910	0	1,910	2,198	1,424	2,198	3,334
October	1,330	0	1,330	2,950	0	2,950	3,335	2,583	4,665	5,533
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	7,939	19,400	27,031	57,223
Variance	-48%	-53%	-50%				-59%	11,461	-53%	30,192

Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	1,210	300	1,210	1,344
February	1,327	0	1,327	0	0	0	1,654	224	2,981	224
March	825	0	825	2,200	0	2,200	365	1,026	1,190	3,226
April	1,822	0	1,822	3,821	0	3,821	1,842	1,760	3,664	5,581
May	0	400	400	0	0	0	994	470	1,394	470
June	0	0	0	0	0	0	1,920	3,024	1,920	3,024
July	1,901	6,586	8,487	1,197	0	1,197	4,574	4,609	13,061	5,806
August	335	0	335	0	0	0	0	0	335	0
September	0	0	0	252	0	252	1,700	3,369	1,700	3,621
October	0	0	0	1,085	0	1,085	2,904	450	2,904	1,535
November	0	0	0	249	474	723	1,101	10,151	1,101	10,874
December	0	0	0	0	0	0	0	0	0	0
Total	6,210	6,986	13,196	9,848	474	10,322	18,264	25,383	31,460	35,705
Variance	-37%	1374%	28%				-28%	7,119	-12%	4,245

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
7/31/2018	0	0	0	0	287	0	0	0	0	0	2,525	0	2,812
7/31/2019	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 7/31/2019

	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	275	3,073	275	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	2,377	2,064	4,644	4,481
April	0	0	0	497	0	497	4,755	0	4,755	497
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	3,693	10,461	7,073
July	0	0	0	826	0	826	2,087	5,771	2,087	6,597
August	0	0	0	1,984	0	1,984	533	0	533	1,984
September	0	0	0	0	0	0	3,343	512	3,343	512
October	0	0	0	0	0	0	5,698	0	5,698	0
November	2,525	0	2,525	0	0	0	0	1,235	2,525	1,235
December	0	0	0	0	0	0	0	0	0	0
Total	8,494	287	8,781	10,429	400	10,829	32,600	16,348	41,381	27,177
Variance	-19%	-28%	-19%				99%	16,252	52%	14,204

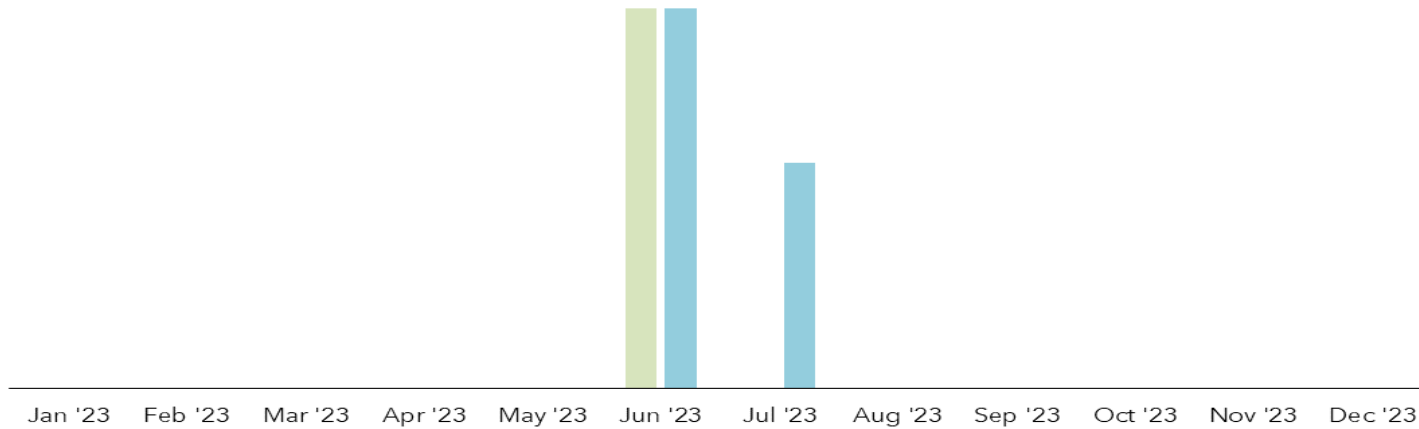
One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	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	650	2,064	1,535	3,656
April	0	0	0	0	0	0	4,060	0	4,060	0
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	2,585	0	2,585	0
October	0	0	0	0	0	0	4,255	0	4,255	0
November	2,525	0	2,525	0	0	0	0	1,235	2,525	1,235
December	0	0	0	0	0	0	0	0	0	0
Total	5,785	0	5,785	8,281	0	8,281	25,166	12,185	30,951	20,466
Variance	-30%	0%	-30%				107%	12,981	51%	10,485

Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2019										
	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	275	192	275	192
February	1,327	0	1,327	0	0	0	275	0	1,602	0
March	1,382	0	1,382	825	0	825	1,727	0	3,109	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	0	1,208	0
July	0	0	0	826	0	826	0	3,459	0	4,285
August	0	0	0	0	0	0	533	0	533	0
September	0	0	0	0	0	0	758	512	758	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	2,148	400	2,548	7,434	4,163	10,430	6,711
Variance	26%	-28%	18%				79%	3,271	55%	3,719

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
7/31/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
7/31/2019	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 7/31/2019										
	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	3,166	1,852	3,166	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	2,860	0	2,860
May	0	0	0	0	287	287	590	0	590	287
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	6,863	1,260	9,563	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	20,546	18,206	27,786	21,018
Variance	187%	-100%	157%				13%	2340	32%	6,768

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2019

	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	3,166	1,852	3,166	1,852
March	0	0	0	0	0	0	2,350	870	2,350	870
April	0	0	0	0	0	0	0	2,860	0	2,860
May	0	0	0	0	0	0	0	0	0	0
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	6,863	0	9,563	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	19,406	15,582	26,646	18,107
Variance	187%	0%	187%				25%	3824	47%	8,539

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2019

	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	1,364	0	1,364
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	287	287	590	0	590	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	1,140	2,624	1,140	2,911
Variance	0%	-100%	-100%				-57%	1484	-61%	1,771