



Visit Albuquerque is pleased to provide the July 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).

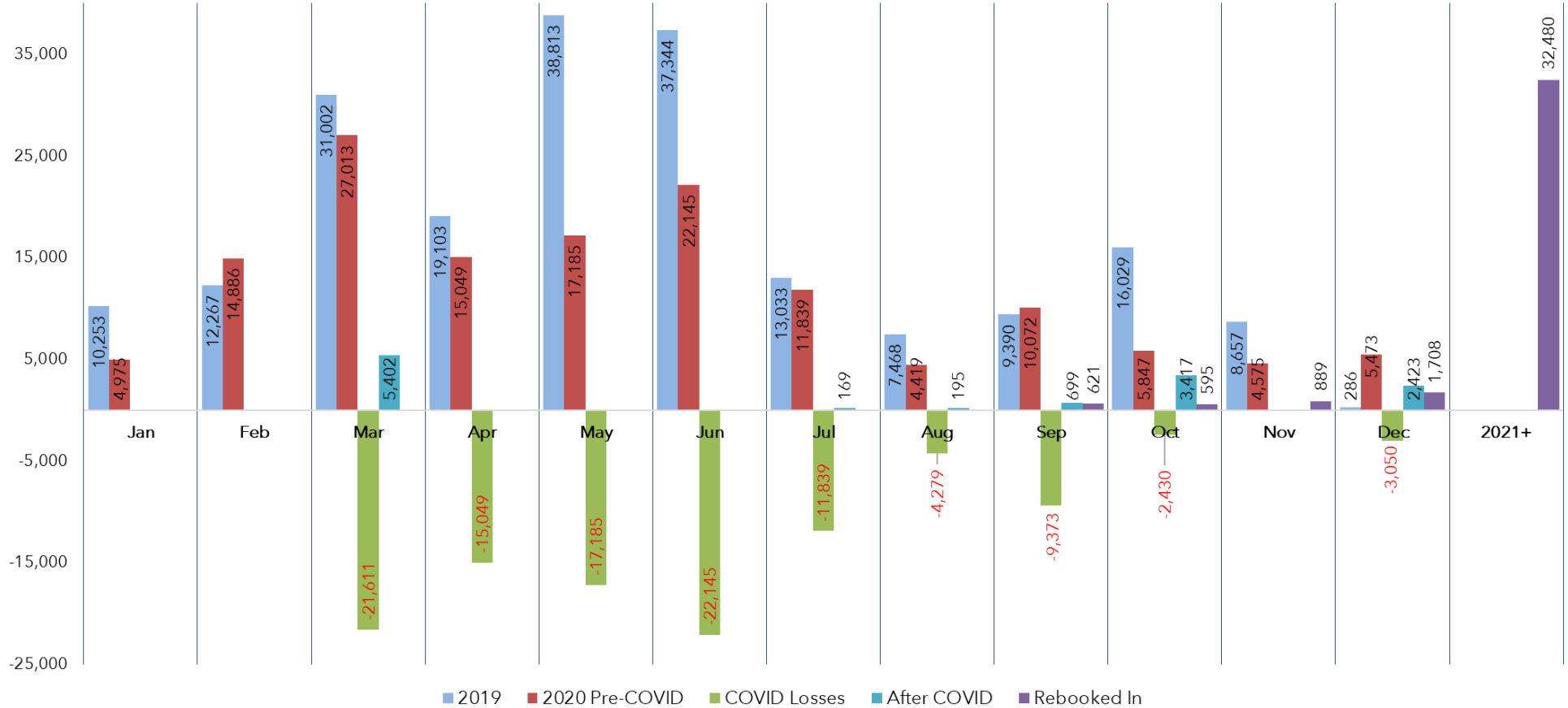
### Highlights of this month's report:

**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 ~106K RN previously booked due to COVID-19. In addition, repeat sporting events providing ~30K RN are not reflected in May-August 2020 as they cancelled prior to confirmed athlete participation. Therefore, 2020 is showing a decrease of bookings in the year compared to same time last year with a -54% decrease or ~43K room nights.
  - Overall, 2020 is behind pace by 82%, ~167K in room nights compared to same time last year. Meetings & Conventions are down by 79% or ~65K 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 85% year over year, approximately 27K room nights added.
  - 2021 overall room nights are below pace compared to 2020 at -25% or ~20K room nights. Meetings/conventions are behind pace by -37%, approximately 22K room nights, while Sporting events are showing an overall increase of 9% or ~2K room nights.
- 2022 is showing an increase of 278% year over year, or ~24K 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 1% or 250 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 July 31, 2020 compared to July 31, 2019.

**Business Occurring Room Night Impact due to COVID-19 as of July 31, 2020**

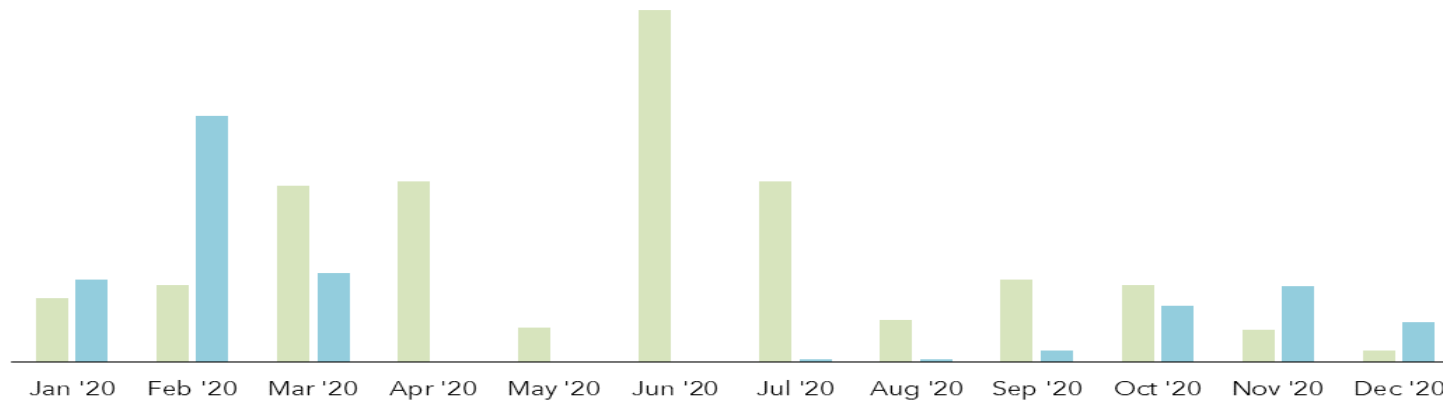


**Legend:**

- 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 (40% of COVID Lost Groups have rebooked their meetings representing 36% 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	
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	
7/31/2020	4,975	14,886	5,402	0	0	0	169	195	699	3,417	4,575	2,423	36,741	
													% Increase	-54%

### All Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	0	169	169	4,665	8,368	13,033	0	0	169	13,033
August	140	55	195	3,383	4,085	7,468	299	3,454	494	10,922
September	619	80	699	7,289	2,101	9,390	290	410	989	9,800
October	3,417	0	3,417	14,362	1,667	16,029	974	1,063	4,391	17,092
November	4,101	474	4,575	5,040	3,617	8,657	250	2,810	4,825	11,467
December	1,708	715	2,423	286	0	286	780	0	3,203	286
<b>Total</b>	<b>17,777</b>	<b>18,964</b>	<b>36,741</b>	<b>83,042</b>	<b>120,603</b>	<b>203,645</b>	<b>2,593</b>	<b>7,737</b>	<b>39,334</b>	<b>211,382</b>
<b>Variance</b>	<b>-79%</b>	<b>-84%</b>	<b>-82%</b>				<b>-66%</b>	<b>5,144</b>	<b>-81%</b>	<b>172,048</b>

2020 impacted by COVID-19

## One-Year Comparative Business Occurring

### Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

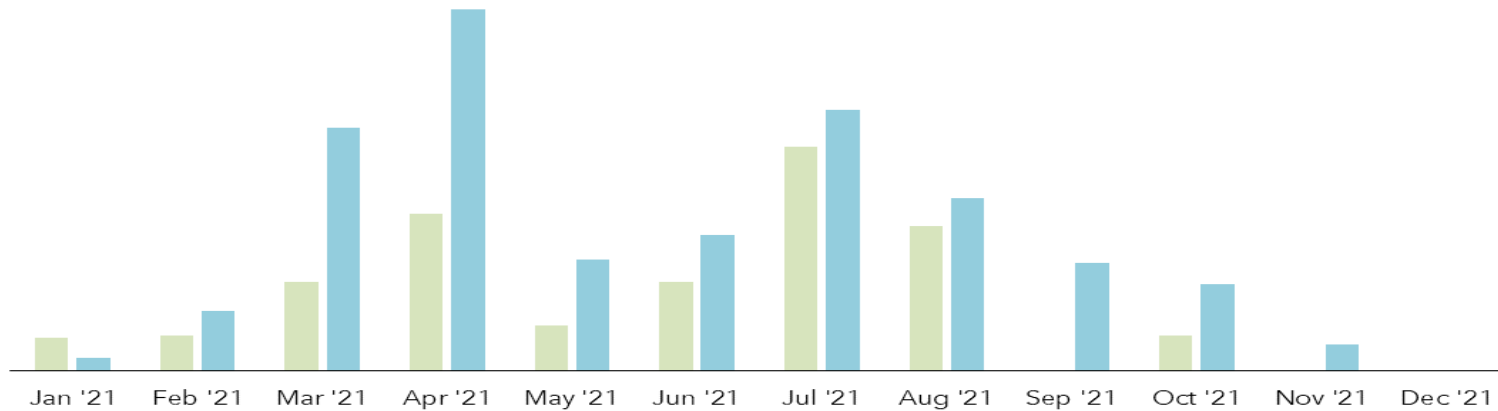
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	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	0	0	0	3,713	0	3,713	0	0	0	3,713
October	960	0	960	5,743	0	5,743	0	0	960	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
<b>Total</b>	<b>4,396</b>	<b>8,259</b>	<b>12,655</b>	<b>40,702</b>	<b>36,305</b>	<b>77,007</b>	<b>250</b>	<b>0</b>	<b>12,905</b>	<b>77,007</b>
<b>Variance</b>	<b>-89%</b>	<b>-77%</b>	<b>-84%</b>				<b>0%</b>	<b>250</b>	<b>-83%</b>	<b>64,102</b>

### Non-Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	0	169	169	2,651	6,007	8,658	0	0	169	8,658
August	140	55	195	1,828	4,085	5,913	299	3,454	494	9,367
September	619	80	699	3,576	2,101	5,677	290	410	989	6,087
October	2,457	0	2,457	8,619	1,667	10,286	974	1,063	3,431	11,349
November	3,326	474	3,800	810	3,617	4,427	0	2,810	3,800	7,237
December	0	715	715	286	0	286	780	0	1,495	286
<b>Total</b>	<b>13,381</b>	<b>10,705</b>	<b>24,086</b>	<b>42,340</b>	<b>84,298</b>	<b>126,638</b>	<b>2,343</b>	<b>7,737</b>	<b>26,429</b>	<b>134,375</b>
<b>Variance</b>	<b>-68%</b>	<b>-87%</b>	<b>-81%</b>				<b>-70%</b>	<b>5,394</b>	<b>-80%</b>	<b>107,946</b>

# 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
7/31/2019	1,256	1,327	3,352	5,944	1,725	3,380	8,487	5,487	0	1,330	0	0	32,288
7/31/2020	498	2,287	9,195	13,666	4,197	5,152	9,863	6,521	4,097	3,282	1,005	0	59,763
												<b>% Increase</b>	<b>85%</b>

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2021	2020	2021	2020
January	498	0	498	2,143	1,725	3,868	1,842	515	2,340	4,383
February	2,287	0	2,287	2,932	1,761	4,693	4,043	3,304	6,330	7,997
March	3,526	5,669	9,195	3,394	7,276	10,670	3,760	4,247	12,955	14,917
April	3,302	10,364	13,666	8,237	2,700	10,937	1,492	6,368	15,158	17,305
May	3,797	400	4,197	2,115	0	2,115	0	225	4,197	2,340
June	5,152	0	5,152	21,278	0	21,278	520	1,051	5,672	22,329
July	3,234	6,629	9,863	4,317	6,586	10,903	1,303	11,568	11,166	22,471
August	6,521	0	6,521	2,575	0	2,575	594	666	7,115	3,241
September	4,017	80	4,097	5,010	0	5,010	2,303	2,146	6,400	7,156
October	3,282	0	3,282	4,675	0	4,675	2,415	6,499	5,697	11,174
November	1,005	0	1,005	1,472	474	1,946	3,955	1,949	4,960	3,895
December	0	0	0	0	715	715	0	37	0	752
<b>Total</b>	<b>36,621</b>	<b>23,142</b>	<b>59,763</b>	<b>58,148</b>	<b>21,237</b>	<b>79,385</b>	<b>22,227</b>	<b>38,575</b>	<b>81,990</b>	<b>117,960</b>
<b>Variance</b>	<b>-37%</b>	<b>9%</b>	<b>-25%</b>				<b>-42%</b>	<b>16,348</b>	<b>-30%</b>	<b>35,970</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

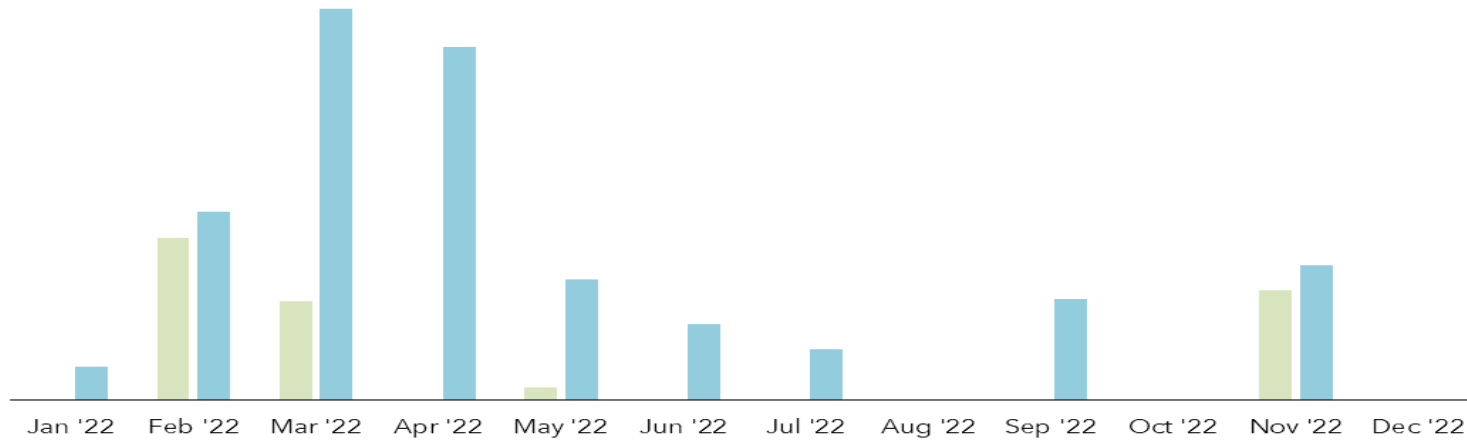
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	1,479	1,479	1,479	0	1,479	1,479
February	0	0	0	953	1,761	2,714	3,574	1,138	3,574	3,852
March	2,587	5,669	8,256	0	7,276	7,276	602	719	8,858	7,995
April	0	10,364	10,364	2,537	2,700	5,237	0	3,050	10,364	8,287
May	2,754	0	2,754	173	0	173	0	225	2,754	398
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	0	602	3,007	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	2,947	0	2,947	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>18,210</b>	<b>16,033</b>	<b>34,243</b>	<b>33,834</b>	<b>13,216</b>	<b>47,050</b>	<b>10,412</b>	<b>9,870</b>	<b>44,655</b>	<b>56,920</b>
<b>Variance</b>	<b>-46%</b>	<b>21%</b>	<b>-27%</b>				<b>5%</b>	<b>542</b>	<b>-22%</b>	<b>12,265</b>

### Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2021	2020	2021	2020
January	498	0	498	2,143	246	2,389	363	515	861	2,904
February	2,287	0	2,287	1,979	0	1,979	469	2,166	2,756	4,145
March	939	0	939	3,394	0	3,394	3,158	3,528	4,097	6,922
April	3,302	0	3,302	5,700	0	5,700	1,492	3,318	4,794	9,018
May	1,043	400	1,443	1,942	0	1,942	0	0	1,443	1,942
June	1,772	0	1,772	1,222	0	1,222	310	1,051	2,082	2,273
July	3,234	6,629	9,863	4,317	6,586	10,903	1,303	11,568	11,166	22,471
August	1,369	0	1,369	0	0	0	594	666	1,963	666
September	1,010	80	1,090	420	0	420	2,303	1,544	3,393	1,964
October	1,952	0	1,952	1,725	0	1,725	815	2,363	2,767	4,088
November	1,005	0	1,005	1,472	474	1,946	1,008	1,949	2,013	3,895
December	0	0	0	0	715	715	0	37	0	752
<b>Total</b>	<b>18,411</b>	<b>7,109</b>	<b>25,520</b>	<b>24,314</b>	<b>8,021</b>	<b>32,335</b>	<b>11,815</b>	<b>28,705</b>	<b>37,335</b>	<b>61,040</b>
<b>Variance</b>	<b>-24%</b>	<b>-11%</b>	<b>-21%</b>				<b>-59%</b>	<b>16,890</b>	<b>-39%</b>	<b>23,705</b>

# 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
7/31/2019	0	3,702	2,267	0	287	0	0	0	0	0	2,525	0	8,781
7/31/2020	765	4,311	8,948	8,061	2,756	1,755	1,180	0	2,310	0	3,085	0	33,171
<b>% Increase</b>													<b>278%</b>

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	765	0	765	1,256	0	1,256	1,255	1,210	2,020	2,466
February	4,311	0	4,311	1,327	0	1,327	150	4,060	4,461	5,387
March	3,279	5,669	8,948	3,352	0	3,352	1,825	365	10,773	3,717
April	1,819	6,242	8,061	1,822	4,122	5,944	1,637	1,842	9,698	7,786
May	2,469	287	2,756	1,325	400	1,725	216	994	2,972	2,719
June	1,755	0	1,755	3,380	0	3,380	5,193	1,920	6,948	5,300
July	1,137	43	1,180	1,901	6,586	8,487	3,385	4,574	4,565	13,061
August	0	0	0	5,487	0	5,487	400	0	400	5,487
September	2,310	0	2,310	0	0	0	1,033	3,898	3,343	3,898
October	0	0	0	1,330	0	1,330	1,433	6,239	1,433	7,569
November	3,085	0	3,085	0	0	0	0	1,101	3,085	1,101
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>20,930</b>	<b>12,241</b>	<b>33,171</b>	<b>21,180</b>	<b>11,108</b>	<b>32,288</b>	<b>16,527</b>	<b>26,203</b>	<b>49,698</b>	<b>58,491</b>
<b>Variance</b>	<b>-1%</b>	<b>10%</b>	<b>3%</b>				<b>-37%</b>	<b>9,676</b>	<b>-15%</b>	<b>8,793</b>



## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	974	0	8,220	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	2,198	1,880	2,198
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
<b>Total</b>	<b>10,954</b>	<b>11,911</b>	<b>22,865</b>	<b>14,970</b>	<b>4,122</b>	<b>19,092</b>	<b>12,544</b>	<b>7,939</b>	<b>35,409</b>	<b>27,031</b>
<b>Variance</b>	<b>-27%</b>	<b>189%</b>	<b>20%</b>				<b>58%</b>	<b>4,605</b>	<b>31%</b>	<b>8,378</b>

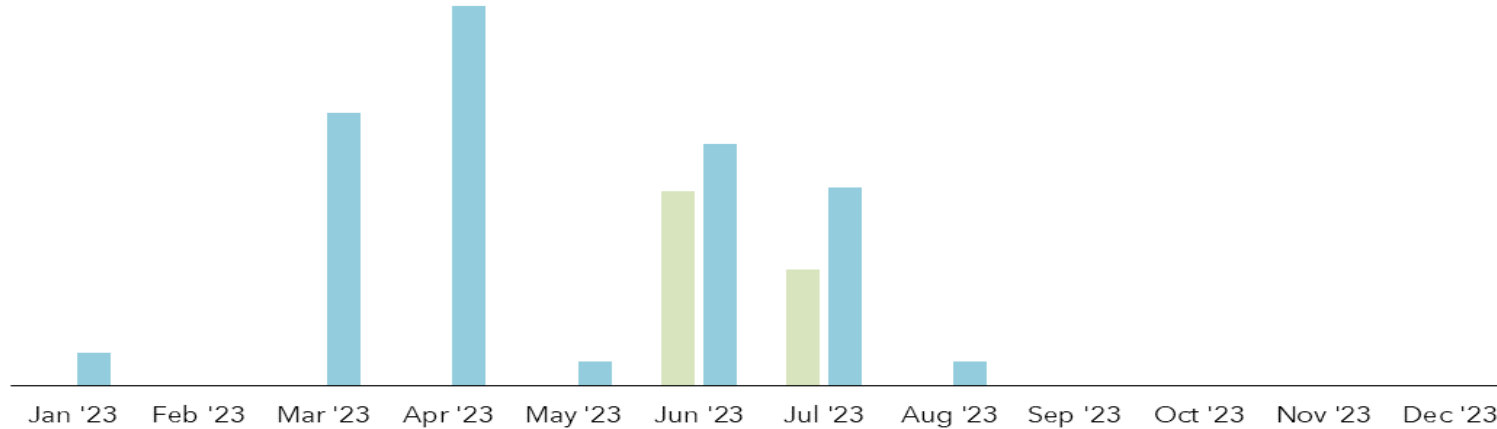
### Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	0	0	0	118	1,210	883	1,210
February	1,936	0	1,936	1,327	0	1,327	150	1,654	2,086	2,981
March	1,702	0	1,702	825	0	825	851	365	2,553	1,190
April	1,819	0	1,819	1,822	0	1,822	297	1,842	2,116	3,664
May	1,009	287	1,296	0	400	400	216	994	1,512	1,394
June	218	0	218	0	0	0	980	1,920	1,198	1,920
July	1,137	43	1,180	1,901	6,586	8,487	0	4,574	1,180	13,061
August	0	0	0	335	0	335	400	0	400	335
September	830	0	830	0	0	0	633	1,700	1,463	1,700
October	0	0	0	0	0	0	338	2,904	338	2,904
November	560	0	560	0	0	0	0	1,101	560	1,101
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>9,976</b>	<b>330</b>	<b>10,306</b>	<b>6,210</b>	<b>6,986</b>	<b>13,196</b>	<b>3,983</b>	<b>18,264</b>	<b>14,289</b>	<b>31,460</b>
<b>Variance</b>	<b>61%</b>	<b>-95%</b>	<b>-22%</b>				<b>-78%</b>	<b>14,281</b>	<b>-55%</b>	<b>17,171</b>



# 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
7/31/2019	0	0	0	0	0	4,540	2,700	0	0	0	0	0	7,240
7/31/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	0	0	0	27,348
<b>% Increase</b>													<b>278%</b>

### All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	275	1,326	275
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	8,072	2,377	14,433	4,644
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	416	2,087	5,038	2,087
August	556	0	556	0	0	0	607	533	1,163	533
September	0	0	0	0	0	0	6,626	3,343	6,626	3,343
October	0	0	0	0	0	0	1,915	5,698	1,915	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
<b>Total</b>	<b>15,437</b>	<b>11,911</b>	<b>27,348</b>	<b>8,494</b>	<b>287</b>	<b>8,781</b>	<b>23,609</b>	<b>32,600</b>	<b>50,957</b>	<b>41,381</b>
<b>Variance</b>	<b>82%</b>	<b>4050%</b>	<b>211%</b>				<b>-28%</b>	<b>8,991</b>	<b>23%</b>	<b>9,576</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	4,012	650	10,373	1,535
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	2,585	6,626	2,585
October	0	0	0	0	0	0	1,915	4,255	1,915	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
<b>Total</b>	<b>10,961</b>	<b>11,911</b>	<b>22,872</b>	<b>5,785</b>	<b>0</b>	<b>5,785</b>	<b>17,320</b>	<b>25,166</b>	<b>40,192</b>	<b>30,951</b>
<b>Variance</b>	<b>89%</b>	<b>0%</b>	<b>295%</b>				<b>-31%</b>	<b>7,846</b>	<b>30%</b>	<b>9,241</b>

### Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	275	1,326	275
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	1,727	4,060	3,109
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	416	0	416	0
August	556	0	556	0	0	0	607	533	1,163	533
September	0	0	0	0	0	0	0	758	0	758
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
<b>Total</b>	<b>4,476</b>	<b>0</b>	<b>4,476</b>	<b>2,709</b>	<b>287</b>	<b>2,996</b>	<b>6,289</b>	<b>7,434</b>	<b>10,765</b>	<b>10,430</b>
<b>Variance</b>	<b>65%</b>	<b>-100%</b>	<b>49%</b>				<b>-15%</b>	<b>1,145</b>	<b>3%</b>	<b>335</b>

# 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
7/31/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
7/31/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
<b>% Increase</b>													<b>0%</b>

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020										
	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	2,061	3,166	2,061	3,166
March	0	0	0	0	0	0	11,119	2,350	11,119	2,350
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	590	0	590
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	6,863	0	9,563
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
<b>Total</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>7,240</b>	<b>0</b>	<b>7,240</b>	<b>13,180</b>	<b>20,546</b>	<b>14,507</b>	<b>27,786</b>
<b>Variance</b>	<b>-82%</b>	<b>0%</b>	<b>-82%</b>				<b>-36%</b>	<b>7366</b>	<b>-48%</b>	<b>13,279</b>

# One-Year Comparative Business Occurring

## Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	2,061	3,166	2,061	3,166
March	0	0	0	0	0	0	7,059	2,350	7,059	2,350
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	4,540	0	4,540	0	3,081	0	7,621
July	0	0	0	2,700	0	2,700	0	6,863	0	9,563
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
<b>Total</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>7,240</b>	<b>0</b>	<b>7,240</b>	<b>9,120</b>	<b>19,406</b>	<b>10,447</b>	<b>26,646</b>
<b>Variance</b>	<b>-82%</b>	<b>0%</b>	<b>-82%</b>				<b>-53%</b>	<b>10286</b>	<b>-61%</b>	<b>16,199</b>

## Non-Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2020

	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	590	0	590
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
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,060</b>	<b>1,140</b>	<b>4,060</b>	<b>1,140</b>
<b>Variance</b>	<b>100%</b>	<b>0%</b>	<b>0%</b>				<b>256%</b>	<b>2920</b>	<b>256%</b>	<b>2,920</b>