



Visit Albuquerque is pleased to provide the July 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).

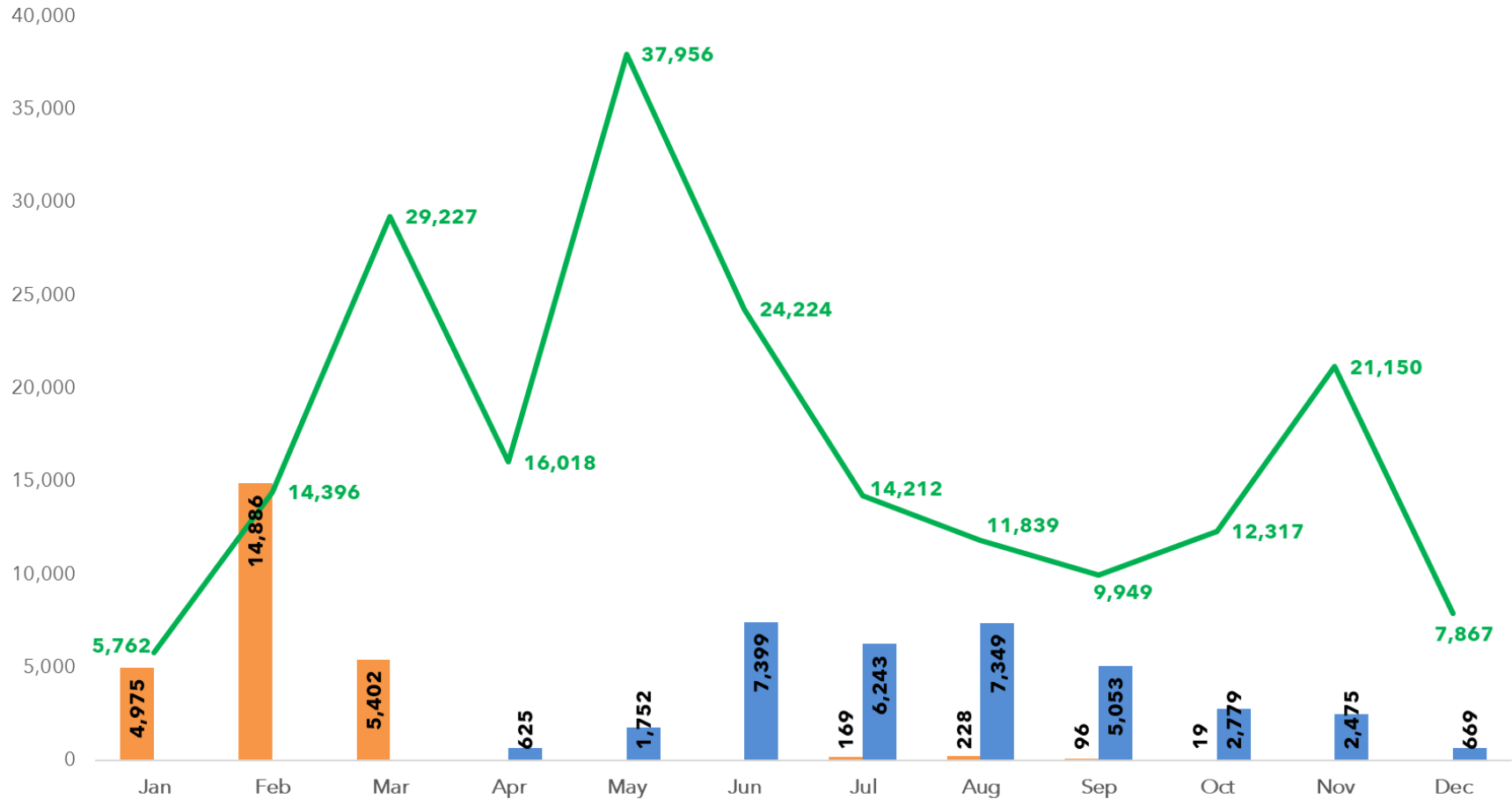
### Highlights of this month's report:

**Changes in 2021 pace will decrease as meetings, conventions & sporting events resume with the lifting of mass gathering restrictions. STLY impacts, which began mid-March 2020, will continue to be reflected as the year progresses.**

- 2021 is currently showing a decrease of 43% or ~25K previously booked room nights compared to same time last year due to COVID-19.
  - Overall, 2021 is behind pace by 7%, ~2K in room nights compared to 2020. Meetings & Conventions are down by 30% or ~5K room nights while Sports bookings are above pace at 15% or ~3K in room nights.
  - 2021 Total Convention Center is behind pace by 61%, ~8K room nights compared to same time last year. Center meetings/conventions are up 6% or approximately 300 room nights while Center sports is behind pace by 97% or 250 room nights.
  - 2021 Non-center is behind pace in meetings/conventions at -42%, approximately 6K room nights. Sporting events are above pace by 102%, approximately 11K room nights as sporting events have resumed since the lifting of restrictions. Total non-center is up 22%, ~5K in room nights compared to same time last year.
- 2022 is showing an increase of 20% year over year, or ~7K room nights added.
  - 2022 overall room nights are below pace compared to 2021 at -33% or ~20K room nights. Meetings/conventions are behind pace by 33%, approximately 12K room nights, while Sporting events are showing an overall decrease of 34% or ~8K room nights.
- 2023 is showing an increase of 44% year over year, or ~12K room nights added.
  - 2023 overall room nights are ahead of pace compared to 2022 by 19%, approximately 6K room nights. Meetings & Conventions are up 18% or ~4K room nights while sporting events are up 20%, ~2K 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 July 31, 2021.

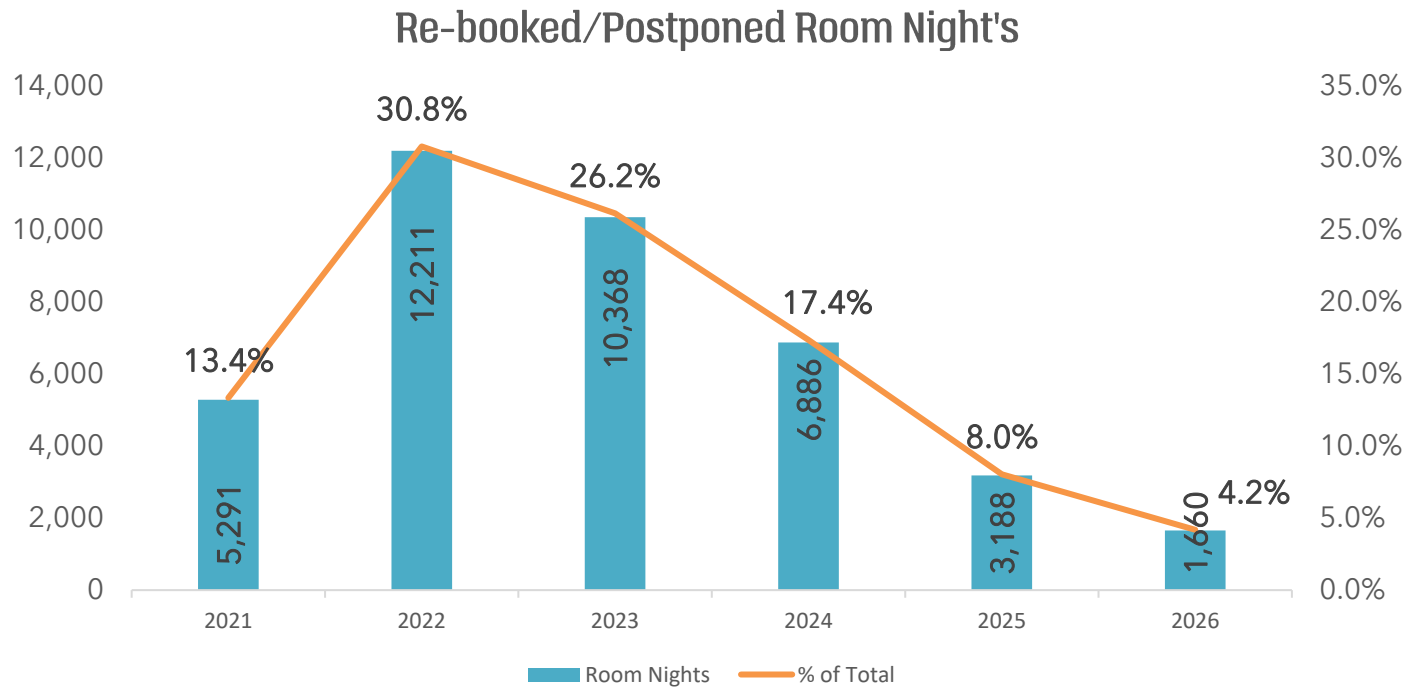
**Room Night Impact due to COVID-19 as of July 31, 2021**



**Legend:**

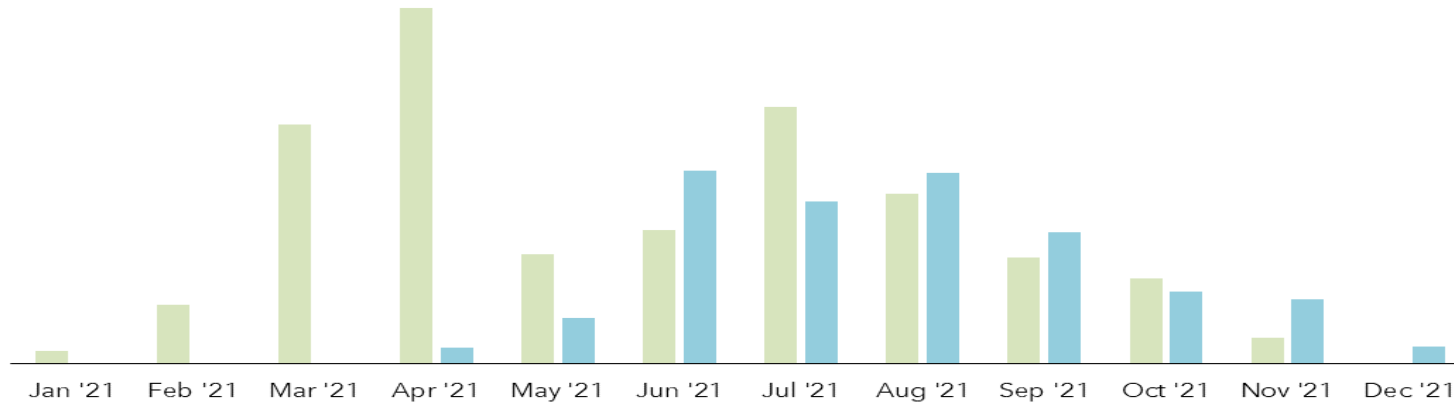
- 3 YR AVERAGE:** Average monthly room nights that occurred during calendar years 2017-2019
- 2020:** Room nights that occurred during calendar year 2020
- 2021:** Room nights that occurred or are set to occur in 2021 as of the date above - 2021 future events remain subject to cancellation

35% of all COVID Lost Groups have rebooked their meetings or events representing 26% of the lost room nights.  
 The chart below reflects the years these groups have been rescheduled to at this time.



# 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	
7/31/2020	498	2,287	9,195	13,666	4,197	5,152	9,863	6,521	4,097	3,282	1,005	0	59,763	
7/31/2021	0	0	0	625	1,752	7,399	6,243	7,349	5,053	2,779	2,475	669	34,344	
													<b>% Change</b>	<b>-43%</b>

### All Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	0	0	0	236	5,166	5,402	0	0	0	5,402
April	595	30	625	0	0	0	0	0	625	0
May	44	1,708	1,752	0	0	0	0	0	1,752	0
June	212	7,187	7,399	0	0	0	0	0	7,399	0
July	310	5,933	6,243	0	169	169	0	0	6,243	169
August	3,957	3,392	7,349	140	55	195	2,327	299	9,676	494
September	2,135	2,918	5,053	619	80	699	5,557	290	10,610	989
October	2,779	0	2,779	3,417	0	3,417	1,835	974	4,614	4,391
November	2,475	0	2,475	4,101	474	4,575	206	250	2,681	4,825
December	0	669	669	1,708	715	2,423	82	780	751	3,203
<b>Total</b>	<b>12,507</b>	<b>21,837</b>	<b>34,344</b>	<b>17,777</b>	<b>18,964</b>	<b>36,741</b>	<b>10,007</b>	<b>2,593</b>	<b>44,351</b>	<b>39,334</b>
<b>Variance</b>	<b>-30%</b>	<b>15%</b>	<b>-7%</b>				<b>286%</b>	<b>7,414</b>	<b>13%</b>	<b>5,017</b>

2021 Impacted by COVID-19 (2020 impact began in March)

## One-Year Comparative Business Occurring

### Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

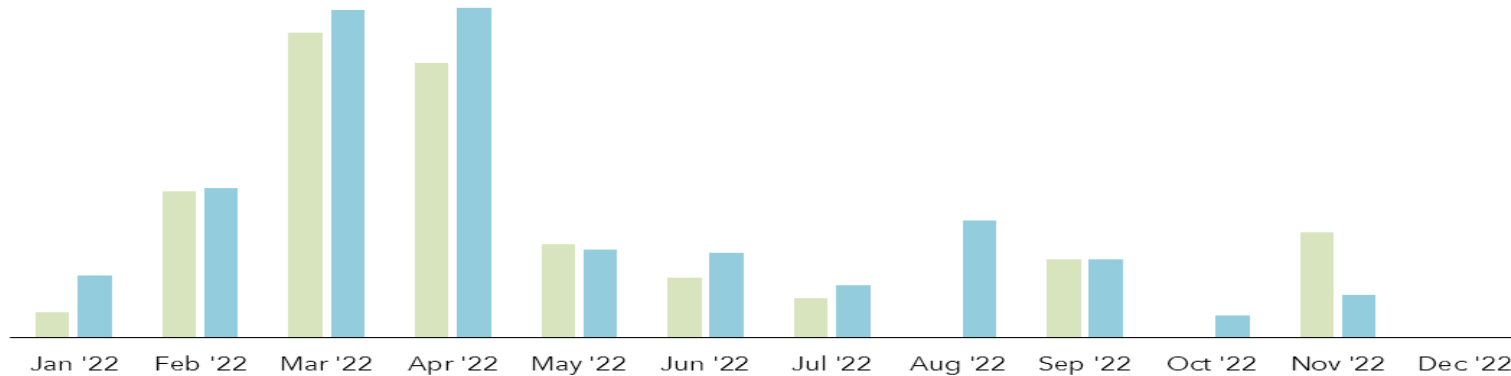
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2,021	2,020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	5,713	6,666	0	0	0	6,666
March	0	0	0	0	719	719	0	0	0	719
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
June	182	0	182	0	0	0	0	0	182	0
July	0	250	250	0	0	0	0	0	250	0
August	3,168	0	3,168	0	0	0	900	0	4,068	0
September	0	0	0	0	0	0	3,051	0	3,051	0
October	1,330	0	1,330	960	0	960	190	0	1,520	960
November	0	0	0	775	0	775	0	250	0	1,025
December	0	0	0	1,708	0	1,708	0	0	0	1,708
<b>Total</b>	<b>4,680</b>	<b>250</b>	<b>4,930</b>	<b>4,396</b>	<b>8,259</b>	<b>12,655</b>	<b>4,141</b>	<b>250</b>	<b>9,071</b>	<b>12,905</b>
<b>Variance</b>	<b>6%</b>	<b>-97%</b>	<b>-61%</b>				<b>1556%</b>	<b>3,891</b>	<b>-30%</b>	<b>3,834</b>

### Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	236	4,447	4,683	0	0	0	4,683
April	595	30	625	0	0	0	0	0	625	0
May	44	1,708	1,752	0	0	0	0	0	1,752	0
June	30	7,187	7,217	0	0	0	0	0	7,217	0
July	310	5,683	5,993	0	169	169	0	0	5,993	169
August	789	3,392	4,181	140	55	195	1,427	299	5,608	494
September	2,135	2,918	5,053	619	80	699	2,506	290	7,559	989
October	1,449	0	1,449	2,457	0	2,457	1,645	974	3,094	3,431
November	2,475	0	2,475	3,326	474	3,800	206	0	2,681	3,800
December	0	669	669	0	715	715	82	780	751	1,495
<b>Total</b>	<b>7,827</b>	<b>21,587</b>	<b>29,414</b>	<b>13,381</b>	<b>10,705</b>	<b>24,086</b>	<b>5,866</b>	<b>2,343</b>	<b>35,280</b>	<b>26,429</b>
<b>Variance</b>	<b>-42%</b>	<b>102%</b>	<b>22%</b>				<b>150%</b>	<b>3,523</b>	<b>33%</b>	<b>8,851</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
7/31/2020	765	4,311	8,948	8,061	2,756	1,755	1,180	0	2,310	0	3,085	0	33,171
7/31/2021	1,828	4,385	9,614	9,676	2,606	2,511	1,558	3,434	2,310	655	1,258	0	39,835
												% Increase	20%

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	1,828	0	1,828	498	0	498	890	1,842	2,718	2,340
February	4,385	0	4,385	2,287	0	2,287	1,175	4,043	5,560	6,330
March	3,945	5,669	9,614	3,526	5,669	9,195	4,118	3,760	13,732	12,955
April	3,434	6,242	9,676	3,302	10,364	13,666	2,385	1,492	12,061	15,158
May	2,319	287	2,606	3,797	400	4,197	251	0	2,857	4,197
June	2,511	0	2,511	5,152	0	5,152	3,743	520	6,254	5,672
July	1,515	43	1,558	3,234	6,629	9,863	74	1,303	1,632	11,166
August	320	3,114	3,434	6,521	0	6,521	0	594	3,434	7,115
September	2,310	0	2,310	4,017	80	4,097	1,743	2,303	4,053	6,400
October	655	0	655	3,282	0	3,282	3,267	2,415	3,922	5,697
November	1,258	0	1,258	1,005	0	1,005	2,108	3,955	3,366	4,960
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>24,480</b>	<b>15,355</b>	<b>39,835</b>	<b>36,621</b>	<b>23,142</b>	<b>59,763</b>	<b>19,754</b>	<b>22,227</b>	<b>59,589</b>	<b>81,990</b>
<b>Variance</b>	<b>-33%</b>	<b>-34%</b>	<b>-33%</b>				<b>-11%</b>	<b>2,473</b>	<b>-27%</b>	<b>22,401</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

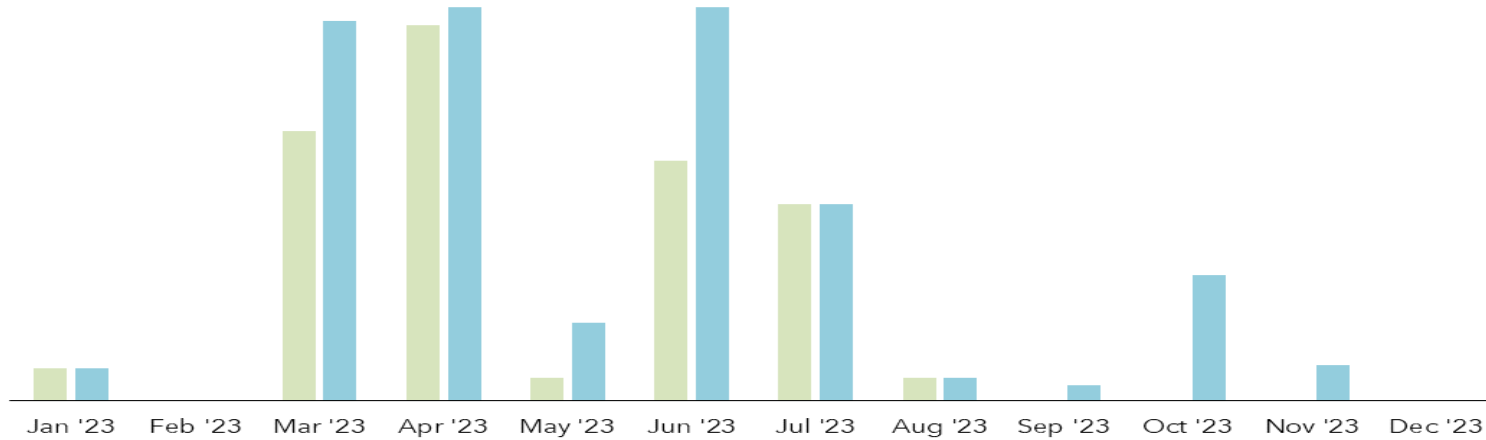
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	0	0	0	0	1,479	1,043	1,479
February	2,375	0	2,375	0	0	0	150	3,574	2,525	3,574
March	1,443	5,669	7,112	2,587	5,669	8,256	1,225	602	8,337	8,858
April	0	6,242	6,242	0	10,364	10,364	0	0	6,242	10,364
May	1,460	0	1,460	2,754	0	2,754	0	0	1,460	2,754
June	2,293	0	2,293	3,380	0	3,380	3,288	210	5,581	3,590
July	0	0	0	0	0	0	0	0	0	0
August	0	0	0	5,152	0	5,152	0	0	0	5,152
September	1,480	0	1,480	3,007	0	3,007	1,308	0	2,788	3,007
October	0	0	0	1,330	0	1,330	2,445	1,600	2,445	2,930
November	0	0	0	0	0	0	1,745	2,947	1,745	2,947
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>10,094</b>	<b>11,911</b>	<b>22,005</b>	<b>18,210</b>	<b>16,033</b>	<b>34,243</b>	<b>10,161</b>	<b>10,412</b>	<b>32,166</b>	<b>44,655</b>
<b>Variance</b>	<b>-45%</b>	<b>-26%</b>	<b>-36%</b>				<b>-2%</b>	<b>251</b>	<b>-28%</b>	<b>12,489</b>

### Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	785	0	785	498	0	498	890	363	1,675	861
February	2,010	0	2,010	2,287	0	2,287	1,025	469	3,035	2,756
March	2,502	0	2,502	939	0	939	2,893	3,158	5,395	4,097
April	3,434	0	3,434	3,302	0	3,302	2,385	1,492	5,819	4,794
May	859	287	1,146	1,043	400	1,443	251	0	1,397	1,443
June	218	0	218	1,772	0	1,772	455	310	673	2,082
July	1,515	43	1,558	3,234	6,629	9,863	74	1,303	1,632	11,166
August	320	3,114	3,434	1,369	0	1,369	0	594	3,434	1,963
September	830	0	830	1,010	80	1,090	435	2,303	1,265	3,393
October	655	0	655	1,952	0	1,952	822	815	1,477	2,767
November	1,258	0	1,258	1,005	0	1,005	363	1,008	1,621	2,013
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>14,386</b>	<b>3,444</b>	<b>17,830</b>	<b>18,411</b>	<b>7,109</b>	<b>25,520</b>	<b>9,593</b>	<b>11,815</b>	<b>27,423</b>	<b>37,335</b>
<b>Variance</b>	<b>-22%</b>	<b>-52%</b>	<b>-30%</b>				<b>-19%</b>	<b>2,222</b>	<b>-27%</b>	<b>9,912</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
7/31/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	0	0	0	27,348
7/31/2021	760	0	8,947	9,262	1,845	9,266	4,622	556	367	2,955	841	0	39,421
<b>% Increase</b>													<b>44%</b>

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	765	0	765	0	1,255	760	2,020
February	0	0	0	4,311	0	4,311	6,491	150	6,491	4,461
March	558	8,389	8,947	3,279	5,669	8,948	0	1,825	8,947	10,773
April	3,020	6,242	9,262	1,819	6,242	8,061	4,489	1,637	13,751	9,698
May	1,845	0	1,845	2,469	287	2,756	1,169	216	3,014	2,972
June	9,266	0	9,266	1,755	0	1,755	0	5,193	9,266	6,948
July	4,622	0	4,622	1,137	43	1,180	416	3,385	5,038	4,565
August	556	0	556	0	0	0	1,665	400	2,221	400
September	367	0	367	2,310	0	2,310	4,854	1,033	5,221	3,343
October	2,955	0	2,955	0	0	0	1,671	1,433	4,626	1,433
November	841	0	841	3,085	0	3,085	0	0	841	3,085
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>24,790</b>	<b>14,631</b>	<b>39,421</b>	<b>20,930</b>	<b>12,241</b>	<b>33,171</b>	<b>20,755</b>	<b>16,527</b>	<b>60,176</b>	<b>49,698</b>
<b>Variance</b>	<b>18%</b>	<b>20%</b>	<b>19%</b>				<b>26%</b>	<b>4,228</b>	<b>21%</b>	<b>10,478</b>



## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

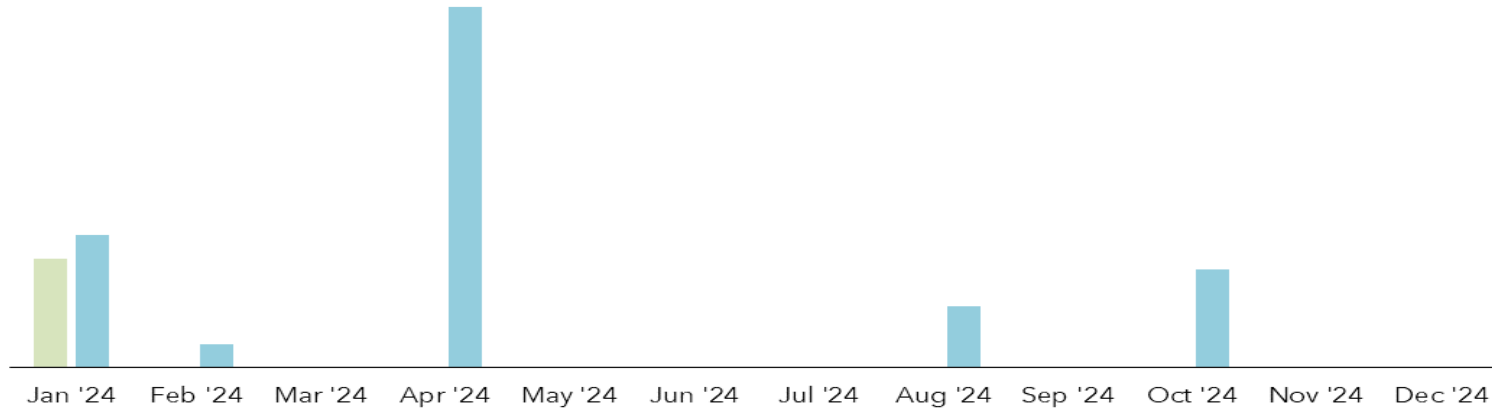
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	1,137	0	1,137
February	0	0	0	2,375	0	2,375	6,491	0	6,491	2,375
March	558	8,389	8,947	1,577	5,669	7,246	0	974	8,947	8,220
April	0	6,242	6,242	0	6,242	6,242	4,489	1,340	10,731	7,582
May	1,295	0	1,295	1,460	0	1,460	0	0	1,295	1,460
June	7,467	0	7,467	1,537	0	1,537	0	4,213	7,467	5,750
July	4,622	0	4,622	0	0	0	0	3,385	4,622	3,385
August	0	0	0	0	0	0	1,665	0	1,665	0
September	0	0	0	1,480	0	1,480	4,181	400	4,181	1,880
October	2,215	0	2,215	0	0	0	0	1,095	2,215	1,095
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>16,157</b>	<b>14,631</b>	<b>30,788</b>	<b>10,954</b>	<b>11,911</b>	<b>22,865</b>	<b>16,826</b>	<b>12,544</b>	<b>47,614</b>	<b>35,409</b>
<b>Variance</b>	<b>47%</b>	<b>23%</b>	<b>35%</b>				<b>34%</b>	<b>4,282</b>	<b>34%</b>	<b>12,205</b>

### Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	765	0	765	0	118	760	883
February	0	0	0	1,936	0	1,936	0	150	0	2,086
March	0	0	0	1,702	0	1,702	0	851	0	2,553
April	3,020	0	3,020	1,819	0	1,819	0	297	3,020	2,116
May	550	0	550	1,009	287	1,296	1,169	216	1,719	1,512
June	1,799	0	1,799	218	0	218	0	980	1,799	1,198
July	0	0	0	1,137	43	1,180	416	0	416	1,180
August	556	0	556	0	0	0	0	400	556	400
September	367	0	367	830	0	830	673	633	1,040	1,463
October	740	0	740	0	0	0	1,671	338	2,411	338
November	841	0	841	560	0	560	0	0	841	560
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>8,633</b>	<b>0</b>	<b>8,633</b>	<b>9,976</b>	<b>330</b>	<b>10,306</b>	<b>3,929</b>	<b>3,983</b>	<b>12,562</b>	<b>14,289</b>
<b>Variance</b>	<b>-13%</b>	<b>-100%</b>	<b>-16%</b>				<b>-1%</b>	<b>54</b>	<b>-12%</b>	<b>1,727</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
7/31/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
7/31/2021	1,607	279	0	4,397	0	0	0	744	0	1,186	0	0	8,213
<b>% Increase</b>													<b>519%</b>

### All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2024	2023	2024	2023
January	1,607	0	1,607	760	0	760	0	566	1,607	1,326
February	279	0	279	0	0	0	1,138	4,767	1,417	4,767
March	0	0	0	692	5,669	6,361	2,188	8,072	2,188	14,433
April	0	4,397	4,397	2,610	6,242	8,852	0	0	4,397	8,852
May	0	0	0	550	0	550	775	640	775	1,190
June	0	0	0	5,647	0	5,647	1,870	0	1,870	5,647
July	0	0	0	4,622	0	4,622	0	416	0	5,038
August	744	0	744	556	0	556	0	607	744	1,163
September	0	0	0	0	0	0	1,225	6,626	1,225	6,626
October	1,186	0	1,186	0	0	0	0	1,915	1,186	1,915
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>3,816</b>	<b>4,397</b>	<b>8,213</b>	<b>15,437</b>	<b>11,911</b>	<b>27,348</b>	<b>7,196</b>	<b>23,609</b>	<b>15,409</b>	<b>50,957</b>
<b>Variance</b>	<b>-75%</b>	<b>-63%</b>	<b>-70%</b>				<b>-70%</b>	<b>16,413</b>	<b>-70%</b>	<b>35,548</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	1,138	4,767	1,138	4,767
March	0	0	0	692	5,669	6,361	2,188	4,012	2,188	10,373
April	0	4,397	4,397	0	6,242	6,242	0	0	4,397	6,242
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	5,647	0	5,647	1,870	0	1,870	5,647
July	0	0	0	4,622	0	4,622	0	0	0	4,622
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	1,225	6,626	1,225	6,626
October	0	0	0	0	0	0	0	1,915	0	1,915
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>4,397</b>	<b>5,724</b>	<b>10,961</b>	<b>11,911</b>	<b>22,872</b>	<b>6,421</b>	<b>17,320</b>	<b>12,145</b>	<b>40,192</b>
<b>Variance</b>	<b>-88%</b>	<b>-63%</b>	<b>-75%</b>				<b>-63%</b>	<b>10,899</b>	<b>-70%</b>	<b>28,047</b>

### Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	2024 Definite			2023 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2024	2023	2024	2023
January	280	0	280	760	0	760	0	566	280	1,326
February	279	0	279	0	0	0	0	0	279	0
March	0	0	0	0	0	0	0	4,060	0	4,060
April	0	0	0	2,610	0	2,610	0	0	0	2,610
May	0	0	0	550	0	550	775	640	775	1,190
June	0	0	0	0	0	0	0	0	0	0
July	0	0	0	0	0	0	0	416	0	416
August	744	0	744	556	0	556	0	607	744	1,163
September	0	0	0	0	0	0	0	0	0	0
October	1,186	0	1,186	0	0	0	0	0	1,186	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>2,489</b>	<b>0</b>	<b>2,489</b>	<b>4,476</b>	<b>0</b>	<b>4,476</b>	<b>775</b>	<b>6,289</b>	<b>3,264</b>	<b>10,765</b>
<b>Variance</b>	<b>-44%</b>	<b>100%</b>	<b>-44%</b>				<b>-88%</b>	<b>5,514</b>	<b>-70%</b>	<b>7,501</b>

# One-Year Comparative Business Occurring

## Calendar Year 2025 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
7/31/2020	0	0	0	0	0	0	0	0	0	0	0	0	0
7/31/2021	0	0	1,762	0	0	0	0	0	0	1,426	0	0	3,188
<b>% Increase</b>													<b>100%</b>

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021										
	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	800	2,061	800	2,061
March	1,762	0	1,762	0	0	0	1,495	11,119	3,257	11,119
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	4,728	0	4,728	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
<b>Total</b>	<b>3,188</b>	<b>0</b>	<b>3,188</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>7,023</b>	<b>13,180</b>	<b>10,211</b>	<b>14,507</b>
<b>Variance</b>	<b>140%</b>	<b>0%</b>	<b>140%</b>				<b>-47%</b>	<b>6157</b>	<b>-30%</b>	<b>4,296</b>

# One-Year Comparative Business Occurring

## Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	2,061	0	2,061
March	1,762	0	1,762	0	0	0	880	7,059	2,642	7,059
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	4,593	0	4,593	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
<b>Total</b>	<b>3,188</b>	<b>0</b>	<b>3,188</b>	<b>1,327</b>	<b>0</b>	<b>1,327</b>	<b>5,473</b>	<b>9,120</b>	<b>8,661</b>	<b>10,447</b>
<b>Variance</b>	<b>140%</b>	<b>0%</b>	<b>140%</b>				<b>-40%</b>	<b>3647</b>	<b>-17%</b>	<b>1,786</b>

## Non-Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 7/31/2021

	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	800	0	800	0
March	0	0	0	0	0	0	615	4,060	615	4,060
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	135	0	135	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
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,550</b>	<b>4,060</b>	<b>1,550</b>	<b>4,060</b>
<b>Variance</b>	<b>100%</b>	<b>0%</b>	<b>0%</b>				<b>-62%</b>	<b>2510</b>	<b>-62%</b>	<b>2,510</b>