



Visit Albuquerque is pleased to provide the August 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.

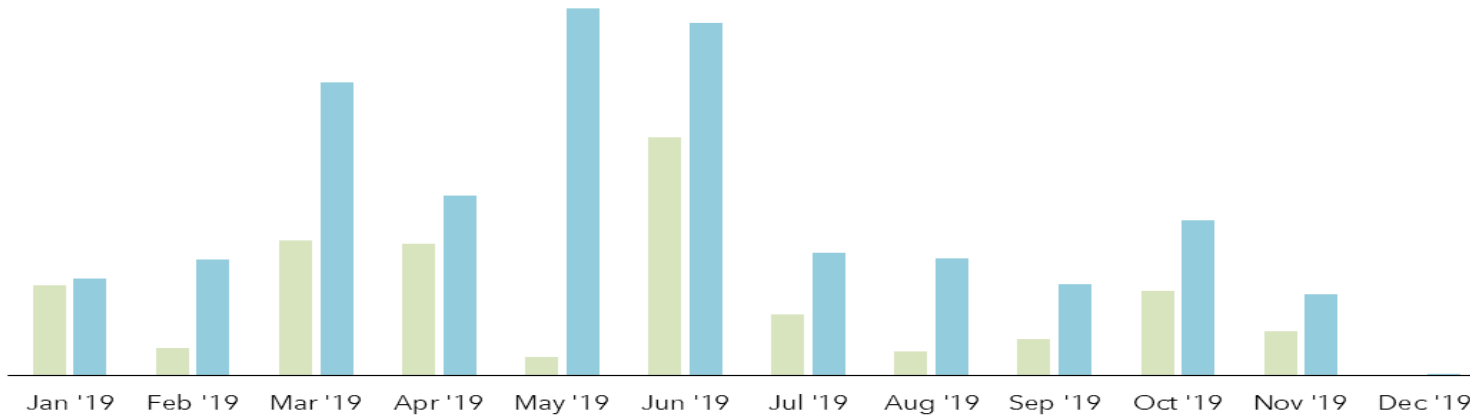
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

### **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 121% increase in bookings, or ~115K room nights added.
  - Overall 2019 is ahead of pace by 15%, ~28K in room nights compared to same time last year. Meetings & Conventions Definites are up 18% or ~13K and Sports bookings are ahead of pace at 13%, ~15K 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 -1%, approximately 550 room nights. Sporting events are down by 2%, approximately 2K room nights. Total non-center is at -2% compared to same time last year.
- 2020 is showing an increase of 68% year over year, approximately 33K 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 203% year over year, or ~22K room nights added.
  - 2021 overall room nights are below pace compared to 2020 with a decrease of 32%, approximately 15K room nights. Meetings & Conventions are down by 44% or ~17K 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
8/31/2018	9,604	2,926	14,290	14,005	1,980	25,188	6,573	2,574	3,856	9,051	4,755	0	94,802
8/31/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	12,454	9,688	16,447	8,657	286	209,347
												% Increase	121%

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	4,627	7,827	12,454	2,231	10,909	13,140	0	0	12,454	13,140
September	7,320	2,368	9,688	5,224	3,372	8,596	494	2,002	10,182	10,598
October	14,780	1,667	16,447	9,091	0	9,091	749	2,420	17,196	11,511
November	5,040	3,617	8,657	10,026	3,734	13,760	1,734	6,379	10,391	20,139
December	286	0	286	336	0	336	302	120	588	456
<b>Total</b>	<b>84,735</b>	<b>124,612</b>	<b>209,347</b>	<b>71,616</b>	<b>109,823</b>	<b>181,439</b>	<b>3,279</b>	<b>10,921</b>	<b>212,626</b>	<b>192,360</b>
<b>Variance</b>	<b>18%</b>	<b>13%</b>	<b>15%</b>				<b>-70%</b>	<b>7,642</b>	<b>11%</b>	<b>20,266</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

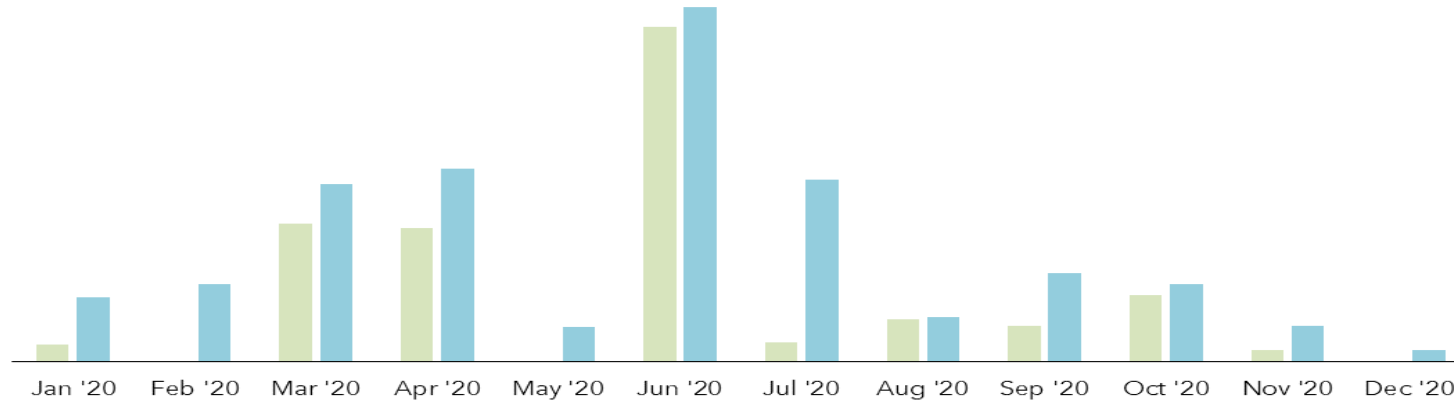
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	4,006	4,006	0	4,744	4,744	0	0	4,006	4,744
March	8,014	5,032	13,046	3,508	6,106	9,614	0	0	13,046	9,614
April	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
<b>Total</b>	<b>40,702</b>	<b>36,305</b>	<b>77,007</b>	<b>27,031</b>	<b>19,816</b>	<b>46,847</b>	<b>0</b>	<b>1,547</b>	<b>77,007</b>	<b>48,394</b>
<b>Variance</b>	<b>51%</b>	<b>83%</b>	<b>64%</b>				<b>-100%</b>	<b>1,547</b>	<b>59%</b>	<b>28,613</b>

### Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	3,072	7,827	10,899	2,231	6,103	8,334	0	0	10,899	8,334
September	3,607	2,368	5,975	2,644	3,372	6,016	494	2,002	6,469	8,018
October	9,037	1,667	10,704	5,305	0	5,305	749	2,420	11,453	7,725
November	810	3,617	4,427	5,712	3,613	9,325	1,734	4,832	6,161	14,157
December	286	0	286	336	0	336	302	120	588	456
<b>Total</b>	<b>44,033</b>	<b>88,307</b>	<b>132,340</b>	<b>44,585</b>	<b>90,007</b>	<b>134,592</b>	<b>3,279</b>	<b>9,374</b>	<b>135,619</b>	<b>143,966</b>
<b>Variance</b>	<b>-1%</b>	<b>-2%</b>	<b>-2%</b>				<b>-65%</b>	<b>6,095</b>	<b>-6%</b>	<b>8,347</b>

# 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
8/31/2018	1,044	0	8,297	8,056	0	20,056	1,197	2,575	2,162	4,035	723	0	48,145
8/31/2019	3,868	4,693	10,670	11,562	2,115	21,278	10,903	2,725	5,320	4,675	2,156	715	80,680
<i>June - National Speech &amp; Debate</i>												% Increase	68%

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	1,275	683	5,143	10,287
February	2,932	1,761	4,693	905	2,021	2,926	2,977	1,890	7,670	4,816
March	3,394	7,276	10,670	10,258	4,032	14,290	6,763	5,162	17,433	19,452
April	8,862	2,700	11,562	11,005	3,000	14,005	5,155	2,958	16,717	16,963
May	2,115	0	2,115	1,980	0	1,980	225	1,831	2,340	3,811
June	21,278	0	21,278	4,950	20,238	25,188	1,588	1,280	22,866	26,468
July	4,317	6,586	10,903	4,212	2,361	6,573	11,869	7,706	22,772	14,279
August	2,725	0	2,725	2,574	0	2,574	456	310	3,181	2,884
September	5,320	0	5,320	3,856	0	3,856	2,278	4,558	7,598	8,414
October	4,675	0	4,675	9,051	0	9,051	6,339	2,110	11,014	11,161
November	1,682	474	2,156	4,755	0	4,755	1,682	1,860	3,838	6,615
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>59,443</b>	<b>21,237</b>	<b>80,680</b>	<b>61,327</b>	<b>33,475</b>	<b>94,802</b>	<b>40,644</b>	<b>30,648</b>	<b>121,324</b>	<b>125,450</b>
<b>Variance</b>	<b>-3%</b>	<b>-37%</b>	<b>-15%</b>				<b>33%</b>	<b>9,996</b>	<b>-3%</b>	<b>4,126</b>

## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

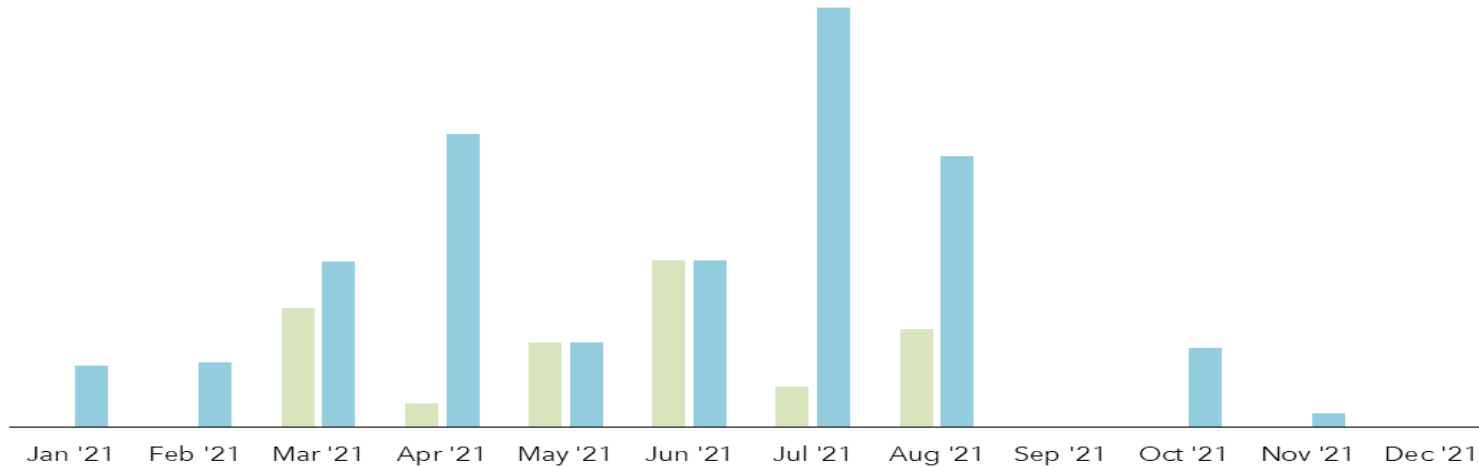
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	1,479	1,479	4,744	1,823	6,567	0	0	1,479	6,567
February	953	1,761	2,714	0	2,021	2,021	2,032	735	4,746	2,756
March	0	7,276	7,276	8,014	4,032	12,046	719	1,000	7,995	13,046
April	3,162	2,700	5,862	7,207	2,700	9,907	3,050	229	8,912	10,136
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	3,103	0	7,478
August	2,575	0	2,575	1,449	0	1,449	0	130	2,575	1,579
September	4,590	0	4,590	3,223	0	3,223	602	557	5,192	3,780
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
<b>Total</b>	<b>34,459</b>	<b>13,216</b>	<b>47,675</b>	<b>36,129</b>	<b>33,175</b>	<b>69,304</b>	<b>10,764</b>	<b>6,687</b>	<b>58,439</b>	<b>75,991</b>
<b>Variance</b>	<b>-5%</b>	<b>-60%</b>	<b>-31%</b>				<b>61%</b>	<b>4,077</b>	<b>-23%</b>	<b>17,552</b>

### Non- Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	1,275	683	3,664	3,720
February	1,979	0	1,979	905	0	905	945	1,155	2,924	2,060
March	3,394	0	3,394	2,244	0	2,244	6,044	4,162	9,438	6,406
April	5,700	0	5,700	3,798	300	4,098	2,105	2,729	7,805	6,827
May	1,942	0	1,942	1,980	0	1,980	0	1,601	1,942	3,581
June	1,222	0	1,222	4,723	0	4,723	1,588	1,280	2,810	6,003
July	4,317	6,586	10,903	2,198	0	2,198	11,869	4,603	22,772	6,801
August	150	0	150	1,125	0	1,125	456	180	606	1,305
September	730	0	730	633	0	633	1,676	4,001	2,406	4,634
October	1,725	0	1,725	4,030	0	4,030	2,203	1,407	3,928	5,437
November	1,682	474	2,156	525	0	525	1,682	1,860	3,838	2,385
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>24,984</b>	<b>8,021</b>	<b>33,005</b>	<b>25,198</b>	<b>300</b>	<b>25,498</b>	<b>29,880</b>	<b>23,961</b>	<b>62,885</b>	<b>49,459</b>
<b>Variance</b>	<b>-1%</b>	<b>2574%</b>	<b>29%</b>				<b>25%</b>	<b>5,919</b>	<b>27%</b>	<b>13,426</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
8/31/2018	0	0	2,417	497	1,725	3,380	826	1,984	0	0	0	0	10,829
8/31/2019	1,256	1,327	3,352	5,944	1,725	3,380	8,487	5,487	0	1,611	280	0	32,849
													203%

### All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	4,023	2,466	5,067
February	1,327	0	1,327	0	0	0	4,635	4,548	5,962	4,548
March	3,352	0	3,352	2,200	6,097	8,297	6,034	4,075	9,386	12,372
April	1,822	4,122	5,944	5,356	2,700	8,056	10,450	3,379	16,394	11,435
May	1,325	400	1,725	0	0	0	1,380	4,113	3,105	4,113
June	3,380	0	3,380	20,056	0	20,056	1,920	2,804	5,300	22,860
July	1,901	6,586	8,487	1,197	0	1,197	4,574	10,137	13,061	11,334
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	3,998	4,793	3,998	6,955
October	1,611	0	1,611	4,035	0	4,035	7,088	3,613	8,699	7,648
November	280	0	280	249	474	723	826	1,696	1,106	2,419
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>21,741</b>	<b>11,108</b>	<b>32,849</b>	<b>38,874</b>	<b>9,271</b>	<b>48,145</b>	<b>42,115</b>	<b>45,566</b>	<b>74,964</b>	<b>93,711</b>
<b>Variance</b>	<b>-44%</b>	<b>20%</b>	<b>-32%</b>				<b>-8%</b>	<b>3,451</b>	<b>-20%</b>	<b>18,747</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

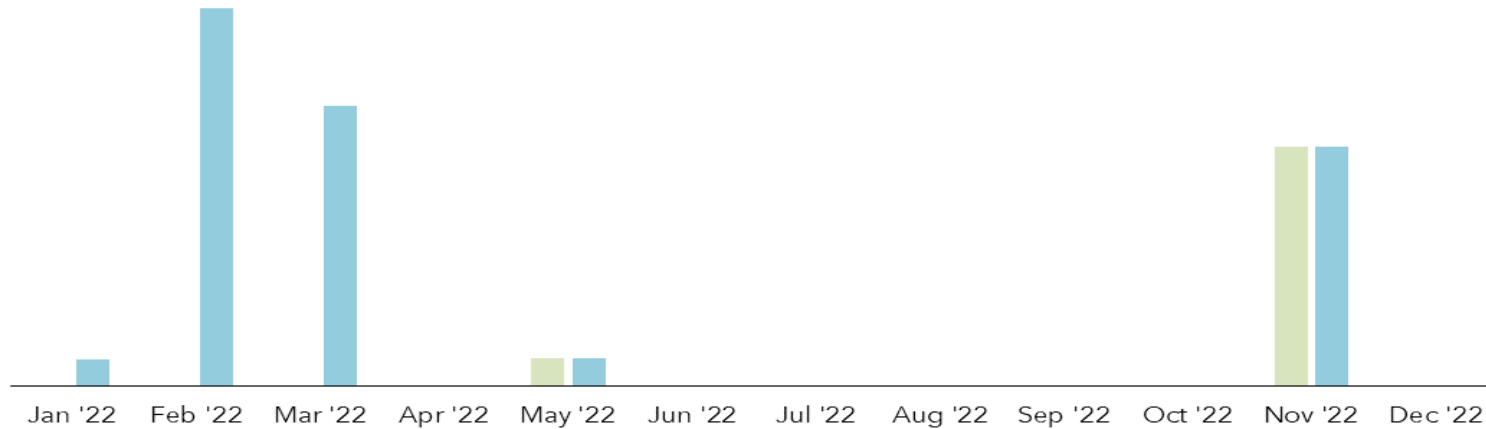
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	1,256	0	1,256	0	0	0	0	1,768	1,256	1,768
February	0	0	0	0	0	0	2,276	4,324	2,276	4,324
March	2,527	0	2,527	0	6,097	6,097	5,669	3,049	8,196	9,146
April	0	4,122	4,122	1,535	2,700	4,235	8,469	1,710	12,591	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	4,678	0	4,678
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	4,060	3,163	5,390	6,113
November	0	0	0	0	0	0	0	512	0	512
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>14,970</b>	<b>4,122</b>	<b>19,092</b>	<b>29,026</b>	<b>8,797</b>	<b>37,823</b>	<b>22,672</b>	<b>26,656</b>	<b>41,764</b>	<b>64,479</b>
<b>Variance</b>	<b>-48%</b>	<b>-53%</b>	<b>-50%</b>				<b>-15%</b>	<b>3,984</b>	<b>-35%</b>	<b>22,715</b>

### Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	2,255	1,210	3,299
February	1,327	0	1,327	0	0	0	2,359	224	3,686	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	1,981	1,669	3,803	5,490
May	0	400	400	0	0	0	1,380	470	1,780	470
June	0	0	0	0	0	0	1,920	2,804	1,920	2,804
July	1,901	6,586	8,487	1,197	0	1,197	4,574	5,459	13,061	6,656
August	335	0	335	0	0	0	0	0	335	0
September	0	0	0	252	0	252	1,800	3,369	1,800	3,621
October	281	0	281	1,085	0	1,085	3,028	450	3,309	1,535
November	280	0	280	249	474	723	826	1,184	1,106	1,907
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>6,771</b>	<b>6,986</b>	<b>13,757</b>	<b>9,848</b>	<b>474</b>	<b>10,322</b>	<b>19,443</b>	<b>18,910</b>	<b>33,200</b>	<b>29,232</b>
<b>Variance</b>	<b>-31%</b>	<b>1374%</b>	<b>33%</b>				<b>3%</b>	<b>533</b>	<b>14%</b>	<b>3,968</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
8/31/2018	0	0	0	0	287	0	0	0	0	0	2,525	0	2,812
8/31/2019	280	3,981	2,959	0	287	0	0	0	0	0	2,525	0	10,032
<b>% Increase</b>													<b>257%</b>

### All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	280	0	280	0	0	0	0	3,844	280	3,844
February	3,981	0	3,981	0	0	0	1,176	0	5,157	0
March	2,959	0	2,959	2,417	0	2,417	7,396	2,064	10,355	4,481
April	0	0	0	497	0	497	11,873	0	11,873	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	10,541	3,693	10,541	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	3,883	512	3,883	512
October	0	0	0	0	0	0	5,698	0	5,698	0
November	2,525	0	2,525	0	0	0	0	2,184	2,525	2,184
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>9,745</b>	<b>287</b>	<b>10,032</b>	<b>10,429</b>	<b>400</b>	<b>10,829</b>	<b>44,807</b>	<b>18,068</b>	<b>54,839</b>	<b>28,897</b>
<b>Variance</b>	<b>-7%</b>	<b>-28%</b>	<b>-7%</b>				<b>148%</b>	<b>26,739</b>	<b>90%</b>	<b>25,942</b>



## One-Year Comparative Business Occurring

### Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

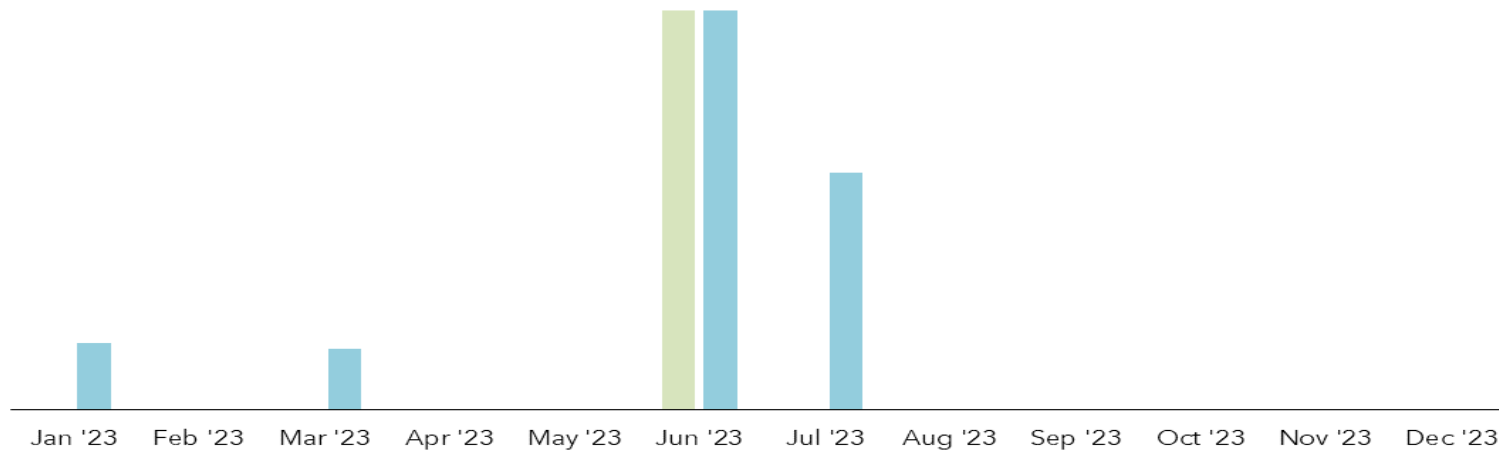
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	3,652	0	3,652
February	2,375	0	2,375	0	0	0	1,176	0	3,551	0
March	1,577	0	1,577	1,592	0	1,592	5,669	2,064	7,246	3,656
April	0	0	0	0	0	0	10,302	0	10,302	0
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	9,013	3,693	9,013	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	3,125	0	3,125	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
<b>Total</b>	<b>6,477</b>	<b>0</b>	<b>6,477</b>	<b>8,281</b>	<b>0</b>	<b>8,281</b>	<b>36,727</b>	<b>12,956</b>	<b>43,204</b>	<b>21,237</b>
<b>Variance</b>	<b>-22%</b>	<b>0%</b>	<b>-22%</b>				<b>183%</b>	<b>23,771</b>	<b>103%</b>	<b>21,967</b>

### Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	0	192	280	192
February	1,606	0	1,606	0	0	0	0	0	1,606	0
March	1,382	0	1,382	825	0	825	1,727	0	3,109	825
April	0	0	0	497	0	497	1,571	0	1,571	497
May	0	287	287	0	400	400	520	0	807	400
June	0	0	0	0	0	0	1,528	0	1,528	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	949	0	949
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>3,268</b>	<b>287</b>	<b>3,555</b>	<b>2,148</b>	<b>400</b>	<b>2,548</b>	<b>8,080</b>	<b>5,112</b>	<b>11,635</b>	<b>7,660</b>
<b>Variance</b>	<b>52%</b>	<b>-28%</b>	<b>40%</b>				<b>58%</b>	<b>2,968</b>	<b>52%</b>	<b>3,975</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
8/31/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
8/31/2019	760	0	692	0	0	4,540	2,700	0	0	0	0	0	8,692
<b>% Increase</b>													<b>91%</b>

All Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2019										
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2023	2022	2023	2022
January	760	0	760	0	0	0	0	0	760	0
February	0	0	0	0	0	0	3,166	1,852	3,166	1,852
March	692	0	692	0	0	0	5,500	2,234	6,192	2,234
April	0	0	0	0	0	0	0	965	0	965
May	0	0	0	0	287	287	1,230	0	1,230	287
June	4,540	0	4,540	0	0	0	3,458	10,000	7,998	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	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	2,525	0	2,525	550	0	550	2,525
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>8,692</b>	<b>0</b>	<b>8,692</b>	<b>2,525</b>	<b>287</b>	<b>2,812</b>	<b>20,767</b>	<b>16,311</b>	<b>29,459</b>	<b>19,123</b>
<b>Variance</b>	<b>244%</b>	<b>-100%</b>	<b>209%</b>				<b>27%</b>	<b>4456</b>	<b>54%</b>	<b>10,336</b>

## One-Year Comparative Business Occurring

### Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	0	0	0	0
February	0	0	0	0	0	0	3,166	1,852	3,166	1,852
March	692	0	692	0	0	0	5,500	870	6,192	870
April	0	0	0	0	0	0	0	965	0	965
May	0	0	0	0	0	0	0	0	0	0
June	4,540	0	4,540	0	0	0	3,458	10,000	7,998	10,000
July	2,700	0	2,700	0	0	0	6,863	0	9,563	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	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>7,932</b>	<b>0</b>	<b>7,932</b>	<b>2,525</b>	<b>0</b>	<b>2,525</b>	<b>18,987</b>	<b>13,687</b>	<b>26,919</b>	<b>16,212</b>
<b>Variance</b>	<b>214%</b>	<b>0%</b>	<b>214%</b>				<b>39%</b>	<b>5300</b>	<b>66%</b>	<b>10,707</b>

### Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2019

	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	0	0	760	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	1,230	0	1,230	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
<b>Total</b>	<b>760</b>	<b>0</b>	<b>760</b>	<b>0</b>	<b>287</b>	<b>287</b>	<b>1,780</b>	<b>2,624</b>	<b>2,540</b>	<b>2,911</b>
<b>Variance</b>	<b>100%</b>	<b>-100%</b>	<b>165%</b>				<b>-32%</b>	<b>844</b>	<b>-13%</b>	<b>371</b>