



Visit Albuquerque is pleased to provide the August 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).

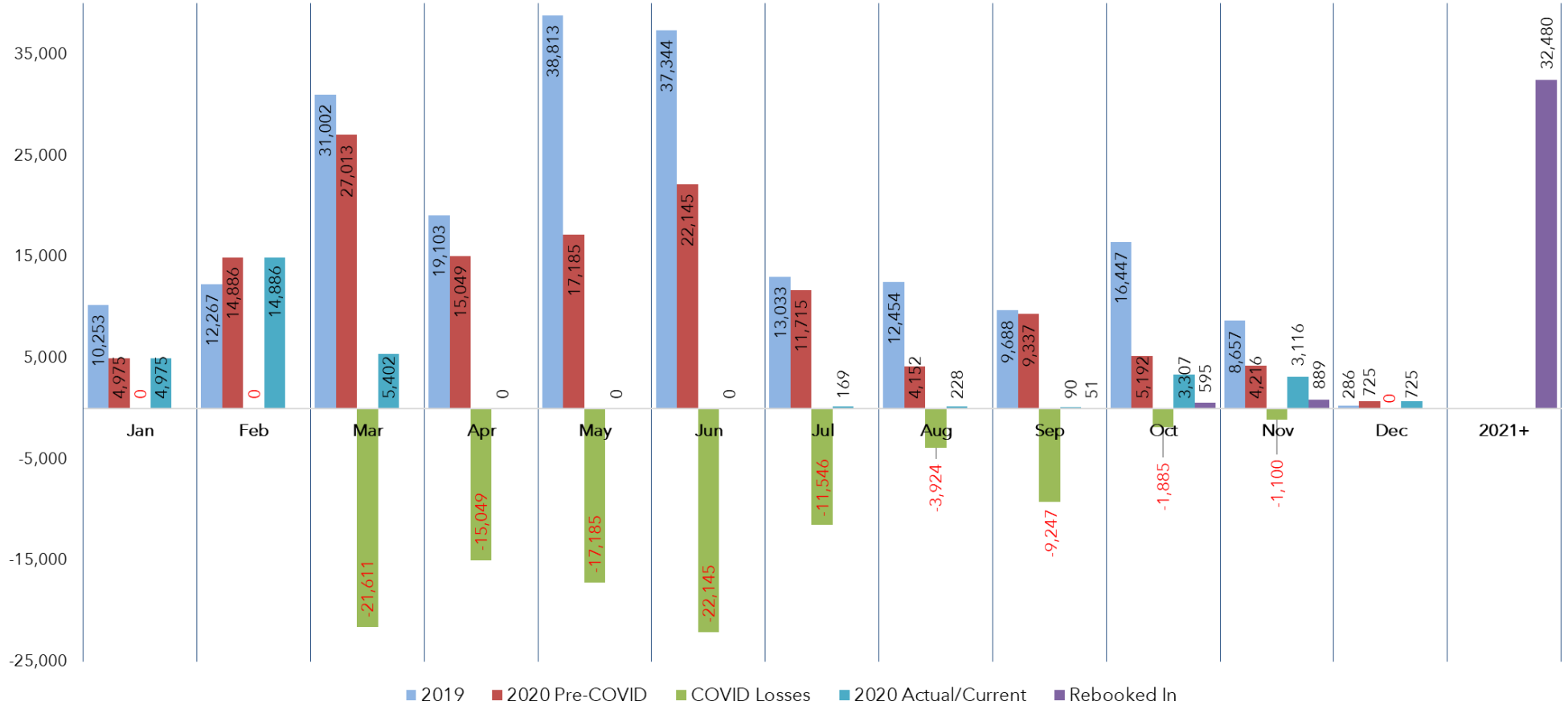
Highlights of this month's report:

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 ~109K 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 -59% decrease or ~48K room nights.
 - Overall, 2020 is behind pace by 84%, ~176K in room nights compared to same time last year. Meetings & Conventions are down by 83% or ~70K room nights with Sports bookings behind pace at 85% or ~106K 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 81% year over year, approximately 26K room nights added.
 - 2021 overall room nights are below pace compared to 2020 at -26% or ~21K room nights. Meetings/conventions are behind pace by -39%, approximately 23K room nights, while Sporting events are showing an overall increase of 9% or ~2K room nights.
- 2022 is showing an increase of 231% year over year, or ~23K room nights added.
 - 2022 overall room nights are ahead of pace compared to 2021 with an increase of 1%, <1K room nights. Meetings & Conventions are down 4% or ~800 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 August 31, 2020 compared to August 31, 2019.

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

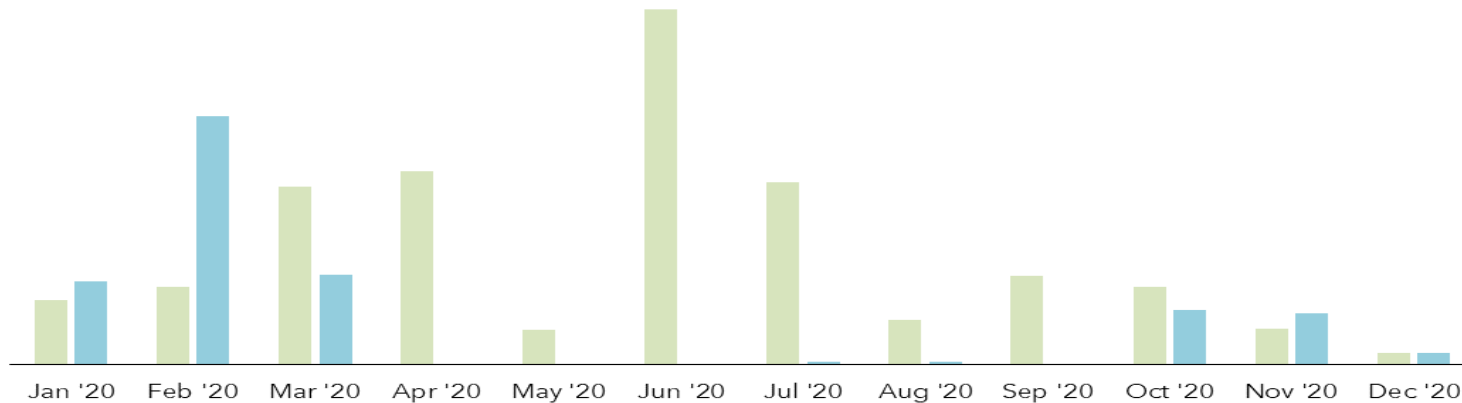


Legend:

- 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
- 2020 Actual/Current:** 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/rebooked 2020 event (38% of COVID Lost Groups have rebooked their meetings representing 37% 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
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
8/31/2020	4,975	14,886	5,402	0	0	0	169	228	90	3,307	3,116	725	32,898
												% Increase	-59%

All Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	0	228	228	4,627	7,827	12,454	0	0	228	12,454
September	0	90	90	7,320	2,368	9,688	218	494	308	10,182
October	3,307	0	3,307	14,780	1,667	16,447	637	749	3,944	17,196
November	3,116	0	3,116	5,040	3,617	8,657	250	1,734	3,366	10,391
December	0	725	725	286	0	286	285	302	1,010	588
Total	14,215	18,683	32,898	84,735	124,612	209,347	1,390	3,279	34,288	212,626
Variance	-83%	-85%	-84%				-58%	1,889	-84%	178,338

One-Year Comparative Business Occurring

Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

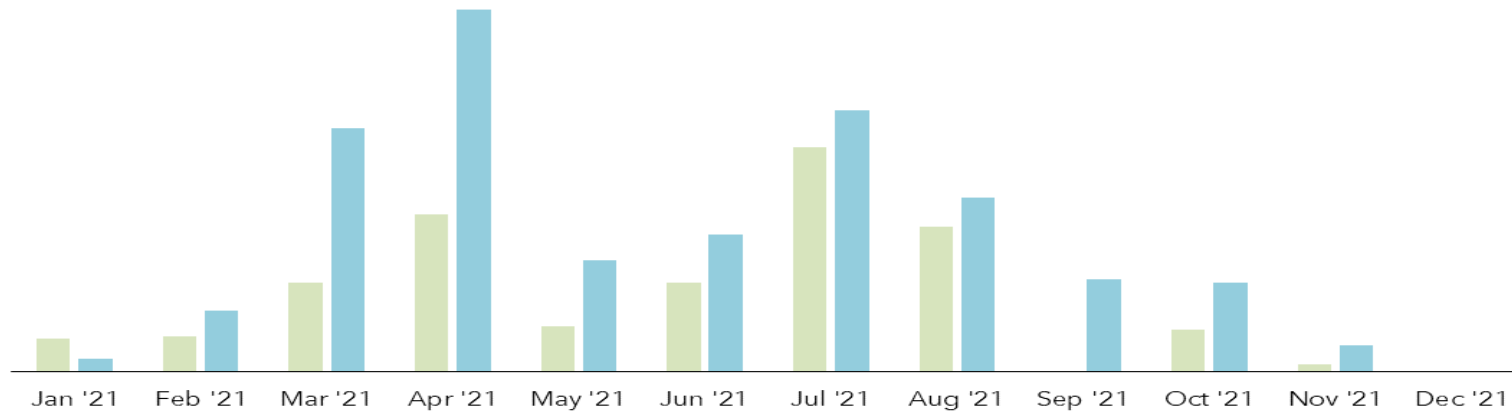
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2,020	2,019
January	0	1,827	1,827	4,744	1,823	6,567	0	0	1,827	6,567
February	953	5,713	6,666	0	4,006	4,006	0	0	6,666	4,006
March	0	719	719	8,014	5,032	13,046	0	0	719	13,046
April	0	0	0	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	0	0	0	0	0	0	0	0	0	0
Total	2,688	8,259	10,947	40,702	36,305	77,007	250	0	11,197	77,007
Variance	-93%	-77%	-86%				0%	250	-85%	65,810

Non-Center Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	0	228	228	3,072	7,827	10,899	0	0	228	10,899
September	0	90	90	3,607	2,368	5,975	218	494	308	6,469
October	2,347	0	2,347	9,037	1,667	10,704	637	749	2,984	11,453
November	2,341	0	2,341	810	3,617	4,427	0	1,734	2,341	6,161
December	0	725	725	286	0	286	285	302	1,010	588
Total	11,527	10,424	21,951	44,033	88,307	132,340	1,140	3,279	23,091	135,619
Variance	-74%	-88%	-83%				-65%	2,139	-83%	112,528

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
8/31/2019	1,256	1,327	3,352	5,944	1,725	3,380	8,487	5,487	0	1,611	280	0	32,849
8/31/2020	498	2,297	9,195	13,666	4,197	5,162	9,863	6,581	3,515	3,357	1,005	0	59,336
% Increase													81%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	1,962	1,275	2,460	5,143
February	2,287	10	2,297	2,932	1,761	4,693	4,033	2,977	6,330	7,670
March	3,526	5,669	9,195	3,394	7,276	10,670	3,725	6,763	12,920	17,433
April	3,302	10,364	13,666	8,862	2,700	11,562	1,492	5,155	15,158	16,717
May	3,797	400	4,197	2,115	0	2,115	174	225	4,371	2,340
June	5,152	10	5,162	21,278	0	21,278	470	1,588	5,632	22,866
July	3,234	6,629	9,863	4,317	6,586	10,903	0	11,869	9,863	22,772
August	6,581	0	6,581	2,725	0	2,725	1,765	456	8,346	3,181
September	3,435	80	3,515	5,320	0	5,320	1,170	2,278	4,685	7,598
October	3,357	0	3,357	4,675	0	4,675	2,415	6,339	5,772	11,014
November	1,005	0	1,005	1,682	474	2,156	5,215	1,682	6,220	3,838
December	0	0	0	0	715	715	0	37	0	752
Total	36,174	23,162	59,336	59,443	21,237	80,680	22,421	40,644	81,757	121,324
Variance	-39%	9%	-26%				-45%	18,223	-33%	39,567

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

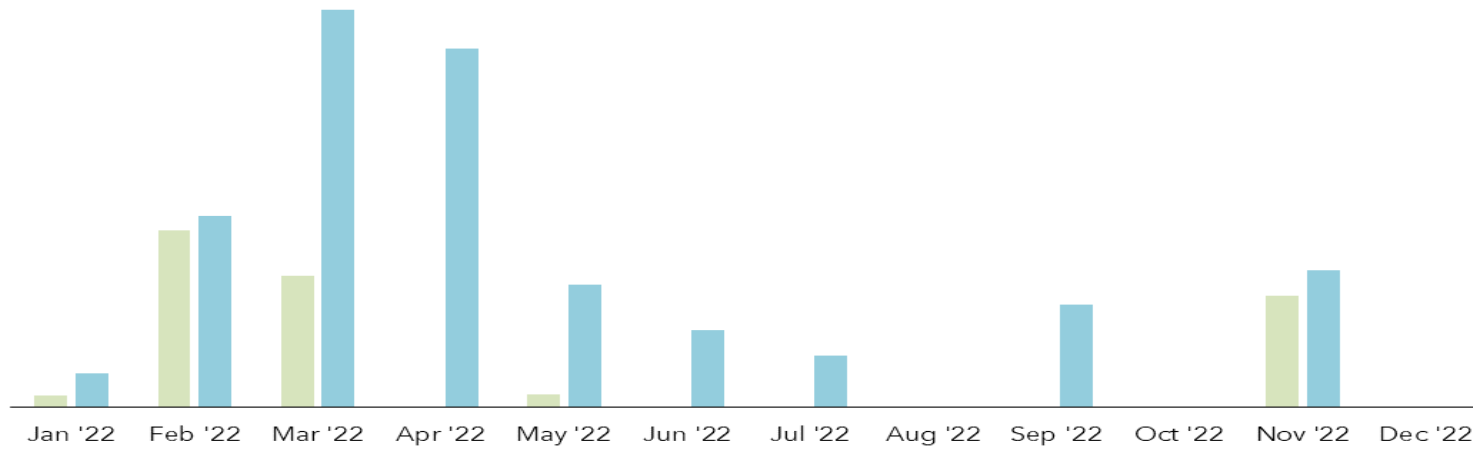
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	0	0	0	0	1,479	1,479	1,479	0	1,479	1,479
February	0	0	0	953	1,761	2,714	3,574	2,032	3,574	4,746
March	2,587	5,669	8,256	0	7,276	7,276	602	719	8,858	7,995
April	0	10,364	10,364	3,162	2,700	5,862	0	3,050	10,364	8,912
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	1,225	0	6,377	2,575
September	2,390	0	2,390	4,590	0	4,590	0	602	2,390	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	4,207	0	4,207	0
December	0	0	0	0	0	0	0	0	0	0
Total	17,593	16,033	33,626	34,459	13,216	47,675	12,897	10,764	46,523	58,439
Variance	-49%	21%	-29%				20%	2,133	-20%	11,916

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	483	1,275	981	3,664
February	2,287	10	2,297	1,979	0	1,979	459	945	2,756	2,924
March	939	0	939	3,394	0	3,394	3,123	6,044	4,062	9,438
April	3,302	0	3,302	5,700	0	5,700	1,492	2,105	4,794	7,805
May	1,043	400	1,443	1,942	0	1,942	174	0	1,617	1,942
June	1,772	10	1,782	1,222	0	1,222	260	1,588	2,042	2,810
July	3,234	6,629	9,863	4,317	6,586	10,903	0	11,869	9,863	22,772
August	1,429	0	1,429	150	0	150	540	456	1,969	606
September	1,045	80	1,125	730	0	730	1,170	1,676	2,295	2,406
October	2,027	0	2,027	1,725	0	1,725	815	2,203	2,842	3,928
November	1,005	0	1,005	1,682	474	2,156	1,008	1,682	2,013	3,838
December	0	0	0	0	715	715	0	37	0	752
Total	18,581	7,129	25,710	24,984	8,021	33,005	9,524	29,880	35,234	62,885
Variance	-26%	-11%	-22%				-68%	20,356	-44%	27,651

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
8/31/2019	280	3,981	2,959	0	287	0	0	0	0	0	2,525	0	10,032
8/31/2020	765	4,311	8,948	8,061	2,756	1,755	1,180	0	2,310	0	3,085	0	33,171
% Increase													231%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	1,688	1,210	2,453	2,466
February	4,311	0	4,311	1,327	0	1,327	150	4,635	4,461	5,962
March	3,279	5,669	8,948	3,352	0	3,352	1,825	6,034	10,773	9,386
April	1,819	6,242	8,061	1,822	4,122	5,944	297	10,450	8,358	16,394
May	2,469	287	2,756	1,325	400	1,725	216	1,380	2,972	3,105
June	1,755	0	1,755	3,380	0	3,380	4,213	1,920	5,968	5,300
July	1,137	43	1,180	1,901	6,586	8,487	4,554	4,574	5,734	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	1,803	3,998	4,113	3,998
October	0	0	0	1,611	0	1,611	338	7,088	338	8,699
November	3,085	0	3,085	280	0	280	0	826	3,085	1,106
December	0	0	0	0	0	0	0	0	0	0
Total	20,930	12,241	33,171	21,741	11,108	32,849	15,484	42,115	48,655	74,964
Variance	-4%	10%	1%				-63%	26,631	-35%	26,309

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

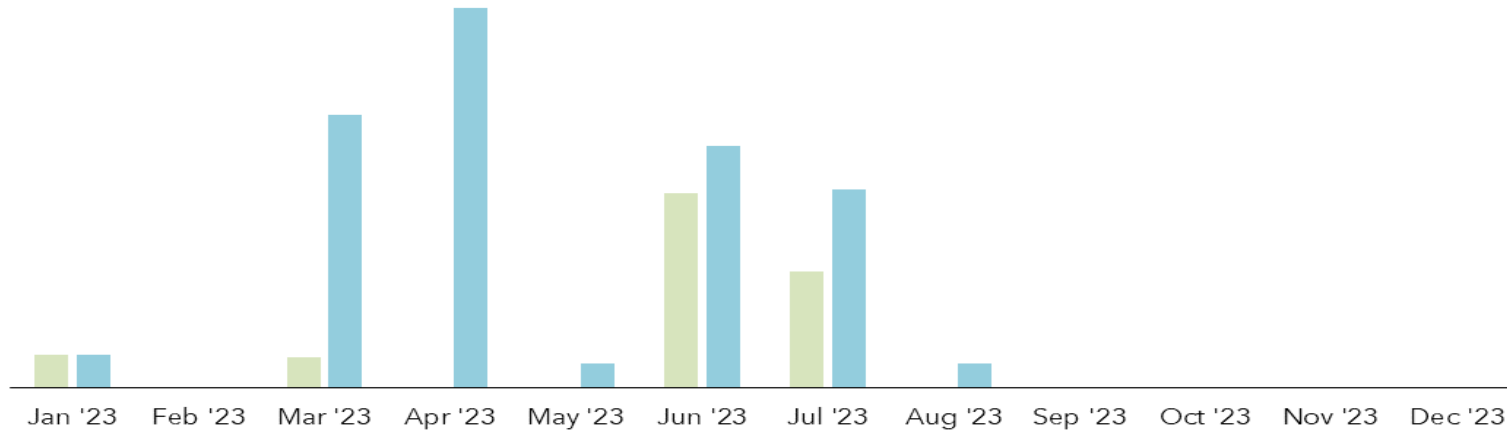
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	1,256	0	1,256	1,570	0	1,570	1,256
February	2,375	0	2,375	0	0	0	0	2,276	2,375	2,276
March	1,577	5,669	7,246	2,527	0	2,527	974	5,669	8,220	8,196
April	0	6,242	6,242	0	4,122	4,122	0	8,469	6,242	12,591
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	4,554	0	4,554	0
August	0	0	0	5,152	0	5,152	0	0	0	5,152
September	1,480	0	1,480	0	0	0	1,570	2,198	3,050	2,198
October	0	0	0	1,330	0	1,330	0	4,060	0	5,390
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	12,881	22,672	35,746	41,764
Variance	-27%	189%	20%				-43%	9,791	-14%	6,018

Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	2,359	2,086	3,686
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	1,981	2,116	3,803
May	1,009	287	1,296	0	400	400	216	1,380	1,512	1,780
June	218	0	218	0	0	0	0	1,920	218	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	233	1,800	1,063	1,800
October	0	0	0	281	0	281	338	3,028	338	3,309
November	560	0	560	280	0	280	0	826	560	1,106
December	0	0	0	0	0	0	0	0	0	0
Total	9,976	330	10,306	6,771	6,986	13,757	2,603	19,443	12,909	33,200
Variance	47%	-95%	-25%				-87%	16,840	-61%	20,291

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
8/31/2019	760	0	692	0	0	4,540	2,700	0	0	0	0	0	8,692
8/31/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	0	0	0	27,348
% Increase													215%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	280	0	280	566	0	1,326	280
February	0	0	0	3,981	0	3,981	5,904	1,176	5,904	5,157
March	692	5,669	6,361	2,959	0	2,959	8,072	7,396	14,433	10,355
April	2,610	6,242	8,852	0	0	0	0	11,873	8,852	11,873
May	550	0	550	0	287	287	640	1,620	1,190	1,907
June	5,647	0	5,647	0	0	0	0	10,541	5,647	10,541
July	4,622	0	4,622	0	0	0	416	2,087	5,038	2,087
August	556	0	556	0	0	0	1,832	533	2,388	533
September	0	0	0	0	0	0	6,626	3,883	6,626	3,883
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
Total	15,437	11,911	27,348	9,745	287	10,032	25,971	44,807	53,319	54,839
Variance	58%	4050%	173%				-42%	18,836	-3%	1,520

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	5,904	1,176	5,904	3,551
March	692	5,669	6,361	1,577	0	1,577	4,012	5,669	10,373	7,246
April	0	6,242	6,242	0	0	0	0	10,302	6,242	10,302
May	0	0	0	0	0	0	0	1,100	0	1,100
June	5,647	0	5,647	0	0	0	0	9,013	5,647	9,013
July	4,622	0	4,622	0	0	0	0	2,087	4,622	2,087
August	0	0	0	0	0	0	1,225	0	1,225	0
September	0	0	0	0	0	0	6,626	3,125	6,626	3,125
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
Total	10,961	11,911	22,872	6,477	0	6,477	19,682	36,727	42,554	43,204
Variance	69%	0%	253%				-46%	17,045	-2%	650

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	280	0	280	566	0	1,326	280
February	0	0	0	1,606	0	1,606	0	0	0	1,606
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	1,571	2,610	1,571
May	550	0	550	0	287	287	640	520	1,190	807
June	0	0	0	0	0	0	0	1,528	0	1,528
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
Total	4,476	0	4,476	3,268	287	3,555	6,289	8,080	10,765	11,635
Variance	37%	-100%	26%				-22%	1,791	-7%	870

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
8/31/2019	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
8/31/2020	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 8/31/2020										
	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	760	0	760	0	0	1,327	760
February	0	0	0	0	0	0	2,061	3,166	2,061	3,166
March	0	0	0	692	0	692	11,119	5,500	11,119	6,192
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	1,230	0	1,230
June	0	0	0	4,540	0	4,540	0	3,458	0	7,998
July	0	0	0	2,700	0	2,700	1,480	6,863	1,480	9,563
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	1,327	0	1,327	8,692	0	8,692	14,660	20,767	15,987	29,459
Variance	-85%	0%	-85%				-29%	6107	-46%	13,472

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	0	1,327	0
February	0	0	0	0	0	0	2,061	3,166	2,061	3,166
March	0	0	0	692	0	692	7,059	5,500	7,059	6,192
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	3,458	0	7,998
July	0	0	0	2,700	0	2,700	1,480	6,863	1,480	9,563
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
Total	1,327	0	1,327	7,932	0	7,932	10,600	18,987	11,927	26,919
Variance	-83%	0%	-83%				-44%	8387	-56%	14,992

Non-Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2020

	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	760	0	760	0	0	0	760
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	1,230	0	1,230
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	760	0	760	4,060	1,780	4,060	2,540
Variance	-100%	0%	-100%				128%	2280	60%	1,520