



Visit Albuquerque is pleased to provide the August 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).

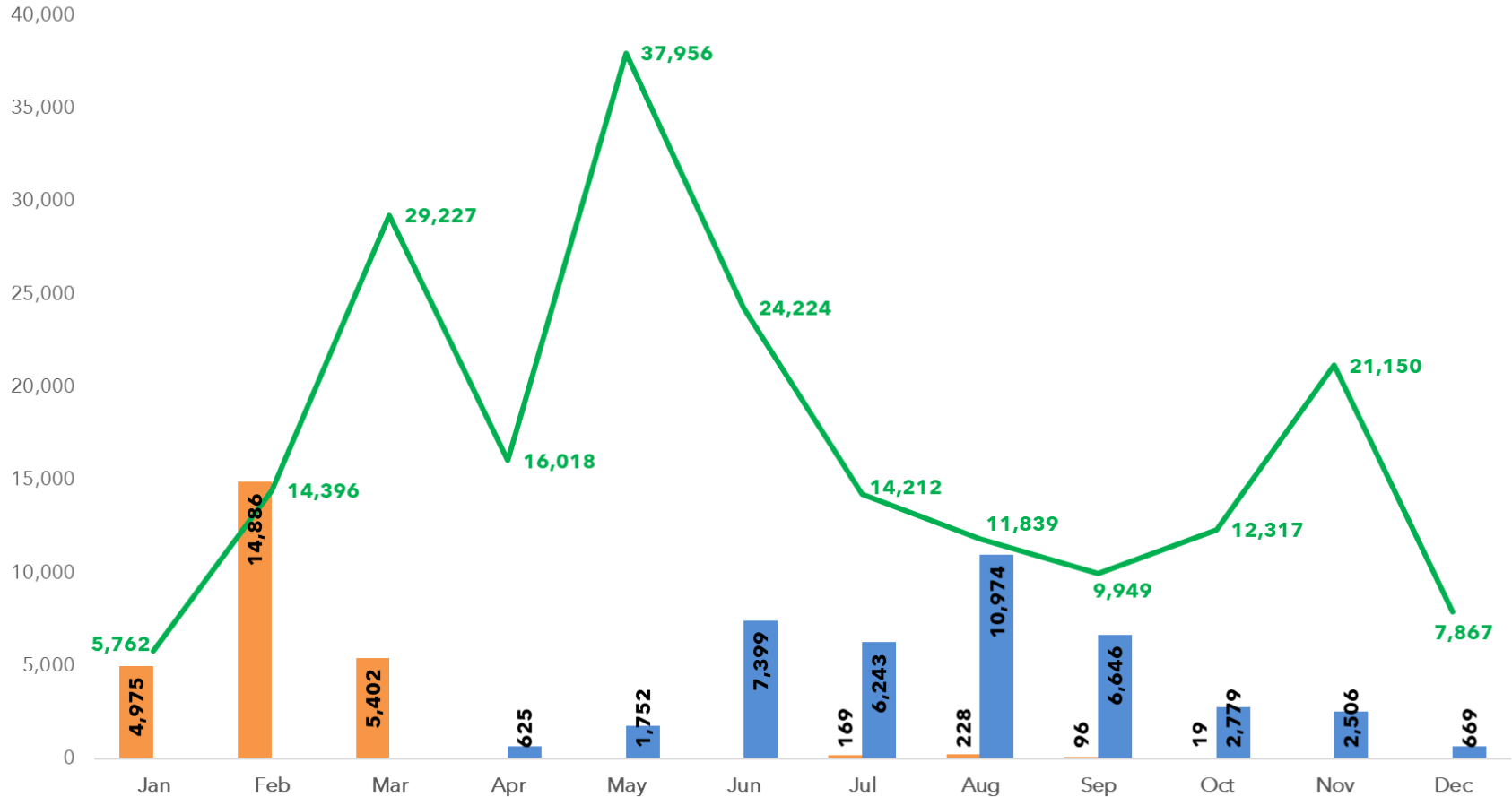
Highlights of this month's report:

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 33% or ~20K previously booked room nights compared to same time last year due to COVID-19.
 - Overall, 2021 is ahead of pace by 20%, ~7K in room nights compared to 2020. Meetings & Conventions are down by 8% or ~1K room nights while Sports bookings are above pace at 42% or ~8K in room nights.
 - 2021 Total Convention Center is behind pace by 29%, ~3K room nights compared to same time last year. Center meetings/conventions are up 93% or approximately 2K room nights while Center sports is behind pace by 69% or ~6K room nights.
 - 2021 Non-center is behind pace in meetings/conventions at -32%, approximately 4K room nights. Sporting events are above pace by 131%, approximately 14K room nights as sporting events have resumed since the lifting of restrictions. Total non-center is up 45%, ~10K in room nights compared to same time last year.
- 2022 is showing an increase of 29% year over year, or ~10K room nights added.
 - 2022 overall room nights are below pace compared to 2021 at -28% or ~17K room nights. Meetings/conventions are behind pace by 24%, approximately 9K room nights, while Sporting events are showing an overall decrease of 34% or ~8K room nights.
- 2023 is showing an increase of 51% year over year, or ~14K room nights added.
 - 2023 overall room nights are ahead of pace compared to 2022 by 24%, approximately 8K room nights. Meetings & Conventions are up 27% or ~6K 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 August 31, 2021.

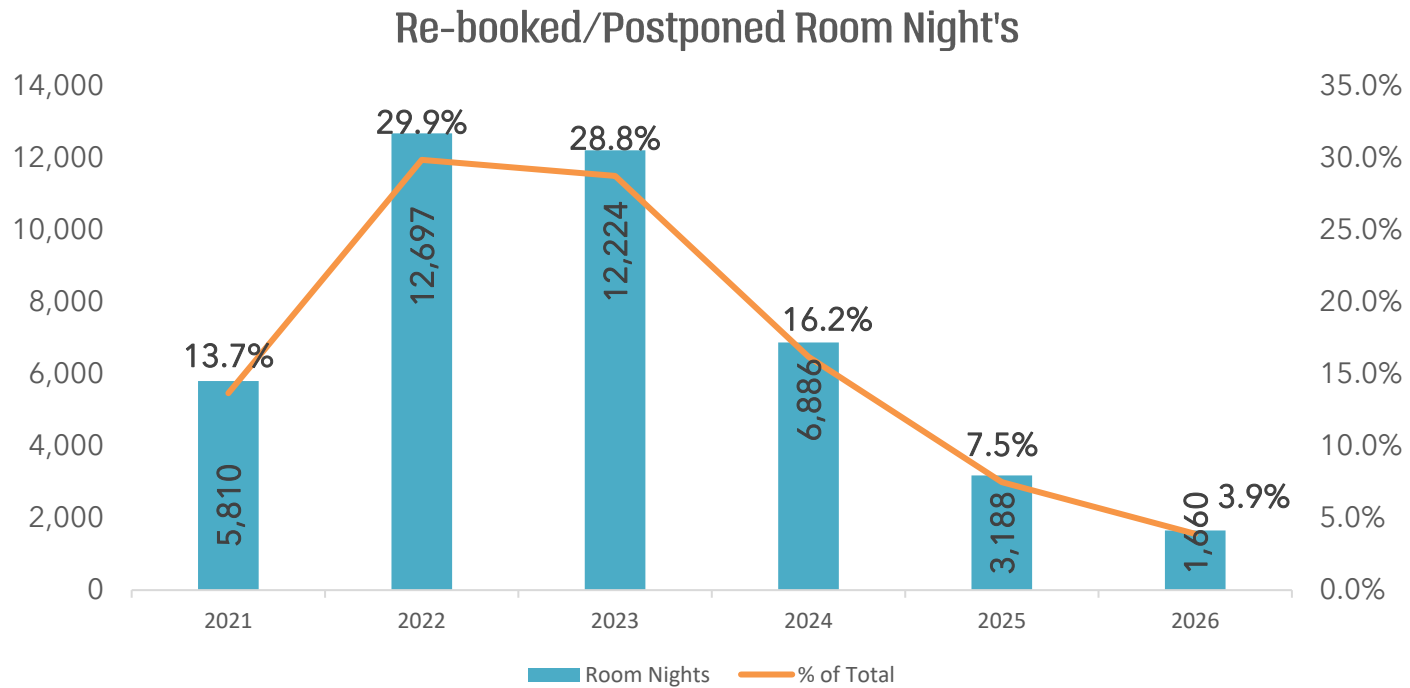
Room Night Impact due to COVID-19 as of August 31, 2021



Legend:

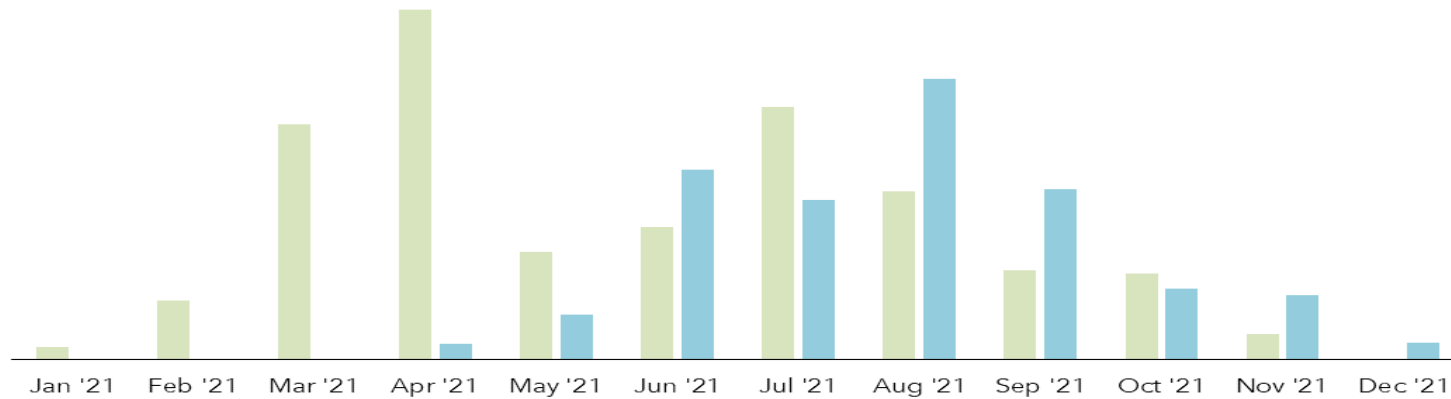
- 3 YR AVERAGE:** Average monthly room nights that occurred during calendar years 2017-2019
- 2020:** Room nights that occurred during calendar year 2020
- 2021:** Room nights that occurred or are set to occur in 2021 as of the date above - 2021 future events remain subject to cancellation

37% of all COVID Lost Groups have rebooked their meetings or events representing 28% 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
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
8/31/2021	0	0	0	625	1,752	7,399	6,243	10,974	6,646	2,779	2,506	669	39,593
% Change													-33%

All Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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	4,494	6,480	10,974	0	228	228	0	0	10,974	228
September	2,105	4,541	6,646	0	90	90	2,651	218	9,297	308
October	2,779	0	2,779	3,307	0	3,307	2,165	637	4,944	3,944
November	2,475	31	2,506	3,116	0	3,116	649	250	3,155	3,366
December	0	669	669	0	725	725	162	285	831	1,010
Total	13,014	26,579	39,593	14,215	18,683	32,898	5,627	1,390	45,220	34,288
Variance	-8%	42%	20%				305%	4,237	32%	10,932

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 8/31/2021

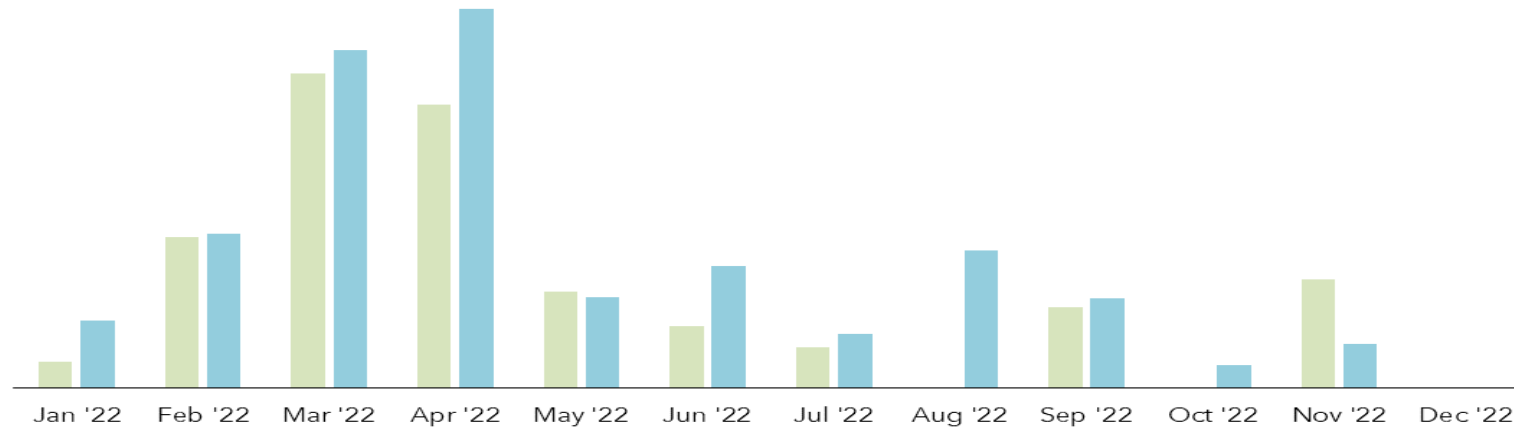
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2,021	2,020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	5,713	6,666	0	0	0	6,666
March	0	0	0	0	719	719	0	0	0	719
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
June	182	0	182	0	0	0	0	0	182	0
July	0	250	250	0	0	0	0	0	250	0
August	3,687	0	3,687	0	0	0	0	0	3,687	0
September	0	2,289	2,289	0	0	0	0	0	2,289	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	0	0	0	0	0	0	0
Total	5,199	2,539	7,738	2,688	8,259	10,947	190	250	7,928	11,197
Variance	93%	-69%	-29%				-24%	60	-29%	3,269

Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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	807	6,480	7,287	0	228	228	0	0	7,287	228
September	2,105	2,252	4,357	0	90	90	2,651	218	7,008	308
October	1,449	0	1,449	2,347	0	2,347	1,975	637	3,424	2,984
November	2,475	31	2,506	2,341	0	2,341	649	0	3,155	2,341
December	0	669	669	0	725	725	162	285	831	1,010
Total	7,815	24,040	31,855	11,527	10,424	21,951	5,437	1,140	37,292	23,091
Variance	-32%	131%	45%				377%	4,297	62%	14,201

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
8/31/2020	765	4,311	8,948	8,061	2,756	1,755	1,180	0	2,310	0	3,085	0	33,171
8/31/2021	1,923	4,385	9,614	10,780	2,606	3,485	1,558	3,920	2,560	655	1,258	0	42,744
% Increase													29%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	1,923	0	1,923	498	0	498	1,156	1,962	3,079	2,460
February	4,385	0	4,385	2,287	10	2,297	2,733	4,033	7,118	6,330
March	3,945	5,669	9,614	3,526	5,669	9,195	4,063	3,725	13,677	12,920
April	4,538	6,242	10,780	3,302	10,364	13,666	222	1,492	11,002	15,158
May	2,319	287	2,606	3,797	400	4,197	251	174	2,857	4,371
June	3,485	0	3,485	5,152	10	5,162	2,552	470	6,037	5,632
July	1,515	43	1,558	3,234	6,629	9,863	454	0	2,012	9,863
August	806	3,114	3,920	6,581	0	6,581	0	1,765	3,920	8,346
September	2,560	0	2,560	3,435	80	3,515	2,013	1,170	4,573	4,685
October	655	0	655	3,357	0	3,357	3,569	2,415	4,224	5,772
November	1,258	0	1,258	1,005	0	1,005	3,294	5,215	4,552	6,220
December	0	0	0	0	0	0	0	0	0	0
Total	27,389	15,355	42,744	36,174	23,162	59,336	20,307	22,421	63,051	81,757
Variance	-24%	-34%	-28%				-9%	2,114	-23%	18,706

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

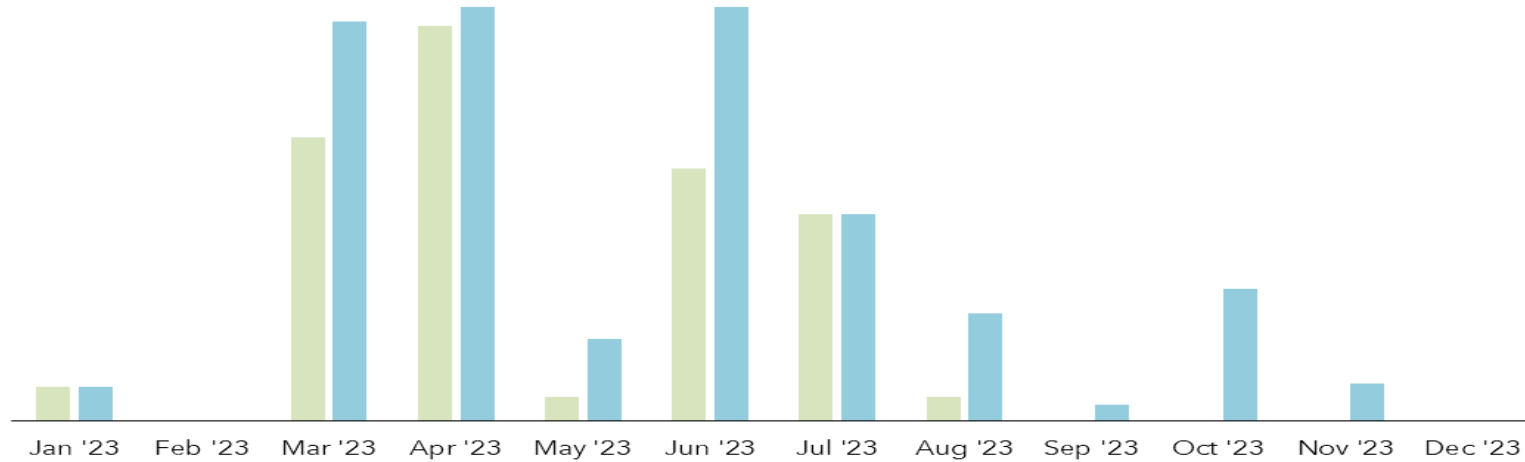
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	0	0	0	0	1,479	1,043	1,479
February	2,375	0	2,375	0	0	0	1,130	3,574	3,505	3,574
March	1,443	5,669	7,112	2,587	5,669	8,256	1,225	602	8,337	8,858
April	0	6,242	6,242	0	10,364	10,364	72	0	6,314	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	2,097	210	4,390	3,590
July	0	0	0	0	0	0	0	0	0	0
August	486	0	486	5,152	0	5,152	0	1,225	486	6,377
September	1,480	0	1,480	2,390	0	2,390	1,758	0	3,238	2,390
October	0	0	0	1,330	0	1,330	2,445	1,600	2,445	2,930
November	0	0	0	0	0	0	2,830	4,207	2,830	4,207
December	0	0	0	0	0	0	0	0	0	0
Total	10,580	11,911	22,491	17,593	16,033	33,626	11,557	12,897	34,048	46,523
Variance	-40%	-26%	-33%				-10%	1,340	-27%	12,475

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	880	0	880	498	0	498	1,156	483	2,036	981
February	2,010	0	2,010	2,287	10	2,297	1,603	459	3,613	2,756
March	2,502	0	2,502	939	0	939	2,838	3,123	5,340	4,062
April	4,538	0	4,538	3,302	0	3,302	150	1,492	4,688	4,794
May	859	287	1,146	1,043	400	1,443	251	174	1,397	1,617
June	1,192	0	1,192	1,772	10	1,782	455	260	1,647	2,042
July	1,515	43	1,558	3,234	6,629	9,863	454	0	2,012	9,863
August	320	3,114	3,434	1,429	0	1,429	0	540	3,434	1,969
September	1,080	0	1,080	1,045	80	1,125	255	1,170	1,335	2,295
October	655	0	655	2,027	0	2,027	1,124	815	1,779	2,842
November	1,258	0	1,258	1,005	0	1,005	464	1,008	1,722	2,013
December	0	0	0	0	0	0	0	0	0	0
Total	16,809	3,444	20,253	18,581	7,129	25,710	8,750	9,524	29,003	35,234
Variance	-10%	-52%	-21%				-8%	774	-18%	6,231

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
8/31/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	0	0	0	27,348
8/31/2021	760	0	8,947	9,262	1,845	9,266	4,622	2,412	367	2,955	841	0	41,277
% Increase													51%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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	284	1,688	1,044	2,453
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	297	13,751	8,358
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	186	4,213	9,452	5,968
July	4,622	0	4,622	1,137	43	1,180	416	4,554	5,038	5,734
August	2,412	0	2,412	0	0	0	0	400	2,412	400
September	367	0	367	2,310	0	2,310	4,854	1,803	5,221	4,113
October	2,955	0	2,955	0	0	0	1,671	338	4,626	338
November	841	0	841	3,085	0	3,085	400	0	1,241	3,085
December	0	0	0	0	0	0	0	0	0	0
Total	26,646	14,631	41,277	20,930	12,241	33,171	19,960	15,484	61,237	48,655
Variance	27%	20%	24%				29%	4,476	26%	12,582

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

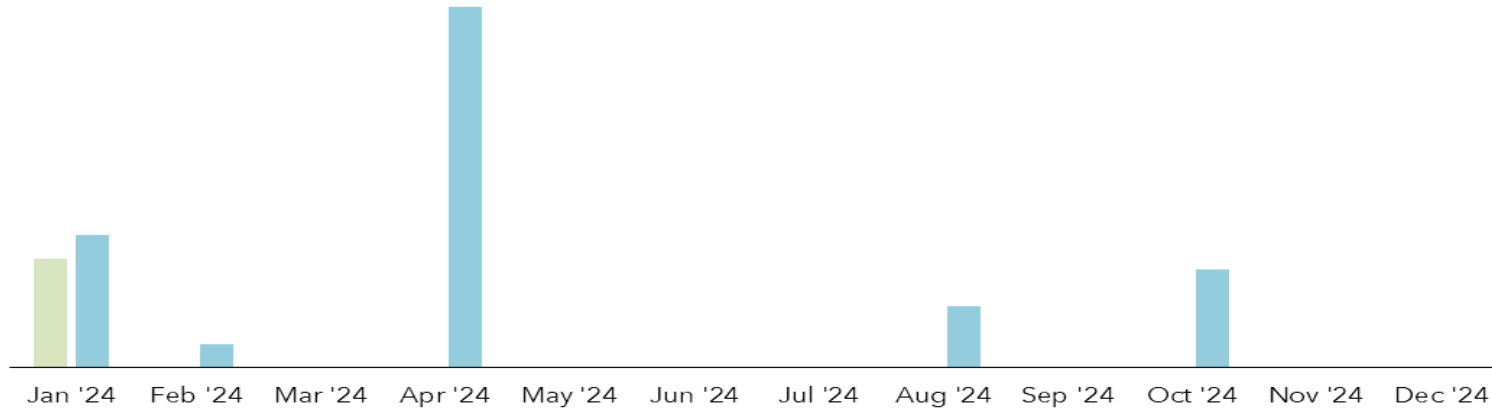
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	1,570	0	1,570
February	0	0	0	2,375	0	2,375	6,491	0	6,491	2,375
March	558	8,389	8,947	1,577	5,669	7,246	0	974	8,947	8,220
April	0	6,242	6,242	0	6,242	6,242	4,489	0	10,731	6,242
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	4,554	4,622	4,554
August	1,856	0	1,856	0	0	0	0	0	1,856	0
September	0	0	0	1,480	0	1,480	4,181	1,570	4,181	3,050
October	2,215	0	2,215	0	0	0	0	0	2,215	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	18,013	14,631	32,644	10,954	11,911	22,865	15,161	12,881	47,805	35,746
Variance	64%	23%	43%				18%	2,280	34%	12,059

Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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	284	118	1,044	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	186	0	1,985	218
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	233	1,040	1,063
October	740	0	740	0	0	0	1,671	338	2,411	338
November	841	0	841	560	0	560	400	0	1,241	560
December	0	0	0	0	0	0	0	0	0	0
Total	8,633	0	8,633	9,976	330	10,306	4,799	2,603	13,432	12,909
Variance	-13%	-100%	-16%				84%	2,196	4%	523

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
8/31/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
8/31/2021	1,607	279	0	4,397	0	0	0	744	0	1,186	0	0	8,213
% Increase													519%

All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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
Total	3,816	4,397	8,213	15,437	11,911	27,348	7,196	23,609	15,409	50,957
Variance	-75%	-63%	-70%				-70%	16,413	-70%	35,548

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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
Total	1,327	4,397	5,724	10,961	11,911	22,872	6,421	17,320	12,145	40,192
Variance	-88%	-63%	-75%				-63%	10,899	-70%	28,047

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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
Total	2,489	0	2,489	4,476	0	4,476	775	6,289	3,264	10,765
Variance	-44%	100%	-44%				-88%	5,514	-70%	7,501

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
8/31/2020	0	0	0	0	0	0	0	0	0	0	0	0	0
8/31/2021	0	0	1,762	0	0	0	0	0	0	1,426	0	0	3,188
% Increase													100%

All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021										
	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	1,480	0	1,480
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
Total	3,188	0	3,188	1,327	0	1,327	7,023	14,660	10,211	15,987
Variance	140%	0%	140%				-52%	7637	-36%	5,776

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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	1,480	0	1,480
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
Total	3,188	0	3,188	1,327	0	1,327	5,473	10,600	8,661	11,927
Variance	140%	0%	140%				-48%	5127	-27%	3,266

Non-Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 8/31/2021

	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
Total	0	0	0	0	0	0	1,550	4,060	1,550	4,060
Variance	100%	0%	0%				-62%	2510	-62%	2,510