



Visit Albuquerque is pleased to provide the September 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.

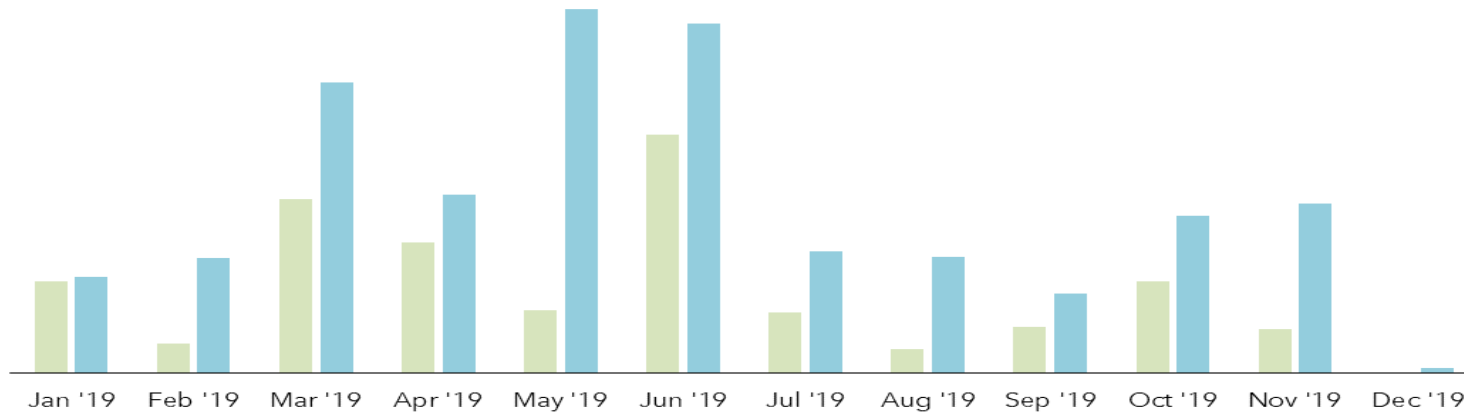
The back of each top page shows a drilldown of Center and Non-Center Meetings/Conventions and Center and Non-Center Sports business occurring compared to STLY (2019 compared to 2018).

### **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 105% increase in bookings, or ~112K room nights added.
  - Overall 2019 is ahead of pace by 10%, ~20K in room nights compared to same time last year. Meetings & Conventions Definites are up 15% or ~11K and Sports bookings are ahead of pace at 7%, ~9K in room nights.
  - 2019 Total Convention Center is ahead of pace by 55%, approximately 27K room nights compared to same time last year. Center meetings/conventions are up 43% or approximately 12K room nights while Center sports are up 70%, ~15K 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 650 room nights. Sporting events are down by 6%, approximately 6K room nights. Total non-center is at -5% compared to same time last year.
- 2020 is showing an increase of 96% year over year, approximately 48K room nights added.
  - 2020 overall room nights are below pace compared to 2019 at -8% or ~9K room nights. Meetings/conventions are down by 2%, approximately 1K room nights, while Sporting events are showing an overall decrease of 18% which is strongly affected again by National Senior Games.
- 2021 is showing an increase of 297% year over year, or ~35K room nights added.
  - 2021 overall room nights are below pace compared to 2020 with a decrease of 6%, approximately 3K room nights. Meetings & Conventions are down by 40% or ~16K room nights while sporting events are up by 131%, ~13K room nights. Sports pace for 2021-2023 shows a strong increase due to Sun Country Volleyball committing to three years of events at the Convention Center.

# 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
9/30/2018	9,824	3,199	18,553	14,005	6,716	25,432	6,573	2,574	4,941	9,876	4,755	0	106,448
9/30/2019	10,253	12,267	31,002	19,103	38,813	37,344	13,033	12,454	8,570	16,779	18,141	587	218,346
												% Increase	105%

### All One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	6,080	2,490	8,570	5,704	5,613	11,317	0	0	8,570	11,317
October	14,855	1,924	16,779	9,551	1,181	10,732	651	339	17,430	11,071
November	5,040	13,101	18,141	10,026	15,320	25,346	1,569	1,355	19,710	26,701
December	361	226	587	336	1,183	1,519	353	0	940	1,519
<b>Total</b>	<b>83,645</b>	<b>134,701</b>	<b>218,346</b>	<b>72,556</b>	<b>126,014</b>	<b>198,570</b>	<b>2,573</b>	<b>1,694</b>	<b>220,919</b>	<b>200,264</b>
<b>Variance</b>	<b>15%</b>	<b>7%</b>	<b>10%</b>				<b>52%</b>	<b>879</b>	<b>10%</b>	<b>20,655</b>

## One-Year Comparative Business Occurring

### Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

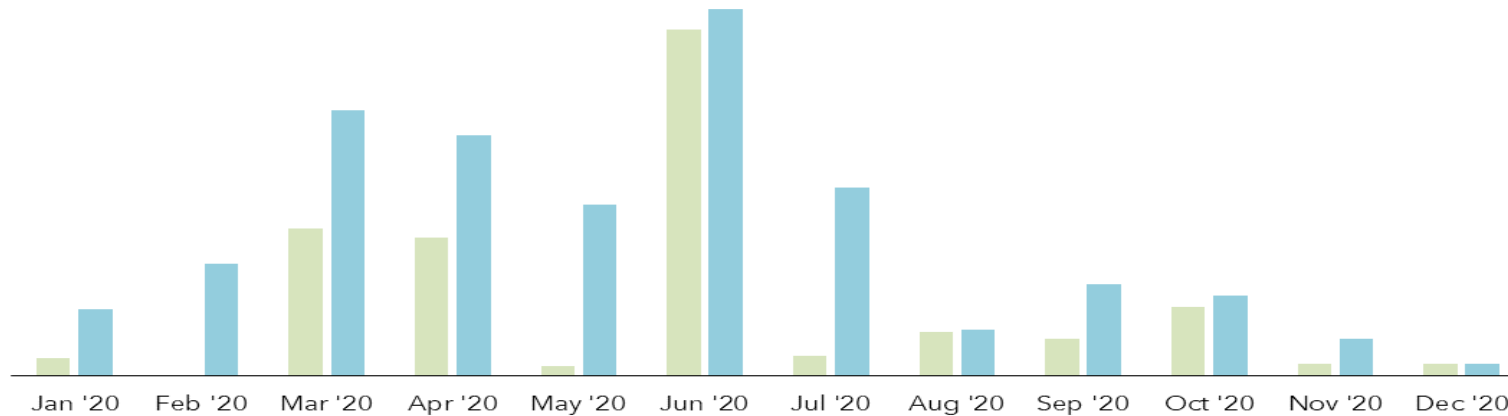
	2019 Definite			2018 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2019	2018	2,019	2,018
January	4,744	1,823	6,567	530	1,176	1,706	0	0	6,567	1,706
February	0	4,006	4,006	0	4,744	4,744	0	0	4,006	4,744
March	8,014	5,032	13,046	3,508	6,106	9,614	0	0	13,046	9,614
April	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	1,788	0	1,788	2,580	0	2,580	0	0	1,788	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	1,668	5,982	0	0	4,230	5,982
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>38,777</b>	<b>36,305</b>	<b>75,082</b>	<b>27,031</b>	<b>21,363</b>	<b>48,394</b>	<b>0</b>	<b>0</b>	<b>75,082</b>	<b>48,394</b>
<b>Variance</b>	<b>43%</b>	<b>70%</b>	<b>55%</b>				<b>0%</b>	<b>0</b>	<b>55%</b>	<b>26,688</b>

### Non- Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	4,292	2,490	6,782	3,124	5,613	8,737	0	0	6,782	8,737
October	9,112	1,924	11,036	5,765	1,181	6,946	651	339	11,687	7,285
November	810	13,101	13,911	5,712	13,652	19,364	1,569	1,355	15,480	20,719
December	361	226	587	336	1,183	1,519	353	0	940	1,519
<b>Total</b>	<b>44,868</b>	<b>98,396</b>	<b>143,264</b>	<b>45,525</b>	<b>104,651</b>	<b>150,176</b>	<b>2,573</b>	<b>1,694</b>	<b>145,837</b>	<b>151,870</b>
<b>Variance</b>	<b>-1%</b>	<b>-6%</b>	<b>-5%</b>				<b>52%</b>	<b>879</b>	<b>-4%</b>	<b>6,033</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
9/30/2018	1,044	0	8,533	8,056	583	20,056	1,197	2,575	2,162	4,035	723	715	49,679
9/30/2019	3,868	6,525	15,407	13,971	9,969	21,278	10,903	2,725	5,320	4,675	2,156	715	97,512
<i>June - National Speech &amp; Debate</i>											% Increase	96%	

### All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	8,001	1,823	9,824	1,015	691	4,883	10,515
February	3,268	3,257	6,525	1,178	2,021	3,199	4,042	3,363	10,567	6,562
March	4,394	11,013	15,407	10,258	8,295	18,553	5,878	4,732	21,285	23,285
April	8,862	5,109	13,971	11,005	3,000	14,005	4,893	1,725	18,864	15,730
May	4,040	5,929	9,969	1,980	4,736	6,716	285	4,315	10,254	11,031
June	21,278	0	21,278	5,194	20,238	25,432	1,861	1,280	23,139	26,712
July	4,317	6,586	10,903	4,212	2,361	6,573	12,622	7,844	23,525	14,417
August	2,725	0	2,725	2,574	0	2,574	516	664	3,241	3,238
September	5,320	0	5,320	4,941	0	4,941	1,933	2,817	7,253	7,758
October	4,675	0	4,675	9,876	0	9,876	4,078	3,292	8,753	13,168
November	1,682	474	2,156	4,755	0	4,755	1,872	3,109	4,028	7,864
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>62,704</b>	<b>34,808</b>	<b>97,512</b>	<b>63,974</b>	<b>42,474</b>	<b>106,448</b>	<b>39,032</b>	<b>34,132</b>	<b>136,544</b>	<b>140,580</b>
<b>Variance</b>	<b>-2%</b>	<b>-18%</b>	<b>-8%</b>				<b>14%</b>	<b>4,900</b>	<b>-3%</b>	<b>4,036</b>

## One-Year Comparative Business Occurring

### Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

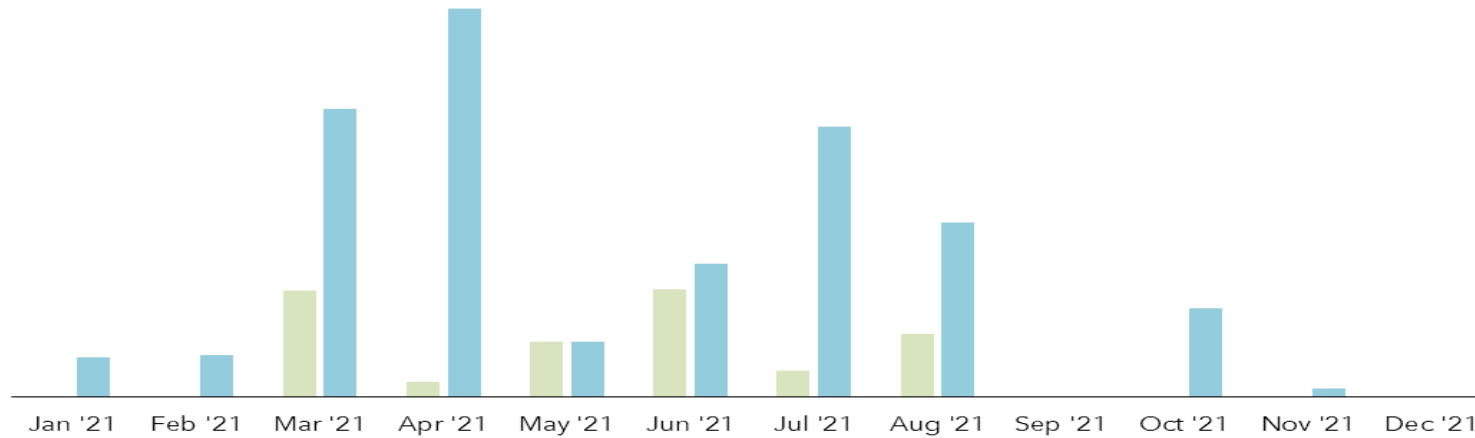
	2020 Definite			2019 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2020	2019	2020	2019
January	0	1,479	1,479	4,744	1,823	6,567	0	0	1,479	6,567
February	953	1,761	2,714	0	2,021	2,021	2,975	1,476	5,689	3,497
March	0	7,276	7,276	8,014	4,032	12,046	719	1,000	7,995	13,046
April	3,162	2,700	5,862	7,207	2,700	9,907	3,050	229	8,912	10,136
May	2,098	0	2,098	0	0	0	225	230	2,323	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	1,074	1,918	4,024	6,939
November	0	0	0	4,230	0	4,230	0	1,074	0	5,304
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>36,384</b>	<b>13,216</b>	<b>49,600</b>	<b>36,129</b>	<b>33,175</b>	<b>69,304</b>	<b>8,645</b>	<b>9,717</b>	<b>58,245</b>	<b>79,021</b>
<b>Variance</b>	<b>1%</b>	<b>-60%</b>	<b>-28%</b>				<b>-11%</b>	<b>1,072</b>	<b>-26%</b>	<b>20,776</b>

### Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	3,257	0	3,257	1,015	691	3,404	3,948
February	2,315	1,496	3,811	1,178	0	1,178	1,067	1,887	4,878	3,065
March	4,394	3,737	8,131	2,244	4,263	6,507	5,159	3,732	13,290	10,239
April	5,700	2,409	8,109	3,798	300	4,098	1,843	1,496	9,952	5,594
May	1,942	5,929	7,871	1,980	4,736	6,716	60	4,085	7,931	10,801
June	1,222	0	1,222	4,967	0	4,967	1,861	1,280	3,083	6,247
July	4,317	6,586	10,903	2,198	0	2,198	12,622	4,741	23,525	6,939
August	150	0	150	1,125	0	1,125	516	534	666	1,659
September	730	0	730	1,718	0	1,718	1,331	2,260	2,061	3,978
October	1,725	0	1,725	4,855	0	4,855	3,004	1,374	4,729	6,229
November	1,682	474	2,156	525	0	525	1,872	2,035	4,028	2,560
December	0	715	715	0	0	0	37	300	752	300
<b>Total</b>	<b>26,320</b>	<b>21,592</b>	<b>47,912</b>	<b>27,845</b>	<b>9,299</b>	<b>37,144</b>	<b>30,387</b>	<b>24,415</b>	<b>78,299</b>	<b>61,559</b>
<b>Variance</b>	<b>-5%</b>	<b>132%</b>	<b>29%</b>				<b>24%</b>	<b>5,972</b>	<b>27%</b>	<b>16,740</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
9/30/2018	0	0	3,352	497	1,725	3,380	826	1,984	0	0	0	0	11,764
9/30/2019	1,256	1,327	9,021	12,186	1,725	4,185	8,487	5,487	0	2,797	280	0	46,751
													297%

### All Three Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	785	4,023	2,041	5,067
February	1,327	0	1,327	0	0	0	4,635	4,746	5,962	4,746
March	3,352	5,669	9,021	2,436	6,097	8,533	745	4,389	9,766	12,922
April	1,822	10,364	12,186	5,356	2,700	8,056	3,302	2,528	15,488	10,584
May	1,325	400	1,725	583	0	583	4,391	0	6,116	583
June	4,185	0	4,185	20,056	0	20,056	1,912	2,804	6,097	22,860
July	1,901	6,586	8,487	1,197	0	1,197	4,329	8,709	12,816	9,906
August	5,487	0	5,487	2,575	0	2,575	0	2,971	5,487	5,546
September	0	0	0	2,162	0	2,162	5,023	3,788	5,023	5,950
October	2,797	0	2,797	4,035	0	4,035	7,802	1,030	10,599	5,065
November	280	0	280	249	474	723	1,371	1,977	1,651	2,700
December	0	0	0	0	715	715	0	0	0	715
<b>Total</b>	<b>23,732</b>	<b>23,019</b>	<b>46,751</b>	<b>39,693</b>	<b>9,986</b>	<b>49,679</b>	<b>34,295</b>	<b>36,965</b>	<b>81,046</b>	<b>86,644</b>
<b>Variance</b>	<b>-40%</b>	<b>131%</b>	<b>-6%</b>				<b>-7%</b>	<b>2,670</b>	<b>-6%</b>	<b>5,598</b>

## One-Year Comparative Business Occurring

### Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

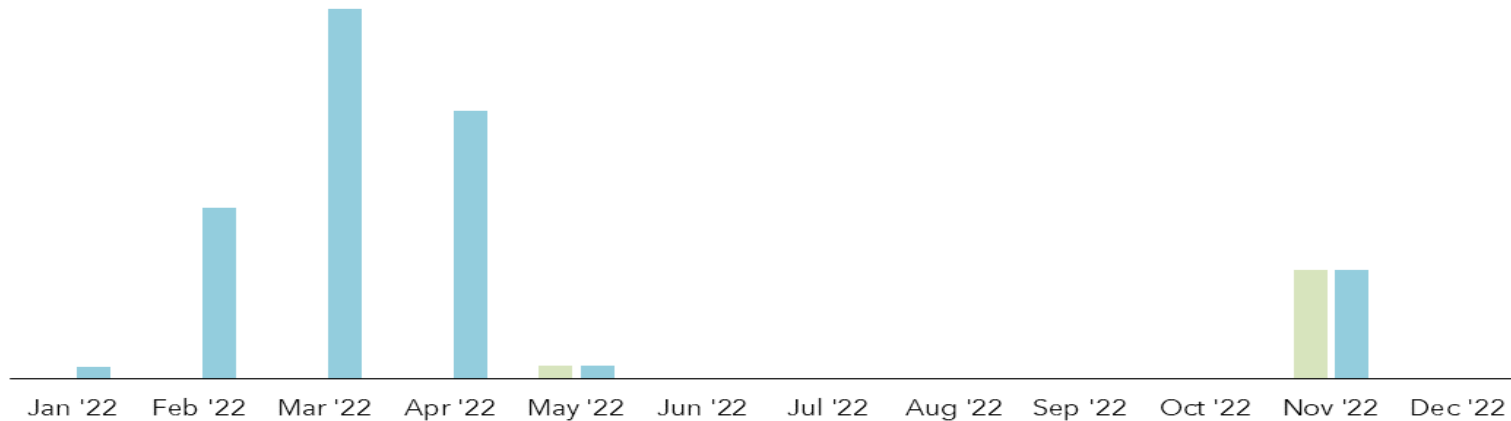
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2021	2020
January	1,256	0	1,256	0	0	0	0	1,768	1,256	1,768
February	0	0	0	0	0	0	2,276	4,324	2,276	4,324
March	2,527	5,669	8,196	0	6,097	6,097	0	4,389	8,196	10,486
April	0	10,364	10,364	1,535	2,700	4,235	2,227	0	12,591	4,235
May	1,325	0	1,325	173	0	173	0	0	1,325	173
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	3,250	0	3,250
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	3,458	1,424	3,458	3,334
October	1,330	0	1,330	2,950	0	2,950	5,960	580	7,290	3,530
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>16,033</b>	<b>31,003</b>	<b>29,199</b>	<b>8,797</b>	<b>37,996</b>	<b>13,921</b>	<b>18,632</b>	<b>44,924</b>	<b>56,628</b>
<b>Variance</b>	<b>-49%</b>	<b>82%</b>	<b>-18%</b>				<b>-25%</b>	<b>4,711</b>	<b>-21%</b>	<b>11,704</b>

### Non-Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	785	2,255	785	3,299
February	1,327	0	1,327	0	0	0	2,359	422	3,686	422
March	825	0	825	2,436	0	2,436	745	0	1,570	2,436
April	1,822	0	1,822	3,821	0	3,821	1,075	2,528	2,897	6,349
May	0	400	400	410	0	410	4,391	0	4,791	410
June	805	0	805	0	0	0	1,912	2,804	2,717	2,804
July	1,901	6,586	8,487	1,197	0	1,197	4,329	5,459	12,816	6,656
August	335	0	335	0	0	0	0	586	335	586
September	0	0	0	252	0	252	1,565	2,364	1,565	2,616
October	1,467	0	1,467	1,085	0	1,085	1,842	450	3,309	1,535
November	280	0	280	249	474	723	1,371	1,465	1,651	2,188
December	0	0	0	0	715	715	0	0	0	715
<b>Total</b>	<b>8,762</b>	<b>6,986</b>	<b>15,748</b>	<b>10,494</b>	<b>1,189</b>	<b>11,683</b>	<b>20,374</b>	<b>18,333</b>	<b>36,122</b>	<b>30,016</b>
<b>Variance</b>	<b>-17%</b>	<b>488%</b>	<b>35%</b>				<b>11%</b>	<b>2,041</b>	<b>20%</b>	<b>6,106</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
9/30/2018	0	0	0	0	287	0	0	0	0	0	2,525	0	2,812
9/30/2019	280	3,981	8,628	6,242	287	0	0	0	0	0	2,525	0	21,943
<b>% Increase</b>													<b>680%</b>

### All Four Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	2,774	280	2,774
February	3,981	0	3,981	0	0	0	1,176	0	5,157	0
March	2,959	5,669	8,628	3,352	0	3,352	1,727	2,381	10,355	5,733
April	0	6,242	6,242	497	0	497	6,631	4,649	12,873	5,146
May	0	287	287	1,325	400	1,725	1,582	0	1,869	1,725
June	0	0	0	3,380	0	3,380	4,871	2,298	4,871	5,678
July	0	0	0	826	0	826	2,087	9,085	2,087	9,911
August	0	0	0	1,984	0	1,984	533	0	533	1,984
September	0	0	0	0	0	0	0	695	0	695
October	0	0	0	0	0	0	6,330	1,330	6,330	1,330
November	2,525	0	2,525	0	0	0	1,075	1,339	3,600	1,339
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>9,745</b>	<b>12,198</b>	<b>21,943</b>	<b>11,364</b>	<b>400</b>	<b>11,764</b>	<b>26,012</b>	<b>24,551</b>	<b>47,955</b>	<b>36,315</b>
<b>Variance</b>	<b>-14%</b>	<b>2950%</b>	<b>87%</b>				<b>6%</b>	<b>1,461</b>	<b>32%</b>	<b>11,640</b>



## One-Year Comparative Business Occurring

### Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

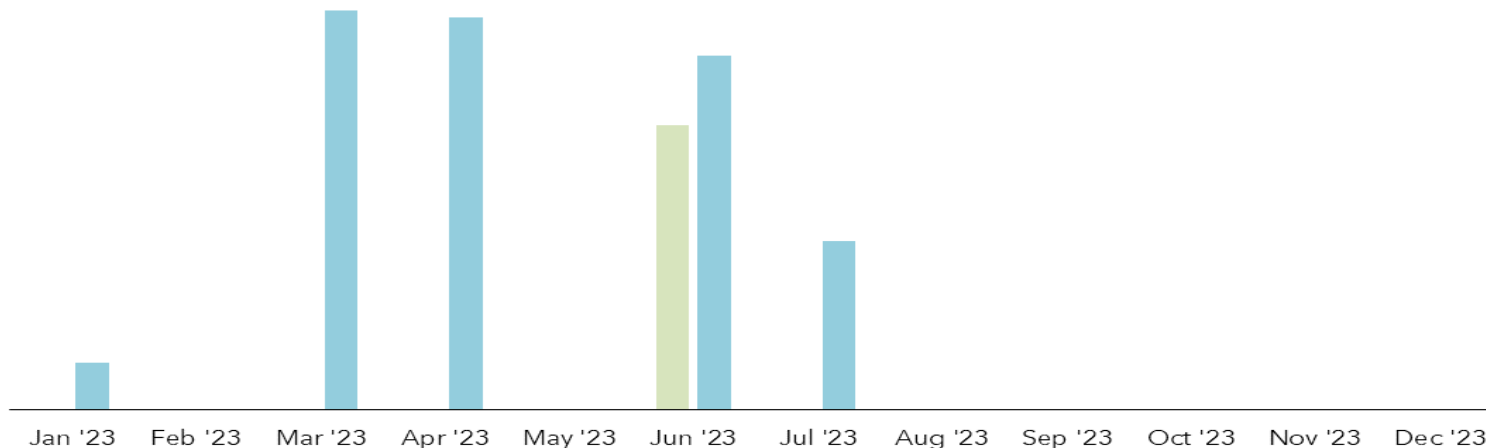
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	0	0	0	0	0	0	0	2,582	0	2,582
February	2,375	0	2,375	0	0	0	1,176	0	3,551	0
March	1,577	5,669	7,246	2,527	0	2,527	0	2,381	7,246	4,908
April	0	6,242	6,242	0	0	0	5,060	4,122	11,302	4,122
May	0	0	0	1,325	0	1,325	0	0	0	1,325
June	0	0	0	3,380	0	3,380	3,343	2,298	3,343	5,678
July	0	0	0	0	0	0	2,087	5,626	2,087	5,626
August	0	0	0	1,984	0	1,984	0	0	0	1,984
September	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	4,255	1,330	4,255	1,330
November	2,525	0	2,525	0	0	0	1,075	0	3,600	0
December	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>6,477</b>	<b>11,911</b>	<b>18,388</b>	<b>9,216</b>	<b>0</b>	<b>9,216</b>	<b>16,996</b>	<b>18,339</b>	<b>35,384</b>	<b>27,555</b>
<b>Variance</b>	<b>-30%</b>	<b>0%</b>	<b>100%</b>				<b>-7%</b>	<b>1,343</b>	<b>28%</b>	<b>7,829</b>

### Non- Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2019

	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	527	1,571	1,024
May	0	287	287	0	400	400	1,582	0	1,869	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	0	695	0	695
October	0	0	0	0	0	0	2,075	0	2,075	0
November	0	0	0	0	0	0	0	1,339	0	1,339
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>9,016</b>	<b>6,212</b>	<b>12,571</b>	<b>8,760</b>
<b>Variance</b>	<b>52%</b>	<b>-28%</b>	<b>40%</b>				<b>45%</b>	<b>2,804</b>	<b>44%</b>	<b>3,811</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
9/30/2018	0	0	0	0	0	4,540	0	0	0	0	0	0	4,540
9/30/2019	760	0	6,361	6,242	0	5,647	2,700	0	0	0	0	0	21,710
<b>% Increase</b>													<b>378%</b>

All Current Calendar Year Business Occurring Pace to STLY - as of 9/30/2019											
	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	4,227	3,166	4,227	
March	692	5,669	6,361	0	0	0	5,500	3,574	11,861	3,574	
April	0	6,242	6,242	0	0	0	1,540	965	7,782	965	
May	0	0	0	0	287	287	1,230	0	1,230	287	
June	5,647	0	5,647	0	0	0	0	11,478	5,647	11,478	
July	2,700	0	2,700	0	0	0	4,955	2,401	7,655	2,401	
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>9,799</b>	<b>11,911</b>	<b>21,710</b>	<b>2,525</b>	<b>287</b>	<b>2,812</b>	<b>16,941</b>	<b>22,645</b>	<b>38,651</b>	<b>25,457</b>	
<b>Variance</b>	<b>288%</b>	<b>4050%</b>	<b>672%</b>				<b>-25%</b>	<b>5704</b>	<b>52%</b>	<b>13,194</b>	

## One-Year Comparative Business Occurring

<b>Convention Center Current Calendar Year Business Occurring Pace to STLY - as of 9/30/2019</b>										
	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	4,227	3,166	4,227
March	692	5,669	6,361	0	0	0	5,500	2,210	11,861	2,210
April	0	6,242	6,242	0	0	0	1,540	965	7,782	965
May	0	0	0	0	0	0	0	0	0	0
June	5,647	0	5,647	0	0	0	0	11,478	5,647	11,478
July	2,700	0	2,700	0	0	0	4,955	0	7,655	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>9,039</b>	<b>11,911</b>	<b>20,950</b>	<b>2,525</b>	<b>0</b>	<b>2,525</b>	<b>15,161</b>	<b>18,880</b>	<b>36,111</b>	<b>21,405</b>
<b>Variance</b>	<b>258%</b>	<b>0%</b>	<b>730%</b>				<b>-20%</b>	<b>3719</b>	<b>69%</b>	<b>14,706</b>

<b>Non- Center Current Calendar Year Business Occurring Pace to STLY - as of 9/30/2019</b>										
	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	2,401	0	2,401
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>3,765</b>	<b>2,540</b>	<b>4,052</b>
<b>Variance</b>	<b>100%</b>	<b>-100%</b>	<b>165%</b>				<b>-53%</b>	<b>1985</b>	<b>-37%</b>	<b>1,512</b>