



Visit Albuquerque is pleased to provide the September 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).

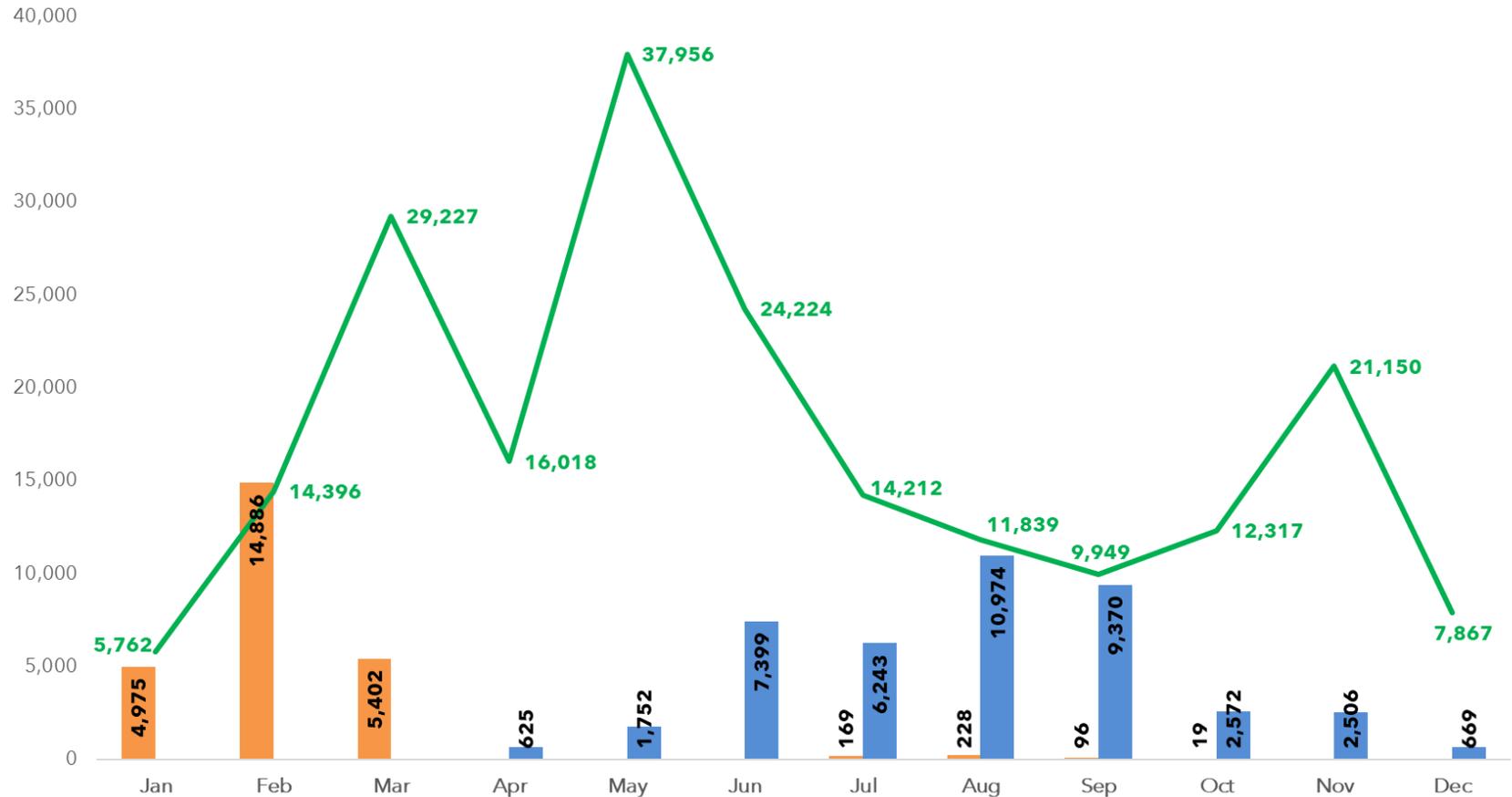
Highlights of this month's report:

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 29% or ~17K previously booked room nights compared to same time last year.
 - Overall, 2021 is ahead of pace by 50%, ~14K in room nights compared to 2020. Meetings & Conventions are up by 20% or ~2K room nights while Sports bookings are above pace at 66% or ~12K in room nights.
 - 2021 Total Convention Center is behind pace by 35%, ~4K room nights compared to same time last year. Center meetings/conventions are up 126% 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 -2%, approximately 150 room nights. Sporting events are above pace by 182%, approximately 18K room nights as sporting events have resumed since the lifting of restrictions. Total non-center is up 97%, ~18K in room nights compared to same time last year.
- 2022 is showing an increase of 27% year over year, or ~9K room nights added.
 - 2022 overall room nights are below pace compared to 2021 at -29% or ~17K room nights. Meetings/conventions are behind pace by 25%, approximately 9K room nights, while Sporting events are showing an overall decrease of 34% or ~8K room nights.
- 2023 is showing an increase of 37% year over year, or ~11K 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 September 30, 2021.

Room Night Impact due to COVID-19 as of September 30, 2021



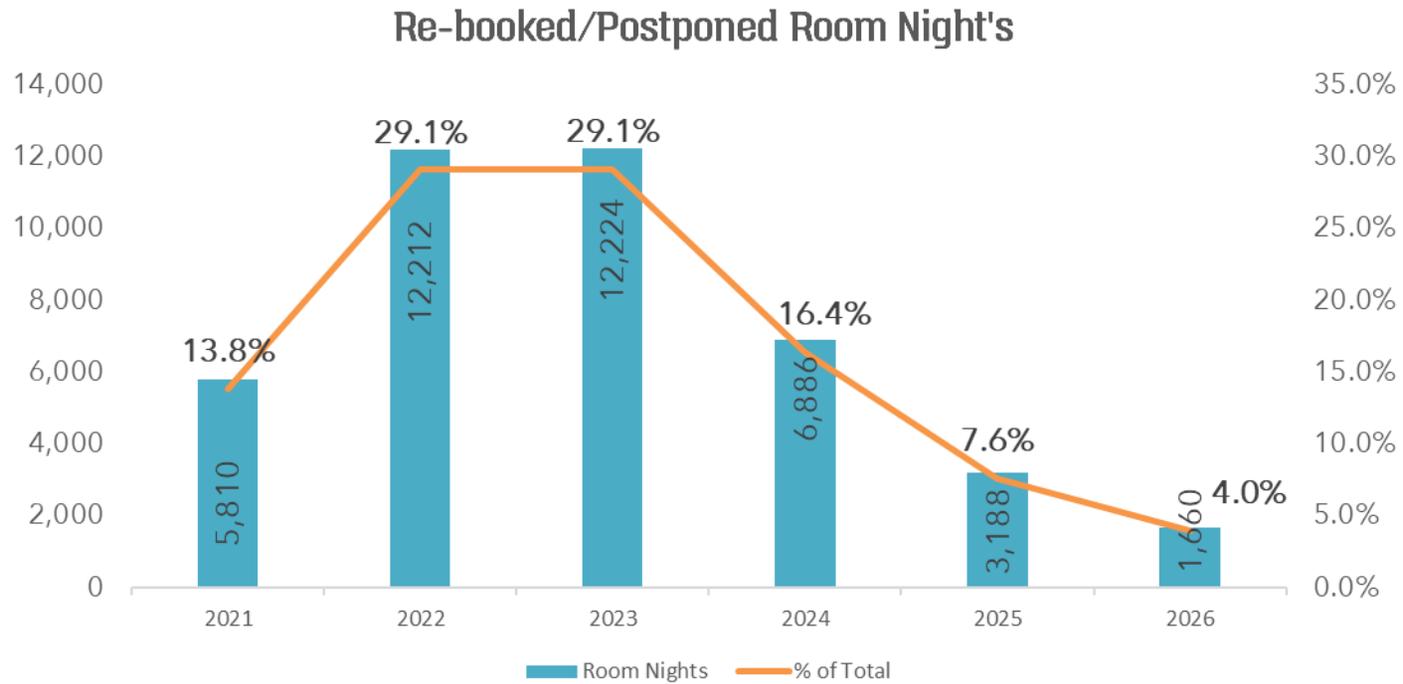
Legend:

3 YR AVERAGE: Average monthly room nights that occurred during calendar years 2017-2019

2020: Room nights that occurred during calendar year 2020

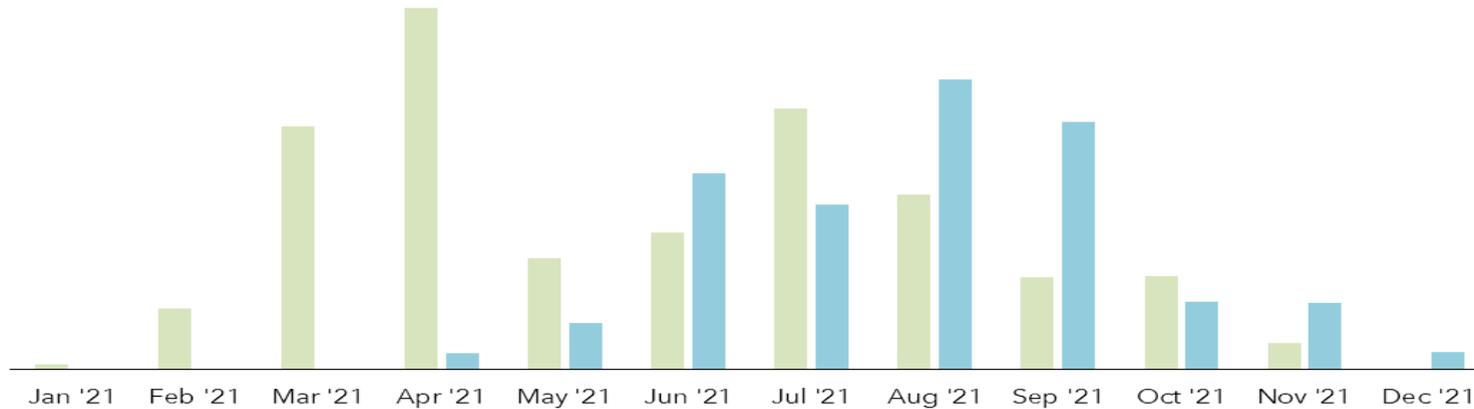
2021: Room nights that occurred or are set to occur in 2021 as of the date above -
 2021 future events remain subject to cancellation

35% of all COVID Lost Groups have rebooked their meetings or events representing 27% 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	
9/30/2020	198	2,297	9,195	13,666	4,197	5,162	9,863	6,626	3,515	3,522	1,005	0	59,246	
9/30/2021	0	0	0	625	1,752	7,399	6,243	10,974	9,370	2,572	2,506	669	42,110	
													% Change	-29%

All Current Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	2,345	7,025	9,370	0	96	96	0	0	9,370	96
October	1,709	863	2,572	0	0	0	827	259	3,399	259
November	2,475	31	2,506	2,359	0	2,359	3,621	250	6,127	2,609
December	0	669	669	0	10	10	926	285	1,595	295
Total	12,184	29,926	42,110	10,151	17,974	28,125	5,374	794	47,484	28,919
Variance	20%	66%	50%				577%	4,580	64%	18,565

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 9/30/2021

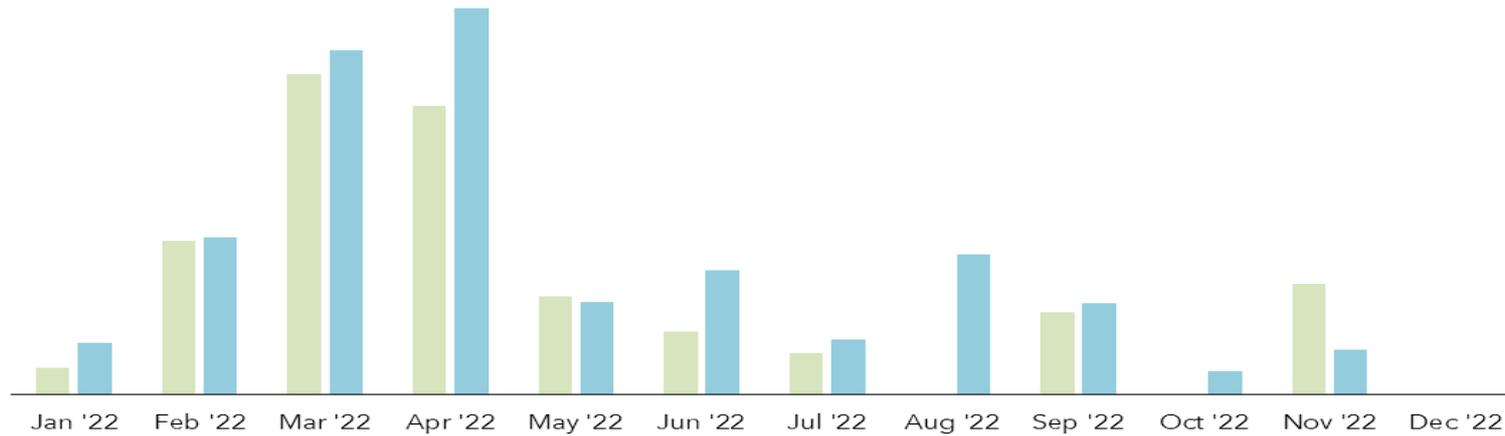
	2021 Definite			2020 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2021	2020	2,021	2,020
January	0	0	0	0	1,827	1,827	0	0	0	1,827
February	0	0	0	953	5,713	6,666	0	0	0	6,666
March	0	0	0	0	719	719	0	0	0	719
April	0	0	0	0	0	0	0	0	0	0
May	0	0	0	0	0	0	0	0	0	0
June	182	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	40	0	40	0	0	0	150	0	190	0
November	0	0	0	775	0	775	0	250	0	1,025
December	0	0	0	0	0	0	0	0	0	0
Total	3,909	2,539	6,448	1,728	8,259	9,987	150	250	6,598	10,237
Variance	126%	-69%	-35%				-40%	100	-36%	3,639

Non-Center Current Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	2,345	4,736	7,081	0	96	96	0	0	7,081	96
October	1,669	863	2,532	0	0	0	677	259	3,209	259
November	2,475	31	2,506	1,584	0	1,584	3,621	0	6,127	1,584
December	0	669	669	0	10	10	926	285	1,595	295
Total	8,275	27,387	35,662	8,423	9,715	18,138	5,224	544	40,886	18,682
Variance	-2%	182%	97%				860%	4,680	119%	22,204

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
9/30/2020	765	4,311	8,948	8,061	2,756	1,755	1,180	0	2,310	0	3,085	0	33,171
9/30/2021	1,438	4,385	9,614	10,780	2,606	3,485	1,558	3,920	2,560	655	1,258	0	42,259
% Increase													27%

All One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total All Biz	Mtgs/Conv	Sports	Total All Biz	2022	2021	2022	2021
January	1,438	0	1,438	198	0	198	2,607	2,242	4,045	2,440
February	4,385	0	4,385	2,287	10	2,297	5,293	3,772	9,678	6,069
March	3,945	5,669	9,614	3,526	5,669	9,195	4,233	3,520	13,847	12,715
April	4,538	6,242	10,780	3,302	10,364	13,666	387	1,492	11,167	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	3,377	470	6,862	5,632
July	1,515	43	1,558	3,234	6,629	9,863	717	0	2,275	9,863
August	806	3,114	3,920	6,626	0	6,626	54	1,765	3,974	8,391
September	2,560	0	2,560	3,435	80	3,515	1,991	1,570	4,551	5,085
October	655	0	655	3,522	0	3,522	2,785	2,255	3,440	5,777
November	1,258	0	1,258	1,005	0	1,005	3,335	2,158	4,593	3,163
December	0	0	0	0	0	0	62	669	62	669
Total	26,904	15,355	42,259	36,084	23,162	59,246	25,092	20,087	67,351	79,333
Variance	-25%	-34%	-29%				25%	5,005	-15%	11,982

One-Year Comparative Business Occurring

Convention Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

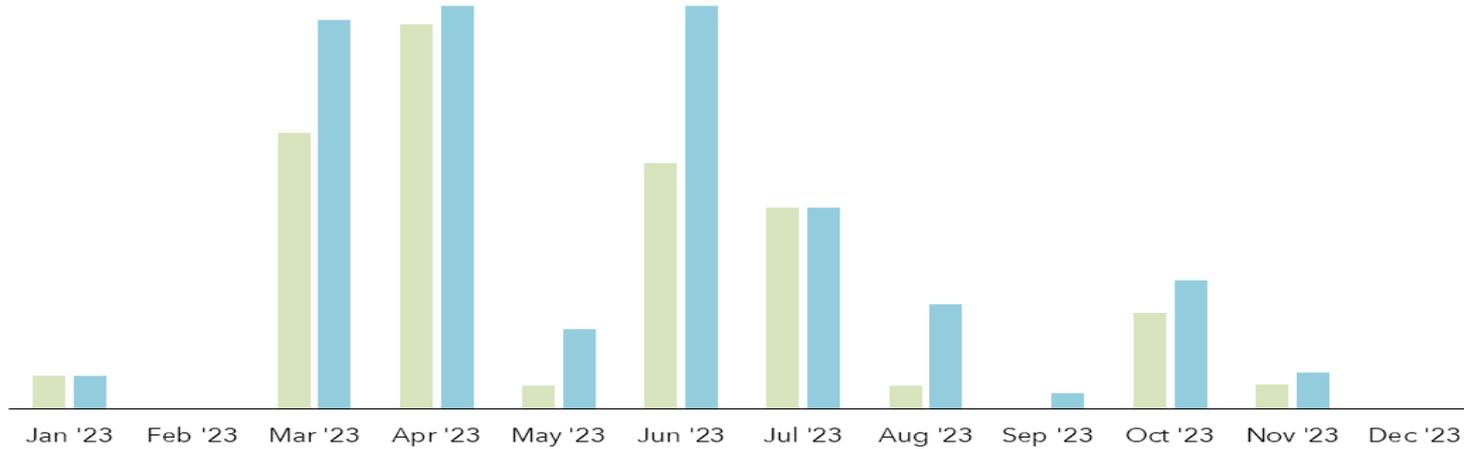
	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2022	2021	2022	2021
January	1,043	0	1,043	0	0	0	1,128	1,479	2,171	1,479
February	2,375	0	2,375	0	0	0	3,787	3,574	6,162	3,574
March	1,443	5,669	7,112	2,587	5,669	8,256	1,225	602	8,337	8,858
April	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	1,260	2,830	1,260
December	0	0	0	0	0	0	0	0	0	0
Total	10,580	11,911	22,491	17,593	16,033	33,626	15,342	9,950	37,833	43,576
Variance	-40%	-26%	-33%				54%	5,392	-13%	5,743

Non-Center One Year Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	2022 Definite			2021 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total NC	Mtgs/Conv	Sports	Total NC	2022	2021	2022	2021
January	395	0	395	198	0	198	1,479	763	1,874	961
February	2,010	0	2,010	2,287	10	2,297	1,506	198	3,516	2,495
March	2,502	0	2,502	939	0	939	3,008	2,918	5,510	3,857
April	4,538	0	4,538	3,302	0	3,302	315	1,492	4,853	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	1,280	260	2,472	2,042
July	1,515	43	1,558	3,234	6,629	9,863	717	0	2,275	9,863
August	320	3,114	3,434	1,474	0	1,474	54	540	3,488	2,014
September	1,080	0	1,080	1,045	80	1,125	233	1,570	1,313	2,695
October	655	0	655	2,192	0	2,192	340	655	995	2,847
November	1,258	0	1,258	1,005	0	1,005	505	898	1,763	1,903
December	0	0	0	0	0	0	62	669	62	669
Total	16,324	3,444	19,768	18,491	7,129	25,620	9,750	10,137	29,518	35,757
Variance	-12%	-52%	-23%				-4%	387	-17%	6,239

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
9/30/2020	760	0	6,361	8,852	550	5,647	4,622	556	0	2,215	560	0	30,123
9/30/2021	760	0	8,947	9,262	1,845	9,266	4,622	2,412	367	2,955	841	0	41,277
% Increase													37%

All Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	1,034	1,570	1,794	2,335
February	0	0	0	4,311	0	4,311	4,729	341	4,729	4,652
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	4,536	297	13,798	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	3,085	5,038	4,265
August	2,412	0	2,412	0	0	0	0	400	2,412	400
September	367	0	367	2,310	0	2,310	5,753	1,803	6,120	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	19,894	14,088	61,171	47,259
Variance	27%	20%	24%				41%	5,806	29%	13,912

One-Year Comparative Business Occurring

Convention Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

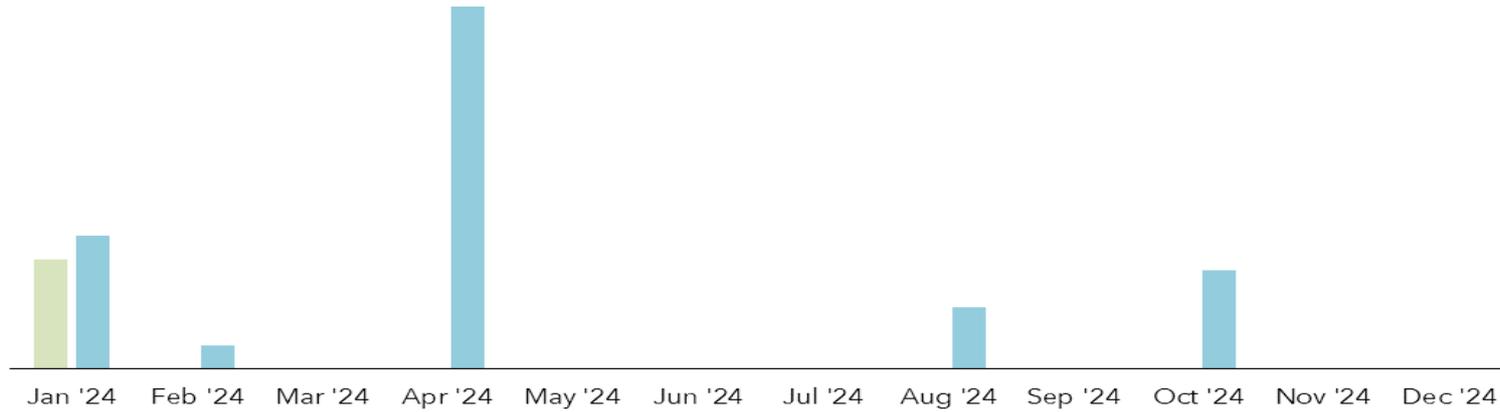
	2023 Definite			2022 STLY			Tentative		EOY Potential	
	Mtgs/Conv	Sports	Total CC	Mtgs/Conv	Sports	Total CC	2023	2022	2023	2022
January	0	0	0	0	0	0	0	1,570	0	1,570
February	0	0	0	2,375	0	2,375	4,299	0	4,299	2,375
March	558	8,389	8,947	1,577	5,669	7,246	0	974	8,947	8,220
April	0	6,242	6,242	0	6,242	6,242	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	3,085	4,622	3,085
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	12,969	11,412	45,613	34,277
Variance	64%	23%	43%				14%	1,557	33%	11,336

Non-Center Two Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	1,034	0	1,794	765
February	0	0	0	1,936	0	1,936	430	341	430	2,277
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	47	297	3,067	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	1,572	233	1,939	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	6,925	2,676	15,558	12,982
Variance	-13%	-100%	-16%				159%	4,249	20%	2,576

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
9/30/2020	1,327	0	0	0	0	0	0	0	0	0	0	0	1,327
9/30/2021	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 9/30/2021

	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	5,904	1,417	5,904
March	0	0	0	692	5,669	6,361	0	8,072	0	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	2,240	416	2,240	5,038
August	744	0	744	556	0	556	0	1,832	744	2,388
September	0	0	0	0	0	0	1,225	6,626	1,225	6,626
October	1,186	0	1,186	2,215	0	2,215	1,330	0	2,516	2,215
November	0	0	0	560	0	560	0	0	0	560
December	0	0	0	0	0	0	0	0	0	0
Total	3,816	4,397	8,213	18,212	11,911	30,123	8,578	24,056	16,791	54,179
Variance	-79%	-63%	-73%				-64%	15,478	-69%	37,388

One-Year Comparative Business Occurring

Convention Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	5,904	1,138	5,904
March	0	0	0	692	5,669	6,361	0	4,012	0	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	2,240	0	2,240	4,622
August	0	0	0	0	0	0	0	1,225	0	1,225
September	0	0	0	0	0	0	1,225	6,626	1,225	6,626
October	0	0	0	2,215	0	2,215	1,330	0	1,330	2,215
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	13,176	11,911	25,087	7,803	17,767	13,527	42,854
Variance	-90%	-63%	-77%				-56%	9,964	-68%	29,327

Non- Center Three Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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	560	0	560	0	0	0	560
December	0	0	0	0	0	0	0	0	0	0
Total	2,489	0	2,489	5,036	0	5,036	775	6,289	3,264	11,325
Variance	-51%	100%	-51%				-88%	5,514	-71%	8,061

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	
9/30/2020	0	0	0	0	0	0	0	0	0	0	0	0	0	
9/30/2021	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 9/30/2021

	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	2,384	2,061	2,384	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	8,607	14,660	11,795	15,987
Variance	140%	0%	140%				-41%	6053	-26%	4,192

One-Year Comparative Business Occurring

Convention Center Four Years Out Calendar Year Business Occurring Pace to STLY - as of 9/30/2021

	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 9/30/2021

	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	2,384	0	2,384	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	3,134	4,060	3,134	4,060
Variance	100%	0%	0%				-23%	926	-23%	926