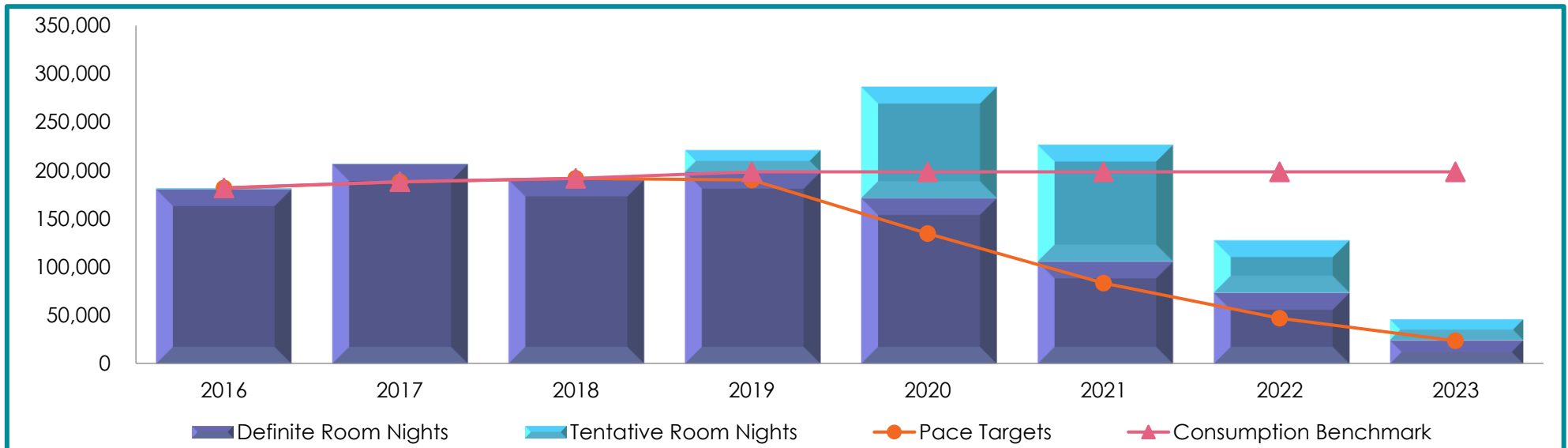


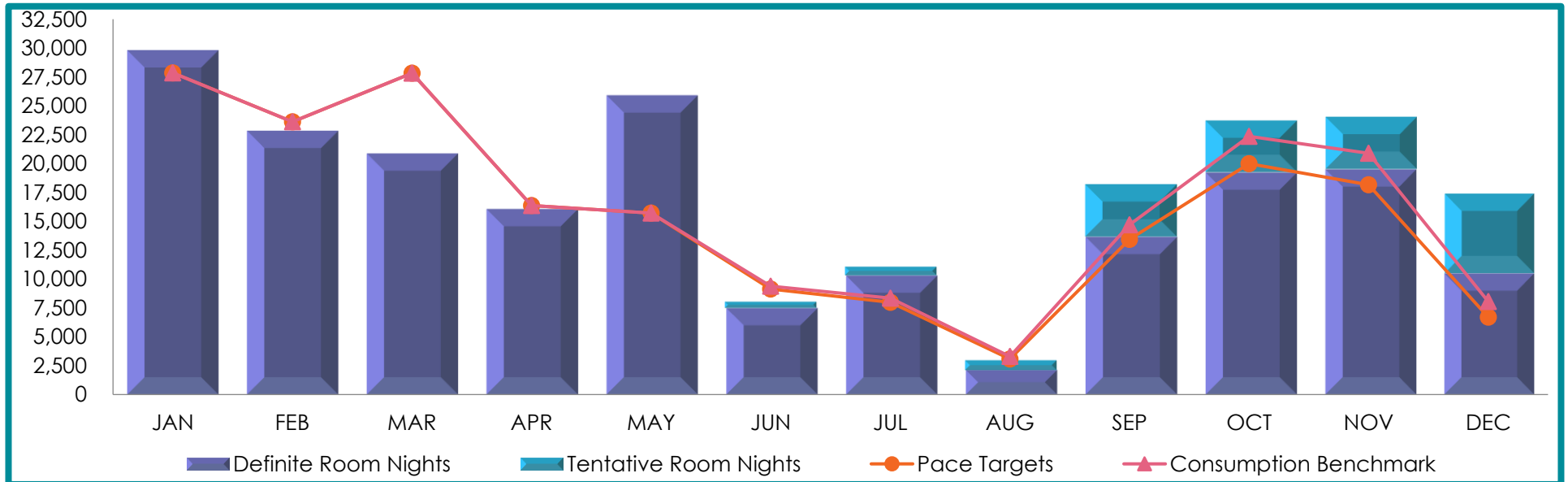
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	198,070	170,920	105,346	73,113	24,194	1,147,869
Pace Targets	181,619	187,869	191,568	189,902	134,378	83,232	46,759	23,372	1,038,699
Variance	(1,463)	18,185	(1,552)	8,168	36,542	22,114	26,354	822	109,170
Consumption Benchmark	181,769	188,072	191,568	198,402	198,402	198,402	198,402	198,402	1,553,419
Pace Percentage	99%	110%	99%	104%	127%	127%	156%	104%	111%
Total Demand Room Nights	722,310	812,760	868,779	813,736	580,974	312,827	169,865	76,042	4,357,293
Lost Room Nights	542,154	606,706	678,763	615,666	410,054	207,481	96,752	51,848	3,209,424
Conversion Percentage	25%	25%	22%	24%	29%	34%	43%	32%	26%
Tentative Room Nights	1,000	50	0	22,504	115,273	120,919	54,182	21,571	335,499

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	272	161	74	40	13	975
Pace Targets	207	95	47	271	134	67	33	14	868
Variance	24	35	7	1	27	7	7	(1)	107
Consumption Benchmark	302	302	302	307	307	307	307	307	2,441
Pace Percentage	112%	137%	115%	100%	120%	110%	121%	93%	112%
Total Demand Events	721	333	129	906	482	197	90	38	2,896
Lost Events	490	203	75	634	321	123	50	25	1,921
Conversion Percentage	32%	39%	42%	30%	33%	38%	44%	34%	34%
Tentative Events	122	111	60	63	183	96	40	14	689



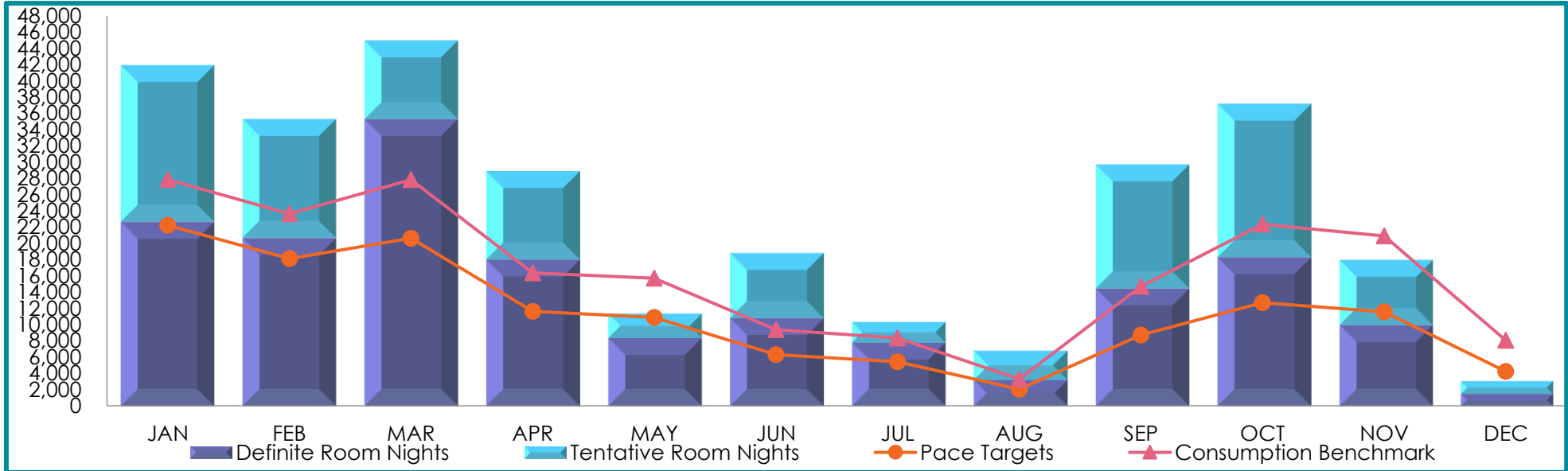
Greater Palm Springs 2019	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	29,760	22,814	20,849	16,049	25,864	7,485	10,309	2,130	13,648	19,203	19,480	10,479	198,070
Pace Targets	27,853	23,628	27,822	16,363	15,717	9,138	7,979	3,081	13,437	19,999	18,177	6,708	189,902
Variance	1,907	(814)	(6,973)	(314)	10,147	(1,653)	2,330	(951)	211	(796)	1,303	3,771	8,168
Consumption Benchmark	27,853	23,628	27,822	16,363	15,717	9,375	8,342	3,294	14,704	22,356	20,901	8,047	198,402
Pace Percentage	107%	97%	75%	98%	165%	82%	129%	69%	102%	96%	107%	156%	104%
Total Demand Room Nights	93,130	117,770	81,306	96,027	74,275	36,187	54,539	11,227	61,504	77,128	93,913	16,730	813,736
Lost Room Nights	63,370	94,956	60,457	79,978	48,411	28,702	44,230	9,097	47,856	57,925	74,433	6,251	615,666
Conversion Percentage	32%	19%	26%	17%	35%	21%	19%	19%	22%	25%	21%	63%	24%
Tentative Room Nights	0	0	0	0	0	541	745	853	4,511	4,460	4,509	6,885	22,504

Greater Palm Springs 2019 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	40	37	31	23	33	21	13	5	19	21	18	11	272
Pace Targets	43	42	33	25	25	16	12	7	17	27	17	7	271
Variance	(3)	(5)	(2)	(2)	8	5	1	(2)	2	(6)	1	4	1
Consumption Benchmark	43	42	33	25	25	18	14	9	23	38	26	11	307
Pace Percentage	93%	88%	94%	92%	132%	131%	108%	71%	112%	78%	106%	157%	100%
Total Demand Events	127	148	101	93	86	58	52	14	69	81	59	18	906
Lost Events	87	111	70	70	53	37	39	9	50	60	41	7	634
Conversion Percentage	31%	25%	31%	25%	38%	36%	25%	36%	28%	26%	31%	61%	30%
Tentative Events	0	0	0	0	0	3	7	5	11	18	11	8	63



Greater Palm Springs 2020	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	22,642	20,646	35,241	18,005	8,354	10,824	7,789	3,236	14,454	18,262	9,972	1,495	170,920
Pace Targets	22,220	18,121	20,615	11,616	10,864	6,297	5,415	2,046	8,714	12,684	11,557	4,229	134,378
Variance	422	2,525	14,626	6,389	(2,510)	4,527	2,374	1,190	5,740	5,578	(1,585)	(2,734)	36,542
Consumption Benchmark	27,853	23,628	27,822	16,363	15,717	9,375	8,342	3,294	14,704	22,356	20,901	8,047	198,402
Pace Percentage	102%	114%	171%	155%	77%	172%	144%	158%	166%	144%	86%	35%	127%
Total Demand Room Nights	92,787	99,123	75,913	67,538	32,293	33,196	22,295	12,034	31,406	76,132	31,530	6,727	580,974
Lost Room Nights	70,145	78,477	40,672	49,533	23,939	22,372	14,506	8,798	16,952	57,870	21,558	5,232	410,054
Conversion Percentage	24%	21%	46%	27%	26%	33%	35%	27%	46%	24%	32%	22%	29%
Tentative Room Nights	19,235	14,629	9,681	10,865	3,038	7,994	2,547	3,601	15,213	18,870	7,987	1,613	115,273

Greater Palm Springs 2020 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	29	21	21	17	11	8	4	4	11	23	9	3	161
Pace Targets	25	22	16	12	11	8	6	3	8	12	8	3	134
Variance	4	(1)	5	5	0	0	(2)	1	3	11	1	0	27
Consumption Benchmark	43	42	33	25	25	18	14	9	23	38	26	11	307
Pace Percentage	116%	95%	131%	142%	100%	100%	67%	133%	138%	192%	112%	100%	120%
Total Demand Events	88	89	63	55	34	26	15	11	27	49	19	6	482
Lost Events	59	68	42	38	23	18	11	7	16	26	10	3	321
Conversion Percentage	33%	24%	33%	31%	32%	31%	27%	36%	41%	47%	47%	50%	33%
Tentative Events	32	32	27	19	8	11	7	4	16	17	7	3	183



Greater Palm Springs 2021	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	17,918	22,148	12,910	6,776	6,160	6,267	3,095	2,570	6,155	12,147	5,630	3,570	105,346
Pace Targets	14,240	11,623	12,749	7,264	6,749	3,849	3,266	1,243	5,278	7,657	6,827	2,487	83,232
Variance	3,678	10,525	161	(488)	(589)	2,418	(171)	1,327	877	4,490	(1,197)	1,083	22,114
Consumption Benchmark	27,853	23,628	27,822	16,363	15,717	9,375	8,342	3,294	14,704	22,356	20,901	8,047	198,402
Pace Percentage	126%	191%	101%	93%	91%	163%	95%	207%	117%	159%	82%	144%	127%
Total Demand Room Nights	41,029	45,791	33,089	39,450	19,179	11,578	30,168	7,995	26,488	37,909	16,581	3,570	312,827
Lost Room Nights	23,111	23,643	20,179	32,674	13,019	5,311	27,073	5,425	20,333	25,762	10,951	0	207,481
Conversion Percentage	44%	48%	39%	17%	32%	54%	10%	32%	23%	32%	34%	100%	34%
Tentative Room Nights	18,167	24,992	10,801	8,697	12,589	12,494	660	2,450	10,965	15,922	2,282	900	120,919

Greater Palm Springs 2021 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	14	16	6	6	5	5	3	2	5	6	4	2	74
Pace Targets	12	11	8	6	5	4	3	2	4	6	4	2	67
Variance	2	5	(2)	0	0	1	0	0	1	0	0	0	7
Consumption Benchmark	43	42	33	25	25	18	14	9	23	38	26	11	307
Pace Percentage	117%	145%	75%	100%	100%	125%	100%	100%	125%	100%	100%	100%	110%
Total Demand Events	28	31	21	28	12	11	13	6	15	19	11	2	197
Lost Events	14	15	15	22	7	6	10	4	10	13	7	0	123
Conversion Percentage	50%	52%	29%	21%	42%	45%	23%	33%	33%	32%	36%	100%	38%
Tentative Events	15	16	11	13	9	8	1	1	8	11	2	1	96

