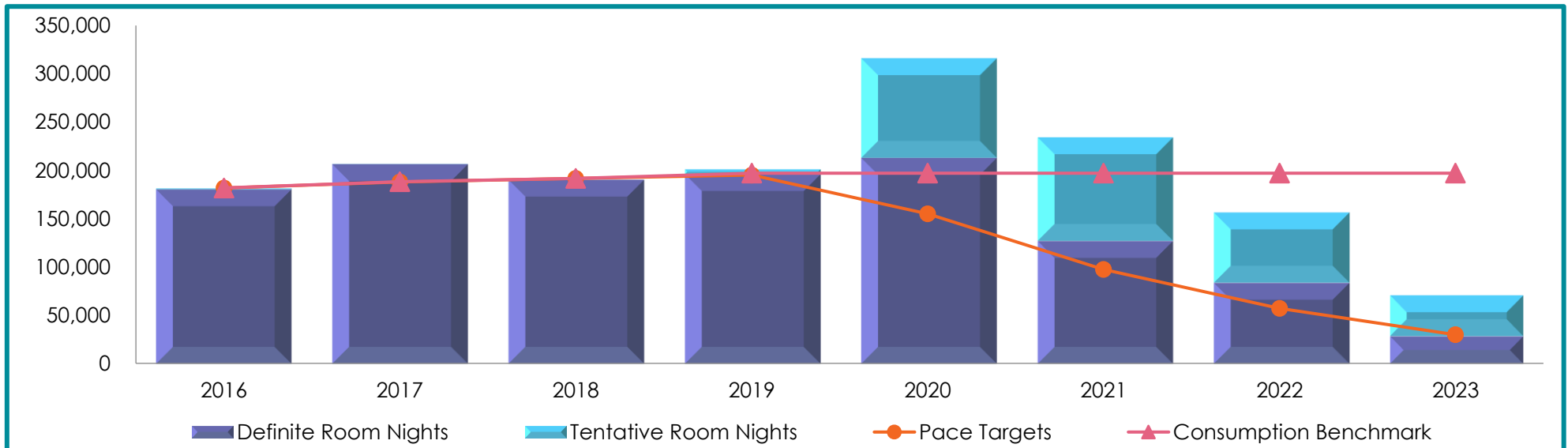


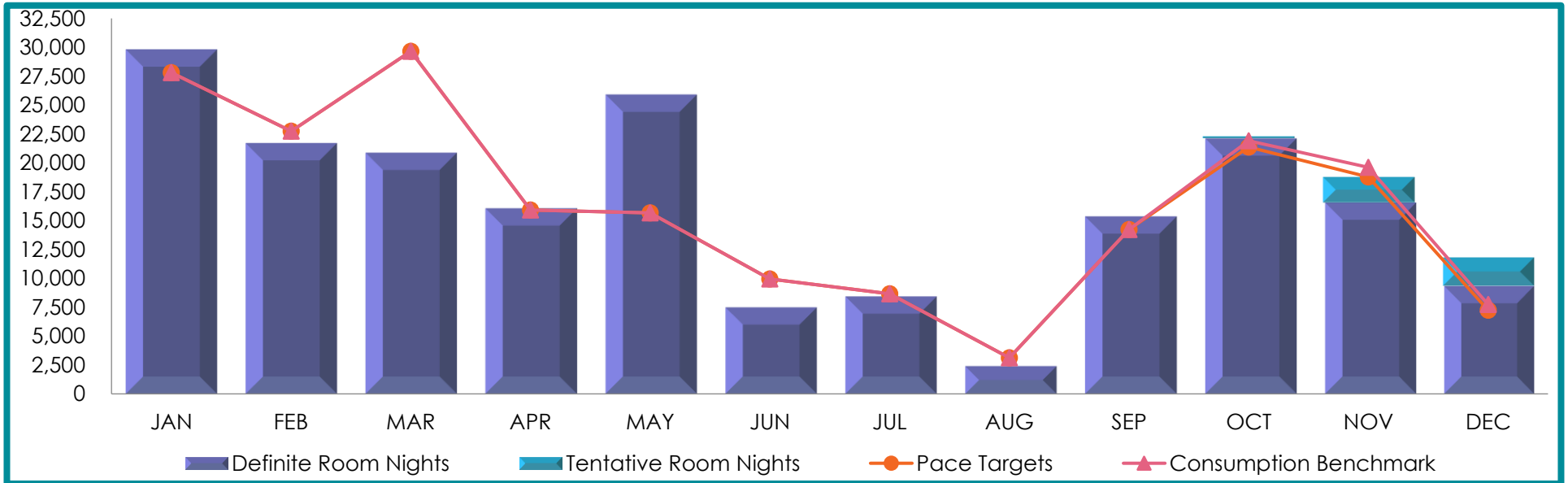
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	195,870	212,439	126,837	83,581	28,429	1,223,382
Pace Targets	181,619	187,869	191,568	195,129	154,930	97,242	56,852	29,679	1,094,888
Variance	(1,463)	18,185	(1,552)	741	57,509	29,595	26,729	(1,250)	128,494
Consumption Benchmark	181,769	188,072	191,568	196,997	196,997	196,997	196,997	196,997	1,546,394
Pace Percentage	99%	110%	99%	100%	137%	130%	147%	96%	112%
Total Demand Room Nights	722,310	812,760	868,779	834,935	726,669	403,365	216,893	95,510	4,681,221
Lost Room Nights	542,154	606,706	678,763	639,065	514,230	276,528	133,312	67,081	3,457,839
Conversion Percentage	25%	25%	22%	23%	29%	31%	39%	30%	26%
Tentative Room Nights	1,000	50	0	4,821	102,854	106,885	72,542	42,282	330,434

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	300	238	97	51	15	1,116
Pace Targets	207	95	47	298	175	84	39	19	964
Variance	24	35	7	2	63	13	12	(4)	152
Consumption Benchmark	302	302	302	308	308	308	308	308	2,446
Pace Percentage	112%	137%	115%	101%	136%	115%	131%	79%	116%
Total Demand Events	721	333	129	986	695	269	121	52	3,306
Lost Events	490	203	75	686	457	172	70	37	2,190
Conversion Percentage	32%	39%	42%	30%	34%	36%	42%	29%	34%
Tentative Events	122	111	60	15	187	112	52	21	680



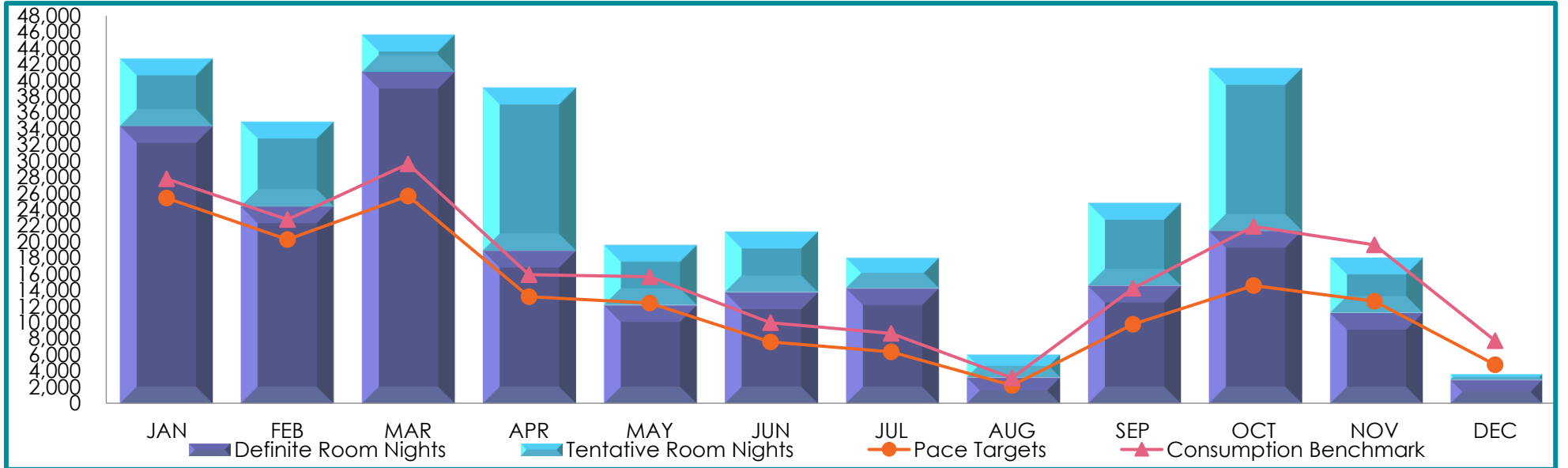
Greater Palm Springs 2019	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	29,760	21,677	20,849	16,049	25,864	7,485	8,437	2,410	15,363	22,079	16,557	9,340	195,870
Pace Targets	27,798	22,747	29,656	15,914	15,659	9,957	8,655	3,123	14,226	21,363	18,783	7,248	195,129
Variance	1,962	(1,070)	(8,807)	135	10,205	(2,472)	(218)	(713)	1,137	716	(2,226)	2,092	741
Consumption Benchmark	27,798	22,747	29,656	15,914	15,659	9,957	8,655	3,123	14,226	21,901	19,618	7,743	196,997
Pace Percentage	107%	95%	70%	101%	165%	75%	97%	77%	108%	103%	88%	129%	100%
Total Demand Room Nights	93,130	117,770	81,306	96,027	74,275	36,698	55,433	10,421	71,111	83,432	93,969	21,363	834,935
Lost Room Nights	63,370	96,093	60,457	79,978	48,411	29,213	46,996	8,011	55,748	61,353	77,412	12,023	639,065
Conversion Percentage	32%	18%	26%	17%	35%	20%	15%	23%	22%	26%	18%	44%	23%
Tentative Room Nights	0	0	0	0	0	0	0	0	0	159	2,200	2,462	4,821

Greater Palm Springs 2019 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	40	36	31	23	33	21	15	8	24	32	24	13	300
Pace Targets	43	42	34	24	25	18	15	9	23	34	22	9	298
Variance	(3)	(6)	(3)	(1)	8	3	0	(1)	1	(2)	2	4	2
Consumption Benchmark	43	42	34	24	25	18	15	9	23	38	26	11	308
Pace Percentage	93%	86%	91%	96%	132%	117%	100%	89%	104%	94%	109%	144%	101%
Total Demand Events	127	148	101	93	86	60	61	22	85	105	72	26	986
Lost Events	87	112	70	70	53	39	46	14	61	73	48	13	686
Conversion Percentage	31%	24%	31%	25%	38%	35%	25%	36%	28%	30%	33%	50%	30%
Tentative Events	0	0	0	0	0	0	0	0	0	5	6	4	15



Greater Palm Springs 2020	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	34,300	24,413	40,960	18,956	12,239	13,815	14,333	3,236	14,639	21,392	11,256	2,900	212,439
Pace Targets	25,419	20,289	25,684	13,209	12,421	7,584	6,365	2,199	9,775	14,586	12,632	4,767	154,930
Variance	8,881	4,124	15,276	5,747	(182)	6,231	7,968	1,037	4,864	6,806	(1,376)	(1,867)	57,509
Consumption Benchmark	27,798	22,747	29,656	15,914	15,659	9,957	8,655	3,123	14,226	21,901	19,618	7,743	196,997
Pace Percentage	135%	120%	159%	144%	99%	182%	225%	147%	150%	147%	89%	61%	137%
Total Demand Room Nights	138,501	121,693	91,291	76,153	40,380	41,768	30,667	14,337	43,179	80,455	39,651	8,594	726,669
Lost Room Nights	104,201	97,280	50,331	57,197	28,141	27,953	16,334	11,101	28,540	59,063	28,395	5,694	514,230
Conversion Percentage	25%	20%	45%	25%	30%	33%	47%	23%	34%	27%	28%	34%	29%
Tentative Room Nights	8,318	10,426	4,618	20,093	7,457	7,489	3,760	2,822	10,226	20,073	6,852	720	102,854

Greater Palm Springs 2020 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	46	36	31	19	18	13	14	4	12	28	11	6	238
Pace Targets	32	30	23	15	14	10	7	4	10	16	10	4	175
Variance	14	6	8	4	4	3	7	0	2	12	1	2	63
Consumption Benchmark	43	42	34	24	25	18	15	9	23	38	26	11	308
Pace Percentage	144%	120%	135%	127%	129%	130%	200%	100%	120%	175%	110%	150%	136%
Total Demand Events	134	133	100	70	43	37	27	15	41	58	27	10	695
Lost Events	88	97	69	51	25	24	13	11	29	30	16	4	457
Conversion Percentage	34%	27%	31%	27%	42%	35%	52%	27%	29%	48%	41%	60%	34%
Tentative Events	22	36	18	27	16	9	9	5	10	18	13	4	187



Greater Palm Springs 2021	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	19,496	23,806	19,658	8,561	6,160	10,462	4,185	2,570	7,835	12,902	6,292	4,910	126,837
Pace Targets	16,338	12,821	16,277	8,278	7,928	4,848	3,927	1,368	6,038	8,905	7,624	2,890	97,242
Variance	3,158	10,985	3,381	283	(1,768)	5,614	258	1,202	1,797	3,997	(1,332)	2,020	29,595
Consumption Benchmark	27,798	22,747	29,656	15,914	15,659	9,957	8,655	3,123	14,226	21,901	19,618	7,743	196,997
Pace Percentage	119%	186%	121%	103%	78%	216%	107%	188%	130%	145%	83%	170%	130%
Total Demand Room Nights	52,586	65,983	44,475	47,079	33,515	18,475	31,258	8,108	31,941	46,377	18,658	4,910	403,365
Lost Room Nights	33,090	42,177	24,817	38,518	27,355	8,013	27,073	5,538	24,106	33,475	12,366	0	276,528
Conversion Percentage	37%	36%	44%	18%	18%	57%	13%	32%	25%	28%	34%	100%	31%
Tentative Room Nights	18,667	11,564	21,714	14,302	1,483	6,834	1,652	5,638	11,319	9,157	4,555	0	106,885

Greater Palm Springs 2021 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	18	19	11	8	5	8	4	2	6	7	5	4	97
Pace Targets	15	14	10	7	7	5	4	2	5	8	5	2	84
Variance	3	5	1	1	(2)	3	0	0	1	(1)	0	2	13
Consumption Benchmark	43	42	34	24	25	18	15	9	23	38	26	11	308
Pace Percentage	120%	136%	110%	114%	71%	160%	100%	100%	120%	88%	100%	200%	115%
Total Demand Events	38	42	30	39	20	16	14	7	20	26	13	4	269
Lost Events	20	23	19	31	15	8	10	5	14	19	8	0	172
Conversion Percentage	47%	45%	37%	21%	25%	50%	29%	29%	30%	27%	38%	100%	36%
Tentative Events	18	19	18	17	6	7	3	2	8	9	5	0	112

