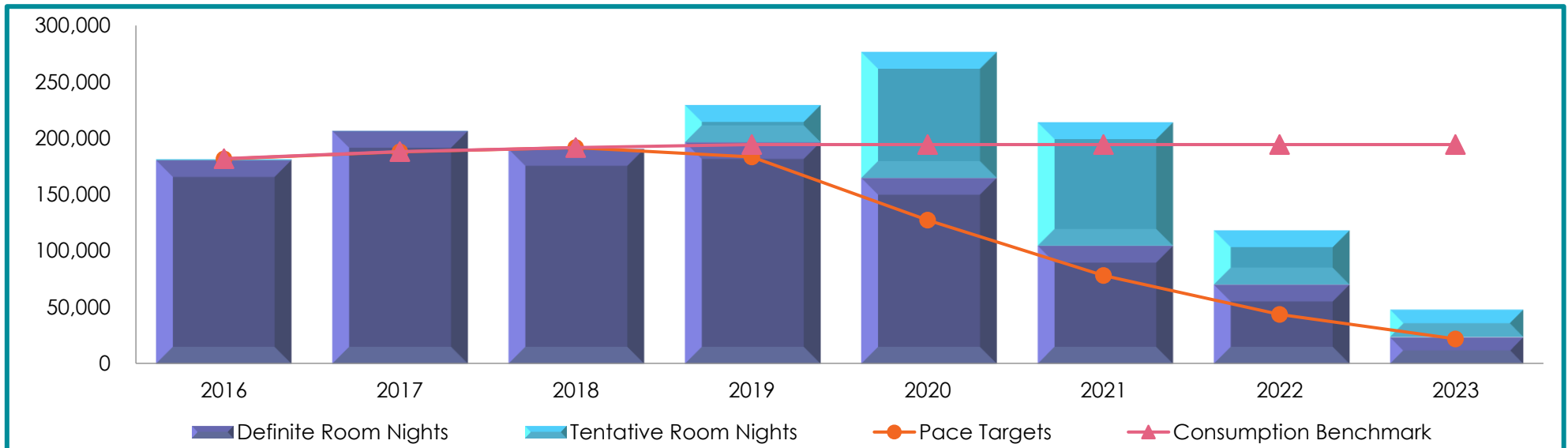


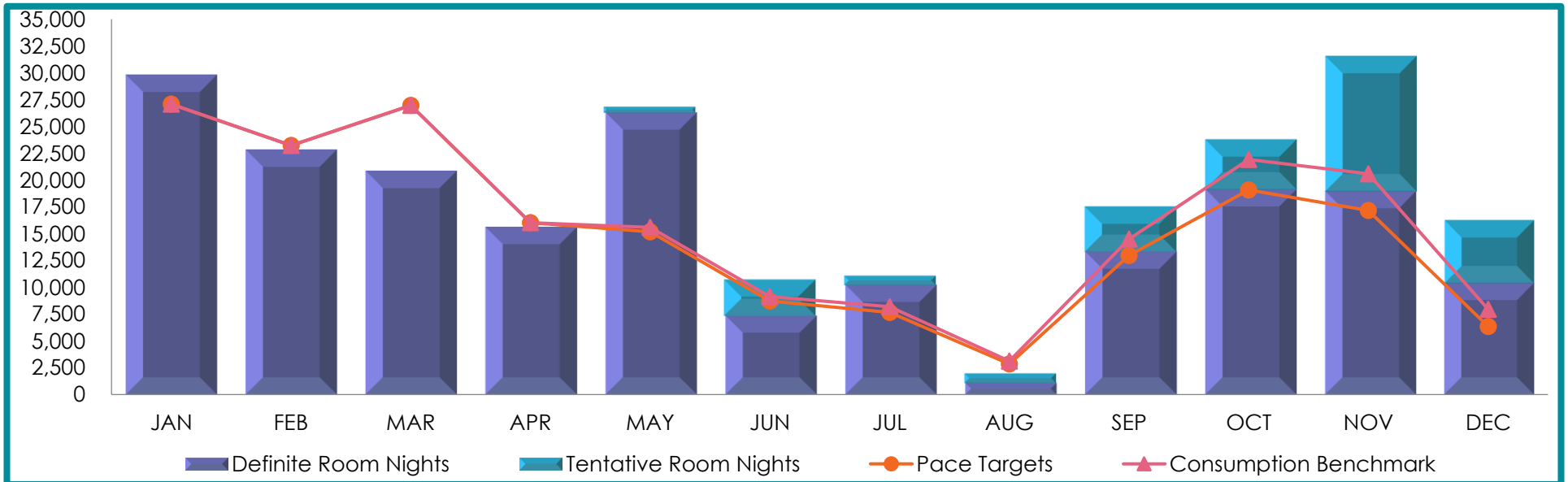
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	196,170	164,458	104,232	69,853	23,469	1,134,408
Pace Targets	181,619	187,869	191,568	183,265	127,120	77,963	43,478	21,735	1,014,617
Variance	(1,463)	18,185	(1,552)	12,905	37,338	26,269	26,375	1,734	119,791
Consumption Benchmark	181,769	188,072	191,568	194,278	194,278	194,278	194,278	194,278	1,532,799
Pace Percentage	99%	110%	99%	107%	129%	134%	161%	108%	112%
Total Demand Room Nights	722,310	812,760	868,779	795,890	544,981	294,037	162,188	64,345	4,265,290
Lost Room Nights	542,154	606,706	678,763	599,720	380,523	189,805	92,335	40,876	3,130,882
Conversion Percentage	25%	25%	22%	25%	30%	35%	43%	36%	27%
Tentative Room Nights	1,000	50	0	33,046	111,839	109,508	48,102	24,301	327,846

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	264	153	73	37	12	954
Pace Targets	207	95	47	259	125	60	29	13	835
Variance	24	35	7	5	28	13	8	(1)	119
Consumption Benchmark	302	302	302	303	303	303	303	303	2,421
Pace Percentage	112%	137%	115%	102%	122%	122%	128%	92%	114%
Total Demand Events	721	333	129	871	438	179	84	32	2,787
Lost Events	490	203	75	607	285	106	47	20	1,833
Conversion Percentage	32%	39%	42%	30%	35%	41%	44%	38%	34%
Tentative Events	122	111	60	75	170	87	36	16	677



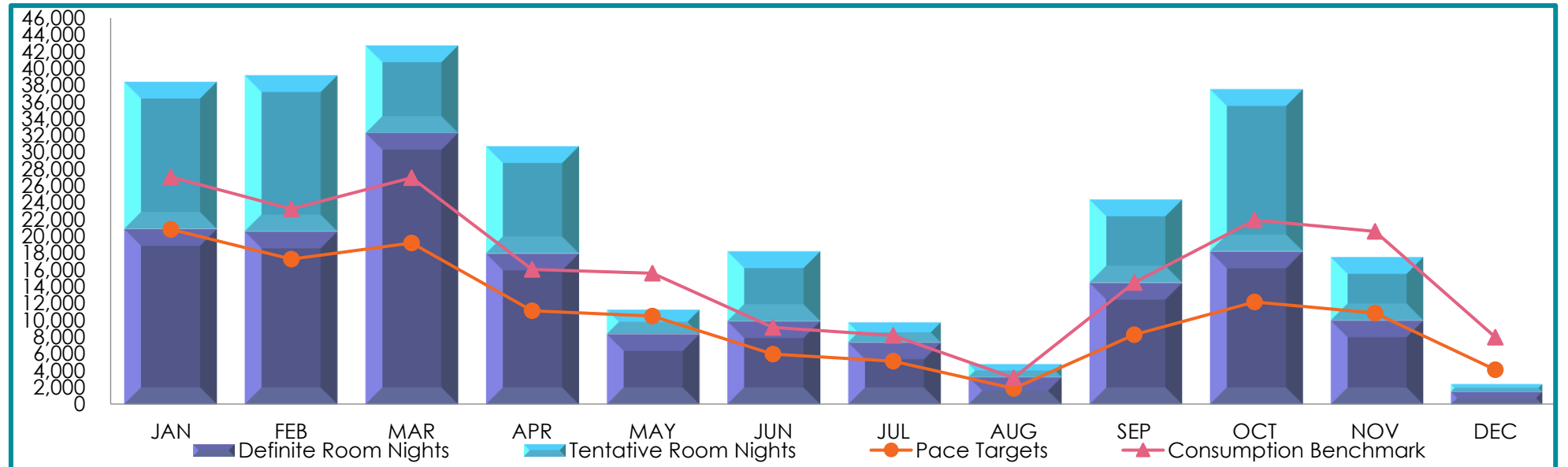
Greater Palm Springs 2019	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	29,760	22,814	20,849	15,664	26,249	7,408	10,309	1,106	13,382	19,163	18,987	10,479	196,170
Pace Targets	27,073	23,235	26,973	16,030	15,179	8,733	7,655	2,854	12,963	19,068	17,155	6,347	183,265
Variance	2,687	(421)	(6,124)	(366)	11,070	(1,325)	2,654	(1,748)	419	95	1,832	4,132	12,905
Consumption Benchmark	27,073	23,235	26,973	16,030	15,576	9,133	8,184	3,123	14,491	21,925	20,585	7,950	194,278
Pace Percentage	110%	98%	77%	98%	173%	85%	135%	39%	103%	100%	111%	165%	107%
Total Demand Room Nights	93,130	117,770	81,292	95,642	74,091	33,251	54,287	10,123	59,691	75,404	84,479	16,730	795,890
Lost Room Nights	63,370	94,956	60,443	79,978	47,842	25,843	43,978	9,017	46,309	56,241	65,492	6,251	599,720
Conversion Percentage	32%	19%	26%	16%	35%	22%	19%	11%	22%	25%	22%	63%	25%
Tentative Room Nights	0	0	0	0	569	3,433	877	911	4,226	4,641	12,529	5,860	33,046

Greater Palm Springs 2019 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	40	37	31	22	34	19	13	4	18	20	15	11	264
Pace Targets	43	42	33	24	22	14	11	7	16	25	16	6	259
Variance	(3)	(5)	(2)	(2)	12	5	2	(3)	2	(5)	(1)	5	5
Consumption Benchmark	43	42	33	24	25	17	14	9	23	37	25	11	303
Pace Percentage	93%	88%	94%	92%	155%	136%	118%	57%	112%	80%	94%	183%	102%
Total Demand Events	127	148	100	92	83	53	50	12	63	76	49	18	871
Lost Events	87	111	69	70	49	34	37	8	45	56	34	7	607
Conversion Percentage	31%	25%	31%	24%	41%	36%	26%	33%	29%	26%	31%	61%	30%
Tentative Events	0	0	0	0	4	6	6	5	16	14	18	6	75



Greater Palm Springs 2020	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	20,844	20,536	32,221	17,941	8,354	9,895	7,348	3,236	14,454	18,162	9,972	1,495	164,458
Pace Targets	20,828	17,268	19,200	11,109	10,485	5,950	5,101	1,856	8,246	12,157	10,846	4,074	127,120
Variance	16	3,268	13,021	6,832	(2,131)	3,945	2,247	1,380	6,208	6,005	(874)	(2,579)	37,338
Consumption Benchmark	27,073	23,235	26,973	16,030	15,576	9,133	8,184	3,123	14,491	21,925	20,585	7,950	194,278
Pace Percentage	100%	119%	168%	161%	80%	166%	144%	174%	175%	149%	92%	37%	129%
Total Demand Room Nights	83,642	91,884	67,656	64,185	32,107	29,688	21,269	11,324	31,129	73,840	31,530	6,727	544,981
Lost Room Nights	62,798	71,348	35,435	46,244	23,753	19,793	13,921	8,088	16,675	55,678	21,558	5,232	380,523
Conversion Percentage	25%	22%	48%	28%	26%	33%	35%	29%	46%	25%	32%	22%	30%
Tentative Room Nights	17,472	18,585	10,432	12,735	2,883	8,275	2,370	1,530	9,868	19,287	7,502	900	111,839

Greater Palm Springs 2020 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	27	20	20	16	11	7	3	4	11	22	9	3	153
Pace Targets	23	21	15	11	10	7	5	3	8	12	7	3	125
Variance	4	(1)	5	5	1	0	(2)	1	3	10	2	0	28
Consumption Benchmark	43	42	33	24	25	17	14	9	23	37	25	11	303
Pace Percentage	117%	95%	133%	145%	110%	100%	60%	133%	138%	183%	129%	100%	122%
Total Demand Events	79	77	57	50	33	22	13	10	26	46	19	6	438
Lost Events	52	57	37	34	22	15	10	6	15	24	10	3	285
Conversion Percentage	34%	26%	35%	32%	33%	32%	23%	40%	42%	48%	47%	50%	35%
Tentative Events	29	35	25	18	6	12	6	2	13	17	6	1	170



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	11,033	5,630	3,570	104,232
Pace Targets	13,344	10,663	11,990	6,890	6,399	3,576	3,089	1,123	4,969	7,167	6,364	2,389	77,963
Variance	4,574	11,485	920	(114)	(239)	2,691	6	1,447	1,186	3,866	(734)	1,181	26,269
Consumption Benchmark	27,073	23,235	26,973	16,030	15,576	9,133	8,184	3,123	14,491	21,925	20,585	7,950	194,278
Pace Percentage	134%	208%	108%	98%	96%	175%	100%	229%	124%	154%	88%	149%	134%
Total Demand Room Nights	38,349	41,703	29,715	36,096	19,179	11,578	30,168	7,335	24,188	35,575	16,581	3,570	294,037
Lost Room Nights	20,431	19,555	16,805	29,320	13,019	5,311	27,073	4,765	18,033	24,542	10,951	0	189,805
Conversion Percentage	47%	53%	43%	19%	32%	54%	10%	35%	25%	31%	34%	100%	35%
Tentative Room Nights	12,749	22,297	12,603	10,091	11,979	7,684	660	2,450	11,577	14,236	2,282	900	109,508

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	5	4	2	73
Pace Targets	11	10	7	5	5	3	3	2	4	6	3	1	60
Variance	3	6	(1)	1	0	2	0	0	1	(1)	1	1	13
Consumption Benchmark	43	42	33	24	25	17	14	9	23	37	25	11	303
Pace Percentage	127%	160%	86%	120%	100%	167%	100%	100%	125%	83%	133%	200%	122%
Total Demand Events	27	27	16	25	12	11	13	5	14	16	11	2	179
Lost Events	13	11	10	19	7	6	10	3	9	11	7	0	106
Conversion Percentage	52%	59%	38%	24%	42%	45%	23%	40%	36%	31%	36%	100%	41%
Tentative Events	10	14	14	12	8	5	1	1	8	11	2	1	87

