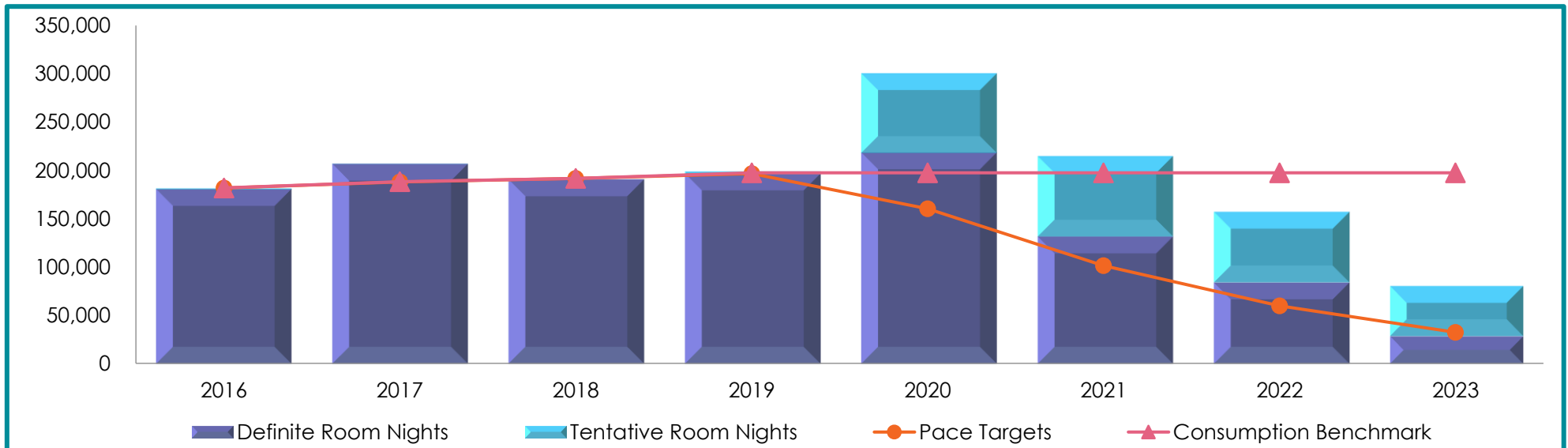


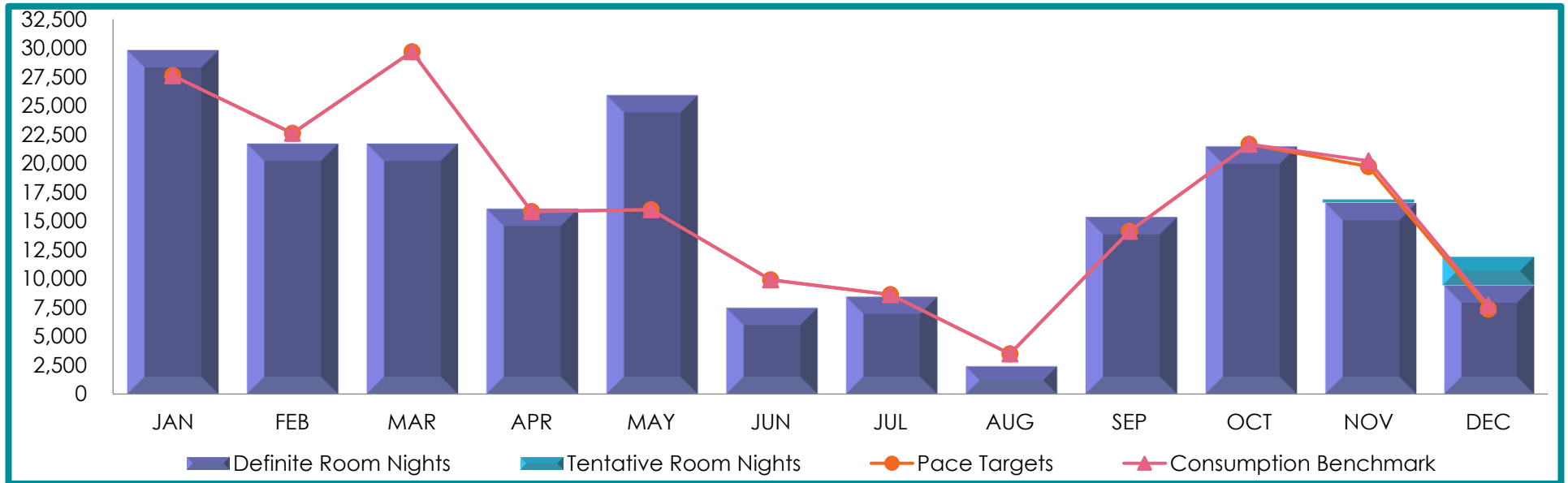
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	196,077	217,778	131,438	83,999	28,429	1,233,947
Pace Targets	181,619	187,869	191,568	196,584	160,213	101,285	59,670	32,178	1,110,986
Variance	(1,463)	18,185	(1,552)	-507	57,565	30,153	24,329	(3,749)	122,961
Consumption Benchmark	181,769	188,072	191,568	197,402	197,402	197,402	197,402	197,402	1,548,419
Pace Percentage	99%	110%	99%	100%	136%	130%	141%	88%	111%
Total Demand Room Nights	722,310	812,760	868,779	838,617	777,945	444,125	231,047	95,510	4,791,093
Lost Room Nights	542,154	606,706	678,763	642,540	560,167	312,687	147,048	67,081	3,557,146
Conversion Percentage	25%	25%	22%	23%	28%	30%	36%	30%	26%
Tentative Room Nights	1,000	50	0	2,718	82,415	83,292	72,932	51,903	294,310

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	300	254	101	52	15	1,137
Pace Targets	207	95	47	297	183	86	40	20	975
Variance	24	35	7	3	71	15	12	(5)	162
Consumption Benchmark	302	302	302	302	302	302	302	302	2,416
Pace Percentage	112%	137%	115%	101%	139%	117%	130%	75%	117%
Total Demand Events	721	333	129	1002	781	307	131	52	3,456
Lost Events	490	203	75	702	527	206	79	37	2,319
Conversion Percentage	32%	39%	42%	30%	33%	33%	40%	29%	33%
Tentative Events	122	111	60	6	162	101	52	26	640



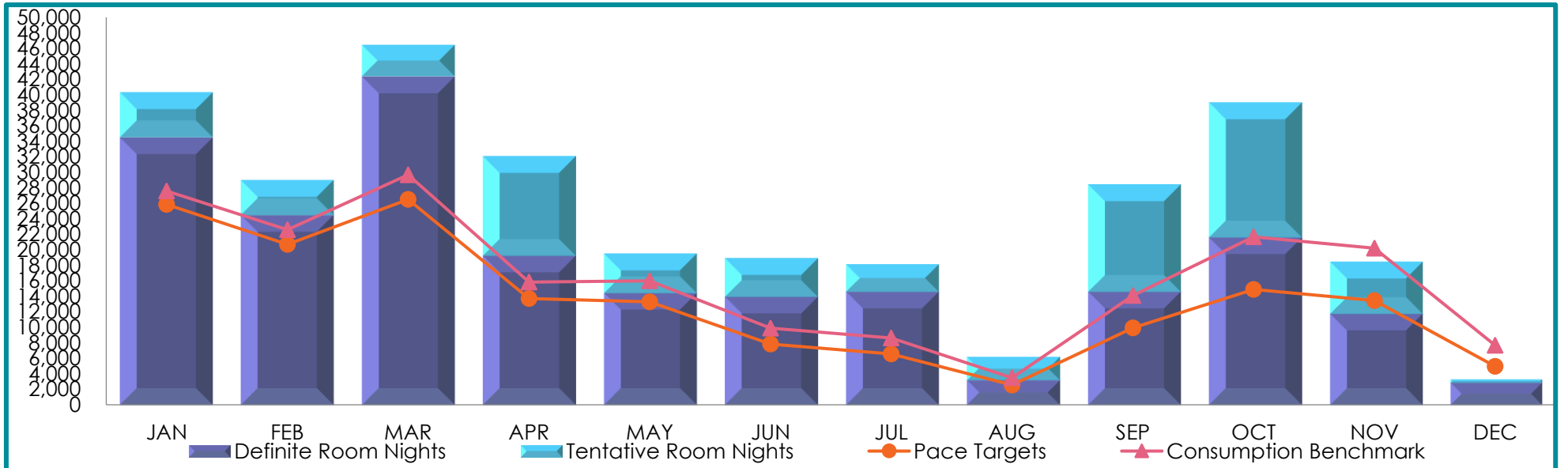
Greater Palm Springs 2019	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	29,760	21,677	21,684	16,049	25,864	7,465	8,437	2,410	15,336	21,438	16,557	9,400	196,077
Pace Targets	27,600	22,609	29,687	15,827	15,988	9,895	8,624	3,482	14,110	21,668	19,730	7,364	196,584
Variance	2,160	(932)	(8,003)	222	9,876	(2,430)	(187)	(1,072)	1,226	(230)	(3,173)	2,036	(507)
Consumption Benchmark	27,600	22,609	29,687	15,827	15,988	9,895	8,624	3,482	14,110	21,668	20,223	7,689	197,402
Pace Percentage	108%	96%	73%	101%	162%	75%	98%	69%	109%	99%	84%	128%	100%
Total Demand Room Nights	93,130	117,770	82,141	96,027	74,275	36,698	55,433	10,421	71,084	83,745	96,320	21,573	838,617
Lost Room Nights	63,370	96,093	60,457	79,978	48,411	29,233	46,996	8,011	55,748	62,307	79,763	12,173	642,540
Conversion Percentage	32%	18%	26%	17%	35%	20%	15%	23%	22%	26%	17%	44%	23%
Tentative Room Nights	0	0	0	0	0	0	0	0	0	0	250	2,468	2,718

Greater Palm Springs 2019 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	40	36	32	23	33	20	15	8	23	31	24	15	300
Pace Targets	43	41	34	23	25	18	15	8	22	37	22	9	297
Variance	(3)	(5)	(2)	0	8	2	0	0	1	(6)	2	6	3
Consumption Benchmark	43	41	34	23	25	18	15	8	22	37	25	11	302
Pace Percentage	93%	88%	94%	100%	132%	111%	100%	100%	105%	84%	109%	167%	101%
Total Demand Events	127	148	102	93	86	60	61	22	84	109	79	31	1,002
Lost Events	87	112	70	70	53	40	46	14	61	78	55	16	702
Conversion Percentage	31%	24%	31%	25%	38%	33%	25%	36%	27%	28%	30%	48%	30%
Tentative Events	0	0	0	0	0	0	0	0	0	0	2	4	6



Greater Palm Springs 2020	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	34,479	24,473	42,320	19,271	14,457	13,970	14,643	3,236	14,639	21,602	11,788	2,900	217,778
Pace Targets	25,850	20,689	26,504	13,709	13,278	7,843	6,565	2,558	9,929	14,880	13,459	4,949	160,213
Variance	8,629	3,784	15,816	5,562	1,179	6,127	8,078	678	4,710	6,722	(1,671)	(2,049)	57,565
Consumption Benchmark	27,600	22,609	29,687	15,827	15,988	9,895	8,624	3,482	14,110	21,668	20,223	7,689	197,402
Pace Percentage	133%	118%	160%	141%	109%	178%	223%	127%	147%	145%	88%	59%	136%
Total Demand Room Nights	142,771	127,938	94,840	89,692	42,738	44,477	33,074	15,287	48,730	88,558	40,863	8,977	777,945
Lost Room Nights	108,292	103,465	52,520	70,421	28,281	30,507	18,431	12,051	34,091	66,956	29,075	6,077	560,167
Conversion Percentage	24%	19%	45%	21%	34%	31%	44%	21%	30%	24%	29%	32%	28%
Tentative Room Nights	5,807	4,552	4,056	12,807	5,126	5,038	3,583	3,044	13,830	17,375	6,750	447	82,415

Greater Palm Springs 2020 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	48	37	34	21	20	14	15	4	12	30	13	6	254
Pace Targets	35	31	24	15	16	10	8	4	10	16	10	4	183
Variance	13	6	10	6	4	4	7	0	2	14	3	2	71
Consumption Benchmark	43	41	34	23	25	18	15	8	22	37	25	11	302
Pace Percentage	137%	119%	142%	140%	125%	140%	188%	100%	120%	188%	130%	150%	139%
Total Demand Events	148	150	109	87	47	40	32	16	44	65	31	12	781
Lost Events	100	113	75	66	27	26	17	12	32	35	18	6	527
Conversion Percentage	32%	25%	31%	24%	43%	35%	47%	25%	27%	46%	42%	50%	33%
Tentative Events	18	24	17	19	13	7	7	6	17	21	10	3	162



Greater Palm Springs 2021	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	19,496	24,092	19,658	8,561	7,287	10,462	4,185	5,758	7,835	12,902	6,292	4,910	131,438
Pace Targets	16,994	13,283	16,729	8,684	8,310	5,007	4,198	1,574	6,161	9,167	8,198	2,980	101,285
Variance	2,502	10,809	2,929	(123)	(1,023)	5,455	(13)	4,184	1,674	3,735	(1,906)	1,930	30,153
Consumption Benchmark	27,600	22,609	29,687	15,827	15,988	9,895	8,624	3,482	14,110	21,668	20,223	7,689	197,402
Pace Percentage	115%	181%	118%	99%	88%	209%	100%	366%	127%	141%	77%	165%	130%
Total Demand Room Nights	58,814	68,502	45,513	54,876	35,222	18,475	31,648	13,746	38,537	52,633	21,249	4,910	444,125
Lost Room Nights	39,318	44,410	25,855	46,315	27,935	8,013	27,463	7,988	30,702	39,731	14,957	0	312,687
Conversion Percentage	33%	35%	43%	16%	21%	57%	13%	42%	20%	25%	30%	100%	30%
Tentative Room Nights	12,931	10,188	26,038	8,168	1,798	7,234	2,377	300	6,191	5,206	2,861	0	83,292

Greater Palm Springs 2021 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	18	20	11	8	7	8	4	3	6	7	5	4	101
Pace Targets	16	14	11	7	7	5	4	2	5	8	5	2	86
Variance	2	6	0	1	0	3	0	1	1	(1)	0	2	15
Consumption Benchmark	43	41	34	23	25	18	15	8	22	37	25	11	302
Pace Percentage	112%	143%	100%	114%	100%	160%	100%	150%	120%	88%	100%	200%	117%
Total Demand Events	43	48	32	48	24	16	15	9	24	28	16	4	307
Lost Events	25	28	21	40	17	8	11	6	18	21	11	0	206
Conversion Percentage	42%	42%	34%	17%	29%	50%	27%	33%	25%	25%	31%	100%	33%
Tentative Events	16	16	21	9	5	8	3	1	8	10	4	0	101

