

|                          | 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   |

