Quarterly Production Summary

September 30, 2021

Definite Events

<table>
<thead>
<tr>
<th>Definite</th>
<th>Quarter</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room Nights</td>
<td>45,809</td>
<td>181,688</td>
</tr>
<tr>
<td>Events</td>
<td>58</td>
<td>143</td>
</tr>
<tr>
<td>Attendance</td>
<td>42,797</td>
<td>169,529</td>
</tr>
</tbody>
</table>

Production to Goal

0
181,688
333,500
54%

Lead Events

<table>
<thead>
<tr>
<th>Lead</th>
<th>Quarter</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room Nights</td>
<td>150,290</td>
<td>546,374</td>
</tr>
<tr>
<td>Events</td>
<td>147</td>
<td>392</td>
</tr>
<tr>
<td>Attendance</td>
<td>90,436</td>
<td>443,964</td>
</tr>
</tbody>
</table>

Production to Goal

0
546,374
508,672
107%

Prospecting Activities

<table>
<thead>
<tr>
<th>Activities</th>
<th>Quarter</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>1,896</td>
<td>5,257</td>
</tr>
</tbody>
</table>

Production to Goal

0
5,257
5,940
89%
Production Reports
Production by Market
September 30, 2021

**Definite Room Nights**

<table>
<thead>
<tr>
<th>Month</th>
<th>Canada</th>
<th>International</th>
<th>US</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>10</td>
<td>3K</td>
<td>1K</td>
</tr>
<tr>
<td>February</td>
<td>2K</td>
<td>0K</td>
<td>2K</td>
</tr>
<tr>
<td>March</td>
<td>14K</td>
<td>0K</td>
<td>3K</td>
</tr>
<tr>
<td>April</td>
<td>6K</td>
<td>0K</td>
<td>2K</td>
</tr>
<tr>
<td>May</td>
<td>37K</td>
<td>0K</td>
<td>4K</td>
</tr>
<tr>
<td>June</td>
<td>15K</td>
<td>0K</td>
<td>3K</td>
</tr>
<tr>
<td>July</td>
<td>22K</td>
<td>0K</td>
<td>3K</td>
</tr>
<tr>
<td>August</td>
<td>23K</td>
<td>0K</td>
<td>4K</td>
</tr>
<tr>
<td>September</td>
<td>9K</td>
<td>0K</td>
<td>2K</td>
</tr>
</tbody>
</table>

**Definite Number of Events**

- January: 10 events
- February: 3 events
- March: 12 events
- April: 8 events
- May: 9 events
- June: 8 events
- July: 2 events
- August: 3 events
- September: 12 events

**Definite Attendance**

- January: 5K
- February: 2K
- March: 7K
- April: 3K
- May: 52K
- June: 17K
- July: 11K
- August: 4K
- September: 3K

Production by Market September 30, 2021
Production by Business Type

September 30, 2021

Definite Room Nights

- **Business Type**: Association, Corporate

Definite Number of Events

Definite Attendance

Production by Business Type September 30, 2021
Production by Deployment

September 30, 2021

Definite Room Nights

Deployments: Single Hotel, Citywide

Definite Number of Events

Definite Attendance

Production by Deployment September 30, 2021