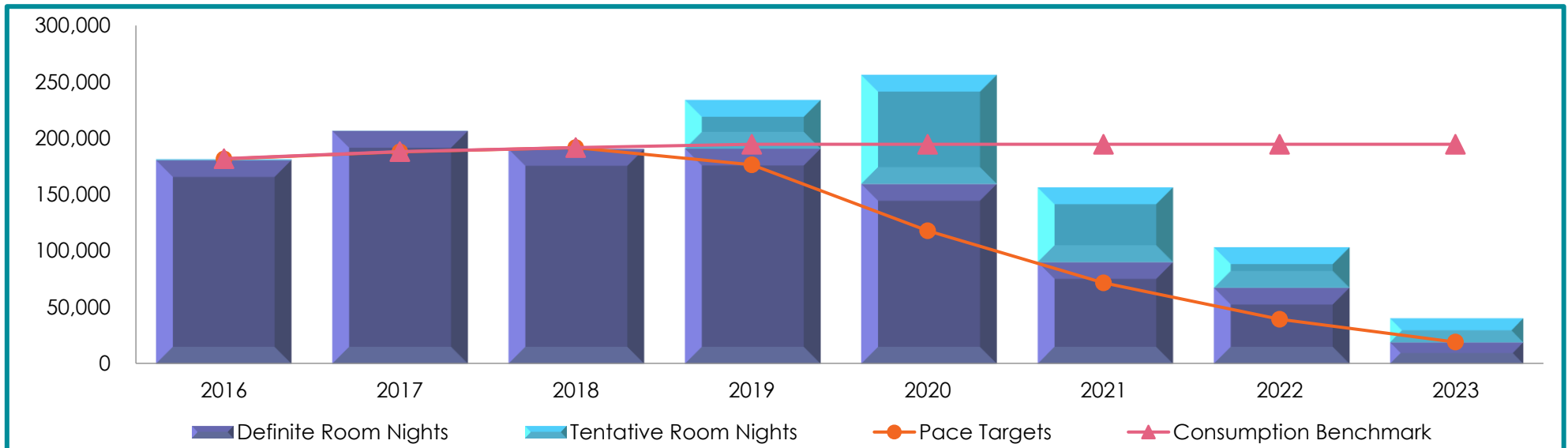


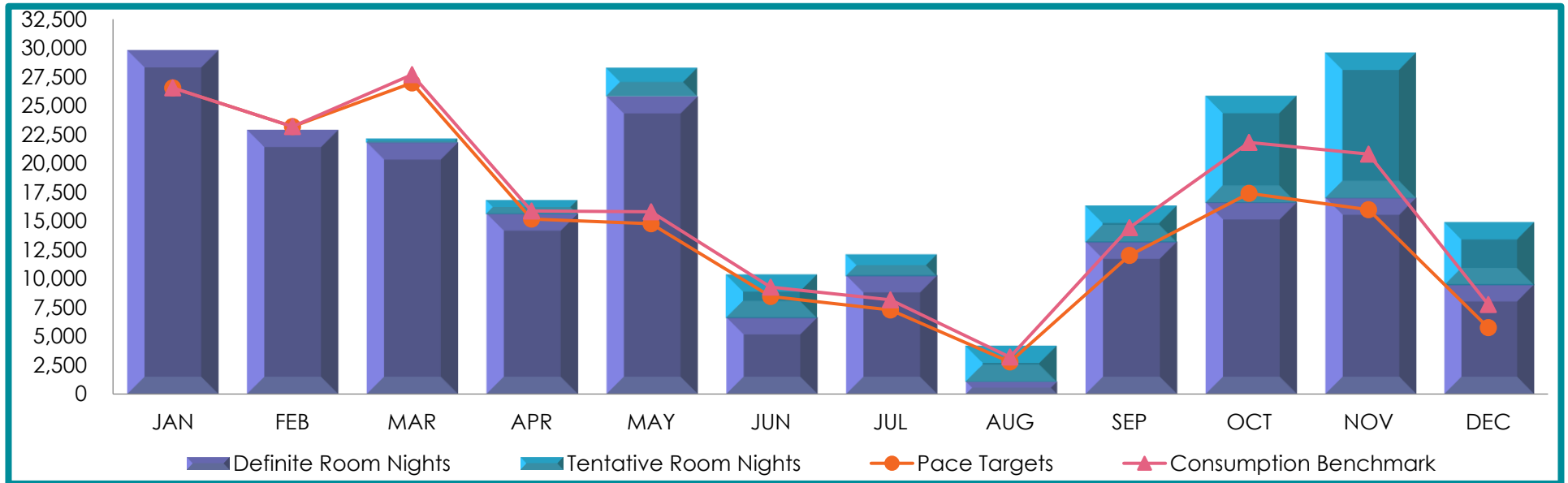
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	190,290	159,154	90,022	67,299	19,060	1,102,051
Pace Targets	181,619	187,869	191,568	176,313	117,749	71,574	39,125	18,875	984,692
Variance	(1,463)	18,185	(1,552)	13,977	41,405	18,448	28,174	185	117,359
Consumption Benchmark	181,769	188,072	191,568	194,542	194,542	194,542	194,542	194,542	1,534,119
Pace Percentage	99%	110%	99%	108%	135%	126%	172%	101%	112%
Total Demand Room Nights	722,310	812,760	868,779	772,297	507,438	262,317	148,997	56,681	4,151,579
Lost Room Nights	542,154	606,706	678,763	582,007	348,284	172,295	81,698	37,621	3,049,528
Conversion Percentage	25%	25%	22%	25%	31%	34%	45%	34%	27%
Tentative Room Nights	1,000	50	0	43,204	96,766	66,114	35,854	21,123	264,111

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	249	140	60	34	9	907
Pace Targets	207	95	47	235	108	53	23	12	780
Variance	24	35	7	14	32	7	11	(3)	127
Consumption Benchmark	302	302	302	300	300	300	300	300	2,406
Pace Percentage	112%	137%	115%	106%	130%	113%	148%	75%	116%
Total Demand Events	721	333	129	815	387	153	73	28	2,639
Lost Events	490	203	75	566	247	93	39	19	1,732
Conversion Percentage	32%	39%	42%	31%	36%	39%	47%	32%	34%
Tentative Events	122	111	60	89	133	65	29	13	622



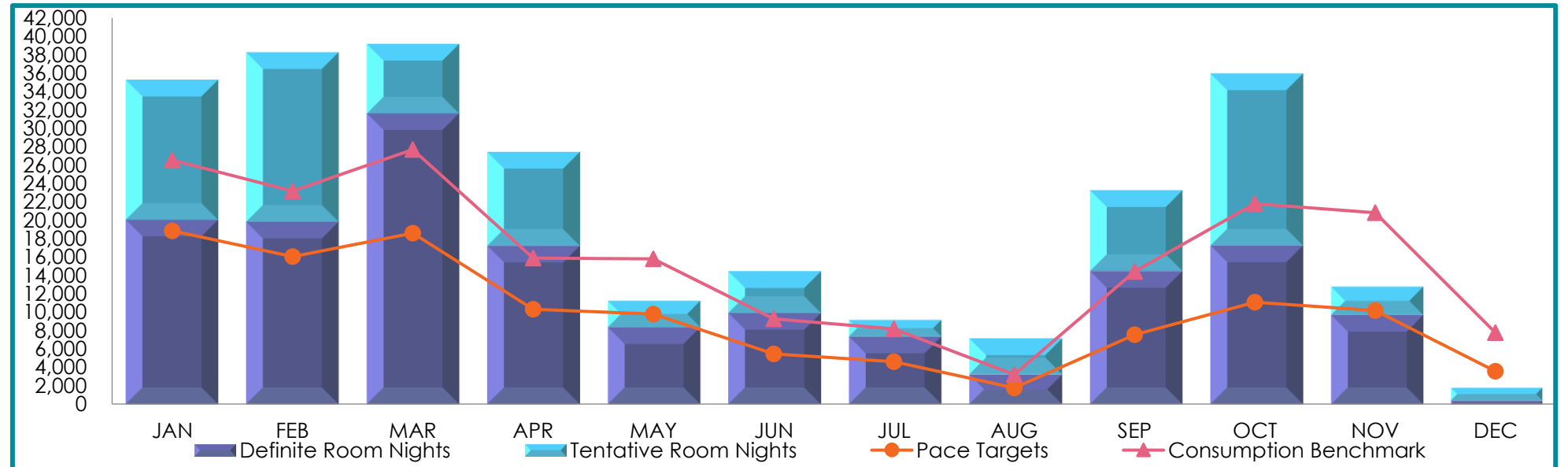
Greater Palm Springs 2019	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	29,760	22,868	21,794	15,634	25,776	6,652	10,309	1,106	13,223	16,611	17,028	9,529	190,290
Pace Targets	26,538	23,186	26,974	15,169	14,772	8,457	7,287	2,779	12,012	17,391	15,986	5,762	176,313
Variance	3,222	(318)	(5,180)	465	11,004	(1,805)	3,022	(1,673)	1,211	(780)	1,042	3,767	13,977
Consumption Benchmark	26,538	23,186	27,692	15,876	15,804	9,265	8,161	3,202	14,431	21,806	20,811	7,770	194,542
Pace Percentage	112%	99%	81%	103%	174%	79%	141%	40%	110%	96%	107%	165%	108%
Total Demand Room Nights	93,130	117,360	81,922	94,304	71,347	31,693	52,875	7,643	59,132	68,490	79,131	15,270	772,297
Lost Room Nights	63,370	94,492	60,128	78,670	45,571	25,041	42,566	6,537	45,909	51,879	62,103	5,741	582,007
Conversion Percentage	32%	19%	27%	17%	36%	21%	19%	14%	22%	24%	22%	62%	25%
Tentative Room Nights	0	0	353	1,220	2,459	3,805	1,895	3,145	3,159	9,217	12,511	5,440	43,204

Greater Palm Springs 2019 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	40	38	31	21	31	16	13	4	17	16	13	9	249
Pace Targets	42	41	30	20	20	13	10	6	14	21	13	5	235
Variance	(2)	(3)	1	1	11	3	3	(2)	3	(5)	0	4	14
Consumption Benchmark	42	41	33	24	25	17	14	9	23	37	25	10	300
Pace Percentage	95%	93%	103%	105%	155%	123%	130%	67%	121%	76%	100%	180%	106%
Total Demand Events	127	146	96	86	73	47	47	9	61	66	42	15	815
Lost Events	87	108	65	65	42	31	34	5	44	50	29	6	566
Conversion Percentage	31%	26%	32%	24%	42%	34%	28%	44%	28%	24%	31%	60%	31%
Tentative Events	0	0	6	3	8	8	6	5	15	19	14	5	89



Greater Palm Springs 2020	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	20,019	19,796	31,571	17,183	8,354	9,895	7,348	3,236	14,454	17,212	9,686	400	159,154
Pace Targets	18,850	16,033	18,589	10,306	9,793	5,467	4,603	1,759	7,534	11,070	10,188	3,557	117,749
Variance	1,169	3,763	12,982	6,877	(1,439)	4,428	2,745	1,477	6,920	6,142	(502)	(3,157)	41,405
Consumption Benchmark	26,538	23,186	27,692	15,876	15,804	9,265	8,161	3,202	14,431	21,806	20,811	7,770	194,542
Pace Percentage	106%	123%	170%	167%	85%	181%	160%	184%	192%	155%	95%	11%	135%
Total Demand Room Nights	74,836	77,891	66,483	61,444	29,655	29,488	21,269	8,896	31,129	72,080	29,792	4,475	507,438
Lost Room Nights	54,817	58,095	34,912	44,261	21,301	19,593	13,921	5,660	16,675	54,868	20,106	4,075	348,284
Conversion Percentage	27%	25%	47%	28%	28%	34%	35%	36%	46%	24%	33%	9%	31%
Tentative Room Nights	15,248	18,453	7,596	10,252	2,888	4,566	1,820	3,928	8,794	18,752	3,094	1,375	96,766

Greater Palm Springs 2020 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	24	18	19	14	11	7	3	4	11	20	8	1	140
Pace Targets	19	18	14	9	9	6	5	3	7	10	6	2	108
Variance	5	0	5	5	2	1	(2)	1	4	10	2	(1)	32
Consumption Benchmark	42	41	33	24	25	17	14	9	23	37	25	10	300
Pace Percentage	126%	100%	136%	156%	122%	117%	60%	133%	157%	200%	133%	50%	130%
Total Demand Events	63	65	54	45	31	21	13	7	26	42	17	3	387
Lost Events	39	47	35	31	20	14	10	3	15	22	9	2	247
Conversion Percentage	38%	28%	35%	31%	35%	33%	23%	57%	42%	48%	47%	33%	36%
Tentative Events	26	25	14	16	4	6	4	4	12	16	4	2	133



Greater Palm Springs 2021	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Room Nights	11,899	20,665	12,910	4,417	5,372	6,267	3,095	2,570	3,054	11,033	5,630	3,110	90,022
Pace Targets	11,779	9,933	11,393	6,219	5,963	3,325	2,796	1,049	4,470	6,563	6,000	2,084	71,574
Variance	120	10,732	1,517	(1,802)	(591)	2,942	299	1,521	(1,416)	4,470	(370)	1,026	18,448
Consumption Benchmark	26,538	23,186	27,692	15,876	15,804	9,265	8,161	3,202	14,431	21,806	20,811	7,770	194,542
Pace Percentage	101%	208%	113%	71%	90%	188%	111%	245%	68%	168%	94%	149%	126%
Total Demand Room Nights	24,570	37,283	29,715	32,000	18,391	11,578	29,149	7,335	18,482	35,575	15,129	3,110	262,317
Lost Room Nights	12,671	16,618	16,805	27,583	13,019	5,311	26,054	4,765	15,428	24,542	9,499	0	172,295
Conversion Percentage	48%	55%	43%	14%	29%	54%	11%	35%	17%	31%	37%	100%	34%
Tentative Room Nights	8,182	9,789	5,854	11,997	1,172	7,684	1,679	2,450	4,896	8,644	2,867	900	66,114

Greater Palm Springs 2021 Events	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Definite Events	9	13	6	5	4	5	3	2	3	5	4	1	60
Pace Targets	9	9	7	5	5	3	2	1	3	5	3	1	53
Variance	0	4	(1)	0	(1)	2	1	1	0	0	1	0	7
Consumption Benchmark	42	41	33	24	25	17	14	9	23	37	25	10	300
Pace Percentage	100%	144%	86%	100%	80%	167%	150%	200%	100%	100%	133%	100%	113%
Total Demand Events	17	23	16	21	11	11	12	5	10	16	10	1	153
Lost Events	8	10	10	16	7	6	9	3	7	11	6	0	93
Conversion Percentage	53%	57%	38%	24%	36%	45%	25%	40%	30%	31%	40%	100%	39%
Tentative Events	8	12	7	14	2	5	2	1	5	6	2	1	65

