# October 2012 Pace Report

| Monthly Production (Fiscal Year) | | | | |
|---|---|---|---|---|
| | | | | |
| | Definite | | Tentative | |
| | Number of Groups | Number of Room Nights | Number of Groups | Number of Room Nights |
| October 2012 | 34 | 16,009 | 90 | 81,484 |
| October 2011 | 28 | 10,206 | 53 | 92,450 |
| July 2012-October 2012 Current YTD (Net of in-year cancels) | 160 | 69,297 | 271 | 308,336 |
| July 2011-October 2011 Previous YTD (Net of in-year cancels) | 106 | 57,371 | 217 | 293,192 |

| CONVENTION BUSINESS OCCURRING (CALENDAR YEAR)<br>Travel Portland Generated Room Nights | | | |
|---|---|---|---|
| | | | |
| | Oregon Convention Center | Non-Oregon Convention Center | Total |
| October 2012 | 14,461 | 18,682 | 33,143 |
| January - October 2012 YTD | 94,528 | 123,056 | 217,584 |
| January - October 2011 Previous YTD | 109,837 | 103,832 | 213,669 |
| Percent of Change | -13.9% | 118.5% | 101.8% |

## FUTURE DEFINITE GROUP BUSINESS ON BOOKS
(CALENDAR YEAR)

| | Current | 1 year out | 2 years out | 3 years out | Beyond 3 years |
|---|---|---|---|---|---|
| | 2012 | 2013 | 2014 | 2015 | 2016 & Beyond |
| As of 11/1/12 | 236,737 | 139,304 | 86,134 | 65,203 | 64,413 |
| Past year as of 11/1/11 | 224,043 | 165,721 | 69,122 | 52,106 | 73,151 |
| Past Year as of 11/1/10 | 237,986 | 160,902 | 105,389 | 46,101 | 73,942 |
| Past Year as of 11/1/09 | 275,830 | 166,774 | 91,631 | 76,996 | 36,014 |
| Future definite group business (4 year rolling average) | 243,649 | 158,175 | 88,069 | 60,102 | 61,880 |

## VARIANCES - FUTURE DEFINITE GROUP BUSINESS ON BOOKS
(CALENDAR YEAR)

| | | | | | |
|---|---|---|---|---|---|
| | 2012 | 2013 | 2014 | 2015 | 2016 & Beyond |
| Variance to Previous Year (2012-2011) | 12,694 | -26,417 | 17,012 | 13,097 | -8,738 |
| Percentage Variance to Previous Year | 1.06 | -0.16 | 1.25 | 1.25 | -0.12 |
| Variance to 4 Year Average | -6,912 | -18,871 | -1,935 | 5,102 | 2,533 |
| Percentage Variance to 4 Year Average | -0.03 | -0.12 | -0.02 | 1.08 | 1.04 |

## FUTURE TENTATIVE GROUP BUSINESS ON BOOKS
(CALENDAR YEAR)

| | Current | 1 year out | 2 years out | 3 years out | Beyond 3 years |
|---|---|---|---|---|---|
| | 2012 | 2013 | 2014 | 2015 | 2016 & Beyond |
| As of 11/1/12 | 2,067 | 52,554 | 96,159 | 103,645 | 336,925 |
| Past year as of 11/1/11 | 1,680 | 76,946 | 91,167 | 93,268 | 268,950 |
| Past Year as of 11/1/10 | 556 | 53,216 | 83,594 | 108,686 | 230,776 |
| Past Year as of 11/1/09 | 1,173 | 83,787 | 120,466 | 103,307 | 245,565 |
| Future definite group business (4 year rolling average) | 1,369 | 66,626 | 97,847 | 102,227 | 270,554 |

## VARIANCES - FUTURE TENTATIVE GROUP BUSINESS ON BOOKS
(CALENDAR YEAR)

| | | | | | |
|---|---|---|---|---|---|
| | 2012 | 2013 | 2014 | 2015 | 2016 & Beyond |
| Variance to Previous Year (2012-2011) | 387 | -24,392 | 4,992 | 10,377 | 67,975 |
| Percentage Variance to Previous Year | 1.23 | -0.32 | 1.05 | 1.11 | 1.25 |
| Variance to 4 Year Average | 698 | -14,072 | -1,688 | 1,419 | 66,371 |
| Percentage Variance to 4 Year Average | 1.51 | -0.21 | -0.02 | 1.01 | 1.25 |