



ECONOMIC AND FISCAL IMPACT ANALYSIS

Phoenix Convention Center

PHOENIX, ARIZONA



SUBMITTED TO:

Ms. Debbie Davenport
Auditor General
Office of the Auditor General
State of Arizona
2910 North 44th Street, Suite 410
Phoenix, Arizona, 85018

PREPARED BY:

HVS Convention, Sports & Entertainment
Facilities Consulting
205 West Randolph
Suite 1650
Chicago, Illinois 60606
+1 (312) 587-9900



DEBRA K. DAVENPORT, CPA
AUDITOR GENERAL

STATE OF ARIZONA
OFFICE OF THE
AUDITOR GENERAL

MELANIE M. CHESNEY
DEPUTY AUDITOR GENERAL

August 1, 2014

The Honorable Andy Biggs, President
Arizona State Senate

The Honorable Andy Tobin, Speaker
Arizona House of Representatives

The Honorable Janice K. Brewer, Governor
State of Arizona

Mr. Paul Blue, Deputy City Manager
City of Phoenix

Transmitted herewith is a report of the Auditor General, *An Economic and Fiscal Impact Analysis of the Operation of the Phoenix Convention Center*. The consulting firm HVS Convention, Sports & Entertainment Facilities Consulting, conducted the analysis under contract with the Auditor General and in response to the requirements of Arizona Revised Statutes §9-626.

This analysis estimates the effects of direct, indirect, and induced economic activity in the State of Arizona associated with regional and national conventions and trade shows held at the Phoenix Convention Center. A study estimating the economic and fiscal impacts resulting from the Convention Center's construction was completed in 2010.

My staff and I will be pleased to discuss or clarify items in the report.

Sincerely,

Debbie Davenport
Auditor General



August 1, 2014

205 West Randolph
Suite 1650
Chicago, Illinois 60606
+1 312-587-9900
+1 312-488-3631 FAX
www.hvs.com

Ms. Debbie Davenport
Auditor General
Office of the Auditor General
State of Arizona
2910 North 44th Street, Suite 410
Phoenix, Arizona, 85018

Re: Phoenix Convention Center
Phoenix, Arizona, 85018

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Dear Ms. Davenport:

As directed by our agreement with The Office of the Auditor General and A.R.S. §9-626(A) and (B), HVS Convention, Sports, and Entertainment Facilities Consulting submits the attached Fiscal Impact Analysis of the Phoenix Convention Center.

HVS Convention, Sports & Entertainment staff collected and analyzed all information contained in this report. HVS sought out reliable sources and deemed information obtained from third parties to be accurate. The results of this study are subject to the comments, assumptions, and limiting conditions described in the report.

It has been a pleasure working with you. We look forward to hearing your comments.

Sincerely,
HVS Convention, Sports & Entertainment
Facilities Consulting

Thomas A Hazinski
Managing Director

Alex Moon
Analyst



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1. Introduction and Executive Summary

Nature of the Assignment

The Office of the Auditor General of the State of Arizona (“Auditor General”) engaged HVS Convention, Sports & Entertainment Facilities Consulting (“HVS”) to conduct a Economic and Fiscal Impact Analysis of the Phoenix Convention Center (“PCC”) in Phoenix, Arizona.

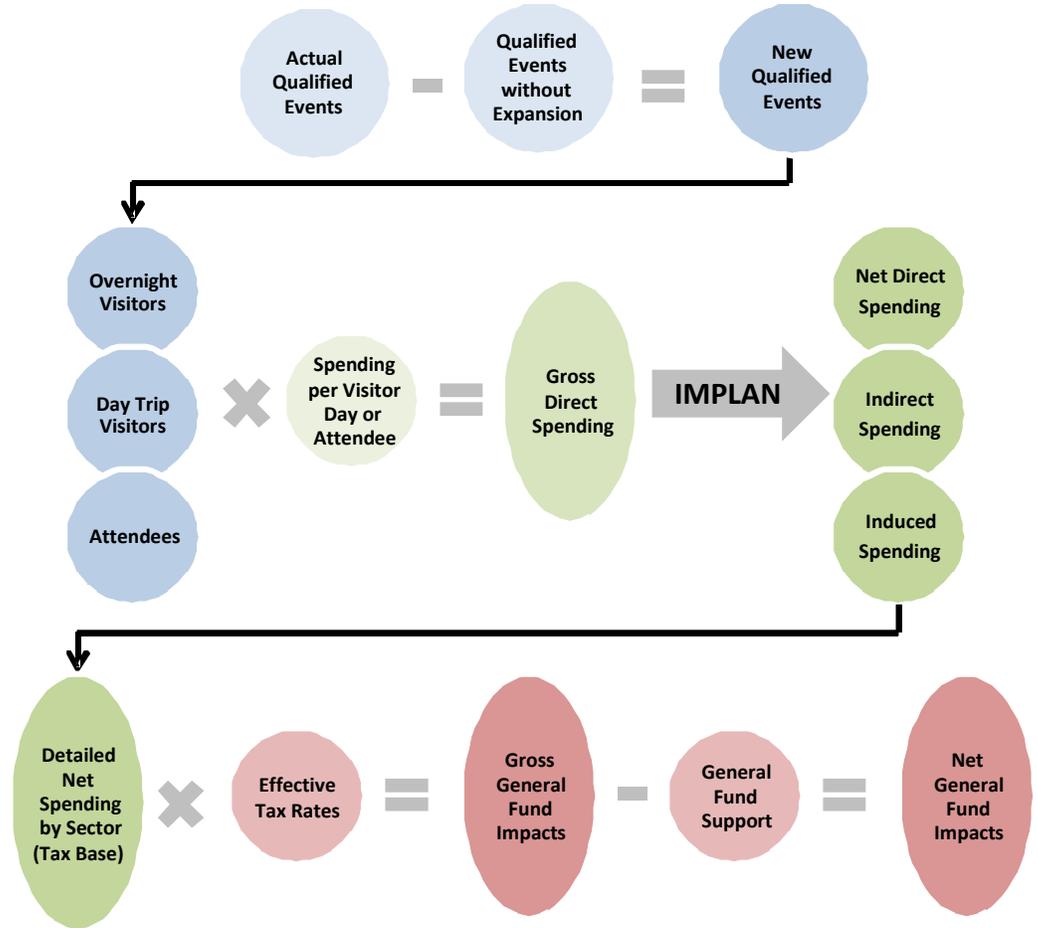
HVS performed this analysis as directed by A.R.S. §9-626(A) and (B). This statute requires an assessment of the value of direct, indirect, and induced economic activity resulting from regional and national conventions and trade shows held at the PCC. These estimates of economic activity provide the basis for estimates of the gross amount of State General Fund revenues received from income, sales, and luxury taxes derived from the operation of the PCC. Gross State General Fund revenue minus the amounts distributed as directed by A.R.S. §9-602(D) plus construction impacts equals the net impact on the State General Fund.

This study covers the period of 2009—the first year of the expanded PCC operation to 2013—the most recent complete year of operations. From 2003 to 2009, the PCC underwent a \$600 million expansion and renovation.

Economic Impact Methodology

To estimate the fiscal impacts of the expansion, HVS followed the methodology outlined in the figure below.

**FIGURE 1-1
ECONOMIC AND FISCAL IMPACT ANALYSIS PROCESS**



As required under A.R.S. §9-626, HVS estimated the change in economic activity related to “regional and national conventions and trade shows held at the site of the eligible project” referred to hereinafter as “Qualified Events.” HVS relied on historical data on Qualified Events, attendance, and room nights generated by the PCC before and after its expansion to estimate the increase in the number of and attendance at Qualified Events. For the no-expansion scenario, HVS assumed that in 2009, the PCC would have achieved an average annual level of Qualified Events for the years 2003 through 2005. From 2010 through 2013, we applied the actual percent change in demand to the historical averages. The difference between the expansion and the no-expansion scenarios represents net demand added by the expansion. HVS estimated overnight visitors, day-trip visitors, and attendees to the PCC.

HVS used estimates of the amounts of spending per visitor or attendee to estimate gross direct spending or income associated with Qualified Events. Gross direct spending provides the inputs into the IMPLAN model of the local area economy. IMPLAN is a nationally recognized input-output model that estimates the income and employment effects of changes in economic activity. The model used in the study relied on the most recent available data (2012) on the Arizona economy. IMPLAN generates estimates of total net spending. Spending falls into three categories: net direct spending, indirect spending, and induced spending. The sum of net direct, indirect, and induced spending estimates make up the total estimated spending impact of the New Qualified Events.

To estimate fiscal impacts, HVS identified the sources of spending that would generate General Fund revenues: 1) Sales and Use Taxes, 2) Personal Income Taxes, 3) Corporate Income Taxes, and 4) Luxury Taxes. Detailed outputs of the IMPLAN model provide a basis for quantifying the tax base for each tax. We applied the appropriate effective tax rate to the tax base to estimate General Fund Revenue generated by Qualified Events (“Qualified Revenue”). Subtracting distributions from Qualified Revenue yields an estimate of the net impact on the State General Fund.

Event Demand Analysis

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the period 2009 through 2013. The figure below shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

**FIGURE 1-2
PROJECTED DIFFERENCE IN DEMAND**

	No Expansion	Expansion	Change
Qualified Events			
2009	31	69	38
2010	28	62	34
2011	23	52	29
2012	27	61	34
2013	19	42	23
Total	128	286	158
Attendance			
2009	62,000	310,000	248,000
2010	46,000	229,000	183,000
2011	43,000	211,000	168,000
2012	32,000	165,000	133,000
2013	24,000	118,000	94,000
Total	207,000	1,033,000	826,000
Room Nights			
2009	252,000	826,000	574,000
2010	185,000	643,000	458,000
2011	171,000	601,000	430,000
2012	132,000	523,000	391,000
2013	96,000	368,000	272,000
Total	836,000	2,961,000	2,125,000

The difference between the two scenarios provides the basis for estimating the net increase in spending related to Qualified Events.

Spending Impact

HVS estimated direct spending by applying daily spending parameters of event attendees, event organizers, and exhibitors to the estimated demand from Qualified Events. HVS also estimated associated business spending (“Indirect Spending”) and related personal income (“Induced Spending”) using the IMPLAN input-output model. See the figure below for estimates of increased net spending related to Qualified Events.

FIGURE 1-3
NET SPENDING IMPACT ESTIMATES (\$ MILLIONS)

	2009	2010	2011	2012	2013
Direct	\$245.0	\$188.7	\$181.7	\$160.7	\$110.2
Indirect	74.6	58.6	56.7	49.9	33.7
Induced	96.8	75.5	73.0	63.3	43.6
Total	\$416.4	\$322.8	\$311.4	\$273.9	\$187.5

Fiscal Impacts

Net direct, induced, and indirect spending serves as the basis for estimating fiscal impacts. HVS identified four applicable taxes in Arizona that would generate Qualified Revenue:

- Sales and Use Tax,
- Personal Income Tax,
- Corporate Income Tax, and
- Luxury Taxes (from tobacco, cigarettes, and liquor).

The figure below summarizes the estimated increase in General Fund revenues from 2009 to 2013 with construction impacts and fund distributions.

FIGURE 1-4
ESTIMATED NET GENERAL FUND IMPACT

	Impact
Annual Qualified Revenue	
2009	\$17,797,000
2010	15,062,000
2011	15,809,000
2012	13,974,000
2013	8,778,000
Total Qualified Revenue	\$71,420,000
Construction Impacts	26,445,000
Sub-total	\$97,865,000
Less Fund Distributions 2009-2013	(41,044,000)
Total	\$56,821,000

Sources: AECOM, State of Arizona, and HVS

Breakeven Analysis

The cumulative difference of construction impacts and Qualified Revenue less fund distributions from 2009 to 2013 is approximately \$56.8 million. However, fund distributions will continue through 2044. The PCC experienced low attendance in

2013, but management expects the number of attendees to increase for subsequent years. HVS used booking data provided by the PCC and assumed a constant 2.5% inflation rate for the Qualified Revenue per PCC attendee to estimate the minimum attendance required for total fund distributions to equal Qualified Revenue. See the figure below.

FIGURE 1-5
QUALIFIED REVENUE BREAKEVEN ANALYSIS

Bond Year*	Fund Distributions	Estimated Attendance	Qualified Revenue per Attendee**	Qualified Revenue	Cumulative Difference
2013	\$20,449,000		\$92.83	\$8,778,000	\$56,821,000
2014	20,449,000	198,642	91.61	18,197,239	54,569,239
2015	20,449,000	238,673	93.90	22,411,006	56,531,244
2016	20,449,000	186,917	96.25	17,989,939	54,072,184
2017	22,499,000	187,000	98.65	18,447,901	50,021,085
2018	22,996,250	180,000	101.12	18,201,271	45,226,106
2019	23,499,950	180,000	103.65	18,656,303	40,382,459
2020	23,997,900	180,000	106.24	19,122,711	35,507,270
2021	24,498,450	190,000	108.89	20,689,711	31,698,530
2022	24,999,400	190,000	111.62	21,206,953	27,906,083
2023	25,498,550	190,000	114.41	21,737,127	24,144,661
2024	25,998,700	190,000	117.27	22,280,555	20,426,516
2025	26,497,375	190,000	120.20	22,837,569	16,766,710
2026	26,997,100	190,000	123.20	23,408,508	13,178,119
2027	27,495,125	190,000	126.28	23,993,721	9,676,715
2028	27,998,700	200,000	129.44	25,887,962	7,565,977
2029	28,499,525	200,000	132.68	26,535,161	5,601,613
2030	28,999,575	200,000	135.99	27,198,540	3,800,579
2031	29,495,550	200,000	139.39	27,878,504	2,183,533
2032	29,999,150	200,000	142.88	28,575,466	759,849
2033	29,996,250	199,635	146.45	29,236,401	0
2034	29,995,775	199,825	150.11	29,995,775	0
2035	29,999,975	194,978	153.86	29,999,975	0
2036	29,995,825	190,196	157.71	29,995,825	0
2037	29,995,850	185,558	161.65	29,995,850	0
2038	29,996,750	181,037	165.69	29,996,750	0
2039	29,995,225	176,613	169.84	29,995,225	0
2040	29,997,975	172,321	174.08	29,997,975	0
2041	29,996,150	168,108	178.43	29,996,150	0
2042	29,996,175	164,008	182.90	29,996,175	0
2043	29,998,925	160,022	187.47	29,998,925	0

*Beginning July 1

**Estimated inflation of 2.5% per year.



HVS estimates that after 2015, the PCC requires between 180,000 and 200,000 attendees per year for cumulative Qualified Revenue to equal fund distributions.

Conclusion

Cumulative Qualified Revenues (including construction impacts) as defined by A.R.S. §9-626(A) and (B) exceed Fund Distributions by approximately \$56.8 million. In 2013, Qualified Revenues were less than half of 2013 Fund Distributions due to low levels of events and attendance. But, advance booking data provided by the PCC, indicate a strong recovery in event and attendance levels in 2014 and 2015. In 2015, Qualified Revenues may exceed Fund Distributions. In the long run, assuming moderate levels of event demand and inflationary growth of visitor spending, the PCC would continue to have a net positive impact on the General Fund.

2. Event Demand Analysis

History of Phoenix Convention Center

The Phoenix Civic Plaza opened in 1972. Demand for an expansion of the center arose as the population and economy of the City of Phoenix grew. In 1985, the venue doubled its total function space and expanded to approximately 300,000 square feet of rentable function space. It underwent renovations in the early 1990s.

In 2001, Phoenix voters approved a second large-scale convention center expansion project. The City gained permission to spend approximately \$300 million on the project. In 2003, The Arizona Legislature approved another \$300 million in funding from the State of Arizona. The project entailed;

- building a new three-story West Building on the old Symphony Terrace site with a lower level,
- demolishing and replacing the main North Building with a new three-story facility with a lower level that connects to the West Building, and
- renovating the interior of the South Building.

The following figure compares the amount of exhibit, ballroom, and meeting space in the 1985 expansion to the 2009 expansion.

FIGURE 2-1
PCC BEFORE AND AFTER EXPANSION

Specification	Pre-Expansion	Post-Expansion
Year Completed	1985	2009
Total Function Space (sf)	302,000	868,300
Total Space (sf)	580,000	2,700,000
Exhibit Space (sf)	221,000	584,500
Exhibit Divisions	4	13
Ballroom Space (sf)	28,000	118,800
Ballroom Divisions	1	9
Meeting Rooms (sf)	53,000	167,390
Meeting Room Divisions	43	107

Source: Phoenix Convention Center, City of Phoenix, GPCVB

The expansion nearly tripled the amount of rentable function space. The lower level of the North and West Buildings connect to form a 312,500 square foot contiguous exhibit hall.

Actual Qualified Events

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the calendar years 2009 through 2013. Appendix A provides a complete list of Qualified Events. The following figures present the number of events, attendee history, and room night history at the PCC for the past five years by calendar year and number of attendees.

FIGURE 2-2
NUMBER OF QUALIFIED EVENTS

Attendance Range	2009	2010	2011	2012	2013	All
0 to 999	18	12	10	11	10	61
1000 to 1999	16	17	20	18	10	81
2000 to 2999	12	14	9	14	9	58
3000 to 3999	8	4	3	9	6	30
4000 to 4999	3	7	2	5	3	20
5000 to 5999	4	1	1	2	1	9
6000 to 6999	0	2	1	0	1	4
7000 to 7999	2	0	0	0	0	2
8000 to 8999	0	1	0	0	0	1
9000 to 9999	0	0	1	0	0	1
10000 +	6	4	5	2	2	19
Total	69	62	52	61	42	286

Source: GPCVB

FIGURE 2-3

TOTAL ATTENDANCE AT QUALIFIED EVENTS

Attendance Range	2009	2010	2011	2012	2013	All
0 to 999	11,498	8,527	6,879	6,720	6,771	40,395
1000 to 1999	23,287	24,581	26,094	27,074	14,155	115,191
2000 to 2999	27,485	30,647	22,084	31,468	21,238	132,922
3000 to 3999	27,906	13,716	10,162	31,463	20,286	103,533
4000 to 4999	13,000	30,491	8,821	22,298	13,628	88,238
5000 to 5999	21,384	5,733	5,000	10,400	5,254	47,771
6000 to 6999	-	12,602	6,800	-	6,000	25,402
7000 to 7999	15,500	-	-	-	-	15,500
8000 to 8999	-	8,000	-	-	-	8,000
9000 to 9999	-	-	9,000	-	-	9,000
10000 +	170,414	94,678	116,094	35,250	31,000	447,436
Total	310,474	228,975	210,934	164,673	118,332	1,033,388

Source: GPCVB

FIGURE 2-4

PHOENIX CONVENTION CENTER TOTAL ROOM NIGHTS

Attendance Range	2009	2010	2011	2012	2013	All
0 to 999	39,743	29,474	23,778	23,228	23,404	139,627
1000 to 1999	80,492	84,965	90,195	93,582	48,927	398,162
2000 to 2999	95,392	103,935	76,334	108,940	73,410	458,012
3000 to 3999	98,234	53,088	35,125	108,753	70,119	365,320
4000 to 4999	42,110	106,812	30,490	77,074	47,106	303,592
5000 to 5999	76,877	19,816	13,750	35,948	18,161	164,552
6000 to 6999	-	39,066	23,504	-	20,739	83,310
7000 to 7999	61,220	-	-	-	-	61,220
8000 to 8999	-	27,652	-	-	-	27,652
9000 to 9999	-	-	31,109	-	-	31,109
10000 +	331,974	178,583	276,721	75,143	66,325	928,745
Total	826,043	643,391	601,006	522,668	368,192	2,961,300

Source: GPCVB

Over the last five years, the PCC has seen a consistent decline in Qualified Events attendance. A full economic investigation is beyond the scope of this analysis. However, several factors may be contributing to the downward trend: the Great Recession's impact on the convention center industry and attendance rates; continued competition from the PCC's regional and national competitors; the controversy surrounding SB 1070, and federal sequestration. We assume that the effect of these factors would be felt regardless of the PCC's expansion.

**Qualified Events
without Expansion**

To estimate the number of new Qualified Events, HVS estimated the number of events and average attendance that would have occurred at the venue if it did not undergo expansion. We based our estimates on the historical performance of the PCC for the years 2003 to 2005 prior to the expansion project as shown in the figure below. Appendix B lists Qualified Events from 2003 to 2005.

**FIGURE 2-5
CONVENTION EVENTS AT CIVIC PLAZA 2003 THROUGH 2005**

Event Size	Total 2003 Through 2005			Annual Averages	
	Events	Attendance	Room Nights	Events	Attendance per Event
0 to 999	19	12,815	30,996	6.3	674
1000 to 1999	35	49,589	81,607	11.7	1,417
2000 to 2999	14	30,550	61,639	4.7	2,182
3000 to 3999	15	47,700	95,775	5.0	3,180
4000 to 4999	2	8,700	18,091	0.7	4,350
5000 to 5999	6	30,500	73,397	2.0	5,083
6000 to 6999	2	12,000	12,931	0.7	6,000
Total	93	191,854	374,436	31.0	2,063

Source: PCC

To estimate the number of Qualified Events that would have occurred without expansion, HVS assumed that in 2009 the PCC would have achieved the 2003 to 2005 three-year average level of events and attendance. In subsequent years, we applied the actual percent change in Qualified Events for the years 2010 through 2013 to the average levels in 2009. See the figure below for the actual percent change in Qualified Event attendance that occurred from 2009 through 2013, followed by the resulting projections for Qualified Events without an expansion.

**FIGURE 2-6
QUALIFIED EVENT ATTENDANCE TRENDS**

Year	Total Events	Change from Previous	Total Attendance	Change from Previous
2009	69	-	310,474	-
2010	62	-10%	228,975	-26%
2011	52	-16%	210,934	-8%
2012	61	17%	164,673	-22%
2013	42	-31%	118,332	-28%

Source: GPCVB

The figure below shows the estimates of events and attendance that would have occurred in the absence of expansion of the PCC.

FIGURE 2-7
QUALIFIED EVENT PROJECTIONS WITHOUT EXPANSION

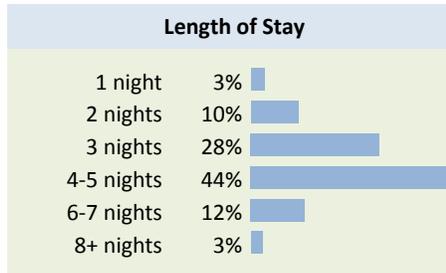
	2009	2010	2011	2012	2013
Events					
0 - 999	6	5	5	5	4
1000 - 1999	12	11	9	11	7
2000 - 2999	5	4	4	4	3
3000 - 3999	5	4	4	4	3
4000 - 4999	1	1	1	1	1
5000 - 5999	2	2	2	2	1
Total	31	28	23	27	19
<i>Percent Change*</i>		-10%	-16%	17%	-31%
Average Attendance					
0 - 999	667	556	663	377	548
1000 - 1999	1,417	1,206	1,327	848	821
2000 - 2999	2,200	1,781	1,858	1,357	1,314
3000 - 3999	3,200	2,671	2,919	1,810	1,971
4000 - 4999	4,000	3,339	3,981	2,262	3,286
5000 - 5999	5,000	3,895	4,644	2,828	3,286
Total Attendance (rounded to the nearest 1000)					
0 - 999	4,000	3,000	3,000	2,000	2,000
1000 - 1999	17,000	13,000	12,000	9,000	6,000
2000 - 2999	11,000	8,000	7,000	6,000	4,000
3000 - 3999	16,000	12,000	11,000	8,000	6,000
4000 - 4999	4,000	3,000	3,000	2,000	2,000
5000 - 5999	10,000	7,000	7,000	5,000	4,000
Total	62,000	46,000	43,000	32,000	24,000
<i>Percent Change*</i>		-26%	-7%	-26%	-25%

*Based on Actual percent change from 2009 through 2013.

HVS excluded events from the set of events from 2003 to 2005 that the PCC provided that were not Qualified Events, such as gift shows and outdoor sporting events. Due to the space restrictions of the PCC prior to expansion, HVS assumed that without expansion, the PCC would not hold Qualified Events with more than 6,000 attendees from 2009 to 2013.

To estimate room nights in the non-expansion scenario, HVS used delegate intercept survey data provided by the PCC for 24 Qualified Events. The survey asked the respondents whether they stayed overnight for the event and, if so, how many nights they stayed. Approximately 86 percent of attendees stayed overnight for their events. Those overnight delegates stayed an average of four nights. See the figure below.

**FIGURE 2-8
 LODGERS LENGTH OF STAY**



Source: PCC Intercept Survey

HVS used average event length to estimate the annual room nights for the non-expansion scenario. However, the 2003 to 2005 event data did not break down the precise event dates. The GPCVB dataset of Qualified Events from 2009 to 2013 represents the best available source of event length for the PCC. HVS used this data to estimate room nights in the non-expansion scenario.

For each event with a corresponding survey, we found the weighted average length of stay and compared it to the event’s length. See the figure below.

FIGURE 2-9
LENGTH OF STAY AND EVENT LENGTH (DAYS)

Qualified Event	Length of Stay Reported by Delegates	Event Length	Average Percent of Event Length Stayed
Electric Utilities Environmental Conference	3.4	3	113%
SAP TechEd	4.2	5	84%
GSA SmartPay Conference	4.3	3	142%
American Nurses Magnet Conference	3.7	3	125%
NRA Annual Meetings and Exhibits	3.3	6	55%
The Gideons International Convention	5.4	7	77%
U.S. Green Building Annual Conference & Expo	3.5	3	118%
Imaging USA - Annual Conv & Expo	4.5	3	150%
Annual Session of American Gastrointestinal and Endoscopic Surgeons	3.9	4	97%
General Council of the Assemblies of God	5.2	5	104%
Annual Meeting of Military Surgeons	4.7	4	118%
SME Annual Meeting & Exhibits	3.8	5	77%
2009 Indian Gaming Convention	3.5	2	177%
National Needlearts Association Convention	4.1	5	82%
ACAAI Annual Meeting	4.4	7	63%
Cattle Industry Annual Convention & Trade Show	3.6	3	122%
Aviation Week MRO Conference & Exhibition	3.4	4	86%
Annual American Trucking Association Management Conference & Exhibition	3.9	6	64%
Electric Utilities Environmental Conference	3.4	4	84%
Best Western North American Convention	4.2	3	139%
ACA Annual Winter Conference	4.2	6	70%
Mary Kay Leadership Conference	3.9	11	36%
2011 Indian Gaming Convention	3.6	3	122%
National Conference on Tobacco or Health	4.0	3	134%
Length of stay as a percent of event length for all events included in survey			101%

Source: PCC Intercept Survey and GPCVB

The data show that the average overnight visitor stays for approximately the same length of time as the event length. From this analysis, we assumed that room nights per lodger equaled the event's length in the non-expansion scenario. In addition, we multiplied the number of room nights by 86 percent to account for attendees who do not stay overnight from our intercept survey data. With our assumptions and Qualified Event and attendance forecasts, the following figure shows room night projections for Qualified Events.

**FIGURE 2-10
ROOM NIGHT ESTIMATE WITHOUT EXPANSION**

Event Size	2009	2010	2011	2012	2013
0 - 999	16,000	12,000	11,000	8,000	6,000
1000 - 1999	64,000	47,000	43,000	34,000	24,000
2000 - 2999	42,000	31,000	29,000	22,000	16,000
3000 - 3999	68,000	50,000	46,000	36,000	26,000
4000 - 4999	18,000	13,000	12,000	9,000	7,000
5000 - 5999	44,000	32,000	30,000	23,000	17,000
Total	252,000	185,000	171,000	132,000	96,000

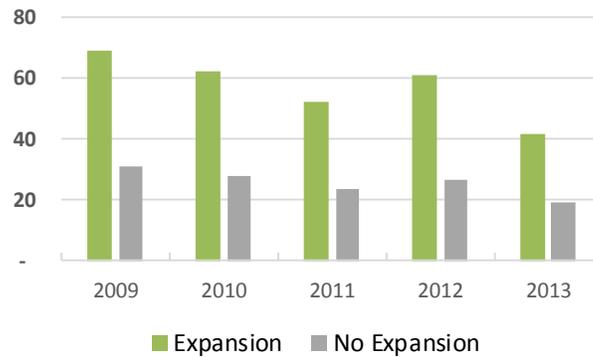
The figure below shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

**FIGURE 2-11
PROJECTED DIFFERENCE IN DEMAND**

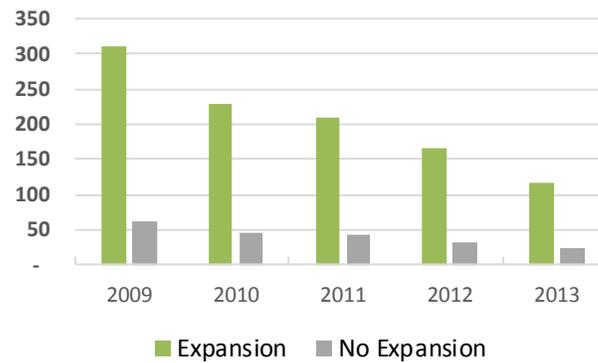
	No Expansion	Expansion	Change
Qualified Events			
2009	31	69	38
2010	28	62	34
2011	23	52	29
2012	27	61	34
2013	19	42	23
Total	128	286	158
Attendance			
2009	62,000	310,000	248,000
2010	46,000	229,000	183,000
2011	42,000	211,000	169,000
2012	33,000	165,000	132,000
2013	24,000	118,000	94,000
Total	207,000	1,033,000	826,000
Room Nights			
2009	252,000	826,000	574,000
2010	185,000	643,000	458,000
2011	171,000	601,000	430,000
2012	132,000	523,000	391,000
2013	96,000	368,000	272,000
Total	836,000	2,961,000	2,125,000

The following figures illustrate differences in the number of Qualified Events and attendance at Qualified Events between actual performance and the scenario in which the PCC did not expand.

**FIGURE 2-12
 NUMBER OF QUALIFIED EVENTS**



ATTENDANCE AT QUALIFIED EVENTS (THOUSANDS)



The difference between the attendance and room nights generated by Qualified Events provide the foundation for fiscal impact estimates.

3. Spending Estimates

HVS estimated the amounts of spending caused by the economic activity generated by Qualified Events.

Direct, Indirect, and Induced Spending

Spending falls into three categories:

- **Direct spending** includes the spending of event attendees, event organizers, and exhibitors. For example, an attendee's expenditure on a restaurant meal is a direct spending impact.
- **Indirect spending** follows from the business spending resulting from the initial direct spending. For example, an event attendee's direct expenditure on a restaurant meal causes the restaurant to purchase food and other items from suppliers. The portion of these restaurant purchases that remain within Arizona count as indirect impacts.
- **Induced spending** represents the change in local consumption due to the personal spending by employees whose incomes change from direct and indirect spending. For example, a waiter at a local restaurant may have more personal income as a result of an event attendee dining at the restaurant. The amount of the increased income that the waiter spends in the local economy is an induced impact.

To generate direct spending estimates, HVS applied assumptions about the amounts of spending generated by Qualified Events. HVS used the IMPLAN input-output model of the local economy to estimate net direct, indirect, and induced spending. The sum of net direct, indirect, and induced spending estimates make up the total estimated spending impact of Qualified Events at the PCC.

Sources of Direct Spending

HVS identified four sources of new direct spending impact:

- **Overnight Guests:** Delegates to Qualified Events who require overnight lodging, including convention delegates, meeting attendees, and attendees at other Qualified Events. Overnight delegate spending includes the spending on hotel catering by exhibitors and event organizers with the personal spending of individual guests.
- **Day-trip Attendees:** Visitors to the PCC who do not require overnight lodging. In most markets, day-trippers typically spend money on meals, shopping, local transportation, recreation and entertainment, and other goods and services while in town.

- **Event Organizers:** Individuals, associations, or other organizations that plan, sponsor, organize, and coordinate events that take place at PCC facilities. In addition to facility spending, event organizers also spend on lodging, meals, local transportation, facility rentals, equipment rentals, and other goods and services required to plan and organize a successful event.
- **Exhibitors:** Individuals or companies that rent exhibition space, typically from event organizers, to display information or products at events. In addition to spending at the facility, exhibitors purchase lodging, meals, local transportation, vendor services, meeting room rentals, equipment rentals, and other goods and services.

Spending Parameters

Delegates, attendees, event organizers, and exhibitors spend locally on lodging, meals, local transportation, facility rentals, vendor services, meeting room rentals, equipment rentals, and other goods and services.

We relied on Smith Travel Research (“STR”) data to estimate hotel room rates paid by delegates in each year of the forecast. See the figure below for a five-year summary of average daily room rates in hotels near the Convention Center in downtown Phoenix.

FIGURE 3-1
HOTEL AVERAGE DAILY ROOM RATES

Year	ADR
2009	\$144.89
2010	140.18
2011	140.06
2012	145.42
2013	143.83

Source: STR

STR data has certain limitations. Not every property reports data in a consistent and timely manner. STR estimates the ADR of non-reporting hotels based on reported data. These factors can influence the overall quality of the information. Nonetheless, STR data provide the best available estimates of the average daily room rate.

For other spending parameters, HVS relied on a 2004 national survey of convention spending conducted by the Destination Marketing Association International (“DMAI”). The results of this survey are published in the ExPact 2004 report, which is available on request. To conduct this survey, 86 convention and visitor bureaus requested delegates, event organizers, and exhibitors to complete

an online questionnaire and provide DMAI with delegate and exhibiting company contact information.

While this survey data is nearly ten years old, it is the most recent available comprehensive source of spending information provided in sufficient detail for useful impact analysis. The PCC made attempts to survey the delegates, organizers, and exhibitors at Qualified Events, but organizers withheld their cooperation. The schedule and scope of this study did not allow for new primary research on spending parameters. HVS recommends that the PCC make ongoing efforts to gather spending data, which could be used in future fiscal impact analysis.

HVS adjusted the ExPact 2004 spending parameters for inflation using the Consumer Price Index as published by the US Bureau of Labor Statistics and the relative cost of travel to Phoenix based on the Corporate Travel Index (“CTI”). CTI is an annual comparison of travel costs to the 100 largest U.S. cities conducted by Business Travel News. See Appendix C for a detailed explanation of the adjustments to the ExPact 2004 data.

The figures show the CTI Adjusted daily spending parameters and inflated spending parameters for 2009 through 2013.

FIGURE 3-2
OVERNIGHT VISITOR DAILY SPENDING

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229
Hotel Room Rental	\$143.83	\$144.89	\$140.18	\$140.06	\$145.42	\$143.83
Restaurants	52.78	59.85	60.81	62.76	64.07	64.84
Other Hotel Spending	34.79	39.46	40.09	41.37	42.24	42.75
General Retail	22.33	25.32	25.72	26.55	27.11	27.43
Golf, Skiing and Gaming	16.21	18.38	18.68	19.27	19.68	19.91
Cultural Recreation	7.69	8.73	8.87	9.15	9.34	9.45
Transportation	6.80	7.72	7.84	8.09	8.26	8.36
Auto Rental and Leasing	6.80	7.71	7.83	8.09	8.25	8.35
Sightseeing	3.61	4.09	4.16	4.29	4.38	4.43
Performing Arts Companies	3.03	3.44	3.49	3.60	3.68	3.72
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00
Retail - Gas Stations	1.49	1.69	1.72	1.78	1.81	1.83
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24
Total	\$303.32	\$325.75	\$323.94	\$329.71	\$339.03	\$339.76

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-3
DAY-TRIP VISITOR DAILY SPENDING

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229
Restaurants	\$52.78	\$59.85	\$60.81	\$62.76	\$64.07	\$64.84
General Retail	22.33	25.32	25.72	26.55	27.11	27.43
Golf, Skiing and Gaming	16.21	18.38	18.68	19.27	19.68	19.91
Cultural Recreation	7.69	8.73	8.87	9.15	9.34	9.45
Sightseeing	3.61	4.09	4.16	4.29	4.38	4.43
Performing Arts Companies	3.03	3.44	3.49	3.60	3.68	3.72
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00
Retail - Gas Stations	1.63	1.69	1.72	1.78	1.81	1.83
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24
Total	\$111.24	\$125.97	\$128.00	\$132.10	\$134.86	\$136.47

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-4
EXHIBITOR DAILY SPENDING PER EVENT ATTENDEE

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229
Lodging Costs	\$7.45	\$7.51	\$7.26	\$7.26	\$7.53	\$7.45
Other Hotel Spending	\$3.21	3.64	3.70	3.82	3.90	3.94
Advertising and Related Services	2.58	2.92	2.97	3.06	3.13	3.17
Other Amusement & Recreation	2.54	2.88	2.92	3.02	3.08	3.12
Auto Rental and Leasing	2.10	2.39	2.42	2.50	2.55	2.59
Machinery & Equipment	1.41	1.60	1.62	1.68	1.71	1.73
General Retail	1.10	1.25	1.27	1.31	1.34	1.35
Transportation	0.82	0.93	0.95	0.98	1.00	1.01
Retail - Gas Stations	0.39	0.44	0.44	0.46	0.47	0.47
Public Transit	0.13	0.14	0.14	0.15	0.15	0.15
Total	\$21.73	\$23.70	\$23.69	\$24.24	\$24.86	\$24.98

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-5
EVENT ORGANIZER SPENDING PER EVENT ATTENDEE

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229
Hotel Room Rental	\$1.19	\$1.34	\$1.37	\$1.41	\$1.44	\$1.46
Restaurants	1.00	1.13	1.15	1.19	1.21	1.23
Other Hotel Spending	0.97	1.10	1.12	1.15	1.18	1.19
General Retail	0.77	0.88	0.89	0.92	0.94	0.95
Golf, Skiing and Gaming	0.15	0.17	0.17	0.18	0.18	0.18
Cultural Recreation	0.04	0.04	0.04	0.04	0.04	0.05
Transportation	0.03	0.04	0.04	0.04	0.04	0.04
Auto Rental and Leasing	0.02	0.03	0.03	0.03	0.03	0.03
Total	\$4.17	\$4.73	\$4.81	\$4.96	\$5.06	\$5.13

Sources: CTI, DMAI, STR, and HVS

Facility Revenue Related to Qualified Events

The spending parameters discussed above exclude spending that occurs within the PCC. Visitors, event organizers, and exhibitors purchase facility rentals and equipment, food and beverage services, and other services at the PCC. HVS used PCC client spending data from 2009 to 2013 to estimate revenue in the following categories.

Food and Beverage—Most events that use the PCC’s function space also arrange for food service for their attendees during their events. This food service includes catering, which can range from coffee breaks associated with a meeting to a full dinner associated with a convention or banquet. Consumer shows, theatre performances, and arena events may generate concession revenue. Most conventions and conferences generate demand for multiple meals during these multi-day events. Meetings and banquets generally include a single meal or refreshment services. Conventions and tradeshow typically experience the most spending per attendee.

Facility Rental—Facility rental revenue includes the revenue the PCC receives from clients that reserve one or more function areas. Despite having published rates, facilities typically charge rental fees based on negotiated daily rental fees. Not all events incur a facility rental fee. A facility may waive the space rental charges if the event meets a certain minimum of food and beverage charges.

Utilities—Utility revenue includes revenues from the sale of electricity, gas, water, and communication utilities to event organizers and exhibitors.

Audio Visual—Audio visual revenue includes the costs of sound and video system used for presentations and productions during events.

Services—Event services include the fees charged to tenants for services that could include business services, technical assistance, information technology set-up and take down of function spaces, cleaning services, security services, commissions from decorators, and other services provided by third-party contractors at events. Banquets and other upscale events often require elaborate decorating services. Almost all events require cleaning services; cleaning of common areas may be complimentary for most events, while cleaning services offered to individual exhibitors can represent a significant source of revenue. Service charges vary by type of event. Some of these services may be included in the rental charges for using the facility, but others will be add-on service charges.

Equipment—The PCC earns revenue through equipment rental and use fees for event organizers and attendees.

Ticket Tax/Fees—The PCC earns revenues through both ticket office fees and service fees for running its ticket offices.

Parking—The PCC generates revenue through over 4,000 parking spaces in covered garages. The following figure shows spending at the PCC for the years 2009 through 2013.

FIGURE 3-6
SPENDING AT THE PCC RELATED TO QUALIFIED EVENTS

Spending Category	2009	2010	2011	2012	2013
Food & Beverage	\$12,152,000	\$8,301,000	\$8,600,000	\$9,793,000	\$8,073,000
Facility Rental	2,829,000	2,737,000	2,547,000	3,169,000	2,361,000
Utilities	3,342,000	2,436,000	1,828,000	2,525,000	2,151,000
Audio Visual	1,474,000	1,485,000	1,499,000	1,560,000	979,000
Services	422,000	569,000	539,000	643,000	464,000
Equipment	110,000	41,000	53,000	76,000	52,000
Ticket Tax/Fees	87,000	132,000	22,000	26,000	25,000
Parking	68,000	6,000	125,000	13,000	15,000
Total	\$20,484,000	\$15,707,000	\$15,213,000	\$17,805,000	\$14,120,000

Source: PCC

We estimated net spending at PCC Qualified Events in the non-expansion scenario by calculating the actual spending per attendee in each year, then multiplying it by the number of attendees in the non-expansion scenario. The figure below shows the spending per year in the non-expansion scenario.

FIGURE 3-7
PROJECTED SPENDING AT THE PCC WITHOUT EXPANSION

Spending Category	2009	2010	2011	2012	2013
Food & Beverage	\$2,441,000	\$1,668,000	\$1,728,000	\$1,967,000	\$1,622,000
Facility Rental	568,000	550,000	512,000	637,000	474,000
Utilities	671,000	489,000	367,000	507,000	432,000
Audio Visual	296,000	298,000	301,000	313,000	197,000
Services	85,000	114,000	108,000	129,000	93,000
Equipment	22,000	8,000	11,000	15,000	10,000
Ticket Tax/Fees	17,000	26,000	4,000	5,000	5,000
Parking	14,000	1,000	25,000	3,000	3,000
Total	\$4,114,000	\$3,154,000	\$3,056,000	\$3,576,000	\$2,836,000

Source: PCC and HVS

The actual venue spending in the expanded PCC minus the estimated spending that would have occurred in the non-expansion scenario equals the estimated net venue spending. See the figure below.

FIGURE 3-8
PROJECTED NET SPENDING AT THE PCC FOR QUALIFIED EVENTS

Spending Category	2009	2010	2011	2012	2013
Food & Beverage	\$9,711,000	\$6,633,000	\$6,873,000	\$7,825,000	\$6,451,000
Facility Rental	2,260,000	2,187,000	2,035,000	2,533,000	1,886,000
Utilities	2,671,000	1,947,000	1,461,000	2,017,000	1,719,000
Audio Visual	1,177,000	1,187,000	1,198,000	1,247,000	783,000
Services	337,000	455,000	430,000	514,000	371,000
Equipment	88,000	33,000	42,000	60,000	41,000
Ticket Tax/Fees	69,000	105,000	18,000	21,000	20,000
Parking	54,000	5,000	100,000	10,000	12,000
Total	\$16,368,000	\$12,551,000	\$12,157,000	\$14,227,000	\$11,283,000

Source: PCC and HVS

Refer to Appendix D for a complete listing of all PCC revenues from 2009 to 2013.

Attendance Estimates

HVS applied the previous sources of spending impacts and spending parameters to estimate gross direct spending for the years 2009 through 2013. For overnight visitors, day-trip visitors, exhibitors, and organizers, HVS multiplied the spending by the number of delegate days.

HVS estimated the number of overnight delegate days by using the difference in room nights between the expanded PCC and non-expansion scenario projections (see Figure 2-11).

Since exhibitor and organizer spending parameters are based on event attendee days, HVS calculated attendee days as follows:

$$\text{Number of attendees} \times \text{Event length} = \text{Attendee days}$$

Event length assumptions are based on the actual average event lengths of Qualified Events as shown in the figure below.

FIGURE 3-9
DIFFERENCE IN ATTENDANCE BETWEEN TWO SCENARIOS

Attendance Range	Average Event Length	2009	2010	2011	2012	2013
0 - 999	3.9	7,000	6,000	4,000	5,000	5,000
1000 - 1999	3.7	6,000	12,000	13,000	18,000	8,000
2000 - 2999	3.8	17,000	23,000	14,000	26,000	17,000
3000 - 3999	4.3	12,000	2,000	0	23,000	14,000
4000 - 4999	4.1	9,000	27,000	6,000	20,000	12,000
5000 - 5999	4.3	11,000	0	0	5,000	1,000
6000 - 6999	3.8	0	13,000	7,000	0	6,000
7000 - 7999	7.0	16,000	0	0	0	0
8000 - 8999	3.0	0	8,000	0	0	0
9000 - 9999	4.0	0	0	9,000	0	0
10000+	4.7	170,000	95,000	116,000	35,000	31,000

The figure below shows total attendee days used to calculate exhibitor and organizer spending.

**FIGURE 3-10
TOTAL ATTENDEE DAYS**

Attendance Range	2009	2010	2011	2012	2013
0 - 999	29,000	22,000	14,000	18,000	20,000
1000 - 1999	24,000	43,000	50,000	68,000	29,000
2000 - 2999	64,000	87,000	55,000	99,000	66,000
3000 - 3999	52,000	6,000	0	99,000	61,000
4000 - 4999	35,000	108,000	23,000	81,000	48,000
5000 - 5999	49,000	0	0	22,000	6,000
6000 - 6999	0	47,000	26,000	0	23,000
7000 - 7999	109,000	0	0	0	0
8000 - 8999	0	24,000	0	0	0
9000 - 9999	0	0	36,000	0	0
10000+	798,000	443,000	544,000	165,000	145,000
Total	1,158,000	780,000	745,000	551,000	398,000

HVS calculated the number of day-trip visitors as follows:

$$\text{Attendance} \times \text{Event length} \times \% \text{ Non-lodgers} = \text{Day-trips}$$

HVS found the percentage of lodgers through intercept survey data (See Figure 2-8).

See the figure below for estimated Gross Direct Spending from 2009 to 2013.

**FIGURE 3-11
GROSS DIRECT SPENDING**

Year	Spending Parameter	x # Attendee Days =	Total Spending
Overnight Visitor Spending			
2009	\$325.75	575,000	\$187,306,000
2010	\$323.94	458,000	148,365,000
2011	\$329.71	430,000	141,775,000
2012	\$339.03	391,000	132,561,000
2013	\$339.76	272,000	92,415,000
Day-trip Visitor Spending			
2009	\$125.97	289,000	\$36,405,000
2010	\$128.00	212,000	27,136,000
2011	\$132.10	204,000	26,948,000
2012	\$134.86	110,000	14,835,000
2013	\$136.47	87,000	11,873,000
Exhibitor Spending			
2009	\$23.70	1,158,000	\$27,445,000
2010	\$23.69	780,000	18,478,000
2011	\$24.24	745,000	18,059,000
2012	\$24.86	551,000	13,698,000
2013	\$24.98	398,000	9,942,000
Organizer Spending			
2009	\$4.73	1,158,000	\$5,477,000
2010	\$4.81	780,000	3,752,000
2011	\$4.96	745,000	3,695,000
2012	\$5.06	551,000	2,788,000
2013	\$5.13	398,000	2,042,000
Annual Venue Spending at Qualified Events			
	2009	\$16,368,000	
	2010	12,551,000	
	2011	12,157,000	
	2012	14,227,000	
	2013	11,283,000	

Sources: DMAI (as adjusted by HVS) and PCC

Indirect and Induced Spending

The relationship between direct spending and the multiplier effects can vary based on the specific size and characteristics of a local area's economy. HVS enters the gross direct spending estimate into the IMPLAN input-output model of the local economy to estimate the net direct, indirect and induced spending. HVS obtained the most recent available data from IMPLAN for the state of Arizona.

IMPLAN Impact Modeling

IMPLAN is a nationally recognized model developed at the University of Minnesota commonly used to estimate economic impacts. An input-output model generally describes the commodities and income that normally flow through the various

sectors of a given economy. The indirect and induced spending and employment effects represent the estimated changes in the flow of income, goods, and services caused by the estimated direct spending. The IMPLAN model accounts for the specific characteristics of the local area economy and estimates the share of indirect and induced spending that it would retain.

HVS categorized new direct expenditures into spending categories that serve as inputs for the IMPLAN model. The figure below shows the gross spending estimates as inputs for IMPLAN allocated by sector.

FIGURE 3-12
GROSS DIRECT SPENDING BY IMPLAN SECTOR

Sector	2009	2010	2011	2012	2013
Hotels and motels, including casino hotels	\$121,683,000	\$93,047,000	\$88,216,000	\$80,804,000	\$51,199,000
Food services and drinking places	64,085,000	49,325,000	48,141,000	41,841,000	31,461,000
Retail Stores - General Merchandise	24,615,000	19,112,000	18,690,000	14,933,000	10,874,000
Amusement parks, arcades, and gambling industries	15,869,000	12,507,000	12,219,000	9,822,000	7,149,000
Museums, Historical Sites, Zoos, and Parks	7,534,000	5,938,000	5,801,000	4,663,000	3,394,000
Automotive Equipment Rental and leasing	7,244,000	5,512,000	5,375,000	4,646,000	3,323,000
Transit and ground passenger transportation	5,706,000	4,460,000	4,338,000	3,864,000	2,750,000
Real estate establishments	3,526,000	3,407,000	3,275,000	3,840,000	2,710,000
Advertising and Related Services	4,401,000	3,010,000	2,968,000	2,241,000	1,639,000
Scenic and sightseeing transportation and support activities for transportation	3,532,000	2,784,000	2,720,000	2,186,000	1,591,000
Performing Arts Companies	2,967,000	2,338,000	2,284,000	1,836,000	1,337,000
Other amusement and recreation industries	3,334,000	2,280,000	2,248,000	1,697,000	1,241,000
Retail Stores - Gasoline Stations	1,974,000	1,503,000	1,471,000	1,166,000	849,000
Spectator Sports Companies	1,592,000	1,255,000	1,226,000	985,000	717,000
Commercial and industrial machinery and equipment rental and leasing	1,851,000	1,266,000	1,248,000	942,000	689,000
State and local government passenger transit	1,495,000	1,157,000	1,132,000	903,000	658,000
Motion picture and video industries	985,000	776,000	758,000	609,000	444,000
Other support services	337,000	455,000	430,000	514,000	371,000
Other personal services	54,000	5,000	100,000	10,000	12,000
Total	\$272,784,000	\$210,137,000	\$202,640,000	\$177,502,000	\$122,408,000

Annual Net Direct Spending

A portion of gross direct spending does not generate income within the state of Arizona. HVS adjusted gross direct spending to account for spending that leaks out of the local economy by using IMPLAN's estimated retail margins and local purchase percentages. As a result, the realized direct spending ("net direct spending") is lower than the gross direct spending.

Retail Margins

Retailers add value equal to the margin or price increase of the good above the original price paid to obtain the good. The IMPLAN model is product based, so HVS uses IMPLAN margin numbers to account for the discrepancy between retail purchaser prices and producer prices.

Local Purchase Percentage

To accurately measure spending impacts, HVS counts spending on products and services located in the market area. The state of Arizona cannot accommodate all of the direct spending. For example, an event organizer may need to buy novelty items for all attendees, but find that Arizona does not produce them. This effect occurs for direct, indirect, and induced spending. HVS uses IMPLAN’s Social Accounting Matrix (“SAM”) model values to track the actual dollar amounts of business transactions taking place in a localized region.

Annual Net Spending Impacts

The figure below shows the annual net direct, indirect, and induced spending generated from Qualified Events.

FIGURE 3-13

NET DIRECT, INDIRECT, AND INDUCED SPENDING

Year	Net Direct	Indirect	Induced	Total
2009	\$245,009,000	\$74,626,000	\$96,811,000	\$416,446,000
2010	188,729,000	58,561,000	75,453,000	322,743,000
2011	181,689,000	56,664,000	72,982,000	311,335,000
2012	160,708,000	49,893,000	63,328,000	273,929,000
2013	110,193,000	33,668,000	43,646,000	187,507,000

For detailed output broken down by year and IMPLAN industry sector, please refer to Appendix E.

Other Impacts

While it is clear that the Qualified Events generate a significant number of room night stays by convention delegates and other event attendees in local hotels, the precise estimates of room night generation is difficult to obtain. The analysis relies on room night reported by Visit Phoenix, which tracks the number of rooms reserved through pre-arranged room blocks, which are set aside at designated room rates. However, a significant number of attendees book rooms through other channels (e.g. direct reservations or online hotel sites). Further obscuring the number of room nights generated in the market, large events that generate a significant room block can displace transient leisure and commercial demand, and other group business that would otherwise be in the market. Consequently, comprehensive historical data on the net number of room nights are not available.



The Convention Center also influences the level of Average Daily Rate in the hotel market during event days. Consistent with a normal supply and demand relationship, higher levels of room night demand would cause an increase in price. On event days with higher demand, hoteliers could charge higher room rates to all of their customers, regardless of their association with the Convention Center room block.

While impacts of the Qualified Events on hotel room rates and occupancy are likely to occur, HVS did not include these impacts in this report because the statistical models we used to analyze these effects produced a wide range of estimates within a 90 percent confidence interval. Further analysis of market-wide hotel impact could be considered in future years. However, the results may not significantly affect the economic impact of events at the Convention Center.

4. Fiscal Impact Estimates

Fiscal Impacts

To estimate fiscal impact, HVS considered, “the total amount of state general fund revenues derived from that economic activity”, as stated in A.R.S. §9-626(A) and (B). In Chapter 3, HVS provided spending estimates for activity related to Qualified Events. They provide a basis for estimating potential tax revenue for the General Fund that result from Qualified Events (“Qualified Revenue”). The figure below lists sources that benefit the General Fund as a result of the expanded PCC with their respective nominal rates.

FIGURE 4-1
SOURCES OF REVENUE FOR THE GENERAL FUND

Tax	Description
Sales Tax and Use Tax*	Applies to every engagement in the State in various business classifications.
Personal Income Tax	The taxable personal income rate increases as total income increases. It also depends on whether the member files jointly or separately.
Corporate Income Tax	Applies to every corporation's net income.
Luxury Tax	Applies to any purchase of cigarettes, cigars, tobacco, and alcohol.

*From 6/1/2010 to 5/31/2013, Prop 100 increased the Sales Tax by 1%.

Source: State of Arizona Office of the Auditor General

The nominal tax rates represent the legally imposed rates that the State of Arizona charges for a tax. Effective tax rates reflect average rates at which the State taxes individuals or corporations and are calculated by dividing the actual tax liability by the tax base. As an example, the effective tax rate for individuals is the average rate at which their earned income is taxed. An individual's effective tax rate is calculated by dividing total tax expense by their earned income.

In this study, we estimated effective tax rate for only the portion of taxes that would flow to the General Fund. We use effective rates to estimate Qualified Revenues for each year. For each tax, HVS found data on General Fund revenue for 2009 through 2013. The following describes the calculations for the effective rate for each source of Qualified Revenue.

Sales Tax and Use Tax

For each sector, HVS found effective rates and Qualified Revenue of Sales Tax and Use Tax by the following calculations:

$$\text{Tax Rate} \times \text{General Fund Share} = \text{Effective Tax Rate}$$

$$\text{Taxable Sales} \times \text{Effective Tax Rate} = \text{Qualified Revenue}$$

HVS calculated General Fund Share as the sum of the non-shared base and the portion of the distributed base going to the General Fund. HVS added one percent to the tax rate in years 2011 and 2012 to account for Proposition 100. HVS prorated this one percent and only added seven-twelfth of one percent in 2010 and five-twelfth of one percent in 2013 since the measure began on June 1, 2010 and ended on May 31, 2013. For detailed tax rates and General Fund Shares, see Appendix E.

Personal Income Tax

HVS calculated the tax base for Personal Income Tax using U.S. Department of Commerce, Bureau of Economic Analysis's quarterly income summary report for the State of Arizona. See the figure below for the tax base and average effective tax rates.

FIGURE 4-2
PERSONAL INCOME TAX

Year	General Fund Income Tax Revenue	Individual Income Tax Revenue*	Tax Base	Average Effective Tax Rate
2009	\$2,432,366,069	\$2,077,596,000	\$215,982,072,000	0.96%
2010	2,200,844,986	1,879,843,000	220,880,380,000	0.85%
2011	2,949,887,110	2,519,634,000	230,977,824,000	1.09%
2012	3,305,485,765	2,823,368,000	243,579,640,000	1.16%
2013	3,545,987,484	3,028,791,000	246,960,642,000	1.23%

*Qualified Revenue from Individual Income Tax is approximately 85.415% of all Qualified Revenue from Income Taxes.

Sources: State of Arizona Staff of the Joint Legislative Budget Committee and Bureau of Economic Analysis

Corporate Income Tax

The State of Arizona Office of the Auditor General reported that from 2009 to 2013, Corporate Income Tax averaged approximately 17.076 percent of Personal Income Taxes per year. HVS calculated Qualified Revenue from Corporate Income Tax by multiplying each year's Qualified Revenue from Personal Income Tax by 17.076 percent.

Luxury Tax

The State of Arizona Office of the Auditor General reported that from 2009 to 2013, taxes on alcohol, tobacco, and cigarette sales averaged approximately 1.54 percent of all Sales Tax and Use Tax per year. HVS calculated Qualified Revenue for

Luxury Tax by multiplying each year’s Qualified Revenue from Sales Tax and Use Tax by 1.54 percent.

IMPLAN Categories

HVS used the direct, indirect and induced impacts as the tax base created by activities related to Qualified Events.

Output—serves as the sales tax base. In IMPLAN this represents the value of a change in sales or the value of increase production.

Employee Compensation—serves as the tax base for personal income tax. IMPLAN defines employee compensation as “the total cost of labor including wages & salaries, other labor related income such as health and retirement benefits, and both employee & employer contributions to social insurance.” HVS calculated the effective income tax rate to adjust for the inclusion of benefits and social insurance in the tax base.

The figure below shows Qualified Revenue for the State of Arizona from 2009 to 2013.

FIGURE 4-3
FISCAL IMPACTS FOR THE STATE OF ARIZONA GENERAL FUND

Tax Category	2009	2010	2011	2012	2013
Sales Tax & Use Tax	\$15,908,000	\$13,722,000	\$14,194,000	\$12,500,000	\$7,728,000
Personal Income Tax	1,404,000	964,000	1,192,000	1,094,000	795,000
Corporate Income Tax	240,000	165,000	204,000	187,000	136,000
Luxury Taxes	245,000	211,000	219,000	193,000	119,000
Total	\$17,797,000	\$15,062,000	\$15,809,000	\$13,974,000	\$8,778,000

Four tax sources generated approximately \$17.8 million in 2009 tax revenue for the General Fund. But, it only earned \$9.5 million in 2013.

IMPLAN classifies direct, indirect, and induced spending into over 400 hundred economic sectors. Appendix E provides the detailed IMPLAN outputs and Qualified Revenue calculation by sector.

According to A.R.S. §9-602, the Arizona state treasurer annually distributes money from the convention center development fund starting in 2009. The figure below shows the distribution amounts.

FIGURE 4-4
CONVENTION CENTER DEVELOPMENT FUND DISTRIBUTIONS 2009 TO 2013

Bond Year*	Fund Distribution
2009	\$5,000,000
2010	10,000,000
2011	0
2012	5,595,000
2013	20,449,000
Total	\$41,044,000

*Beginning July 1

Source: Arizona Revised Statute 9-602 (D)

For each year, HVS took the difference between Qualified Revenue and amount distributed. The net impact from 2009 to 2013 equals the total difference between Qualified Revenue and distributions. A.R.S. §9-626 (B) states that net impact estimates must include General Fund revenues derived from construction activity. In 2010, the Office of the Auditor General contracted AECOM to estimate impacts from construction of the PCC expansion. HVS used estimates from AECOM's *Economic and Fiscal Impact Study—Construction of the Phoenix Convention Center* and added them to Qualified Revenue to obtain a total value of General Fund impact. See the figure below.

FIGURE 4-5
ESTIMATED NET GENERAL FUND IMPACT

	Impact
Annual Qualified Revenue	
2009	\$17,797,000
2010	15,062,000
2011	15,809,000
2012	13,974,000
2013	8,778,000
Total Qualified Revenue	\$71,420,000
Construction Impacts	26,445,000
Sub-total	\$97,865,000
Less Fund Distributions 2009-2013	(41,044,000)
Total	\$56,821,000

Sources: AECOM, State of Arizona, and HVS

HVS estimates that the State of Arizona General Fund has a net positive impact of approximately 56.8 million dollars from the PCC expansion. This total is made of



Qualified Revenue less convention center development fund distributions from 2009 to 2013 plus the construction impacts from 2004 to 2008.

5. Statement of Assumptions and Limiting Conditions

1. This report is to be used in whole and not in part.
2. No responsibility is assumed for matters of a legal nature.
3. All information, financial operating statements, estimates, and opinions obtained from parties not employed by HVS are assumed to be true and correct. We can assume no liability resulting from misinformation.
4. We are not required to give testimony or attendance in court by reason of this analysis without previous arrangements, and only when our standard per-diem fees and travel costs are paid prior to the appearance.
5. If the reader is making a fiduciary or individual investment decision and has any questions concerning the material presented in this report, it is recommended that the reader contact us.
6. We take no responsibility for any events or circumstances that take place subsequent to the date of our report.
7. The impact analysis presented in this report is based upon assumptions, estimates, and evaluations of the market conditions in the local and national economy, which may be subject to sharp rises and declines. Over the projection period considered in our analysis, wages and other operating expenses may increase or decrease due to market volatility and economic forces outside the control of the PCC's management.
8. Many of the figures presented in this report were generated using sophisticated computer models. In the interest of simplicity, most numbers have been rounded. Thus, these figures may be subject to rounding errors.
9. Our responsibility is limited to the client, and use of this report by third parties shall be solely at the risk of the client and/or third parties. The use of this report is also subject to the terms and conditions set forth in our engagement letter with the client.
10. This report was prepared by HVS Convention, Sports & Entertainment Facilities Consulting. All opinions, recommendations, and conclusions expressed during the course of this assignment are rendered by the staff of this organization, as employees, rather than as individuals.

6. Certification

The undersigned hereby certify that, to the best of our knowledge and belief:

1. the statements of fact presented in this report are true and correct;
2. the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions;
3. we have no (or the specified) present or prospective interest in the property that is the subject of this report and no (or the specified) personal interest with respect to the parties involved;
4. we have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
5. our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal;
6. Thomas A. Hazinski designed the methodology of this study and reviewed all results. Alex Moon participated in the research and analysis.

Thomas A Hazinski
Managing Director

Alex Moon
Analyst

A. Appendix - Qualified Events 2009 - 2013

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
EPIC School of Evidence Photography & Imaging	1/9/2009	1/9/2009	1/14/2009	1/14/2009	500	86
Imaging USA - Annual Conv & Expo	1/7/2009	1/11/2009	1/13/2009	1/14/2009	7,700	4,631
Annual Meeting	1/7/2009	1/11/2009	1/15/2009	1/17/2009	3,706	6,664
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/14/2009	1/16/2009	1/17/2009	1/19/2009	28,690	16,720
Leadership Conference	1/14/2009	1/18/2009	1/28/2009	1/29/2009	7,800	8,243
Cattle Industry Annual Convention & Trade Show	1/24/2009	1/29/2009	1/31/2009	2/2/2009	5,355	7,990
Electric Utilities Environmental Conference	1/30/2009	2/2/2009	2/4/2009	2/4/2009	1,700	3,147
West Coast Retail Solutions Expo	1/31/2009	2/3/2009	2/5/2009	2/5/2009	807	1,270
Annual All Star Weekend	2/8/2009	2/12/2009	2/16/2009	2/16/2009	25,000	18,984
Annual Convention	2/16/2009	2/22/2009	2/25/2009	2/27/2009	5,529	8,603
Sporting Goods Show	2/21/2009	2/26/2009	2/28/2009	3/1/2009	1,305	2,059
Waste Management Symposium	2/27/2009	3/2/2009	3/5/2009	3/5/2009	2,100	3,354
Annual Cancer Symposium	3/2/2009	3/2/2009	3/8/2009	3/8/2009	1,627	2,807
Utility Construction Expo	3/2/2009	3/4/2009	3/6/2009	3/9/2009	1,500	984
Annual Conference and Exhibitions	3/5/2009	3/8/2009	3/11/2009	3/13/2009	2,200	3,396
Western Regional Dental Convention	3/9/2009	3/11/2009	3/14/2009	3/14/2009	5,500	878
Annual Session & Exposition	3/11/2009	3/15/2009	3/18/2009	3/19/2009	1,800	3,452
Annual Conference	3/15/2009	3/18/2009	3/22/2009	3/22/2009	760	1,889
ICBA National Convention & Techworld	3/13/2009	3/19/2009	3/21/2009	3/22/2009	3,500	5,589
Technical Conference & Exhibit	3/18/2009	3/20/2009	3/26/2009	3/26/2009	650	782
The Pulse On Tour	3/19/2009	3/21/2009	3/22/2009	3/23/2009	2,000	209
The Big Deal	3/23/2009	3/24/2009	3/26/2009	3/26/2009	415	319
AAHA Yearly Conference	3/23/2009	3/27/2009	3/29/2009	3/30/2009	3,583	4,939
The Vision Show	3/28/2009	3/28/2009	4/4/2009	4/4/2009	2,000	237
North American Steel Construction Conference	3/29/2009	3/31/2009	4/4/2009	4/4/2009	3,217	4,105
Annual Convention	3/31/2009	4/3/2009	4/7/2009	4/8/2009	2,200	4,219
Annual Conference	4/3/2009	4/6/2009	4/11/2009	4/12/2009	4,500	4,267
2009 Indian Gaming Trade Show & Convention	4/9/2009	4/15/2009	4/16/2009	4/17/2009	4,100	3,973
Annual Spring National Meeting	4/15/2009	4/16/2009	4/19/2009	4/19/2009	3,600	2,562
PRSM Annual Conference	4/17/2009	4/19/2009	4/21/2009	4/23/2009	2,000	2,492
IPEG 2009 Annual Meeting	4/19/2009	4/21/2009	4/25/2009	4/26/2009	350	815
Annual Scientific Session	4/22/2009	4/22/2009	4/25/2009	4/25/2009	2,500	4,929



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Dance Workshop	4/24/2009	4/25/2009	4/26/2009	4/26/2009	400	64
DoD CE Meeting	4/23/2009	4/28/2009	5/1/2009	5/1/2009	900	2,581
NAA Green Conference	4/26/2009	4/28/2009	4/29/2009	4/30/2009	750	10
Annual Retail Conference & Expo	4/29/2009	4/30/2009	5/5/2009	5/5/2009	900	1,582
NeighborWorks Training Institute	4/30/2009	5/4/2009	5/8/2009	5/9/2009	1,500	6,402
NRA Annual Meetings and Exhibits	5/10/2009	5/15/2009	5/20/2009	5/20/2009	64,324	8,330
Annual Convention	5/20/2009	5/22/2009	5/25/2009	5/27/2009	4,400	6,562
Commercial Construction Show	5/30/2009	6/2/2009	6/4/2009	6/5/2009	750	437
National Conference	6/6/2009	6/10/2009	6/12/2009	6/13/2009	3,500	5,663
Annual Conference	6/13/2009	6/16/2009	6/19/2009	6/21/2009	2,200	4,274
National Reading Meeting	6/21/2009	6/23/2009	6/26/2009	6/27/2009	1,595	3,448
Volleyball Festival	6/18/2009	6/26/2009	7/3/2009	7/7/2009	12,100	15,533
Annual Convention	7/9/2009	7/11/2009	7/15/2009	7/15/2009	400	1,486
GSA SmartPay Conference	7/25/2009	7/28/2009	7/30/2009	7/31/2009	5,000	10,579
ASI Convention	8/2/2009	8/5/2009	8/8/2009	8/10/2009	3,000	3,377
Pfaff Conference	8/6/2009	8/11/2009	8/13/2009	8/16/2009	525	1,335
Gold Canyon Convention	8/9/2009	8/12/2009	8/14/2009	8/15/2009	600	859
VFW & Ladies Auxiliary Annual National Convention	8/12/2009	8/15/2009	8/20/2009	8/23/2009	13,000	10,583
Confidential Meeting	9/6/2009	9/8/2009	9/10/2009	9/10/2009	1,000	1,003
National Neonatal Nurses Meeting/Mother Baby Conference	9/11/2009	9/13/2009	9/16/2009	9/18/2009	1,500	1,671
Project Conference	9/12/2009	9/15/2009	9/17/2009	9/19/2009	1,500	2,559
Building Component Manufacturers Conference	9/26/2009	9/29/2009	10/2/2009	10/3/2009	584	1,054
Computing/DI Leadership Conference	9/27/2009	9/30/2009	10/4/2009	10/6/2009	1,500	3,882
Save The Dream Tour	9/30/2009	10/2/2009	10/5/2009	10/6/2009	1,260	1,218
Annual Congress	10/2/2009	10/5/2009	10/8/2009	10/9/2009	607	1,708
SAP TechEd	10/6/2009	10/12/2009	10/16/2009	10/17/2009	3,800	8,525
Annual Session	10/21/2009	10/21/2009	10/25/2009	10/27/2009	900	1,020
North American Convention	10/18/2009	10/22/2009	10/24/2009	10/25/2009	2,585	3,597
International Open	10/22/2009	10/22/2009	10/25/2009	10/25/2009	1,000	145
Dept of Defense Maintenance Sym & Exhib	10/24/2009	10/26/2009	10/29/2009	10/30/2009	1,300	3,016
MidYear Conference	10/25/2009	10/28/2009	10/31/2009	11/2/2009	1,500	758
Annual Biomedical Research Conference for Minority Students	11/3/2009	11/4/2009	11/7/2009	11/7/2009	2,800	5,126
Annual Conference & Expo	11/6/2009	11/11/2009	11/13/2009	11/14/2009	27,300	12,539
Annual Convention & Exhibition	11/11/2009	11/14/2009	11/17/2009	11/18/2009	700	1,005
School Equipment Show	11/13/2009	11/18/2009	11/20/2009	11/23/2009	2,500	2,542
Area Conference	11/30/2009	12/3/2009	12/5/2009	12/7/2009	1,700	2,003
Quarterly College Event	12/13/2009	12/14/2009	12/19/2009	12/20/2009	2,400	987
Leadership	1/3/2010	1/7/2010	1/8/2010	1/10/2010	984	1,602
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2010	1/15/2010	1/16/2010	1/16/2010	18,690	17,260



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Pre POA	1/16/2010	1/16/2010	1/22/2010	1/22/2010	550	2,017
International Meeting on Simulation in Healthcare	1/20/2010	1/23/2010	1/27/2010	1/27/2010	2,207	3,795
LifeScan/Animas National Sales Meeting	1/21/2010	1/24/2010	1/29/2010	1/29/2010	937	3,383
Electric Utilities Environmental Conference	1/29/2010	2/1/2010	2/3/2010	2/3/2010	2,251	2,251
National Sales Meeting	2/2/2010	2/4/2010	2/6/2010	2/7/2010	2,000	808
PACE- The Paint & Coatings Expo	2/4/2010	2/7/2010	2/12/2010	2/12/2010	2,500	3,213
Annual Conference on Education	2/7/2010	2/11/2010	2/13/2010	2/14/2010	4,020	6,448
West Coast Retail Solutions Expo	2/13/2010	2/16/2010	2/18/2010	2/19/2010	900	1,128
Tradeshow	2/14/2010	2/18/2010	2/20/2010	2/24/2010	2,267	2,569
Sporting Goods Show	2/13/2010	2/18/2010	2/20/2010	2/21/2010	1,415	2,099
Educational Conference & Expo	2/18/2010	2/22/2010	2/24/2010	2/26/2010	639	1,378
PLC Summit	2/21/2010	2/23/2010	2/26/2010	2/26/2010	2,251	1,585
SME Annual Meeting & Exhibits	2/25/2010	2/27/2010	3/3/2010	3/4/2010	4,937	5,164
The Pulse On Tour	2/24/2010	2/27/2010	2/28/2010	3/1/2010	700	419
State Conference	2/28/2010	2/28/2010	3/2/2010	3/2/2010	2,000	489
Western Regional Dental Convention	3/1/2010	3/4/2010	3/6/2010	3/6/2010	4,524	695
Waste Management Symposium	3/5/2010	3/8/2010	3/11/2010	3/11/2010	3,724	3,724
Annual Meeting	3/8/2010	3/12/2010	3/14/2010	3/18/2010	2,073	4,583
Spring Training Expo	3/14/2010	3/17/2010	3/19/2010	3/21/2010	1,000	581
Annual Conference and Culinology Expo	3/14/2010	3/19/2010	3/19/2010	3/20/2010	1,500	1,336
Capella University Colloquium	3/17/2010	3/19/2010	3/20/2010	3/21/2010	1,395	938
Career Conference	3/17/2010	3/19/2010	3/20/2010	3/20/2010	1,334	97
WrestleMania Block	3/23/2010	3/25/2010	3/28/2010	3/30/2010	47,000	5,288
Annual Conference and Exhibition	4/8/2010	4/11/2010	4/15/2010	4/19/2010	1,400	3,698
SkillsUSA Championships	4/9/2010	4/12/2010	4/13/2010	4/14/2010	2,150	380
Annual Conference	4/12/2010	4/13/2010	4/18/2010	4/20/2010	1,250	2,600
Aviation Week MRO Conference & Exhibition	4/17/2010	4/19/2010	4/22/2010	4/24/2010	6,200	5,922
Juice Plus+® Leadership Conference	4/19/2010	4/22/2010	4/24/2010	4/25/2010	8,000	3,142
Annual Conference	4/22/2010	4/24/2010	4/28/2010	4/30/2010	1,867	2,007
NeighborWorks Training Institute	4/29/2010	5/3/2010	5/7/2010	5/7/2010	1,546	5,952
Annual Meeting	5/8/2010	5/11/2010	5/13/2010	5/15/2010	1,300	1,625
Annual Meeting & Expo	5/13/2010	5/14/2010	5/19/2010	5/20/2010	1,600	3,489
National Solar Energy Conference	5/16/2010	5/20/2010	5/22/2010	5/24/2010	2,100	2,024
DoDIIS Worldwide Conference	5/21/2010	5/23/2010	5/27/2010	5/28/2010	2,033	6,258
Annual Meeting	5/21/2010	5/25/2010	5/27/2010	5/28/2010	2,181	2,619
Phoenix Comicon	5/26/2010	5/27/2010	5/30/2010	5/31/2010	13,988	782
Annual Meeting and USA Open Volleyball Championship Event (Adult)	5/22/2010	5/29/2010	6/5/2010	6/6/2010	5,733	7,570



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Annual Meeting	5/31/2010	6/1/2010	6/5/2010	6/6/2010	400	707
Annual Conference	6/8/2010	6/12/2010	6/16/2010	6/18/2010	3,100	6,309
Collection Systems Conference	6/11/2010	6/14/2010	6/16/2010	6/16/2010	392	649
DEVASTATION	6/16/2010	6/18/2010	6/20/2010	6/20/2010	800	107
Annual National Conference	6/19/2010	6/23/2010	6/27/2010	6/27/2010	4,000	10,273
Volleyball Festival	6/20/2010	6/28/2010	7/3/2010	7/8/2010	15,000	17,176
FedFleet - Nat'l. Motor Vehicle & Aviation Exposition & Workshops	7/9/2010	7/10/2010	7/15/2010	7/15/2010	1,610	4,653
International Convention	7/16/2010	7/18/2010	7/24/2010	7/25/2010	3,050	4,757
National Convention	8/3/2010	8/4/2010	8/8/2010	8/8/2010	800	1,437
Gold Canyon Convention	8/2/2010	8/5/2010	8/7/2010	8/7/2010	725	943
Force Health Protection Conference	8/5/2010	8/8/2010	8/13/2010	8/13/2010	2,334	6,717
Fall Summit	9/15/2010	9/18/2010	9/21/2010	9/23/2010	1,592	3,448
Gas Machinery Conference	10/2/2010	10/4/2010	10/6/2010	10/7/2010	700	2,464
Magnet Conference	10/10/2010	10/13/2010	10/15/2010	10/16/2010	6,402	12,204
Annual Management Conference & Exhibition	10/13/2010	10/14/2010	10/19/2010	10/20/2010	2,300	4,453
T & L Conference	10/16/2010	10/19/2010	10/22/2010	10/23/2010	1,472	2,398
National Convention & Electric EXPO	10/23/2010	10/26/2010	10/29/2010	10/30/2010	1,300	1,370
Annual National Conference	10/25/2010	10/28/2010	10/30/2010	10/31/2010	1,800	2,638
Annual Meeting	10/28/2010	11/1/2010	11/4/2010	11/6/2010	3,842	7,841
Annual Convention and Trade Show	11/3/2010	11/7/2010	11/9/2010	11/10/2010	4,215	4,895
ACAAI Annual Meeting	11/9/2010	11/11/2010	11/17/2010	11/18/2010	4,000	5,687
School Equipment Show	11/13/2010	11/17/2010	11/19/2010	11/20/2010	1,200	1,627
Irrigation Show	11/30/2010	12/5/2010	12/7/2010	12/10/2010	4,795	3,630
National Judges Cup	1/5/2011	1/8/2011	1/9/2011	1/10/2011	1,000	640
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/12/2011	1/14/2011	1/15/2011	1/17/2011	18,960	17,260
Annual Meeting	1/20/2011	1/22/2011	1/24/2011	1/26/2011	800	1,456
Special Event	1/22/2011	1/26/2011	1/29/2011	1/29/2011	9,000	3,513
Electric Utilities Environmental Conference	1/28/2011	1/31/2011	2/2/2011	2/2/2011	3,000	1,829
Sporting Goods Show	1/29/2011	2/3/2011	2/5/2011	2/6/2011	1,367	2,097
National Biodiesel Board Conference	2/3/2011	2/5/2011	2/9/2011	2/10/2011	1,040	2,033
CCG National Sales Meeting	2/5/2011	2/9/2011	2/11/2011	2/13/2011	1,400	3,447
Annual Convention & Traffic Exposition	2/11/2011	2/15/2011	2/17/2011	2/19/2011	2,700	3,523
Annual Dialysis Conference	2/17/2011	2/19/2011	2/22/2011	2/23/2011	1,600	3,835
PLC Summit	2/20/2011	2/22/2011	2/25/2011	2/26/2011	2,379	2,219
American Policy Summit	2/24/2011	2/25/2011	2/27/2011	2/27/2011	2,634	698
Waste Management Symposium	2/25/2011	2/27/2011	3/3/2011	3/3/2011	2,400	4,270
Western Regional Dental Convention	2/28/2011	3/3/2011	3/5/2011	3/6/2011	4,519	759
BAI Payments Connect Conference & Expo	3/3/2011	3/7/2011	3/9/2011	3/12/2011	1,000	1,323



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
State Conference	3/6/2011	3/8/2011	3/10/2011	3/10/2011	2,140	368
IEEE PES Power Systems Conference & Exhibition (PSCE)	3/17/2011	3/20/2011	3/23/2011	3/26/2011	1,000	1,136
MVD Annual Meeting	3/18/2011	3/21/2011	3/23/2011	3/26/2011	766	1,697
National Conference on Highway Safety Priorities	3/24/2011	3/27/2011	3/30/2011	3/30/2011	1,747	3,646
Partnerships with Clinical Trials	3/27/2011	3/30/2011	4/1/2011	4/3/2011	1,426	2,657
2011 Annual Convention	3/31/2011	4/4/2011	4/6/2011	4/7/2011	5,000	4,146
CleanMed	4/4/2011	4/4/2011	4/8/2011	4/8/2011	700	919
Annual International Convention & Tradeshow	4/9/2011	4/13/2011	4/15/2011	4/17/2011	1,364	1,557
Annual ATD Convention	4/10/2011	4/15/2011	4/18/2011	4/20/2011	954	1,733
SkillsUSA Championships	4/18/2011	4/19/2011	4/20/2011	4/20/2011	2,100	470
National Institute on Legal Issues of Educating Individuals with Disabilities	4/27/2011	5/1/2011	5/4/2011	5/6/2011	1,841	4,495
Spring Meeting	5/15/2011	5/19/2011	5/19/2011	5/21/2011	2,948	2,648
Phoenix Comicon	5/25/2011	5/26/2011	5/29/2011	5/30/2011	3,500	1,416
Merck Sharp & Dohme Corp - MK3723 HCVB Launch Meeting	6/4/2011	6/8/2011	6/9/2011	6/12/2011	536	1,533
Annual Meeting	6/7/2011	6/12/2011	6/16/2011	6/17/2011	11,000	10,869
Volleyball Festival	6/14/2011	6/23/2011	6/27/2011	7/1/2011	18,434	15,839
ALLSTAR GAME	7/5/2011	7/4/2011	7/13/2011	7/13/2011	46,700	8,897
ALL-STAR GAME / FANFEST EXHIBITOR ROOM BLOCK	6/24/2011	7/8/2011	7/12/2011	7/16/2011	200	937
Annual Grand Lodge Convention	7/14/2011	7/16/2011	7/20/2011	7/22/2011	6,800	18,343
Annual International Convention & Tradeshow	7/21/2011	7/25/2011	7/29/2011	7/30/2011	2,000	3,724
General Council	7/30/2011	8/1/2011	8/5/2011	8/6/2011	21,000	14,541
Gold Canyon Convention	8/9/2011	8/11/2011	8/13/2011	8/13/2011	950	1,014
Annual Conference	9/7/2011	9/10/2011	9/13/2011	9/15/2011	1,388	2,202
Annual Convention	9/7/2011	9/12/2011	9/13/2011	9/16/2011	1,085	2,034
IEEE-ECCE Conference	9/16/2011	9/19/2011	9/21/2011	9/22/2011	1,112	2,179
International Conference on Assessment Administration	9/14/2011	9/19/2011	9/19/2011	9/24/2011	1,032	3,018
HEC Institutes	9/25/2011	9/27/2011	9/30/2011	9/30/2011	305	85
Design Conference	10/8/2011	10/13/2011	10/15/2011	10/17/2011	1,492	2,359
SW POLICE & FIRE EXPO	10/13/2011	10/13/2011	10/15/2011	10/15/2011	1,000	53
Annual Meeting	10/12/2011	10/16/2011	10/19/2011	10/20/2011	2,783	5,974
World Workplace	10/22/2011	10/26/2011	10/28/2011	10/29/2011	4,302	5,687
Annual National Convention	10/28/2011	10/29/2011	11/7/2011	11/7/2011	1,205	3,721
Sales Force Conference	10/30/2011	11/3/2011	11/4/2011	11/5/2011	868	1,962
Annual Convention & Exhibition	11/2/2011	11/4/2011	11/7/2011	11/9/2011	800	1,364
Congress of Cities	11/5/2011	11/9/2011	11/12/2011	11/13/2011	3,662	6,443
Water Quality Technology Conference	11/13/2011	11/13/2011	11/16/2011	11/16/2011	1,087	1,683



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Annual Meeting & Exhibition	11/11/2011	11/16/2011	11/18/2011	11/21/2011	1,908	2,476
Global Health Conference	1/6/2012	1/10/2012	1/10/2012	1/13/2012	1,300	1,914
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2012	1/13/2012	1/14/2012	1/16/2012	19,500	17,260
Winter Training Institute	1/10/2012	1/13/2012	1/15/2012	1/17/2012	1,000	1,510
Annual Winter Conference	1/16/2012	1/20/2012	1/25/2012	1/26/2012	2,500	4,381
National Convention	1/17/2012	1/21/2012	1/25/2012	1/25/2012	2,228	2,005
Electric Utilities Environmental Conference	1/27/2012	1/29/2012	2/1/2012	2/1/2012	2,200	2,339
Culver's Annual Franchisee Meeting	2/3/2012	2/4/2012	2/7/2012	2/10/2012	974	1,871
West Coast Retail Solutions Expo	2/3/2012	2/6/2012	2/8/2012	2/9/2012	1,013	1,037
Winter Conference & Tradeshow	2/8/2012	2/8/2012	2/12/2012	2/12/2012	800	1,013
Sporting Goods Show	2/11/2012	2/16/2012	2/19/2012	2/20/2012	1,570	2,195
Nissan-Infiniti National Dealer Meeting	2/12/2012	2/16/2012	2/18/2012	2/19/2012	400	729
Classic Rock Invitational	2/16/2012	2/17/2012	2/19/2012	2/20/2012	2,040	265
PLC Summit	2/19/2012	2/21/2012	2/24/2012	2/25/2012	2,241	1,691
Annual Convention	2/17/2012	2/22/2012	2/24/2012	2/25/2012	715	1,324
Waste Management Symposium	2/24/2012	2/27/2012	3/1/2012	3/1/2012	2,223	4,012
Annual Meeting	2/27/2012	2/29/2012	3/3/2012	3/5/2012	3,377	4,154
International Conference & Exhibition on PDC	2/29/2012	3/4/2012	3/7/2012	3/10/2012	3,400	2,734
State Conference	3/4/2012	3/5/2012	3/6/2012	3/6/2012	1,955	668
National Career Services & Annual Meeting	3/6/2012	3/7/2012	3/14/2012	3/14/2012	4,809	10,365
Meeting Management Committee	3/7/2012	3/7/2012	3/11/2012	3/11/2012	50	44
National Conference	3/9/2012	3/14/2012	3/17/2012	3/18/2012	2,000	1,831
SNAXPO-Annual Exhibit & Conference	3/14/2012	3/16/2012	3/19/2012	3/21/2012	1,437	1,744
MICROSOFT PROJECT CONFERENCE (PC)	3/16/2012	3/19/2012	3/22/2012	3/23/2012	1,500	1,865
GLOBAL MARKETING MEETING	3/18/2012	3/25/2012	3/30/2012	3/31/2012	740	2,667
SkillsUSA Championships	3/26/2012	3/27/2012	3/28/2012	3/28/2012	2,200	344
Western Regional Dental Convention	3/26/2012	3/29/2012	3/31/2012	3/31/2012	4,519	697
Cactus Slam	4/5/2012	4/5/2012	4/8/2012	4/8/2012	2,000	547
Juice Plus+® Leadership Conference	4/8/2012	4/12/2012	4/14/2012	4/16/2012	4,200	3,149
Annual Conference & Exposition	4/19/2012	4/23/2012	4/26/2012	4/27/2012	1,304	2,629
Annual Conference & Exposition	4/26/2012	4/29/2012	5/2/2012	5/2/2012	1,800	2,878
Annual Course	5/16/2012	5/18/2012	5/23/2012	5/24/2012	1,997	3,900
Phoenix Comicon	5/24/2012	5/24/2012	5/27/2012	5/28/2012	3,500	2,270
Annual General Convention	5/23/2012	5/28/2012	5/31/2012	6/3/2012	3,700	5,717
Annual Conference & Expo	6/6/2012	6/10/2012	6/13/2012	6/14/2012	2,422	3,882
National Convention	6/7/2012	6/13/2012	6/15/2012	6/17/2012	1,660	3,802
Annual Session	6/12/2012	6/14/2012	6/19/2012	6/20/2012	1,830	2,618
Annual General Assembly	6/16/2012	6/20/2012	6/24/2012	6/25/2012	3,700	6,976



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Volleyball Festival	6/17/2012	6/25/2012	7/1/2012	7/5/2012	15,750	14,072
American Dairy Science Association & American Society of Animal Science Joint Annual Meeting	7/13/2012	7/15/2012	7/19/2012	7/20/2012	3,500	5,536
Annual Conference	7/16/2012	7/23/2012	7/28/2012	7/28/2012	1,200	3,883
Annual Meeting	7/25/2012	7/29/2012	8/2/2012	8/3/2012	2,648	5,947
Gold Canyon Convention	7/30/2012	8/2/2012	8/4/2012	8/6/2012	1,000	1,078
Celebration Convention	8/6/2012	8/10/2012	8/12/2012	8/13/2012	5,000	2,567
Summer Super Rally	8/10/2012	8/16/2012	8/18/2012	8/19/2012	3,500	6,230
Annual Conference	9/7/2012	9/8/2012	9/13/2012	9/13/2012	1,850	4,027
CONSTRUCT AMERICA	9/8/2012	9/11/2012	9/14/2012	9/17/2012	2,529	2,505
Annual Meeting	9/13/2012	9/16/2012	9/19/2012	9/21/2012	1,500	2,519
AOC Symposium and Expo	9/18/2012	9/24/2012	9/26/2012	9/28/2012	1,300	1,532
Annual Meeting	9/25/2012	9/28/2012	10/1/2012	10/2/2012	4,270	4,533
Annual Meeting	9/28/2012	10/2/2012	10/4/2012	10/4/2012	453	899
Annual Conference	10/4/2012	10/6/2012	10/10/2012	10/11/2012	3,000	7,709
Annual Meeting	10/9/2012	10/12/2012	10/15/2012	10/17/2012	1,858	3,380
Annual Meeting	10/11/2012	10/14/2012	10/17/2012	10/19/2012	4,500	5,622
Fall Career Fair	10/15/2012	10/19/2012	10/20/2012	10/21/2012	600	463
Annual Convention	10/20/2012	10/23/2012	10/27/2012	10/28/2012	5,400	5,781
Healthcare Design Conference	11/1/2012	11/3/2012	11/6/2012	11/7/2012	3,786	4,709
Annual ISTFA Conference	11/9/2012	11/11/2012	11/15/2012	11/17/2012	750	847
Connections	11/13/2012	11/16/2012	11/18/2012	11/18/2012	742	1,331
NN Speaker Training	11/28/2012	11/30/2012	12/2/2012	12/3/2012	496	1,393
Area Conference	12/3/2012	12/6/2012	12/8/2012	12/9/2012	2,100	2,095
LIN National Meeting	12/5/2012	12/10/2012	12/14/2012	12/15/2012	2,137	6,844
IH Oncology Business Unit National Meeting	1/10/2013	1/14/2013	1/17/2013	1/19/2013	1,128	4,044
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/16/2013	1/18/2013	1/19/2013	1/21/2013	17,500	729
Winter Buying Event	1/17/2013	1/21/2013	1/23/2013	1/23/2013	1,600	1,792
Electric Utilities Environmental Conference	1/25/2013	1/28/2013	1/30/2013	1/30/2013	2,150	1,619
Flex Conference	1/26/2013	1/29/2013	2/1/2013	2/2/2013	565	734
National Distributor Conference	2/2/2013	2/6/2013	2/7/2013	2/9/2013	1,650	3,445
Clinical Nutrition Week	2/6/2013	2/10/2013	2/13/2013	2/14/2013	2,011	4,744
Sporting Goods Show	2/9/2013	2/14/2013	2/16/2013	2/17/2013	1,704	2,162
PLC Summit	2/17/2013	2/19/2013	2/22/2013	2/23/2013	2,150	1,736
Waste Management Symposium	2/22/2013	2/25/2013	2/28/2013	2/28/2013	3,000	4,237
State Conference	3/3/2013	3/4/2013	3/5/2013	3/5/2013	2,000	636
Dealer Sales Meeting	2/28/2013	3/4/2013	3/7/2013	3/7/2013	1,200	2,845
Western Regional Dental Convention	3/4/2013	3/7/2013	3/9/2013	3/11/2013	4,328	698
BAI Payments Connect Conference & Expo	3/7/2013	3/10/2013	3/13/2013	3/14/2013	1,200	1,396
AAHA Yearly Conference	3/11/2013	3/14/2013	3/17/2013	3/18/2013	3,691	4,462



Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Unipro Purchasing Conference	3/14/2013	3/17/2013	3/20/2013	3/21/2013	1,748	2,959
Annual Clinical Genetics Meeting	3/16/2013	3/20/2013	3/23/2013	3/25/2013	2,334	4,176
2013 Annual Convention	3/21/2013	3/25/2013	3/27/2013	3/28/2013	6,000	5,061
SkillsUSA Championships	3/25/2013	3/26/2013	3/27/2013	3/28/2013	2,300	445
Distributor Conference	4/20/2013	4/23/2013	4/23/2013	4/25/2013	0	1,233
Annual Convention	4/25/2013	4/27/2013	5/1/2013	5/3/2013	2,705	3,332
Standards and Assessment Institute	4/29/2013	4/30/2013	5/2/2013	5/2/2013	1,075	1,048
Annual Scientific & Clinical Congress	4/28/2013	5/2/2013	5/4/2013	5/6/2013	2,630	4,659
INTEL International Science and Engineering Fair (ISEF)	5/6/2013	5/12/2013	5/17/2013	5/18/2013	5,254	12,178
Annual Forum and Technology Display	5/18/2013	5/21/2013	5/23/2013	5/24/2013	1,000	1,380
Phoenix Comicon	5/20/2013	5/23/2013	5/26/2013	5/27/2013	3,600	3,679
Walden University Meeting	5/27/2013	5/27/2013	6/3/2013	6/3/2013	700	1,339
National Baptist Congress	6/7/2013	6/11/2013	6/14/2013	6/16/2013	4,500	1,845
Volleyball Festival	6/15/2013	6/24/2013	6/28/2013	7/3/2013	13,500	10,254
Mennonite Churchwide Convention (Biennial)	6/28/2013	7/1/2013	7/5/2013	7/6/2013	4,800	8,729
Annual Convention	7/17/2013	7/18/2013	7/20/2013	7/20/2013	500	1,096
Baha'i Youth Conference	7/18/2013	7/19/2013	7/22/2013	7/22/2013	800	525
Gold Canyon Convention	7/29/2013	8/1/2013	8/3/2013	8/4/2013	900	866
Annual Imperial Session	8/12/2013	8/16/2013	8/23/2013	8/23/2013	3,500	10,525
NIDA-FDA Path Training	9/2/2013	9/4/2013	9/15/2013	9/17/2013	500	6,566
Green Fleet Conference	9/29/2013	10/1/2013	10/2/2013	10/4/2013	655	720
Annual Convention	10/3/2013	10/6/2013	10/9/2013	10/12/2013	3,473	7,333
2013 Fall Convention	10/17/2013	10/19/2013	10/22/2013	10/27/2013	1,850	2,742
Annual Convention and Exposition	10/19/2013	10/22/2013	10/25/2013	10/28/2013	2,958	4,564
Leadership Conference	10/27/2013	10/29/2013	10/30/2013	10/30/2013	700	271
Annual Convention & Exposition	11/2/2013	11/7/2013	11/9/2013	11/10/2013	951	1,609
Annual Meeting	11/9/2013	11/14/2013	11/17/2013	11/17/2013	3,022	4,798

B. Appendix - Qualified Events 2003 - 2005

Event Name	Start Date	End Date	Attendance	Rooms	Room Nights
DO IT BEST CORP.	1/14/2003	1/19/2003	600	600	1370
NATIONAL TELECOMMUNICATIONS COOPERATIVE ASSN	1/30/2003	2/7/2003	2750	1150	530
AMERICAN HEART ASSOCIATION	2/9/2003	2/17/2003	3500	1109	3700
SPORTS, INC.	2/12/2003	2/20/2003	1200	560	2385
AMERICAN ASSOCIATION OF NEUROLOGICAL SURGEONS	2/15/2003	2/19/2003	1200	421	1565
INTERNATIONAL COUNCIL OF SHOPPING CENTERS	2/19/2003	2/27/2003	800	500	1700
NATIONAL SCHOOL SUPPLY & EQUIPMENT ASSOCIATION	2/24/2003	3/3/2003	3000	944	3310
NATIONAL COUNCIL FOR PRESCRIPTION DRUG PROGRAMS	2/28/2003	3/8/2003	1600	600	2715
CORE KNOWLEDGE FOUNDATION	3/2/2003	3/8/2003	2300	975	3590
AMERICAN SOCIETY FOR HEALTHCARE ENGINEERING	3/7/2003	3/14/2003	1100	850	3175
CRITTENDEN CONFERENCES, LLC	3/8/2003	3/14/2003	300	225	695
ARIZONA DENTAL ASSOCIATION	3/12/2003	3/15/2003	1600	150	375
LEAGUE FOR INNOVATION IN THE COMMUNITY COLLEGE	3/13/2003	3/19/2003	1489	1101	4019
AMERICAN ANIMAL HOSPITAL ASSOCIATION	3/19/2003	3/27/2003	3500	1850	8122
AMERICAN CONGRESS ON SURVEYING & MAPPING (GIS/LIS INC)	3/27/2003	4/3/2003	1500	500	2200
INTERNATIONAL CITY/COUNTY MANAGEMENT ASSOCIATION	4/2/2003	4/5/2003	500	125	390
BORDERS BOOKS AND MUSIC	4/3/2003	4/8/2003	800	500	1435
NATIONAL INDIAN GAMING ASSOCIATION	4/5/2003	4/10/2003	2000	1050	4350
SWEET ADELINES	4/9/2003	4/13/2003	1500	400	940
NATIONAL STUDENT NURSES ASSOCIATION	4/19/2003	4/26/2003	2500	900	3706
ASSISTED LIVING FEDERATION OF AMERICA	4/27/2003	5/4/2003	2000	860	2390
AMERICAN HELICOPTER SOCIETY INTERNATIONAL	5/1/2003	5/11/2003	2000	680	2716
ARIZONA ASSOCIATION OF STUDENT COUNCILS	5/7/2003	5/9/2003	1800	325	330
INSTITUTE OF ENVIRONMENTAL SCIENCES AND TECHNOLOGY	5/15/2003	5/25/2003	800	0	1357
REGIONAL AIRLINE ASSOCIATION C/O SMITH BUCKLIN AND ASSOCIATES	5/16/2003	5/22/2003	1500	900	3505
THE CHRISTIAN & MISSIONARY ALLIANCE	5/22/2003	6/3/2003	5500	800	4712
FEDERATION OF ANIMAL SCIENCE SOCIETIES	6/18/2003	6/28/2003	4200	2325	10791
INTERNATIONAL CONFERENCE ON THINKING	7/20/2003	7/27/2003	3000	1300	5800
DISCOVERY TOYS	8/3/2003	8/10/2003	1500	450	1740
SPORTS, INC.	8/16/2003	8/25/2003	1000	350	1325
ASSOCIATION OF STATE & TERRITORIAL HEALTH OFFICIALS	9/6/2003	9/13/2003	750	450	1720
SWEET ADELINES	9/8/2003	9/22/2003	12000	0	14027
YOUTH SPECIALTIES	9/22/2003	9/29/2003	4500	2170	7300
UNITED STATES HISPANIC CHAMBER OF COMMERCE	9/28/2003	10/6/2003	2000	1400	5570
WOOD TRUSS COUNCIL OF AMERICA	10/5/2003	10/11/2003	2500	1000	3800
WEST COAST BEAUTY SUPPLY	10/16/2003	10/20/2003	500	310	755
THE SOCIETY OF MEXICAN AMERICAN ENGINEERS AND SCIENTISTS, INC.	10/28/2003	11/2/2003	1000	300	955
NATIONAL ASSOCIATION OF SPORTING GOODS WHOLESALERS	11/2/2003	11/10/2003	1800	1000	4255
ATHLETIC DEALERS ASSOCIATION OF AMERICA	11/6/2003	11/10/2003	400	300	975



Event Name	Start Date	End Date	Attendance	Rooms	Room Nights
ASSOCIATION FOR COMPUTING MACHINERY	11/11/2003	11/22/2003	3000	1050	5755
AMERICAN MATHEMATICAL SOCIETY	1/4/2004	1/11/2004	3500	2275	10575
INTERNATIONAL CAST POLYMER ASSOCIATION	1/11/2004	1/18/2004	800	550	1990
RELIV INTERNATIONAL, INC.	1/15/2004	1/18/2004	1500	175	340
NATIONAL CATTLEMEN'S BEEF ASSOCIATION	1/24/2004	2/2/2004	5000	2500	10025
SPORTS, INC.	2/14/2004	2/22/2004	1200	600	2660
NATIONAL COUNCIL FOR PRESCRIPTION DRUG PROGRAMS	2/26/2004	3/4/2004	1800	850	3900
AMERICAN MEDICAL DIRECTORS ASSOCIATION	2/29/2004	3/5/2004	1700	1050	3912
BLACKBOARD INC.	3/7/2004	3/12/2004	1500	650	2245
ARIZONA DENTAL ASSOCIATION	3/10/2004	3/13/2004	1600	350	775
MORTGAGE BANKERS ASSOCIATION OF AMERICA	3/12/2004	3/19/2004	825	825	2735
SOCIETY OF INTERVENTIONAL RADIOLOGY	3/22/2004	3/31/2004	3500	2000	10335
SWEET ADELINES	3/31/2004	4/4/2004	1500	400	940
AMERICAN ORGANIZATION OF NURSE EXECUTIVES	4/15/2004	4/22/2004	3000	1202	4928
NATIONAL SAFETY ASSOCIATES	4/19/2004	4/25/2004	1600	800	2880
SCIEN-TECH	4/23/2004	4/30/2004	1500	600	2605
NATIONAL ASSOCIATION OF CREDIT MANAGEMENT	5/15/2004	5/24/2004	2500	1650	8380
SOCIETY OF DECORATIVE PAINTERS	5/16/2004	5/30/2004	2000	1200	7110
ASSOCIATION FOR PROFESSIONALS IN INFECTION CONTROL & Epidemiol	6/3/2004	6/13/2004	3700	1500	7925
NATIONAL COUNCIL OF LA RAZA	6/22/2004	7/2/2004	6000	1190	6092
NATIONAL ASSOCIATION OF COUNTIES	7/14/2004	7/23/2004	5000	2800	14353
INTERNATIONAL PLASTIC MODELERS SOCIETY	8/3/2004	8/8/2004	690	200	775
SOLID WASTE ASSOCIATION OF NORTH AMERICA	9/15/2004	9/24/2004	3000	1040	4959
INTERNATIONAL SOCIETY OF AUDIOLOGY	9/25/2004	9/30/2004	700	600	2910
CLINICAL SYMPOSIUM ON ADVANCES IN SKIN & WOUND CARE	9/28/2004	10/3/2004	1000	650	2220
DOLLAR DISCOUNT STORES	9/30/2004	10/6/2004	1000	276	937
AMERICAN ACADEMY OF PHYSICAL MEDICINE & REHABILITATION	10/4/2004	10/13/2004	2000	1350	5950
AMERICAN PSYCHIATRIC NURSES ASSOCIATION	10/11/2004	10/18/2004	700	450	1830
NATIONAL ASSOCIATION FOR HOME CARE	10/21/2004	10/29/2004	3000	900	5805
NATIONAL INDIAN EDUCATION ASSOCIATION	10/26/2004	11/2/2004	3000	1150	4275
AGLOW INTERNATIONAL	11/2/2004	11/16/2004	5000	1200	6840
ASSOCIATION OF PROFESSIONAL DIRECTORS OF YMCA	11/8/2004	11/14/2004	1000	550	3525
NATIONAL DISTRIBUTIVE EDUCATION CLUBS OF AMERICA (DECA)	11/15/2004	11/21/2004	1500	775	2370
DEERE & COMPANY	11/30/2004	12/17/2004	5000	1325	29883
AMERICAN CORRECTIONAL ASSOCIATION	1/3/2005	1/14/2005	3000	1500	5711
SOCIETY OF CRITICAL CARE MEDICINE	1/11/2005	1/20/2005	5000	1600	7584
SPORTS TURF MANAGERS ASSOCIATION	1/16/2005	1/23/2005	900	550	2320
HIGH NOON WESTERN COLLECTIBLES	1/19/2005	1/23/2005	250	250	680
SPORTS, INC.	2/12/2005	2/20/2005	1200	600	2660
AMERICAN TRAFFIC SAFETY SERVICES ASSOCIATION	2/24/2005	3/4/2005	2000	600	3901
NATIONAL COUNCIL FOR PRESCRIPTION DRUG PROGRAMS	3/3/2005	3/10/2005	2000	540	2545
AMERICAN WATER WORKS ASSOCIATION	3/3/2005	3/10/2005	1000	350	1440
AMERICAN COLLEGE OF OSTEOPATHIC FAMILY PHYSICIANS	3/13/2005	3/20/2005	800	700	3052
NATIONAL ASSOCIATION OF PEDIATRIC NURSE ASSOCIATES AND PRACTIC	3/27/2005	4/2/2005	1800	225	3450
INTERNATIONAL FRESH-CUT PRODUCE ASSOCIATION	4/11/2005	4/17/2005	800	613	2182
SWEET ADELINES	4/13/2005	4/17/2005	1500	400	940



Event Name	Start Date	End Date	Attendance	Rooms	Room Nights
NATIONAL AGRI-MARKETING ASSOCIATION	4/17/2005	4/23/2005	900	750	2125
INTELLIGENT TRANSPORTATION SOCIETY OF AMERICA	4/28/2005	5/6/2005	2000	1510	7101
INTEL INTERNATIONAL SCIENCE & ENGINEERING FAIR	5/3/2005	5/13/2005	6000	1075	6839
NATIONAL ASSOCIATION OF ORTHOPAEDIC NURSES	5/18/2005	5/28/2005	1800	1000	4380
NATIONAL ASSOCIATION OF MEDICAL STAFF SERVICES	9/16/2005	9/23/2005	1600	1000	4415
HISPANIC ASSOCIATION OF COLLEGES & UNIVERSITIES	10/12/2005	10/19/2005	1000	527	1704
BEST WESTERN INTERNATIONAL, INC.	10/17/2005	10/29/2005	3000	1480	7500
THE IRRIGATION ASSOCIATION	11/2/2005	11/9/2005	3000	1700	7075
ONCOLOGY NURSING SOCIETY	11/8/2005	11/14/2005	1500	1250	3825

C. Appendix - ExPact Report Calculations

This appendix explains how HVS converted the spending data from DMAI’s ExPact 2004 report to the spending parameters in Section 3 of the report. A copy of the ExPact 2004 report is available on request. DMAI reported survey results by type of expenditure and spending per delegate or exhibitor per event. HVS translated these results to daily spending, adjusted them for the cost of travel in Phoenix, and for inflation.

In order to avoid double counting of venue related expenditures, we excluded certain categories of expenditures reported in the ExPact 2004 report. Instead we used actual venue related spending data from 2009 to 2013, as provided by the PCC. The following categories of ExPact 2004 data have been excluded from our spending parameters.

FIGURE C-1

EXCLUDED EXPENDITURE TYPES

Type	Subtypes Excluded
Performing Arts Expenditures	All
Professional Sports Expenditures	All
Golf and Skiing Expenditures	All
Gaming Expenditures	All
Exhibit/Booth Expenditures	All
Food and Beverage Functions	All
Exhibition Space Fees to Facility	All
Additional Exhibit Hall & Meeting Room Expenses	All
Equipment Rental Fees	All
Technology Service Fees	All
Services Hired	All
Local Transportation Expenditures	Bridge and road tolls, private transportation fare*

*Day-trip visitors only

HVS took spending data from the ExPact report and recalculated them on a per delegate day basis. HVS adjusted the daily spending parameters data with the Corporate Travel Index (“CTI”), a report from Business Travel News that compares travel costs across the 100 largest U.S. cities. Using the CTI data, HVS created an index, where the national average equals 100. See the figure below for the CTI multipliers.

FIGURE C-2
CTI ADJUSTMENT FOR PHOENIX

Category	CTI Index
Hotel	0.8803
Car	1.0213
Food & Beverage	1.0907
Other Categories	0.9649

Source: CTI

Finally, HVS adjusted the data for inflation for each of the five years in the scope of the study. HVS used Consumer Price Indexes provided by the Bureau of Labor Statistics for inflation values. See the figure below for adjustment factors.

FIGURE C-3
INFLATION ADJUSTMENT

Year	Index
2009	1.1341
2010	1.1522
2011	1.1891
2012	1.2141
2013	1.2287

Source: Bureau of Labor Statistics

The tables below show the calculation for spending parameters of 2013. To calculate spending parameters of 2012, we multiplied the inflation adjusted spending by the ratio of the index in 2012 to the index in 2013. We repeated that calculation to get inflation adjusted spending for each year. See the tables below for attendee, exhibitor, and organizer spending parameters.



OVERNIGHT DELEGATE SPENDING PARAMETERS

Expenditure Category in ExPact Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate Day**	CTI Adjusted Spending***	Categories used in HVS Report
Lodging Expenditures for Personal Travel Party					
Cost of room/timeshare (including taxes and surcharges)		Used Smith Travel Research Data			Hotel Room Rental
Meals purchased in hotel-based restaurants and room service	p. 73	\$93.92			
Other room-related expenses (phone calls, Internet, etc.)	p. 73	31.84			
Hotel parking/garage/valet fees (include tips)	p. 73	14.95			
Sub-total		140.71	\$39.53	\$42.75	Other Hotel Spending
Personal Travel Party Dining Expenditures (restaurants, bars, lounges, etc.)					
Cost of meals, beverages, and tips*	p. 73	160.94			
Parking/garage/valet fees (include tips)	p. 73	11.32			
Sub-total		172.26	48.39	52.78	Restaurants
Local Transportation Expenditures for Personal Travel Party					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 73	23.70	6.66	6.80	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 73	5.51	1.55	1.49	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 73	4.86	1.37	1.32	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 73	25.10	7.05	6.80	Transportation
Movie Expenditures for Personal Travel Party					
Tickets and admission fees	p. 73	2.40			
Cost of snacks and beverages*	p. 73	1.01			
Parking/garage/valet fees (include tips)	p. 73	0.30			
Sub-total		3.71	1.04	1.01	Film Entertainment
Performing Arts Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	6.13			
Cost of meals, snacks, beverages, and tips.	p. 74	2.00			
Souvenirs, gifts, programs	p. 74	2.77			
Parking/garage/valet fees (include tips)	p. 74	0.28			
Sub-total		11.18	3.14	3.03	Performing Arts Companies
Professional Sports Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.07			
Cost of meals, snacks, beverages, and tips.*	p. 74	1.51			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	1.29			
Parking/garage/valet fees (include tips)	p. 74	0.13			
Sub-total		6.00	1.69	1.63	Spectator Sports Companies
Golf and Skiing Expenditures for Personal Travel Party					
Greens fees, cart rentals, ski/snowboard/tube rental, lift tickets, etc.	p. 74	3.49			
Cost of meals, snacks, beverages, and tips*	p. 74	0.85			
Souvenirs, gifts, cameras, film, supplies etc,	p. 74	0.69			
Parking/garage/valet fees (include tips)	p. 74	0.05			
Gaming Expenditures					
Tickets and admission fees	p. 74	0.60			
Cost of meals, snacks, beverages, and tips.	p. 74	1.40			
Souvenirs, gifts, programs	p. 74	1.49			
Legal bets placed	p. 74	50.80			
Parking/garage/valet fees (include tips)	p. 74	0.43			
Sub-total		59.80	16.80	16.21	Golf, Skiing and Gaming
Tours, Museums, Cultural Activities, and Theme Parks					
Tickets and admission fees	p. 74	11.28			
Cost of meals, snacks, beverages, and tips*	p. 74	5.33			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	11.22			
Parking/garage/valet fees (include tips)	p. 74	0.56			
Sub-total		28.39	7.97	7.69	Cultural Recreation
Other Amusement, Recreation, and Local Attraction Expenditures					
Tickets and admission fees	p. 74	3.13			
Cost of meals, snacks, beverages, and tips.*	p. 74	4.16			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	5.53			
Parking/garage/valet fees (include tips)	p. 74	0.49			
Sub-total		13.31	3.74	3.61	Sightseeing
Shopping Expenditures					
Retail goods purchased	p. 75	80.81			
Parking/garage/valet fees (include tips)	p. 75	1.56			
Sub-total		82.37	23.14	22.33	General Retail

*Excludes meal expenditures in other categories.

**Daily spending calculated by dividing ExPact reported expenditure by average length of stay (3.56) as reported in ExPact survey.

***Daily spending parameters adjusted using the Corporate Travel Index.



DELEGATE DAY TRIP SPENDING PARAMETERS

Expenditure Category in Expat Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate Day**	CTI Adjusted Spending***	Categories used in HVS Report
Personal Travel Party Dining Expenditures (restaurants, bars, lounges, etc.)					
Cost of meals, beverages, and tips*	p. 73	\$160.94			
Parking/garage/valet fees (include tips)	p. 73	11.32			
Sub-total		172.26	\$48.39	\$52.78	Restaurants
Local Transportation Expenditures for Personal Travel Party					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 73	23.07	6.66	6.80	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 73	5.51	1.55	1.49	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 73	4.86	1.37	1.32	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 73	25.10	7.05	6.80	Transportation
Movie Expenditures for Personal Travel Party					
Tickets and admission fees	p. 73	2.40			
Cost of snacks and beverages	p. 73	1.01			
Parking/garage/valet fees (include tips)	p. 73	0.30			
Sub-total		3.71	1.04	1.01	Film Entertainment
Performing Arts Expenditures for Personal Travel Party (concerts, symphonies, ballets, plays, etc.)					
Tickets and admission fees	p. 74	6.13			
Cost of meals, snacks, beverages, and tips*	p. 74	2.00			
Souvenirs, gifts, programs	p. 74	2.77			
Parking/garage/valet fees (include tips)	p. 74	0.28			
Sub-total		11.18	3.14	3.03	Performing Arts Companies
Professional Sports Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.07			
Cost of meals, snacks, beverages, and tips*	p. 74	1.51			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	1.29			
Parking/garage/valet fees (include tips)	p. 74	0.13			
Sub-total		6.00	1.69	1.63	Spectator Sports Companies
Golf and Skiing Expenditures for Personal Travel Party					
Greens fees, cart rentals, ski/snowboard/tube rental, lift tickets, etc.	p. 74	3.49			
Cost of meals, snacks, beverages, and tips*	p. 74	0.85			
Souvenirs, gifts, cameras, film, maps, programs, golf supplies, skiing supplies	p. 74	0.69			
Parking/garage/valet fees (include tips)	p. 74	0.05			
Gaming Expenditures					
Tickets and admission fees	p. 74	1.40			
Cost of meals, snacks, beverages, and tips*	p. 74	1.49			
Souvenirs, gifts, programs	p. 74	50.80			
Legal bets placed	p. 74	0.43			
Parking/garage/valet fees (include tips)	p. 74	0.60			
Sub-total		54.72	16.80	16.21	Golf, Skiing and Gaming
Tours, Museums, Cultural Activities, and Theme Parks for Personal Travel Party					
Tickets and admission fees	p. 74	11.28	3.17		
Cost of meals, snacks, beverages, and tips*	p. 74	5.33	1.50		
Souvenirs, gifts, cameras, film, maps, programs	p. 74	11.22	3.15		
Parking/garage/valet fees (include tips)	p. 74	0.56	0.16		
Sub-total		28.39	7.97	7.69	Cultural Recreation
Other Amusement, Recreation, and Local Attraction Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.13	0.88		
Cost of meals, snacks, beverages, and tips	p. 74	4.16	1.17		
Souvenirs, gifts, cameras, film, maps, programs	p. 74	5.53	1.55		
Parking/garage/valet fees (include tips)	p. 74	0.49	0.14		
Sub-total		13.31	3.74	3.61	Sightseeing
Shopping Expenditures for Personal Travel Party					
Retail goods purchased.	p. 75	80.81	22.70		
Parking/garage/valet fees (include tips)	p. 75	1.56	0.44		
Sub-total		82.37	23.14	22.33	General Retail

*Excludes meal expenditures in other categories.

**Daily spending calculated by dividing ExPact reported expenditure by average length of stay (3.56) as reported in ExPact survey.

***Daily spending parameters adjusted using the Corporate Travel Index.



EXHIBITING COMPANY SPENDING PARAMETERS

Expenditure Category in ExPact Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate **	CTI Adjusted Spending***	Categories used in HVS Report
Total Exhibit Staff Lodging Expenditures					
Total cost of sleeping rooms for all exhibit staff		Used Smith Travel Research Data			
Other room-related expenses for all exhibit staff (phone calls, Internet, etc.)	p. 84	\$207.85			
Hotel parking/garage/valet fees for all exhibit staff (include tips)	p. 84	57.43			
Sub-total		265.28	\$3.65	\$3.21	Other Hotel Spending
Food, Beverage, & Entertainment Expenses for Exhibit Staff					
Entertainment for exhibit staff. (e.g. golf, sporting events, concerts, etc.)	p. 84	192	2.63	2.54	Other Amusement & Recreation
Exhibitor-sponsored functions not part of existing event					
Space rental fee for function	p. 85	106	1.46	1.41	Machinery & Equipment
Equipment rental expenditures for function	p. 85	112	1.54		
Other function expenditures	p. 85	150	2.06		
Promotion within Event City					
Promotion and advertising expenditures within event city	p. 85	194	2.67	2.58	Advertising and Related Services
Local Transportation within Event City					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 85	150	2.06	2.10	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 85	29	0.40	0.39	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 85	9	0.13	0.13	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 85	62	0.85	0.82	Transportation
Other Expenditures					
Other expenditures not previously recorded	p. 85	83	1.14	1.10	General Retail

*Excludes meal expenditures in other categories.

**Daily spending calculated by dividing ExPact reported expenditures per exhibit company by the average number of delegates per visitor (19.3) and dividing by the average length of stay (3.56 days) as reported in ExPact survey."

***Daily spending parameters adjusted using the Corporate Travel Index.



EVENT ORGANIZER SPENDING PARAMETERS

Expenditure Category in ExPact Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate **	CTI Adjusted Spending***	Categories used in HVS Report
Staff Members' Living Expenses					
Staff lodging expenditures. Include cost of room(s), taxes, and surcharges.	p. 91	\$19,325			
Other room-related expenses for all exhibit staff (phone calls, Internet, etc.)	p. 92	1,910			
Hotel parking/garage/valet fees (include tips)	p. 92	459			
Sub-total		21,694	\$1.07	\$0.95	Other Hotel Spending
Meals purchased in restaurants or other eating places	p. 92	6,442	0.32	0.02	Restaurants
Promotional Expenditures within Event City					
Promotional expenditures within Event City. Include all types of signage in Event	p. 92	16,308	0.80	0.77	Advertising and Related Services
Local Transportation within Event City (for all staff)					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 92	738	0.04	0.04	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 92	82	0.00	0.00	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 92	656	0.03	0.03	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 92	3,124	0.15	0.15	Transportation
Other Expenses					
Other expenditures in Event City not previously recorded	p. 92	21,039	1.03	1.00	General Retail

*Excludes meal expenditures in other categories.

**Daily spending calculated by dividing ExPact reported spending by average delegate attendance (4,751) and average event length (4.28) as reported in ExPact survey.

***Daily spending parameters adjusted using the Corporate Travel Index.

D. Appendix - Venue Spending Data

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
Imaging USA					
	1334	Audio Visual Totals	1/11/2009	1/13/2009	\$27,456.36
	1334	Food & Beverage Totals	1/11/2009	1/13/2009	128,319.89
	1334	Electrical Totals	1/11/2009	1/13/2009	68,256.04
	1334	Equipment	1/11/2009	1/13/2009	2,648.00
	1334	Usher/Stagehands/Security	1/11/2009	1/13/2009	9,388.64
	1334	Room Rental	1/11/2009	1/13/2009	65,550.00
	1334	Telecom	1/11/2009	1/13/2009	36,340.00
American Meteorological Society Annual Convention					
	1336	Audio Visual Totals	1/11/2009	1/15/2009	40,640.43
	1336	Food & Beverage Totals	1/11/2009	1/15/2009	194,919.76
	1336	Electrical Totals	1/11/2009	1/15/2009	43,811.00
	1336	Mid-Day Change/Cleanup	1/11/2009	1/15/2009	466.00
	1336	Equipment	1/11/2009	1/15/2009	450.00
	1336	Room Rental	1/11/2009	1/15/2009	39,800.00
	1336	Telecom	1/11/2009	1/15/2009	77,525.00
P.F. Chang's Rock 'n' Roll Arizona Expo					
	1353	Audio Visual Totals	1/16/2009	1/17/2009	4,201.89
	1353	Food & Beverage Totals	1/16/2009	1/17/2009	10,744.00
	1353	Electrical Totals	1/16/2009	1/17/2009	9,724.00
	1353	Parking	1/16/2009	1/17/2009	100.00
	1353	Equipment	1/16/2009	1/17/2009	500.00
	1353	Mid-Day Change/Cleanup	1/16/2009	1/17/2009	596.00
	1353	Room Rental	1/16/2009	1/17/2009	5,000.00
	1353	Telecom	1/16/2009	1/17/2009	5,705.00
Mary Kay Inc Leadership Conference					
	1354	Audio Visual Totals	1/18/2009	1/28/2009	52,001.03
	1354	Audio Visual Totals	1/18/2009	1/28/2009	37.91
	1354	Food & Beverage Totals	1/18/2009	1/28/2009	548,822.36
	1354	Electrical Totals	1/18/2009	1/28/2009	62,921.00
	1354	Mid-Day Change/Cleanup	1/18/2009	1/28/2009	930.00
	1354	Equipment	1/18/2009	1/28/2009	3,884.00
	1354	Room Rental	1/18/2009	1/28/2009	68,491.00
	1354	Telecom	1/18/2009	1/28/2009	27,715.00
2009 Cattle Industry Annual Convention & NCBA Trade Show					
	1380	Audio Visual Totals	1/29/2009	1/31/2009	33,966.27
	1380	Equipment	1/29/2009	1/31/2009	120.00
	1380	Food & Beverage Totals	1/29/2009	1/31/2009	209,004.04
	1380	Electrical Totals	1/29/2009	1/31/2009	57,345.00
	1380	Mid-Day Change/Cleanup	1/29/2009	1/31/2009	1,680.00
	1380	Equipment	1/29/2009	1/31/2009	3,770.54
	1380	Room Rental	1/29/2009	1/31/2009	23,715.00
	1380	Telecom	1/29/2009	1/31/2009	37,842.50
EUEC Energy & Environment Conference, 12th Annual					
	3032	Audio Visual Totals	2/2/2009	2/4/2009	4,255.60
	3032	Food & Beverage Totals	2/2/2009	2/4/2009	160,426.00
	3032	Electrical Totals	2/2/2009	2/4/2009	19,393.00
	3032	Mid-Day Change/Cleanup	2/2/2009	2/4/2009	85.00
	3032	Room Rental	2/2/2009	2/4/2009	12,360.00
	3032	Telecom	2/2/2009	2/4/2009	6,085.00
Purina Mills LLC West Coast Retail Solutions Expo					
	2469	Audio Visual Totals	2/3/2009	2/5/2009	36,536.39
	2469	Food & Beverage Totals	2/3/2009	2/5/2009	51,738.00
	2469	Electrical Totals	2/3/2009	2/5/2009	11,238.00
	2469	Room Rental	2/3/2009	2/5/2009	21,650.00
	2469	Telecom	2/3/2009	2/5/2009	10,195.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
NBA All-Star Jam Session					
	2875	Audio Visual Totals	2/12/2009	2/16/2009	4,831.45
	2875	Food & Beverage Totals	2/12/2009	2/16/2009	404,309.00
	2875	Electrical Totals	2/12/2009	2/16/2009	77,747.50
	2875	Labor Charges	2/12/2009	2/16/2009	146,497.84
	2875	Parking	2/12/2009	2/16/2009	16,128.00
	2875	Room Rental	2/12/2009	2/16/2009	.00
	2875	Equipment	2/12/2009	2/16/2009	1,500.00
	2875	Telecom	2/12/2009	2/16/2009	56,495.00
	2875	Ticket Office Service Fee	2/12/2009	2/16/2009	75,763.85
IRA Annual Convention West					
	1429	Audio Visual Totals	2/22/2009	2/25/2009	15,493.51
	1429	Food & Beverage Totals	2/22/2009	2/25/2009	73,746.02
	1429	Electrical Totals	2/22/2009	2/25/2009	36,409.00
	1429	Equipment	2/22/2009	2/25/2009	930.00
	1429	Room Rental	2/22/2009	2/25/2009	137,941.00
	1429	Telecom	2/22/2009	2/25/2009	38,215.00
Sports, Inc. Annual Meeting and Trade Show					
	3388	Audio Visual Totals	2/26/2009	2/28/2009	1,412.50
	3388	Audio Visual Totals	2/26/2009	2/28/2009	1,342.30
	3388	Food & Beverage Totals	2/26/2009	2/28/2009	119,051.00
	3388	Electrical Totals	2/26/2009	2/28/2009	14,020.00
	3388	Room Rental	2/26/2009	2/28/2009	15,000.00
	3388	Telecom	2/26/2009	2/28/2009	3,220.00
WM2009					
	1030	Audio Visual Totals	3/2/2009	3/5/2009	3,867.18
	1030	Food & Beverage Totals	3/2/2009	3/5/2009	300,199.00
	1030	Electrical Totals	3/2/2009	3/5/2009	30,504.00
	1030	Mid-Day Change/Cleanup	3/2/2009	3/5/2009	837.50
	1030	Equipment	3/2/2009	3/5/2009	1,173.00
	1030	Parking	3/2/2009	3/5/2009	32.00
	1030	Room Rental	3/2/2009	3/5/2009	56,900.00
	1030	Telecom	3/2/2009	3/5/2009	10,560.00
SSO Annual Cancer Symposium					
	1393	Audio Visual Totals	3/2/2009	3/8/2009	40,305.53
	1393	Food & Beverage Totals	3/2/2009	3/8/2009	93,358.00
	1393	Electrical Totals	3/2/2009	3/8/2009	17,513.00
	1393	Equipment	3/2/2009	3/8/2009	250.00
	1393	Room Rental	3/2/2009	3/8/2009	23,600.00
	1393	Telecom	3/2/2009	3/8/2009	11,210.00
Utility Construction Expo 09: The Big Show					
	1389	Audio Visual Totals	3/4/2009	3/6/2009	433.20
	1389	Food & Beverage Totals	3/4/2009	3/6/2009	57,611.00
	1389	Electrical Totals	3/4/2009	3/6/2009	13,812.00
	1389	Equipment	3/4/2009	3/6/2009	100.00
	1389	Room Rental	3/4/2009	3/6/2009	51,450.00
	1389	Telecom	3/4/2009	3/6/2009	6,165.00
American Society for Healthcare Engineering					
	1396	Audio Visual Totals	3/8/2009	3/11/2009	17,292.19
	1396	Food & Beverage Totals	3/8/2009	3/11/2009	280,204.00
	1396	Electrical Totals	3/8/2009	3/11/2009	32,580.00
	1396	Equipment	3/8/2009	3/11/2009	150.00
	1396	Room Rental	3/8/2009	3/11/2009	29,710.00
	1396	Telecom	3/8/2009	3/11/2009	15,345.40
2009 Western Regional Dental Convention					
	2516	Audio Visual Totals	3/11/2009	3/14/2009	120,419.83

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	2516	Food & Beverage Totals	3/11/2009	3/14/2009	54,681.00
	2516	Electrical Totals	3/11/2009	3/14/2009	28,633.00
	2516	Mid-Day Change/Cleanup	3/11/2009	3/14/2009	520.00
	2516	Equipment	3/11/2009	3/14/2009	1,886.00
	2516	Room Rental	3/11/2009	3/14/2009	45,215.00
	2516	Telecom	3/11/2009	3/14/2009	8,670.00
ADEA Annual Session & Exposition					
	1427	Audio Visual Totals	3/15/2009	3/18/2009	23,348.62
	1427	Food & Beverage Totals	3/15/2009	3/18/2009	82,232.00
	1427	Electrical Totals	3/15/2009	3/18/2009	21,443.00
	1427	Mid-Day Change/Cleanup	3/15/2009	3/18/2009	695.00
	1427	Equipment	3/15/2009	3/18/2009	345.00
	1427	Room Rental	3/15/2009	3/18/2009	42,270.00
	1427	Telecom	3/15/2009	3/18/2009	24,660.00
BPD Annual Conference					
	1432	Audio Visual Totals	3/18/2009	3/22/2009	114.14
	1432	Food & Beverage Totals	3/18/2009	3/22/2009	7,395.00
	1432	Room Rental	3/18/2009	3/22/2009	3,000.00
ICBA National Convention & Techworld					
	1431	Audio Visual Totals	3/19/2009	3/21/2009	21,369.41
	1431	Food & Beverage Totals	3/19/2009	3/21/2009	330,056.00
	1431	Electrical Totals	3/19/2009	3/21/2009	38,430.00
	1431	Mid-Day Change/Cleanup	3/19/2009	3/21/2009	1,860.00
	1431	Room Rental	3/19/2009	3/21/2009	36,880.00
	1431	Telecom	3/19/2009	3/21/2009	54,185.00
2009 National Conference on Transportation Operations for Planned and Unplanned Events					
	1433	Equipment	3/20/2009	3/26/2009	12,487.00
	1433	Food & Beverage Totals	3/20/2009	3/26/2009	30,978.00
	1433	Electrical Totals	3/20/2009	3/26/2009	5,308.00
	1433	Mid-Day Change/Cleanup	3/20/2009	3/26/2009	100.00
	1433	Room Rental	3/20/2009	3/26/2009	8,400.00
	1433	Telecom	3/20/2009	3/26/2009	3,460.00
The Pulse					
	4864	Audio Visual Totals	3/21/2009	3/22/2009	4,134.58
	4864	Food & Beverage Totals	3/21/2009	3/22/2009	5,517.00
	4864	Electrical Totals	3/21/2009	3/22/2009	3,955.00
	4864	Mid-Day Change/Cleanup	3/21/2009	3/22/2009	1,060.00
	4864	Room Rental	3/21/2009	3/22/2009	14,715.50
The Big Deal: NBA Brownfields 2009					
	4177	Audio Visual Totals	3/24/2009	3/26/2009	1,553.89
	4177	Food & Beverage Totals	3/24/2009	3/26/2009	16,950.00
	4177	Room Rental	3/24/2009	3/26/2009	8,814.00
	4177	Telecom	3/24/2009	3/26/2009	800.00
American Animal Hospital Association (AAHA) Yearly Conference					
	1434	Audio Visual Totals	3/27/2009	3/29/2009	28,360.89
	1434	Food & Beverage Totals	3/27/2009	3/29/2009	362,722.00
	1434	Electrical Totals	3/27/2009	3/29/2009	49,973.00
	1434	Equipment	3/27/2009	3/29/2009	3,528.11
	1434	Room Rental	3/27/2009	3/29/2009	58,750.00
	1434	Telecom	3/27/2009	3/29/2009	19,280.00
2009 NASCC: The Steel Conference					
	1369	Audio Visual Totals	3/31/2009	4/4/2009	82,464.78
	1369	Food & Beverage Totals	3/31/2009	4/4/2009	260,379.00
	1369	Electrical Totals	3/31/2009	4/4/2009	56,674.00
	1369	Exhibition Hall Cleanup/Mid-Day Change	3/31/2009	4/4/2009	270.00
	1369	Equipment	3/31/2009	4/4/2009	150.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1369	Room Rental	3/31/2009	4/4/2009	39,870.00
	1369	Telecom	3/31/2009	4/4/2009	6,645.00
The Vision Show					
	4397	Audio Visual Totals	3/31/2009	4/3/2009	12,776.21
	4397	Food & Beverage Totals	3/31/2009	4/3/2009	3,580.00
	4397	Electrical Totals	3/31/2009	4/3/2009	12,582.25
	4397	Room Rental	3/31/2009	4/3/2009	10,800.00
	4397	Telecom	3/31/2009	4/3/2009	3,035.00
AACC Annual Convention					
	1370	Audio Visual Totals	4/3/2009	4/7/2009	29,134.42
	1370	Food & Beverage Totals	4/3/2009	4/7/2009	104,715.00
	1370	Electrical Totals	4/3/2009	4/7/2009	17,694.00
	1370	Mid-Day Change/Cleanup	4/3/2009	4/7/2009	30.00
	1370	Parking	4/3/2009	4/7/2009	86.00
	1370	Equipment	4/3/2009	4/7/2009	200.00
	1370	Room Rental	4/3/2009	4/7/2009	60,525.21
	1370	Telecom	4/3/2009	4/7/2009	28,265.00
National Council on Education for the Ceramic Arts					
	1373	Audio Visual Totals	4/6/2009	4/11/2009	10,573.29
	1373	Food & Beverage Totals	4/6/2009	4/11/2009	21,367.46
	1373	Electrical Totals	4/6/2009	4/11/2009	15,224.00
	1373	Equipment	4/6/2009	4/11/2009	479.73
	1373	Mid-Day Change/Cleanup	4/6/2009	4/11/2009	550.00
	1373	Room Rental	4/6/2009	4/11/2009	39,614.00
	1373	Telecom	4/6/2009	4/11/2009	3,235.00
Indian Gaming '09					
	2685	Audio Visual Totals	4/15/2009	4/16/2009	9,560.32
	2685	Food & Beverage Totals	4/15/2009	4/16/2009	321,890.85
	2685	Electrical Totals	4/15/2009	4/16/2009	112,787.00
	2685	Mid-Day Change/Cleanup	4/15/2009	4/16/2009	720.00
	2685	Equipment	4/15/2009	4/16/2009	1,227.00
	2685	Room Rental	4/15/2009	4/16/2009	76,657.50
	2685	Telecom	4/15/2009	4/16/2009	31,830.00
National High School Journalism Convention					
	1381	Audio Visual Totals	4/16/2009	4/19/2009	14,239.95
	1381	Food & Beverage Totals	4/16/2009	4/19/2009	1,987.78
	1381	Electrical Totals	4/16/2009	4/19/2009	4,665.00
	1381	Equipment	4/16/2009	4/19/2009	120.00
	1381	Room Rental	4/16/2009	4/19/2009	18,320.00
	1381	Telecom	4/16/2009	4/19/2009	4,665.00
PRSM2009! National Conference					
	3133	Audio Visual Totals	4/19/2009	4/21/2009	84,478.15
	3133	Food & Beverage Totals	4/19/2009	4/21/2009	104,429.54
	3133	Electrical Totals	4/19/2009	4/21/2009	31,526.00
	3133	Equipment	4/19/2009	4/21/2009	175.00
	3133	Room Rental	4/19/2009	4/21/2009	17,310.00
	3133	Telecom	4/19/2009	4/21/2009	5,865.00
IPEG's 18th Annual Congress					
	1039	Room Rental	4/21/2009	4/25/2009	5,600.00
SAGES Annual Scientific Session & Postgraduate Courses					
	1382	Audio Visual Totals	4/22/2009	4/25/2009	18,863.32
	1382	Food & Beverage Totals	4/22/2009	4/25/2009	277,576.86
	1382	Electrical Totals	4/22/2009	4/25/2009	68,102.00
	1382	Mid-Day Change/Cleanup	4/22/2009	4/25/2009	415.00
	1382	Equipment	4/22/2009	4/25/2009	862.00
	1382	Room Rental	4/22/2009	4/25/2009	64,080.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1382	Telecom	4/22/2009	4/25/2009	36,220.00
Hollywood Vibe Dance Competition					
	5635	Food & Beverage Totals	4/25/2009	4/26/2009	4,345.25
	5635	Electrical Totals	4/25/2009	4/26/2009	1,276.00
	5635	Equipment	4/25/2009	4/26/2009	930.00
	5635	Room Rental	4/25/2009	4/26/2009	10,250.00
2009 NAA Green Conference & Exposition					
	5550	Audio Visual Totals	4/28/2009	4/29/2009	517.20
	5550	Food & Beverage Totals	4/28/2009	4/29/2009	11,748.79
	5550	Electrical Totals	4/28/2009	4/29/2009	4,110.00
	5550	Mid-Day Change/Cleanup	4/28/2009	4/29/2009	75.00
	5550	Room Rental	4/28/2009	4/29/2009	12,000.00
	5550	Telecom	4/28/2009	4/29/2009	3,420.00
2009 Civil Engineering Installations & Missions Support					
	5730	Food & Beverage Totals	4/28/2009	5/1/2009	130,509.12
	5730	Electrical Totals	4/28/2009	5/1/2009	4,675.00
	5730	Equipment	4/28/2009	5/1/2009	248.00
	5730	Mid-Day Change/Cleanup	4/28/2009	5/1/2009	25.00
	5730	Room Rental	4/28/2009	5/1/2009	25,890.00
	5730	Telecom	4/28/2009	5/1/2009	6,540.00
Museum Store Association Annual Retail Conference & Expo					
	2556	Food & Beverage Totals	4/30/2009	5/5/2009	35,222.40
	2556	Electrical Totals	4/30/2009	5/5/2009	23,982.00
	2556	Equipment	4/30/2009	5/5/2009	5,917.16
	2556	Room Rental	4/30/2009	5/5/2009	41,250.00
	2556	Telecom	4/30/2009	5/5/2009	5,275.00
NeighborWorks America					
	1501	Food & Beverage Totals	5/4/2009	5/8/2009	76,168.00
	1501	Electrical Totals	5/4/2009	5/8/2009	993.00
	1501	Equipment	5/4/2009	5/8/2009	300.00
	1501	Room Rental	5/4/2009	5/8/2009	60,280.00
	1501	Telecom	5/4/2009	5/8/2009	27,980.00
National Rifle Association					
	1502	Audio Visual Totals	5/15/2009	5/20/2009	86,128.50
	1502	Food & Beverage Totals	5/15/2009	5/20/2009	878,577.56
	1502	Electrical Totals	5/15/2009	5/20/2009	136,641.00
	1502	Post Event Hall Cleanup	5/15/2009	5/20/2009	200.00
	1502	Parking	5/15/2009	5/20/2009	24,920.00
	1502	Equipment	5/15/2009	5/20/2009	2,317.18
	1502	Room Rental	5/15/2009	5/20/2009	70,256.00
	1502	Telecom	5/15/2009	5/20/2009	50,873.87
Association for Behavior Analysis Annual Convention					
	1508	Audio Visual Totals	5/22/2009	5/25/2009	4,130.28
	1508	Food & Beverage Totals	5/22/2009	5/25/2009	16,617.86
	1508	Electrical Totals	5/22/2009	5/25/2009	7,595.00
	1508	Equipment	5/22/2009	5/25/2009	846.00
	1508	Mid-Day Change/Cleanup	5/22/2009	5/25/2009	570.00
	1508	Room Rental	5/22/2009	5/25/2009	56,105.00
	1508	Telecom	5/22/2009	5/25/2009	13,817.00
2009 Commercial Construction Show					
	3261	Audio Visual Totals	6/2/2009	6/4/2009	2,760.73
	3261	Food & Beverage Totals	6/2/2009	6/4/2009	32,423.12
	3261	Electrical Totals	6/2/2009	6/4/2009	11,671.00
	3261	Equipment	6/2/2009	6/4/2009	160.00
	3261	Room Rental	6/2/2009	6/4/2009	24,702.60
	3261	Telecom	6/2/2009	6/4/2009	1,785.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
National Conference on Tobacco or Health					
	3348	Audio Visual Totals	6/10/2009	6/12/2009	26,640.02
	3348	Food & Beverage Totals	6/10/2009	6/12/2009	22,671.82
	3348	Electrical Totals	6/10/2009	6/12/2009	9,395.00
	3348	Mid-Day Change/Cleanup	6/10/2009	6/12/2009	557.50
	3348	Equipment	6/10/2009	6/12/2009	492.00
	3348	Room Rental	6/10/2009	6/12/2009	36,435.00
	3348	Telecom	6/10/2009	6/12/2009	12,615.00
CMSA's 19th Annual Conference					
	2943	Audio Visual Totals	6/16/2009	6/19/2009	13,146.00
	2943	Food & Beverage Totals	6/16/2009	6/19/2009	315,112.21
	2943	Electrical Totals	6/16/2009	6/19/2009	32,649.00
	2943	Mid-Day Change/Cleanup	6/16/2009	6/19/2009	42.50
	2943	Ushers/Stagehands/Security	6/16/2009	6/19/2009	5,614.59
	2943	Equipment	6/16/2009	6/19/2009	150.00
	2943	Room Rental	6/16/2009	6/19/2009	28,180.00
	2943	Telecom	6/16/2009	6/19/2009	15,095.00
2009 BIE Summer Institute					
	6244	Food & Beverage Totals	6/23/2009	6/26/2009	6,480.00
	6244	Electrical Totals	6/23/2009	6/26/2009	1,323.00
	6244	Room Rental	6/23/2009	6/26/2009	31,657.00
	6244	Telecom	6/23/2009	6/26/2009	8,875.00
Volleyball Festival					
	4787	Audio Visual Totals	6/26/2009	7/3/2009	32,067.64
	4787	Food & Beverage Totals	6/26/2009	7/3/2009	141,667.42
	4787	Electrical Totals	6/26/2009	7/3/2009	8,441.00
	4787	Event Security Charges	6/26/2009	7/3/2009	22,235.45
	4787	Equipment	6/26/2009	7/3/2009	12,386.64
	4787	Room Rental	6/26/2009	7/3/2009	101,642.00
	4787	Telecom	6/26/2009	7/3/2009	15,065.00
	4787	Sales Tax	6/26/2009	7/3/2009	5,172.75
	4787	Ticket Office Service Fee	6/26/2009	7/3/2009	3,738.74
NADONA/LTC National Conference					
	2155	Audio Visual Totals	7/11/2009	7/15/2009	27,045.45
	2155	Food & Beverage Totals	7/11/2009	7/15/2009	88,499.60
	2155	Electrical Totals	7/11/2009	7/15/2009	10,581.00
	2155	Equipment	7/11/2009	7/15/2009	620.00
	2155	Room Rental	7/11/2009	7/15/2009	33,720.00
	2155	Telecom	7/11/2009	7/15/2009	4,415.00
11th Annual GSA SmartPay Conference					
	3408	Audio Visual Totals	7/28/2009	7/30/2009	17,232.73
	3408	Food & Beverage Totals	7/28/2009	7/30/2009	29,427.60
	3408	Equipment	7/28/2009	7/30/2009	4,140.00
	3408	Electrical Totals	7/28/2009	7/30/2009	44,523.00
	3408	Mid-Day Change/Cleanup	7/28/2009	7/30/2009	2,640.00
	3408	Room Rental	7/28/2009	7/30/2009	83,209.00
	3408	Telecom	7/28/2009	7/30/2009	79,248.00
Adventist-Laymen's Services & Industries Convention					
	1526	Audio Visual Totals	8/5/2009	8/8/2009	9,297.16
	1526	Food & Beverage Totals	8/5/2009	8/8/2009	1,700.00
	1526	Electrical Totals	8/5/2009	8/8/2009	24,196.00
	1526	Equipment	8/5/2009	8/8/2009	8,235.00
	1526	Room Rental	8/5/2009	8/8/2009	30,979.00
	1526	Telecom	8/5/2009	8/8/2009	5,745.00
Pfaff Conference					
	4334	Audio Visual Totals	8/11/2009	8/13/2009	10,026.40

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	4334	Food & Beverage Totals	8/11/2009	8/13/2009	128,869.67
	4334	Electrical Totals	8/11/2009	8/13/2009	24,892.00
	4334	Room Rental	8/11/2009	8/13/2009	18,628.00
	4334	Telecom	8/11/2009	8/13/2009	4,125.00
Gold Canyon					
	3363	Food & Beverage Totals	8/12/2009	8/14/2009	50,702.41
	3363	Electrical Totals	8/12/2009	8/14/2009	4,440.00
	3363	Equipment	8/12/2009	8/14/2009	1,930.00
	3363	Ushers/Stagehands/Security	8/12/2009	8/14/2009	13,078.16
	3363	Room Rental	8/12/2009	8/14/2009	12,575.85
	3363	Telecom	8/12/2009	8/14/2009	3,400.00
The 110th Veterans of Foreign Wars National Conference					
	1528	Audio Visual Totals	8/15/2009	8/20/2009	25,268.89
	1528	Food & Beverage Totals	8/15/2009	8/20/2009	73,158.77
	1528	Electrical Totals	8/15/2009	8/20/2009	31,812.00
	1528	Parking	8/15/2009	8/20/2009	3,342.00
	1528	Equipment	8/15/2009	8/20/2009	1,860.00
	1528	Room Rental	8/15/2009	8/20/2009	34,100.00
	1528	Telecom	8/15/2009	8/20/2009	33,465.30
Wells Fargo Home Mortgage					
	7188	Audio Visual Totals	9/8/2009	9/10/2009	324.90
	7188	Food & Beverage Totals	9/8/2009	9/10/2009	144,188.20
	7188	Electrical Totals	9/8/2009	9/10/2009	14,127.00
	7188	Parking	9/8/2009	9/10/2009	16,500.00
	7188	Event Security Totals	9/8/2009	9/10/2009	5,069.30
	7188	Room Rental	9/8/2009	9/10/2009	13,400.00
	7188	Telecom	9/8/2009	9/10/2009	71,383.20
9th Annual National Neonatal Nurses Meeting - Mother/Baby Conference					
	2678	Audio Visual Totals	9/13/2009	9/16/2009	216.60
	2678	Food & Beverage Totals	9/13/2009	9/16/2009	68,876.08
	2678	Electrical Totals	9/13/2009	9/16/2009	10,491.00
	2678	Room Rental	9/13/2009	9/16/2009	21,615.00
	2678	Telecom	9/13/2009	9/16/2009	4,205.00
Microsoft Project Conference 2009					
	5022	Audio Visual Totals	9/15/2009	9/17/2009	55,588.65
	5022	Food & Beverage Totals	9/15/2009	9/17/2009	283,550.32
	5022	Electrical Totals	9/15/2009	9/17/2009	20,416.00
	5022	Equipment	9/15/2009	9/17/2009	7,000.00
	5022	Event Security Totals	9/15/2009	9/17/2009	8,188.15
	5022	Room Rental	9/15/2009	9/17/2009	65,510.00
	5022	Telecom	9/15/2009	9/17/2009	30,280.90
Building Component Manufacturers Conference (BCMC)					
	1534	Audio Visual Totals	9/29/2009	10/2/2009	10,846.75
	1534	Food & Beverage Totals	9/29/2009	10/2/2009	24,246.04
	1534	Electrical Totals	9/29/2009	10/2/2009	14,206.00
	1534	Equipment	9/29/2009	10/2/2009	600.00
	1534	Event Security Totals	9/29/2009	10/2/2009	4,659.66
	1534	Room Rental	9/29/2009	10/2/2009	49,000.00
	1534	Telecom	9/29/2009	10/2/2009	3,340.00
Computing / DI Leadership Conference					
	7116	Audio Visual Totals	9/30/2009	10/4/2009	21,662.50
	7116	Food & Beverage Totals	9/30/2009	10/4/2009	71,789.68
	7116	Electrical Totals	9/30/2009	10/4/2009	20,892.00
	7116	Room Rental	9/30/2009	10/4/2009	26,700.00
	7116	Telecom	9/30/2009	10/4/2009	14,825.00
NACA - Home Save Event					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	7027	Audio Visual Totals	10/2/2009	10/5/2009	6,439.00
	7027	Food & Beverage Totals	10/2/2009	10/5/2009	156,395.37
	7027	Electrical Totals	10/2/2009	10/5/2009	51,397.00
	7027	Equipment	10/2/2009	10/5/2009	16,578.00
	7027	Room Rental	10/2/2009	10/5/2009	38,700.00
	7027	Telecom	10/2/2009	10/5/2009	55,500.00
54th Annual Distripress Congress					
	1625	Audio Visual Totals	10/5/2009	10/8/2009	29,340.88
	1625	Food & Beverage Totals	10/5/2009	10/8/2009	29,031.96
	1625	Electrical Totals	10/5/2009	10/8/2009	6,466.00
	1625	Equipment	10/5/2009	10/8/2009	1,600.00
	1625	Event Security Totals	10/5/2009	10/8/2009	7,685.41
	1625	Room Rental	10/5/2009	10/8/2009	30,700.00
	1625	Telecom	10/5/2009	10/8/2009	9,740.00
SAP TechEd					
	1758	Audio Visual Totals	10/12/2009	10/16/2009	30,205.00
	1758	Food & Beverage Totals	10/12/2009	10/16/2009	1,242,227.57
	1758	Electrical Totals	10/12/2009	10/16/2009	81,119.00
	1758	Equipment	10/12/2009	10/16/2009	750.00
	1758	Event Security Totals	10/12/2009	10/16/2009	62,316.96
	1758	Room Rental	10/12/2009	10/16/2009	278,884.00
	1758	Telecom	10/12/2009	10/16/2009	80,953.20
2009 Pacific Coast Society of Orthodontists (PCSO) Annual Session					
	1543	Audio Visual Totals	10/21/2009	10/25/2009	3,343.80
	1543	Food & Beverage Totals	10/21/2009	10/25/2009	114,050.80
	1543	Electrical Totals	10/21/2009	10/25/2009	14,502.00
	1543	Event Security Totals	10/21/2009	10/25/2009	5,032.07
	1543	Room Rental	10/21/2009	10/25/2009	21,600.00
	1543	Telecom	10/21/2009	10/25/2009	6,350.00
2009 Best Western North American Convention					
	1481	Audio Visual Totals	10/22/2009	10/24/2009	73,058.65
	1481	Food & Beverage Totals	10/22/2009	10/24/2009	992,312.57
	1481	Electrical Totals	10/22/2009	10/24/2009	52,540.00
	1481	Parking	10/22/2009	10/24/2009	6,216.00
	1481	Equipment	10/22/2009	10/24/2009	620.00
	1481	Event Security Totals	10/22/2009	10/24/2009	19,341.96
	1481	Room Rental	10/22/2009	10/24/2009	9,225.00
	1481	Telecom	10/22/2009	10/24/2009	34,583.80
Sunkist Kids Wrestling Club					
	5530	Food & Beverage Totals	10/22/2009	10/25/2009	815.44
	5530	Electrical Totals	10/22/2009	10/25/2009	604.00
	5530	Parking	10/22/2009	10/25/2009	220.00
	5530	Equipment	10/22/2009	10/25/2009	992.00
	5530	Event Security Totals	10/22/2009	10/25/2009	623.77
	5530	Room Rental	10/22/2009	10/25/2009	6,380.00
	5530	Telecom	10/22/2009	10/25/2009	800.00
	5530	Ticket Office Service Fee	10/22/2009	10/25/2009	2,250.00
2009 Department of Defense Maintenance Symposium & Exhibition					
	1478	Audio Visual Totals	10/26/2009	10/29/2009	13,395.00
	1478	Food & Beverage Totals	10/26/2009	10/29/2009	194,728.60
	1478	Electrical Totals	10/26/2009	10/29/2009	34,659.00
	1478	Equipment	10/26/2009	10/29/2009	182.00
	1478	Event Security Totals	10/26/2009	10/29/2009	6,824.23
	1478	Room Rental	10/26/2009	10/29/2009	38,183.40
	1478	Telecom	10/26/2009	10/29/2009	7,350.00
NSNA MidYear Conference					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1483	Food & Beverage Totals	10/28/2009	10/31/2009	16,055.89
	1483	Electrical Totals	10/28/2009	10/31/2009	2,458.00
	1483	Equipment	10/28/2009	10/31/2009	150.00
	1483	Event Security Totals	10/28/2009	10/31/2009	2,318.19
	1483	Room Rental	10/28/2009	10/31/2009	10,825.00
	1483	Telecom	10/28/2009	10/31/2009	4,315.00
Annual Biomedical Research Conference for Minority Students					
	1461	Audio Visual Totals	11/4/2009	11/7/2009	15,944.50
	1461	Food & Beverage Totals	11/4/2009	11/7/2009	551,485.30
	1461	Electrical Totals	11/4/2009	11/7/2009	9,482.00
	1461	Event Security Totals	11/4/2009	11/7/2009	11,300.75
	1461	Equipment	11/4/2009	11/7/2009	50.00
	1461	Room Rental	11/4/2009	11/7/2009	30,580.00
	1461	Telecom	11/4/2009	11/7/2009	7,565.00
Annual Greenbuild Conference & Expo					
	1463	Audio Visual Totals	11/11/2009	11/13/2009	146,448.59
	1463	Food & Beverage Totals	11/11/2009	11/13/2009	1,350,760.23
	1463	Electrical Totals	11/11/2009	11/13/2009	221,009.50
	1463	Mid-Day/Overnight Room Change	11/11/2009	11/13/2009	3,257.50
	1463	Equipment	11/11/2009	11/13/2009	2,622.00
	1463	Event Security Totals	11/11/2009	11/13/2009	47,324.76
	1463	Room Rental	11/11/2009	11/13/2009	178,612.50
	1463	Telecom	11/11/2009	11/13/2009	153,538.30
AACS Convention & Expo					
	5037	Audio Visual Totals	11/14/2009	11/17/2009	48,923.82
	5037	Food & Beverage Totals	11/14/2009	11/17/2009	108,511.46
	5037	Electrical Totals	11/14/2009	11/17/2009	10,965.00
	5037	Usher/Stagehands/Security	11/14/2009	11/17/2009	4,030.99
	5037	Parking	11/14/2009	11/17/2009	184.00
	5037	Event Security Totals	11/14/2009	11/17/2009	2,285.61
	5037	Room Rental	11/14/2009	11/17/2009	15,000.00
	5037	Telecom	11/14/2009	11/17/2009	3,075.00
National School Supply & Equipment Association					
	1768	Audio Visual Totals	11/18/2009	11/20/2009	15,558.85
	1768	Food & Beverage Totals	11/18/2009	11/20/2009	106,794.69
	1768	Electrical Totals	11/18/2009	11/20/2009	14,940.00
	1768	Equipment	11/18/2009	11/20/2009	75.00
	1768	Event Security Totals	11/18/2009	11/20/2009	19,643.48
	1768	Room Rental	11/18/2009	11/20/2009	45,150.00
	1768	Telecom	11/18/2009	11/20/2009	6,255.00
NSTA Phoenix Conference					
	1467	Audio Visual Totals	12/3/2009	12/5/2009	2,493.25
	1467	Food & Beverage Totals	12/3/2009	12/5/2009	21,585.09
	1467	Electrical Totals	12/3/2009	12/5/2009	12,632.00
	1467	Equipment	12/3/2009	12/5/2009	400.00
	1467	Room Rental	12/3/2009	12/5/2009	78,100.00
	1467	Telecom	12/3/2009	12/5/2009	21,805.00
Nouveau Riche-College 2009					
	5379	Audio Visual Totals	12/14/2009	12/19/2009	4,230.00
	5379	Food & Beverage Totals	12/14/2009	12/19/2009	11,796.68
	5379	Electrical Totals	12/14/2009	12/19/2009	398.00
	5379	Equipment	12/14/2009	12/19/2009	260.00
	5379	Parking	12/14/2009	12/19/2009	290.00
	5379	Equipment	12/14/2009	12/19/2009	900.00
	5379	Event Security Totals	12/14/2009	12/19/2009	83.79
	5379	Room Rental	12/14/2009	12/19/2009	56,600.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	5379	Telecom	12/14/2009	12/19/2009	22,500.00
Stampin Up Leadership 2010					
	6053	Audio Visual Totals	1/7/2010	1/8/2010	15,370.00
	6053	Food & Beverage Totals	1/7/2010	1/8/2010	149,371.38
	6053	Security	1/7/2010	1/8/2010	68.08
	6053	Electrical Totals	1/7/2010	1/8/2010	19,170.00
	6053	Event Security Totals	1/7/2010	1/8/2010	5,939.80
	6053	Room Rental	1/7/2010	1/8/2010	52,600.00
	6053	Telecom	1/7/2010	1/8/2010	4,950.00
P.F. Chang's Rock N' Roll Arizona Health & Fitness Expo					
	2261	Audio Visual Totals	1/15/2010	1/16/2010	760.00
	2261	Food & Beverage Totals	1/15/2010	1/16/2010	6,830.01
	2261	Electrical Totals	1/15/2010	1/16/2010	12,884.00
	2261	Mid-Day Room Change	1/15/2010	1/16/2010	754.00
	2261	Equipment	1/15/2010	1/16/2010	636.00
	2261	Room Rental	1/15/2010	1/16/2010	12,900.00
	2261	Telecom	1/15/2010	1/16/2010	8,080.00
Novo Nordisk Inc					
	7339	Audio Visual Totals	1/16/2010	1/22/2010	11,050.00
	7339	Food & Beverage Totals	1/16/2010	1/22/2010	193,667.60
	7339	Electrical Totals	1/16/2010	1/22/2010	9,202.00
	7339	Equipment	1/16/2010	1/22/2010	1,897.00
	7339	Mid-Day Room Change	1/16/2010	1/22/2010	425.00
	7339	Parking	1/16/2010	1/22/2010	140.00
	7339	Room Rental	1/16/2010	1/22/2010	34,700.00
	7339	Telecom	1/16/2010	1/22/2010	23,683.00
International Meeting on Simulation in Healthcare					
	3848	Audio Visual Totals	1/23/2010	1/27/2010	112,880.25
	3848	Food & Beverage Totals	1/23/2010	1/27/2010	162,753.97
	3848	Electrical Totals	1/23/2010	1/27/2010	15,016.00
	3848	Equipment	1/23/2010	1/27/2010	5,840.00
	3848	Mid-Day Room Change	1/23/2010	1/27/2010	1,290.00
	3848	Event Security Totals	1/23/2010	1/27/2010	4,990.17
	3848	Room Rental	1/23/2010	1/27/2010	51,900.00
	3848	Telecom	1/23/2010	1/27/2010	16,520.00
Lifescan North American Franchise Meeting 2010					
	3828	Audio Visual Totals	1/24/2010	1/29/2010	138,130.50
	3828	Food & Beverage Totals	1/24/2010	1/29/2010	254,474.80
	3828	Electrical Totals	1/24/2010	1/29/2010	9,700.00
	3828	Equipment	1/24/2010	1/29/2010	350.00
	3828	Event Security Totals	1/24/2010	1/29/2010	2,411.31
	3828	Room Rental	1/24/2010	1/29/2010	69,600.00
	3828	Telecom	1/24/2010	1/29/2010	3,475.00
2010 EUEC Energy & Environment Conference					
	3029	Audio Visual Totals	2/1/2010	2/3/2010	5,343.00
	3029	Food & Beverage Totals	2/1/2010	2/3/2010	123,763.07
	3029	Electrical Totals	2/1/2010	2/3/2010	19,939.00
	3029	Event Security Totals	2/1/2010	2/3/2010	4,737.95
	3029	Room Rental	2/1/2010	2/3/2010	24,600.00
	3029	Telecom	2/1/2010	2/3/2010	5,975.00
Reliv 2010 National Meeting					
	5046	Audio Visual Totals	2/4/2010	2/6/2010	11,010.00
	5046	Food & Beverage Totals	2/4/2010	2/6/2010	16,815.11
	5046	Electrical Totals	2/4/2010	2/6/2010	5,997.00
	5046	Event Security Totals	2/4/2010	2/6/2010	4,161.57
	5046	Room Rental	2/4/2010	2/6/2010	37,200.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	5046	Telecom	2/4/2010	2/6/2010	6,080.00
PACE 2010					
	1524	Food & Beverage Totals	2/7/2010	2/12/2010	144,591.39
	1524	Audio Visual Totals	2/7/2010	2/12/2010	4,133.00
	1524	Electrical Totals	2/7/2010	2/12/2010	22,567.00
	1524	Equipment	2/7/2010	2/12/2010	514.00
	1524	Mid-Day Room Change	2/7/2010	2/12/2010	110.00
	1524	Event Security Totals	2/7/2010	2/12/2010	6,214.43
	1524	Room Rental	2/7/2010	2/12/2010	44,800.00
	1524	Telecom	2/7/2010	2/12/2010	10,205.00
AASA 2010 National Conference on Education					
	1533	Audio Visual Totals	2/11/2010	2/13/2010	14,611.00
	1533	Food & Beverage Totals	2/11/2010	2/13/2010	84,926.06
	1533	Electrical Totals	2/11/2010	2/13/2010	40,126.00
	1533	Equipment	2/11/2010	2/13/2010	100.00
	1533	Event Security Totals	2/11/2010	2/13/2010	12,124.56
	1533	Room Rental	2/11/2010	2/13/2010	87,300.00
	1533	Telecom	2/11/2010	2/13/2010	34,685.00
Purina Mills LLC Retail Solutions Expo					
	4782	Audio Visual Totals	2/16/2010	2/18/2010	27,292.09
	4782	Food & Beverage Totals	2/16/2010	2/18/2010	61,253.58
	4782	Electrical Totals	2/16/2010	2/18/2010	8,996.00
	4782	Event Security Totals	2/16/2010	2/18/2010	5,548.77
	4782	Room Rental	2/16/2010	2/18/2010	30,700.00
	4782	Telecom	2/16/2010	2/18/2010	13,960.00
Sports, Inc. Annual Meeting & Trade Show					
	1539	Food & Beverage Totals	2/18/2010	2/20/2010	83,649.23
	1539	Electrical Totals	2/18/2010	2/20/2010	19,429.00
	1539	Event Security Totals	2/18/2010	2/20/2010	6,837.21
	1539	Room Rental	2/18/2010	2/20/2010	30,300.00
	1539	Telecom	2/18/2010	2/20/2010	8,045.90
The Precast Show					
	2874	Audio Visual Totals	2/18/2010	2/20/2010	32,197.64
	2874	Food & Beverage Totals	2/18/2010	2/20/2010	173,566.63
	2874	Electrical Totals	2/18/2010	2/20/2010	39,281.00
	2874	Event Security Totals	2/18/2010	2/20/2010	14,210.59
	2874	Room Rental	2/18/2010	2/20/2010	57,850.00
	2874	Telecom	2/18/2010	2/20/2010	3,500.00
AMSA Education Conference & Expo					
	3987	Audio Visual Totals	2/22/2010	2/24/2010	2,490.00
	3987	Food & Beverage Totals	2/22/2010	2/24/2010	48,325.44
	3987	Electrical Totals	2/22/2010	2/24/2010	8,748.00
	3987	Equipment	2/22/2010	2/24/2010	937.00
	3987	Event Security Totals	2/22/2010	2/24/2010	2,639.40
	3987	Room Rental	2/22/2010	2/24/2010	18,850.00
	3987	Telecom	2/22/2010	2/24/2010	3,900.00
Solution Tree 2010 Summit					
	4732	Audio Visual Totals	2/23/2010	2/26/2010	5,030.00
	4732	Food & Beverage Totals	2/23/2010	2/26/2010	133,790.70
	4732	Electrical Totals	2/23/2010	2/26/2010	1,466.00
	4732	Equipment	2/23/2010	2/26/2010	392.00
	4732	Mid-Day Room Change	2/23/2010	2/26/2010	238.75
	4732	Event Security Totals	2/23/2010	2/26/2010	2,955.94
	4732	Room Rental	2/23/2010	2/26/2010	27,500.00
	4732	Telecom	2/23/2010	2/26/2010	1,000.00

2010 Society for Mining, Metallurgy and Exploration (SME) Annual Meeting & Exhibits

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1586	Audio Visual Totals	2/27/2010	3/3/2010	22,176.75
	1586	Food & Beverage Totals	2/27/2010	3/3/2010	220,393.81
	1586	Electrical Totals	2/27/2010	3/3/2010	66,469.00
	1586	Equipment	2/27/2010	3/3/2010	561.48
	1586	Mid-Day Room Change	2/27/2010	3/3/2010	70.00
	1586	Event Security Totals	2/27/2010	3/3/2010	8,230.86
	1586	Room Rental	2/27/2010	3/3/2010	88,900.00
	1586	Telecom	2/27/2010	3/3/2010	11,686.25
The Pulse on Tour 2010					
	5648	Audio Visual Totals	2/27/2010	2/28/2010	1,270.00
	5648	Food & Beverage Totals	2/27/2010	2/28/2010	5,026.31
	5648	Electrical Totals	2/27/2010	2/28/2010	3,404.00
	5648	Equipment	2/27/2010	2/28/2010	696.48
	5648	Mid-Day Room Change	2/27/2010	2/28/2010	345.00
	5648	Event Security Totals	2/27/2010	2/28/2010	865.83
	5648	Room Rental	2/27/2010	2/28/2010	15,300.00
Arizona DECA					
	6080	Audio Visual Totals	2/28/2010	3/2/2010	85.00
	6080	Food & Beverage Totals	2/28/2010	3/2/2010	14,888.33
	6080	Electrical Totals	2/28/2010	3/2/2010	984.00
	6080	Equipment	2/28/2010	3/2/2010	200.00
	6080	Event Security Totals	2/28/2010	3/2/2010	1,033.04
	6080	Room Rental	2/28/2010	3/2/2010	9,860.00
Western Regional Dental Convention					
	3693	Audio Visual Totals	3/4/2010	3/6/2010	96,464.50
	3693	Food & Beverage Totals	3/4/2010	3/6/2010	55,199.69
	3693	Electrical Totals	3/4/2010	3/6/2010	29,556.00
	3693	Parking	3/4/2010	3/6/2010	460.00
	3693	Event Security Totals	3/4/2010	3/6/2010	5,930.48
	3693	Room Rental	3/4/2010	3/6/2010	59,550.00
	3693	Telecom	3/4/2010	3/6/2010	8,215.00
WM2010					
	1031	Audio Visual Totals	3/8/2010	3/11/2010	125.00
	1031	Food & Beverage Totals	3/8/2010	3/11/2010	427,930.99
	1031	Electrical Totals	3/8/2010	3/11/2010	29,995.00
	1031	Mid-Day Room Change	3/8/2010	3/11/2010	635.00
	1031	Equipment	3/8/2010	3/11/2010	162.00
	1031	Parking	3/8/2010	3/11/2010	420.00
	1031	Event Security Totals	3/8/2010	3/11/2010	14,911.61
	1031	Room Rental	3/8/2010	3/11/2010	46,850.00
	1031	Telecom	3/8/2010	3/11/2010	14,982.20
NASSP Annual Convention and Exposition					
	1577	Audio Visual Totals	3/12/2010	3/14/2010	26,683.00
	1577	Food & Beverage Totals	3/12/2010	3/14/2010	89,258.15
	1577	Electrical Totals	3/12/2010	3/14/2010	30,636.00
	1577	Equipment	3/12/2010	3/14/2010	860.00
	1577	Event Security Totals	3/12/2010	3/14/2010	9,032.98
	1577	Room Rental	3/12/2010	3/14/2010	52,200.00
	1577	Telecom	3/12/2010	3/14/2010	20,050.00
Concrete Decor Show & Decorative Concrete Spring Training					
	5829	Audio Visual Totals	3/17/2010	3/19/2010	7,956.00
	5829	Food & Beverage Totals	3/17/2010	3/19/2010	15,074.04
	5829	Electrical Totals	3/17/2010	3/19/2010	15,079.00
	5829	Event Security Totals	3/17/2010	3/19/2010	5,786.17
	5829	Room Rental	3/17/2010	3/19/2010	38,460.00
	5829	Telecom	3/17/2010	3/19/2010	950.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
Mary Kay Career Conference 2010					
	3221	Audio Visual Totals	3/19/2010	3/20/2010	5,419.00
	3221	Food & Beverage Totals	3/19/2010	3/20/2010	14,338.36
	3221	Electrical Totals	3/19/2010	3/20/2010	5,667.00
	3221	Event Security Totals	3/19/2010	3/20/2010	1,778.21
	3221	Room Rental	3/19/2010	3/20/2010	5,800.00
	3221	Telecom	3/19/2010	3/20/2010	800.00
RCA Annual Culinology Expo					
	5303	Audio Visual Totals	3/19/2010	3/19/2010	780.00
	5303	Food & Beverage Totals	3/19/2010	3/19/2010	3,890.00
	5303	Electrical Totals	3/19/2010	3/19/2010	20,568.00
	5303	Event Security Totals	3/19/2010	3/19/2010	2,406.64
	5303	Room Rental	3/19/2010	3/19/2010	9,000.00
Capella University Winter 2010 Commencement					
	6938	Audio Visual Totals	3/19/2010	3/20/2010	7,165.00
	6938	Food & Beverage Totals	3/19/2010	3/20/2010	12,806.40
	6938	Electrical Totals	3/19/2010	3/20/2010	6,050.00
	6938	Equipment	3/19/2010	3/20/2010	2,144.00
	6938	Mid-Day Room Change	3/19/2010	3/20/2010	60.00
	6938	Event Security Totals	3/19/2010	3/20/2010	1,189.05
	6938	Room Rental	3/19/2010	3/20/2010	9,287.50
	6938	Telecom	3/19/2010	3/20/2010	500.00
WrestleMania 26/Fan Axxess					
	6589	Audio Visual Totals	3/25/2010	3/28/2010	31,430.00
	6589	Food & Beverage Totals	3/25/2010	3/28/2010	50,423.15
	6589	Electrical Totals	3/25/2010	3/28/2010	41,988.00
	6589	Event Security Totals	3/25/2010	3/28/2010	52,733.00
	6589	Labor Charges	3/25/2010	3/28/2010	49,006.47
	6589	15% Concession/Novelty Fee	3/25/2010	3/28/2010	58,202.00
	6589	Room Rental	3/25/2010	3/28/2010	29,200.01
	6589	Telecom	3/25/2010	3/28/2010	9,220.00
	6589	Sales Tax	3/25/2010	3/28/2010	51,148.51
	6589	Ticket Office Service Fee	3/25/2010	3/28/2010	66,612.00
SBS 16th Annual Conference and Exhibition					
	1607	Audio Visual Totals	4/11/2010	4/15/2010	14,255.25
	1607	Food & Beverage Totals	4/11/2010	4/15/2010	297,565.83
	1607	Electrical Totals	4/11/2010	4/15/2010	40,012.00
	1607	Mid-Day Room Change	4/11/2010	4/15/2010	287.50
	1607	Equipment	4/11/2010	4/15/2010	50.00
	1607	Event Security Totals	4/11/2010	4/15/2010	9,719.30
	1607	Room Rental	4/11/2010	4/15/2010	69,957.50
	1607	Telecom	4/11/2010	4/15/2010	16,810.00
Arizona SkillsUSA					
	5084	Audio Visual Totals	4/12/2010	4/13/2010	4,100.00
	5084	Food & Beverage Totals	4/12/2010	4/13/2010	11,093.06
	5084	Electrical Totals	4/12/2010	4/13/2010	21,995.00
	5084	Equipment	4/12/2010	4/13/2010	938.00
	5084	Parking	4/12/2010	4/13/2010	652.00
	5084	Event Security Totals	4/12/2010	4/13/2010	3,900.89
	5084	Room Rental	4/12/2010	4/13/2010	23,940.00
30th ASLMS Annual Conference					
	2093	Audio Visual Totals	4/13/2010	4/18/2010	13,385.02
	2093	Food & Beverage Totals	4/13/2010	4/18/2010	111,013.50
	2093	Electrical Totals	4/13/2010	4/18/2010	42,365.50
	2093	Equipment	4/13/2010	4/18/2010	350.00
	2093	Mid-Day Room Change	4/13/2010	4/18/2010	310.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	2093	Event Security Totals	4/13/2010	4/18/2010	5,990.99
	2093	Room Rental	4/13/2010	4/18/2010	54,700.00
	2093	Telecom	4/13/2010	4/18/2010	15,535.00
Aviation Week MRO Conferences & Exhibition					
	1594	Audio Visual Totals	4/19/2010	4/22/2010	20,714.63
	1594	Food & Beverage Totals	4/19/2010	4/22/2010	263,844.59
	1594	Electrical Totals	4/19/2010	4/22/2010	113,579.00
	1594	Event Security Totals	4/19/2010	4/22/2010	9,221.56
	1594	Room Rental	4/19/2010	4/22/2010	68,850.00
	1594	Telecom	4/19/2010	4/22/2010	22,485.70
NSA Juice Plus+ Leadership Conference					
	3426	Audio Visual Totals	4/22/2010	4/24/2010	47,602.90
	3426	Food & Beverage Totals	4/22/2010	4/24/2010	107,771.58
	3426	Electrical Totals	4/22/2010	4/24/2010	21,159.00
	3426	Event Services - Laborer	4/22/2010	4/24/2010	2,790.00
	3426	Equipment	4/22/2010	4/24/2010	1,280.00
	3426	Event Security Totals	4/22/2010	4/24/2010	12,338.18
	3426	Room Rental	4/22/2010	4/24/2010	72,188.80
	3426	Telecom	4/22/2010	4/24/2010	13,295.90
GITA/ACSM/APLS Conferences					
	1601	Audio Visual Totals	4/24/2010	4/28/2010	7,657.75
	1601	Food & Beverage Totals	4/24/2010	4/28/2010	128,106.46
	1601	Electrical Totals	4/24/2010	4/28/2010	13,057.00
	1601	Event Security Totals	4/24/2010	4/28/2010	4,966.89
	1601	Room Rental	4/24/2010	4/28/2010	68,400.00
	1601	Telecom	4/24/2010	4/28/2010	13,555.00
NeighborWorks Training Institute					
	6276	Audio Visual Totals	5/3/2010	5/7/2010	450.00
	6276	Food & Beverage Totals	5/3/2010	5/7/2010	32,314.80
	6276	Electrical Totals	5/3/2010	5/7/2010	1,792.00
	6276	Room Rental	5/3/2010	5/7/2010	45,859.00
	6276	Telecom	5/3/2010	5/7/2010	25,984.10
American Helicopter Society International					
	3820	Audio Visual Totals	5/11/2010	5/13/2010	8,682.10
	3820	Audio Visual Totals	5/11/2010	5/13/2010	30,065.40
	3820	Food & Beverage Totals	5/11/2010	5/13/2010	162,135.56
	3820	Electrical Totals	5/11/2010	5/13/2010	16,946.00
	3820	Equipment	5/11/2010	5/13/2010	75.00
	3820	Event Security Totals	5/11/2010	5/13/2010	5,935.44
	3820	Room Rental	5/11/2010	5/13/2010	22,500.00
	3820	Telecom	5/11/2010	5/13/2010	5,773.20
101st AOCS Annual Meeting & Expo					
	1610	Food & Beverage Totals	5/14/2010	5/19/2010	173,748.08
	1610	Electrical Totals	5/14/2010	5/19/2010	12,580.00
	1610	Mid-Day Room Change	5/14/2010	5/19/2010	67.50
	1610	Equipment	5/14/2010	5/19/2010	50.00
	1610	Event Security Totals	5/14/2010	5/19/2010	4,366.40
	1610	Room Rental	5/14/2010	5/19/2010	31,600.00
	1610	Telecom	5/14/2010	5/19/2010	12,065.00
National Solar Energy Conference					
	4047	Audio Visual Totals	5/20/2010	5/22/2010	103,854.75
	4047	Food & Beverage Totals	5/20/2010	5/22/2010	186,279.75
	4047	Electrical Totals	5/20/2010	5/22/2010	29,004.00
	4047	Equipment	5/20/2010	5/22/2010	5,300.00
	4047	Parking	5/20/2010	5/22/2010	240.00
	4047	Event Security Totals	5/20/2010	5/22/2010	7,187.30

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	4047	Room Rental	5/20/2010	5/22/2010	51,450.00
	4047	Telecom	5/20/2010	5/22/2010	26,605.00
2010 DoDIIS Worldwide Conference					
	5126	Audio Visual Totals	5/23/2010	5/27/2010	87,376.94
	5126	Food & Beverage Totals	5/23/2010	5/27/2010	199,519.45
	5126	Electrical Totals	5/23/2010	5/27/2010	77,169.90
	5126	Equipment	5/23/2010	5/27/2010	323.00
	5126	Event Security Totals	5/23/2010	5/27/2010	8,644.32
	5126	Room Rental	5/23/2010	5/27/2010	72,510.00
	5126	Telecom	5/23/2010	5/27/2010	92,950.70
	5126	Event Services - Laborer	5/23/2010	5/27/2010	200.00
Assisted Living Federation of America Conference and Expo					
	6603	Audio Visual Totals	5/25/2010	5/27/2010	7,985.00
	6603	Food & Beverage Totals	5/25/2010	5/27/2010	118,599.32
	6603	Electrical Totals	5/25/2010	5/27/2010	30,428.00
	6603	Equipment	5/25/2010	5/27/2010	2,537.12
	6603	Event Security Totals	5/25/2010	5/27/2010	7,285.09
	6603	Room Rental	5/25/2010	5/27/2010	36,934.00
	6603	Telecom	5/25/2010	5/27/2010	21,340.00
Phoenix COMICON					
	5313	Audio Visual Totals	5/27/2010	5/30/2010	9,460.50
	5313	Food & Beverage Totals	5/27/2010	5/30/2010	33,646.75
	5313	Electrical Totals	5/27/2010	5/30/2010	4,494.00
	5313	Event Security Totals	5/27/2010	5/30/2010	4,385.01
	5313	Room Rental	5/27/2010	5/30/2010	19,302.00
	5313	Telecom	5/27/2010	5/30/2010	240.00
US Open National Volleyball Championships					
	6602	Audio Visual Totals	5/29/2010	6/5/2010	89.18
	6602	Food & Beverage Totals	5/29/2010	6/5/2010	49,815.42
	6602	Electrical Totals	5/29/2010	6/5/2010	2,960.00
	6602	Equipment	5/29/2010	6/5/2010	1,735.63
	6602	Event Security Totals	5/29/2010	6/5/2010	14,076.73
	6602	Room Rental	5/29/2010	6/5/2010	106,144.00
	6602	Telecom	5/29/2010	6/5/2010	3,630.00
AGT 35th Annual Meeting					
	5673	Audio Visual Totals	6/1/2010	6/5/2010	3,158.96
	5673	Food & Beverage Totals	6/1/2010	6/5/2010	35,327.91
	5673	Electrical Totals	6/1/2010	6/5/2010	2,460.00
	5673	Event Security Totals	6/1/2010	6/5/2010	1,638.58
	5673	Room Rental	6/1/2010	6/5/2010	5,768.00
2010 WOCN/WCET Joint Conference					
	2102	Audio Visual Totals	6/12/2010	6/16/2010	46,331.29
	2102	Food & Beverage Totals	6/12/2010	6/16/2010	492,726.60
	2102	Electrical Totals	6/12/2010	6/16/2010	57,001.00
	2102	Mid-Day Room Change	6/12/2010	6/16/2010	725.00
	2102	Parking	6/12/2010	6/16/2010	130.00
	2102	Event Security Totals	6/12/2010	6/16/2010	9,491.55
	2102	Room Rental	6/12/2010	6/16/2010	52,456.50
	2102	Telecom	6/12/2010	6/16/2010	28,333.90
WEF Specialty Conferences Collection Systems 2010					
	4155	Audio Visual Totals	6/14/2010	6/16/2010	10,158.58
	4155	Food & Beverage Totals	6/14/2010	6/16/2010	35,770.37
	4155	Electrical Totals	6/14/2010	6/16/2010	5,964.00
	4155	Mid-Day Room Change	6/14/2010	6/16/2010	85.00
	4155	Equipment	6/14/2010	6/16/2010	100.00
	4155	Event Security Totals	6/14/2010	6/16/2010	2,634.74

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	4155	Room Rental	6/14/2010	6/16/2010	4,690.00
	4155	Telecom	6/14/2010	6/16/2010	1,515.00
Devastation Gaming Event					
	7508	Audio Visual Totals	6/18/2010	6/20/2010	300.00
	7508	Food & Beverage Totals	6/18/2010	6/20/2010	2,237.60
	7508	Electrical Totals	6/18/2010	6/20/2010	3,244.00
	7508	Overnight Room Change	6/18/2010	6/20/2010	140.00
	7508	Event Security Totals	6/18/2010	6/20/2010	2,690.60
	7508	Room Rental	6/18/2010	6/20/2010	7,200.00
	7508	Telecom	6/18/2010	6/20/2010	3,500.00
AANP 25th National Conference					
	1615	Audio Visual Totals	6/23/2010	6/27/2010	24,230.00
	1615	Food & Beverage Totals	6/23/2010	6/27/2010	436,370.99
	1615	Electrical Totals	6/23/2010	6/27/2010	66,825.00
	1615	Equipment	6/23/2010	6/27/2010	4,161.00
	1615	Mid-Day Room Change	6/23/2010	6/27/2010	135.00
	1615	Event Security Totals	6/23/2010	6/27/2010	15,379.57
	1615	Room Rental	6/23/2010	6/27/2010	75,313.40
	1615	Telecom	6/23/2010	6/27/2010	50,010.00
Volleyball Festival					
	5090	Audio Visual Totals	6/28/2010	7/3/2010	4,589.92
	5090	Food & Beverage Totals	6/28/2010	7/3/2010	305,292.84
	5090	Electrical Totals	6/28/2010	7/3/2010	2,531.00
	5090	Event Services - Laborer	6/28/2010	7/3/2010	810.00
	5090	Parking	6/28/2010	7/3/2010	517.00
	5090	Equipment	6/28/2010	7/3/2010	250.00
	5090	Event Security Totals	6/28/2010	7/3/2010	24,014.38
	5090	Room Rental	6/28/2010	7/3/2010	101,642.00
	5090	Telecom	6/28/2010	7/3/2010	15,389.30
	5090	Sales Tax	6/28/2010	7/3/2010	7,845.36
	5090	Ticket Office Service Fee	6/28/2010	7/3/2010	5,059.42
FedFleet 2010					
	1278	Audio Visual Totals	7/10/2010	7/15/2010	16,010.40
	1278	Food & Beverage Totals	7/10/2010	7/15/2010	387,551.52
	1278	Electrical Totals	7/10/2010	7/15/2010	30,954.00
	1278	Equipment	7/10/2010	7/15/2010	50.00
	1278	Event Security Totals	7/10/2010	7/15/2010	11,029.61
	1278	Room Rental	7/10/2010	7/15/2010	23,406.25
	1278	Telecom	7/10/2010	7/15/2010	19,140.00
Gideons International Conference					
	1279	Audio Visual Totals	7/18/2010	7/24/2010	28,880.00
	1279	Food & Beverage Totals	7/18/2010	7/24/2010	98,202.21
	1279	Electrical Totals	7/18/2010	7/24/2010	17,644.00
	1279	Equipment	7/18/2010	7/24/2010	1,360.00
	1279	Parking Space	7/18/2010	7/24/2010	3,640.00
	1279	Equipment Operator	7/18/2010	7/24/2010	90.00
	1279	Event Security Totals	7/18/2010	7/24/2010	3,612.28
	1279	Room Rental	7/18/2010	7/24/2010	33,827.00
	1279	Telecom	7/18/2010	7/24/2010	2,635.00
IPMS National Convention & Exposition					
	3649	Food & Beverage Totals	8/4/2010	8/8/2010	8,165.90
	3649	Electrical Totals	8/4/2010	8/8/2010	3,903.00
	3649	Event Security Totals	8/4/2010	8/8/2010	3,171.29
	3649	Room Rental	8/4/2010	8/8/2010	16,080.00
	3649	Sales Tax	8/4/2010	8/8/2010	467.56
	3649	Ticket Office Service Fee	8/4/2010	8/8/2010	750.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
Gold Canyon 2010 Convention					
	4072	Audio Visual Totals	8/5/2010	8/7/2010	6,350.00
	4072	Food & Beverage Totals	8/5/2010	8/7/2010	81,211.43
	4072	Electrical Totals	8/5/2010	8/7/2010	10,273.00
	4072	Equipment	8/5/2010	8/7/2010	1,535.12
	4072	Mid-Day Room Change	8/5/2010	8/7/2010	1,770.00
	4072	Event Security Totals	8/5/2010	8/7/2010	4,841.20
	4072	Room Rental	8/5/2010	8/7/2010	19,564.00
	4072	Telecom	8/5/2010	8/7/2010	3,850.00
13th Annual Force Health Protection Conference					
	5306	Audio Visual Totals	8/8/2010	8/13/2010	677.13
	5306	Food & Beverage Totals	8/8/2010	8/13/2010	31,730.40
	5306	Electrical Totals	8/8/2010	8/13/2010	13,026.00
	5306	Equipment	8/8/2010	8/13/2010	635.00
	5306	Food & Beverage Event Charges	8/8/2010	8/13/2010	1,778.52
	5306	Event Security Totals	8/8/2010	8/13/2010	5,548.76
	5306	Room Rental	8/8/2010	8/13/2010	54,002.00
	5306	Telecom	8/8/2010	8/13/2010	44,736.48
CoreNet Global Fall Summit 2010					
	5304	Audio Visual Totals	9/18/2010	9/21/2010	42,391.31
	5304	Food & Beverage Totals	9/18/2010	9/21/2010	300,221.81
	5304	Electrical Totals	9/18/2010	9/21/2010	16,573.00
	5304	Equipment	9/18/2010	9/21/2010	246.00
	5304	Event Security Totals	9/18/2010	9/21/2010	9,617.24
	5304	Room Rental	9/18/2010	9/21/2010	40,149.90
	5304	Telecom	9/18/2010	9/21/2010	15,500.00
Gas Machinery (GMRC) 2010 Conference					
	4263	Audio Visual Totals	10/4/2010	10/6/2010	22,847.30
	4263	Food & Beverage Totals	10/4/2010	10/6/2010	179,287.03
	4263	Electrical Totals	10/4/2010	10/6/2010	16,534.00
	4263	Event Security Totals	10/4/2010	10/6/2010	4,021.93
	4263	Room Rental	10/4/2010	10/6/2010	10,000.00
	4263	Telecom	10/4/2010	10/6/2010	1,800.00
2010 ANCC National Magnet Conference					
	2602	Audio Visual Totals	10/13/2010	10/15/2010	57,756.50
	2602	Food & Beverage Totals	10/13/2010	10/15/2010	571,871.45
	2602	Electrical Totals	10/13/2010	10/15/2010	38,668.00
	2602	Equipment	10/13/2010	10/15/2010	2,000.00
	2602	Event Security Totals	10/13/2010	10/15/2010	23,811.78
	2602	Room Rental	10/13/2010	10/15/2010	96,000.00
	2602	Telecom	10/13/2010	10/15/2010	46,770.00
American Trucking Association 2010 Annual Management Conference & Exhibition					
	2761	Audio Visual Totals	10/14/2010	10/19/2010	24,043.89
	2761	Food & Beverage Totals	10/14/2010	10/19/2010	145,674.20
	2761	Electrical Totals	10/14/2010	10/19/2010	42,358.00
	2761	Equipment	10/14/2010	10/19/2010	750.00
	2761	Event Security Totals	10/14/2010	10/19/2010	8,967.76
	2761	Room Rental	10/14/2010	10/19/2010	48,009.00
	2761	Telecom	10/14/2010	10/19/2010	29,445.00
National School Boards Association T + L Conference, 2010					
	5039	Audio Visual Totals	10/19/2010	10/22/2010	23,980.00
	5039	Food & Beverage Totals	10/19/2010	10/22/2010	46,654.35
	5039	Electrical Totals	10/19/2010	10/22/2010	40,828.00
	5039	Event Security Totals	10/19/2010	10/22/2010	17,826.16
	5039	Room Rental	10/19/2010	10/22/2010	34,150.00
	5039	Telecom	10/19/2010	10/22/2010	49,300.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
53rd Annual IEC National Convention & Electric Expo					
	7138	Audio Visual Totals	10/26/2010	10/29/2010	45,443.01
	7138	Food & Beverage Totals	10/26/2010	10/29/2010	73,765.09
	7138	Electrical Totals	10/26/2010	10/29/2010	19,782.00
	7138	Event Security Totals	10/26/2010	10/29/2010	4,361.75
	7138	Equipment	10/26/2010	10/29/2010	150.00
	7138	Room Rental	10/26/2010	10/29/2010	23,200.00
	7138	Telecom	10/26/2010	10/29/2010	9,975.00
International Dyslexia Association 61st Annual Conference					
	1299	Audio Visual Totals	10/28/2010	10/30/2010	61,881.50
	1299	Food & Beverage Totals	10/28/2010	10/30/2010	23,310.62
	1299	Electrical Totals	10/28/2010	10/30/2010	10,930.00
	1299	Equipment	10/28/2010	10/30/2010	432.00
	1299	Mid-Day Room Change	10/28/2010	10/30/2010	85.00
	1299	Event Security Totals	10/28/2010	10/30/2010	4,403.64
	1299	Room Rental	10/28/2010	10/30/2010	29,800.00
	1299	Telecom	10/28/2010	10/30/2010	13,940.00
Association of Military Surgeons/US Annual Meeting					
	1300	Audio Visual Totals	11/1/2010	11/4/2010	7,605.00
	1300	Food & Beverage Totals	11/1/2010	11/4/2010	63,872.44
	1300	Electrical Totals	11/1/2010	11/4/2010	34,664.00
	1300	Equipment	11/1/2010	11/4/2010	50.00
	1300	Event Security Totals	11/1/2010	11/4/2010	7,545.76
	1300	Room Rental	11/1/2010	11/4/2010	66,104.00
	1300	Telecom	11/1/2010	11/4/2010	25,088.30
STAFDA's 34th Annual Convention & Trade Show					
	1542	Audio Visual Totals	11/7/2010	11/9/2010	27,869.55
	1542	Food & Beverage Totals	11/7/2010	11/9/2010	84,344.37
	1542	Electrical Totals	11/7/2010	11/9/2010	73,596.00
	1542	Event Security Totals	11/7/2010	11/9/2010	17,403.66
	1542	Room Rental	11/7/2010	11/9/2010	77,400.00
	1542	Telecom	11/7/2010	11/9/2010	9,867.70
American College of Allergy, Asthma, and Immunology					
	1546	Audio Visual Totals	11/11/2010	11/17/2010	9,550.00
	1546	Food & Beverage Totals	11/11/2010	11/17/2010	255,236.24
	1546	Electrical Totals	11/11/2010	11/17/2010	38,914.00
	1546	Mid-Day Room Change	11/11/2010	11/17/2010	440.00
	1546	Equipment	11/11/2010	11/17/2010	520.00
	1546	Event Security Totals	11/11/2010	11/17/2010	14,197.03
	1546	Room Rental	11/11/2010	11/17/2010	111,850.00
	1546	Telecom	11/11/2010	11/17/2010	33,208.70
NSSEA 2010 School Equipment Show					
	2946	Audio Visual Totals	11/17/2010	11/19/2010	12,930.85
	2946	Equipment	11/17/2010	11/19/2010	1,300.00
	2946	Operator Labor	11/17/2010	11/19/2010	410.00
	2946	Food & Beverage Totals	11/17/2010	11/19/2010	85,003.46
	2946	Electrical Totals	11/17/2010	11/19/2010	18,131.00
	2946	Event Security Totals	11/17/2010	11/19/2010	22,500.59
	2946	Room Rental	11/17/2010	11/19/2010	49,000.00
	2946	Telecom	11/17/2010	11/19/2010	5,405.90
Irrigation Show 2010					
	1572	Audio Visual Totals	12/5/2010	12/7/2010	72,718.00
	1572	Food & Beverage Totals	12/5/2010	12/7/2010	74,428.26
	1572	Electrical Totals	12/5/2010	12/7/2010	55,181.00
	1572	Event Security Totals	12/5/2010	12/7/2010	14,287.72
	1572	Room Rental	12/5/2010	12/7/2010	67,300.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1572	Telecom	12/5/2010	12/7/2010	15,326.80
2011 National Gymnastics Judges Cup					
	8577	Food & Beverage Totals	1/8/2011	1/9/2011	10,070.69
	8577	Electrical Totals	1/8/2011	1/9/2011	775.00
	8577	Equipment Operator	1/8/2011	1/9/2011	70.00
	8577	Equipment	1/8/2011	1/9/2011	1,400.00
	8577	Event Security Totals	1/8/2011	1/9/2011	1,669.39
	8577	Room Rental	1/8/2011	1/9/2011	10,500.00
P.F. Chang's Rock 'n' Roll Arizona Health & Fitness Expo					
	2355	Audio Visual Totals	1/14/2011	1/15/2011	2,900.00
	2355	Food & Beverage Totals	1/14/2011	1/15/2011	31,624.70
	2355	Electrical Totals	1/14/2011	1/15/2011	21,658.00
	2355	Life Safety Review	1/14/2011	1/15/2011	405.00
	2355	Parking	1/14/2011	1/15/2011	256.00
	2355	Equipment	1/14/2011	1/15/2011	342.00
	2355	Event Security Totals	1/14/2011	1/15/2011	7,848.85
	2355	Room Rental	1/14/2011	1/15/2011	18,200.00
	2355	Telecom	1/14/2011	1/15/2011	8,725.00
RJO Spring Buying Show					
	4174	Audio Visual Totals	1/22/2011	1/24/2011	4,263.75
	4174	Food & Beverage Totals	1/22/2011	1/24/2011	76,204.30
	4174	Electrical Totals	1/22/2011	1/24/2011	14,580.00
	4174	Life Safety Review	1/22/2011	1/24/2011	405.00
	4174	Event Security Totals	1/22/2011	1/24/2011	3,794.98
	4174	Room Rental	1/22/2011	1/24/2011	27,000.00
	4174	Telecom	1/22/2011	1/24/2011	2,150.00
The Special Event					
	4702	Audio Visual Totals	1/26/2011	1/29/2011	31,465.41
	4702	Food & Beverage Totals	1/26/2011	1/29/2011	145,542.02
	4702	Electrical Totals	1/26/2011	1/29/2011	51,418.00
	4702	Decorator Cleanup	1/26/2011	1/29/2011	810.48
	4702	Life Safety Review	1/26/2011	1/29/2011	405.00
	4702	Equipment	1/26/2011	1/29/2011	1,350.00
	4702	Event Security Totals	1/26/2011	1/29/2011	14,157.11
	4702	Room Rental	1/26/2011	1/29/2011	137,415.00
	4702	Telecom	1/26/2011	1/29/2011	10,920.00
EUEC 2011					
	3037	Audio Visual Totals	1/31/2011	2/2/2011	10,312.38
	3037	Food & Beverage Totals	1/31/2011	2/2/2011	165,237.69
	3037	Electrical Totals	1/31/2011	2/2/2011	16,523.00
	3037	Mid-Day Room Change	1/31/2011	2/2/2011	481.25
	3037	Life Safety Review	1/31/2011	2/2/2011	405.00
	3037	Event Security Totals	1/31/2011	2/2/2011	3,066.07
	3037	Room Rental	1/31/2011	2/2/2011	33,300.00
	3037	Telecom	1/31/2011	2/2/2011	4,650.00
Sports, Inc.					
	2517	Audio Visual Totals	2/3/2011	2/5/2011	2,028.40
	2517	Food & Beverage Totals	2/3/2011	2/5/2011	94,514.74
	2517	Electrical Totals	2/3/2011	2/5/2011	21,236.00
	2517	Life Safety Review	2/3/2011	2/5/2011	405.00
	2517	Event Security Totals	2/3/2011	2/5/2011	7,112.54
	2517	Room Rental	2/3/2011	2/5/2011	44,700.00
	2517	Telecom	2/3/2011	2/5/2011	10,432.40
National Biodiesel Conference & Expo					
	4083	Audio Visual Totals	2/5/2011	2/9/2011	9,102.75
	4083	Food & Beverage Totals	2/5/2011	2/9/2011	189,158.05

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	4083	Electrical Totals	2/5/2011	2/9/2011	16,456.00
	4083	Life Safety Review	2/5/2011	2/9/2011	405.00
	4083	Event Security Totals	2/5/2011	2/9/2011	7,072.67
	4083	Room Rental	2/5/2011	2/9/2011	87,237.00
Fisher Scientific National Sales Meeting					
	8322	Audio Visual Totals	2/9/2011	2/11/2011	195.00
	8322	Food & Beverage Totals	2/9/2011	2/11/2011	184,883.53
	8322	Electrical Totals	2/9/2011	2/11/2011	27,766.00
	8322	Equipment	2/9/2011	2/11/2011	3,757.50
	8322	Life Safety Review	2/9/2011	2/11/2011	405.00
	8322	Event Security Totals	2/9/2011	2/11/2011	2,845.09
	8322	Room Rental	2/9/2011	2/11/2011	28,400.00
	8322	Telecom	2/9/2011	2/11/2011	6,425.00
ATSSA Annual Convention & Traffic Expo					
	3443	Audio Visual Totals	2/15/2011	2/17/2011	68,645.25
	3443	Food & Beverage Totals	2/15/2011	2/17/2011	79,145.05
	3443	Electrical Totals	2/15/2011	2/17/2011	36,883.00
	3443	Equipment	2/15/2011	2/17/2011	200.00
	3443	Life Safety Review	2/15/2011	2/17/2011	405.00
	3443	Mid-Day Room Change	2/15/2011	2/17/2011	25.00
	3443	Event Security Totals	2/15/2011	2/17/2011	7,872.71
	3443	Room Rental	2/15/2011	2/17/2011	63,000.00
	3443	Telecom	2/15/2011	2/17/2011	3,785.00
31st Annual Dialysis Conference					
	2283	Audio Visual Totals	2/19/2011	2/22/2011	12,210.00
	2283	Food & Beverage Totals	2/19/2011	2/22/2011	225,250.12
	2283	Electrical Totals	2/19/2011	2/22/2011	11,523.00
	2283	Life Safety Review	2/19/2011	2/22/2011	405.00
	2283	Equipment	2/19/2011	2/22/2011	256.00
	2283	Event Security Totals	2/19/2011	2/22/2011	5,285.71
	2283	Room Rental	2/19/2011	2/22/2011	70,338.60
	2283	Telecom	2/19/2011	2/22/2011	9,480.00
2011 Solution Tree Summit					
	7444	Audio Visual Totals	2/22/2011	2/25/2011	4,125.00
	7444	Food & Beverage Totals	2/22/2011	2/25/2011	162,158.47
	7444	Electrical Totals	2/22/2011	2/25/2011	1,680.00
	7444	Mid-Day Room Change	2/22/2011	2/25/2011	600.00
	7444	Equipment	2/22/2011	2/25/2011	640.00
	7444	Event Security Totals	2/22/2011	2/25/2011	2,365.37
	7444	Room Rental	2/22/2011	2/25/2011	30,161.00
	7444	Telecom	2/22/2011	2/25/2011	900.00
The Tea Party Patriot Summit					
	9563	Audio Visual Totals	2/25/2011	2/27/2011	209,748.75
	9563	Food & Beverage Totals	2/25/2011	2/27/2011	15,428.17
	9563	Electrical Totals	2/25/2011	2/27/2011	13,283.00
	9563	Equipment	2/25/2011	2/27/2011	10,096.00
	9563	Life Safety Review	2/25/2011	2/27/2011	405.00
	9563	Overnight Room Change	2/25/2011	2/27/2011	700.00
	9563	Event Security Totals	2/25/2011	2/27/2011	11,804.63
	9563	Room Rental	2/25/2011	2/27/2011	91,667.00
	9563	Telecom	2/25/2011	2/27/2011	11,490.00
WM2011					
	1032	Audio Visual Totals	2/27/2011	3/3/2011	10,695.00
	1032	Food & Beverage Totals	2/27/2011	3/3/2011	481,418.46
	1032	Electrical Totals	2/27/2011	3/3/2011	37,831.00
	1032	Life Safety Review	2/27/2011	3/3/2011	405.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1032	Mid-Day Room Change	2/27/2011	3/3/2011	1,820.00
	1032	Parking	2/27/2011	3/3/2011	1,110.00
	1032	Equipment	2/27/2011	3/3/2011	180.00
	1032	Event Security Totals	2/27/2011	3/3/2011	16,006.81
	1032	Room Rental	2/27/2011	3/3/2011	103,650.00
	1032	Telecom	2/27/2011	3/3/2011	12,913.80
Western Regional Dental Convention					
	4671	Audio Visual Totals	3/3/2011	3/5/2011	84,627.75
	4671	Food & Beverage Totals	3/3/2011	3/5/2011	80,457.58
	4671	Electrical Totals	3/3/2011	3/5/2011	31,718.00
	4671	Life Safety Review	3/3/2011	3/5/2011	405.00
	4671	Event Security Totals	3/3/2011	3/5/2011	5,831.18
	4671	Room Rental	3/3/2011	3/5/2011	62,712.50
	4671	Telecom	3/3/2011	3/5/2011	10,300.00
BAI Payments Connect Conference & Expo					
	7897	Audio Visual Totals	3/7/2011	3/9/2011	1,799.00
	7897	Food & Beverage Totals	3/7/2011	3/9/2011	100,737.75
	7897	Electrical Totals	3/7/2011	3/9/2011	12,988.00
	7897	Equipment	3/7/2011	3/9/2011	250.00
	7897	Life Safety Review	3/7/2011	3/9/2011	405.00
	7897	Event Security Totals	3/7/2011	3/9/2011	6,263.80
	7897	Room Rental	3/7/2011	3/9/2011	28,680.00
	7897	Telecom	3/7/2011	3/9/2011	15,443.40
Arizona Distributive Education Clubs of America (DECA)					
	6442	Audio Visual Totals	3/8/2011	3/10/2011	2,913.00
	6442	Food & Beverage Totals	3/8/2011	3/10/2011	15,381.36
	6442	Electrical Totals	3/8/2011	3/10/2011	1,444.00
	6442	Parking	3/8/2011	3/10/2011	1,655.00
	6442	Event Security Totals	3/8/2011	3/10/2011	2,031.51
	6442	Room Rental	3/8/2011	3/10/2011	21,680.00
2011 IEEE/PES Power Systems Conference & Exhibition					
	8338	Audio Visual Totals	3/20/2011	3/23/2011	1,831.90
	8338	Food & Beverage Totals	3/20/2011	3/23/2011	64,267.44
	8338	Electrical Totals	3/20/2011	3/23/2011	9,910.00
	8338	Life Safety Review	3/20/2011	3/23/2011	405.00
	8338	Equipment	3/20/2011	3/23/2011	193.00
	8338	Event Security Totals	3/20/2011	3/23/2011	3,061.38
	8338	Room Rental	3/20/2011	3/23/2011	30,510.00
	8338	Telecom	3/20/2011	3/23/2011	3,395.00
2011 Lifesavers National Conference on Highway Safety Priorities					
	3285	Audio Visual Totals	3/27/2011	3/30/2011	60.00
	3285	Food & Beverage Totals	3/27/2011	3/30/2011	155,992.37
	3285	Electrical Totals	3/27/2011	3/30/2011	10,883.00
	3285	Life Safety Review	3/27/2011	3/30/2011	405.00
	3285	Event Security Totals	3/27/2011	3/30/2011	6,075.70
	3285	Room Rental	3/27/2011	3/30/2011	52,056.50
	3285	Telecom	3/27/2011	3/30/2011	4,480.00
Partnerships in Clinical Trials					
	7706	Audio Visual Totals	3/30/2011	4/1/2011	48,181.00
	7706	Food & Beverage Totals	3/30/2011	4/1/2011	237,363.76
	7706	Electrical Totals	3/30/2011	4/1/2011	32,521.00
	7706	Equipment	3/30/2011	4/1/2011	868.62
	7706	Life Safety Review	3/30/2011	4/1/2011	405.00
	7706	Mid-Day Room Change	3/30/2011	4/1/2011	620.00
	7706	Event Security Totals	3/30/2011	4/1/2011	5,962.84
	7706	Room Rental	3/30/2011	4/1/2011	42,800.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	7706	Telecom	3/30/2011	4/1/2011	30,945.00
Indian Gaming 2011					
	5120	Audio Visual Totals	4/4/2011	4/6/2011	122,771.24
	5120	Food & Beverage Totals	4/4/2011	4/6/2011	325,671.83
	5120	Electrical Totals	4/4/2011	4/6/2011	120,634.00
	5120	Equipment	4/4/2011	4/6/2011	1,929.00
	5120	Life Safety Review	4/4/2011	4/6/2011	405.00
	5120	Event Security Totals	4/4/2011	4/6/2011	18,232.59
	5120	Room Rental	4/4/2011	4/6/2011	119,170.00
	5120	Telecom	4/4/2011	4/6/2011	32,105.00
Art Materials World 2011					
	1598	Audio Visual Totals	4/13/2011	4/15/2011	12,715.21
	1598	Food & Beverage Totals	4/13/2011	4/15/2011	40,941.72
	1598	Electrical Totals	4/13/2011	4/15/2011	19,383.00
	1598	Life Safety Review	4/13/2011	4/15/2011	405.00
	1598	Event Security Totals	4/13/2011	4/15/2011	12,137.47
	1598	Equipment	4/13/2011	4/15/2011	50.00
	1598	Room Rental	4/13/2011	4/15/2011	53,369.00
	1598	Telecom	4/13/2011	4/15/2011	6,935.00
2011 ATD Convention & Expo					
	1547	Audio Visual Totals	4/15/2011	4/18/2011	32,582.00
	1547	Food & Beverage Totals	4/15/2011	4/18/2011	93,894.84
	1547	Electrical Totals	4/15/2011	4/18/2011	16,589.00
	1547	Life Safety Review	4/15/2011	4/18/2011	405.00
	1547	Equipment	4/15/2011	4/18/2011	1,050.00
	1547	Event Security Totals	4/15/2011	4/18/2011	7,594.66
	1547	Room Rental	4/15/2011	4/18/2011	4,500.00
	1547	Telecom	4/15/2011	4/18/2011	19,109.50
SkillsUSA AZ Championships 2011					
	8527	Audio Visual Totals	4/19/2011	4/20/2011	13,996.25
	8527	Food & Beverage Totals	4/19/2011	4/20/2011	10,230.89
	8527	Electrical Totals	4/19/2011	4/20/2011	28,130.00
	8527	Mid-Day Room Change	4/19/2011	4/20/2011	255.00
	8527	Equipment	4/19/2011	4/20/2011	500.00
	8527	Event Security Totals	4/19/2011	4/20/2011	4,547.35
	8527	Room Rental	4/19/2011	4/20/2011	41,440.00
	8527	Telecom	4/19/2011	4/20/2011	450.00
National Institute on Legal Issues of Educating Individuals with Disabilities					
	1775	Audio Visual Totals	5/1/2011	5/4/2011	8,045.00
	1775	F&B Total	5/1/2011	5/4/2011	283,387.90
	1775	Electrical Totals	5/1/2011	5/4/2011	4,620.00
	1775	Mid-Day Room Change	5/1/2011	5/4/2011	576.00
	1775	Equipment	5/1/2011	5/4/2011	698.00
	1775	Event Security Totals	5/1/2011	5/4/2011	3,108.38
	1775	Room Rental	5/1/2011	5/4/2011	52,895.92
	1775	Telecom	5/1/2011	5/4/2011	3,595.00
ULI 2011 Spring Council Forum					
	2113	Equipment	5/19/2011	5/19/2011	50.00
	2113	F&B Total	5/19/2011	5/19/2011	69,066.97
	2113	Event Security Totals	5/19/2011	5/19/2011	150.48
	2113	Room Rental	5/19/2011	5/19/2011	16,047.50
	2113	Telecom	5/19/2011	5/19/2011	1,000.00
	2113	Ushers/Security	5/19/2011	5/19/2011	247.88
Phoenix COMICON 2011					
	5314	Audio Visual Totals	5/26/2011	5/29/2011	21,072.37
	5314	F&B Totals	5/26/2011	5/29/2011	149,436.23

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	5314	Electrical Totals	5/26/2011	5/29/2011	9,489.00
	5314	Life Safety Review	5/26/2011	5/29/2011	405.00
	5314	Event Security Totals	5/26/2011	5/29/2011	33,218.88
	5314	Room Rental	5/26/2011	5/29/2011	71,754.00
	5314	Telecom	5/26/2011	5/29/2011	2,855.00
HCVB Launch Meeting					
	9912	F&B Total	6/8/2011	6/9/2011	22,951.20
	9912	Electrical Totals	6/8/2011	6/9/2011	648.00
	9912	Mid-Day Room Change	6/8/2011	6/9/2011	50.00
	9912	Equipment	6/8/2011	6/9/2011	100.00
	9912	Event Security Totals	6/8/2011	6/9/2011	498.47
	9912	Room Rental	6/8/2011	6/9/2011	15,025.00
Southern Baptist Convention Annual Meeting					
	1562	Audio Visual Totals	6/12/2011	6/16/2011	125,590.58
	1562	F&B Totals	6/12/2011	6/16/2011	367,072.25
	1562	Electrical Totals	6/12/2011	6/16/2011	64,866.50
	1562	Life Safety Review	6/12/2011	6/16/2011	405.00
	1562	Parking	6/12/2011	6/16/2011	9,236.00
	1562	Equipment	6/12/2011	6/16/2011	5,472.00
	1562	Event Security Totals	6/12/2011	6/16/2011	27,292.58
	1562	Room Rental	6/12/2011	6/16/2011	128,710.00
	1562	Telecom	6/12/2011	6/16/2011	35,510.00
Volleyball Festival					
	5654	Audio Visual Totals	6/23/2011	6/27/2011	5,558.50
	5654	F&B Total	6/23/2011	6/27/2011	318,828.83
	5654	Electrical Totals	6/23/2011	6/27/2011	8,844.00
	5654	Life Safety Review	6/23/2011	6/27/2011	405.00
	5654	Event Security Totals	6/23/2011	6/27/2011	31,481.90
	5654	Room Rental	6/23/2011	6/27/2011	100,000.00
	5654	Telecom	6/23/2011	6/27/2011	9,847.90
	5654	Ticket Office Fee	6/23/2011	6/27/2011	11,555.63
	5654	Sales Tax	6/23/2011	6/27/2011	10,746.74
	5654	Equipment	6/23/2011	6/27/2011	7,550.00
MLB All-Star FanFest					
	8632	Audio Visual Totals	7/8/2011	7/12/2011	86,527.50
	8632	Food & Beverage Totals	7/8/2011	7/12/2011	959,507.25
	8632	Electrical Totals	7/8/2011	7/12/2011	110,506.36
	8632	Ushers/Security	7/8/2011	7/12/2011	1,168.13
	8632	Life Safety Review	7/8/2011	7/12/2011	405.00
	8632	Parking	7/8/2011	7/12/2011	20,010.00
	8632	Equipment	7/8/2011	7/12/2011	7,325.00
	8632	Event Security Totals	7/8/2011	7/12/2011	15,411.80
	8632	Room Rental	7/8/2011	7/12/2011	.00
	8632	Telecom	7/8/2011	7/12/2011	73,176.09
Benevolent & Protective Order of Elks Annual Grand Lodge Convention					
	1341	Audio Visual Totals	7/16/2011	7/20/2011	34,285.00
	1341	F&B Total	7/16/2011	7/20/2011	74,857.84
	1341	Electrical Totals	7/16/2011	7/20/2011	29,388.19
	1341	Key/Access Card, Lost	7/16/2011	7/20/2011	200.00
	1341	Event Security Totals	7/16/2011	7/20/2011	17,617.16
	1341	Room Rental	7/16/2011	7/20/2011	99,087.00
	1341	Telecom	7/16/2011	7/20/2011	11,938.20
IAVM Venue Connect - 86th Annual Conference and Trade Show					
	1346	Audio Visual Totals	7/25/2011	7/29/2011	41,951.55
	1346	F&B Total	7/25/2011	7/29/2011	285,907.91
	1346	Electrical Totals	7/25/2011	7/29/2011	48,632.44

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1346	Event Security Totals	7/25/2011	7/29/2011	583.12
	1346	Room Rental	7/25/2011	7/29/2011	51,450.00
	1346	Telecom	7/25/2011	7/29/2011	15,305.00
Assemblies of God - 54th General Council					
	2322	Audio Visual Totals	8/1/2011	8/5/2011	194,010.00
	2322	F&B Total	8/1/2011	8/5/2011	713,034.81
	2322	Electrical Totals	8/1/2011	8/5/2011	80,765.41
	2322	Mid-Day Room Change	8/1/2011	8/5/2011	3,162.00
	2322	Equipment	8/1/2011	8/5/2011	3,373.52
	2322	Life Safety Review	8/1/2011	8/5/2011	405.00
	2322	Parking	8/1/2011	8/5/2011	88,470.00
	2322	Event Security Totals	8/1/2011	8/5/2011	71,511.07
	2322	Room Rental	8/1/2011	8/5/2011	169,657.60
	2322	Telecom	8/1/2011	8/5/2011	49,723.20
Gold Canyon 2011 Convention					
	7398	Audio Visual Totals	8/11/2011	8/13/2011	13,251.70
	7398	F&B Total	8/11/2011	8/13/2011	74,198.05
	7398	Electrical Totals	8/11/2011	8/13/2011	11,299.80
	7398	Life Safety Review	8/11/2011	8/13/2011	405.00
	7398	Event Services - Laborer	8/11/2011	8/13/2011	1,145.00
	7398	Equipment	8/11/2011	8/13/2011	965.00
	7398	Event Security Totals	8/11/2011	8/13/2011	6,451.84
	7398	Room Rental	8/11/2011	8/13/2011	41,763.50
	7398	Telecom	8/11/2011	8/13/2011	4,145.00
American Society for Healthcare Human Resources Administration (ASHHRA) 2011 Annual Meeting					
	4788	Audio Visual Totals	9/10/2011	9/13/2011	3,190.00
	4788	F&B Total	9/10/2011	9/13/2011	114,714.00
	4788	Electrical Totals	9/10/2011	9/13/2011	26,246.42
	4788	Life Safety Review	9/10/2011	9/13/2011	405.00
	4788	Equipment	9/10/2011	9/13/2011	250.00
	4788	Event Security Totals	9/10/2011	9/13/2011	4,890.67
	4788	Room Rental	9/10/2011	9/13/2011	52,295.50
	4788	Telecom	9/10/2011	9/13/2011	20,575.00
65th Annual NDTA Transportation & Logistics Forum & Expo					
	2963	Audio Visual Totals	9/12/2011	9/13/2011	275.00
	2963	F&B Total	9/12/2011	9/13/2011	77,956.00
	2963	Electrical Totals	9/12/2011	9/13/2011	11,265.25
	2963	Life Safety Review	9/12/2011	9/13/2011	405.00
	2963	Equipment	9/12/2011	9/13/2011	48.00
	2963	Event Security Totals	9/12/2011	9/13/2011	2,812.13
	2963	Room Rental	9/12/2011	9/13/2011	16,984.00
	2963	Telecom	9/12/2011	9/13/2011	9,313.50
IAAO Opening Ceremony & Annual Business Meeting					
	2780	F&B Total	9/19/2011	9/19/2011	4,692.00
	2780	Electrical Totals	9/19/2011	9/19/2011	3,202.50
	2780	Event Security Totals	9/19/2011	9/19/2011	630.14
	2780	Room Rental	9/19/2011	9/19/2011	7,800.00
2011 IEEE Energy Conversion Congress & Exposition					
	6055	F&B Total	9/19/2011	9/21/2011	138,469.33
	6055	Electrical Totals	9/19/2011	9/21/2011	6,674.87
	6055	Equipment	9/19/2011	9/21/2011	432.00
	6055	Event Security Totals	9/19/2011	9/21/2011	2,798.03
	6055	Room Rental	9/19/2011	9/21/2011	18,000.00
	6055	Telecom	9/19/2011	9/21/2011	450.00
Solution Tree - 2011 HEC Institute					
	9365	Audio Visual Totals	9/27/2011	9/30/2011	12,865.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	9365	F&B Total	9/27/2011	9/30/2011	11,288.40
	9365	Electrical Totals	9/27/2011	9/30/2011	968.10
	9365	Mid-Day Room Change	9/27/2011	9/30/2011	35.00
	9365	Equipment	9/27/2011	9/30/2011	200.00
	9365	Event Security Totals	9/27/2011	9/30/2011	846.46
	9365	Room Rental	9/27/2011	9/30/2011	19,079.00
	9365	Telecom	9/27/2011	9/30/2011	900.00
PIVOT: AIGA Design Conference 2011					
	4667	Audio Visual Totals	10/13/2011	10/15/2011	49,897.50
	4667	F&B Total	10/13/2011	10/15/2011	187,008.52
	4667	Electrical Totals	10/13/2011	10/15/2011	4,797.28
	4667	Life Safety Review	10/13/2011	10/15/2011	405.00
	4667	Mid-Day Room Change	10/13/2011	10/15/2011	192.50
	4667	Usher/Stagehands/Security/Production Supervisor	10/13/2011	10/15/2011	13,144.96
	4667	Event Security Totals	10/13/2011	10/15/2011	8,857.28
	4667	Room Rental	10/13/2011	10/15/2011	42,806.70
	4667	Telecom	10/13/2011	10/15/2011	22,630.00
ASHRM Annual Conference & Exhibition					
	1473	Audio Visual Totals	10/16/2011	10/19/2011	5,956.00
	1473	F&B Total	10/16/2011	10/19/2011	260,620.94
	1473	Electrical Totals	10/16/2011	10/19/2011	27,541.86
	1473	Event Security Totals	10/16/2011	10/19/2011	9,264.04
	1473	Room Rental	10/16/2011	10/19/2011	80,517.50
	1473	Telecom	10/16/2011	10/19/2011	24,150.00
IFMA's World Workplace 2011 The Facility Conference & Expo					
	3003	Audio Visual Totals	10/26/2011	10/28/2011	86,773.81
	3003	F&B Total	10/26/2011	10/28/2011	291,943.13
	3003	Electrical Totals	10/26/2011	10/28/2011	68,712.80
	3003	Equipment	10/26/2011	10/28/2011	742.00
	3003	Life Safety Review	10/26/2011	10/28/2011	405.00
	3003	Event Security Totals	10/26/2011	10/28/2011	12,568.43
	3003	Room Rental	10/26/2011	10/28/2011	132,300.00
	3003	Telecom	10/26/2011	10/28/2011	36,385.00
International Code Council - 2011 Annual Conference					
	6516	Audio Visual Totals	10/29/2011	11/7/2011	58,842.50
	6516	F&B Total	10/29/2011	11/7/2011	342,943.97
	6516	Electrical Totals	10/29/2011	11/7/2011	39,500.85
	6516	Life Safety Review	10/29/2011	11/7/2011	405.00
	6516	Parking	10/29/2011	11/7/2011	2,920.00
	6516	equipment	10/29/2011	11/7/2011	400.00
	6516	Event Security Totals	10/29/2011	11/7/2011	15,523.94
	6516	Room Rental	10/29/2011	11/7/2011	100,425.80
	6516	Telecom	10/29/2011	11/7/2011	28,635.00
Commonwealth - Altadis, Inc. Sales Force Conference 2011					
	10268	Audio Visual Totals	11/3/2011	11/4/2011	24,084.50
	10268	F&B Total	11/3/2011	11/4/2011	228,447.19
	10268	Electrical Totals	11/3/2011	11/4/2011	8,698.20
	10268	Overnight Room Change	11/3/2011	11/4/2011	1,260.00
	10268	Event Security Totals	11/3/2011	11/4/2011	2,383.31
	10268	Room Rental	11/3/2011	11/4/2011	26,600.00
American Association of Cosmetology Schools (AACS) 2011 Convention & Expo					
	7688	Audio Visual Totals	11/4/2011	11/7/2011	3,795.00
	7688	F&B Total	11/4/2011	11/7/2011	137,639.47
	7688	Electrical Totals	11/4/2011	11/7/2011	18,836.55
	7688	Equipment	11/4/2011	11/7/2011	475.00
	7688	Life Safety Review	11/4/2011	11/7/2011	405.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	7688	Overnight Room Change	11/4/2011	11/7/2011	490.00
	7688	Parking	11/4/2011	11/7/2011	196.00
	7688	Usher/Stagehands/Security/Production Supervisor	11/4/2011	11/7/2011	4,615.85
	7688	Event Security Totals	11/4/2011	11/7/2011	4,490.89
	7688	Room Rental	11/4/2011	11/7/2011	16,614.00
	7688	Telecom	11/4/2011	11/7/2011	4,665.00
National League of Cities Congress of Cities & Exposition					
	1443	Audio Visual Totals	11/9/2011	11/12/2011	11,861.25
	1443	F&B Total	11/9/2011	11/12/2011	334,210.66
	1443	Electrical Totals	11/9/2011	11/12/2011	34,474.71
	1443	Equipment	11/9/2011	11/12/2011	1,664.44
	1443	Life Safety Review	11/9/2011	11/12/2011	405.00
	1443	Mid-Day Room Change	11/9/2011	11/12/2011	51,841.78
	1443	Parking	11/9/2011	11/12/2011	1,300.00
	1443	Event Security Totals	11/9/2011	11/12/2011	529.72
	1443	Room Rental	11/9/2011	11/12/2011	.00
	1443	Telecom	11/9/2011	11/12/2011	37,173.50
AWWA Water Quality Technology Conference (WQTC)					
	4253	Audio Visual Totals	11/13/2011	11/16/2011	15,599.00
	4253	F&B Total	11/13/2011	11/16/2011	74,643.06
	4253	Electrical Totals	11/13/2011	11/16/2011	9,302.18
	4253	Life Safety Review	11/13/2011	11/16/2011	405.00
	4253	Event Security Totals	11/13/2011	11/16/2011	3,624.25
	4253	Room Rental	11/13/2011	11/16/2011	24,825.00
	4253	Telecom	11/13/2011	11/16/2011	875.00
2011 ASCP Annual Meeting and Exhibition					
	3095	Audio Visual Totals	11/16/2011	11/18/2011	8,546.20
	3095	F&B Total	11/16/2011	11/18/2011	92,074.77
	3095	Electrical Totals	11/16/2011	11/18/2011	32,125.76
	3095	Event Services Labor	11/16/2011	11/18/2011	385.00
	3095	Equipment	11/16/2011	11/18/2011	95.00
	3095	Life Safety Review	11/16/2011	11/18/2011	405.00
	3095	Event Security Totals	11/16/2011	11/18/2011	4,303.50
	3095	Room Rental	11/16/2011	11/18/2011	57,300.00
	3095	Telecom	11/16/2011	11/18/2011	12,975.00
OptumHealth Community Service Project					
	9734	F&B Total	1/10/2012	1/10/2012	17,678.40
	9734	Event Services Labor	1/10/2012	1/10/2012	140.00
	9734	Event Security Totals	1/10/2012	1/10/2012	627.00
	9734	Room Rental	1/10/2012	1/10/2012	22,195.00
P.F. Chang's Rock 'n' Roll Arizona Health & Fitness Expo					
	2356	Audio Visual Totals	1/13/2012	1/14/2012	2,273.00
	2356	F&B Total	1/13/2012	1/14/2012	25,350.86
	2356	Electrical Totals	1/13/2012	1/14/2012	21,326.84
	2356	Life Safety Review	1/13/2012	1/14/2012	405.00
	2356	Equipment	1/13/2012	1/14/2012	266.00
	2356	Event Security Totals	1/13/2012	1/14/2012	9,459.46
	2356	Room Rental	1/13/2012	1/14/2012	25,800.00
	2356	Telecom	1/13/2012	1/14/2012	15,465.00
American Correctional Association Winter Conference					
	1521	F&B Total	1/20/2012	1/25/2012	71,248.50
	1521	Electrical Totals	1/20/2012	1/25/2012	26,783.58
	1521	Life Safety Review	1/20/2012	1/25/2012	405.00
	1521	Event Services Labor	1/20/2012	1/25/2012	420.00
	1521	Equipment	1/20/2012	1/25/2012	250.00
	1521	Event Security Totals	1/20/2012	1/25/2012	11,561.91

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1521	Room Rental	1/20/2012	1/25/2012	50,598.50
	1521	Shared Wireless Internet (per device)	1/20/2012	1/25/2012	9,275.00
The National NeedleArts Association Trade Show					
	8617	Audio Visual Totals	1/21/2012	1/24/2012	7,360.25
	8617	F&B Total	1/21/2012	1/24/2012	51,538.76
	8617	Electrical Totals	1/21/2012	1/24/2012	30,514.02
	8617	Life Safety Review	1/21/2012	1/24/2012	405.00
	8617	Mid-Day Room Change	1/21/2012	1/24/2012	175.00
	8617	Event Security Totals	1/21/2012	1/24/2012	10,587.65
	8617	Room Rental	1/21/2012	1/24/2012	74,763.00
	8617	Telecom	1/21/2012	1/24/2012	3,690.00
EUEC2012: 15th Annual Energy, Utility & Environment Conference					
	3038	Audio Visual Totals	1/29/2012	2/1/2012	10,538.12
	3038	F&B Marche Totals P&L	1/29/2012	2/1/2012	156,107.13
	3038	Electrical Totals	1/29/2012	2/1/2012	19,784.91
	3038	Equipment	1/29/2012	2/1/2012	560.00
	3038	Life Safety Review	1/29/2012	2/1/2012	405.00
	3038	Mid-Day Room Change	1/29/2012	2/1/2012	490.00
	3038	Event Security Totals	1/29/2012	2/1/2012	4,631.25
	3038	Room Rental	1/29/2012	2/1/2012	34,500.00
	3038	Telecom	1/29/2012	2/1/2012	5,300.00
Culver's Reunion					
	8427	Audio Visual Totals	2/4/2012	2/7/2012	310.00
	8427	F&B Total	2/4/2012	2/7/2012	7,205.80
	8427	Electrical Totals	2/4/2012	2/7/2012	19,575.21
	8427	Event Services Labor	2/4/2012	2/7/2012	560.00
	8427	Life Safety Review	2/4/2012	2/7/2012	405.00
	8427	Event Security Totals	2/4/2012	2/7/2012	1,770.23
	8427	Room Rental	2/4/2012	2/7/2012	14,800.00
	8427	Telecom	2/4/2012	2/7/2012	3,675.00
Purina Mills LLC West Coast Retail Solutions Expo					
	8066	Audio Visual Totals	2/6/2012	2/8/2012	60,885.00
	8066	F&B Total	2/6/2012	2/8/2012	66,571.25
	8066	Electrical Totals	2/6/2012	2/8/2012	11,907.37
	8066	Equipment	2/6/2012	2/8/2012	40.00
	8066	Life Safety Review	2/6/2012	2/8/2012	405.00
	8066	Event Security Totals	2/6/2012	2/8/2012	5,575.06
	8066	Room Rental	2/6/2012	2/8/2012	33,119.50
	8066	Telecom	2/6/2012	2/8/2012	8,450.00
Play It Again Sports 2012 Winter Conference and Tradeshow					
	10140	Audio Visual Totals	2/8/2012	2/12/2012	19,591.00
	10140	F&B Total	2/8/2012	2/12/2012	72,704.35
	10140	Electrical Totals	2/8/2012	2/12/2012	10,577.49
	10140	Life Safety Review	2/8/2012	2/12/2012	405.00
	10140	Event Security Totals	2/8/2012	2/12/2012	4,427.00
	10140	Room Rental	2/8/2012	2/12/2012	26,778.00
	10140	Telecom	2/8/2012	2/12/2012	5,550.00
Sports, Inc. 2012					
	6834	Audio Visual Totals	2/16/2012	2/19/2012	3,552.50
	6834	F&B Total	2/16/2012	2/19/2012	77,623.20
	6834	Electrical Totals	2/16/2012	2/19/2012	25,737.95
	6834	Life Safety Review	2/16/2012	2/19/2012	405.00
	6834	Event Security Totals	2/16/2012	2/19/2012	7,240.61
	6834	Room Rental	2/16/2012	2/19/2012	41,650.00
	6834	Telecom	2/16/2012	2/19/2012	14,353.00

Infiniti National Dealer Meeting (#778601)

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	9981	Audio Visual Totals	2/16/2012	2/18/2012	40,484.60
	9981	F&B Total	2/16/2012	2/18/2012	34,267.30
	9981	Electrical Totals	2/16/2012	2/18/2012	16,140.60
	9981	Equipment	2/16/2012	2/18/2012	500.00
	9981	Event Services Labor	2/16/2012	2/18/2012	560.00
	9981	Event Security Totals	2/16/2012	2/18/2012	3,467.50
	9981	Room Rental	2/16/2012	2/18/2012	22,762.00
	9981	Telecom	2/16/2012	2/18/2012	2,450.00
AZ Sunrays Classic Rock Invitational					
	10186	F&B Total	2/17/2012	2/19/2012	29,274.56
	10186	Electrical Totals	2/17/2012	2/19/2012	3,796.45
	10186	Equipment	2/17/2012	2/19/2012	4,252.00
	10186	Event Security Totals	2/17/2012	2/19/2012	4,077.82
	10186	Room Rental	2/17/2012	2/19/2012	23,450.00
	10186	Telecom	2/17/2012	2/19/2012	1,255.00
	10186	Ticket Office Service Fee	2/17/2012	2/19/2012	4,593.30
Solution Tree 2012 Summit					
	7445	Audio Visual Totals	2/21/2012	2/24/2012	9,850.00
	7445	F&B Total	2/21/2012	2/24/2012	140,669.16
	7445	Electrical Totals	2/21/2012	2/24/2012	1,856.40
	7445	Midday Room Change	2/21/2012	2/24/2012	630.00
	7445	Event Security Totals	2/21/2012	2/24/2012	2,071.00
	7445	Room Rental	2/21/2012	2/24/2012	32,550.00
	7445	Telecom	2/21/2012	2/24/2012	13,950.00
National Mobility Equipment Dealers Association Annual Convention					
	4550	Audio Visual Totals	2/22/2012	2/24/2012	25,738.75
	4550	F&B Total	2/22/2012	2/24/2012	125,260.31
	4550	Electrical Totals	2/22/2012	2/24/2012	11,113.51
	4550	Life Safety Review	2/22/2012	2/24/2012	405.00
	4550	Equipment	2/22/2012	2/24/2012	250.00
	4550	Event Security Totals	2/22/2012	2/24/2012	3,049.50
	4550	Room Rental	2/22/2012	2/24/2012	33,300.00
WM2012					
	1033	Audio Visual Totals	2/27/2012	3/1/2012	12,570.00
	1033	F&B Total	2/27/2012	3/1/2012	467,698.47
	1033	Electrical Totals	2/27/2012	3/1/2012	37,248.67
	1033	Life Safety Review	2/27/2012	3/1/2012	405.00
	1033	Event Services Labor	2/27/2012	3/1/2012	700.00
	1033	Equipment	2/27/2012	3/1/2012	1,169.00
	1033	Parking	2/27/2012	3/1/2012	677.00
	1033	Event Security Totals	2/27/2012	3/1/2012	15,180.84
	1033	Room Rental	2/27/2012	3/1/2012	79,160.00
	1033	Telecom	2/27/2012	3/1/2012	21,970.10
Academy of Osseointegration (AO) Annual Meeting					
	1446	Audio Visual Totals	2/29/2012	3/3/2012	47,532.00
	1446	F&B Total	2/29/2012	3/3/2012	375,683.71
	1446	Electrical Totals	2/29/2012	3/3/2012	74,464.36
	1446	Life Safety Review	2/29/2012	3/3/2012	405.00
	1446	Equipment	2/29/2012	3/3/2012	150.00
	1446	Event Security Totals	2/29/2012	3/3/2012	10,482.59
	1446	Room Rental	2/29/2012	3/3/2012	138,325.00
	1446	Telecom	2/29/2012	3/3/2012	24,902.70
2012 ASHE PDC International Summit & Exhibition					
	1472	Audio Visual Totals	3/4/2012	3/7/2012	4,300.00
	1472	F&B Total	3/4/2012	3/7/2012	203,817.76
	1472	Electrical Totals	3/4/2012	3/7/2012	46,916.77

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	1472	Equipment	3/4/2012	3/7/2012	250.00
	1472	Life Safety Review	3/4/2012	3/7/2012	405.00
	1472	Event Security Totals	3/4/2012	3/7/2012	12,691.27
	1472	Room Rental	3/4/2012	3/7/2012	75,450.00
	1472	Telecom	3/4/2012	3/7/2012	23,680.00
Arizona Distributive Clubs of America (DECA)					
	7388	Audio Visual Totals	3/5/2012	3/6/2012	737.00
	7388	F&B Total	3/5/2012	3/6/2012	18,262.45
	7388	Electrical Totals	3/5/2012	3/6/2012	1,615.95
	7388	Parking	3/5/2012	3/6/2012	2,270.00
	7388	Event Security Totals	3/5/2012	3/6/2012	2,071.00
	7388	Room Rental	3/5/2012	3/6/2012	18,600.00
2012 Placement Exchange & NASPA Annual Conference					
	1495	Audio Visual Totals	3/7/2012	3/14/2012	18,948.00
	1495	F&B Total	3/7/2012	3/14/2012	133,130.16
	1495	Electrical Totals	3/7/2012	3/14/2012	18,612.62
	1495	Event Services Labor	3/7/2012	3/14/2012	105.00
	1495	Life Safety Review	3/7/2012	3/14/2012	405.00
	1495	Equipment	3/7/2012	3/14/2012	1,068.00
	1495	Event Security Totals	3/7/2012	3/14/2012	9,324.48
	1495	Room Rental	3/7/2012	3/14/2012	118,751.00
	1495	Telecom	3/7/2012	3/14/2012	44,407.50
Organization of American Kodaly Educators (OAKE) 2012 National Conference					
	7490	Audio Visual Totals	3/14/2012	3/17/2012	2,610.05
	7490	F&B Event Concessions Total P&L	3/14/2012	3/17/2012	43.33
	7490	Mid-Day Room Change	3/14/2012	3/17/2012	140.00
	7490	Equipment	3/14/2012	3/17/2012	100.00
	7490	Event Security Totals	3/14/2012	3/17/2012	171.00
	7490	Room Rental	3/14/2012	3/17/2012	12,400.00
	7490	Ushers/Stagehands/Security/Production Supervisc	3/14/2012	3/17/2012	2,990.90
SNAXPO 75th Annual Exhibit & Conference					
	6176	Audio Visual Totals	3/16/2012	3/19/2012	9,040.00
	6176	F&B Total	3/16/2012	3/19/2012	104,958.00
	6176	Electrical Totals	3/16/2012	3/19/2012	47,214.44
	6176	Life Safety Review	3/16/2012	3/19/2012	405.00
	6176	Equipment	3/16/2012	3/19/2012	655.00
	6176	Event Security Totals	3/16/2012	3/19/2012	13,229.36
	6176	Room Rental	3/16/2012	3/19/2012	43,155.00
	6176	Telecom	3/16/2012	3/19/2012	4,420.00
Microsoft Project Conference 2012					
	9643	Equipment	3/19/2012	3/22/2012	350.00
	9643	Audio Visual Totals	3/19/2012	3/22/2012	14,204.00
	9643	F&B Total	3/19/2012	3/22/2012	431,870.30
	9643	Electrical Totals	3/19/2012	3/22/2012	40,190.86
	9643	Event Services Labor	3/19/2012	3/22/2012	770.00
	9643	Life Safety Review	3/19/2012	3/22/2012	405.00
	9643	Event Security Totals	3/19/2012	3/22/2012	13,878.32
	9643	Room Rental	3/19/2012	3/22/2012	64,060.00
	9643	Telecom	3/19/2012	3/22/2012	95,315.00
Reebok SS13 Global Brand Conference					
	10548	Audio Visual Totals	3/25/2012	3/30/2012	19,643.00
	10548	F&B Total	3/25/2012	3/30/2012	240,048.32
	10548	Electrical Totals	3/25/2012	3/30/2012	18,427.50
	10548	Equipment	3/25/2012	3/30/2012	4,320.00
	10548	Mid-Day Room Change	3/25/2012	3/30/2012	4,382.50
	10548	Parking	3/25/2012	3/30/2012	330.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	10548	Event Security Totals	3/25/2012	3/30/2012	9,295.75
	10548	Room Rental	3/25/2012	3/30/2012	73,306.30
	10548	Telecom	3/25/2012	3/30/2012	23,239.00
Skills USA Arizona Championships					
	6998	Audio Visual Totals	3/27/2012	3/28/2012	19,190.62
	6998	F&B Total	3/27/2012	3/28/2012	17,267.39
	6998	Electrical Totals	3/27/2012	3/28/2012	30,523.75
	6998	Life Safety Review	3/27/2012	3/28/2012	405.00
	6998	Equipment	3/27/2012	3/28/2012	500.00
	6998	Event Security Totals	3/27/2012	3/28/2012	4,247.69
	6998	Room Rental	3/27/2012	3/28/2012	45,000.00
	6998	Telecom	3/27/2012	3/28/2012	450.00
Western Regional Dental Convention					
	8459	Audio Visual Totals	3/29/2012	3/31/2012	104,079.00
	8459	F&B Total	3/29/2012	3/31/2012	94,264.12
	8459	Electrical Totals	3/29/2012	3/31/2012	32,879.91
	8459	Equipment	3/29/2012	3/31/2012	176.00
	8459	Life Safety Review	3/29/2012	3/31/2012	405.00
	8459	Overnight Room Change	3/29/2012	3/31/2012	420.00
	8459	Parking	3/29/2012	3/31/2012	72.00
	8459	Event Security Totals	3/29/2012	3/31/2012	6,371.05
	8459	Room Rental	3/29/2012	3/31/2012	60,862.50
	8459	Telecom	3/29/2012	3/31/2012	10,415.00
Southwest Cactus Slam Basketball Tournament					
	10863	F&B Total	4/5/2012	4/8/2012	22,150.42
	10863	Electrical Totals	4/5/2012	4/8/2012	690.90
	10863	Event Security Totals	4/5/2012	4/8/2012	5,172.75
	10863	Room Rental	4/5/2012	4/8/2012	21,800.00
	10863	Ticket Office Service Fee	4/5/2012	4/8/2012	1,500.00
2012 Juice Plus+ Spring Leadership Conference					
	6359	Audio Visual Totals	4/12/2012	4/14/2012	48,166.80
	6359	F&B Total	4/12/2012	4/14/2012	138,780.32
	6359	Electrical Totals	4/12/2012	4/14/2012	25,069.80
	6359	Exhibition Hall/Meeting Room Cleanup	4/12/2012	4/14/2012	4,455.00
	6359	Life Safety Review	4/12/2012	4/14/2012	405.00
	6359	Equipment	4/12/2012	4/14/2012	1,280.00
	6359	Event Security Totals	4/12/2012	4/14/2012	11,712.09
	6359	Room Rental	4/12/2012	4/14/2012	111,902.00
	6359	Telecom	4/12/2012	4/14/2012	12,418.30
National Home Infusion Association (NHIA) 2012 Annual Conference & Exposition					
	9562	Audio Visual Totals	4/23/2012	4/26/2012	10,272.50
	9562	F&B Total	4/23/2012	4/26/2012	144,203.70
	9562	Electrical Totals	4/23/2012	4/26/2012	25,132.88
	9562	Life Safety Review	4/23/2012	4/26/2012	405.00
	9562	Equipment	4/23/2012	4/26/2012	1,500.00
	9562	Event Security Totals	4/23/2012	4/26/2012	5,087.25
	9562	Room Rental	4/23/2012	4/26/2012	27,034.00
	9562	Telecom	4/23/2012	4/26/2012	10,495.30
American Association of Airport Executives					
	2879	Audio Visual Totals	4/29/2012	5/2/2012	29,937.00
	2879	F&B Total	4/29/2012	5/2/2012	408,974.48
	2879	Electrical Totals	4/29/2012	5/2/2012	32,039.66
	2879	Life Safety Review	4/29/2012	5/2/2012	405.00
	2879	Parking	4/29/2012	5/2/2012	1,845.00
	2879	Equipment	4/29/2012	5/2/2012	320.00
	2879	Event Security Totals	4/29/2012	5/2/2012	8,362.77

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	2879	Room Rental	4/29/2012	5/2/2012	57,239.85
	2879	Telecom	4/29/2012	5/2/2012	21,325.00
Society of Gastroenterology Nurses & Associates (SGNA) 39th Annual Course					
	4162	Audio Visual Totals	5/18/2012	5/23/2012	20,540.00
	4162	F&B Total	5/18/2012	5/23/2012	266,115.40
	4162	Electrical Totals	5/18/2012	5/23/2012	43,782.90
	4162	Life Safety Review	5/18/2012	5/23/2012	405.00
	4162	Event Services Labor	5/18/2012	5/23/2012	630.00
	4162	Equipment	5/18/2012	5/23/2012	820.00
	4162	Event Security Totals	5/18/2012	5/23/2012	12,987.98
	4162	Room Rental	5/18/2012	5/23/2012	82,834.00
	4162	Telecom	5/18/2012	5/23/2012	18,884.60
Phoenix COMICON 2012					
	10925	Audio Visual Totals	5/24/2012	5/27/2012	32,820.12
	10925	F&B Total	5/24/2012	5/27/2012	99,608.11
	10925	Electrical Totals	5/24/2012	5/27/2012	11,970.16
	10925	Mid-Day Room Change	5/24/2012	5/27/2012	490.00
	10925	Life Safety Review	5/24/2012	5/27/2012	405.00
	10925	Event Security Totals	5/24/2012	5/27/2012	41,365.12
	10925	Room Rental	5/24/2012	5/27/2012	82,886.00
	10925	Telecom	5/24/2012	5/27/2012	5,280.00
Foursquare Connection 2012					
	8891	Audio Visual Totals	5/28/2012	5/31/2012	17,431.00
	8891	F&B Total	5/28/2012	5/31/2012	30,189.64
	8891	Electrical Totals	5/28/2012	5/31/2012	17,293.54
	8891	Event Services Labor	5/28/2012	5/31/2012	140.00
	8891	Life Safety Review	5/28/2012	5/31/2012	405.00
	8891	Equipment	5/28/2012	5/31/2012	144.00
	8891	Event Security Totals	5/28/2012	5/31/2012	5,677.27
	8891	Room Rental	5/28/2012	5/31/2012	28,699.00
	8891	Telecom	5/28/2012	5/31/2012	9,445.00
IPI Conference and Expo					
	7368	Audio Visual Totals	6/10/2012	6/13/2012	16,748.60
	7368	F&B Total	6/10/2012	6/13/2012	215,242.21
	7368	Electrical Totals	6/10/2012	6/13/2012	56,459.59
	7368	Life Safety Review	6/10/2012	6/13/2012	405.00
	7368	Parking	6/10/2012	6/13/2012	363.00
	7368	Equipment	6/10/2012	6/13/2012	250.00
	7368	Event Security Totals	6/10/2012	6/13/2012	6,966.73
	7368	Room Rental	6/10/2012	6/13/2012	34,785.00
	7368	Telecom	6/10/2012	6/13/2012	27,310.60
National Association of Black Accountants Annual Convention					
	4226	Audio Visual Totals	6/13/2012	6/15/2012	1,662.50
	4226	F&B Total	6/13/2012	6/15/2012	54,360.93
	4226	Electrical Totals	6/13/2012	6/15/2012	9,165.47
	4226	Life Safety Review	6/13/2012	6/15/2012	405.00
	4226	Usher/Stagehands/Security/Production Supervisor	6/13/2012	6/15/2012	2,329.82
	4226	Equipment	6/13/2012	6/15/2012	541.00
	4226	Event Security Totals	6/13/2012	6/15/2012	2,185.00
	4226	Room Rental	6/13/2012	6/15/2012	12,730.00
	4226	Telecom	6/13/2012	6/15/2012	9,285.00
American Dental Hygienists Association 89th Annual Session					
	6282	Audio Visual Totals	6/14/2012	6/19/2012	110,740.25
	6282	F&B Total	6/14/2012	6/19/2012	144,788.69
	6282	Electrical Totals	6/14/2012	6/19/2012	29,944.64
	6282	Life Safety Review	6/14/2012	6/19/2012	405.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	6282	Mid-Day Room Change	6/14/2012	6/19/2012	6,380.00
	6282	Equipment	6/14/2012	6/19/2012	2,273.00
	6282	Event Security Totals	6/14/2012	6/19/2012	4,474.12
	6282	Room Rental	6/14/2012	6/19/2012	34,838.53
	6282	Telecom	6/14/2012	6/19/2012	12,760.00
UUA General Assembly					
	2667	Audio Visual Totals	6/20/2012	6/24/2012	54,120.00
	2667	F&B Total	6/20/2012	6/24/2012	167,359.42
	2667	Electrical Totals	6/20/2012	6/24/2012	13,978.95
	2667	Life Safety Review	6/20/2012	6/24/2012	405.00
	2667	Event Security Totals	6/20/2012	6/24/2012	10,545.00
	2667	Room Rental	6/20/2012	6/24/2012	106,863.00
	2667	Telecom	6/20/2012	6/24/2012	30,230.30
Volleyball Festival					
	5698	Audio Visual Totals	6/25/2012	7/1/2012	5,469.25
	5698	F&B Total	6/25/2012	7/1/2012	260,672.97
	5698	Electrical Totals	6/25/2012	7/1/2012	10,111.50
	5698	Life Safety Review	6/25/2012	7/1/2012	405.00
	5698	Equipment	6/25/2012	7/1/2012	3,952.92
	5698	Parking	6/25/2012	7/1/2012	123.00
	5698	Event Security Totals	6/25/2012	7/1/2012	30,903.28
	5698	Room Rental	6/25/2012	7/1/2012	82,500.00
	5698	Sales Tax	6/25/2012	7/1/2012	9,524.64
	5698	Telecom	6/25/2012	7/1/2012	270.00
	5698	Ticket Office Service Fee	6/25/2012	7/1/2012	10,241.54
2012 ADSA-AMPA-ASAS-CSAS-WSASAS Joint Annual Meeting					
	5962	Audio Visual Totals	7/15/2012	7/19/2012	5,857.92
	5962	F&B Catering Total	7/15/2012	7/19/2012	174,429.34
	5962	Electrical Totals	7/15/2012	7/19/2012	9,795.28
	5962	Life Safety Review	7/15/2012	7/19/2012	405.00
	5962	Event Security Totals	7/15/2012	7/19/2012	5,588.06
	5962	Telecommunications Total Sales	7/15/2012	7/19/2012	23,640.00
	5962	Room Rental	7/15/2012	7/19/2012	39,934.00
	5962	Ushers/Stagehands/Security/Production Sup	7/15/2012	7/19/2012	1,349.93
International Association for Identification Annual Conference					
	1955	Audio Visual Totals	7/23/2012	7/28/2012	214.00
	1955	F&B Catering Total	7/23/2012	7/28/2012	213,330.86
	1955	Electrical Totals	7/23/2012	7/28/2012	19,124.84
	1955	Life Safety Review	7/23/2012	7/28/2012	405.00
	1955	Parking	7/23/2012	7/28/2012	366.00
	1955	Event Security Totals	7/23/2012	7/28/2012	4,170.50
	1955	Telecommunications Total Sales	7/23/2012	7/28/2012	6,622.75
	1955	Room Rental	7/23/2012	7/28/2012	36,000.00
Microscopy and Microanalysis 2012 Meeting					
	4640	Audio Visual Totals	7/29/2012	8/2/2012	36,468.70
	4640	F&B Catering Total	7/29/2012	8/2/2012	198,738.70
	4640	Electrical Totals	7/29/2012	8/2/2012	84,030.90
	4640	Life Safety Review	7/29/2012	8/2/2012	405.00
	4640	Equipment	7/29/2012	8/2/2012	96.00
	4640	Event Security Totals	7/29/2012	8/2/2012	13,744.51
	4640	Telecommunications Total Sales	7/29/2012	8/2/2012	42,990.00
	4640	Room Rental	7/29/2012	8/2/2012	65,069.67
2012 Gold Canyon Convention					
	8552	Audio Visual Totals	8/2/2012	8/4/2012	18,539.75
	8552	F&B Catering Totals	8/2/2012	8/4/2012	64,566.37
	8552	Electrical Totals	8/2/2012	8/4/2012	13,675.80

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	8552	Life Safety Review	8/2/2012	8/4/2012	405.00
	8552	Event Services Labor	8/2/2012	8/4/2012	245.00
	8552	Equipment	8/2/2012	8/4/2012	1,290.00
	8552	Event Security Totals	8/2/2012	8/4/2012	6,127.50
	8552	Telecommunications Total Sales	8/2/2012	8/4/2012	5,925.00
	8552	Room Rental	8/2/2012	8/4/2012	40,224.50
Isagenix Celebration 2012 - Your Future Starts Today					
	9104	Audio Visual Totals	8/10/2012	8/12/2012	69,378.50
	9104	F&B Catering Totals	8/10/2012	8/12/2012	408,310.27
	9104	Electrical Totals	8/10/2012	8/12/2012	46,751.37
	9104	Mid-Day Room Change	8/10/2012	8/12/2012	3,640.00
	9104	Life Safety Review	8/10/2012	8/12/2012	405.00
	9104	Parking	8/10/2012	8/12/2012	3,668.00
	9104	Equipment	8/10/2012	8/12/2012	6,772.00
	9104	Event Security Totals	8/10/2012	8/12/2012	17,471.03
	9104	Telecommunications Total Sales	8/10/2012	8/12/2012	24,555.00
	9104	Room Rental	8/10/2012	8/12/2012	70,568.00
Forever Super Rally 2012					
	8546	Audio Visual Totals	8/16/2012	8/18/2012	81,939.00
	8546	F&B Catering Total	8/16/2012	8/18/2012	142,955.00
	8546	Electrical Totals	8/16/2012	8/18/2012	25,581.65
	8546	Event Services Labor	8/16/2012	8/18/2012	3,535.00
	8546	Life Safety Review	8/16/2012	8/18/2012	405.00
	8546	Equipment	8/16/2012	8/18/2012	1,860.00
	8546	Event Security Totals	8/16/2012	8/18/2012	11,728.43
	8546	Telecommunications Total Sales	8/16/2012	8/18/2012	12,820.25
	8546	Room Rental	8/16/2012	8/18/2012	54,052.00
Association of Zoos & Aquariums 2012 Annual Conference					
	5818	Audio Visual Totals	9/8/2012	9/13/2012	12,068.75
	5818	F&B Catering Total	9/8/2012	9/13/2012	189,838.43
	5818	Electrical Totals	9/8/2012	9/13/2012	21,989.95
	5818	Equipment	9/8/2012	9/13/2012	150.00
	5818	Life Safety Review	9/8/2012	9/13/2012	405.00
	5818	Event Security Totals	9/8/2012	9/13/2012	5,757.23
	5818	Telecommunications Total Sales	9/8/2012	9/13/2012	28,950.00
	5818	Room Rental	9/8/2012	9/13/2012	53,435.00
CONSTRUCT 2012 and The CSI Annual Convention					
	8185	Audio Visual Totals	9/11/2012	9/14/2012	815.00
	8185	F&B Catering Totals	9/11/2012	9/14/2012	73,545.95
	8185	Electrical Totals	9/11/2012	9/14/2012	31,572.55
	8185	Life Safety Review	9/11/2012	9/14/2012	405.00
	8185	Equipment	9/11/2012	9/14/2012	200.00
	8185	Event Security Totals	9/11/2012	9/14/2012	10,707.21
	8185	Telecommunications Total Sales	9/11/2012	9/14/2012	16,550.00
	8185	Room Rental	9/11/2012	9/14/2012	47,150.00
	8185	Ushers/Stagehands/Security/Production Sup	9/11/2012	9/14/2012	315.53
Association for Healthcare Environment 2012 Annual Meeting					
	9292	Audio Visual Totals	9/16/2012	9/19/2012	6,280.25
	9292	F&B Catering Total	9/16/2012	9/19/2012	88,515.64
	9292	Electrical Totals	9/16/2012	9/19/2012	27,603.26
	9292	Life Safety Review	9/16/2012	9/19/2012	405.00
	9292	Mid-Day Room Change	9/16/2012	9/19/2012	157.50
	9292	Event Security Totals	9/16/2012	9/19/2012	5,519.12
	9292	Equipment	9/16/2012	9/19/2012	150.00
	9292	Telecommunications Total Sales	9/16/2012	9/19/2012	15,642.00
	9292	Room Rental	9/16/2012	9/19/2012	41,773.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
49th Annual AOC International Symposium and Convention					
	7408	Audio Visual Totals	9/24/2012	9/26/2012	3,500.00
	7408	F&B Catering Total	9/24/2012	9/26/2012	236,099.87
	7408	Electrical Totals	9/24/2012	9/26/2012	27,316.63
	7408	Event Services Labor	9/24/2012	9/26/2012	175.00
	7408	Life Safety Review	9/24/2012	9/26/2012	405.00
	7408	Event Security Totals	9/24/2012	9/26/2012	7,086.00
	7408	Equipment	9/24/2012	9/26/2012	200.00
	7408	Telecommunications Total Sales	9/24/2012	9/26/2012	14,574.00
	7408	Room Rental	9/24/2012	9/26/2012	27,180.00
American Society of Landscape Architects (ASLA) Annual Meeting and Expo					
	1525	Audio Visual Totals	9/28/2012	10/1/2012	176,140.25
	1525	F&B Catering Total	9/28/2012	10/1/2012	172,647.39
	1525	Electrical Totals	9/28/2012	10/1/2012	68,198.88
	1525	Life Safety Review	9/28/2012	10/1/2012	405.00
	1525	Event Security Totals	9/28/2012	10/1/2012	1,757.50
	1525	Equipment	9/28/2012	10/1/2012	1,150.00
	1525	Telecommunications Total Sales	9/28/2012	10/1/2012	30,917.00
	1525	Room Rental	9/28/2012	10/1/2012	176,575.00
Safety Pharmacology Society (SPS) 12th Annual Meeting					
	5859	Audio Visual Totals	10/2/2012	10/4/2012	40,268.30
	5859	F&B Catering Total	10/2/2012	10/4/2012	64,138.90
	5859	Electrical Totals	10/2/2012	10/4/2012	7,774.02
	5859	Life Safety Review	10/2/2012	10/4/2012	405.00
	5859	Event Security Totals	10/2/2012	10/4/2012	2,812.00
	5859	Telecommunications Total Sales	10/2/2012	10/4/2012	4,650.00
	5859	Room Rental	10/2/2012	10/4/2012	16,250.00
ICMA 98th Annual Conference					
	1566	Audio Visual Totals	10/6/2012	10/10/2012	8,925.00
	1566	F&B Catering Total	10/6/2012	10/10/2012	309,960.62
	1566	Electrical Totals	10/6/2012	10/10/2012	26,424.32
	1566	Equipment	10/6/2012	10/10/2012	6,260.28
	1566	Life Safety Review	10/6/2012	10/10/2012	405.00
	1566	Mid-Day Room Change	10/6/2012	10/10/2012	47,175.64
	1566	Parking	10/6/2012	10/10/2012	1,385.00
	1566	Event Security Totals	10/6/2012	10/10/2012	10,627.40
	1566	Telecommunications Total Sales	10/6/2012	10/10/2012	64,790.00
	1566	Room Rental	10/6/2012	10/10/2012	141,918.75
Association of School Business Officials International 2012 Annual Meeting & Expo					
	1569	Audio Visual Totals	10/12/2012	10/15/2012	27,245.50
	1569	F&B Catering Total	10/12/2012	10/15/2012	63,121.80
	1569	Electrical Totals	10/12/2012	10/15/2012	21,709.33
	1569	Equipment	10/12/2012	10/15/2012	1,379.08
	1569	Life Safety Review	10/12/2012	10/15/2012	405.00
	1569	Event Security Totals	10/12/2012	10/15/2012	5,492.52
	1569	Telecommunications Total Sales	10/12/2012	10/15/2012	15,667.00
	1569	Room Rental	10/12/2012	10/15/2012	50,150.00
INFORMS 2012 Annual Meeting					
	2406	Audio Visual Totals	10/14/2012	10/17/2012	3,880.00
	2406	F&B Catering Total	10/14/2012	10/17/2012	298,324.94
	2406	Electrical Totals	10/14/2012	10/17/2012	11,166.41
	2406	Event Services Labor	10/14/2012	10/17/2012	3,010.00
	2406	Life Safety Review	10/14/2012	10/17/2012	405.00
	2406	Equipment	10/14/2012	10/17/2012	5,350.00
	2406	Event Security Totals	10/14/2012	10/17/2012	4,146.75
	2406	Telecommunications Total Sales	10/14/2012	10/17/2012	17,125.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	2406	Room Rental	10/14/2012	10/17/2012	75,014.00
2012 MBA Women International Conference					
	11615	Audio Visual Totals	10/19/2012	10/20/2012	38,237.50
	11615	F&B Catering Total	10/19/2012	10/20/2012	87,008.18
	11615	Electrical Totals	10/19/2012	10/20/2012	3,459.01
	11615	Life Safety Review	10/19/2012	10/20/2012	270.00
	11615	Overnight Room Change	10/19/2012	10/20/2012	420.00
	11615	Event Security Totals	10/19/2012	10/20/2012	2,052.00
	11615	Telecommunications Total Sales	10/19/2012	10/20/2012	5,019.80
	11615	Room Rental	10/19/2012	10/20/2012	3,731.75
American Academy of Optometry Annual Meeting					
	1938	Audio Visual Totals	10/23/2012	10/27/2012	26,469.75
	1938	F&B Catering Totals	10/23/2012	10/27/2012	285,313.29
	1938	Electrical Totals	10/23/2012	10/27/2012	47,458.54
	1938	Life Safety Review	10/23/2012	10/27/2012	405.00
	1938	Telecommunications Total Sales	10/23/2012	10/27/2012	92,110.00
	1938	Event Security Totals	10/23/2012	10/27/2012	9,731.75
	1938	Room Rental	10/23/2012	10/27/2012	95,172.75
Healthcare Design Conference 2012					
	6075	Audio Visual Totals	11/3/2012	11/6/2012	59,828.50
	6075	F&B Catering Total	11/3/2012	11/6/2012	406,208.34
	6075	Mid-Day Room Change - Remove Chairs for GS	11/3/2012	11/6/2012	525.00
	6075	Electrical Totals	11/3/2012	11/6/2012	49,330.89
	6075	Life Safety Review	11/3/2012	11/6/2012	405.00
	6075	Equipment	11/3/2012	11/6/2012	2,709.00
	6075	Event Security Totals	11/3/2012	11/6/2012	6,441.00
	6075	Telecommunications Total Sales	11/3/2012	11/6/2012	21,694.96
	6075	Room Rental	11/3/2012	11/6/2012	99,698.62
38th Annual International Symposium for Testing and Failure Analysis					
	8850	Audio Visual Totals	11/11/2012	11/15/2012	2,052.00
	8850	F&B Catering Total	11/11/2012	11/15/2012	94,448.72
	8850	Electrical Totals	11/11/2012	11/15/2012	17,976.33
	8850	Life Safety Review	11/11/2012	11/15/2012	405.00
	8850	Mid-Day Room Change	11/11/2012	11/15/2012	280.00
	8850	Equipment	11/11/2012	11/15/2012	875.00
	8850	Event Security Totals	11/11/2012	11/15/2012	5,092.00
	8850	Telecommunications Total Sales	11/11/2012	11/15/2012	11,495.00
	8850	Room Rental	11/11/2012	11/15/2012	29,925.00
ONS 2012 Connections: Advancing Care Through Science					
	10387	Audio Visual Totals	11/16/2012	11/18/2012	15,721.25
	10387	F&B Catering Total	11/16/2012	11/18/2012	36,958.47
	10387	Electrical Totals	11/16/2012	11/18/2012	18,720.75
	10387	Life Safety Review	11/16/2012	11/18/2012	405.00
	10387	Event Security Totals	11/16/2012	11/18/2012	4,896.87
	10387	Telecommunications Total Sales	11/16/2012	11/18/2012	38,970.00
	10387	Room Rental	11/16/2012	11/18/2012	31,760.00
Novo Nordisk Education Exchange Speaker Training Meeting					
	12278	Audio Visual Totals	11/30/2012	12/2/2012	30,686.00
	12278	F&B Catering Total	11/30/2012	12/2/2012	303,379.00
	12278	Electrical Totals	11/30/2012	12/2/2012	15,406.00
	12278	Event Services Labor	11/30/2012	12/2/2012	105.00
	12278	Equipment	11/30/2012	12/2/2012	500.00
	12278	Event Security Totals	11/30/2012	12/2/2012	2,337.00
	12278	Telecommunications Total Sales	11/30/2012	12/2/2012	28,145.00
	12278	Room Rental	11/30/2012	12/2/2012	27,119.70
2012 NSTA Area Conference on Science Education					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	9077	F&B Catering Total	12/6/2012	12/8/2012	14,153.43
	9077	Electrical Totals	12/6/2012	12/8/2012	14,353.34
	9077	Life Safety Review	12/6/2012	12/8/2012	405.00
	9077	Equipment	12/6/2012	12/8/2012	244.00
	9077	Event Security Totals	12/6/2012	12/8/2012	9,129.90
	9077	Telecommunications Total Sales	12/6/2012	12/8/2012	26,040.00
	9077	Room Rental	12/6/2012	12/8/2012	55,753.00
Forest Linzess Launch					
	12103	Audio Visual Totals	12/10/2012	12/14/2012	114,360.41
	12103	F&B Catering Totals	12/10/2012	12/14/2012	951,656.55
	12103	Electrical Totals	12/10/2012	12/14/2012	26,607.55
	12103	Equipment	12/10/2012	12/14/2012	20,403.32
	12103	Mid-Day Room Change	12/10/2012	12/14/2012	735.00
	12103	Parking	12/10/2012	12/14/2012	1,490.00
	12103	Event Security Totals	12/10/2012	12/14/2012	37,728.06
	12103	Service Partner Event Charges	12/10/2012	12/14/2012	25,476.17
	12103	Telecommunications Total Sales	12/10/2012	12/14/2012	36,205.00
	12103	Room Rental	12/10/2012	12/14/2012	40,626.00
APPA 2013 Winter Training Institute					
	10860	Audio Visual Totals	1/13/2013	1/15/2013	912.00
	10860	F&B Catering Total	1/13/2013	1/15/2013	68,761.89
	10860	Electrical Totals	1/13/2013	1/15/2013	5,116.68
	10860	Life Safety Review	1/13/2013	1/15/2013	405.00
	10860	Equipment	1/13/2013	1/15/2013	188.00
	10860	Event Security Totals	1/13/2013	1/15/2013	2,166.00
	10860	Telecommunications Total Sales	1/13/2013	1/15/2013	1,377.83
	10860	Room Rental	1/13/2013	1/15/2013	11,550.00
1H Oncology					
	10278	Audio Visual Totals	1/14/2013	1/17/2013	44,201.00
	10278	F&B Catering Total	1/14/2013	1/17/2013	376,827.00
	10278	Electrical Totals	1/14/2013	1/17/2013	25,575.55
	10278	Overnight Room Change	1/14/2013	1/17/2013	10,780.00
	10278	Equipment	1/14/2013	1/17/2013	2,369.00
	10278	Event Security Totals	1/14/2013	1/17/2013	4,070.75
	10278	Telecommunications Total Sales	1/14/2013	1/17/2013	157,365.00
	10278	Room Rental	1/14/2013	1/17/2013	64,707.50
Rock N Roll Marathon AZ Health & Fitness Expo					
	5391	Audio Visual Totals	1/18/2013	1/19/2013	25,931.00
	5391	F&B Catering Totals	1/18/2013	1/19/2013	38,421.22
	5391	Electrical Totals	1/18/2013	1/19/2013	24,788.24
	5391	Life Safety Review	1/18/2013	1/19/2013	405.00
	5391	Overnight Room Change	1/18/2013	1/19/2013	140.00
	5391	Equipment	1/18/2013	1/19/2013	296.00
	5391	Event Security Totals	1/18/2013	1/19/2013	7,950.86
	5391	Telecommunications Total Sales	1/18/2013	1/19/2013	15,307.00
	5391	North Hall A-E - Convention Rate	1/18/2013	1/19/2013	38,066.00
2013 General Merchandise Winter Buying Event					
	11647	Audio Visual Totals	1/21/2013	1/23/2013	951.00
	11647	F&B Catering Total	1/21/2013	1/23/2013	242,559.80
	11647	Electrical Totals	1/21/2013	1/23/2013	27,696.40
	11647	Equipment	1/21/2013	1/23/2013	100.00
	11647	Life Safety Review	1/21/2013	1/23/2013	405.00
	11647	Event Security Totals	1/21/2013	1/23/2013	9,280.26
	11647	Telecommunications Total Sales	1/21/2013	1/23/2013	36,465.00
	11647	Room Rental	1/21/2013	1/23/2013	36,666.90

EUEC Energy & Environment Conference, 16th Annual

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	3040	Audio Visual Totals	1/28/2013	1/30/2013	9,778.00
	3040	F&B Catering Total	1/28/2013	1/30/2013	127,472.91
	3040	Electrical Totals	1/28/2013	1/30/2013	16,576.40
	3040	Life Safety Review	1/28/2013	1/30/2013	405.00
	3040	Event Security Totals	1/28/2013	1/30/2013	3,823.75
	3040	Telecommunications Total Sales	1/28/2013	1/30/2013	2,735.00
	3040	Room Rental	1/28/2013	1/30/2013	36,600.00
FlexTech Alliance 2013 Flex Conference					
	11974	Audio Visual Totals	1/29/2013	2/1/2013	810.00
	11974	F&B Catering Total	1/29/2013	2/1/2013	113,910.30
	11974	Electrical Totals	1/29/2013	2/1/2013	16,126.71
	11974	Equipment	1/29/2013	2/1/2013	55.00
	11974	Life Safety Review	1/29/2013	2/1/2013	405.00
	11974	Event Security Totals	1/29/2013	2/1/2013	1,757.50
	11974	Telecommunications Total Sales	1/29/2013	2/1/2013	5,430.00
	11974	Room Rental	1/29/2013	2/1/2013	12,500.00
Heineken 2013 National Distributor Conference					
	11867	Audio Visual Totals	2/6/2013	2/7/2013	63,224.00
	11867	F&B Catering Total	2/6/2013	2/7/2013	363,568.50
	11867	Electrical Totals	2/6/2013	2/7/2013	31,935.90
	11867	Event Services Labor	2/6/2013	2/7/2013	1,190.00
	11867	Life Safety Review	2/6/2013	2/7/2013	405.00
	11867	Equipment	2/6/2013	2/7/2013	1,500.00
	11867	Event Security Totals	2/6/2013	2/7/2013	7,192.89
	11867	Telecommunications Total Sales	2/6/2013	2/7/2013	33,350.00
	11867	Room Rental	2/6/2013	2/7/2013	28,029.60
Clinical Nutrition Week/A.S.P.E.N. 2013 Convention					
	5634	Audio Visual Totals	2/10/2013	2/13/2013	30,384.75
	5634	F&B Catering Total	2/10/2013	2/13/2013	101,670.06
	5634	Electrical Totals	2/10/2013	2/13/2013	32,721.84
	5634	Event Services Labor	2/10/2013	2/13/2013	1,295.00
	5634	Equipment	2/10/2013	2/13/2013	2,005.00
	5634	Life Safety Review	2/10/2013	2/13/2013	405.00
	5634	Event Security Totals	2/10/2013	2/13/2013	8,436.00
	5634	Telecommunications Total Sales	2/10/2013	2/13/2013	60,569.94
	5634	Room Rental	2/10/2013	2/13/2013	57,731.00
Sports, Inc. Annual Meeting & Trade Show					
	8422	Audio Visual Totals	2/14/2013	2/16/2013	2,993.00
	8422	F&B Catering Total	2/14/2013	2/16/2013	111,925.33
	8422	Electrical Totals	2/14/2013	2/16/2013	32,580.80
	8422	Life Safety Review	2/14/2013	2/16/2013	405.00
	8422	Event Security Totals	2/14/2013	2/16/2013	9,102.59
	8422	Telecommunications Total Sales	2/14/2013	2/16/2013	17,223.00
	8422	South Hall F-G and Ballroom - Convention Rate	2/14/2013	2/16/2013	44,700.00
2013 Solution Tree Summit					
	9706	Audio Visual Totals	2/19/2013	2/22/2013	195.00
	9706	F&B Catering Total	2/19/2013	2/22/2013	140,688.85
	9706	Electrical Totals	2/19/2013	2/22/2013	2,044.20
	9706	Event Services Labor	2/19/2013	2/22/2013	700.00
	9706	Event Security Totals	2/19/2013	2/22/2013	2,484.25
	9706	Telecommunications Total Sales	2/19/2013	2/22/2013	17,919.00
	9706	Room Rental	2/19/2013	2/22/2013	40,750.00
WM Symposia 2013					
	5144	Audio Visual Totals	2/25/2013	2/28/2013	17,370.25
	5144	F&B Catering Total	2/25/2013	2/28/2013	513,431.89
	5144	Electrical Totals	2/25/2013	2/28/2013	34,969.40

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	5144	Life Safety Review	2/25/2013	2/28/2013	405.00
	5144	Mid-Day Room Change	2/25/2013	2/28/2013	227.50
	5144	Parking	2/25/2013	2/28/2013	915.00
	5144	Equipment	2/25/2013	2/28/2013	370.00
	5144	Event Security Totals	2/25/2013	2/28/2013	15,403.15
	5144	Telecommunications Total Sales	2/25/2013	2/28/2013	30,016.00
	5144	Room Rental	2/25/2013	2/28/2013	77,000.00
Arizona Distributive Clubs of America (DECA)					
	9537	Audio Visual Totals	3/4/2013	3/5/2013	2,200.00
	9537	F&B Catering Total	3/4/2013	3/5/2013	12,496.33
	9537	Electrical Totals	3/4/2013	3/5/2013	815.85
	9537	Event Security Totals	3/4/2013	3/5/2013	1,776.50
	9537	Room Rental	3/4/2013	3/5/2013	17,110.00
Polaris 2013 Dealer Sales Meeting					
	10272	Audio Visual Totals	3/4/2013	3/7/2013	70,171.50
	10272	F&B Catering Total	3/4/2013	3/7/2013	441,223.40
	10272	Electrical Totals	3/4/2013	3/7/2013	25,443.95
	10272	Event Services Labor	3/4/2013	3/7/2013	245.00
	10272	Equipment	3/4/2013	3/7/2013	15,607.88
	10272	Life Safety Review	3/4/2013	3/7/2013	405.00
	10272	Event Security Totals	3/4/2013	3/7/2013	8,854.00
	10272	Telecommunications Total Sales	3/4/2013	3/7/2013	18,298.99
	10272	Room Rental	3/4/2013	3/7/2013	28,983.00
Western Regional Dental Convention 2013					
	8848	Audio Visual Totals	3/7/2013	3/9/2013	107,960.62
	8848	F&B Catering Total	3/7/2013	3/9/2013	83,925.32
	8848	Electrical Totals	3/7/2013	3/9/2013	29,501.90
	8848	Life Safety Review	3/7/2013	3/9/2013	405.00
	8848	Event Security Totals	3/7/2013	3/9/2013	5,455.19
	8848	Telecommunications Total Sales	3/7/2013	3/9/2013	9,720.00
	8848	Room Rental	3/7/2013	3/9/2013	69,007.00
BAI Payments Connect 2013					
	11283	Audio Visual Totals	3/10/2013	3/13/2013	2,318.75
	11283	F&B Catering Total	3/10/2013	3/13/2013	118,716.30
	11283	Electrical Totals	3/10/2013	3/13/2013	15,487.99
	11283	Life Safety Review	3/10/2013	3/13/2013	405.00
	11283	Event Security Totals	3/10/2013	3/13/2013	6,840.00
	11283	Equipment	3/10/2013	3/13/2013	50.00
	11283	Telecommunications Total Sales	3/10/2013	3/13/2013	42,485.00
	11283	Room Rental	3/10/2013	3/13/2013	17,339.00
AAHA 2013 Yearly Conference					
	7475	Audio Visual Totals	3/14/2013	3/17/2013	35,492.75
	7475	F&B Catering Total	3/14/2013	3/17/2013	379,534.23
	7475	Electrical Totals	3/14/2013	3/17/2013	61,019.48
	7475	Life Safety Review	3/14/2013	3/17/2013	405.00
	7475	Equipment	3/14/2013	3/17/2013	180.00
	7475	Event Security Totals	3/14/2013	3/17/2013	18,065.26
	7475	Telecommunications Total Sales	3/14/2013	3/17/2013	75,140.99
	7475	Room Rental	3/14/2013	3/17/2013	61,413.00
UniPro 2013 Spring Purchasing Conference					
	11540	Audio Visual Totals	3/17/2013	3/20/2013	13,375.00
	11540	F&B Catering Total	3/17/2013	3/20/2013	301,320.97
	11540	Electrical Totals	3/17/2013	3/20/2013	31,888.95
	11540	Event Services Labor	3/17/2013	3/20/2013	70.00
	11540	Life Safety Review	3/17/2013	3/20/2013	405.00
	11540	Equipment	3/17/2013	3/20/2013	630.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	11540	Event Security Totals	3/17/2013	3/20/2013	8,896.83
	11540	Telecommunications Total Sales	3/17/2013	3/20/2013	5,185.00
	11540	Room Rental	3/17/2013	3/20/2013	26,015.00
2013 ACMG Annual Clinical Genetics Meeting					
	10171	Audio Visual Totals	3/20/2013	3/23/2013	5,896.25
	10171	F&B Catering Total	3/20/2013	3/23/2013	274,366.68
	10171	Electrical Totals	3/20/2013	3/23/2013	35,218.60
	10171	Equipment	3/20/2013	3/23/2013	394.00
	10171	Life Safety Review	3/20/2013	3/23/2013	405.00
	10171	Event Security Totals	3/20/2013	3/23/2013	7,739.96
	10171	Telecommunications Total Sales	3/20/2013	3/23/2013	59,877.95
	10171	Room Rental	3/20/2013	3/23/2013	65,477.00
Indian Gaming 2013					
	5118	Audio Visual Totals	3/25/2013	3/27/2013	15,462.00
	5118	F&B Catering Total	3/25/2013	3/27/2013	343,298.94
	5118	Electrical Totals	3/25/2013	3/27/2013	125,343.20
	5118	Life Safety Review	3/25/2013	3/27/2013	405.00
	5118	Equipment	3/25/2013	3/27/2013	951.00
	5118	Event Security Totals	3/25/2013	3/27/2013	19,719.76
	5118	Telecommunications Total Sales	3/25/2013	3/27/2013	47,202.00
	5118	Room Rental	3/25/2013	3/27/2013	123,370.00
Skills USA Arizona Championships					
	11455	F&B Catering Total	3/26/2013	3/27/2013	7,007.90
	11455	Electrical Totals	3/26/2013	3/27/2013	33,248.50
	11455	Life Safety Review	3/26/2013	3/27/2013	405.00
	11455	Equipment	3/26/2013	3/27/2013	500.00
	11455	Event Security Totals	3/26/2013	3/27/2013	3,562.50
	11455	Room Rental	3/26/2013	3/27/2013	48,550.00
Big O Tires Franchisee Convention					
	12471	Audio Visual Totals	4/23/2013	4/23/2013	747.00
	12471	F&B Catering Total	4/23/2013	4/23/2013	107,127.07
	12471	Electrical Totals	4/23/2013	4/23/2013	15,068.62
	12471	Life Safety Review	4/23/2013	4/23/2013	405.00
	12471	Equipment	4/23/2013	4/23/2013	128.00
	12471	Event Security Totals	4/23/2013	4/23/2013	2,888.00
	12471	Telecommunications Total Sales	4/23/2013	4/23/2013	4,995.00
	12471	Room Rental	4/23/2013	4/23/2013	16,775.00
American Society of Colon & Rectal Surgeons 2013 Annual Convention					
	5329	Audio Visual Totals	4/27/2013	5/1/2013	30,236.28
	5329	F&B Catering Total	4/27/2013	5/1/2013	343,678.52
	5329	Electrical Totals	4/27/2013	5/1/2013	53,573.86
	5329	Event Services Labor	4/27/2013	5/1/2013	630.00
	5329	Life Safety Review	4/27/2013	5/1/2013	405.00
	5329	Equipment	4/27/2013	5/1/2013	450.00
	5329	Event Security Totals	4/27/2013	5/1/2013	11,129.25
	5329	Telecommunications Total Sales	4/27/2013	5/1/2013	53,699.87
	5329	Room Rental	4/27/2013	5/1/2013	107,025.00
2013 Solution Tree Standards and Assessment Institute					
	11500	Audio Visual Totals	4/30/2013	5/2/2013	920.00
	11500	F&B Catering Total	4/30/2013	5/2/2013	74,735.80
	11500	Electrical Totals	4/30/2013	5/2/2013	1,232.00
	11500	Event Services Labor	4/30/2013	5/2/2013	665.00
	11500	Equipment	4/30/2013	5/2/2013	250.00
	11500	Event Security Totals	4/30/2013	5/2/2013	717.25
	11500	Telecommunications Total Sales	4/30/2013	5/2/2013	13,585.00
	11500	Room Rental	4/30/2013	5/2/2013	20,650.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
American Association Of Clinical Endocrinologists 2013 Annual Meeting					
	7079	Audio Visual Totals	5/2/2013	5/4/2013	43,079.50
	7079	F&B Catering Total	5/2/2013	5/4/2013	432,177.74
	7079	Electrical Totals	5/2/2013	5/4/2013	57,387.82
	7079	Life Safety Review	5/2/2013	5/4/2013	405.00
	7079	Event Security Totals	5/2/2013	5/4/2013	19,235.81
	7079	Telecommunications Total Sales	5/2/2013	5/4/2013	53,774.79
	7079	Room Rental	5/2/2013	5/4/2013	65,422.50
2013 Intel International Science & Engineering Fair					
	6316	Audio Visual Totals	5/12/2013	5/17/2013	60,378.25
	6316	F&B Catering Totals	5/12/2013	5/17/2013	645,571.44
	6316	Electrical Totals	5/12/2013	5/17/2013	67,036.05
	6316	Equipment	5/12/2013	5/17/2013	6,813.40
	6316	Event Services Labor	5/12/2013	5/17/2013	350.00
	6316	Life Safety Review	5/12/2013	5/17/2013	405.00
	6316	Parking	5/12/2013	5/17/2013	9,100.00
	6316	Event Security Totals	5/12/2013	5/17/2013	58,909.96
	6316	Telecommunications Total Sales	5/12/2013	5/17/2013	40,815.00
	6316	Room Rental	5/12/2013	5/17/2013	181,083.00
American Helicopter Society International 69th Annual Forum and Technology Display					
	8916	Audio Visual Totals	5/21/2013	5/23/2013	5,511.00
	8916	F&B Catering Totals	5/21/2013	5/23/2013	174,726.23
	8916	Electrical Totals	5/21/2013	5/23/2013	23,605.79
	8916	Life Safety Review	5/21/2013	5/23/2013	405.00
	8916	Event Security Totals	5/21/2013	5/23/2013	6,175.00
	8916	Telecommunications Total Sales	5/21/2013	5/23/2013	10,875.00
	8916	Room Rental	5/21/2013	5/23/2013	27,397.50
Phoenix COMICON 2013					
	9471	F&B Catering Total	5/23/2013	5/26/2013	309,993.66
	9471	Electrical Totals	5/23/2013	5/26/2013	20,296.93
	9471	Life Safety Review	5/23/2013	5/26/2013	405.00
	9471	Event Security Commission	5/23/2013	5/26/2013	5,619.14
	9471	Telecommunications Total Sales	5/23/2013	5/26/2013	13,664.93
	9471	Room Rental	5/23/2013	5/26/2013	118,627.00
Walden University Meeting					
	12264	F&B Catering Total	5/27/2013	6/3/2013	36,580.66
	12264	Electrical Totals	5/27/2013	6/3/2013	6,868.00
	12264	Event Security Totals	5/27/2013	6/3/2013	3,001.62
	12264	Telecommunications Total Sales	5/27/2013	6/3/2013	15,000.00
	12264	Room Rental	5/27/2013	6/3/2013	55,754.00
107th National Baptist Congress: "A School of Methods for Contemporary Christian Training"					
	8903	Audio Visual Totals	6/11/2013	6/14/2013	76,388.20
	8903	F&B Catering Total	6/11/2013	6/14/2013	7,377.81
	8903	Electrical Totals	6/11/2013	6/14/2013	6,095.48
	8903	Life Safety Review	6/11/2013	6/14/2013	405.00
	8903	Equipment	6/11/2013	6/14/2013	4,784.00
	8903	Event Security Totals	6/11/2013	6/14/2013	6,511.11
	8903	Telecommunications Total Sales	6/11/2013	6/14/2013	2,674.90
	8903	Room Rental	6/11/2013	6/14/2013	66,801.50
Volleyball Festival					
	5699	Audio Visual Totals	6/24/2013	6/28/2013	3,711.75
	5699	F&B Catering Totals	6/24/2013	6/28/2013	234,219.39
	5699	Electrical Totals	6/24/2013	6/28/2013	7,222.75
	5699	Life Safety Review	6/24/2013	6/28/2013	405.00
	5699	Parking	6/24/2013	6/28/2013	144.00
	5699	Equipment	6/24/2013	6/28/2013	7,550.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	5699	Event Security Totals	6/24/2013	6/28/2013	31,484.07
	5699	Telecommunications Total Sales	6/24/2013	6/28/2013	17,630.00
	5699	Room Rental	6/24/2013	6/28/2013	145,857.00
	5699	Sales Tax	6/24/2013	6/28/2013	9,276.53
	5699	Ticket Office Service Fee	6/24/2013	6/28/2013	10,008.79
Mennonite Church USA Convention 2013					
	4456	Audio Visual Totals	7/1/2013	7/5/2013	29,600.00
	4456	F&B Catering Total	7/1/2013	7/5/2013	328,478.27
	4456	Electrical Totals	7/1/2013	7/5/2013	19,069.28
	4456	Life Safety Review	7/1/2013	7/5/2013	405.00
	4456	Equipment	7/1/2013	7/5/2013	1,836.78
	4456	Event Security Totals	7/1/2013	7/5/2013	10,017.37
	4456	Telecommunications Total Sales	7/1/2013	7/5/2013	7,297.50
	4456	Room Rental	7/1/2013	7/5/2013	94,413.75
International Brotherhood of Magicians Annual Convention					
	11073	Equipment	7/18/2013	7/20/2013	375.00
	11073	F&B Total	7/18/2013	7/20/2013	1,508.54
	11073	Production Supervisor/Usher/Security	7/18/2013	7/20/2013	3,756.56
	11073	Event Security Totals	7/18/2013	7/20/2013	513.00
	11073	Room Rental	7/18/2013	7/20/2013	5,600.00
	11073	Ticket Office Service Fee	7/18/2013	7/20/2013	4,500.00
	11073	Sales Tax	7/18/2013	7/20/2013	1,025.81
Baha'i Youth Conference					
	13472	Audio Visual Totals	7/19/2013	7/22/2013	16,090.00
	13472	F&B Total	7/19/2013	7/22/2013	121,155.60
	13472	Electrical Totals	7/19/2013	7/22/2013	1,706.90
	13472	Overnight Room Change	7/19/2013	7/22/2013	280.00
	13472	Event Security Totals	7/19/2013	7/22/2013	2,080.50
	13472	Telecommunications Total Sales	7/19/2013	7/22/2013	799.95
	13472	Room Rental	7/19/2013	7/22/2013	.00
2013 Gold Canyon Convention					
	10582	Audio Visual Totals	8/1/2013	8/3/2013	11,714.00
	10582	F&B Total	8/1/2013	8/3/2013	44,412.14
	10582	Electrical Totals	8/1/2013	8/3/2013	6,399.45
	10582	Life Safety Review	8/1/2013	8/3/2013	405.00
	10582	Overnight Room Change	8/1/2013	8/3/2013	280.00
	10582	Equipment	8/1/2013	8/3/2013	1,837.00
	10582	Event Security Totals	8/1/2013	8/3/2013	4,279.75
	10582	Room Rental	8/1/2013	8/3/2013	47,171.00
A.E.A.O.N.M.S 2013 Annual Imperial Council					
	11072	Audio Visual Totals	8/16/2013	8/23/2013	15,776.50
	11072	F&B Total	8/16/2013	8/23/2013	31,659.94
	11072	Electrical Totals	8/16/2013	8/23/2013	6,676.12
	11072	Overnight Room Change	8/16/2013	8/23/2013	840.00
	11072	Life Safety Review	8/16/2013	8/23/2013	405.00
	11072	Equipment	8/16/2013	8/23/2013	864.00
	11072	Event Security Totals	8/16/2013	8/23/2013	27,057.68
	11072	Telecommunications Total Sales	8/16/2013	8/23/2013	9,349.59
	11072	Room Rental	8/16/2013	8/23/2013	61,000.00
PATH Training					
	12007	Audio Visual Totals	9/4/2013	9/15/2013	14,079.12
	12007	F&B Total	9/4/2013	9/15/2013	3,512.52
	12007	Parking	9/4/2013	9/15/2013	846.00
	12007	Equipment	9/4/2013	9/15/2013	200.00
	12007	Event Security Totals	9/4/2013	9/15/2013	788.50
	12007	Telecommunications Total Sales	9/4/2013	9/15/2013	19,080.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	12007	Room Rental	9/4/2013	9/15/2013	116,487.00
2013 Green Fleet Conference					
	12229	Audio Visual Totals	10/1/2013	10/2/2013	7,744.00
	12229	F&B Total	10/1/2013	10/2/2013	67,742.60
	12229	Electrical Totals	10/1/2013	10/2/2013	12,084.99
	12229	Event Services Labor	10/1/2013	10/2/2013	140.00
	12229	Life Safety Review	10/1/2013	10/2/2013	405.00
	12229	Event Security Totals	10/1/2013	10/2/2013	3,819.00
	12229	Equipment	10/1/2013	10/2/2013	200.00
	12229	Telecommunications Total Sales	10/1/2013	10/2/2013	2,190.00
	12229	Room Rental	10/1/2013	10/2/2013	14,740.00
AHCA/NCAL Annual Convention & Exposition					
	3530	Audio Visual Totals	10/6/2013	10/9/2013	3,949.59
	3530	F&B Total	10/6/2013	10/9/2013	201,515.86
	3530	Electrical Totals	10/6/2013	10/9/2013	63,704.48
	3530	Life Safety Review	10/6/2013	10/9/2013	405.00
	3530	Equipment	10/6/2013	10/9/2013	640.00
	3530	Event Security Totals	10/6/2013	10/9/2013	21,731.35
	3530	Telecommunications Total Sales	10/6/2013	10/9/2013	72,629.90
	3530	Room Rental	10/6/2013	10/9/2013	108,540.00
American Concrete Institute (ACI) 2013 Convention					
	1559	Audio Visual Totals	10/19/2013	10/22/2013	24,368.50
	1559	F&B Total	10/19/2013	10/22/2013	77,243.26
	1559	Electrical Totals	10/19/2013	10/22/2013	10,918.04
	1559	Life Safety Review	10/19/2013	10/22/2013	405.00
	1559	Equipment	10/19/2013	10/22/2013	374.00
	1559	Event Security Totals	10/19/2013	10/22/2013	5,937.50
	1559	Telecommunications Total Sales	10/19/2013	10/22/2013	18,160.00
	1559	Room Rental	10/19/2013	10/22/2013	60,325.00
PestWorld 2013					
	2199	Audio Visual Totals	10/22/2013	10/25/2013	82,953.25
	2199	F&B Catering Total	10/22/2013	10/25/2013	149,676.85
	2199	Electrical Totals	10/22/2013	10/25/2013	39,028.97
	2199	Life Safety Review	10/22/2013	10/25/2013	405.00
	2199	Event Security Totals	10/22/2013	10/25/2013	10,198.96
	2199	Telecommunications Total Sales	10/22/2013	10/25/2013	23,094.90
	2199	Room Rental	10/22/2013	10/25/2013	71,450.00
2013 Arizona Leadership Conference					
	12494	Audio Visual Totals	10/29/2013	10/30/2013	71,943.50
	12494	F&B Total	10/29/2013	10/30/2013	119,276.16
	12494	Event Services Labor	10/29/2013	10/30/2013	210.00
	12494	Event Security Totals	10/29/2013	10/30/2013	380.00
	12494	Telecommunications Total Sales	10/29/2013	10/30/2013	795.00
	12494	Parking	10/29/2013	10/30/2013	4,000.00
	12494	Room Rental	10/29/2013	10/30/2013	4,450.00
Automotive Recyclers Association					
	11521	Audio Visual Totals	11/7/2013	11/9/2013	7,247.00
	11521	F&B Total	11/7/2013	11/9/2013	88,520.27
	11521	Electrical Totals	11/7/2013	11/9/2013	10,175.47
	11521	Life Safety Review	11/7/2013	11/9/2013	405.00
	11521	Equipment	11/7/2013	11/9/2013	80.00
	11521	Event Security Totals	11/7/2013	11/9/2013	1,444.00
	11521	Telecommunications Total Sales	11/7/2013	11/9/2013	4,384.93
	11521	Room Rental	11/7/2013	11/9/2013	14,850.00
Association for Molecular Pathology Annual Meeting					
	8072	Audio Visual Totals	11/14/2013	11/17/2013	23,242.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	8072	F&B Catering Total	11/14/2013	11/17/2013	311,352.43
	8072	Electrical Totals	11/14/2013	11/17/2013	51,809.51
	8072	Life Safety Review	11/14/2013	11/17/2013	405.00
	8072	Event Services Labor	11/14/2013	11/17/2013	665.00
	8072	Event Security Totals	11/14/2013	11/17/2013	8,910.69
	8072	Telecommunications Total Sales	11/14/2013	11/17/2013	42,909.99
	8072	Room Rental	11/14/2013	11/17/2013	83,088.00

E. IMPLAN Output and Qualified Revenue Calculation

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Total	\$416,445,326	\$322,743,200	\$311,335,002	\$273,928,943	\$187,507,302			\$15,908,441	\$13,721,677	\$14,193,644	\$12,500,250	\$7,728,390
Hotels and motels, including casino hotels	123,146,403	94,167,829	89,294,172	81,755,044	51,855,882	5.5%	73.796%	4,998,242	4,227,436	4,283,209	3,921,577	2,264,164
Food services and drinking places	73,402,903	56,563,971	55,123,481	47,983,975	35,601,256	5.0%	73.796%	2,708,420	2,330,592	2,440,735	2,124,615	1,423,083
Amusement parks, arcades, and gambling industries	16,338,423	12,869,390	12,566,967	10,126,199	7,360,507	5.0%	73.796%	602,855	530,254	556,435	448,364	294,220
Real estate establishments	13,113,536	10,725,573	10,281,832	9,971,903	6,987,870	5.0%	73.796%	483,863	441,923	455,255	441,532	279,325
Imputed rental activity for owner-occupied dwellings	13,337,224	10,230,480	9,808,110	8,533,875	5,897,338	5.0%	73.796%	492,117	421,524	434,280	377,860	235,733
Retail Stores - General merchandise	8,589,504	6,630,569	6,479,956	5,261,007	3,782,063	5.0%	73.796%	316,936	273,198	286,917	232,945	151,180
Wholesale trade businesses	7,715,433	5,987,814	5,840,385	4,995,118	3,432,503	5.0%	73.796%	284,684	246,715	258,598	221,172	137,207
Automotive equipment rental and leasing	7,212,151	5,484,790	5,324,778	4,606,740	3,278,936	5.0%	73.796%	266,114	225,989	235,768	203,975	131,068
Electric power generation, transmission, and distribution	6,007,305	4,718,854	4,563,525	4,027,481	2,693,563	5.0%	86.898%	261,011	228,950	237,937	209,988	126,785
Offices of physicians, dentists, and other health practitioners	5,857,702	4,601,301	4,427,854	3,872,292	2,689,249	5.0%	73.796%	216,137	189,586	196,055	171,456	107,497
Private hospitals	5,676,709	4,437,974	4,278,327	3,747,166	2,606,274	5.0%	73.796%	209,459	182,857	189,434	165,915	104,180
Advertising and related services	6,295,234	4,596,856	4,439,329	3,702,493	2,565,539	5.0%	73.796%	232,282	189,403	196,563	163,938	102,552
Museums, historical sites, zoos, and parks	5,567,856	4,386,683	4,283,719	3,449,707	2,507,982	5.0%	73.796%	205,443	180,743	189,673	152,745	100,251
Monetary authorities and depository credit intermediation activities	4,894,353	4,285,541	4,032,012	3,513,886	2,406,733	5.0%	73.796%	180,592	176,576	178,528	155,586	96,204
Transit and ground passenger transportation	4,971,676	3,893,847	3,794,149	3,371,255	2,391,713	5.0%	73.796%	183,445	160,437	167,996	149,271	95,604
Insurance carriers	5,042,229	3,951,398	3,816,781	3,384,626	2,340,516	5.0%	73.796%	186,048	162,809	168,998	149,863	93,557
Management of companies and enterprises	4,384,177	3,613,921	3,619,831	3,210,234	2,181,297	5.0%	73.796%	161,767	148,904	160,277	142,141	87,193
Maintenance and repair construction of nonresidential structures	4,829,273	3,728,693	3,624,832	3,200,174	2,093,754	5.0%	86.898%	209,827	180,909	188,994	166,853	98,552
Telecommunications	4,162,825	3,152,721	2,971,282	2,573,203	1,723,460	5.0%	73.796%	153,600	129,901	131,561	113,935	68,892
Performing arts companies	3,163,219	2,490,105	2,429,860	1,960,694	1,424,835	5.0%	73.796%	116,716	102,599	107,588	86,815	56,955
Services to buildings and dwellings	3,234,821	2,511,414	2,395,013	2,136,661	1,409,907	5.0%	73.796%	119,358	103,477	106,045	94,606	56,358
Securities, commodity contracts, investments, and related activities	3,307,338	2,521,037	2,433,415	2,088,905	1,399,632	5.0%	73.796%	122,034	103,874	107,746	92,492	55,947
Other amusement and recreation industries	3,572,992	2,465,553	2,426,376	1,853,751	1,349,497	5.0%	73.796%	131,836	101,588	107,434	82,080	53,943
Scenic and sightseeing transportation and support activities for transportation	2,940,006	2,318,816	2,269,478	1,843,920	1,332,349	5.0%	73.796%	108,480	95,542	100,487	81,644	53,258
Accounting, tax preparation, bookkeeping, and payroll services	2,776,007	2,140,178	2,005,295	1,752,120	1,203,050	5.0%	73.796%	102,429	88,181	88,790	77,580	48,089
Legal services	2,276,552	1,809,303	1,774,804	1,561,315	1,083,334	5.0%	73.796%	84,000	74,548	78,584	69,131	43,304
Management, scientific, and technical consulting services	2,288,075	1,811,074	1,720,396	1,511,478	1,018,453	5.0%	73.796%	84,425	74,621	76,175	66,925	40,710
Spectator sports companies	2,228,946	1,750,917	1,699,376	1,393,888	999,913	5.0%	73.796%	82,244	72,143	75,244	61,718	39,969
Radio and television broadcasting	1,874,855	1,516,481	1,489,514	1,316,750	876,150	5.0%	73.796%	69,178	62,483	65,952	58,303	35,022

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Commercial and industrial machinery and equipment rental and leasing	2,252,232	1,572,032	1,540,519	1,200,156	862,247	5.0%	73.796%	83,103	64,772	68,210	53,140	34,466
Employment services	1,969,657	1,525,963	1,452,885	1,269,235	861,536	5.0%	73.796%	72,676	62,874	64,330	56,199	34,438
Other state and local government enterprises	1,796,299	1,423,711	1,393,209	1,233,967	837,681	5.0%	73.796%	66,280	58,661	61,688	54,637	33,484
Medical and diagnostic labs and outpatient and other ambulatory care services	1,867,231	1,449,741	1,392,062	1,211,353	837,227	5.0%	73.796%	68,897	59,733	61,637	53,636	33,466
Transport by truck	1,738,702	1,354,371	1,356,883	1,169,102	805,077	5.0%	73.796%	64,155	55,804	60,080	51,765	32,181
Retail Stores - Motor vehicle and parts	1,807,599	1,364,254	1,330,081	1,147,443	786,149	5.0%	73.796%	66,697	56,211	58,893	50,806	31,425
Retail Stores - Food and beverage	1,747,737	1,319,126	1,286,062	1,109,338	759,961	5.0%	73.796%	64,488	54,352	56,944	49,119	30,378
US Postal Service	1,516,351	1,179,441	1,127,271	992,303	668,938	5.0%	73.796%	55,950	48,596	49,913	43,937	26,739
Nursing and residential care facilities	1,458,917	1,138,340	1,099,696	961,451	667,530	5.0%	73.796%	53,831	46,903	48,692	42,571	26,683
Nondepository credit intermediation and related activities	1,415,788	1,117,768	1,076,505	939,266	642,588	5.0%	73.796%	52,240	46,055	47,665	41,588	25,686
Waste management and remediation services	1,388,781	1,100,861	1,064,274	948,502	624,882	5.0%	73.796%	51,243	45,359	47,123	41,997	24,978
Motion picture and video industries	1,340,544	1,049,606	1,017,968	846,181	602,887	5.0%	73.796%	49,463	43,247	45,073	37,467	24,099
State and local government electric utilities	1,291,787	1,027,785	993,156	875,662	584,866	5.0%	73.796%	47,664	42,348	43,975	38,772	23,379
Retail Nonstores - Direct and electronic sales	1,326,404	1,001,206	976,076	841,728	576,495	5.0%	73.796%	48,942	41,252	43,218	37,270	23,044
Pharmaceutical preparation manufacturing	1,062,261	857,568	849,266	741,842	515,160	5.0%	73.796%	39,195	35,334	37,603	32,847	20,592
Automotive repair and maintenance, except car washes	1,122,845	875,814	845,204	740,093	505,692	5.0%	73.796%	41,431	36,086	37,424	32,770	20,214
Other support services	618,502	677,807	647,255	705,232	499,339	5.0%	73.796%	22,821	27,928	28,659	31,226	19,960
Funds, trusts, and other financial vehicles	1,008,129	838,069	799,091	694,154	478,473	5.0%	73.796%	37,198	34,531	35,382	30,735	19,126
Private junior colleges, colleges, universities, and professional schools	980,026	775,295	758,658	658,099	453,792	5.0%	73.796%	36,161	31,944	33,592	29,139	18,139
Lessors of nonfinancial intangible assets	979,898	774,643	752,986	660,648	453,277	5.0%	73.796%	36,156	31,917	33,340	29,252	18,119
Insurance agencies, brokerages, and related activities	995,815	795,389	779,568	670,613	452,677	5.0%	73.796%	36,744	32,772	34,517	29,693	18,095
Natural gas distribution	981,044	760,404	707,238	621,197	416,648	5.0%	86.898%	42,625	36,893	36,875	32,388	19,612
Printing	929,186	713,031	683,038	597,453	394,191	5.0%	86.898%	40,372	34,595	35,613	31,150	18,554
Newspaper publishers	853,716	666,892	635,068	562,015	374,709	5.0%	73.796%	31,500	27,478	28,119	24,885	14,978
Retail Stores - Clothing and clothing accessories	841,874	635,424	619,493	534,342	366,041	5.0%	73.796%	31,063	26,181	27,430	23,659	14,632
Retail Stores - Gasoline stations	842,537	637,243	621,928	525,534	365,371	5.0%	73.796%	31,088	26,256	27,537	23,269	14,605
Dry-cleaning and laundry services	809,357	633,068	604,683	533,543	356,207	5.0%	73.796%	29,864	26,084	26,774	23,624	14,239
Fluid milk and butter manufacturing	661,752	560,659	587,046	508,202	354,034	5.0%	73.796%	24,417	23,101	25,993	22,502	14,152
Extraction of oil and natural gas	532,835	538,513	573,791	512,950	347,596	5.0%	73.796%	19,661	22,188	25,406	22,712	13,894
Architectural, engineering, and related services	766,133	592,652	568,858	505,218	343,289	5.0%	73.796%	28,269	24,419	25,188	22,370	13,722
All other miscellaneous professional, scientific, and technical services	752,453	595,882	574,487	499,561	341,951	5.0%	73.796%	27,764	24,552	25,437	22,119	13,669
Transport by air	664,364	549,407	571,122	497,630	341,396	5.0%	73.796%	24,514	22,637	25,288	22,034	13,647
Couriers and messengers	728,645	572,721	566,932	480,289	331,566	5.0%	73.796%	26,886	23,598	25,102	21,266	13,254

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Business support services	727,630	568,275	552,164	486,321	330,730	5.0%	73.796%	26,848	23,415	24,448	21,533	13,220
Civic, social, professional, and similar organizations	720,453	564,558	548,576	477,115	329,860	5.0%	73.796%	26,583	23,261	24,290	21,125	13,185
Data processing, hosting, ISP, web search portals and related services	754,545	574,119	540,633	479,667	324,122	5.0%	73.796%	27,841	23,655	23,938	21,238	12,956
Retail Stores - Health and personal care	741,408	559,587	545,561	470,591	322,381	5.0%	73.796%	27,356	23,057	24,156	20,837	12,886
Home health care services	674,466	523,866	497,584	436,000	303,385	5.0%	73.796%	24,886	21,585	22,032	19,305	12,127
Commercial and industrial machinery and equipment repair and maintenance	653,224	515,186	505,381	445,467	299,690	5.0%	73.796%	24,103	21,227	22,377	19,724	11,979
Retail Stores - Miscellaneous	664,888	501,836	489,256	422,015	289,099	5.0%	73.796%	24,533	20,677	21,663	18,686	11,556
Personal care services	646,410	502,442	480,797	417,785	288,311	5.0%	73.796%	23,851	20,702	21,289	18,499	11,525
Individual and family services	633,685	491,036	475,592	413,386	285,378	5.0%	73.796%	23,382	20,232	21,058	18,304	11,407
Office administrative services	615,731	499,711	473,563	413,253	280,286	5.0%	73.796%	22,719	20,589	20,968	18,298	11,204
Retail Stores - Building material and garden supply	640,541	483,398	471,306	406,688	278,696	5.0%	73.796%	23,635	19,917	20,868	18,007	11,140
Bread and bakery product manufacturing	588,912	445,276	439,068	382,536	267,217	5.0%	73.796%	21,730	18,347	19,441	16,938	10,681
Religious organizations	580,503	459,726	444,916	385,917	265,861	5.0%	73.796%	21,419	18,942	19,700	17,087	10,627
Travel arrangement and reservation services	591,077	457,610	434,566	386,648	255,889	5.0%	73.796%	21,810	18,855	19,242	17,120	10,229
Other personal services	557,465	408,891	478,032	351,581	246,147	5.0%	73.796%	20,569	16,847	21,166	15,567	9,839
Other private educational services	521,242	414,654	406,941	348,736	242,020	5.0%	73.796%	19,233	17,085	18,018	15,441	9,674
Promoters of performing arts and sports and agents for public figures	531,070	413,826	402,195	340,372	239,822	5.0%	73.796%	19,595	17,051	17,808	15,071	9,586
Warehousing and storage	547,227	413,802	384,909	333,600	229,793	5.0%	73.796%	20,192	17,050	17,043	14,771	9,185
Animal (except poultry) slaughtering, rendering, and processing	410,045	352,728	379,564	327,720	228,431	5.0%	73.796%	15,130	14,533	16,806	14,511	9,131
Private elementary and secondary schools	503,805	393,937	378,182	329,490	228,054	5.0%	73.796%	18,589	16,231	16,745	14,589	9,116
Retail Stores - Sporting goods, hobby, book and music	501,947	385,452	376,110	315,471	221,351	5.0%	73.796%	18,521	15,882	16,653	13,968	8,848
Cheese manufacturing	392,888	328,296	354,231	305,734	221,171	5.0%	73.796%	14,497	13,527	15,684	13,537	8,841
Retail Stores - Electronics and appliances	492,717	371,887	362,564	312,735	214,237	5.0%	73.796%	18,180	15,323	16,053	13,847	8,564
Periodical publishers	477,173	369,362	351,562	310,946	207,594	5.0%	73.796%	17,607	15,219	15,566	13,768	8,298
Independent artists, writers, and performers	458,815	358,706	347,514	292,478	204,316	5.0%	73.796%	16,929	14,780	15,387	12,950	8,167
Grantmaking, giving, and social advocacy organizations	459,298	358,736	347,967	299,021	204,111	5.0%	73.796%	16,947	14,781	15,407	13,240	8,159
Other computer related services, including facilities management	462,862	347,135	323,043	282,890	195,308	5.0%	73.796%	17,079	14,303	14,304	12,526	7,807
Computer systems design services	440,100	336,158	319,175	279,856	193,583	5.0%	73.796%	16,239	13,851	14,132	12,391	7,738
Dairy cattle and milk production	286,125	259,051	319,202	273,809	191,607	5.0%	73.796%	10,557	10,674	14,133	12,124	7,659
Dry, condensed, and evaporated dairy product manufacturing	314,748	264,679	277,050	239,836	168,725	5.0%	73.796%	11,614	10,906	12,267	10,619	6,744
Investigation and security services	379,892	294,610	278,585	244,875	168,074	5.0%	73.796%	14,017	12,139	12,335	10,842	6,718

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Retail Stores - Furniture and home furnishings	377,646	285,020	277,881	239,730	164,249	5.0%	73.796%	13,934	11,744	12,304	10,615	6,566
Maintenance and repair construction of residential structures	353,305	278,962	274,920	239,266	163,515	5.0%	86.898%	15,351	13,535	14,334	12,475	7,697
Transport by rail	329,880	263,861	269,271	235,235	161,351	5.0%	73.796%	12,172	10,872	11,923	10,416	6,450
Water, sewage and other treatment and delivery systems	331,299	270,996	269,654	237,831	159,476	5.0%	86.898%	14,395	13,148	14,059	12,400	7,507
All other food manufacturing	329,359	258,679	260,563	218,916	154,303	5.0%	73.796%	12,153	10,658	11,537	9,693	6,168
Electronic and precision equipment repair and maintenance	324,288	255,630	250,589	218,743	151,203	5.0%	73.796%	11,966	10,533	11,095	9,685	6,044
Cattle ranching and farming	251,490	203,769	246,296	211,654	146,912	5.0%	73.796%	9,279	8,396	10,905	9,372	5,872
Personal and household goods repair and maintenance	303,752	240,135	235,642	206,295	139,857	5.0%	73.796%	11,208	9,894	10,434	9,134	5,590
Semiconductor and related device manufacturing	406,966	299,525	258,281	212,920	139,699	5.0%	73.796%	15,016	12,341	11,436	9,428	5,584
Child day care services	292,354	232,120	226,212	196,234	135,244	5.0%	73.796%	10,787	9,564	10,016	8,689	5,406
Soft drink and ice manufacturing	288,208	220,749	213,233	184,060	129,727	5.0%	73.796%	10,634	9,095	9,441	8,150	5,186
Scientific research and development services	282,785	220,911	213,925	188,180	128,059	5.0%	73.796%	10,434	9,102	9,472	8,332	5,119
Environmental and other technical consulting services	330,351	260,177	215,157	189,765	127,209	5.0%	73.796%	12,189	10,720	9,527	8,402	5,085
Soap and cleaning compound manufacturing	280,882	214,092	212,296	185,471	125,861	5.0%	73.796%	10,364	8,821	9,400	8,212	5,031
Internet publishing and broadcasting	290,395	223,424	212,573	184,830	122,282	5.0%	73.796%	10,715	9,206	9,412	8,184	4,888
Toilet preparation manufacturing	266,785	206,769	199,216	172,432	118,296	5.0%	73.796%	9,844	8,519	8,821	7,635	4,729
Community food, housing, and other relief services, including rehabilitation services	257,625	200,586	194,064	168,637	116,387	5.0%	73.796%	9,506	8,265	8,593	7,467	4,652
Polystyrene foam product manufacturing	236,438	179,576	180,172	156,157	113,606	5.0%	73.796%	8,724	7,399	7,978	6,914	4,541
Surgical appliance and supplies manufacturing	245,284	189,689	182,341	157,565	107,910	5.0%	73.796%	9,050	7,816	8,074	6,977	4,313
Other plastics product manufacturing	198,041	154,789	153,507	133,067	91,784	5.0%	73.796%	7,307	6,378	6,797	5,892	3,669
Magnetic and optical recording media manufacturing	264,203	190,637	170,814	146,043	90,274	5.0%	73.796%	9,749	7,855	7,563	6,466	3,609
Veterinary services	187,589	148,167	146,763	127,503	88,108	5.0%	73.796%	6,922	6,105	6,498	5,646	3,522
Snack food manufacturing	175,495	139,557	137,556	117,637	81,986	5.0%	73.796%	6,475	5,750	6,091	5,209	3,277
Fitness and recreational sports centers	179,630	138,799	133,588	117,005	81,221	5.0%	73.796%	6,628	5,719	5,915	5,181	3,247
Facilities support services	168,054	134,283	129,846	113,305	77,484	5.0%	73.796%	6,201	5,533	5,749	5,017	3,097
Other accommodations	163,203	125,380	121,043	105,965	73,687	5.5%	73.796%	6,624	5,629	5,806	5,083	3,217
General and consumer goods rental except video tapes and discs	160,850	121,317	114,844	99,987	68,356	5.0%	73.796%	5,935	4,999	5,085	4,427	2,732
Other Federal Government enterprises	124,527	105,190	103,855	91,476	62,773	5.0%	73.796%	4,595	4,334	4,598	4,050	2,509
Private household operations	141,077	108,659	103,958	90,315	62,320	5.0%	73.796%	5,205	4,477	4,603	3,999	2,491
Sound recording industries	150,612	109,687	100,934	89,525	61,265	5.0%	73.796%	5,557	4,519	4,469	3,964	2,449
Cookie, cracker, and pasta manufacturing	126,690	96,803	95,863	83,045	58,603	5.0%	73.796%	4,675	3,989	4,245	3,677	2,343
Vegetable and melon farming	125,681	94,719	97,090	82,980	57,125	5.0%	73.796%	4,637	3,903	4,299	3,674	2,283

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Directory, mailing list, and other publishers	129,294	99,113	94,558	83,468	55,792	5.0%	73.796%	4,771	4,084	4,187	3,696	2,230
Sign manufacturing	128,571	98,622	93,584	81,987	54,103	5.0%	73.796%	4,744	4,064	4,144	3,630	2,163
Software publishers	125,051	94,040	89,160	75,517	50,371	5.0%	73.796%	4,614	3,875	3,948	3,344	2,013
Wood kitchen cabinet and countertop manufacturing	111,633	85,277	82,243	71,135	50,262	5.0%	73.796%	4,119	3,514	3,642	3,150	2,009
Electronic computer manufacturing	179,446	125,760	109,339	83,566	50,246	5.0%	73.796%	6,621	5,182	4,841	3,700	2,008
Death care services	107,078	84,006	81,278	70,761	48,929	5.0%	73.796%	3,951	3,461	3,599	3,133	1,956
Motor vehicle parts manufacturing	108,681	83,904	80,705	69,658	47,800	5.0%	73.796%	4,010	3,457	3,573	3,084	1,911
Custom computer programming services	105,692	80,902	77,084	67,694	46,560	5.0%	73.796%	3,900	3,333	3,413	2,997	1,861
All other crop farming	85,298	61,410	77,806	67,477	46,536	5.0%	73.796%	3,147	2,530	3,445	2,988	1,860
Animal production, except cattle and poultry and eggs	70,200	63,323	76,480	64,897	45,772	5.0%	73.796%	2,590	2,609	3,386	2,873	1,830
Car washes	107,792	80,762	76,023	66,469	45,517	5.0%	73.796%	3,977	3,328	3,366	2,943	1,819
All other chemical product and preparation manufacturing	87,662	67,325	68,875	57,890	38,966	5.0%	73.796%	3,235	2,774	3,050	2,563	1,558
Wood windows and doors and millwork manufacturing	80,968	64,239	61,435	53,969	37,979	5.0%	73.796%	2,988	2,647	2,720	2,390	1,518
Plastics pipe and pipe fitting manufacturing	69,180	55,879	57,909	50,158	36,063	5.0%	73.796%	2,553	2,302	2,564	2,221	1,442
Transport by pipeline	78,281	65,477	64,355	54,385	35,228	5.0%	73.796%	2,888	2,698	2,849	2,408	1,408
Asphalt paving mixture and block manufacturing	69,968	55,600	55,610	48,837	33,602	5.0%	73.796%	2,582	2,291	2,462	2,162	1,343
Cable and other subscription programming	68,245	54,840	53,917	47,545	32,073	5.0%	73.796%	2,518	2,260	2,387	2,105	1,282
Photographic services	68,801	52,440	51,786	43,836	30,227	5.0%	73.796%	2,539	2,161	2,293	1,941	1,208
Nonupholstered wood household furniture manufacturing	67,562	52,537	50,869	43,929	30,134	5.0%	73.796%	2,493	2,165	2,252	1,945	1,205
All other miscellaneous wood product manufacturing	69,989	52,268	49,163	43,665	28,843	5.0%	73.796%	2,582	2,154	2,177	1,933	1,153
Specialized design services	59,128	46,322	45,357	39,603	27,358	5.0%	73.796%	2,182	1,909	2,008	1,754	1,094
Mattress manufacturing	66,259	50,299	48,612	40,581	26,925	5.0%	73.796%	2,445	2,072	2,152	1,797	1,076
Surgical and medical instrument, laboratory and medical instrument manufacturing	57,503	44,401	42,159	36,403	24,959	5.0%	73.796%	2,122	1,829	1,867	1,612	998
Seasoning and dressing manufacturing	52,956	40,104	39,578	34,144	23,611	5.0%	73.796%	1,954	1,652	1,752	1,512	944
Greenhouse, nursery, and floriculture production	53,419	38,886	40,377	34,367	23,352	5.0%	73.796%	1,971	1,602	1,788	1,522	933
Mining copper, nickel, lead, and zinc	34,556	35,903	40,146	33,222	23,350	3.125%	86.900%	938	975	1,090	902	634
Fruit and vegetable canning, pickling, and drying	48,481	36,649	36,095	31,268	21,993	5.0%	73.796%	1,789	1,510	1,598	1,384	879
Ice cream and frozen dessert manufacturing	44,059	33,896	34,858	30,069	21,724	5.0%	73.796%	1,626	1,397	1,543	1,331	868
Electromedical and electrotherapeutic apparatus manufacturing	51,533	39,161	36,606	31,237	21,169	5.0%	73.796%	1,901	1,614	1,621	1,383	846
Asphalt shingle and coating materials manufacturing	46,599	36,078	35,838	31,660	21,089	5.0%	73.796%	1,719	1,486	1,587	1,402	843
Coffee and tea manufacturing	40,347	32,194	34,867	29,957	20,654	5.0%	73.796%	1,489	1,326	1,544	1,326	826

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Book publishers	40,688	32,136	31,068	27,115	18,695	5.0%	73.796%	1,501	1,324	1,376	1,201	747
Dental laboratories manufacturing	29,648	26,771	30,576	26,399	18,100	5.0%	73.796%	1,094	1,103	1,354	1,169	724
Plastics bottle manufacturing	36,394	27,988	29,096	25,166	17,734	5.0%	73.796%	1,343	1,153	1,288	1,114	709
Computer terminals and other computer peripheral equipment manufacturing	56,388	41,769	38,758	29,753	17,705	5.0%	73.796%	2,081	1,721	1,716	1,317	708
Engineered wood member and truss manufacturing	35,689	27,818	26,484	23,513	17,021	5.0%	73.796%	1,317	1,146	1,173	1,041	680
Other communications equipment manufacturing	40,870	31,656	30,462	25,865	16,914	5.0%	73.796%	1,508	1,304	1,349	1,145	676
Glass product manufacturing made of purchased glass	38,296	29,381	28,163	24,440	16,600	5.0%	73.796%	1,413	1,211	1,247	1,082	664
Fats and oils refining and blending	26,451	20,526	24,625	21,079	14,570	5.0%	73.796%	976	846	1,090	933	582
Industrial gas manufacturing	30,402	23,575	23,486	20,354	14,003	5.0%	73.796%	1,122	971	1,040	901	560
Commercial hunting and trapping	33,022	25,324	23,980	20,556	13,995	5.0%	73.796%	1,218	1,043	1,062	910	559
Machine shops	31,317	23,831	23,086	20,097	13,828	5.0%	73.796%	1,156	982	1,022	890	553
Tortilla manufacturing	31,309	23,984	23,117	19,965	13,769	5.0%	73.796%	1,155	988	1,024	884	550
Aircraft engine and engine parts manufacturing	29,810	23,343	22,729	19,777	13,443	5.0%	73.796%	1,100	962	1,006	876	537
Communication and energy wire and cable manufacturing	25,206	21,167	21,539	18,512	13,145	5.0%	73.796%	930	872	954	820	525
Support activities for agriculture and forestry	26,772	20,992	20,200	17,569	12,285	5.0%	73.796%	988	865	894	778	491
Other aircraft parts and auxiliary equipment manufacturing	26,160	20,043	19,268	15,944	11,308	5.0%	73.796%	965	826	853	706	452
Audio and video equipment manufacturing	27,372	21,061	19,938	16,736	11,148	5.0%	73.796%	1,010	868	883	741	446
Other information services	25,261	19,521	18,385	16,188	11,104	5.0%	73.796%	932	804	814	717	444
Petrochemical manufacturing	15,994	15,942	18,585	16,266	11,101	5.0%	73.796%	590	657	823	720	444
Software, audio, and video media for reproduction	28,925	21,521	20,416	16,680	10,991	5.0%	73.796%	1,067	887	904	739	439
Plastics packaging materials and unlaminated film and sheet manufacturing	22,200	17,933	18,160	15,720	10,975	5.0%	73.796%	819	739	804	696	439
Other pressed and blown glass and glassware manufacturing	24,781	19,127	18,022	15,666	10,609	5.0%	73.796%	914	788	798	694	424
Biological product (except diagnostic) manufacturing	22,039	17,507	17,253	14,436	10,281	5.0%	73.796%	813	721	764	639	411
Video tape and disc rental	21,278	16,377	16,749	14,531	10,011	5.0%	73.796%	785	675	742	643	400
Mining coal	19,474	16,267	16,878	14,706	9,717	3.125%	86.898%	529	442	458	399	264
Other industrial machinery manufacturing	21,501	16,523	15,916	13,922	9,698	5.0%	73.796%	793	681	705	616	388
Fertilizer manufacturing	15,172	12,861	16,380	14,031	9,647	5.0%	73.796%	560	530	725	621	386
Sporting and athletic goods manufacturing	22,192	16,992	15,943	13,683	9,425	5.0%	73.796%	819	700	706	606	377
Petroleum refineries	12,742	12,701	15,881	13,894	9,407	5.0%	73.796%	470	523	703	615	376
Wood container and pallet manufacturing	20,078	16,010	15,545	13,457	9,397	5.0%	73.796%	741	660	688	596	376
Printed circuit assembly (electronic assembly) manufacturing	23,429	17,539	16,205	13,363	8,702	5.0%	73.796%	864	723	718	592	348

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
All other paper bag and coated and treated paper manufacturing	17,885	14,029	14,086	12,191	8,566	5.0%	73.796%	660	578	624	540	342
Lawn and garden equipment manufacturing	20,355	15,223	14,432	12,211	8,441	5.0%	73.796%	751	627	639	541	337
Laminated plastics plate, sheet (except packaging), and shape manufacturing	18,800	14,492	14,115	12,307	8,378	5.0%	73.796%	694	597	625	545	335
Breweries	17,903	14,072	13,789	11,836	8,236	5.0%	73.796%	661	580	611	524	329
Urethane and other foam product (except polystyrene) manufacturing	18,378	13,837	13,356	11,610	8,187	5.0%	73.796%	678	570	591	514	327
Valve and fittings other than plumbing manufacturing	17,865	13,848	13,698	11,951	8,050	5.0%	73.796%	659	571	607	529	322
Wineries	17,977	13,684	13,014	11,253	8,039	5.0%	73.796%	663	564	576	498	321
Blind and shade manufacturing	19,423	14,750	14,388	11,978	7,960	5.0%	73.796%	717	608	637	530	318
Automatic environmental control manufacturing	18,469	14,218	13,702	11,832	7,931	5.0%	73.796%	681	586	607	524	317
Plastics material and resin manufacturing	13,461	11,703	12,570	10,978	7,691	5.0%	73.796%	497	482	557	486	307
Other animal food manufacturing	13,998	10,546	12,541	10,750	7,673	5.0%	73.796%	516	435	555	476	307
Pesticide and other agricultural chemical manufacturing	18,509	13,283	12,694	10,843	7,512	5.0%	73.796%	683	547	562	480	300
Dog and cat food manufacturing	16,935	12,972	12,701	10,859	7,375	5.0%	73.796%	625	534	562	481	295
Aircraft manufacturing	16,365	12,641	12,198	10,502	7,263	5.0%	73.796%	604	521	540	465	290
Other basic organic chemical manufacturing	13,033	10,686	11,973	10,439	7,257	5.0%	73.796%	481	440	530	462	290
Other electronic component manufacturing	18,252	13,992	13,410	11,072	7,248	5.0%	73.796%	673	577	594	490	290
Automobile manufacturing	16,077	12,173	11,614	10,010	6,852	5.0%	73.796%	593	502	514	443	274
Coating, engraving, heat treating and allied activities	14,761	11,693	11,468	9,917	6,748	5.0%	73.796%	545	482	508	439	270
Ornamental and architectural metal products manufacturing	14,131	10,899	10,927	9,492	6,712	5.0%	73.796%	521	449	484	420	268
Support activities for printing	15,845	12,057	11,277	9,809	6,531	5.0%	86.898%	688	585	588	511	307
Flour milling and malt manufacturing	12,762	9,525	10,809	9,221	6,360	5.0%	73.796%	471	392	479	408	254
Other leather and allied product manufacturing	14,580	11,129	10,749	9,257	6,338	5.0%	73.796%	538	459	476	410	253
Unlaminated plastics profile shape manufacturing	13,890	10,741	10,313	8,966	6,257	5.0%	73.796%	513	443	457	397	250
Showcase, partition, shelving, and locker manufacturing	14,507	10,900	10,688	8,950	6,238	5.0%	73.796%	535	449	473	396	249
Confectionery manufacturing from purchased chocolate	13,426	10,393	10,360	8,930	6,190	5.0%	73.796%	495	428	459	395	247
Sawmills and wood preservation	11,134	9,516	9,065	8,052	5,655	5.0%	73.796%	411	392	401	357	226
Medicinal and botanical manufacturing	12,030	9,644	9,172	8,015	5,565	5.0%	73.796%	444	397	406	355	222
Upholstered household furniture manufacturing	12,663	9,684	9,363	8,084	5,546	5.0%	73.796%	467	399	415	358	222
Broadcast and wireless communications equipment manufacturing	13,040	9,949	9,439	7,941	5,267	5.0%	73.796%	481	410	418	352	211

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Adhesive manufacturing	10,788	8,473	8,675	7,600	5,172	5.0%	73.796%	398	349	384	337	207
All other miscellaneous manufacturing	11,884	8,972	8,662	7,463	5,161	5.0%	73.796%	439	370	384	330	206
Computer storage device manufacturing	17,679	11,910	11,150	8,528	5,130	5.0%	73.796%	652	491	494	378	205
Petroleum lubricating oil and grease manufacturing	9,460	7,473	8,389	7,336	4,988	5.0%	73.796%	349	308	371	325	199
Storage battery manufacturing	10,852	8,573	8,453	7,237	4,908	5.0%	73.796%	400	353	374	320	196
Watch, clock, and other measuring and controlling device manufacturing	11,215	8,594	8,229	7,019	4,755	5.0%	73.796%	414	354	364	311	190
Other commercial and service industry machinery manufacturing	10,851	8,417	8,072	6,997	4,754	5.0%	73.796%	400	347	357	310	190
Bare printed circuit board manufacturing	11,827	9,125	8,646	7,136	4,653	5.0%	73.796%	436	376	383	316	186
Cut and sew apparel contractors	10,579	8,113	7,584	6,489	4,427	5.0%	73.796%	390	334	336	287	177
Office Furniture	9,326	7,228	6,937	5,990	4,109	5.0%	73.796%	344	298	307	265	164
Semiconductor machinery manufacturing	9,473	6,867	6,683	5,820	4,066	5.0%	73.796%	350	283	296	258	163
Metal and other household furniture manufacturing	8,501	6,468	6,264	5,408	3,710	5.0%	73.796%	314	266	277	239	148
Synthetic rubber manufacturing	5,789	5,186	6,112	5,318	3,685	5.0%	73.796%	214	214	271	235	147
Nonchocolate confectionery manufacturing	7,838	5,996	5,963	5,166	3,592	5.0%	73.796%	289	247	264	229	144
Totalizing fluid meters and counting devices manufacturing	7,888	6,092	5,970	5,126	3,592	5.0%	73.796%	291	251	264	227	144
Grain farming	5,051	4,856	5,828	4,995	3,559	5.0%	73.796%	186	200	258	221	142
Metal can, box, and other metal container (light gauge) manufacturing	8,219	6,292	5,761	4,973	3,470	5.0%	73.796%	303	259	255	220	139
Womens and girls cut and sew apparel manufacturing	7,454	5,715	5,541	4,755	3,240	5.0%	73.796%	275	235	245	211	130
Sanitary paper product manufacturing	7,331	5,652	5,382	4,673	3,216	5.0%	73.796%	270	233	238	207	129
Textile and fabric finishing mills	7,439	5,534	5,658	4,605	3,205	5.0%	73.796%	274	228	251	204	128
Poultry and egg production	6,578	5,116	5,240	4,477	3,085	5.0%	73.796%	243	211	232	198	123
Fruit farming	6,229	4,896	5,061	4,320	2,953	5.0%	73.796%	230	202	224	191	118
Mining and quarrying other nonmetallic minerals	7,452	4,631	4,878	4,250	2,907	3.125%	86.900%	202	126	132	115	79
Propulsion units and parts for space vehicles and guided missiles manufacturing	6,392	4,929	4,841	4,173	2,893	5.0%	73.796%	236	203	214	185	116
Industrial process variable instruments manufacturing	6,334	4,919	4,895	4,175	2,826	5.0%	73.796%	234	203	217	185	113
Transport by water	5,775	4,809	4,663	4,077	2,821	5.0%	73.796%	213	198	206	181	113
Travel trailer and camper manufacturing	6,253	4,774	4,585	3,943	2,676	5.0%	73.796%	231	197	203	175	107
Printing ink manufacturing	6,171	4,700	4,720	4,059	2,652	5.0%	73.796%	228	194	209	180	106
State and local government passenger transit	5,732	4,574	4,535	3,905	2,647	5.0%	73.796%	211	188	201	173	106
Farm machinery and equipment manufacturing	5,710	4,458	4,358	3,803	2,625	5.0%	73.796%	211	184	193	168	105
Cotton farming	4,075	3,633	4,286	3,673	2,489	5.0%	73.796%	150	150	190	163	100
Tobacco product manufacturing	4,919	3,985	3,924	3,414	2,358	5.0%	73.796%	181	164	174	151	94

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
All other miscellaneous electrical equipment and component manufacturing	5,416	4,196	3,996	3,428	2,317	5.0%	73.796%	200	173	177	152	93
Turbine and turbine generator set units manufacturing	5,021	3,823	3,656	3,216	2,144	5.0%	73.796%	185	158	162	142	86
Glass container manufacturing	4,663	3,621	3,491	3,010	2,093	5.0%	73.796%	172	149	155	133	84
Electronic connector manufacturing	5,034	3,912	3,788	3,132	2,044	5.0%	73.796%	186	161	168	139	82
Bowling centers	4,603	3,507	3,325	2,895	2,015	5.0%	73.796%	170	145	147	128	81
Vending, commercial, industrial, and office machinery manufacturing	4,635	3,550	3,477	2,937	1,982	5.0%	73.796%	171	146	154	130	79
Spring and wire product manufacturing	4,574	3,434	3,339	2,904	1,981	5.0%	73.796%	169	142	148	129	79
Household refrigerator and home freezer manufacturing	4,635	3,443	3,283	2,806	1,903	5.0%	73.796%	171	142	145	124	76
Mens and boys cut and sew apparel manufacturing	4,229	3,281	3,248	2,788	1,899	5.0%	73.796%	156	135	144	123	76
Reconstituted wood product manufacturing	3,855	3,193	2,930	2,586	1,842	5.0%	73.796%	142	132	130	114	74
Motor and generator manufacturing	3,889	3,043	3,072	2,670	1,803	5.0%	73.796%	144	125	136	118	72
Search, detection, and navigation instruments manufacturing	4,194	3,245	3,118	2,648	1,798	5.0%	73.796%	155	134	138	117	72
Switchgear and switchboard apparatus manufacturing	3,945	3,046	2,936	2,533	1,794	5.0%	73.796%	146	126	130	112	72
Cutlery, utensil, pot, and pan manufacturing	3,847	2,996	2,912	2,519	1,735	5.0%	73.796%	142	123	129	112	69
Flavoring syrup and concentrate manufacturing	3,717	2,781	2,680	2,300	1,632	5.0%	73.796%	137	115	119	102	65
Handtool manufacturing	3,746	2,885	2,751	2,402	1,616	5.0%	73.796%	138	119	122	106	65
Heavy duty truck manufacturing	3,531	2,787	2,695	2,323	1,590	5.0%	73.796%	130	115	119	103	64
Other fabricated metal manufacturing	3,415	2,653	2,595	2,243	1,590	5.0%	73.796%	126	109	115	99	64
Analytical laboratory instrument manufacturing	3,685	2,843	2,721	2,321	1,569	5.0%	73.796%	136	117	120	103	63
Primary smelting and refining of nonferrous metal (except copper and aluminum)	2,817	2,397	2,677	2,291	1,569	5.0%	73.796%	104	99	119	101	63
Plate work and fabricated structural product manufacturing	3,250	2,417	2,447	2,128	1,501	5.0%	73.796%	120	100	108	94	60
All other basic inorganic chemical manufacturing	2,962	2,289	2,427	2,112	1,457	5.0%	73.796%	109	94	107	94	58
Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying	2,649	2,150	2,304	1,988	1,409	5.0%	73.796%	98	89	102	88	56
Relay and industrial control manufacturing	3,077	2,423	2,354	2,032	1,395	5.0%	73.796%	114	100	104	90	56
Carbon and graphite product manufacturing	3,562	2,530	2,356	2,038	1,393	5.0%	73.796%	131	104	104	90	56
Coated and laminated paper, packaging paper and plastics film manufacturing	2,825	2,221	2,207	1,921	1,326	5.0%	73.796%	104	92	98	85	53
Power, distribution, and specialty transformer manufacturing	2,780	2,269	2,231	1,936	1,304	5.0%	73.796%	103	93	99	86	52
Iron and steel mills and ferroalloy manufacturing	2,247	2,031	2,170	1,879	1,291	5.0%	73.796%	83	84	96	83	52
Mining and quarrying stone	2,937	2,241	2,091	1,850	1,251	3.125%	86.900%	80	61	57	50	34

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Support activities for oil and gas operations	2,762	2,081	2,107	1,860	1,250	5.0%	73.796%	102	86	93	82	50
Cutting tool and machine tool accessory manufacturing	2,722	2,084	2,055	1,762	1,211	5.0%	73.796%	100	86	91	78	48
Other cut and sew apparel manufacturing	2,698	2,085	2,039	1,723	1,187	5.0%	73.796%	100	86	90	76	47
Hardware manufacturing	2,524	1,947	1,921	1,658	1,179	5.0%	73.796%	93	80	85	73	47
Dental equipment and supplies manufacturing	2,271	1,835	1,938	1,673	1,148	5.0%	73.796%	84	76	86	74	46
Frozen food manufacturing	2,472	1,915	1,879	1,622	1,141	5.0%	73.796%	91	79	83	72	46
Plumbing fixture fitting and trim manufacturing	2,418	1,860	1,828	1,582	1,125	5.0%	73.796%	89	77	81	70	45
Turned product and screw, nut, and bolt manufacturing	2,545	1,953	1,892	1,642	1,121	5.0%	73.796%	94	80	84	73	45
Soybean and other oilseed processing	2,124	1,591	1,842	1,568	1,117	5.0%	73.796%	78	66	82	69	45
In-vitro diagnostic substance manufacturing	2,408	1,862	1,820	1,592	1,105	5.0%	73.796%	89	77	81	70	44
All other forging, stamping, and sintering	2,322	1,763	1,733	1,504	1,087	5.0%	73.796%	86	73	77	67	43
Office supplies (except paper) manufacturing	2,545	1,943	1,860	1,655	1,067	5.0%	73.796%	94	80	82	73	43
Synthetic dye and pigment manufacturing	2,061	1,625	1,790	1,544	1,066	5.0%	73.796%	76	67	79	68	43
Material handling equipment manufacturing	2,433	1,875	1,819	1,542	1,048	5.0%	73.796%	90	77	81	68	42
Nonwoven fabric mills	2,269	1,772	1,767	1,514	1,041	5.0%	73.796%	84	73	78	67	42
Commercial Fishing	1,991	1,668	1,683	1,453	1,023	5.0%	73.796%	73	69	75	64	41
Broadwoven fabric mills	2,055	1,591	1,689	1,424	975	5.0%	73.796%	76	66	75	63	39
Steel product manufacturing from purchased steel	1,809	1,526	1,616	1,408	970	5.0%	73.796%	67	63	72	62	39
Ophthalmic goods manufacturing	2,143	1,680	1,631	1,407	965	5.0%	73.796%	79	69	72	62	39
Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing	2,396	1,846	1,781	1,474	953	5.0%	73.796%	88	76	79	65	38
Commercial logging	1,766	1,537	1,554	1,374	946	5.0%	73.796%	65	63	69	61	38
Other engine equipment manufacturing	2,149	1,626	1,558	1,363	940	5.0%	73.796%	79	67	69	60	38
Veneer and plywood manufacturing	1,864	1,533	1,410	1,245	893	5.0%	73.796%	69	63	62	55	36
Apparel accessories and other apparel manufacturing	1,973	1,527	1,489	1,278	871	5.0%	73.796%	73	63	66	57	35
Footwear manufacturing	1,961	1,513	1,465	1,264	866	5.0%	73.796%	72	62	65	56	35
Wiring device manufacturing	1,848	1,443	1,413	1,217	834	5.0%	73.796%	68	59	63	54	33
Plastics and rubber industry machinery manufacturing	1,815	1,398	1,346	1,173	825	5.0%	73.796%	67	58	60	52	33
Tree nut farming	1,542	1,169	1,196	1,023	701	5.0%	73.796%	57	48	53	45	28
Motor vehicle body manufacturing	1,566	1,219	1,175	1,009	689	5.0%	73.796%	58	50	52	45	28
Metal cutting and forming machine tool manufacturing	1,548	1,190	1,153	993	684	5.0%	73.796%	57	49	51	44	27
Doll, toy, and game manufacturing	1,588	1,208	1,162	1,005	684	5.0%	73.796%	59	50	51	44	27
Curtain and linen mills	1,485	1,155	1,121	966	646	5.0%	73.796%	55	48	50	43	26
All other textile product mills	1,424	1,104	1,088	929	635	5.0%	73.796%	53	45	48	41	25
Light truck and utility vehicle manufacturing	1,437	1,110	1,061	914	626	5.0%	73.796%	53	46	47	40	25

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Primary smelting and refining of copper	881	893	989	853	584	5.0%	73.796%	33	37	44	38	23
Cut stone and stone product manufacturing	1,309	997	948	822	579	5.0%	73.796%	48	41	42	36	23
Crown and closure manufacturing and metal stamping	1,185	906	902	783	541	5.0%	73.796%	44	37	40	35	22
Optical instrument and lens manufacturing	1,257	956	918	790	536	5.0%	73.796%	46	39	41	35	21
Aluminum product manufacturing from purchased aluminum	987	842	871	756	526	5.0%	73.796%	36	35	39	33	21
Institutional furniture manufacturing	1,195	919	883	771	519	5.0%	73.796%	44	38	39	34	21
Flat glass manufacturing	1,288	926	870	753	516	5.0%	73.796%	48	38	39	33	21
Mining gold, silver, and other metal ore	797	763	876	741	515	3.125%	86.900%	22	21	24	20	14
Concrete pipe, brick, and block manufacturing	1,145	859	821	717	505	5.0%	73.796%	42	35	36	32	20
Construction machinery manufacturing	1,117	860	836	737	495	5.0%	73.796%	41	35	37	33	20
Jewelry and silverware manufacturing	936	773	823	710	491	5.0%	73.796%	35	32	36	31	20
Speed changer, industrial high-speed drive, and gear manufacturing	1,086	825	822	716	483	5.0%	73.796%	40	34	36	32	19
Motorcycle, bicycle, and parts manufacturing	1,059	815	776	670	459	5.0%	73.796%	39	34	34	30	18
Arms, ordnance, and accessories manufacturing	1,013	783	785	672	458	5.0%	73.796%	37	32	35	30	18
Other rubber product manufacturing	939	737	752	651	453	5.0%	73.796%	35	30	33	29	18
Fabric coating mills	873	675	675	579	398	5.0%	73.796%	32	28	30	26	16
Stationery product manufacturing	912	703	678	598	396	5.0%	73.796%	34	29	30	26	16
Special tool, die, jig, and fixture manufacturing	873	665	646	561	389	5.0%	73.796%	32	27	29	25	16
Paperboard container manufacturing	806	645	636	552	384	5.0%	73.796%	30	27	28	24	15
Rolling mill and other metalworking machinery manufacturing	839	642	626	536	371	5.0%	73.796%	31	26	28	24	15
Fiber, yarn, and thread mills	650	525	597	506	346	5.0%	73.796%	24	22	26	22	14
Guided missile and space vehicle manufacturing	728	560	548	472	327	5.0%	73.796%	27	23	24	21	13
Artificial and synthetic fibers and filaments manufacturing	651	516	533	466	324	5.0%	73.796%	24	21	24	21	13
Electricity and signal testing instruments manufacturing	747	575	548	469	318	5.0%	73.796%	28	24	24	21	13
Leather and hide tanning and finishing	653	510	526	450	310	5.0%	73.796%	24	21	23	20	12
Paint and coating manufacturing	650	496	496	429	302	5.0%	73.796%	24	20	22	19	12
Lime and gypsum product manufacturing	677	509	486	422	299	5.0%	73.796%	25	21	22	19	12
Mining and oil and gas field machinery manufacturing	683	523	506	448	298	5.0%	73.796%	25	22	22	20	12
Fabricated pipe and pipe fitting manufacturing	624	489	488	422	283	5.0%	73.796%	23	20	22	19	11
Industrial mold manufacturing	633	481	460	400	282	5.0%	73.796%	23	20	20	18	11
Copper rolling, drawing, extruding and alloying	449	418	447	386	273	5.0%	73.796%	17	17	20	17	11
Other concrete product manufacturing	608	469	448	395	269	5.0%	73.796%	22	19	20	17	11
Textile bag and canvas mills	611	466	455	388	267	5.0%	73.796%	23	19	20	17	11

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Lighting fixture manufacturing	578	443	431	373	257	5.0%	73.796%	21	18	19	17	10
Pottery, ceramics, and plumbing fixture manufacturing	555	431	420	367	253	5.0%	73.796%	20	18	19	16	10
All other transportation equipment manufacturing	579	446	423	365	251	5.0%	73.796%	21	18	19	16	10
Prefabricated wood building manufacturing	565	407	382	336	240	5.0%	73.796%	21	17	17	15	10
Nonferrous metal foundries	464	376	373	327	225	5.0%	73.796%	17	16	17	14	9
Alumina refining and primary aluminum production	426	347	359	313	213	5.0%	73.796%	16	14	16	14	9
Packaging machinery manufacturing	451	354	344	293	204	5.0%	73.796%	17	15	15	13	8
Rubber and plastics hoses and belting manufacturing	394	311	325	279	191	5.0%	73.796%	15	13	14	12	8
Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals	416	328	307	269	184	3.125%	86.900%	11	9	8	7	5
Irradiation apparatus manufacturing	425	325	309	264	179	5.0%	73.796%	16	13	14	12	7
Musical instrument manufacturing	390	298	288	247	169	5.0%	73.796%	14	12	13	11	7
Gasket, packing, and sealing device manufacturing	355	276	274	236	162	5.0%	73.796%	13	11	12	10	6
Custom architectural woodwork and millwork manufacturing	361	275	267	228	157	5.0%	73.796%	13	11	12	10	6
Boat building	348	272	262	228	157	5.0%	73.796%	13	11	12	10	6
Mechanical power transmission equipment manufacturing	332	255	249	218	147	5.0%	73.796%	12	11	11	10	6
Small electrical appliance manufacturing	317	244	233	200	135	5.0%	73.796%	12	10	10	9	5
Abrasive product manufacturing	279	213	209	182	125	5.0%	73.796%	10	9	9	8	5
Paper mills	260	202	196	173	114	5.0%	73.796%	10	8	9	8	5
Railroad rolling stock manufacturing	242	186	177	154	106	5.0%	73.796%	9	8	8	7	4
Ready-mix concrete manufacturing	246	184	173	151	104	5.0%	73.796%	9	8	8	7	4
Knit fabric mills	217	166	168	142	97	5.0%	73.796%	8	7	7	6	4
Tire manufacturing	192	154	162	140	96	5.0%	73.796%	7	6	7	6	4
Telephone apparatus manufacturing	282	196	168	142	93	5.0%	73.796%	10	8	7	6	4
Carpet and rug mills	201	156	153	132	90	5.0%	73.796%	7	6	7	6	4
Motor home manufacturing	152	115	110	94	64	5.0%	73.796%	6	5	5	4	3
Household cooking appliance manufacturing	151	115	111	94	64	5.0%	73.796%	6	5	5	4	3
All other converted paper product manufacturing	124	97	96	83	57	5.0%	73.796%	5	4	4	4	2
Air purification and ventilation equipment manufacturing	125	96	94	82	56	5.0%	73.796%	5	4	4	4	2
Support activities for other mining	123	93	92	80	55	5.0%	73.796%	5	4	4	4	2
Mineral wool manufacturing	108	84	88	77	53	5.0%	73.796%	4	3	4	3	2
Power-driven handtool manufacturing	117	90	87	74	51	5.0%	73.796%	4	4	4	3	2
Truck trailer manufacturing	97	76	75	65	44	5.0%	73.796%	4	3	3	3	2
Heating equipment (except warm air furnaces) manufacturing	73	57	55	47	33	5.0%	73.796%	3	2	2	2	1

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2009	2010	2011	2012	2013	Tax Rate	General Fund Share	2009	2010	2011	2012	2013
Other general purpose machinery manufacturing	67	52	51	44	30	5.0%	73.796%	2	2	2	2	1
Miscellaneous nonmetallic mineral product manufacturing	60	46	44	39	26	5.0%	73.796%	2	2	2	2	1
Photographic and photocopying equipment manufacturing	58	44	43	36	24	5.0%	73.796%	2	2	2	2	1
Metal tank (heavy gauge) manufacturing	54	41	39	34	23	5.0%	73.796%	2	2	2	1	1
Military armored vehicle, tank, and tank component manufacturing	47	36	35	30	21	5.0%	73.796%	2	1	2	1	1
Cement manufacturing	39	28	26	22	16	5.0%	73.796%	1	1	1	1	1
Pump and pumping equipment manufacturing	36	28	27	23	16	5.0%	73.796%	1	1	1	1	1
Air conditioning, refrigeration, and warm air heating equipment manufacturing	25	19	19	16	11	5.0%	73.796%	1	1	1	1	0
Brick, tile, and other structural clay product manufacturing	22	17	16	14	10	5.0%	73.796%	1	1	1	1	0
Fluid power process machinery manufacturing	18	14	14	12	8	5.0%	73.796%	1	1	1	1	0
Ammunition manufacturing	13	10	11	9	7	5.0%	73.796%	0	0	0	0	0
Ferrous metal foundries	13	10	10	9	6	5.0%	73.796%	0	0	0	0	0
Forestry, forest products, and timber tract production	8	7	7	6	4	5.0%	73.796%	0	0	0	0	0
Electric lamp bulb and part manufacturing	6	5	5	4	3	5.0%	73.796%	0	0	0	0	0
Paperboard Mills	3	3	2	2	1	5.0%	73.796%	0	0	0	0	0
Ground or treated mineral and earth manufacturing	1	1	1	1	1	5.0%	73.796%	0	0	0	0	0