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October 10, 2019

The Honorable Karen Fann, President
Arizona State Senate

The Honorable Russell "Rusty" Bowers, Speaker
Arizona House of Representatives

The Honorable Doug Ducey, Governor
State of Arizona

Milton Dohoney, Jr., Assistant City Manager
City of Phoenix

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

This analysis estimates tax revenues generated for the State of Arizona from regional and national conventions and trade shows held at the Phoenix Convention Center. For the calendar year ended December 31, 2018, HVS estimated that events held at the Convention Center generated \$23.5 million in tax revenues for the State, which is more than the \$23.0 million the State contributed toward the Convention Center's expansion. Also, according to HVS, since its expansion, the Convention Center generated an estimated additional \$195.3 million in State tax revenues, exceeding the \$147.9 million the State distributed to it. Therefore, the City of Phoenix owes no monies back to the State for fiscal year 2020.

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

Sincerely,

Lindsey Perry, CPA, CFE
Auditor General



ECONOMIC AND FISCAL IMPACT ANALYSIS UPDATE

Phoenix Convention Center

PHOENIX, ARIZONA



SUBMITTED TO:

Ms. Lindsey Perry
Auditor General
Office of the Auditor General
State of Arizona
2910 North 44th Street, Suite 410
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PREPARED BY:

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September 20, 2019

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Re: Phoenix Convention Center
Phoenix, AZ

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Dear Ms. Perry:

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 ("HVS") submits the attached Economic and Fiscal Impact Analysis Update of the Phoenix Convention Center.

HVS 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. Please let us know if we can provide any additional services.

Sincerely,
HVS Convention, Sports & Entertainment
Facilities Consulting

Tom Hazinski
Managing Director

Jorge Cotte
Senior Associate



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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 an Economic and Fiscal Impact Analysis of the Phoenix Convention Center (“PCC”) in Phoenix, Arizona.

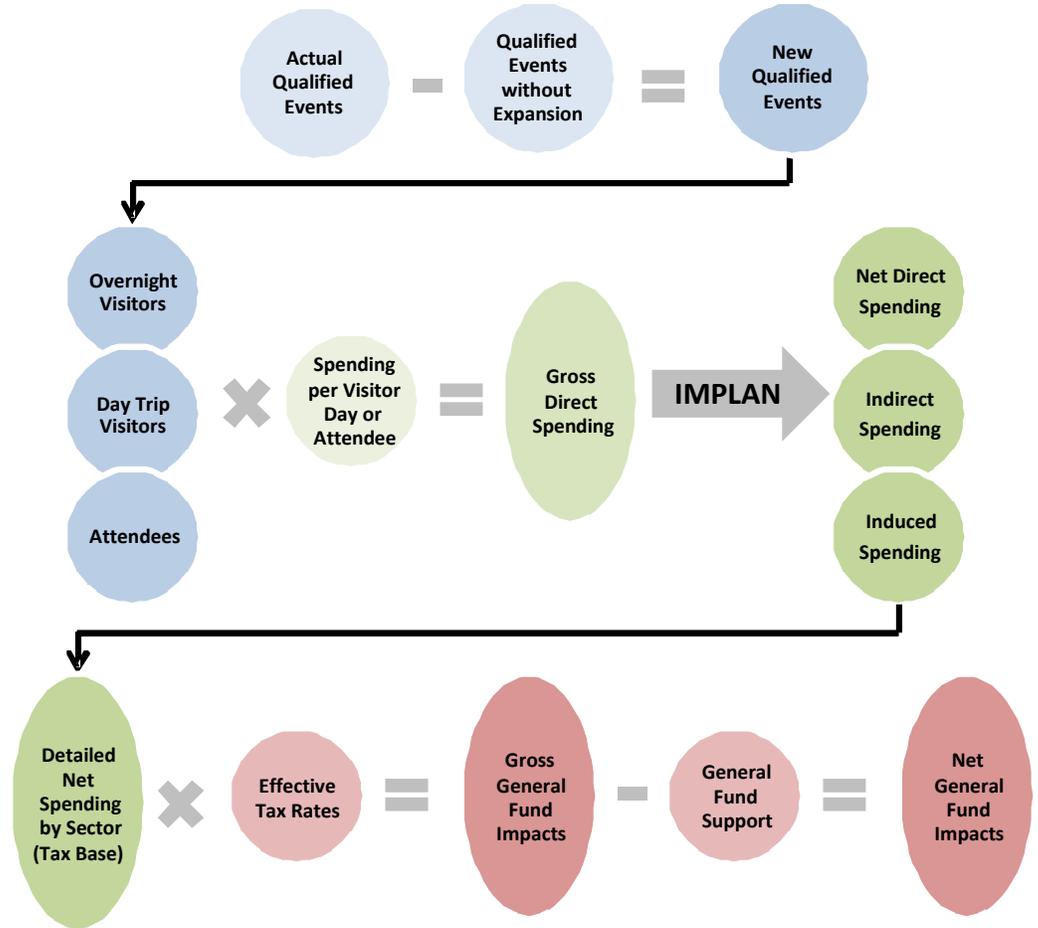
HVS performed this analysis as directed by A.R.S. §9-626(A) and (B). This statute requires an assessment of the value of direct, indirect, and induced economic activity resulting from regional and national conventions and trade shows held at the PCC. These estimates of economic activity provide the basis 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.

In the original Economic and Fiscal Impact Analysis dated August 1, 2014, HVS estimated the impact of the PCC for the period 2009 through 2013. In the Economic and Fiscal Impact Analysis Updates dated June 10, 2015, June 3, 2016, June 7, 2017, and July 2, 2018, HVS estimated the impact of the PCC in 2014, 2015, 2016, and 2017 respectively. This update estimates the 2018 impact of the PCC.

Economic Impact Methodology

To estimate the fiscal impacts of the expansion, HVS followed the methodology outlined in the figure on the following page.

**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 2006 through 2008, the project to expand the PCC was in process, negatively affecting the annual level of Qualified Events. From 2010 through 2013, we applied the actual percent change in demand to the historical averages. For

2014 through 2018, we assumed that the PCC without expansion would remain at the same level of demand as 2013. Without reinvestment, convention facilities in Phoenix would have become functionally obsolete and unable to attract new events. 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 update relied on the most recent available data (2017) 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 makes 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 from 2009 through 2018.

The following figure 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 | Actual | Change |
|-------------------------|------------------|------------------|------------------|
| Qualified Events | | | |
| 2009 | 31 | 69 | 38 |
| 2010 | 27 | 62 | 35 |
| 2011 | 25 | 52 | 27 |
| 2012 | 27 | 61 | 34 |
| 2013 | 19 | 42 | 23 |
| 2014 | 19 | 65 | 46 |
| 2015 | 19 | 65 | 46 |
| 2016 | 19 | 67 | 48 |
| 2017 | 19 | 67 | 48 |
| 2018 | 19 | 77 | 58 |
| Total | 224 | 627 | 403 |
| 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 |
| 2014 | 24,000 | 199,000 | 175,000 |
| 2015 | 24,000 | 248,000 | 224,000 |
| 2016 | 24,000 | 211,000 | 187,000 |
| 2017 | 24,000 | 240,000 | 216,000 |
| 2018 | 24,000 | 295,000 | 271,000 |
| Total | 327,000 | 2,226,000 | 1,899,000 |
| 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 |
| 2014 | 96,000 | 604,000 | 508,000 |
| 2015 | 96,000 | 694,000 | 598,000 |
| 2016 | 96,000 | 647,000 | 551,000 |
| 2017 | 96,000 | 674,000 | 578,000 |
| 2018 | 96,000 | 785,000 | 689,000 |
| Total | 1,316,000 | 6,365,000 | 5,049,000 |

Source: GPCVB and HVS

The difference between the two scenarios provides the basis for estimating the net increase in spending related to Qualified Events. The PCC experienced low attendance in 2013 but saw an over 60% increase in 2014 and a 25% increase in 2015. Attendance decreased by 15% in 2016 but increased by 14% in 2017 and 23% in 2018. HVS defines net attendance as the difference in demand between actual PCC attendance and attendance in the non-expansion scenario.

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 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Direct | \$245.0 | \$188.7 | \$181.7 | \$160.7 | \$117.3 | \$217.6 | \$277.1 | \$251.8 | \$235.4 | \$308.3 |
| Indirect | 74.6 | 58.6 | 56.7 | 49.9 | 36.1 | 65.9 | 82.2 | 89.7 | 90.3 | 117.5 |
| Induced | 96.8 | 75.5 | 73.0 | 63.3 | 46.1 | 74.3 | 121.5 | 145.9 | 119.1 | 144.8 |
| Total | \$416.4 | \$322.8 | \$311.4 | \$273.9 | \$199.5 | \$357.8 | \$480.8 | \$487.4 | \$444.8 | \$570.6 |

Fiscal Impacts

Net direct, induced, and indirect spending serves as the basis for estimating fiscal impacts. HVS identified four applicable taxes in the State of 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 following figure summarizes the estimated increase in General Fund revenues from 2009 to 2018 with construction impacts and fund distributions.

**FIGURE 1-4
ESTIMATED NET GENERAL FUND IMPACT**

| | Impact |
|---|----------------------|
| Annual Qualified Revenue | |
| 2009 | \$17,347,000 |
| 2010 | 14,681,000 |
| 2011 | 15,422,000 |
| 2012 | 13,620,000 |
| 2013 | 9,120,000 |
| 2014 | 14,996,000 |
| 2015 | 20,489,000 |
| 2016 | 20,647,000 |
| 2017 | 18,985,000 * |
| 2018 | 23,543,000 |
| Total Qualified Revenue | \$168,850,000 |
| Construction Impacts | 26,445,000 |
| Sub-total | \$195,295,000 |
| Less Fund Distributions 2009-2018 | (147,886,250) |
| Qualified Revenue Less Distributions | \$47,408,750 |

*Includes \$390,000 of spending by Non-Registered Visitors as described in Appendix F.

Sources: AECOM, State of Arizona, and HVS

Long-term Forecast

The cumulative difference of construction impacts and Qualified Revenue less fund distributions from 2009 to 2018 is approximately \$47.4 million. However, fund distributions will continue through 2044. HVS used historical PCC bookings from 2009 through 2018 and assumed a constant 2.5% inflation rate for the Qualified Revenue per PCC attendee to estimate future Qualified Revenue. The difference between fund distributions and Qualified Revenue provides an outlook for the cumulative difference in future years.

HVS projections of the difference between future fund distributions and Qualified Revenue is shown below.

**FIGURE 1-5
LONGTERM FORECAST**

| Bond Year* | Fund Distributions | Estimated Net Attendance | Qualified Revenue per Attendee** | Qualified Revenue | Cumulative Difference |
|------------|--------------------|--------------------------|----------------------------------|-------------------|-----------------------|
| 2019 | \$23,499,950 | 222,574 | \$92.45 | \$20,578,060 | \$44,486,860 |
| 2020 | 23,997,900 | 222,574 | 94.77 | 21,092,512 | 41,581,472 |
| 2021 | 24,498,450 | 222,574 | 97.14 | 21,619,824 | 38,702,846 |
| 2022 | 24,999,400 | 222,574 | 99.56 | 22,160,320 | 35,863,766 |
| 2023 | 25,498,550 | 222,574 | 102.05 | 22,714,328 | 33,079,545 |
| 2024 | 25,998,700 | 222,574 | 104.60 | 23,282,186 | 30,363,031 |
| 2025 | 26,497,375 | 222,574 | 107.22 | 23,864,241 | 27,729,897 |
| 2026 | 26,997,100 | 222,574 | 109.90 | 24,460,847 | 25,193,644 |
| 2027 | 27,495,125 | 222,574 | 112.65 | 25,072,368 | 22,770,887 |
| 2028 | 27,998,700 | 222,574 | 115.46 | 25,699,177 | 20,471,364 |
| 2029 | 28,499,525 | 222,574 | 118.35 | 26,341,657 | 18,313,496 |
| 2030 | 28,999,575 | 222,574 | 121.31 | 27,000,198 | 16,314,119 |
| 2031 | 29,495,550 | 222,574 | 124.34 | 27,675,203 | 14,493,773 |
| 2032 | 29,999,150 | 222,574 | 127.45 | 28,367,083 | 12,861,706 |
| 2033 | 29,996,250 | 222,574 | 130.64 | 29,076,260 | 11,941,716 |
| 2034 | 29,995,775 | 222,574 | 133.90 | 29,803,167 | 11,749,108 |
| 2035 | 29,999,975 | 222,574 | 137.25 | 30,548,246 | 12,297,379 |
| 2036 | 29,995,825 | 222,574 | 140.68 | 31,311,952 | 13,613,506 |
| 2037 | 29,995,850 | 222,574 | 144.20 | 32,094,751 | 15,712,407 |
| 2038 | 29,996,750 | 222,574 | 147.80 | 32,897,120 | 18,612,777 |
| 2039 | 29,995,225 | 222,574 | 151.50 | 33,719,548 | 22,337,100 |
| 2040 | 29,997,975 | 222,574 | 155.29 | 34,562,536 | 26,901,661 |
| 2041 | 29,996,150 | 222,574 | 159.17 | 35,426,600 | 32,332,111 |
| 2042 | 29,996,175 | 222,574 | 163.15 | 36,312,265 | 38,648,201 |
| 2043 | 29,998,925 | 222,574 | 167.23 | 37,220,071 | 45,869,347 |

*Beginning July 1

**Estimated inflation of 2.5% per year.

HVS estimates that if attendance and Qualified Revenue per Attendee remain consistent, annual Qualified Revenue will exceed annual Fund Distributions beginning in 2035.

Conclusion

Cumulative Qualified Revenues (including construction impacts) as defined by A.R.S. §9-626(A) and (B) exceed Fund Distributions by approximately \$47.0 million. In 2013, Qualified Revenues were less than half of 2013 Fund Distributions due to low levels of events and attendance. But, an increase in



attendance levels that began in 2014 and continued through 2018 indicate a strong recovery. Qualified Revenues slightly exceeded Fund Distributions in 2015 and 2016 but were less than Fund Distributions in 2017 due to an increase in distribution requirement. An increase in events and attendance allowed Qualified Revenues to exceed Fund Distributions in 2018. Assuming long-term moderate levels of event demand and inflationary growth of visitor spending, the PCC should develop 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 2018. Appendix A provides a complete list of Qualified Events. The following figures present the number of events and attendee history at the PCC for the past eight years by calendar year and number of attendees.

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

| Attendance Range | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 0 to 999 | 18 | 12 | 10 | 11 | 10 | 15 | 7 | 12 | 10 | 11 |
| 1000 to 1999 | 16 | 17 | 20 | 18 | 10 | 18 | 20 | 19 | 23 | 29 |
| 2000 to 2999 | 12 | 14 | 9 | 14 | 9 | 10 | 10 | 14 | 14 | 9 |
| 3000 to 3999 | 8 | 4 | 3 | 9 | 6 | 8 | 7 | 5 | 7 | 5 |
| 4000 to 4999 | 3 | 7 | 2 | 5 | 3 | 2 | 6 | 4 | 6 | 6 |
| 5000 to 5999 | 4 | 1 | 1 | 2 | 1 | 1 | 5 | 2 | 2 | 6 |
| 6000 to 6999 | 0 | 2 | 1 | 0 | 1 | 3 | 0 | 6 | 0 | 3 |
| 7000 to 7999 | 2 | 0 | 0 | 0 | 0 | 0 | 4 | 1 | 0 | 3 |
| 8000 to 8999 | 0 | 1 | 0 | 0 | 0 | 3 | 0 | 1 | 1 | 1 |
| 9000 to 9999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| 10000 + | 6 | 4 | 5 | 2 | 2 | 5 | 6 | 3 | 3 | 4 |
| Total | 69 | 62 | 52 | 61 | 42 | 65 | 65 | 67 | 67 | 77 |

Source: GPCVB

**FIGURE 2-3
TOTAL ATTENDANCE AT QUALIFIED EVENTS**

| Attendance Range | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 0 to 999 | 11,498 | 8,527 | 6,879 | 6,720 | 6,771 | 8,770 | 4,350 | 8,030 | 5,541 | 6,955 |
| 1000 to 1999 | 23,287 | 24,581 | 26,094 | 27,074 | 14,155 | 25,998 | 28,100 | 25,793 | 33,052 | 41,899 |
| 2000 to 2999 | 27,485 | 30,647 | 22,084 | 31,468 | 21,238 | 22,794 | 22,800 | 32,293 | 32,478 | 19,710 |
| 3000 to 3999 | 27,906 | 13,716 | 10,162 | 31,463 | 20,286 | 28,239 | 23,200 | 19,170 | 23,918 | 17,295 |
| 4000 to 4999 | 13,000 | 30,491 | 8,821 | 22,298 | 13,628 | 8,400 | 26,128 | 17,210 | 25,857 | 25,620 |
| 5000 to 5999 | 21,384 | 5,733 | 5,000 | 10,400 | 5,254 | 5,000 | 25,700 | 10,608 | 11,144 | 30,756 |
| 6000 to 6999 | - | 12,602 | 6,800 | - | 6,000 | 18,827 | - | 37,000 | - | 19,585 |
| 7000 to 7999 | 15,500 | - | - | - | - | - | 30,000 | 7,100 | - | 21,000 |
| 8000 to 8999 | - | 8,000 | - | - | - | 24,250 | - | 8,752 | 8,000 | 8,500 |
| 9000 to 9999 | - | - | 9,000 | - | - | - | - | - | 9,318 | - |
| 10000 + | 170,414 | 94,678 | 116,094 | 35,250 | 31,000 | 56,245 | 88,000 | 44,550 | 90,262 | 104,153 |
| Total | 310,474 | 228,975 | 210,934 | 164,673 | 118,332 | 198,523 | 248,278 | 210,506 | 239,570 | 295,473 |

Source: GPCVB

From 2017 to 2018, the PCC experienced a 23.3% increase in Qualified Events attendance, making it the highest year of attendance since 2009.

HVS estimated room nights for Qualified Events using attendance, event length, and information reported by delegates. The PCC provided HVS with delegate intercept survey data for 24 Qualified Events. The intercept surveys were conducted from 2008 through 2012. The survey asked the respondents whether they stayed overnight for the event and, if so, how many nights they stayed. On average, approximately 86 percent of attendees stayed overnight for their events.

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 following figure.

**FIGURE 2-4
LENGTH OF STAY AND EVENT LENGTH (DAYS)**

| Qualified Event | Length of Stay Reported by Delegates | Event Length | Average Percent of Event Length Stayed |
|--|--------------------------------------|--------------|--|
| The Gideons International Convention | 5.362 | 7 | 77% |
| General Council of the Assemblies of God | 5.181 | 5 | 104% |
| Annual Meeting of Military Surgeons | 4.717 | 4 | 118% |
| Imaging USA - Annual Conv & Expo | 4.503 | 3 | 150% |
| ACAAI Annual Meeting | 4.392 | 7 | 63% |
| GSA SmartPay Conference | 4.259 | 3 | 142% |
| SAP TechEd | 4.206 | 5 | 84% |
| ACA Annual Winter Conference | 4.199 | 6 | 70% |
| Best Western North American Convention | 4.157 | 3 | 139% |
| National Needlearts Association Convention | 4.099 | 5 | 82% |
| National Conference on Tobacco or Health | 4.020 | 3 | 134% |
| Mary Kay Leadership Conference | 3.929 | 11 | 36% |
| Annual Session of American Gastrointestinal and Endoscopic S | 3.866 | 4 | 97% |
| Annual American Trucking Association Management Conference | 3.856 | 6 | 64% |
| SME Annual Meeting & Exhibits | 3.829 | 5 | 77% |
| American Nurses Magnet Conference | 3.741 | 3 | 125% |
| 2011 Indian Gaming Convention | 3.647 | 3 | 122% |
| Cattle Industry Annual Convention & Trade Show | 3.646 | 3 | 122% |
| U.S. Green Building Annual Conference & Expo | 3.546 | 3 | 118% |
| 2009 Indian Gaming Convention | 3.545 | 2 | 177% |
| Aviation Week MRO Conference & Exhibition | 3.427 | 4 | 86% |
| Electric Utilities Environmental Conference | 3.378 | 4 | 84% |
| Electric Utilities Environmental Conference | 3.376 | 3 | 113% |
| NRA Annual Meetings and Exhibits | 3.310 | 6 | 55% |
| Length of stay as a percent of event length for all events included in survey | | | 101% |

Source: PCC Intercept Survey and GPCVB

The survey results indicate 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.

For events with greater than 10,000 attendees, HVS estimated room nights and overnight visitation separately. These large events include sports tournaments, consumer shows, and a marathon, which are events that attract more drive-in visitation than other Qualified Events. Additionally, attendees to these events typically reflect a shorter length of stay than expected from event length and higher occupancy per room than conventions.

The figure below shows the room night history at the PCC.

FIGURE 2-5
PHOENIX CONVENTION CENTER TOTAL ROOM NIGHTS

| Attendance Range | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 0 to 999 | 39,743 | 29,474 | 23,778 | 23,228 | 23,404 | 30,314 | 15,036 | 27,756 | 19,153 | 26,528 |
| 1000 to 1999 | 80,492 | 84,965 | 90,195 | 93,582 | 48,927 | 89,863 | 97,129 | 89,155 | 114,246 | 147,425 |
| 2000 to 2999 | 95,392 | 103,935 | 76,334 | 108,940 | 73,410 | 78,788 | 78,809 | 111,622 | 112,262 | 87,025 |
| 3000 to 3999 | 98,234 | 53,088 | 35,125 | 108,753 | 70,119 | 97,609 | 80,192 | 66,262 | 82,674 | 60,930 |
| 4000 to 4999 | 42,110 | 106,812 | 30,490 | 77,074 | 47,106 | 29,035 | 90,313 | 59,487 | 89,376 | 88,683 |
| 5000 to 5999 | 76,877 | 19,816 | 13,750 | 35,948 | 18,161 | 17,283 | 88,833 | 36,667 | 38,520 | 97,388 |
| 6000 to 6999 | - | 39,066 | 23,504 | - | 20,739 | 65,076 | - | 127,892 | - | 84,181 |
| 7000 to 7999 | 61,220 | - | - | - | - | - | 103,696 | 24,541 | - | 72,444 |
| 8000 to 8999 | - | 27,652 | - | - | - | 83,821 | - | 30,252 | 27,652 | 36,653 |
| 9000 to 9999 | - | - | 31,109 | - | - | - | - | - | 32,208 | - |
| 10000 + | 331,974 | 178,583 | 276,721 | 75,143 | 66,325 | 111,884 | 140,375 | 73,513 | 157,959 | 83,376 |
| Total | 826,042 | 643,391 | 601,006 | 522,668 | 368,191 | 603,673 | 694,383 | 647,147 | 674,050 | 784,634 |

Source: GPCVB and HVS

**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 following figure. Appendix B lists Qualified Events from 2003 to 2005.

**FIGURE 2-6
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 | 31.1 | 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. For 2014 through 2018, HVS assumed that without expansion, the PCC would hold the same number of events as the year before. Without expansion and reinvestment, the PCC would have become functionally obsolete and unable to attract new events.

See the figure below for the actual percent change in Qualified Event attendance that occurred from 2009 through 2018, followed by the resulting projections for Qualified Events without an expansion.

**FIGURE 2-7
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% |
| 2014 | 65 | 55% | 198,523 | 68% |
| 2015 | 65 | 0% | 248,278 | 25% |
| 2016 | 67 | 3% | 210,506 | -15% |
| 2017 | 67 | 0% | 239,570 | 14% |
| 2018 | 77 | 15% | 295,473 | 23% |

Source: GPCVB

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

**FIGURE 2-8
PROJECTED ATTENDANCE WITHOUT EXPANSION**

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Events | | | | | | | | | | |
| 0 - 999 | 6 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 1000 - 1999 | 12 | 11 | 9 | 11 | 7 | 7 | 7 | 7 | 7 | 7 |
| 2000 - 2999 | 5 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 |
| 3000 - 3999 | 5 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 |
| 4000 - 4999 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| 5000 - 5999 | 2 | 2 | 2 | 2 | 1 | 1 | 1 | 1 | 1 | 1 |
| Total | 31 | 27 | 25 | 27 | 19 | 19 | 19 | 19 | 19 | 19 |
| Average Attendance | | | | | | | | | | |
| 0 - 999 | 667 | 600 | 600 | 377 | 548 | 548 | 548 | 548 | 548 | 548 |
| 1000 - 1999 | 1,417 | 1,182 | 1,333 | 848 | 821 | 821 | 821 | 821 | 821 | 821 |
| 2000 - 2999 | 2,200 | 2,000 | 1,750 | 1,357 | 1,314 | 1,314 | 1,314 | 1,314 | 1,314 | 1,314 |
| 3000 - 3999 | 3,200 | 3,000 | 2,750 | 1,810 | 1,971 | 1,971 | 1,971 | 1,971 | 1,971 | 1,971 |
| 4000 - 4999 | 4,000 | 3,000 | 3,000 | 2,262 | 3,286 | 3,286 | 3,286 | 3,286 | 3,286 | 3,286 |
| 5000 - 5999 | 5,000 | 3,500 | 3,500 | 2,828 | 3,286 | 3,286 | 3,286 | 3,286 | 3,286 | 3,286 |
| Total Attendance (rounded to the nearest 1000) | | | | | | | | | | |
| 0 - 999 | 4,000 | 3,000 | 3,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| 1000 - 1999 | 17,000 | 13,000 | 12,000 | 9,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 |
| 2000 - 2999 | 11,000 | 8,000 | 7,000 | 6,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| 3000 - 3999 | 16,000 | 12,000 | 11,000 | 8,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 |
| 4000 - 4999 | 4,000 | 3,000 | 3,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| 5000 - 5999 | 10,000 | 7,000 | 7,000 | 5,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| Total | 62,000 | 46,000 | 43,000 | 32,000 | 24,000 | 24,000 | 24,000 | 24,000 | 24,000 | 24,000 |

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 2018.

To estimate room nights in the non-expansion scenario, HVS used delegate intercept survey data described on Page 2-3 of this report. HVS used average event length to estimate the annual room nights for the non-expansion scenario. The 2003 to 2005 event data did not provide sufficient data to estimate event length. 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.

With our assumptions and Qualified Event and attendance forecasts, the following figure shows room night projections for Qualified Events.

FIGURE 2-9
PROJECTED ROOM NIGHTS WITHOUT EXPANSION

| Event Size | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-------------|---------|---------|---------|---------|--------|--------|--------|--------|--------|--------|
| 0 - 999 | 16,000 | 12,000 | 11,000 | 8,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 |
| 1000 - 1999 | 64,000 | 47,000 | 43,000 | 34,000 | 24,000 | 24,000 | 24,000 | 24,000 | 24,000 | 24,000 |
| 2000 - 2999 | 42,000 | 31,000 | 29,000 | 22,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 |
| 3000 - 3999 | 68,000 | 50,000 | 46,000 | 36,000 | 26,000 | 26,000 | 26,000 | 26,000 | 26,000 | 26,000 |
| 4000 - 4999 | 18,000 | 13,000 | 12,000 | 9,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 |
| 5000 - 5999 | 44,000 | 32,000 | 30,000 | 23,000 | 17,000 | 17,000 | 17,000 | 17,000 | 17,000 | 17,000 |
| Total | 252,000 | 185,000 | 171,000 | 132,000 | 96,000 | 96,000 | 96,000 | 96,000 | 96,000 | 96,000 |

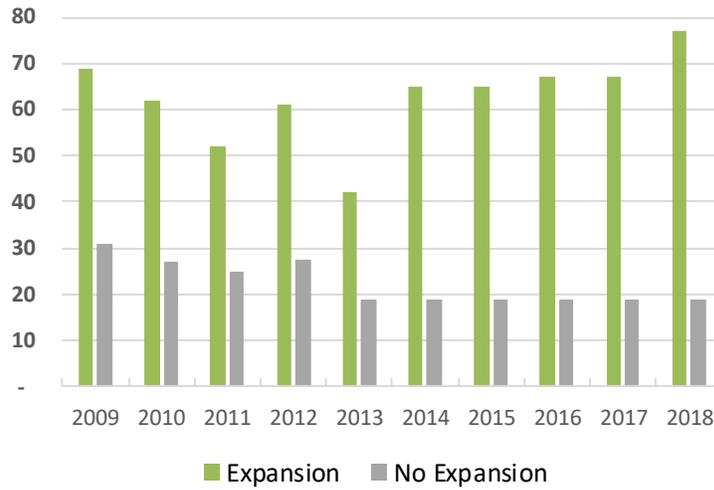
The following figure shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

**FIGURE 2-10
PROJECTED DIFFERENCE IN DEMAND**

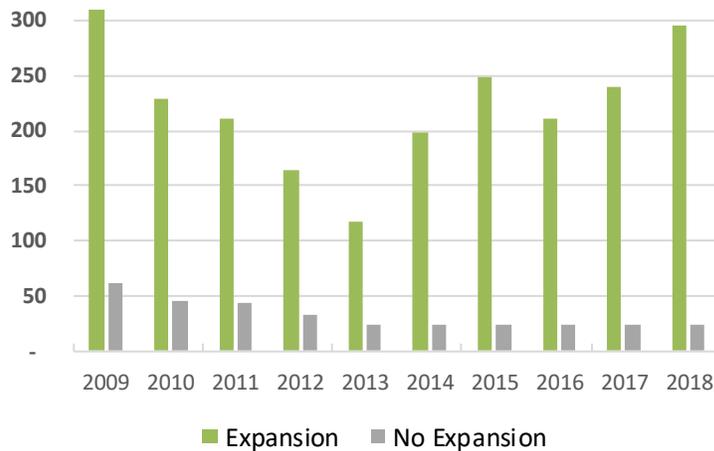
| | No Expansion | Actual | Change |
|-------------------------|------------------|------------------|------------------|
| Qualified Events | | | |
| 2009 | 31 | 69 | 38 |
| 2010 | 27 | 62 | 35 |
| 2011 | 25 | 52 | 27 |
| 2012 | 27 | 61 | 34 |
| 2013 | 19 | 42 | 23 |
| 2014 | 19 | 65 | 46 |
| 2015 | 19 | 65 | 46 |
| 2016 | 19 | 67 | 48 |
| 2017 | 19 | 67 | 48 |
| 2018 | 0 | 77 | 77 |
| Total | 205 | 627 | 422 |
| 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 |
| 2014 | 24,000 | 199,000 | 175,000 |
| 2015 | 24,000 | 248,000 | 224,000 |
| 2016 | 24,000 | 211,000 | 187,000 |
| 2017 | 24,000 | 240,000 | 216,000 |
| 2018 | 24,000 | 295,000 | 271,000 |
| Total | 327,000 | 2,226,000 | 1,899,000 |
| 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 |
| 2014 | 96,000 | 604,000 | 508,000 |
| 2015 | 96,000 | 694,000 | 598,000 |
| 2016 | 96,000 | 647,000 | 551,000 |
| 2017 | 96,000 | 674,000 | 578,000 |
| 2018 | 96,000 | 785,000 | 689,000 |
| Total | 1,316,000 | 6,365,000 | 5,049,000 |

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 2-11
NUMBER OF QUALIFIED EVENTS**



ATTENDANCE AT QUALIFIED EVENTS (THOUSANDS)



The difference between the actual attendance and room nights generated by Qualified Events and the expected attendance and room nights in the non-expansion scenario provide the foundation for impact estimates.

3. Spending Estimates

Direct, Indirect, and Induced Spending

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

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 makes 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 along with the personal spending of individual guests. Overnight delegate spending also includes spending from non-registered visitors, as described in Appendix F.
- **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. Event Organizer spending is estimated on a per attendee day basis.
- **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. Event Organizer spending is estimated on a per attendee day basis.

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 following figure for a ten-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 |
| 2014 | 146.95 |
| 2015 | 159.71 |
| 2016 | 162.76 |
| 2017 | 161.49 |
| 2018 | 166.38 |

Source: STR

STR data has certain limitations. Not every property reports data in a consistent and timely manner. STR estimates the average daily room rate 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.

HVS primarily relied on Longwoods International's 2017 Phoenix Visitor Profile Research for overnight and day-trip visitor spending. HVS relied on its own hotel revenue database to determine additional overnight visitor spending that Longwoods International does not include in its travel surveys. For 2018 spending, HVS also adjusted overnight visitor spending to include 0.15 Non-Registered Visitors per attendee, as described in Appendix F. For exhibitor and organizer spending, we used a 2004 national survey of convention spending conducted by the Destinations International ("DI").

HVS adjusted all Longwoods and DI spending parameters for inflation using the Consumer Price Index as published by the US Bureau of Labor Statistics. Since DI data reflects national spending, we adjusted DI parameters for 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.

The inclusion of Longwoods International data and HVS's local market data represents a major change in methodology from our studies prior to 2017. The significant changes to the overnight and day-trip visitor spending inputs materially change the calculation of Qualified Revenue. Although spending estimates for overnight and day-trip visitors may vary from pre-2017 estimates, it more accurately reflects current spending levels.

The following figures show the adjusted and appropriately inflated daily spending parameters for 2009 through 2018.

**FIGURE 3-2
OVERNIGHT VISITOR DAILY SPENDING**

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017* | 2018* |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Inflation Index | 1.134 | 1.152 | 1.189 | 1.214 | 1.229 | 1.253 | 1.255 | 1.271 | - | 1.024 |
| Hotel Room Rental | \$144.89 | \$140.18 | \$140.06 | \$145.42 | \$143.83 | \$146.95 | \$159.71 | \$162.76 | \$161.49 | \$166.38 |
| Restaurants | 59.85 | 60.81 | 62.76 | 64.07 | 64.84 | 66.14 | 66.23 | 56.88 | 27.61 | 32.46 |
| Other Hotel Spending | 39.46 | 40.09 | 41.37 | 42.24 | 42.75 | 43.61 | 43.66 | 47.64 | 81.43 | 83.89 |
| General Retail | 25.32 | 25.72 | 26.55 | 27.11 | 27.43 | 27.98 | 28.02 | 28.44 | 15.63 | 17.70 |
| Golf, Skiing and Gaming | 18.38 | 18.68 | 19.27 | 19.68 | 19.91 | 20.31 | 20.34 | 20.65 | 0.00 | 0.00 |
| Cultural Recreation | 8.73 | 8.87 | 9.15 | 9.34 | 9.45 | 9.64 | 9.66 | 9.80 | 0.00 | 0.00 |
| Transportation | 7.72 | 7.84 | 8.09 | 8.26 | 8.36 | 8.53 | 8.54 | 8.67 | 7.29 | 7.67 |
| Auto Rental and Leasing | 7.71 | 7.83 | 8.09 | 8.25 | 8.35 | 8.52 | 8.53 | 9.52 | 7.29 | 7.67 |
| Sightseeing | 4.09 | 4.16 | 4.29 | 4.38 | 4.43 | 4.52 | 4.53 | 4.60 | 0.00 | 0.00 |
| Performing Arts Companies | 3.44 | 3.49 | 3.60 | 3.68 | 3.72 | 3.80 | 3.80 | 3.86 | 0.00 | 0.00 |
| Spectator Sports Companies | 1.84 | 1.87 | 1.93 | 1.97 | 2.00 | 2.04 | 2.04 | 2.07 | 0.00 | 0.00 |
| Retail - Gas Stations | 1.69 | 1.72 | 1.78 | 1.81 | 1.83 | 1.87 | 1.87 | 1.90 | 0.00 | 0.00 |
| Public Transit | 1.49 | 1.52 | 1.57 | 1.60 | 1.62 | 1.65 | 1.65 | 1.68 | 0.00 | 0.00 |
| Film Entertainment | 1.14 | 1.16 | 1.20 | 1.22 | 1.24 | 1.26 | 1.26 | 1.28 | 0.00 | 0.00 |
| Telecommunication | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Other Amusement & Recreation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 12.50 | 14.75 |
| Total | \$325.75 | \$323.94 | \$329.71 | \$339.03 | \$339.76 | \$346.82 | \$359.84 | \$359.75 | \$313.24 | \$330.52 |

*Spending data source change from DI to Longwoods International shows decrease in overall spending but reflects most up-to-date spending estimates.

Sources: CTI, DI, Longwoods International, STR, and HVS

For events with 10,000 or more attendees, HVS used Hotel Room Rental and Other Hotel Spending of \$73.95 and \$37.28, respectively, to account for multiple attendee room occupancy.

**FIGURE 3-3
DAY-TRIP VISITOR DAILY SPENDING**

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017* | 2018* |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|
| Inflation Index | 1.134 | 1.152 | 1.189 | 1.214 | 1.229 | 1.253 | 1.255 | 1.271 | - | 1.024 |
| Restaurants | \$59.85 | \$60.81 | \$62.76 | \$64.07 | \$64.84 | \$66.14 | \$66.23 | \$56.88 | \$27.61 | \$28.23 |
| General Retail | 25.32 | 25.72 | 26.55 | 27.11 | 27.43 | 27.98 | 28.02 | 28.44 | 15.63 | 15.40 |
| Golf, Skiing and Gaming | 18.38 | 18.68 | 19.27 | 19.68 | 19.91 | 20.31 | 20.34 | 20.65 | 0.00 | 0.00 |
| Cultural Recreation | 8.73 | 8.87 | 9.15 | 9.34 | 9.45 | 9.64 | 9.66 | 9.80 | 0.00 | 0.00 |
| Sightseeing | 4.09 | 4.16 | 4.29 | 4.38 | 4.43 | 4.52 | 4.53 | 4.60 | 0.00 | 0.00 |
| Performing Arts Companies | 3.44 | 3.49 | 3.60 | 3.68 | 3.72 | 3.80 | 3.80 | 3.86 | 0.00 | 0.00 |
| Spectator Sports Companies | 1.84 | 1.87 | 1.93 | 1.97 | 2.00 | 2.04 | 2.04 | 2.07 | 0.00 | 0.00 |
| Retail - Gas Stations | 1.69 | 1.72 | 1.78 | 1.81 | 1.83 | 1.87 | 1.87 | 1.90 | 0.00 | 0.00 |
| Public Transit | 1.49 | 1.52 | 1.57 | 1.60 | 1.62 | 1.65 | 1.65 | 1.68 | 0.00 | 0.00 |
| Film Entertainment | 1.14 | 1.16 | 1.20 | 1.22 | 1.24 | 1.26 | 1.26 | 1.28 | 0.00 | 0.00 |
| Transportation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7.29 | 6.67 |
| Auto Rental and Leasing | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7.29 | 6.67 |
| Other Amusement & Recreation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 12.50 | 12.83 |
| Total | \$125.97 | \$128.00 | \$132.10 | \$134.86 | \$136.47 | \$139.21 | \$139.40 | \$131.16 | \$70.32 | \$69.80 |

*Spending data source change from DI to Longwoods International shows decrease in overall spending but reflects most up-to-date spending estimates.

Sources: CTI, DI, Longwoods International, STR, and HVS

FIGURE 3-4
EXHIBITOR DAILY SPENDING PER EVENT ATTENDEE

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Inflation Index | 1.134 | 1.152 | 1.189 | 1.214 | 1.229 | 1.253 | 1.255 | 1.271 | 1.298 | 1.329 |
| Lodging Costs | \$7.51 | \$7.26 | \$7.26 | \$7.53 | \$7.45 | \$7.61 | \$8.28 | \$8.43 | \$8.37 | \$8.62 |
| Other Hotel Spending | 3.64 | 3.70 | 3.82 | 3.90 | 3.94 | 4.02 | 4.03 | 4.39 | 4.49 | 4.36 |
| Advertising & Related Services | 2.92 | 2.97 | 3.06 | 3.13 | 3.17 | 3.23 | 3.23 | 3.28 | 3.35 | 3.43 |
| Other Amusement & Recreation | 2.88 | 2.92 | 3.02 | 3.08 | 3.12 | 3.18 | 3.18 | 3.23 | 3.30 | 3.38 |
| Auto Rental and Leasing | 2.39 | 2.42 | 2.50 | 2.55 | 2.59 | 2.64 | 2.64 | 2.95 | 3.01 | 3.02 |
| Machinery & Equipment | 1.60 | 1.62 | 1.68 | 1.71 | 1.73 | 1.77 | 1.77 | 1.79 | 1.83 | 1.88 |
| General Retail | 1.25 | 1.27 | 1.31 | 1.34 | 1.35 | 1.38 | 1.38 | 1.40 | 1.43 | 1.47 |
| Transportation | 0.93 | 0.95 | 0.98 | 1.00 | 1.01 | 1.03 | 1.03 | 1.04 | 1.07 | 1.09 |
| Retail - Gas Stations | 0.44 | 0.44 | 0.46 | 0.47 | 0.47 | 0.48 | 0.48 | 0.49 | 0.50 | 0.51 |
| Public Transit | 0.14 | 0.14 | 0.15 | 0.15 | 0.15 | 0.16 | 0.16 | 0.16 | 0.16 | 0.17 |
| Total | \$23.70 | \$23.69 | \$24.24 | \$24.86 | \$24.98 | \$25.50 | \$26.18 | \$27.16 | \$27.51 | \$27.93 |

Sources: CTI, DI, STR, and HVS

FIGURE 3-5
EVENT ORGANIZER SPENDING PER EVENT ATTENDEE

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Inflation Index | 1.134 | 1.152 | 1.189 | 1.214 | 1.229 | 1.253 | 1.255 | 1.271 | 1.298 | 1.329 |
| Other Hotel Spending | \$1.34 | \$1.37 | \$1.41 | \$1.44 | \$1.46 | \$1.49 | \$1.49 | \$1.40 | \$1.57 | \$1.70 |
| General Retail | 1.13 | 1.15 | 1.19 | 1.21 | 1.23 | 1.25 | 1.25 | 1.27 | 1.26 | 1.29 |
| Hotel Room Rate | 1.10 | 1.12 | 1.15 | 1.18 | 1.19 | 1.22 | 1.22 | 1.15 | 1.29 | 1.32 |
| Advertising & Related Services | 0.88 | 0.89 | 0.92 | 0.94 | 0.95 | 0.97 | 0.97 | 0.99 | 0.98 | 1.00 |
| Transportation | 0.17 | 0.17 | 0.18 | 0.18 | 0.18 | 0.19 | 0.19 | 0.19 | 0.19 | 0.19 |
| Auto Rental and Leasing | 0.04 | 0.04 | 0.04 | 0.04 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| Public Transit | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |
| Restaurants | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| Total | \$4.73 | \$4.81 | \$4.96 | \$5.06 | \$5.13 | \$5.24 | \$5.24 | \$5.12 | \$5.41 | \$5.62 |

Sources: CTI, DI, 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 2018 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, theater 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 2018.

FIGURE 3-6
SPENDING AT THE PCC RELATED TO QUALIFIED EVENTS (\$ THOUSANDS)

| Spending Category | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Food & Beverage | \$12,152 | \$8,301 | \$8,600 | \$9,793 | \$8,073 | \$16,614 | \$19,258 | \$23,669 | \$16,408 | \$18,171 |
| Facility Rental | 2,829 | 2,737 | 2,547 | 3,169 | 2,361 | 2,580 | 3,298 | 2,969 | 3,249 | 3,115 |
| Utilities | 3,342 | 2,436 | 1,828 | 2,525 | 2,151 | 3,364 | 4,365 | 4,712 | 3,670 | 4,425 |
| Audio Visual | 1,474 | 1,485 | 1,499 | 1,560 | 979 | 2,053 | 2,259 | 2,220 | 1,766 | 2,404 |
| Services | 422 | 569 | 539 | 643 | 464 | 674 | 1,617 | 993 | 1,039 | 1,069 |
| Equipment | 110 | 41 | 53 | 76 | 52 | 51 | 73 | 78 | 82 | 66 |
| Ticket Tax/Fees | 87 | 132 | 22 | 26 | 25 | 28 | 20 | 22 | 17 | 73 |
| Parking | 68 | 6 | 125 | 13 | 15 | 43 | 211 | 47 | 44 | 51 |
| Total | \$20,484 | \$15,707 | \$15,213 | \$17,805 | \$14,120 | \$25,407 | \$31,101 | \$34,710 | \$26,275 | \$29,374 |

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 (\$ THOUSANDS)

| Spending Category | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Food & Beverage | \$2,441 | \$1,668 | \$1,728 | \$1,967 | \$1,622 | \$1,990 | \$1,844 | \$2,673 | \$1,628 | \$1,462 |
| Facility Rental | 568 | 550 | 512 | 637 | 474 | 309 | 316 | 335 | 322 | 251 |
| Utilities | 671 | 489 | 367 | 507 | 432 | 403 | 418 | 532 | 364 | 356 |
| Audio Visual | 296 | 298 | 301 | 313 | 197 | 246 | 216 | 251 | 175 | 193 |
| Services | 85 | 114 | 108 | 129 | 93 | 81 | 155 | 112 | 103 | 86 |
| Equipment | 22 | 8 | 11 | 15 | 10 | 6 | 7 | 9 | 8 | 5 |
| Ticket Tax/Fees | 17 | 26 | 4 | 5 | 5 | 3 | 2 | 2 | 2 | 6 |
| Parking | 14 | 1 | 25 | 3 | 3 | 5 | 20 | 5 | 4 | 4 |
| Total | \$4,114 | \$3,154 | \$3,056 | \$3,576 | \$2,836 | \$3,043 | \$2,978 | \$3,919 | \$2,606 | \$2,363 |

Sources: HVS and PCC

While the number of attendees in the non-expansion scenario remained the same from 2017 to 2018, the venue spending per attendee decreased due to a change in the source of the spending, which explains the significant decrease in venue spending from 2017 to 2018 in the above figure.

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 following figure.

FIGURE 3-8
PROJECTED NET SPENDING AT THE PCC FOR QUALIFIED EVENTS (\$ THOUSANDS)

| Spending Category | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Food & Beverage | \$9,711 | \$6,633 | \$6,873 | \$7,825 | \$6,451 | \$14,624 | \$17,414 | \$20,996 | \$14,780 | \$16,709 |
| Facility Rental | 2,260 | 2,187 | 2,035 | 2,533 | 1,886 | 2,271 | 2,982 | 2,634 | 2,926 | 2,864 |
| Utilities | 2,671 | 1,947 | 1,461 | 2,017 | 1,719 | 2,961 | 3,947 | 4,180 | 3,306 | 4,069 |
| Audio Visual | 1,177 | 1,187 | 1,198 | 1,247 | 783 | 1,807 | 2,043 | 1,969 | 1,591 | 2,211 |
| Services | 337 | 455 | 430 | 514 | 371 | 593 | 1,462 | 881 | 936 | 983 |
| Equipment | 88 | 33 | 42 | 60 | 41 | 45 | 66 | 69 | 73 | 60 |
| Ticket Tax/Fees | 69 | 105 | 18 | 21 | 20 | 25 | 18 | 20 | 16 | 67 |
| Parking | 54 | 5 | 100 | 10 | 12 | 38 | 191 | 42 | 39 | 47 |
| Total | \$16,367 | \$12,552 | \$12,157 | \$14,227 | \$11,283 | \$22,364 | \$28,123 | \$30,791 | \$23,667 | \$27,010 |

Sources: HVS and PCC

Refer to Appendix D for a complete listing of all PCC revenues in 2018.

Attendance Estimates

HVS applied the sources of spending impacts and spending parameters described in Figures 3-2 through 3-8 to estimate gross direct spending for 2018. For overnight visitors, day-trip visitors, exhibitors, and organizers, HVS multiplied the spending by the number of delegate days.

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. For 2018, HVS used the actual event lengths of Qualified Events for events with fewer than 10,000 attendees. For events with 10,000 or more attendees, HVS estimated attendee length of stay based on event schedule and typical behavior of attendees to consumer shows and sports tournaments.

The figure below shows the attendance and event lengths for Qualified Events.

FIGURE 3-9
TOTAL ATTENDANCE AND AVERAGE EVENT LENGTH BY YEAR

| Attendance Range | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-----------------------------|---------|--------|--------|--------|--------|--------|--------|---------|
| Attendance | | | | | | | | |
| 0 - 999 | 4,000 | 5,000 | 5,000 | 7,000 | 2,000 | 6,000 | 4,000 | 5,000 |
| 1000 - 1999 | 13,000 | 18,000 | 8,000 | 20,000 | 23,000 | 19,000 | 25,000 | 35,000 |
| 2000 - 2999 | 14,000 | 26,000 | 17,000 | 19,000 | 19,000 | 28,000 | 26,000 | 16,000 |
| 3000 - 3999 | 0 | 23,000 | 14,000 | 22,000 | 17,000 | 14,000 | 17,000 | 11,000 |
| 4000 - 4999 | 5,000 | 20,000 | 12,000 | 6,000 | 25,000 | 15,000 | 23,000 | 24,000 |
| 5000 - 5999 | 0 | 5,000 | 1,000 | 2,000 | 22,000 | 7,000 | 7,000 | 27,000 |
| 6000 - 6999 | 7,000 | 0 | 6,000 | 18,000 | 0 | 32,000 | 0 | 20,000 |
| 7000 - 7999 | 0 | 0 | 0 | 0 | 31,000 | 10,000 | 0 | 21,000 |
| 8000 - 8999 | 0 | 0 | 0 | 24,000 | 0 | 8,000 | 8,000 | 9,000 |
| 9000 - 9999 | 9,000 | 0 | 0 | 0 | 0 | 0 | 9,000 | 0 |
| 10000+ | 116,000 | 35,000 | 31,000 | 56,000 | 88,000 | 46,000 | 89,000 | 104,000 |
| Average Event Length | | | | | | | | |
| 0 - 999 | 3.9 | 3.9 | 3.9 | 3.3 | 5.0 | 3.9 | 4.0 | 4.3 |
| 1000 - 1999 | 3.7 | 3.7 | 3.7 | 3.8 | 3.9 | 4.0 | 4.0 | 4.1 |
| 2000 - 2999 | 3.8 | 3.8 | 3.8 | 4.2 | 3.9 | 4.1 | 4.2 | 5.1 |
| 3000 - 3999 | 4.3 | 4.3 | 4.3 | 3.4 | 4.3 | 4.3 | 4.3 | 4.0 |
| 4000 - 4999 | 4.1 | 4.1 | 4.1 | 4.0 | 4.0 | 4.2 | 4.2 | 4.0 |
| 5000 - 5999 | 4.3 | 4.3 | 4.3 | 10.0 | 4.6 | 4.6 | 4.4 | 3.7 |
| 6000 - 6999 | 3.8 | 3.8 | 3.8 | 5.3 | 4.4 | 4.4 | 4.5 | 5.0 |
| 7000 - 7999 | 7.0 | 7.0 | 7.0 | 0.0 | 5.5 | 5.1 | 4.8 | 4.0 |
| 8000 - 8999 | 3.0 | 3.0 | 3.0 | 3.7 | 3.5 | 3.7 | 3.7 | 5.0 |
| 9000 - 9999 | 4.0 | 4.0 | 4.0 | 0.0 | 4.0 | 4.0 | 4.0 | 0.0 |
| 10000+ | 4.7 | 4.7 | 4.7 | 4.4 | 4.5 | 4.8 | 4.9 | 5.8 |

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

**FIGURE 3-10
TOTAL ATTENDEE DAYS**

| Attendance Range | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|------------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|------------------|
| 0 - 999 | 14,000 | 18,000 | 20,000 | 25,000 | 12,000 | 22,000 | 16,000 | 24,000 |
| 1000 - 1999 | 50,000 | 68,000 | 29,000 | 73,000 | 91,000 | 74,000 | 100,000 | 143,000 |
| 2000 - 2999 | 55,000 | 99,000 | 66,000 | 71,000 | 77,000 | 112,000 | 109,000 | 83,000 |
| 3000 - 3999 | 0 | 98,000 | 61,000 | 92,000 | 75,000 | 58,000 | 73,000 | 41,000 |
| 4000 - 4999 | 21,000 | 81,000 | 48,000 | 22,000 | 102,000 | 64,000 | 97,000 | 95,000 |
| 5000 - 5999 | 0 | 22,000 | 6,000 | 7,000 | 103,000 | 30,000 | 31,000 | 94,000 |
| 6000 - 6999 | 26,000 | 0 | 23,000 | 66,000 | 0 | 139,000 | 0 | 98,000 |
| 7000 - 7999 | 0 | 0 | 0 | 0 | 173,000 | 50,000 | 0 | 84,000 |
| 8000 - 8999 | 0 | 0 | 0 | 71,000 | 0 | 28,000 | 30,000 | 43,000 |
| 9000 - 9999 | 36,000 | 0 | 0 | 0 | 0 | 0 | 36,000 | 0 |
| 10000+ | 543,000 | 165,000 | 145,000 | 260,000 | 395,000 | 219,000 | 433,000 | 376,000 |
| Total | 745,000 | 551,000 | 398,000 | 687,000 | 1,028,000 | 796,000 | 925,000 | 1,080,000 |

HVS estimated the number of net overnight delegate days by using the difference in room nights between the expanded PCC and non-expansion scenario projections (see Figure 2-11). For events with 10,000 or more attendees, HVS estimated that on average half of the attendees stayed overnight and half were day trip visitors. For lodgers attending these large events, HVS assumed an average occupancy of 2.25 visitors per room.

Based on these estimates, HVS calculated the number of overnight visits as follows:

$$\text{Attendance} \times \text{Event length} \times \% \text{ Lodgers} = \text{Overnight visits}$$

For events with fewer than 10,000 attendees, HVS estimated the percentage of non-lodgers based on the results of the intercept survey data (see Figure 2-8). HVS estimated that, on average, 14 percent of attendees did not stay overnight. Additionally, based on the results of the intercept survey, HVS assumed that all delegates attended the event for the full event length.

Based on these estimates, HVS calculated the number of day-trip visitors as follows:

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

See the following figure for estimated Gross Direct Spending from 2014 to 2018.

FIGURE 3-11
GROSS DIRECT SPENDING

| Year | Spending Parameter | x # Attendee Days = | Total Spending |
|--|--------------------|---------------------|----------------|
| Overnight Visitor Spending | | | |
| 2014 | \$346.82 | 508,000 | 176,185,000 |
| 2015 | \$359.84 | 599,000 | 215,544,000 |
| 2016 | \$359.75 | 551,000 | 198,222,000 |
| 2017 | \$313.24 | 578,000 | 181,053,000 |
| 2018* | \$330.52 | 793,000 | 236,119,000 |
| Day-trip Visitor Spending | | | |
| 2014 | \$139.21 | 160,000 | 22,274,000 |
| 2015 | \$139.40 | 215,000 | 29,971,000 |
| 2016 | \$131.16 | 152,000 | 19,936,000 |
| 2017 | \$70.32 | 227,000 | 15,963,000 |
| 2018 | \$69.80 | 286,000 | 19,963,000 |
| Exhibitor Spending | | | |
| 2014 | \$25.50 | 707,000 | 18,029,000 |
| 2015 | \$26.18 | 1,053,000 | 27,568,000 |
| 2016 | \$27.16 | 778,000 | 21,130,000 |
| 2017 | \$26.90 | 914,000 | 24,587,000 |
| 2018 | \$27.93 | 1,080,000 | 30,164,000 |
| Organizer Spending | | | |
| 2014 | \$5.24 | 707,000 | 3,705,000 |
| 2015 | \$5.24 | 1,053,000 | 5,518,000 |
| 2016 | \$5.12 | 778,000 | 3,983,000 |
| 2017 | \$5.41 | 914,000 | 4,945,000 |
| 2018 | \$5.62 | 1,080,000 | 6,070,000 |
| Annual Venue Spending at Qualified Events | | | |
| | 2014 | 22,364,000 | |
| | 2015 | 28,123,000 | |
| | 2016 | 30,791,000 | |
| | 2017 | 23,667,000 | |
| | 2018 | 27,010,000 | |

*Total spending includes adjustment for hotel room occupancy for events with 10,000 or more attendees.

Sources: Longwoods, DI (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 entered 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 shown in Figures 3-2, 3-3, 3-4, 3-5, and 3-8 into sectors that best reflect the industries that absorb visitor and facility spending. These spending categories serve as inputs for the IMPLAN model. The following figure shows the gross spending estimates as inputs for IMPLAN allocated by sector.

FIGURE 3-12
GROSS DIRECT SPENDING BY IMPLAN SECTOR (2018)*

| Sector | Spending (\$ Thousands) |
|--|----------------------------|
| Hotels and motels, including casino hotels | 133,576 |
| Food services and drinking places | 74,401 |
| Retail Stores - General Merchandise | 27,895 |
| Amusement parks, arcades, and gambling industries | 16,452 |
| Automotive Equipment Rental and leasing | 11,499 |
| Advertising and Related Services | 8,759 |
| Transit and ground passenger transportation | 8,250 |
| Museums, Historical Sites, Zoos, and Parks | 7,810 |
| Other amusement and recreation industries | 6,922 |
| Real estate establishments | 5,135 |
| Commercial/industrial machinery and equipment rental | 3,843 |
| Scenic and sightseeing transportation | 3,662 |
| Performing Arts Companies | 3,076 |
| Retail Stores - Gasoline Stations | 2,577 |
| State and local government passenger transit | 1,749 |
| Spectator Sports Companies | 1,651 |
| Motion picture and video industries | 1,021 |
| Other support services | 983 |
| Other personal services | 47 |
| Total | \$319,308 |

*Numbers may not match total spending in Figure 3-11 due to rounding.

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 (\$ THOUSANDS)

| Year | Net Direct | Indirect | Induced | Total |
|------|------------|-----------|-----------|-----------|
| 2009 | \$245,009 | \$74,626 | \$96,811 | \$416,446 |
| 2010 | \$188,729 | \$58,561 | \$75,453 | \$322,743 |
| 2011 | \$181,689 | \$56,664 | \$72,982 | \$311,335 |
| 2012 | \$160,708 | \$49,893 | \$63,328 | \$273,929 |
| 2013 | \$117,315 | \$36,146 | \$46,127 | \$199,588 |
| 2014 | \$217,597 | \$65,891 | \$74,335 | \$357,823 |
| 2015 | \$277,104 | \$82,182 | \$121,454 | \$480,740 |
| 2016 | \$251,837 | \$89,704 | \$145,939 | \$487,480 |
| 2017 | \$235,379 | \$90,287 | \$119,112 | \$444,778 |
| 2018 | \$308,330 | \$117,487 | \$144,812 | \$570,629 |

Total spending increased by 28.3% from 2017 to 2018. For detailed output broken down by year and IMPLAN industry sector, please refer to Appendix E. This increase occurred due to increases in attendance to Qualified Events and an updated methodology that used actual event length, rather than long-term averages, to estimate attendee length of stay.

Other Considerations

While 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 are difficult to obtain. The analysis relies on attendance and room nights 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). Consequently, comprehensive historical data on the net number of room nights are not available. HVS used the results of the delegate intercept survey conducted from 2008 through 2012 to estimate the overnight visitation for Qualified Events and industry knowledge to estimate the length of stay and visitation for certain large events.

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 results from Qualified Events (“Qualified Revenue”). The figure below lists sources that benefit the General Fund as a result of the expanded PCC.

FIGURE 4-1
SOURCES OF REVENUE FOR THE GENERAL FUND

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

In this study, we estimated only the portion of taxes that would flow to the General Fund. We use nominal rates and the portion allocated to the General Fund to estimate Qualified Revenues for each year. For each tax, HVS found data on General Fund revenue for 2009 through 2018. 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 calculation:

$$\text{Taxable Sales} \times \text{Tax Rate} \times \text{General Fund Share} = \text{Qualified Revenue}$$

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-twelfths of one percent in 2010 and five-twelfths 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 (IN BILLIONS)

| Year | General Fund Income Tax Revenue | Individual Income Tax Revenue* | Total Income | Effective Individual Income Tax Rate |
|------|---------------------------------------|-----------------------------------|--------------|---|
| 2009 | \$2.43 | \$2.08 | \$216.0 | 0.96% |
| 2010 | \$2.20 | \$1.88 | \$220.9 | 0.85% |
| 2011 | \$2.95 | \$2.52 | \$231.0 | 1.09% |
| 2012 | \$3.31 | \$2.82 | \$243.6 | 1.16% |
| 2013 | \$3.55 | \$3.03 | \$247.0 | 1.23% |
| 2014 | \$3.48 | \$2.97 | \$259.0 | 1.15% |
| 2015 | \$3.81 | \$3.26 | \$270.7 | 1.20% |
| 2016 | \$3.93 | \$3.36 | \$284.3 | 1.18% |
| 2017 | \$3.84 | \$3.33 | \$298.0 | 1.12% |
| 2018 | \$4.24 | \$3.75 | \$313.0 | 1.20% |

*2018 Individual Income Tax is approximately 88.49% of all Income Taxes, which includes Individual Income Tax and Corporate Income Tax.

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

Corporate Income Tax

The Arizona Department of Revenue Fiscal Year 2018 Annual Report stated that in 2018, Corporate Income Tax averaged approximately 11.5% of Total Income Taxes per year. HVS calculated 2018 Qualified Revenue from Corporate Income Tax by multiplying Qualified Revenue from Personal Income Tax by the applicable percentage.

Luxury Tax

The Arizona Department of Revenue Fiscal Year 2018 Annual Report stated that in 2018, taxes on alcohol, tobacco, and cigarette sales averaged approximately 1.33% 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 the corresponding 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 increased 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 2018.

FIGURE 4-3

| Year | Sales & Use | Personal Income | Corporate Income | Luxury | Total |
|------|--------------|-----------------|------------------|-----------|--------------|
| 2009 | \$15,465,000 | \$1,404,000 | \$240,000 | \$238,000 | \$17,347,000 |
| 2010 | \$13,346,000 | \$964,000 | \$165,000 | \$206,000 | \$14,681,000 |
| 2011 | \$13,813,000 | \$1,192,000 | \$204,000 | \$213,000 | \$15,422,000 |
| 2012 | \$12,152,000 | \$1,094,000 | \$187,000 | \$187,000 | \$13,620,000 |
| 2013 | \$8,012,000 | \$841,000 | \$144,000 | \$123,000 | \$9,120,000 |
| 2014 | \$13,276,000 | \$1,311,000 | \$206,000 | \$203,000 | \$14,996,000 |
| 2015 | \$17,841,000 | \$2,060,000 | \$326,000 | \$262,000 | \$20,489,000 |
| 2016 | \$18,090,000 | \$1,997,000 | \$301,000 | \$259,000 | \$20,647,000 |
| 2017 | \$16,511,000 | \$1,639,000 | \$217,000 | \$228,000 | \$18,595,000 |
| 2018 | \$21,120,000 | \$1,921,000 | \$221,000 | \$281,000 | \$23,543,000 |

Four tax sources generated 23.5 million in 2018.

IMPLAN classifies direct, indirect, and induced spending into over 500 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 2018)

| Bond Year* | Fund Distribution |
|--------------|----------------------|
| 2009 | \$5,000,000 |
| 2010 | 10,000,000 |
| 2011 | 0 |
| 2012 | 5,595,000 |
| 2013 | 20,449,000 |
| 2014 | 20,449,000 |
| 2015 | 20,449,000 |
| 2016 | 20,449,000 |
| 2017 | 22,499,000 |
| 2018 | 22,996,250 |
| Total | \$147,886,250 |

*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 2018 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 | \$17,347,000 |
| 2010 | 14,681,000 |
| 2011 | 15,422,000 |
| 2012 | 13,620,000 |
| 2013 | 9,120,000 |
| 2014 | 14,996,000 |
| 2015 | 20,489,000 |
| 2016 | 20,647,000 |
| 2017 | 18,985,000 * |
| 2018 | 23,543,000 |
| Total Qualified Revenue | \$168,850,000 |
| Construction Impacts | 26,445,000 |
| Sub-total | \$195,295,000 |
| Less Fund Distributions 2009-2018 | (147,886,250) |
| Qualified Revenue Less Distributions | \$47,408,750 |

*Includes \$390,000 of spending by Non-Registered Visitors as described in Appendix F.

Sources: AECOM, State of Arizona, and HVS

In Fiscal Year 2018, Qualified Revenue exceeded Fund Distributions. HVS estimates that the State of Arizona General Fund has a net positive impact of approximately \$47.4 million from the PCC expansion. This total is made of Qualified Revenue less convention center development fund distributions from 2009 to 2018 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 present or prospective interest in the property that is the subject of this report and no 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 outcome that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this impact analysis;
6. Thomas A Hazinski designed the methodology of this study and reviewed all results. Jorge Cotte participated in the research and analysis.

Thomas A Hazinski
Managing Director

Jorge Cotte
Senior Associate

A. Appendix - Qualified Events 2009 - 2018

| 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 |
| 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 |
| National Neonatal Nurses Meeting/Mother Baby | 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 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|------------|----------------|------------|-------------|
| MidYear Conference | 10/25/2009 | 10/28/2009 | 10/31/2009 | 11/2/2009 | 1,500 | 758 |
| Annual Biomedical Research Conference for Minority | 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 |
| Confidential | - | - | - | - | - | - |
| 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 |
| 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 |
| Tradeshaw | 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 | 5/22/2010 | 5/29/2010 | 6/5/2010 | 6/6/2010 | 5,733 | 7,570 |
| 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 & | 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 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|------------|----------------|------------|-------------|
| 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 |
| 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 | 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 | 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 |
| Annual Meeting & Exhibition | 11/11/2011 | 11/16/2011 | 11/18/2011 | 11/21/2011 | 1,908 | 2,476 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|--|--------------|------------|------------|----------------|------------|-------------|
| 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 |
| 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 | 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 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|------------|----------------|------------|-------------|
| 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 |
| 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 |
| Merck Animal Health National Sales Meeting | 1/2/2014 | 1/6/2014 | 1/9/2014 | 1/9/2014 | 1,000 | 1,486 |
| Imaging USA - Annual Conv & Expo | 1/9/2014 | 1/12/2014 | 1/14/2014 | 1/15/2014 | 8,100 | 4,329 |
| P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon | 1/15/2014 | 1/17/2014 | 1/18/2014 | 1/21/2014 | 19,500 | 1,640 |
| Winter Global Convention | 1/16/2014 | 1/19/2014 | 1/24/2014 | 1/27/2014 | 2,600 | 5,362 |
| National Sales Conference | 1/24/2014 | 1/27/2014 | 2/1/2014 | 2/1/2014 | 2,100 | 4,142 |
| Cattle Industry Annual Convention & Trade Show | 1/25/2014 | 1/29/2014 | 2/1/2014 | 2/3/2014 | 6,000 | 8,675 |
| Electric Utilities Environmental Conference | 1/31/2014 | 2/3/2014 | 2/5/2014 | 2/6/2014 | 1,630 | 1,615 |
| Flex Conference | 1/31/2014 | 2/4/2014 | 2/6/2014 | 2/8/2014 | 618 | 669 |
| AQS Quilt Show & Contest | 2/2/2014 | 2/5/2014 | 2/8/2014 | 2/9/2014 | 12,245 | 924 |
| NDNQi Annual Conference | 2/2/2014 | 2/5/2014 | 2/7/2014 | 2/9/2014 | 1,100 | 1,624 |
| Sales Meeting | 2/6/2014 | 2/6/2014 | 2/8/2014 | 2/8/2014 | 194 | 205 |
| Sporting Goods Show | 2/1/2014 | 2/6/2014 | 2/8/2014 | 2/10/2014 | 1,667 | 2,334 |
| National Convention | 2/11/2014 | 2/15/2014 | 2/19/2014 | 2/20/2014 | 8,000 | 13,473 |
| PLC Summit | 2/23/2014 | 2/25/2014 | 2/28/2014 | 3/1/2014 | 1,700 | 1,750 |
| Waste Management Symposium | 2/26/2014 | 3/3/2014 | 3/6/2014 | 3/7/2014 | 3,500 | 3,753 |
| AAPM Annual Conference | 3/3/2014 | 3/6/2014 | 3/9/2014 | 3/11/2014 | 1,325 | 1,498 |
| ENA Leadership Conference | 3/2/2014 | 3/7/2014 | 3/9/2014 | 3/10/2014 | 2,000 | 2,743 |
| Annual Cancer Symposium | 3/10/2014 | 3/10/2014 | 3/15/2014 | 3/17/2014 | 1,700 | 2,300 |
| International Leadership Retreat | 3/10/2014 | 3/10/2014 | 3/14/2014 | 3/15/2014 | 2,500 | 591 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|------------|----------------|------------|-------------|
| The Travel Goods Show | 3/8/2014 | 3/11/2014 | 3/13/2014 | 3/16/2014 | 3,500 | 2,624 |
| CGA Excavation Safety Conference & Expo | 3/8/2014 | 3/11/2014 | 3/13/2014 | 3/16/2014 | 1,100 | 1,904 |
| Annual Meeting | 3/20/2014 | 3/23/2014 | 3/27/2014 | 3/28/2014 | 6,527 | 14,403 |
| Annual Conference | 3/30/2014 | 4/1/2014 | 4/6/2014 | 4/6/2014 | 1,800 | 1,910 |
| HMORN Conference | 3/28/2014 | 4/1/2014 | 4/2/2014 | 4/4/2014 | 500 | 1,017 |
| Western Regional Dental Convention | 3/31/2014 | 4/3/2014 | 4/5/2014 | 4/7/2014 | 3,209 | 808 |
| MRO Americas | 4/5/2014 | 4/5/2014 | 4/11/2014 | 4/13/2014 | 10,000 | 9,666 |
| Juice Plus+® Leadership Conference | 4/6/2014 | 4/10/2014 | 4/12/2014 | 4/14/2014 | 4,300 | 2,939 |
| InfusionCon | 4/21/2014 | 4/23/2014 | 4/26/2014 | 4/27/2014 | 2,751 | 2,548 |
| Annual Franchise Conference | 4/27/2014 | 4/28/2014 | 5/1/2014 | 5/2/2014 | 2,016 | 3,248 |
| Annual Convention & Industrial Exhibition | 5/1/2014 | 5/5/2014 | 5/7/2014 | 5/10/2014 | 900 | 2,709 |
| Annual Conference | 5/3/2014 | 5/6/2014 | 5/9/2014 | 5/10/2014 | 1,330 | 2,050 |
| Joint Armaments Conference, Exhibition & Firing | 5/10/2014 | 5/13/2014 | 5/15/2014 | 5/16/2014 | 390 | 471 |
| TechComm Summit | 5/14/2014 | 5/14/2014 | 5/16/2014 | 5/21/2014 | 616 | 1,789 |
| Annual Meeting | 5/16/2014 | 5/20/2014 | 5/22/2014 | 5/23/2014 | 2,285 | 3,553 |
| Annual Meeting and USA Open Volleyball Championship | 5/17/2014 | 5/23/2014 | 5/28/2014 | 6/1/2014 | 6,300 | 7,324 |
| Phoenix Comicon | 6/3/2014 | 6/5/2014 | 6/8/2014 | 6/9/2014 | 3,800 | 4,459 |
| Annual Convention & Expo | 6/5/2014 | 6/8/2014 | 6/12/2014 | 6/13/2014 | 1,969 | 2,662 |
| Pre POA | 6/7/2014 | 6/10/2014 | 6/11/2014 | 6/13/2014 | 916 | 2,321 |
| Annual National Convention & Symposium | 6/9/2014 | 6/13/2014 | 6/15/2014 | 6/17/2014 | 1,500 | 1,686 |
| Resolved | 6/20/2014 | 6/20/2014 | 6/23/2014 | 6/23/2014 | 2,000 | 431 |
| Volleyball Festival | 6/19/2014 | 6/26/2014 | 7/2/2014 | 7/2/2014 | 10,500 | 8,928 |
| Cheer Camp Southwest | 7/5/2014 | 7/9/2014 | 7/14/2014 | 7/14/2014 | 350 | 459 |
| Annual Conference and Exposition | 7/11/2014 | 7/16/2014 | 7/18/2014 | 7/21/2014 | 1,574 | 2,398 |
| Gold Canyon Convention | 8/4/2014 | 8/7/2014 | 8/9/2014 | 8/10/2014 | 2,000 | 878 |
| Annual National Convention | 8/6/2014 | 8/10/2014 | 8/13/2014 | 8/13/2014 | 1,200 | 2,916 |
| Annual Conference | 9/8/2014 | 9/10/2014 | 9/12/2014 | 9/13/2014 | 1,250 | 1,806 |
| Education Summit | 9/14/2014 | 9/17/2014 | 9/20/2014 | 9/21/2014 | 1,500 | 3,213 |
| HP Leadership Summit | 9/25/2014 | 9/29/2014 | 10/3/2014 | 10/3/2014 | 2,500 | 6,450 |
| Grace Hopper Celebration | 10/4/2014 | 10/8/2014 | 10/10/2014 | 10/13/2014 | 8,150 | 13,041 |
| North America Sales & Service National Meeting | 10/10/2014 | 10/12/2014 | 10/16/2014 | 10/16/2014 | 700 | 2,267 |
| NAHC Annual Meeting and Exposition | 10/15/2014 | 10/19/2014 | 10/22/2014 | 10/24/2014 | 2,542 | 4,117 |
| Global Congress - North America | 10/19/2014 | 10/26/2014 | 10/30/2014 | 10/30/2014 | 3,986 | 5,898 |
| Annual Convention | 11/4/2014 | 11/7/2014 | 11/9/2014 | 11/11/2014 | 3,444 | 1,474 |
| National Specialty Sales Meeting | 11/7/2014 | 11/11/2014 | 11/13/2014 | 11/13/2014 | 1,053 | 1,813 |
| Annual Convention & Exhibition | 11/12/2014 | 11/15/2014 | 11/17/2014 | 11/19/2014 | 813 | 1,154 |
| Irrigation Show | 11/15/2014 | 11/17/2014 | 11/21/2014 | 11/22/2014 | 4,100 | 4,154 |
| International Training Event | 12/4/2014 | 12/4/2014 | 12/5/2014 | 12/8/2014 | 14,000 | 4,645 |
| Aftermarket Expo | 12/1/2014 | 12/7/2014 | 12/16/2014 | 12/18/2014 | 5,000 | 10,269 |
| Annual Convention | 12/30/2014 | 12/31/2014 | 1/4/2015 | 1/4/2015 | 6,000 | 4,035 |
| Comic Con | | 1/24/2014 | 1/26/2014 | | 3,800 | |
| Expo - 2014 | | 3/18/2014 | 3/19/2014 | | 890 | |
| TechFest | | 5/12/2014 | 5/13/2014 | | 200 | |
| Conference | | 5/14/2014 | 5/16/2014 | | 775 | |
| Annual Meeting | | 7/25/2014 | 7/26/2014 | | 3,000 | |
| Summit | | 8/17/2014 | 8/19/2014 | | 1,600 | |
| Product Week | | 9/9/2014 | 9/11/2014 | | 608 | |
| Training | | 10/31/2014 | 11/6/2014 | | 300 | |
| Annual Meeting | 1/1/2015 | 1/4/2015 | 1/8/2015 | 1/9/2015 | 2,500 | 7,595 |
| 2015 The National NeedleArts Tradeshow | 1/7/2015 | 1/10/2015 | 1/13/2015 | 1/13/2015 | 2,000 | 2,068 |
| P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon | | 1/16/2015 | 1/17/2015 | | 19,500 | 6,120 |
| 2015 SCCM Congress | | 1/18/2015 | 1/20/2015 | | 7,500 | 9,711 |
| Super Bowl - 2015 - HQ/Media/Staff | | 1/30/2015 | 2/1/2015 | | 20,000 | 22,993 |
| SolidWorks World 2015 | | 2/7/2015 | 2/13/2015 | | 5,200 | 7,663 |
| 2015 Classic Rock Invitational | | 2/12/2015 | 2/15/2015 | | 4,000 | 513 |
| CCG National Sales Meeting | 2/12/2015 | 2/15/2015 | 2/18/2015 | 2/19/2015 | 2,600 | 5,792 |
| 2015 Annual Meeting & Exhibition | 2/14/2015 | 2/19/2015 | 2/22/2015 | 2/24/2015 | 2,200 | 3,208 |
| 2015 Sporting Goods Show | | 2/19/2015 | 2/21/2015 | | 1,600 | 2,186 |
| The Commodity Classic 2015 | 2/23/2015 | 2/26/2015 | 3/1/2015 | 3/3/2015 | 7,500 | 14,160 |
| BAI Payments Connect 2015 | 2/27/2015 | 3/1/2015 | 3/4/2015 | 3/4/2015 | 1,200 | 1,204 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|--|--------------|------------|------------|----------------|------------|-------------|
| 2015 PLC Summit | 3/2/2015 | 3/3/2015 | 3/6/2015 | 3/7/2015 | 1,700 | 1,735 |
| 2015 NTCA's Rural Telecom Industry Meeting & EXPO | | 3/8/2015 | 3/12/2015 | | 3,000 | 6,198 |
| 2015 WM Symposium | 3/11/2015 | 3/16/2015 | 3/19/2015 | 3/19/2015 | 3,500 | 3,639 |
| 2015 Western Regional Dental Convention | 3/16/2015 | 3/17/2015 | 3/21/2015 | 3/22/2015 | 4,328 | 770 |
| 2015 Annual Conference & Exposition | 3/20/2015 | 3/23/2015 | 3/26/2015 | 3/26/2015 | 1,400 | 2,599 |
| 2015 UniPro Purchasing Conference | 3/24/2015 | 3/23/2015 | 3/28/2015 | 4/1/2015 | 1,800 | 3,276 |
| 2015 Career Conference | 3/19/2015 | 3/26/2015 | 3/29/2015 | 3/23/2015 | 2,000 | 121 |
| Spring National Meeting | 3/24/2015 | 3/28/2015 | 3/31/2015 | 4/1/2015 | 1,700 | 3,950 |
| 2015 ACSM Health & Fitness Summit & Exposition | 3/30/2015 | 3/30/2015 | 4/3/2015 | 4/3/2015 | 1,200 | 1,542 |
| InfusionCon 2015 | | 3/31/2015 | 4/3/2015 | | 5,500 | 2,533 |
| Annual Convention | | 4/6/2015 | 4/11/2015 | | 3,000 | 3,997 |
| 2015 Common Core Standards and Assessment Institute | 4/12/2015 | 4/13/2015 | 4/15/2015 | 4/15/2015 | 400 | 696 |
| AONE Annual Meeting | | 4/16/2015 | 4/19/2015 | | 2,500 | 5,156 |
| 2015 Region 1 Gymnastics Meet | 4/16/2015 | 4/16/2015 | 4/19/2015 | 4/19/2015 | 1,500 | 308 |
| 2015 Golden West Region 21 | | 4/16/2015 | 4/18/2015 | | 1,200 | 617 |
| Eagle Eye Expo | | 4/19/2015 | 4/24/2015 | | 450 | 230 |
| 2015 Blue National Summit | 4/17/2015 | 4/21/2015 | 4/24/2015 | 4/23/2015 | 4,500 | 6,150 |
| 2015 National Conference | | 4/26/2015 | 4/29/2015 | | 1,400 | 3,027 |
| 2015 Vision Source North America Meeting | 4/26/2015 | 4/30/2015 | 5/2/2015 | 5/5/2015 | 4,500 | 5,681 |
| ISM Annual Conference | 4/28/2015 | 5/2/2015 | 5/6/2015 | 5/9/2015 | 3,500 | 3,900 |
| 2015 Annual Conference | 5/6/2015 | 5/7/2015 | 5/9/2015 | 5/10/2015 | 950 | 1,626 |
| 2015 Team Summit | 5/10/2015 | 5/13/2015 | 5/15/2015 | 5/16/2015 | 5,000 | 4,469 |
| 2015 IEEE Microwave Symposium | 5/14/2015 | 5/19/2015 | 5/24/2015 | 5/26/2015 | 12,000 | 8,413 |
| 2015 Phoenix Comicon | | 5/25/2015 | 6/1/2015 | | 3,800 | 5,326 |
| 2015 Convention | 6/4/2015 | 6/4/2015 | 6/7/2015 | 6/7/2015 | 11,000 | 6,119 |
| CGSM 49th Annual Orientation Program & Career Forum | 6/2/2015 | 6/8/2015 | 6/10/2015 | 6/11/2015 | 1,500 | 2,621 |
| 2015 Cheer Camp Southwest | | 6/8/2015 | 6/19/2015 | | 350 | 668 |
| 2015 Vemma Convention | 6/6/2015 | 6/10/2015 | 6/15/2015 | 6/14/2015 | 7,500 | 2,939 |
| 2015 Annual U.S. DOE Small Forum and Expo | 6/15/2015 | 6/15/2015 | 6/18/2015 | 6/18/2015 | 1,200 | 1,141 |
| 2015 Volleyball Festival | 6/18/2015 | 6/24/2015 | 6/29/2015 | 7/1/2015 | 10,500 | 7,045 |
| Delegate Assembly & Annual Conference | | 6/28/2015 | 7/1/2015 | | 1,500 | 4,232 |
| 2015 Schools and Health Care Conference | 7/9/2015 | 7/10/2015 | 7/12/2015 | 7/12/2015 | 1,500 | 2,283 |
| 2015 Annual Convention | 7/15/2015 | 7/15/2015 | 7/19/2015 | 7/18/2015 | 3,000 | 2,686 |
| 2015 Gold Canyon Convention | 7/21/2015 | 7/22/2015 | 7/24/2015 | 7/25/2015 | 2,000 | 832 |
| 2015 DOE FEMP Energy Training Workshop | 7/29/2015 | 8/11/2015 | 8/13/2015 | 8/13/2015 | 2,500 | 4,251 |
| 2015 APWA International Public Works Congress & Exposition | | 8/28/2015 | 9/2/2015 | | 7,500 | 7,607 |
| 2015 Annual Convention | 9/15/2015 | 9/16/2015 | 9/20/2015 | 9/21/2015 | 3,400 | 1,267 |
| 2015 Annual Conference | | 9/18/2015 | 9/19/2015 | | 500 | 207 |
| North American Cystic Fibrosis Conference | | 10/7/2015 | 10/10/2015 | | 4,000 | 9,488 |
| 228th ECS Fall Meeting | 10/12/2015 | 10/12/2015 | 10/15/2015 | 10/15/2015 | 2,000 | 3,299 |
| 2015 IsaU Program | | 10/14/2015 | 10/18/2015 | | 1,400 | 402 |
| Annual Convention & Exhibition | | 10/21/2015 | 10/26/2015 | | 800 | 1,020 |
| 2015 Global Convention | | 10/21/2015 | 10/24/2015 | | 5,000 | 4,758 |
| 2015 Distribution Solutions Conference | | 10/27/2015 | 10/29/2015 | | 1,200 | 1,950 |
| AALAS National Meeting | | 11/3/2015 | 11/5/2015 | | 4,800 | 7,811 |
| 2015 Annual Convention & Exhibition | 11/10/2015 | 11/9/2015 | 11/16/2015 | 11/14/2015 | 2,500 | 3,636 |
| 2015 Annual Convention & Trade Show | 11/3/2015 | 11/9/2015 | 11/10/2015 | 11/13/2015 | 5,000 | 4,925 |
| 2015 Annual Conference | 11/15/2015 | 11/15/2015 | 11/17/2015 | 11/17/2015 | 900 | 2,663 |
| 2015 Annual National Conference & Career Fair | 11/16/2015 | 11/19/2015 | 11/21/2015 | 11/21/2015 | 1,800 | 2,343 |
| 2015 DMC Convention | 11/27/2015 | 11/28/2015 | 12/6/2015 | 12/7/2015 | 1,000 | 1,973 |
| 2015 ACN International Training | 12/3/2015 | 12/3/2015 | 12/4/2015 | 12/6/2015 | 15,000 | 3,953 |
| 2015 DoD Maintenance Symposium & Exhibition | 12/4/2015 | 12/7/2015 | 12/11/2015 | 12/10/2015 | 1,300 | 2,292 |
| Confidential | | - | - | - | - | - |
| College Football Playoff 2016 Fan Festival | | 1/1/2016 | 1/10/2016 | | 16,250 | 17,625 |
| Novo Nordisk National Sales Managers Meeting (Pre POA) | | 1/5/2016 | 1/8/2016 | | 490 | 1,966 |
| Cox Automotive Sales Summit | | 1/11/2016 | 1/15/2016 | | 2,000 | 6,366 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|-----------|----------------|------------|-------------|
| Rock N Roll Marathon AZ Health & Fitness Expo | | 1/15/2016 | 1/16/2016 | | 17,800 | 6,120 |
| Harley-Davidson Inc. Retail Readiness Event (RRE) | | 1/16/2016 | 1/20/2016 | | 2,200 | 3,601 |
| Society of Thoracic Surgeons 2016 Annual Meeting | | 1/20/2016 | 1/27/2016 | | 4,300 | 7,613 |
| RJO Spring Buying Show 2016 | | 1/30/2016 | 2/1/2016 | | 1,227 | 1,513 |
| 2016 Solution Tree PLC Summit | | 2/2/2016 | 2/5/2016 | | 2,337 | 2,574 |
| Play It Again Sports 2016 Winter Conference and Tradeshow | | 2/2/2016 | 2/7/2016 | | 500 | 1,010 |
| 2016 AZ Sunrays Classic Rock Invitational | | 2/4/2016 | 2/7/2016 | | 4,200 | 560 |
| Express Scripts Shoulder to Shoulder Meeting | | 2/7/2016 | 2/11/2016 | | 800 | 1,782 |
| American QuiltWeek 2016 | | 2/10/2016 | 2/14/2016 | | 8,752 | 594 |
| AASA | | 2/11/2016 | 2/13/2016 | | 5,500 | 10,984 |
| 30th AAAI Conference on Artificial Intelligence | | 2/12/2016 | 2/17/2016 | | 1,250 | 1,137 |
| ASCE 2016 SEI/GEO Combined Congress | | 2/15/2016 | 2/18/2016 | | 2,000 | 2,748 |
| Sports, Inc. Annual Meeting and Trade Show | | 2/18/2016 | 2/20/2016 | | 1,800 | 2,164 |
| 2016 Society for Mining, Metallurgy and Exploration (SME) Annual Meeting & Exhibits | | 2/20/2016 | 2/24/2016 | | 6,000 | 7,979 |
| ICON 2016 | | 3/1/2016 | 3/3/2016 | | 6,000 | 5,253 |
| WM Symposia 2016 | | 3/6/2016 | 3/9/2016 | | 3,500 | 5,914 |
| 2016 Mary Kay Career Conference | | 3/11/2016 | 3/12/2016 | | 2,000 | 69 |
| Indian Gaming 2016 | | 3/14/2016 | 3/16/2016 | | 6,000 | 7,369 |
| 2016 Juice Plus+ Leadership Conference | | 3/17/2016 | 3/19/2016 | | 5,108 | 3,450 |
| AACRAO 2016 Annual Meeting & Tradeshow | | 3/20/2016 | 3/23/2016 | | 4,694 | 3,948 |
| WBENC Summit & Salute 2016 | | 3/24/2016 | 3/24/2016 | | 1,500 | 2,503 |
| 2016 Materials Research Society Spring Meeting & Exhibit | | 3/28/2016 | 3/31/2016 | | 6,500 | 8,989 |
| American Planning Association (APA) National Planning Conference | | 4/1/2016 | 4/5/2016 | | 6,000 | 10,705 |
| 2016 Solution Tree Standards and Assessment Institute | | 4/4/2016 | 4/6/2016 | | 462 | 682 |
| NCAA Leadership Forum | | 4/6/2016 | 4/10/2016 | | 450 | 1,011 |
| AzDA Western Regional Dental Convention | | 4/7/2016 | 4/9/2016 | | 3,989 | 661 |
| AudiologyNOW! | | 4/13/2016 | 4/15/2016 | | 7,100 | 13,872 |
| PAYMENTS 2016 | | 4/18/2016 | 4/20/2016 | | 2,000 | 4,391 |
| Salvation Army National Advisory Organization Conference | | 4/19/2016 | 4/24/2016 | | 2,500 | 5,725 |
| 2016 CS Week | | 4/25/2016 | 4/29/2016 | | 2,147 | 4,373 |
| Big O Tires 2016 Franchise Meeting and Vendor Tradeshow | | 4/26/2016 | 4/27/2016 | | 683 | 1,321 |
| Tyler Connect 2016 | | 4/30/2016 | 5/4/2016 | | 2,700 | 8,341 |
| Regional Dance America/Pacific Festival 2016 | | 5/2/2016 | 5/7/2016 | | 800 | 1,017 |
| CactusCon | | 5/6/2016 | 5/7/2016 | | 650 | |
| Intel International Science and Engineering Fair 2016 | | 5/8/2016 | 5/13/2016 | | 6,500 | 16,935 |
| Sweet Adelines International Golden West Region 21 Convention | | 5/13/2016 | 5/14/2016 | | 1,200 | 635 |
| GE Centricity LIVE | | 5/15/2016 | 5/20/2016 | | 1,500 | 5,617 |
| IT Works Global | | 5/20/2016 | 5/21/2016 | | 1,200 | 175 |
| SAME 2016 Joint Engineer Training Conference & Expo (JETC) | | 5/25/2016 | 5/26/2016 | | 2,500 | 5,297 |
| PHOENIX COMICON 2016 | | 6/2/2016 | 6/5/2016 | | 3,800 | 5,974 |
| HelmsBriscoe Annual Business Conference | | 6/7/2016 | 6/10/2016 | | 1,800 | 3,800 |
| American Public Power Association (APPA) 2016 National Conference | | 6/10/2016 | 6/14/2016 | | 2,000 | 4,493 |
| Volleyball Festival 2016 | | 6/24/2016 | 6/27/2016 | | 10,500 | 10,605 |
| National Association of the Deaf Biennial National Conference | | 7/5/2016 | 7/9/2016 | | 2,500 | 2,122 |
| BASIS Educational Group LLC | | 7/13/2016 | 7/22/2016 | | 1,043 | 1,434 |
| 21st CCLC 2016 Summer Institute | | 7/19/2016 | 7/22/2016 | | 1,470 | 2,655 |
| 2016 Gold Canyon Palooza | | 7/28/2016 | 7/30/2016 | | 650 | 707 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|--|--------------|------------|------------|----------------|------------|-------------|
| North American Division of Seventh-Day Adventists | | 8/3/2016 | 8/6/2016 | | 2,500 | 2,995 |
| First Things First Early Childhood Summit 2016 | | 8/22/2016 | 8/23/2016 | | 1,000 | 701 |
| Fiserv Forum | | 9/12/2016 | 9/15/2016 | | 1,598 | 4,618 |
| American Public Human Services Association (ISM) 2016 | | 9/19/2016 | 9/21/2016 | | 1,185 | 1,677 |
| Association of School Business Officials International Annual Meeting and Exhibits | | 9/23/2016 | 9/26/2016 | | 1,405 | 2,932 |
| IEEE International Conference on Image Processing | | 9/25/2016 | 9/28/2016 | | 1,315 | 1,447 |
| 2016 Mahindra North America National Dealer Meeting | | 10/5/2016 | 10/8/2016 | | 1,300 | 2,277 |
| NCAI Annual Convention and Marketplace | | 10/9/2016 | 10/14/2016 | | 1,500 | 2,093 |
| World Millwork Alliance (WMA) 52nd Annual Convention | | 10/10/2016 | 10/12/2016 | | 900 | 1,627 |
| Best Western International Inc. 2016 Annual North | | 10/16/2016 | 10/19/2016 | | 3,895 | 5,296 |
| National Council of Teachers of Mathematics (NCTM) | | 10/25/2016 | 10/28/2016 | | 1,000 | 1,620 |
| 2016 ASPE Convention and Exposition | | 10/28/2016 | 11/2/2016 | | 4,016 | 3,671 |
| Taxicab, Limousine and Paratransit Association 2016 | | 10/29/2016 | 11/3/2016 | | 900 | 1,350 |
| 2016 ASA, SSSA,CSSA International Annual Meeting | | 11/7/2016 | 11/9/2016 | | 3,986 | 6,759 |
| ASME 2016 International Mechanical Engineering Congress and Exposition (IMECE2016) | | 11/13/2016 | 11/17/2016 | | 2,909 | 2,864 |
| 2017 Annual Convention and Traffic Exposition | | 2/12/2017 | 2/14/2017 | | 2,700 | 4,168 |
| TechHome Builder Summit | | 12/4/2017 | 12/6/2017 | | 500 | 774 |
| 2017 Product Launch | | 11/4/2017 | 11/11/2017 | | 250 | 0 |
| 13th Annual Mobile Health Clinics Forum | | 9/16/2017 | 9/19/2017 | | 293 | 713 |
| 2017 The Annual Conference on Assessment and Grading | | 10/15/2017 | 10/18/2017 | | 473 | 619 |
| 2017 Dance Group AZ | | 11/10/2017 | 11/11/2017 | | 480 | 124 |
| 2017 Golden West Region 21 | | 4/19/2017 | 4/23/2017 | | 600 | 665 |
| 2017 Imperious Cannabis Business Expo AZ Convention | | 4/12/2017 | 4/13/2017 | | 600 | 88 |
| 2017 Annual Meeting | | 4/22/2017 | 4/26/2017 | | 770 | 1,191 |
| 2017 Annual Conference | | 9/21/2017 | 9/23/2017 | | 775 | 208 |
| 2017 Spring National Key Accounts Workshop | | 4/9/2017 | 4/13/2017 | | 800 | 1,903 |
| 2017 VIS Conference | | 10/1/2017 | 10/6/2017 | | 1,002 | 1,800 |
| 2017 Educators Rising National Conference | | 6/23/2017 | 6/26/2017 | | 1,018 | 1,867 |
| 2017 Annual Convention | | 1/11/2017 | 1/14/2017 | | 1,029 | 2,111 |
| 2017 Career Conference | | 4/7/2017 | 4/8/2017 | | 1,049 | 156 |
| 2017 Annual Convention | | 11/14/2017 | 11/18/2017 | | 1,100 | 1,124 |
| 2017 Annual Conference | | 6/3/2017 | 6/7/2017 | | 1,247 | 3,001 |
| RailsConf 2017 | | 4/25/2017 | 4/27/2017 | | 1,250 | 1,410 |
| 2017 Annual Convention | | 10/24/2017 | 10/28/2017 | | 1,300 | 1,470 |
| 2017 National Sales Meeting | | 2/13/2017 | 2/17/2017 | | 1,312 | 1,510 |
| CoNEXTions 2017 Annual Convention | | 5/10/2017 | 5/12/2017 | | 1,350 | 1,959 |
| 2017 Tactical Conference & Trade Show | | 9/24/2017 | 9/29/2017 | | 1,400 | 3,051 |
| 2017 AMDA Long Term Care Medicine | | 3/16/2017 | 3/19/2017 | | 1,450 | 3,742 |
| 2017 Staff and Faculty Training | | 7/12/2017 | 7/21/2017 | | 1,450 | 2,451 |
| 2017 Conventions & Seminar | | 9/12/2017 | 9/15/2017 | | 1,470 | 2,873 |
| 2017 Annual Scientific Meeting | | 9/16/2017 | 9/20/2017 | | 1,500 | 3,110 |
| 2017 Annual Meeting | | 6/17/2017 | 6/20/2017 | | 1,511 | 3,021 |
| 2017 FFTA Forum and INFO FLEX | | 4/28/2017 | 5/3/2017 | | 1,700 | 2,491 |
| 2017 Sporting Goods Show | | 2/14/2017 | 2/18/2017 | | 1,725 | 2,102 |
| 2017 RSD National Sales Meeting | | 1/29/2017 | 2/1/2017 | | 1,739 | 4,162 |
| 2017 Annual Conference | | 10/18/2017 | 10/21/2017 | | 1,747 | 3,161 |
| 2017 National Parts & Service Managers and Shop | | 2/5/2017 | 2/7/2017 | | 1,810 | 4,378 |
| 2017 ACCP Annual Meeting | | 10/6/2017 | 10/10/2017 | | 1,900 | 2,279 |
| 2017 National Festival | | 5/2/2017 | 5/6/2017 | | 1,993 | 3,520 |
| InfusionCon 2017 | | 4/24/2017 | 4/28/2017 | | 2,000 | 2,129 |
| Magic Grand Prix Phoenix 2017 | | 10/27/2017 | 10/29/2017 | | 2,000 | 140 |
| 2017 Annual Conference & Exhibition | | 5/2/2017 | 5/5/2017 | | 2,021 | 449 |
| 2017 Western Regional Dental Convention | | 4/6/2017 | 4/9/2017 | | 2,032 | 667 |
| WM Symposia 2017 | | 3/5/2017 | 3/8/2017 | | 2,137 | 3,653 |
| 2017 GSA SmartPay Training Forum | | 7/31/2017 | 8/3/2017 | | 2,266 | 5,104 |
| 2017 PLC Summit | | 2/21/2017 | 2/24/2017 | | 2,315 | 1,831 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|---|--------------|------------|------------|----------------|------------|-------------|
| Dscoop 2017 Dscoop12 | | 2/28/2017 | 3/4/2017 | | 2,346 | 5,150 |
| 2017 NWFA Wood Flooring Expo | | 4/11/2017 | 4/15/2017 | | 2,405 | 2,355 |
| 2017 Winter Convention | | 1/21/2017 | 1/27/2017 | | 2,500 | 6,661 |
| 2017 Biennial National Conference | | 11/6/2017 | 11/12/2017 | | 2,500 | 2,379 |
| RFID Journal LIVE! 2017 | | 5/9/2017 | 5/13/2017 | | 2,550 | 2,699 |
| 2017 Annual Meeting | | 7/12/2017 | 7/16/2017 | | 2,706 | 3,173 |
| 48th National Athletic Directors Conference | | 12/7/2017 | 12/12/2017 | | 3,000 | 3,087 |
| 2017 National Dealer Meeting | | 10/20/2017 | 10/25/2017 | | 3,028 | 6,597 |
| 2017 Annual Clinical Genetics Meeting | | 3/22/2017 | 3/25/2017 | | 3,268 | 5,744 |
| 2017 Classic Rock Invitational | | 2/2/2017 | 2/5/2017 | | 3,375 | 498 |
| 2017 AAHPM Annual Conference | | 2/20/2017 | 2/25/2017 | | 3,658 | 5,205 |
| 2017 Annual Convention | | 12/29/2017 | 1/2/2018 | | 3,789 | 4,813 |
| 2017 Phoenix Comicon | | 5/25/2017 | 5/28/2017 | | 3,800 | 5,760 |
| 2017 NABC Convention (with the NCAA Men's Final Four) | | 3/31/2017 | 4/2/2017 | | 4,000 | 6,253 |
| 2017 Sales Convention | | 3/13/2017 | 3/16/2017 | | 4,000 | 5,187 |
| 2017 BMES Annual Meeting | | 10/11/2017 | 10/14/2017 | | 4,257 | 3,836 |
| Annual Biomedical Research Conference for Minority | | 11/1/2017 | 11/5/2017 | | 4,400 | 8,249 |
| 2017 Annual Conference | | 7/7/2017 | 7/10/2017 | | 4,500 | 3,489 |
| 2017 Spring Meeting & Exhibit | | 4/18/2017 | 4/21/2017 | | 4,700 | 7,352 |
| 98th AFBF Annual Meeting (2017) | | 1/8/2017 | 1/11/2017 | | 5,500 | 9,411 |
| 2017 Creativation | | 1/19/2017 | 1/27/2017 | | 5,644 | 5,766 |
| 2017 ACN International Training | | 11/30/2017 | 12/1/2017 | | 8,000 | 946 |
| 2017 Annual Meeting | | 6/11/2017 | 6/14/2017 | | 9,318 | 8,902 |
| 2017 Volleyball Festival | | 6/28/2017 | 7/2/2017 | | 10,500 | 11,132 |
| Rock "N" Roll Marathon & 1/2 Marathon | | 1/11/2017 | 1/17/2017 | | 17,800 | 3 |
| 2017 NCAA Men's Final Four | | 3/23/2017 | 4/4/2017 | | 61,962 | 26,865 |
| 2018 New Year Kick Off | | 1/10/2018 | 1/14/2018 | | 8,500 | 5,454 |
| Rock "N" Roll Marathon & 1/2 Marathon | | 1/12/2018 | 1/14/2018 | | 17,800 | 6,120 |
| 2018 CREATIVATION | | 1/18/2018 | 1/22/2018 | | 7,000 | 8,959 |
| 2018 Kick-Off | | 1/19/2018 | 1/21/2018 | | 5,000 | 1,175 |
| 2018 Winter Semi Annual Meeting | | 1/25/2018 | 1/28/2018 | | 1,500 | 3,083 |
| 2018 Cattle Industry Annual Convention & Trade Show | | 1/31/2018 | 2/3/2018 | | 6,500 | 14,412 |
| FENCETECH 2018 | | 2/6/2018 | 2/9/2018 | | 4,112 | 4,510 |
| 2018 Classic Rock Invitational | | 2/8/2018 | 2/11/2018 | | 4,200 | 674 |
| 2018 Annual Convention | | 2/11/2018 | 2/13/2018 | | 3,000 | 7,276 |
| 2015 Sporting Goods Show | | 2/13/2018 | 2/17/2018 | | 1,700 | 2,670 |
| 2018 Development and Leadership Conference | | 2/18/2018 | 2/20/2018 | | 460 | 840 |
| PLC Summit 2018 | | 2/18/2018 | 2/23/2018 | | 2,361 | 1,900 |
| 2018 Supply Chain | | 2/25/2018 | 2/28/2018 | | 1,840 | 5,198 |
| 2018 LENNOX LIVE - WEST REGION | | 3/1/2018 | 3/3/2018 | | 900 | 1,526 |
| 2018 Annual Conference | | 3/4/2018 | 3/7/2018 | | 1,604 | 5,095 |
| 2018 CGA 811 Excavation Safety Conference & Expo | | 3/5/2018 | 3/8/2018 | | 1,626 | 3,518 |
| 2018 Annual Meeting | | 3/7/2018 | 3/10/2018 | | 2,100 | 6,091 |
| 2018 TMS Annual Meeting & Exhibition | | 3/12/2018 | 3/15/2018 | | 4,300 | 11,220 |
| Magic Grand Prix Phoenix 2018 | | 3/16/2018 | 3/18/2018 | | 5,000 | 135 |
| WM Symposia 2018 | | 3/18/2018 | 3/23/2018 | | 2,328 | 4,220 |
| 2018 Career Conference | | 3/23/2018 | 3/24/2018 | | 1,001 | 215 |
| Commission on Adult Basic Education (COABE) 2018 | | 3/26/2018 | 3/28/2018 | | 1,500 | 0 |
| 2018 Spring Meeting & Exhibit | | 4/2/2018 | 4/6/2018 | | 4,579 | 9,605 |
| Skills USA Arizona Championship | | 4/2/2018 | 4/5/2018 | | 1,600 | 0 |
| CONNECTIONS 2018 | | 4/8/2018 | 4/11/2018 | | 1,414 | 4,195 |
| 2018 ACT-W National Conference-2 | | 4/9/2018 | 4/13/2018 | | 250 | 3,124 |
| 2018 Unipro Purchasing Conference | | 4/9/2018 | 4/11/2018 | | 1,365 | 3,042 |
| 2018 Super 8 Competition | | 4/12/2018 | 4/14/2018 | | 400 | 605 |
| 2018 Corrosion | | 4/16/2018 | 4/19/2018 | | 5,656 | 13,517 |
| 2018 Golden West Region 21 | | 4/18/2018 | 4/22/2018 | | 650 | 635 |
| 2018 Adidas Gauntlet Basketball Tournament - Phoenix | | 4/19/2018 | 4/21/2018 | | 1,638 | 1,638 |
| 2018 Annual Conference & Exposition | | 4/20/2018 | 4/26/2018 | | 1,180 | 2,821 |
| 2018 Juice Plus Leadership Conference | | 4/26/2018 | 4/29/2018 | | 7,000 | 5,729 |
| 2018 Annual Conference & Expo | | 4/30/2018 | 5/2/2018 | | 2,276 | 5,895 |
| 2018 Annual Conference & Exhibition | | 5/1/2018 | 5/4/2018 | | 2,112 | 407 |

| Event Name | Arrival Date | Start Date | End Date | Departure Date | Attendance | Room Nights |
|--|--------------|------------|------------|----------------|------------|-------------|
| 2018 Annual Meeting & Museum Exposition | | 5/6/2018 | 5/9/2018 | | 4,200 | 9,080 |
| 2018 AHS Annual Forum and Technology Display | | 5/13/2018 | 5/16/2018 | | 1,200 | 1,736 |
| 2018 Residuals and Biosolids Management Specialty | | 5/16/2018 | 5/19/2018 | | 745 | 1,022 |
| 2018 Phoenix Comicon | | 5/24/2018 | 5/27/2018 | | 57,853 | 6,066 |
| Americas User Conference 2018 | | 6/4/2018 | 6/9/2018 | | 2,034 | 7,083 |
| 2018 Annual Credit Congress | | 6/10/2018 | 6/13/2018 | | 1,350 | 6,188 |
| 2018 Annual Conference | | 6/17/2018 | 6/22/2018 | | 1,129 | 3,615 |
| NCDA's Global Career Development Conference | | 6/20/2018 | 6/23/2018 | | 1,015 | 2,135 |
| 2018 Volleyball Festival | | 6/27/2018 | 7/4/2018 | | 10,500 | 10,660 |
| 2018 Boys' Junior National Championships | | 7/2/2018 | 7/9/2018 | | 18,000 | 30,903 |
| 2018 Staff and Faculty Training | | 7/10/2018 | 7/20/2018 | | 850 | 2,473 |
| 2018 Sales Summit | | 7/12/2018 | 7/15/2018 | | 1,812 | 2,523 |
| 2018 NATIA Annual Training & Technology Exhibition | | 7/14/2018 | 7/22/2018 | | 1,473 | 7,652 |
| 2018 National Convention | | 7/17/2018 | 7/21/2018 | | 5,000 | 3,756 |
| 2018 Annual Meeting | | 7/27/2018 | 7/29/2018 | | 1,555 | 4,600 |
| 2018 OIT/ORAP Partnership Conference | | 7/30/2018 | 8/3/2018 | | 1,400 | 3,757 |
| 2018 National Convention | | 7/31/2018 | 8/4/2018 | | 2,000 | 1,570 |
| 2018 National Convention | | 8/1/2018 | 8/5/2018 | | 1,300 | 3,303 |
| Europa Games, Supplement, Nutrition & Apparel Expo | | 8/9/2018 | 8/13/2018 | | 6,900 | 0 |
| Game On Expo | | 8/9/2018 | 8/12/2018 | | 3,590 | 0 |
| 2018 Achieve the Dream | | 8/9/2018 | 8/12/2018 | | 1,000 | 182 |
| First Things First c/o Veer Consulting | | 8/27/2018 | 8/28/2018 | | 1,400 | 0 |
| Shamrock Foods Expo | | 9/10/2018 | 9/12/2018 | | 5,100 | 0 |
| 2018 Annual Meeting | | 9/12/2018 | 9/15/2018 | | 1,753 | 2,976 |
| 2018 Annual Conference | | 9/13/2018 | 9/14/2018 | | 775 | 175 |
| 2018 Annual Conference & Expo | | 9/23/2018 | 9/27/2018 | | 2,300 | 3,841 |
| 2018 International Symposium on Human Identity | | 9/24/2018 | 9/27/2018 | | 850 | 2,193 |
| 2018 Annual Conference | | 9/30/2018 | 10/3/2018 | | 3,775 | 6,264 |
| 2018 West Convention and Tradeshow | | 10/3/2018 | 10/4/2018 | | 1,350 | 1,888 |
| Arizona's Ultimate Women's Expo | | 10/4/2018 | 10/7/2018 | | 5,000 | 0 |
| 2018 SWCC Expo Phoenix | | 10/4/2018 | 10/6/2018 | | 1,000 | 105 |
| 2018 HLM Meeting | | 10/9/2018 | 10/11/2018 | | 3,130 | 7,155 |
| User Group Summits 2018 | | 10/16/2018 | 10/18/2018 | | 7,000 | 14,446 |
| 2018 Air Medical Transport Conference (AMTC) | | 10/18/2018 | 10/24/2018 | | 2,199 | 4,486 |
| 2018 Assessment & Grading Conference | | 10/21/2018 | 10/24/2018 | | 475 | 635 |
| 2018 Annual Symposium | | 10/25/2018 | 10/28/2018 | | 1,850 | 3,833 |
| 2018 Net Impact Conference | | 10/25/2018 | 10/27/2018 | | 1,500 | 903 |
| ISTFA/ITC Ca-loca/on Conference | | 10/28/2018 | 11/1/2018 | | 1,844 | 2,652 |
| 2018 Annual Convention & Trade Show | | 10/28/2018 | 10/30/2018 | | 4,229 | 590 |
| INFORMS Annual Meeting 2018 | | 11/4/2018 | 11/9/2018 | | 6,185 | 7,111 |
| 2018 Healthcare Design Conference | | 11/8/2018 | 11/13/2018 | | 3,800 | 6,917 |
| 2018 TecHome Builder Summit | | 12/5/2018 | 12/7/2018 | | 600 | 1,014 |

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 |
| 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 |

| Event Name | Start Date | End Date | Attendance | Rooms | Room Nights |
|--|------------|------------|------------|-------|-------------|
| Association For Professionals In Infection Control & Epidemiology | 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 Practioners | 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 |
| 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/Longwoods Report Calculations

Longwoods International Visitor Profile

This appendix explains how HVS converted the spending data from Longwoods International’s Phoenix 2017 Visitor Research Profile and DI’s ExPact 2004 report to the spending parameters in Section 3 of the report. Longwoods and DI reported survey results by type of expenditure and spending per delegate or exhibitor per event. HVS translated these results to daily spending, adjusted for inflation, and adjusted DI’s national parameters for the cost of travel in Phoenix.

For the 2018 update report, HVS applied Longwoods International’s Phoenix 2017 Visitor Research Profile to estimate Qualified Spending of overnight visitors and day-trip visitors. The following figure shows the average per person expenditures on 2017 domestic overnight trips by spending sector.

**FIGURE C-1
PHOENIX 2016 VISITOR RESEARCH PROFILE**

| Spending Category | Amount per Trip (\$2017) | Amount per Day (\$2017) |
|-------------------------------|--------------------------|-------------------------|
| Lodging* | \$582 | \$166 |
| F&B | \$71 | \$24 |
| Retail | \$33 | \$11 |
| Transportation at Destination | \$32 | \$11 |
| Recreation & Entertainment | \$31 | \$11 |
| Total | \$749 | \$224 |

*STR data, in 2018 dollars

Source: Longwoods International and STR

HVS supplemented this profile with other sources of local market data. We performed the following adjustments:

- We used the Downtown Phoenix hotel market’s average daily room rate (“ADR”) reported by Smith Travel Research (“STR”) for hotel spending (see Figure 3-1).
- We split the Transportation at Destination spending category into two sub-categories for our analysis: Auto Rental and Leasing, and Transportation (e.g. taxi fares).
- HVS adjusted all spending amounts to account for the difference between leisure trip spending versus business trip spending.

- HVS inflated the figures from the 2017 study into 2018 dollars to reflect the actual year of spending.
- HVS researched the ratio to sales of other hotel spending to hotel room spending. Local hotels and comparable properties show that approximately one-third of hotel revenues come from sources other than the ADR.

The figure below shows the revised spending estimates for overnight and day-trip visitors. For day-trips, we assumed that no hotel-related spending would occur, and all other areas of spending would match overnight visitor spending.

FIGURE C-2
ESTIMATED OVERNIGHT AND DAY-TRIP VISITOR SPENDING PER DAY

| Spending Category | Categories Used in HVS Report | Overnight Visitor Spending per Day (\$2018) | Day-trip Visitor Spending per Day (\$2018) |
|--------------------------------------|-------------------------------|---|--|
| Lodging | Hotel Room Rental | \$166.38 | \$0.00 |
| Other Hotel Spending | Other Hotel Spending | 83.89 | 0.00 |
| F&B | Restaurants | 28.23 | 28.23 |
| Retail | General Retail | 15.40 | 15.40 |
| Transportation at Destination | Transportation | 6.67 | 6.67 |
| Transportation at Destination (rent) | Auto Rental and Leasing | 6.67 | 6.67 |
| Recreation & Entertainment | Other Amusement & Recreation | 12.83 | 12.83 |
| | Total | \$320.07 | \$69.80 |

Sources: BLS, HVS, Longwoods International, and STR

DI ExPact Report

DI reported survey results by type of expenditure and spending per delegate or exhibitor per event in the 2004 ExPact report, which is available on request. HVS translated the results to daily spending, adjusted them for the cost of travel in Phoenix, and for inflation.

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 2018 as provided by the PCC. The following categories of ExPact 2004 data have been excluded from our spending parameters.

**FIGURE C-3
EXCLUDED EXHIBITOR 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. The CTI released for a given year shows data collected during the prior year. Using the CTI data, HVS created an index, where the national average equals 100. For the years 2009 through 2015, HVS used the 2013 CTI. For Qualified Events in 2018, HVS used the 2018 CTI. See the figure below for the CTI multipliers.

**FIGURE C-4
CTI ADJUSTMENT FOR PHOENIX EXHIBITORS AND ORGANIZERS**

| Category | 2013 Index | 2018 Index |
|------------------|------------|------------|
| Hotel | 0.8803 | 0.8990 |
| Car | 1.0213 | 1.1032 |
| Food & Beverage | 1.0907 | 0.9427 |
| Other Categories | 0.9649 | 0.9414 |

Source: CTI

Finally, HVS adjusted the data for inflation for each of the 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-5
INFLATION ADJUSTMENT**

| Year | Index |
|------|--------|
| 2009 | 1.1341 |
| 2010 | 1.1522 |
| 2011 | 1.1891 |
| 2012 | 1.2141 |
| 2013 | 1.2287 |
| 2014 | 1.2532 |
| 2015 | 1.2549 |
| 2016 | 1.2707 |
| 2017 | 1.2977 |
| 2018 | 1.3302 |

Source: Bureau of Labor Statistics

The tables below show the calculation for spending parameters. To calculate spending parameters of 2010, we multiplied the inflation adjusted spending by the ratio of the index in 2010 to the index in 2009. We repeated that calculation to get inflation adjusted spending for each year. See the tables below for exhibitor and organizer spending parameters.



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 |
|--|----------|--------------------------|------------------|----------------|--------------|
| International Franchise Association (IFA) 2018 Annual Convention | | | | | |
| | 8728 | Audio Visual Totals | 2/11/2018 | 2/13/2018 | 259,260.88 |
| | 8728 | F&B Totals | 2/11/2018 | 2/13/2018 | 716,863.75 |
| | 8728 | Electrical Totals | 2/11/2018 | 2/13/2018 | 46,916.95 |
| | 8728 | Event Security Totals | 2/11/2018 | 2/13/2018 | 10,286.90 |
| | 8728 | Life Safety Review | 2/11/2018 | 2/13/2018 | 450.00 |
| | 8728 | Equipment | 2/11/2018 | 2/13/2018 | 3,932.00 |
| | 8728 | Parking | 2/11/2018 | 2/13/2018 | 602.00 |
| | 8728 | Telecommunications Total | 2/11/2018 | 2/13/2018 | 73,839.38 |
| | 8728 | Room Rental | 2/11/2018 | 2/13/2018 | 39,498.00 |
| NACE Corrosion 2018 Conference & Expo | | | | | |
| | 10894 | Audio Visual Totals | 4/16/2018 | 4/19/2018 | 5,520.00 |
| | 10894 | F&B Totals | 4/16/2018 | 4/19/2018 | 438,614.24 |
| | 10894 | Electrical Totals | 4/16/2018 | 4/19/2018 | 98,063.40 |
| | 10894 | Event Security Totals | 4/16/2018 | 4/19/2018 | 34,954.35 |
| | 10894 | Labor | 4/16/2018 | 4/19/2018 | 2,170.00 |
| | 10894 | Life Safety Review | 4/16/2018 | 4/19/2018 | 450.00 |
| | 10894 | Equipment | 4/16/2018 | 4/19/2018 | 1,585.00 |
| | 10894 | Telecommunications Total | 4/16/2018 | 4/19/2018 | 132,787.00 |
| | 10894 | Room Rental | 4/16/2018 | 4/19/2018 | 120,561.00 |
| 2018 Cattle Industry Annual Convention & Trade Show | | | | | |
| | 11813 | Audio Visual Totals | 1/31/2018 | 2/2/2018 | 81,140.63 |
| | 11813 | F&B Totals | 1/31/2018 | 2/2/2018 | 813,700.84 |
| | 11813 | Electrical Totals | 1/31/2018 | 2/2/2018 | 98,586.10 |
| | 11813 | Event Security Totals | 1/31/2018 | 2/2/2018 | 46,828.95 |
| | 11813 | Equipment | 1/31/2018 | 2/2/2018 | 31.00 |
| | 11813 | Telecommunications Total | 1/31/2018 | 2/2/2018 | 92,061.00 |
| | 11813 | Room Rental | 1/31/2018 | 2/2/2018 | 110,797.50 |
| AABP 51st Annual Conference | | | | | |
| | 12170 | Audio Visual Totals | 9/12/2018 | 9/15/2018 | 11,356.15 |
| | 12170 | F&B Totals | 9/12/2018 | 9/15/2018 | 7,228.91 |
| | 12170 | Electrical Totals | 9/12/2018 | 9/15/2018 | 18,368.97 |
| | 12170 | Event Security Totals | 9/12/2018 | 9/15/2018 | 8,354.92 |
| | 12170 | Telecommunications Total | 9/12/2018 | 9/15/2018 | 11,587.00 |
| | 12170 | Room Rental | 9/12/2018 | 9/15/2018 | - |
| TMS 2018 147th Annual Meeting & Exposition | | | | | |
| | 12274 | Audio Visual Totals | 3/12/2018 | 3/15/2018 | 12,060.12 |
| | 12274 | F&B Totals | 3/12/2018 | 3/15/2018 | 355,425.08 |
| | 12274 | Electrical Totals | 3/12/2018 | 3/15/2018 | 21,178.70 |
| | 12274 | Event Security Totals | 3/12/2018 | 3/15/2018 | 15,755.26 |
| | 12274 | Labor | 3/12/2018 | 3/15/2018 | 2,205.00 |
| | 12274 | Life Safety Review | 3/12/2018 | 3/15/2018 | 450.00 |
| | 12274 | Equipment | 3/12/2018 | 3/15/2018 | 1,407.00 |
| | 12274 | Telecommunications Total | 3/12/2018 | 3/15/2018 | 34,311.34 |
| | 12274 | Room Rental | 3/12/2018 | 3/15/2018 | 10,000.00 |
| NACADA 42nd Annual Conference on Academic Advising | | | | | |
| | 12560 | Audio Visual Totals | 9/27/2018 | 10/3/2018 | 290.00 |
| | 12560 | F&B Totals | 9/27/2018 | 10/3/2018 | 255,232.72 |
| | 12560 | Electrical Totals | 9/27/2018 | 10/3/2018 | 5,261.77 |
| | 12560 | Event Security Totals | 9/27/2018 | 10/3/2018 | 6,156.17 |
| | 12560 | Labor | 9/27/2018 | 10/3/2018 | 840.00 |
| | 12560 | Life Safety Review | 9/27/2018 | 10/3/2018 | 450.00 |
| | 12560 | Telecommunications Total | 9/27/2018 | 10/3/2018 | 14,779.97 |
| | 12560 | Room Rental | 9/27/2018 | 10/3/2018 | 46,225.00 |
| Retail Industry Leaders Association (RILA) Retail Supply Chain Conference: Logistics 2018 | | | | | |
| | 12862 | Audio Visual Totals | 2/26/2018 | 2/28/2018 | 37,969.79 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|----------|--------------------------|------------------|----------------|--------------|
| | 12862 | F&B Totals | 2/26/2018 | 2/28/2018 | 374,563.71 |
| | 12862 | Electrical Totals | 2/26/2018 | 2/28/2018 | 53,224.20 |
| | 12862 | Event Security Totals | 2/26/2018 | 2/28/2018 | 8,454.63 |
| | 12862 | Labor | 2/26/2018 | 2/28/2018 | 2,222.50 |
| | 12862 | Life Safety Review | 2/26/2018 | 2/28/2018 | 450.00 |
| | 12862 | Equipment | 2/26/2018 | 2/28/2018 | 500.00 |
| | 12862 | Telecommunications Total | 2/26/2018 | 2/28/2018 | 34,338.00 |
| | 12862 | Room Rental | 2/26/2018 | 2/28/2018 | - |
| 2018 Healthcare Design Expo & Conference | | | | | |
| | 13040 | Audio Visual Totals | 11/10/2018 | 11/13/2018 | 82,170.50 |
| | 13040 | F&B Totals | 11/10/2018 | 11/13/2018 | 501,499.64 |
| | 13040 | Labor | 11/10/2018 | 11/13/2018 | 1,750.00 |
| | 13040 | Life Safety Review | 11/10/2018 | 11/13/2018 | 450.00 |
| | 13040 | Equipment | 11/10/2018 | 11/13/2018 | 2,092.00 |
| | 13040 | Telecommunications Total | 11/10/2018 | 11/13/2018 | 14,530.23 |
| | 13040 | Room Rental | 11/10/2018 | 11/13/2018 | 4,566.00 |
| 2018 Solution Tree PLC Summit | | | | | |
| | 13108 | F&B Totals | 2/20/2018 | 2/22/2018 | 203,442.78 |
| | 13108 | Electrical Totals | 2/20/2018 | 2/22/2018 | 1,878.80 |
| | 13108 | Event Security Totals | 2/20/2018 | 2/22/2018 | 4,627.44 |
| | 13108 | Labor | 2/20/2018 | 2/22/2018 | 350.00 |
| | 13108 | Life Safety Review | 2/20/2018 | 2/22/2018 | 450.00 |
| | 13108 | Telecommunications Total | 2/20/2018 | 2/22/2018 | 30,035.00 |
| | 13108 | Room Rental | 2/20/2018 | 2/22/2018 | 31,510.00 |
| WM Symposia 2018 | | | | | |
| | 13179 | Audio Visual Totals | 3/19/2018 | 3/22/2018 | 7,567.00 |
| | 13179 | F&B Totals | 3/19/2018 | 3/22/2018 | 497,138.70 |
| | 13179 | Electrical Totals | 3/19/2018 | 3/22/2018 | 49,898.70 |
| | 13179 | Event Security Totals | 3/19/2018 | 3/22/2018 | 19,801.40 |
| | 13179 | Labor | 3/19/2018 | 3/22/2018 | 350.00 |
| | 13179 | Life Safety Review | 3/19/2018 | 3/22/2018 | 450.00 |
| | 13179 | Equipment | 3/19/2018 | 3/22/2018 | 1,348.50 |
| | 13179 | Telecommunications Total | 3/19/2018 | 3/22/2018 | 26,724.00 |
| | 13179 | Room Rental | 3/19/2018 | 3/22/2018 | 50,000.00 |
| 2018 Materials Research Society Spring Meeting & Exhibit | | | | | |
| | 13638 | Audio Visual Totals | 4/2/2018 | 4/6/2018 | 5,572.51 |
| | 13638 | F&B Totals | 4/2/2018 | 4/6/2018 | 298,089.21 |
| | 13638 | Electrical Totals | 4/2/2018 | 4/6/2018 | 21,493.10 |
| | 13638 | Event Security Totals | 4/2/2018 | 4/6/2018 | 13,689.85 |
| | 13638 | Labor | 4/2/2018 | 4/6/2018 | 1,505.00 |
| | 13638 | Life Safety Review | 4/2/2018 | 4/6/2018 | 450.00 |
| | 13638 | Equipment | 4/2/2018 | 4/6/2018 | 1,560.00 |
| | 13638 | Telecommunications Total | 4/2/2018 | 4/6/2018 | 58,465.00 |
| | 13638 | Room Rental | 4/2/2018 | 4/6/2018 | 13,077.00 |
| American College of Veterinary Surgeons | | | | | |
| | 13685 | Audio Visual Totals | 10/25/2018 | 10/28/2018 | 15,860.00 |
| | 13685 | F&B Totals | 10/25/2018 | 10/28/2018 | 242,493.31 |
| | 13685 | Electrical Totals | 10/25/2018 | 10/28/2018 | 36,034.02 |
| | 13685 | Event Security Totals | 10/25/2018 | 10/28/2018 | 7,700.24 |
| | 13685 | Labor | 10/25/2018 | 10/28/2018 | 2,660.00 |
| | 13685 | Life Safety Review | 10/25/2018 | 10/28/2018 | 450.00 |
| | 13685 | Equipment | 10/25/2018 | 10/28/2018 | 100.00 |
| | 13685 | Telecommunications Total | 10/25/2018 | 10/28/2018 | 65,527.25 |
| | 13685 | Room Rental | 10/25/2018 | 10/28/2018 | 1,750.00 |
| Sports, Inc. Annual Meeting and Trade Show | | | | | |
| | 14000 | Audio Visual Totals | 2/15/2018 | 2/17/2018 | 9,797.00 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|--------------------------------------|------------------|----------------|--------------|
| | 14000 | F&B Totals | 2/15/2018 | 2/17/2018 | 161,793.46 |
| | 14000 | Electrical Totals | 2/15/2018 | 2/17/2018 | 34,488.35 |
| | 14000 | Event Security Totals | 2/15/2018 | 2/17/2018 | 9,871.86 |
| | 14000 | Life Safety Review | 2/15/2018 | 2/17/2018 | 450.00 |
| | 14000 | Telecommunications Total | 2/15/2018 | 2/17/2018 | 24,976.00 |
| | 14000 | Room Rental | 2/15/2018 | 2/17/2018 | 56,887.00 |
| Siemens PLM Connection - Americas 2018 | | | | | |
| | 14084 | Audio Visual Totals | 6/4/2018 | 6/7/2018 | 39,075.00 |
| | 14084 | F&B Totals | 6/4/2018 | 6/7/2018 | 736,124.17 |
| | 14084 | Electrical Totals | 6/4/2018 | 6/7/2018 | 42,783.05 |
| | 14084 | Event Security Totals | 6/4/2018 | 6/7/2018 | 15,723.13 |
| | 14084 | Labor | 6/4/2018 | 6/7/2018 | 1,662.50 |
| | 14084 | Production Supervisor/Usher/Security | 6/4/2018 | 6/7/2018 | 3,134.80 |
| | 14084 | Life Safety Review | 6/4/2018 | 6/7/2018 | 450.00 |
| | 14084 | Equipment | 6/4/2018 | 6/7/2018 | 1,979.00 |
| | 14084 | Telecommunications Total | 6/4/2018 | 6/7/2018 | 60,429.00 |
| | 14084 | Room Rental | 6/4/2018 | 6/7/2018 | - |
| 2018 Juice Plus+ Leadership Conference | | | | | |
| | 14104 | Audio Visual Totals | 4/26/2018 | 4/28/2018 | 105,373.75 |
| | 14104 | F&B Totals | 4/26/2018 | 4/28/2018 | 371,070.95 |
| | 14104 | Electrical Totals | 4/26/2018 | 4/28/2018 | 45,833.70 |
| | 14104 | Event Security Totals | 4/26/2018 | 4/28/2018 | 24,618.09 |
| | 14104 | Labor | 4/26/2018 | 4/28/2018 | 2,440.00 |
| | 14104 | Life Safety Review | 4/26/2018 | 4/28/2018 | 450.00 |
| | 14104 | Equipment | 4/26/2018 | 4/28/2018 | 3,672.00 |
| | 14104 | Telecommunications Total | 4/26/2018 | 4/28/2018 | 48,585.00 |
| | 14104 | Room Rental | 4/26/2018 | 4/28/2018 | 110,940.90 |
| AHS International's 74th Annual Forum & Technology Display | | | | | |
| | 14360 | Audio Visual Totals | 5/15/2018 | 5/17/2018 | 3,410.16 |
| | 14360 | F&B Totals | 5/15/2018 | 5/17/2018 | 204,676.46 |
| | 14360 | Electrical Totals | 5/15/2018 | 5/17/2018 | 24,220.55 |
| | 14360 | Event Security Totals | 5/15/2018 | 5/17/2018 | 8,586.12 |
| | 14360 | Labor | 5/15/2018 | 5/17/2018 | 210.00 |
| | 14360 | Life Safety Review | 5/15/2018 | 5/17/2018 | 450.00 |
| | 14360 | Equipment | 5/15/2018 | 5/17/2018 | 820.00 |
| | 14360 | Telecommunications Total | 5/15/2018 | 5/17/2018 | 8,830.00 |
| | 14360 | Room Rental | 5/15/2018 | 5/17/2018 | 30,342.00 |
| Int'l Assoc. Healthcare Central Service Material Management (IAHCSSM) 2018 Annual Conference & Expo | | | | | |
| | 14532 | Audio Visual Totals | 4/30/2018 | 5/2/2018 | 65,030.90 |
| | 14532 | F&B Totals | 4/30/2018 | 5/2/2018 | 208,840.11 |
| | 14532 | Electrical Totals | 4/30/2018 | 5/2/2018 | 64,853.30 |
| | 14532 | Event Security Totals | 4/30/2018 | 5/2/2018 | 10,106.25 |
| | 14532 | Life Safety Review | 4/30/2018 | 5/2/2018 | 450.00 |
| | 14532 | Telecommunications Total | 4/30/2018 | 5/2/2018 | 34,506.95 |
| | 14532 | Room Rental | 4/30/2018 | 5/2/2018 | 74,827.00 |
| National Association of Credit Management (NACM) 2018 Annual Credit Congress | | | | | |
| | 14628 | Audio Visual Totals | 6/10/2018 | 6/13/2018 | 89,072.02 |
| | 14628 | F&B Totals | 6/10/2018 | 6/13/2018 | 297,861.32 |
| | 14628 | Electrical Totals | 6/10/2018 | 6/13/2018 | 10,916.25 |
| | 14628 | Event Security Totals | 6/10/2018 | 6/13/2018 | 9,089.09 |
| | 14628 | Life Safety Review | 6/10/2018 | 6/13/2018 | 450.00 |
| | 14628 | Equipment | 6/10/2018 | 6/13/2018 | 930.00 |
| | 14628 | Telecommunications Total | 6/10/2018 | 6/13/2018 | 29,679.99 |
| | 14628 | Room Rental | 6/10/2018 | 6/13/2018 | - |
| PHOENIX COMICFEST 2018 | | | | | |
| | 15288 | Audio Visual Totals | 5/24/2018 | 5/28/2018 | 550.00 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|----------|--------------------------------------|------------------|----------------|--------------|
| | 15288 | F&B Totals | 5/24/2018 | 5/28/2018 | 676,967.04 |
| | 15288 | Electrical Totals | 5/24/2018 | 5/28/2018 | 40,902.45 |
| | 15288 | Event Security Totals | 5/24/2018 | 5/28/2018 | 146,209.97 |
| | 15288 | Life Safety Review | 5/24/2018 | 5/28/2018 | 450.00 |
| | 15288 | Telecommunications Total | 5/24/2018 | 5/28/2018 | 45,785.50 |
| | 15288 | Room Rental | 5/24/2018 | 5/28/2018 | 162,426.00 |
| Creativation 2018 | | | | | |
| | 15353 | Audio Visual Totals | 1/20/2018 | 1/22/2018 | 89,792.73 |
| | 15353 | F&B Totals | 1/20/2018 | 1/22/2018 | 144,773.97 |
| | 15353 | Electrical Totals | 1/20/2018 | 1/22/2018 | 104,145.05 |
| | 15353 | Event Security Totals | 1/20/2018 | 1/22/2018 | 27,988.43 |
| | 15353 | Labor | 1/20/2018 | 1/22/2018 | 420.00 |
| | 15353 | Life Safety Review | 1/20/2018 | 1/22/2018 | 450.00 |
| | 15353 | Equipment | 1/20/2018 | 1/22/2018 | 2,655.00 |
| | 15353 | Telecommunications Total | 1/20/2018 | 1/22/2018 | 44,348.96 |
| | 15353 | Room Rental | 1/20/2018 | 1/22/2018 | 100,500.00 |
| NCDA's Global Career Development Conference | | | | | |
| | 15397 | Audio Visual Totals | 6/21/2018 | 6/22/2018 | 13,893.75 |
| | 15397 | F&B Totals | 6/21/2018 | 6/22/2018 | 5,780.80 |
| | 15397 | Event Security Totals | 6/21/2018 | 6/22/2018 | 269.88 |
| | 15397 | Telecommunications Total | 6/21/2018 | 6/22/2018 | 6,000.00 |
| | 15397 | Room Rental | 6/21/2018 | 6/22/2018 | 14,493.00 |
| Sweet Adelines International Golden West Region 21 Convention | | | | | |
| | 15686 | F&B Totals | 4/20/2018 | 4/21/2018 | 2,596.68 |
| | 15686 | Event Security Totals | 4/20/2018 | 4/21/2018 | 607.23 |
| | 15686 | Production Supervisor/Usher/Security | 4/20/2018 | 4/21/2018 | 7,426.72 |
| | 15686 | Room Rental | 4/20/2018 | 4/21/2018 | 4,200.00 |
| RFMA 2018 | | | | | |
| | 15718 | Audio Visual Totals | 3/5/2018 | 3/6/2018 | 7,627.63 |
| | 15718 | F&B Totals | 3/5/2018 | 3/6/2018 | 267,813.03 |
| | 15718 | Electrical Totals | 3/5/2018 | 3/6/2018 | 57,852.65 |
| | 15718 | Event Security Totals | 3/5/2018 | 3/6/2018 | 9,570.06 |
| | 15718 | Labor | 3/5/2018 | 3/6/2018 | 2,030.00 |
| | 15718 | Life Safety Review | 3/5/2018 | 3/6/2018 | 450.00 |
| | 15718 | Equipment | 3/5/2018 | 3/6/2018 | 32.00 |
| | 15718 | Telecommunications Total | 3/5/2018 | 3/6/2018 | 30,769.00 |
| | 15718 | Room Rental | 3/5/2018 | 3/6/2018 | 63,702.90 |
| American Alliance of Museums 2018 Annual Meeting & Museum Exposition | | | | | |
| | 16327 | Audio Visual Totals | 5/6/2018 | 5/9/2018 | 17,145.00 |
| | 16327 | F&B Totals | 5/6/2018 | 5/9/2018 | 180,370.40 |
| | 16327 | Electrical Totals | 5/6/2018 | 5/9/2018 | 48,824.20 |
| | 16327 | Event Security Totals | 5/6/2018 | 5/9/2018 | 18,573.88 |
| | 16327 | Labor | 5/6/2018 | 5/9/2018 | 1,102.50 |
| | 16327 | Life Safety Review | 5/6/2018 | 5/9/2018 | 450.00 |
| | 16327 | Equipment | 5/6/2018 | 5/9/2018 | 2,319.00 |
| | 16327 | Telecommunications Total | 5/6/2018 | 5/9/2018 | 64,525.00 |
| | 16327 | Room Rental | 5/6/2018 | 5/9/2018 | 126,780.00 |
| ASFPM Annual National Conference 2018 | | | | | |
| | 16476 | Audio Visual Totals | 6/14/2018 | 6/22/2018 | 7,754.90 |
| | 16476 | F&B Totals | 6/14/2018 | 6/22/2018 | 321,611.27 |
| | 16476 | Electrical Totals | 6/14/2018 | 6/22/2018 | 6,647.58 |
| | 16476 | Event Security Totals | 6/14/2018 | 6/22/2018 | 7,704.10 |
| | 16476 | Labor | 6/14/2018 | 6/22/2018 | 805.00 |
| | 16476 | Life Safety Review | 6/14/2018 | 6/22/2018 | 450.00 |
| | 16476 | Telecommunications Total | 6/14/2018 | 6/22/2018 | 5,215.94 |
| | 16476 | Room Rental | 6/14/2018 | 6/22/2018 | 25,616.00 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|----------|---------------------------|------------------|----------------|--------------|
| NATIA 2018 | | | | | |
| | 16493 | Audio Visual Totals | 7/14/2018 | 7/19/2018 | 18,231.19 |
| | 16493 | F&B Totals | 7/14/2018 | 7/19/2018 | 194,988.34 |
| | 16493 | Electrical Totals | 7/14/2018 | 7/19/2018 | 29,201.82 |
| | 16493 | Event Security Totals | 7/14/2018 | 7/19/2018 | 7,899.61 |
| | 16493 | Life Safety Review | 7/14/2018 | 7/19/2018 | 450.00 |
| | 16493 | Equipment | 7/14/2018 | 7/19/2018 | 500.00 |
| | 16493 | Telecommunications Total | 7/14/2018 | 7/19/2018 | 30,987.97 |
| | 16493 | Room Rental | 7/14/2018 | 7/19/2018 | 3,041.00 |
| 2018 CGA Excavation Safety Conference & Expo | | | | | |
| | 16724 | Audio Visual Totals | 3/6/2018 | 3/8/2018 | 12,854.34 |
| | 16724 | F&B Totals | 3/6/2018 | 3/8/2018 | 197,479.91 |
| | 16724 | Electrical Totals | 3/6/2018 | 3/8/2018 | 19,784.95 |
| | 16724 | Event Security Totals | 3/6/2018 | 3/8/2018 | 6,668.29 |
| | 16724 | Labor | 3/6/2018 | 3/8/2018 | 700.00 |
| | 16724 | Life Safety Review | 3/6/2018 | 3/8/2018 | 450.00 |
| | 16724 | Equipment | 3/6/2018 | 3/8/2018 | 1,345.00 |
| | 16724 | Telecommunications Total | 3/6/2018 | 3/8/2018 | 27,478.00 |
| | 16724 | Room Rental | 3/6/2018 | 3/8/2018 | 34,050.74 |
| Commission on Adult Basic Education (COABE) 2018 | | | | | |
| | 16934 | Audio Visual Totals | 3/26/2018 | 3/28/2018 | 90.00 |
| | 16934 | Event Security Totals | 3/26/2018 | 3/28/2018 | 1,326.91 |
| | 16934 | Telecommunications Total | 3/26/2018 | 3/28/2018 | 6,375.00 |
| | 16934 | Room Rental | 3/26/2018 | 3/28/2018 | 16,800.00 |
| USA Volleyball Boys' Junior National Championships | | | | | |
| | 17106 | Audio Visual Totals | 7/2/2018 | 7/9/2018 | 6,720.00 |
| | 17106 | F&B Totals | 7/2/2018 | 7/9/2018 | 234,582.25 |
| | 17106 | Electrical Totals | 7/2/2018 | 7/9/2018 | 4,722.13 |
| | 17106 | Event Security Totals | 7/2/2018 | 7/9/2018 | 34,811.80 |
| | 17106 | Labor | 7/2/2018 | 7/9/2018 | 135.00 |
| | 17106 | Life Safety Review | 7/2/2018 | 7/9/2018 | 450.00 |
| | 17106 | Equipment | 7/2/2018 | 7/9/2018 | 1,640.00 |
| | 17106 | Telecommunications Total | 7/2/2018 | 7/9/2018 | 23,235.00 |
| | 17106 | Room Rental | 7/2/2018 | 7/9/2018 | 107,200.00 |
| | 17106 | Ticket Office Service Fee | 7/2/2018 | 7/9/2018 | 25,352.90 |
| INFORMS Annual Meeting 2018 | | | | | |
| | 17159 | Audio Visual Totals | 11/4/2018 | 11/7/2018 | 5,540.00 |
| | 17159 | F&B Totals | 11/4/2018 | 11/7/2018 | 236,266.58 |
| | 17159 | Electrical Totals | 11/4/2018 | 11/7/2018 | 8,479.00 |
| | 17159 | Event Security Totals | 11/4/2018 | 11/7/2018 | 10,826.55 |
| | 17159 | Labor | 11/4/2018 | 11/7/2018 | 770.00 |
| | 17159 | Life Safety Review | 11/4/2018 | 11/7/2018 | 450.00 |
| | 17159 | Equipment | 11/4/2018 | 11/7/2018 | 427.00 |
| | 17159 | Telecommunications Total | 11/4/2018 | 11/7/2018 | 37,608.00 |
| | 17159 | Room Rental | 11/4/2018 | 11/7/2018 | 101,588.90 |
| 2018 Synchrony Financial Rock 'n' Roll Arizona Health & Fitness Expo | | | | | |
| | 17172 | F&B Totals | 1/12/2018 | 1/13/2018 | 3,251.20 |
| | 17172 | Electrical Totals | 1/12/2018 | 1/13/2018 | 8,080.40 |
| | 17172 | Event Security Totals | 1/12/2018 | 1/13/2018 | 8,370.14 |
| | 17172 | Life Safety Review | 1/12/2018 | 1/13/2018 | 450.00 |
| | 17172 | Telecommunications Total | 1/12/2018 | 1/13/2018 | 10,215.00 |
| | 17172 | Room Rental | 1/12/2018 | 1/13/2018 | 25,000.00 |
| Volleyball Festival 2018 | | | | | |
| | 17186 | F&B Totals | 6/28/2018 | 7/1/2018 | 143,572.05 |
| | 17186 | Electrical Totals | 6/28/2018 | 7/1/2018 | 9,162.25 |
| | 17186 | Event Security Totals | 6/28/2018 | 7/1/2018 | 31,388.18 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|---------------------------|------------------|----------------|--------------|
| | 17186 | Life Safety Review | 6/28/2018 | 7/1/2018 | 450.00 |
| | 17186 | Equipment | 6/28/2018 | 7/1/2018 | 8,713.00 |
| | 17186 | Telecommunications Total | 6/28/2018 | 7/1/2018 | 18,257.00 |
| | 17186 | Room Rental | 6/28/2018 | 7/1/2018 | 70,000.00 |
| | 17186 | Ticket Office Service Fee | 6/28/2018 | 7/1/2018 | 12,655.91 |
| | 17186 | Other Misc.Charges | 6/28/2018 | 7/1/2018 | 470.56 |
| 2018 Air Medical Transport Conference | | | | | |
| | 17208 | Audio Visual Totals | 10/22/2018 | 10/24/2018 | 80,517.39 |
| | 17208 | F&B Totals | 10/22/2018 | 10/24/2018 | 202,103.14 |
| | 17208 | Electrical Totals | 10/22/2018 | 10/24/2018 | 36,519.71 |
| | 17208 | Event Security Totals | 10/22/2018 | 10/24/2018 | 13,449.84 |
| | 17208 | Labor | 10/22/2018 | 10/24/2018 | 280.00 |
| | 17208 | Life Safety Review | 10/22/2018 | 10/24/2018 | 450.00 |
| | 17208 | Equipment | 10/22/2018 | 10/24/2018 | 1,254.00 |
| | 17208 | Telecommunications Total | 10/22/2018 | 10/24/2018 | 26,921.82 |
| | 17208 | Room Rental | 10/22/2018 | 10/24/2018 | 86,966.70 |
| | 17208 | Other Misc.Charges | 10/22/2018 | 10/24/2018 | 370.00 |
| International Spa Association (ISPA) 2018 Annual Meeting and Expo | | | | | |
| | 17361 | Audio Visual Totals | 9/23/2018 | 9/26/2018 | 26,449.07 |
| | 17361 | F&B Totals | 9/23/2018 | 9/26/2018 | 367,442.58 |
| | 17361 | Electrical Totals | 9/23/2018 | 9/26/2018 | 53,431.27 |
| | 17361 | Event Security Totals | 9/23/2018 | 9/26/2018 | 18,391.48 |
| | 17361 | Life Safety Review | 9/23/2018 | 9/26/2018 | 450.00 |
| | 17361 | Equipment | 9/23/2018 | 9/26/2018 | 630.00 |
| | 17361 | Telecommunications Total | 9/23/2018 | 9/26/2018 | 17,727.90 |
| | 17361 | Room Rental | 9/23/2018 | 9/26/2018 | 40,450.00 |
| FENCETECH-METALfab 2018 | | | | | |
| | 17506 | Audio Visual Totals | 2/4/2018 | 2/9/2018 | 9,365.00 |
| | 17506 | F&B Totals | 2/4/2018 | 2/9/2018 | 135,944.52 |
| | 17506 | Electrical Totals | 2/4/2018 | 2/9/2018 | 68,598.54 |
| | 17506 | Event Security Totals | 2/4/2018 | 2/9/2018 | 11,838.35 |
| | 17506 | Labor | 2/4/2018 | 2/9/2018 | 1,820.00 |
| | 17506 | Life Safety Review | 2/4/2018 | 2/9/2018 | 450.00 |
| | 17506 | Equipment | 2/4/2018 | 2/9/2018 | 136.00 |
| | 17506 | Telecommunications Total | 2/4/2018 | 2/9/2018 | 43,904.96 |
| | 17506 | Room Rental | 2/4/2018 | 2/9/2018 | 127,917.00 |
| Dynamic Communities | | | | | |
| | 17687 | Audio Visual Totals | 10/15/2018 | 10/18/2018 | 44,625.50 |
| | 17687 | F&B Totals | 10/15/2018 | 10/18/2018 | 1,650,308.63 |
| | 17687 | Electrical Totals | 10/15/2018 | 10/18/2018 | 71,710.93 |
| | 17687 | Event Security Totals | 10/15/2018 | 10/18/2018 | 29,480.87 |
| | 17687 | Labor | 10/15/2018 | 10/18/2018 | 1,890.00 |
| | 17687 | Life Safety Review | 10/15/2018 | 10/18/2018 | 450.00 |
| | 17687 | Equipment | 10/15/2018 | 10/18/2018 | 1,410.00 |
| | 17687 | Telecommunications Total | 10/15/2018 | 10/18/2018 | 202,015.00 |
| | 17687 | Room Rental | 10/15/2018 | 10/18/2018 | - |
| 29th International Symposium on Human Identification | | | | | |
| | 17776 | Audio Visual Totals | 9/24/2018 | 9/27/2018 | 10,678.26 |
| | 17776 | F&B Totals | 9/24/2018 | 9/27/2018 | 312,133.61 |
| | 17776 | Electrical Totals | 9/24/2018 | 9/27/2018 | 11,236.81 |
| | 17776 | Event Security Totals | 9/24/2018 | 9/27/2018 | 9,831.01 |
| | 17776 | Labor | 9/24/2018 | 9/27/2018 | 420.00 |
| | 17776 | Life Safety Review | 9/24/2018 | 9/27/2018 | 450.00 |
| | 17776 | Equipment | 9/24/2018 | 9/27/2018 | 1,245.00 |
| | 17776 | Telecommunications Total | 9/24/2018 | 9/27/2018 | 26,343.00 |
| | 17776 | Room Rental | 9/24/2018 | 9/27/2018 | 301.50 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|-----------|---------------------------|------------------|----------------|--------------|
| AMGA 2018 Annual Conference | | | | | |
| | 17888 | Audio Visual Totals | 3/4/2018 | 3/10/2018 | 33,528.54 |
| | 17888 | F&B Totals | 3/4/2018 | 3/10/2018 | 427,995.60 |
| | 17888 | Electrical Totals | 3/4/2018 | 3/10/2018 | 33,211.35 |
| | 17888 | Event Security Totals | 3/4/2018 | 3/10/2018 | 7,864.12 |
| | 17888 | Labor | 3/4/2018 | 3/10/2018 | 1,750.00 |
| | 17888 | Life Safety Review | 3/4/2018 | 3/10/2018 | 450.00 |
| | 17888 | Equipment | 3/4/2018 | 3/10/2018 | 389.00 |
| | 17888 | Telecommunications Total | 3/4/2018 | 3/10/2018 | 71,460.00 |
| | 17888 | Room Rental | 3/4/2018 | 3/10/2018 | 11,550.75 |
| Buffalo Soldiers Motorcycle Club Gala | | | | | |
| | 18405 | F&B Totals | 8/2/2018 | 8/2/2018 | 47,485.49 |
| | 18405 | Electrical Totals | 8/2/2018 | 8/2/2018 | 181.28 |
| | 18405 | Event Security Totals | 8/2/2018 | 8/2/2018 | 300.73 |
| | 18405 | Life Safety Review | 8/2/2018 | 8/2/2018 | 450.00 |
| | 18405 | Equipment | 8/2/2018 | 8/2/2018 | 500.00 |
| | 18405 | Room Rental | 8/2/2018 | 8/2/2018 | - |
| The 2018 O2 Experience | | | | | |
| | 18433 | Audio Visual Totals | 7/27/2018 | 7/28/2018 | 57,552.50 |
| | 18433 | F&B Totals | 7/27/2018 | 7/28/2018 | 349,383.01 |
| | 18433 | Electrical Totals | 7/27/2018 | 7/28/2018 | 11,835.51 |
| | 18433 | Event Security Totals | 7/27/2018 | 7/28/2018 | 9,831.42 |
| | 18433 | Labor | 7/27/2018 | 7/28/2018 | 1,295.00 |
| | 18433 | Life Safety Review | 7/27/2018 | 7/28/2018 | 450.00 |
| | 18433 | Parking | 7/27/2018 | 7/28/2018 | 2,500.00 |
| | 18433 | Equipment | 7/27/2018 | 7/28/2018 | 550.00 |
| | 18433 | Telecommunications Total | 7/27/2018 | 7/28/2018 | 9,495.00 |
| | 18433 | Room Rental | 7/27/2018 | 7/28/2018 | 75,985.00 |
| Isagenix International 2018 New Year Kickoff | | | | | |
| | 18699 | Audio Visual Totals | 1/7/2018 | 1/14/2018 | 94,894.00 |
| | 18699 | F&B Totals | 1/7/2018 | 1/14/2018 | 256,110.66 |
| | 18699 | Electrical Totals | 1/7/2018 | 1/14/2018 | 43,611.00 |
| | 18699 | Event Security Totals | 1/7/2018 | 1/14/2018 | 49,965.64 |
| | 3/12/1951 | Labor | 1/7/2018 | 1/14/2018 | 1,225.00 |
| | 18699 | Life Safety Review | 1/7/2018 | 1/14/2018 | 450.00 |
| | 18699 | Parking | 1/7/2018 | 1/14/2018 | 1,500.00 |
| | 18699 | Equipment | 1/7/2018 | 1/14/2018 | 1,027.00 |
| | 18699 | Telecommunications Total | 1/7/2018 | 1/14/2018 | 80,654.00 |
| | 18699 | Room Rental | 1/7/2018 | 1/14/2018 | 98,150.00 |
| International Plastic Modelers Society Annual Convention | | | | | |
| | 18709 | Audio Visual Totals | 7/31/2018 | 8/5/2018 | 7,574.59 |
| | 18709 | F&B Totals | 7/31/2018 | 8/5/2018 | 17,410.67 |
| | 18709 | Electrical Totals | 7/31/2018 | 8/5/2018 | 1,893.67 |
| | 18709 | Event Security Totals | 7/31/2018 | 8/5/2018 | 7,466.57 |
| | 18709 | Life Safety Review | 7/31/2018 | 8/5/2018 | 450.00 |
| | 18709 | Room Rental | 7/31/2018 | 8/5/2018 | 25,058.00 |
| | 18709 | Ticket Office Service Fee | 7/31/2018 | 8/5/2018 | 3,000.00 |
| NRG Oncology 2018 Winter Semi Annual Meeting | | | | | |
| | 18968 | Audio Visual Totals | 1/24/2018 | 1/28/2018 | 255.23 |
| | 18968 | F&B Totals | 1/24/2018 | 1/28/2018 | 256,058.74 |
| | 18968 | Electrical Totals | 1/24/2018 | 1/28/2018 | 4,574.65 |
| | 18968 | Event Security Totals | 1/24/2018 | 1/28/2018 | 3,710.85 |
| | 18968 | Life Safety Review | 1/24/2018 | 1/28/2018 | 450.00 |
| | 18968 | Equipment | 1/24/2018 | 1/28/2018 | 133.00 |
| | 18968 | Telecommunications Total | 1/24/2018 | 1/28/2018 | 33,860.00 |
| | 18968 | Room Rental | 1/24/2018 | 1/28/2018 | 23,324.00 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|--------------------------------------|------------------|----------------|--------------|
| Best Buy HLM | | | | | |
| | 18978 | Audio Visual Totals | 10/5/2018 | 10/11/2018 | 148,898.22 |
| | 18978 | F&B Totals | 10/5/2018 | 10/11/2018 | 1,116,511.12 |
| | 18978 | Electrical Totals | 10/5/2018 | 10/11/2018 | 149,037.38 |
| | 18978 | Event Security Totals | 10/5/2018 | 10/11/2018 | 19,708.30 |
| | 18978 | Labor | 10/5/2018 | 10/11/2018 | 275.00 |
| | 18978 | Life Safety Review | 10/5/2018 | 10/11/2018 | 450.00 |
| | 18978 | Parking | 10/5/2018 | 10/11/2018 | 182.00 |
| | 18978 | Equipment | 10/5/2018 | 10/11/2018 | 759.00 |
| | 18978 | Telecommunications Total | 10/5/2018 | 10/11/2018 | 268,565.00 |
| | 18978 | Room Rental | 10/5/2018 | 10/11/2018 | - |
| 2018 LULAC National Convention | | | | | |
| | 19262 | Audio Visual Totals | 7/13/2018 | 7/21/2018 | 9,760.00 |
| | 19262 | F&B Totals | 7/13/2018 | 7/21/2018 | 449,508.90 |
| | 19262 | Electrical Totals | 7/13/2018 | 7/21/2018 | 19,667.34 |
| | 19262 | Event Security Totals | 7/13/2018 | 7/21/2018 | 12,455.27 |
| | 19262 | Labor | 7/13/2018 | 7/21/2018 | 11,620.00 |
| | 19262 | Life Safety Review | 7/13/2018 | 7/21/2018 | 450.00 |
| | 19262 | Parking | 7/13/2018 | 7/21/2018 | 1,300.00 |
| | 19262 | Equipment | 7/13/2018 | 7/21/2018 | 4,488.00 |
| | 19262 | Telecommunications Total | 7/13/2018 | 7/21/2018 | 15,118.00 |
| | 19262 | Room Rental | 7/13/2018 | 7/21/2018 | 370.00 |
| Sweet Adelines Mountain Region 8 Regional Contest 2018 | | | | | |
| | 19455 | F&B Totals | 4/12/2018 | 4/14/2018 | 2,382.23 |
| | 19455 | Event Security Totals | 4/12/2018 | 4/14/2018 | 612.85 |
| | 19455 | Production Supervisor/Usher/Security | 4/12/2018 | 4/14/2018 | 6,998.26 |
| | 19455 | Room Rental | 4/12/2018 | 4/14/2018 | 5,250.00 |
| ISTFA 2018 | | | | | |
| | 19480 | Audio Visual Totals | 10/28/2018 | 11/1/2018 | 1,990.62 |
| | 19480 | F&B Totals | 10/28/2018 | 11/1/2018 | 121,091.56 |
| | 19480 | Electrical Totals | 10/28/2018 | 11/1/2018 | 24,068.59 |
| | 19480 | Event Security Totals | 10/28/2018 | 11/1/2018 | 7,890.83 |
| | 19480 | Labor | 10/28/2018 | 11/1/2018 | 490.00 |
| | 19480 | Life Safety Review | 10/28/2018 | 11/1/2018 | 450.00 |
| | 19480 | Telecommunications Total | 10/28/2018 | 11/1/2018 | 12,056.00 |
| | 19480 | Room Rental | 10/28/2018 | 11/1/2018 | 31,713.00 |
| Netsmart CONNECTIONS 2018 | | | | | |
| | 19604 | Audio Visual Totals | 4/6/2018 | 4/11/2018 | 20,595.73 |
| | 19604 | F&B Totals | 4/6/2018 | 4/11/2018 | 628,165.92 |
| | 19604 | Electrical Totals | 4/6/2018 | 4/11/2018 | 15,331.65 |
| | 19604 | Event Security Totals | 4/6/2018 | 4/11/2018 | 9,279.64 |
| | 19604 | Life Safety Review | 4/6/2018 | 4/11/2018 | 450.00 |
| | 19604 | Equipment | 4/6/2018 | 4/11/2018 | 636.00 |
| | 19604 | Telecommunications Total | 4/6/2018 | 4/11/2018 | 96,500.00 |
| | 19604 | Room Rental | 4/6/2018 | 4/11/2018 | 2,100.00 |
| National Home Infusion Association 2018 Annual Conference | | | | | |
| | 19754 | Audio Visual Totals | 4/22/2018 | 4/26/2018 | 587.24 |
| | 19754 | F&B Totals | 4/22/2018 | 4/26/2018 | 138,057.68 |
| | 19754 | Electrical Totals | 4/22/2018 | 4/26/2018 | 21,632.05 |
| | 19754 | Event Security Totals | 4/22/2018 | 4/26/2018 | 8,001.79 |
| | 19754 | Life Safety Review | 4/22/2018 | 4/26/2018 | 450.00 |
| | 19754 | Equipment | 4/22/2018 | 4/26/2018 | 100.00 |
| | 19754 | Telecommunications Total | 4/22/2018 | 4/26/2018 | 17,769.00 |
| | 19754 | Room Rental | 4/22/2018 | 4/26/2018 | 41,520.00 |
| 2018 Mary Kay Career Conference | | | | | |
| | 20027 | Audio Visual Totals | 3/23/2018 | 3/24/2018 | 7,000.05 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|----------|---------------------------|------------------|----------------|--------------|
| | 20027 | F&B Totals | 3/23/2018 | 3/24/2018 | 20,109.82 |
| | 20027 | Electrical Totals | 3/23/2018 | 3/24/2018 | 5,321.20 |
| | 20027 | Event Security Totals | 3/23/2018 | 3/24/2018 | 3,172.01 |
| | 20027 | Life Safety Review | 3/23/2018 | 3/24/2018 | 450.00 |
| | 20027 | Telecommunications Total | 3/23/2018 | 3/24/2018 | 1,600.00 |
| | 20027 | Room Rental | 3/23/2018 | 3/24/2018 | 16,888.00 |
| 2018 Europa Games Supplement, Nutrition & Apparel Expo | | | | | |
| | 20037 | F&B Totals | 8/11/2018 | 8/13/2018 | 25,681.36 |
| | 20037 | Electrical Totals | 8/11/2018 | 8/13/2018 | 17,527.32 |
| | 20037 | Event Security Totals | 8/11/2018 | 8/13/2018 | 10,040.39 |
| | 20037 | Life Safety Review | 8/11/2018 | 8/13/2018 | 450.00 |
| | 20037 | Equipment | 8/11/2018 | 8/13/2018 | 250.00 |
| | 20037 | Room Rental | 8/11/2018 | 8/13/2018 | 76,945.00 |
| | 20037 | Ticket Office Service Fee | 8/11/2018 | 8/13/2018 | 4,093.80 |
| BASIS.ed 2018 Summer Institute | | | | | |
| | 20102 | Audio Visual Totals | 7/16/2018 | 7/20/2018 | 46,520.75 |
| | 20102 | F&B Totals | 7/16/2018 | 7/20/2018 | 203,621.21 |
| | 20102 | Electrical Totals | 7/16/2018 | 7/20/2018 | 906.40 |
| | 20102 | Event Security Totals | 7/16/2018 | 7/20/2018 | 5,476.32 |
| | 20102 | Labor | 7/16/2018 | 7/20/2018 | 1,640.00 |
| | 20102 | Life Safety Review | 7/16/2018 | 7/20/2018 | 450.00 |
| | 20102 | Parking | 7/16/2018 | 7/20/2018 | 5,000.00 |
| | 20102 | Equipment | 7/16/2018 | 7/20/2018 | 150.00 |
| | 20102 | Telecommunications Total | 7/16/2018 | 7/20/2018 | 27,101.55 |
| | 20102 | Room Rental | 7/16/2018 | 7/20/2018 | 38,154.50 |
| International Test Conference 2018 | | | | | |
| | 20165 | Audio Visual Totals | 10/28/2018 | 11/1/2018 | 490.00 |
| | 20165 | F&B Totals | 10/28/2018 | 11/1/2018 | 108,251.20 |
| | 20165 | Electrical Totals | 10/28/2018 | 11/1/2018 | 9,671.34 |
| | 20165 | Event Security Totals | 10/28/2018 | 11/1/2018 | 8,272.45 |
| | 20165 | Labor | 10/28/2018 | 11/1/2018 | 350.00 |
| | 20165 | Life Safety Review | 10/28/2018 | 11/1/2018 | 450.00 |
| | 20165 | Equipment | 10/28/2018 | 11/1/2018 | 200.00 |
| | 20165 | Telecommunications Total | 10/28/2018 | 11/1/2018 | 14,365.50 |
| | 20165 | Room Rental | 10/28/2018 | 11/1/2018 | 39,046.00 |
| AZ Water 91st Annual Conference & Exhibition | | | | | |
| | 20201 | Audio Visual Totals | 5/1/2018 | 5/4/2018 | 41,928.75 |
| | 20201 | F&B Totals | 5/1/2018 | 5/4/2018 | 197,243.00 |
| | 20201 | Electrical Totals | 5/1/2018 | 5/4/2018 | 14,526.70 |
| | 20201 | Event Security Totals | 5/1/2018 | 5/4/2018 | 7,179.05 |
| | 20201 | Life Safety Review | 5/1/2018 | 5/4/2018 | 450.00 |
| | 20201 | Parking | 5/1/2018 | 5/4/2018 | 14,214.00 |
| | 20201 | Equipment | 5/1/2018 | 5/4/2018 | 1,537.00 |
| | 20201 | Telecommunications Total | 5/1/2018 | 5/4/2018 | 12,805.00 |
| | 20201 | Room Rental | 5/1/2018 | 5/4/2018 | 37,772.00 |
| 2018 SNAAZ Annual Conference | | | | | |
| | 20275 | Audio Visual Totals | 9/13/2018 | 9/15/2018 | 8,669.90 |
| | 20275 | Electrical Totals | 9/13/2018 | 9/15/2018 | 13,353.82 |
| | 20275 | Life Safety Review | 9/13/2018 | 9/15/2018 | 450.00 |
| | 20275 | Telecommunications Total | 9/13/2018 | 9/15/2018 | 79.99 |
| | 20275 | Room Rental | 9/13/2018 | 9/15/2018 | 10,835.00 |
| Net Impact Conference 2018 | | | | | |
| | 20287 | Audio Visual Totals | 10/25/2018 | 10/27/2018 | 555.09 |
| | 20287 | F&B Totals | 10/25/2018 | 10/27/2018 | 110,683.86 |
| | 20287 | Electrical Totals | 10/25/2018 | 10/27/2018 | 6,835.54 |
| | 20287 | Event Security Totals | 10/25/2018 | 10/27/2018 | 4,633.56 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|---------------------------|------------------|----------------|--------------|
| | 20287 | Life Safety Review | 10/25/2018 | 10/27/2018 | 450.00 |
| | 20287 | Room Rental | 10/25/2018 | 10/27/2018 | 32,707.00 |
| Confidential Event *Do Not Post* 2018 Unipro Spring Purchasing Conference | | | | | |
| | 20338 | Audio Visual Totals | 4/9/2018 | 4/11/2018 | 35,324.80 |
| | 20338 | F&B Totals | 4/9/2018 | 4/11/2018 | 275,665.63 |
| | 20338 | Electrical Totals | 4/9/2018 | 4/11/2018 | 26,900.61 |
| | 20338 | Event Security Totals | 4/9/2018 | 4/11/2018 | 9,527.66 |
| | 20338 | Labor | 4/9/2018 | 4/11/2018 | 420.00 |
| | 20338 | Life Safety Review | 4/9/2018 | 4/11/2018 | 450.00 |
| | 20338 | Equipment | 4/9/2018 | 4/11/2018 | |
| | 20338 | Telecommunications Total | 4/9/2018 | 4/11/2018 | 9,824.00 |
| | 20338 | Room Rental | 4/9/2018 | 4/11/2018 | - |
| First Things First c/o Veer Consulting | | | | | |
| | 20369 | Audio Visual Totals | 8/27/2018 | 8/28/2018 | 52,652.80 |
| | 20369 | F&B Totals | 8/27/2018 | 8/28/2018 | 103,077.77 |
| | 20369 | Electrical Totals | 8/27/2018 | 8/28/2018 | 2,917.99 |
| | 20369 | Event Security Totals | 8/27/2018 | 8/28/2018 | 2,181.53 |
| | 20369 | Labor | 8/27/2018 | 8/28/2018 | 280.00 |
| | 20369 | Life Safety Review | 8/27/2018 | 8/28/2018 | 450.00 |
| | 20369 | Parking | 8/27/2018 | 8/28/2018 | 12,160.00 |
| | 20369 | Telecommunications Total | 8/27/2018 | 8/28/2018 | 4,122.50 |
| | 20369 | Room Rental | 8/27/2018 | 8/28/2018 | 17,348.00 |
| ACT-W National Conference | | | | | |
| | 20396 | F&B Totals | 4/11/2018 | 4/13/2018 | 24,483.14 |
| | 20396 | Electrical Totals | 4/11/2018 | 4/13/2018 | 1,858.40 |
| | 20396 | Event Security Totals | 4/11/2018 | 4/13/2018 | 1,439.36 |
| | 20396 | Life Safety Review | 4/11/2018 | 4/13/2018 | 450.00 |
| | 20396 | Room Rental | 4/11/2018 | 4/13/2018 | 40,285.00 |
| AE Ventures 2018 TechHome Builder | | | | | |
| | 20649 | F&B Totals | 12/5/2018 | 12/7/2018 | 114,893.43 |
| | 20649 | Electrical Totals | 12/5/2018 | 12/7/2018 | 20,403.81 |
| | 20649 | Event Security Totals | 12/5/2018 | 12/7/2018 | 6,129.76 |
| | 20649 | Life Safety Review | 12/5/2018 | 12/7/2018 | 450.00 |
| | 20649 | Equipment | 12/5/2018 | 12/7/2018 | 50.00 |
| | 20649 | Parking | 12/5/2018 | 12/7/2018 | 420.00 |
| | 20649 | Telecommunications Total | 12/5/2018 | 12/7/2018 | 13,804.00 |
| | 20649 | Room Rental | 12/5/2018 | 12/7/2018 | 22,523.00 |
| Game On Expo 2018 | | | | | |
| | 20709 | F&B Totals | 8/10/2018 | 8/12/2018 | 30,473.94 |
| | 20709 | Electrical Totals | 8/10/2018 | 8/12/2018 | 11,491.72 |
| | 20709 | Event Security Totals | 8/10/2018 | 8/12/2018 | 12,761.18 |
| | 20709 | Life Safety Review | 8/10/2018 | 8/12/2018 | 450.00 |
| | 20709 | Equipment | 8/10/2018 | 8/12/2018 | 748.00 |
| | 20709 | Telecommunications Total | 8/10/2018 | 8/12/2018 | 37,500.00 |
| | 20709 | Room Rental | 8/10/2018 | 8/12/2018 | 37,255.00 |
| | 20709 | Other-Misc Charges | 8/10/2018 | 8/12/2018 | 54.00 |
| | 20709 | Ticket Office Service Fee | 8/10/2018 | 8/12/2018 | 10,824.00 |
| Ewing Development & Leadership Conference | | | | | |
| | 20720 | F&B Totals | 2/19/2018 | 2/19/2018 | 75,428.93 |
| | 20720 | Electrical Totals | 2/19/2018 | 2/19/2018 | 10,125.00 |
| | 20720 | Event Security Totals | 2/19/2018 | 2/19/2018 | 1,731.93 |
| | 20720 | Labor | 2/19/2018 | 2/19/2018 | 105.00 |
| | 20720 | Life Safety Review | 2/19/2018 | 2/19/2018 | 450.00 |
| | 20720 | Parking | 2/19/2018 | 2/19/2018 | 280.00 |
| | 20720 | Room Rental | 2/19/2018 | 2/19/2018 | 11,866.00 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|---------------------------|------------------|----------------|--------------|
| Skills USA Arizona Championships | | | | | |
| | 20746 | Audio Visual Totals | 4/3/2018 | 4/5/2018 | 23,161.25 |
| | 20746 | F&B Totals | 4/3/2018 | 4/5/2018 | 30,859.61 |
| | 20746 | Electrical Totals | 4/3/2018 | 4/5/2018 | 43,792.60 |
| | 20746 | Event Security Totals | 4/3/2018 | 4/5/2018 | 7,738.46 |
| | 20746 | Labor | 4/3/2018 | 4/5/2018 | 2,100.00 |
| | 20746 | Life Safety Review | 4/3/2018 | 4/5/2018 | 450.00 |
| | 20746 | Room Rental | 4/3/2018 | 4/5/2018 | 66,621.00 |
| Solution Tree: 2018 Assessment & Grading Conference | | | | | |
| | 20763 | Audio Visual Totals | 10/22/2018 | 10/24/2018 | 28,738.75 |
| | 20763 | F&B Totals | 10/22/2018 | 10/24/2018 | 31,006.67 |
| | 20763 | Electrical Totals | 10/22/2018 | 10/24/2018 | 1,049.57 |
| | 20763 | Event Security Totals | 10/22/2018 | 10/24/2018 | 2,440.17 |
| | 20763 | Life Safety Review | 10/22/2018 | 10/24/2018 | 450.00 |
| | 20763 | Equipment | 10/22/2018 | 10/24/2018 | 288.00 |
| | 20763 | Telecommunications Total | 10/22/2018 | 10/24/2018 | 6,750.00 |
| | 20763 | Room Rental | 10/22/2018 | 10/24/2018 | 26,600.00 |
| AZ Sunrays 2018 Classic Rock Invitational | | | | | |
| | 20767 | F&B Totals | 2/9/2018 | 2/11/2018 | 41,379.31 |
| | 20767 | Electrical Totals | 2/9/2018 | 2/11/2018 | 2,330.00 |
| | 20767 | Event Security Totals | 2/9/2018 | 2/11/2018 | 5,751.82 |
| | 20767 | Life Safety Review | 2/9/2018 | 2/11/2018 | 450.00 |
| | 20767 | Equipment | 2/9/2018 | 2/11/2018 | 832.00 |
| | 20767 | Telecommunications Total | 2/9/2018 | 2/11/2018 | 1,119.93 |
| | 20767 | Room Rental | 2/9/2018 | 2/11/2018 | 26,184.00 |
| | 20767 | Other-Misc Charges | 2/9/2018 | 2/11/2018 | 500.00 |
| | 20767 | Ticket Office Service Fee | 2/9/2018 | 2/11/2018 | 5,769.96 |
| 2018 LennoxLIVE West Region | | | | | |
| | 20819 | Audio Visual Totals | 2/27/2018 | 3/2/2018 | 17,313.13 |
| | 20819 | F&B Totals | 2/27/2018 | 3/2/2018 | 249,966.69 |
| | 20819 | Electrical Totals | 2/27/2018 | 3/2/2018 | 10,700.25 |
| | 20819 | Event Security Totals | 2/27/2018 | 3/2/2018 | 6,524.78 |
| | 20819 | Labor | 2/27/2018 | 3/2/2018 | 1,260.00 |
| | 20819 | Life Safety Review | 2/27/2018 | 3/2/2018 | 450.00 |
| | 20819 | Equipment | 2/27/2018 | 3/2/2018 | 608.00 |
| | 20819 | Telecommunications Total | 2/27/2018 | 3/2/2018 | 13,909.95 |
| | 20819 | Room Rental | 2/27/2018 | 3/2/2018 | 13,928.00 |
| WEF Residuals and Biosolids Conference 2018 | | | | | |
| | 20861 | Audio Visual Totals | 5/14/2018 | 5/18/2018 | 22,458.41 |
| | 20861 | F&B Totals | 5/14/2018 | 5/18/2018 | 71,213.26 |
| | 20861 | Electrical Totals | 5/14/2018 | 5/18/2018 | 13,051.15 |
| | 20861 | Event Security Totals | 5/14/2018 | 5/18/2018 | 4,997.93 |
| | 20861 | Labor | 5/14/2018 | 5/18/2018 | 840.00 |
| | 20861 | Life Safety Review | 5/14/2018 | 5/18/2018 | 450.00 |
| | 20861 | Equipment | 5/14/2018 | 5/18/2018 | 20.00 |
| | 20861 | Telecommunications Total | 5/14/2018 | 5/18/2018 | 3,570.00 |
| | 20861 | Room Rental | 5/14/2018 | 5/18/2018 | 26,076.00 |
| Arizona's Ultimate Women's Expo | | | | | |
| | 20967 | F&B Totals | 4/28/2018 | 4/29/2018 | 24,993.92 |
| | 20967 | Electrical Totals | 4/28/2018 | 4/29/2018 | 13,302.85 |
| | 20967 | Event Security Totals | 4/28/2018 | 4/29/2018 | 7,218.82 |
| | 20967 | Life Safety Review | 4/28/2018 | 4/29/2018 | 450.00 |
| | 20967 | Equipment | 4/28/2018 | 4/29/2018 | 200.00 |
| | 20967 | Room Rental | 4/28/2018 | 4/29/2018 | 29,277.00 |
| | 20967 | Ticket Office Service Fee | 4/28/2018 | 4/29/2018 | 4,500.00 |
| Arizona's Ultimate Women's Expo | | | | | |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|--|----------|---------------------------|------------------|----------------|--------------|
| | 20968 | F&B Totals | 10/6/2018 | 10/7/2018 | 17,676.12 |
| | 20968 | Electrical Totals | 10/6/2018 | 10/7/2018 | 9,539.51 |
| | 20968 | Event Security Totals | 10/6/2018 | 10/7/2018 | 7,003.20 |
| | 20968 | Life Safety Review | 10/6/2018 | 10/7/2018 | 450.00 |
| | 20968 | Equipment | 10/6/2018 | 10/7/2018 | 200.00 |
| | 20968 | Room Rental | 10/6/2018 | 10/7/2018 | 27,702.00 |
| | 20968 | Ticket Office Service Fee | 10/6/2018 | 10/7/2018 | 1,500.00 |
| Limelife Palooza 2018 | | | | | |
| | 20987 | Audio Visual Totals | 10/6/2018 | 10/7/2018 | 185,632.50 |
| | 20987 | F&B Totals | 10/6/2018 | 10/7/2018 | 88,438.78 |
| | 20987 | Electrical Totals | 10/6/2018 | 10/7/2018 | 10,580.81 |
| | 20987 | Event Security Totals | 10/6/2018 | 10/7/2018 | 4,474.01 |
| | 20987 | Labor | 10/6/2018 | 10/7/2018 | 612.50 |
| | 20987 | Life Safety Review | 10/6/2018 | 10/7/2018 | 450.00 |
| | 20987 | Equipment | 10/6/2018 | 10/7/2018 | 540.00 |
| | 20987 | Telecommunications Total | 10/6/2018 | 10/7/2018 | 8,086.80 |
| | 20987 | Room Rental | 10/6/2018 | 10/7/2018 | 21,942.00 |
| Grand Prix Phoenix | | | | | |
| | 21018 | Audio Visual Totals | 3/16/2018 | 3/18/2018 | 480.00 |
| | 21018 | F&B Totals | 3/16/2018 | 3/18/2018 | 26,442.07 |
| | 21018 | Electrical Totals | 3/16/2018 | 3/18/2018 | 2,270.00 |
| | 21018 | Event Security Totals | 3/16/2018 | 3/18/2018 | 5,034.45 |
| | 21018 | Life Safety Review | 3/16/2018 | 3/18/2018 | 450.00 |
| | 21018 | Equipment | 3/16/2018 | 3/18/2018 | 3,468.00 |
| | 21018 | Telecommunications Total | 3/16/2018 | 3/18/2018 | 5,900.00 |
| | 21018 | Room Rental | 3/16/2018 | 3/18/2018 | 27,541.00 |
| 2018 Chevron Retail Convention | | | | | |
| | 21201 | Audio Visual Totals | 10/2/2018 | 10/4/2018 | 248,289.75 |
| | 21201 | F&B Totals | 10/2/2018 | 10/4/2018 | 318,262.48 |
| | 21201 | Electrical Totals | 10/2/2018 | 10/4/2018 | 53,727.14 |
| | 21201 | Event Security Totals | 10/2/2018 | 10/4/2018 | 7,156.50 |
| | 21201 | Life Safety Review | 10/2/2018 | 10/4/2018 | 450.00 |
| | 21201 | Equipment | 10/2/2018 | 10/4/2018 | 3,090.00 |
| | 21201 | Telecommunications Total | 10/2/2018 | 10/4/2018 | 62,145.00 |
| | 21201 | Room Rental | 10/2/2018 | 10/4/2018 | 57,457.00 |
| Specialty Tools & Fasteners Distributors Association (STAFDA) 2018 Annual Convention & Trade show | | | | | |
| | 21301 | Audio Visual Totals | 10/28/2018 | 10/30/2018 | 65,685.00 |
| | 21301 | F&B Totals | 10/28/2018 | 10/30/2018 | 165,950.83 |
| | 21301 | Electrical Totals | 10/28/2018 | 10/30/2018 | 92,312.61 |
| | 21301 | Event Security Totals | 10/28/2018 | 10/30/2018 | 19,778.75 |
| | 21301 | Life Safety Review | 10/28/2018 | 10/30/2018 | 450.00 |
| | 21301 | Equipment | 10/28/2018 | 10/30/2018 | 1,325.00 |
| | 21301 | Telecommunications Total | 10/28/2018 | 10/30/2018 | 30,931.94 |
| | 21301 | Room Rental | 10/28/2018 | 10/30/2018 | 116,565.00 |
| World System Builder 2k18 Launch | | | | | |
| | 21504 | Audio Visual Totals | 1/17/2018 | 1/21/2018 | 40,195.00 |
| | 21504 | F&B Totals | 1/17/2018 | 1/21/2018 | 3,049.20 |
| | 21504 | Event Security Totals | 1/17/2018 | 1/21/2018 | 5,997.66 |
| | 21504 | Life Safety Review | 1/17/2018 | 1/21/2018 | 450.00 |
| | 21504 | Equipment | 1/17/2018 | 1/21/2018 | 345.00 |
| | 21504 | Room Rental | 1/17/2018 | 1/21/2018 | 29,026.00 |
| | 21504 | Other-Misc Charges | 1/17/2018 | 1/21/2018 | 180.00 |
| Adidas Gauntlet presented by Arizona Elite Girls Basketball Club | | | | | |
| | 21655 | F&B Totals | 4/18/2018 | 4/22/2018 | 25,610.87 |
| | 21655 | Electrical Totals | 4/18/2018 | 4/22/2018 | 929.00 |
| | 21655 | Event Security Totals | 4/18/2018 | 4/22/2018 | 5,924.25 |

| Event Name | Event ID | Item Description | Event Start Date | Event End Date | Client Spend |
|---|----------|---------------------------|------------------|----------------|--------------|
| | 21655 | Labor | 4/18/2018 | 4/22/2018 | 280.00 |
| | 21655 | Life Safety Review | 4/18/2018 | 4/22/2018 | 450.00 |
| | 21655 | Parking | 4/18/2018 | 4/22/2018 | 2,500.00 |
| | 21655 | Room Rental | 4/18/2018 | 4/22/2018 | 40,755.00 |
| | 21655 | Ticket Office Service Fee | 4/18/2018 | 4/22/2018 | 4,905.90 |
| Shamrock Foods Expo18 | | | | | |
| | 21765 | F&B Totals | 9/12/2018 | 9/12/2018 | 8,384.95 |
| | 21765 | Electrical Totals | 9/12/2018 | 9/12/2018 | 52,447.92 |
| | 21765 | Event Security Totals | 9/12/2018 | 9/12/2018 | 6,425.27 |
| | 21765 | Life Safety Review | 9/12/2018 | 9/12/2018 | 450.00 |
| | 21765 | Parking | 9/12/2018 | 9/12/2018 | 10,413.00 |
| | 21765 | Equipment | 9/12/2018 | 9/12/2018 | 960.00 |
| | 21765 | Telecommunications Total | 9/12/2018 | 9/12/2018 | 11,395.00 |
| | 21765 | Room Rental | 9/12/2018 | 9/12/2018 | 22,640.00 |
| Arizona Skills USA | | | | | |
| | 21885 | Audio Visual Totals | 10/4/2018 | 10/4/2018 | 20,309.00 |
| | 21885 | F&B Totals | 10/4/2018 | 10/4/2018 | 878.46 |
| | 21885 | Electrical Totals | 10/4/2018 | 10/4/2018 | 1,193.77 |
| | 21885 | Event Security Totals | 10/4/2018 | 10/4/2018 | 612.85 |
| | 21885 | Life Safety Review | 10/4/2018 | 10/4/2018 | 450.00 |
| | 21885 | Room Rental | 10/4/2018 | 10/4/2018 | 9,884.00 |
| 2018 OIT/ORAP Partnership | | | | | |
| | 22904 | Audio Visual Totals | 7/31/2018 | 8/3/2018 | 787.01 |
| | 22904 | Electrical Totals | 7/31/2018 | 8/3/2018 | 3,142.70 |
| | 22904 | Event Security Totals | 7/31/2018 | 8/3/2018 | 4,967.40 |
| | 22904 | Labor | 7/31/2018 | 8/3/2018 | 600.00 |
| | 22904 | Life Safety Review | 7/31/2018 | 8/3/2018 | 450.00 |
| | 22904 | Telecommunications Total | 7/31/2018 | 8/3/2018 | 21,187.00 |
| | 22904 | Room Rental | 7/31/2018 | 8/3/2018 | 33,815.00 |
| US Cannabis Conference & Expo 2018 | | | | | |
| | 22966 | F&B Totals | 10/5/2018 | 10/6/2018 | 4,105.20 |
| | 22966 | Electrical Totals | 10/5/2018 | 10/6/2018 | 7,734.54 |
| | 22966 | Life Safety Review | 10/5/2018 | 10/6/2018 | 450.00 |
| | 22966 | Telecommunications Total | 10/5/2018 | 10/6/2018 | 1,140.00 |
| | 22966 | Room Rental | 10/5/2018 | 10/6/2018 | 15,220.00 |
| 2018 Achieve the Dream | | | | | |
| | 23239 | Electrical Totals | 8/9/2018 | 8/12/2018 | 2,537.92 |
| | 23239 | Event Security Totals | 8/9/2018 | 8/12/2018 | 1,844.18 |
| | 23239 | Life Safety Review | 8/9/2018 | 8/12/2018 | 450.00 |
| | 23239 | Telecommunications Total | 8/9/2018 | 8/12/2018 | 28,083.38 |
| | 23239 | Room Rental | 8/9/2018 | 8/12/2018 | 14,924.00 |

E. IMPLAN Output and Qualified Revenue Calculation

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|----------|--------------------|--------------------------|---------------------|---------------------|---------------------|---------------------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Total | \$357,820,018 | \$480,736,380 | \$487,475,926 | \$440,982,367 | \$567,434,669 | | | \$13,276,209 | \$17,841,323 | \$18,089,685 | \$16,321,951 | \$21,002,923 |
| Hotels and motels, including casino hotels | 107,942,048 | 138,674,618 | 128,181,191 | 143,985 | 184,415 | 5.5% | 67.245% | 3,992,210 | 5,128,846 | 4,740,749 | 5,325 | 6,821 |
| Food services and drinking places | 68,565,418 | 84,495,404 | 75,257,918 | 7,732,323 | 9,865,963 | 5.0% | 73.796% | 2,529,927 | 3,117,711 | 2,776,867 | 285,307 | 364,034 |
| Real estate establishments | 15,150,584 | 20,445,921 | 26,057,400 | 13,664,787 | 17,467,683 | 5.0% | 73.796% | 559,026 | 754,414 | 961,466 | 504,203 | 644,523 |
| Imputed rental activity for owner-occupied dwellings | 10,156,996 | 16,299,810 | 16,458,645 | 14,153,833 | 17,910,588 | 5.0% | 73.796% | 374,773 | 601,430 | 607,291 | 522,248 | 660,865 |
| Amusement parks, arcades, and gambling industries | 2,199,861 | 3,195,392 | 3,530,047 | 571,658 | 732,800 | 5.0% | 73.796% | 81,170 | 117,904 | 130,252 | 21,093 | 27,039 |
| Retail Stores - General merchandise | 7,671,224 | 10,086,050 | 8,698,870 | 2,097,369 | 2,625,144 | 5.0% | 73.796% | 283,053 | 372,155 | 320,971 | 77,389 | 96,863 |
| Wholesale trade businesses | 7,149,788 | 10,023,353 | 11,660,380 | 14,559,650 | 19,746,434 | 5.0% | 73.796% | 263,813 | 369,842 | 430,245 | 537,222 | 728,604 |
| Automotive equipment rental and leasing | 6,103,761 | 7,906,732 | 8,362,328 | 1,262,054 | 1,537,800 | 5.0% | 73.796% | 225,217 | 291,743 | 308,553 | 46,567 | 56,742 |
| Fitness and recreational sports centers | 13,633,876 | 16,603,797 | 14,582,117 | 38,261 | 48,565 | 5.0% | 73.796% | 503,063 | 612,647 | 538,051 | 1,412 | 1,792 |
| Electric power generation, transmission, and distribution | 4,883,624 | 7,173,485 | 7,845,094 | 3,052,491 | 4,006,805 | 5.0% | 86.898% | 212,189 | 311,681 | 340,862 | 132,628 | 174,092 |
| Offices of physicians, dentists, and other health practitioners | 4,354,197 | 7,039,223 | 7,215,383 | 5,287,163 | 6,679,936 | 5.0% | 73.796% | 160,661 | 259,733 | 266,233 | 195,086 | 246,476 |
| Private hospitals | 4,270,434 | 7,095,070 | 7,167,693 | 6,276,661 | 7,960,759 | 5.0% | 73.796% | 157,570 | 261,794 | 264,474 | 231,596 | 293,736 |
| Advertising and related services | 4,212,972 | 6,275,839 | 5,361,772 | 1,293,028 | 1,777,794 | 5.0% | 73.796% | 155,450 | 231,566 | 197,839 | 47,710 | 65,597 |
| Management of companies and enterprises | 5,492,372 | 6,548,533 | 7,163,687 | 4,710,646 | 6,277,251 | 5.0% | 73.796% | 202,658 | 241,628 | 264,326 | 173,813 | 231,618 |
| Museums, historical sites, zoos, and parks | 4,767,055 | 5,835,349 | 5,293,457 | 78,270 | 98,622 | 5.0% | 73.796% | 175,895 | 215,313 | 195,318 | 2,888 | 3,639 |
| Insurance carriers | 3,626,711 | 5,167,179 | 7,460,275 | 7,248,100 | 9,047,032 | 5.0% | 73.796% | 133,818 | 190,659 | 275,269 | 267,440 | 333,817 |
| Transit and ground passenger transportation | 3,595,132 | 5,473,848 | 5,004,250 | 512,378 | 665,659 | 5.0% | 73.796% | 132,653 | 201,974 | 184,647 | 18,906 | 24,561 |
| Maintenance and repair construction of nonresidential structures | 3,795,716 | 5,221,290 | 4,852,358 | 4,195,283 | 5,387,470 | 5.0% | 86.898% | 164,920 | 226,860 | 210,830 | 182,281 | 234,080 |
| Monetary authorities and depository credit intermediation activities | 2,552,784 | 3,883,953 | 5,551,356 | 6,326,925 | 8,003,265 | 5.0% | 73.796% | 94,193 | 143,310 | 204,834 | 233,451 | 295,304 |
| Telecommunications | 1,246,265 | 3,425,188 | 6,190,157 | 5,997,106 | 7,976,595 | 5.0% | 73.796% | 45,985 | 126,383 | 228,404 | 221,281 | 294,320 |
| Securities, commodity contracts, investments, and related activities | 2,654,438 | 3,978,081 | 4,926,832 | 5,369,352 | 7,071,089 | 5.0% | 73.796% | 97,943 | 146,783 | 181,790 | 198,118 | 260,909 |
| Other state and local government enterprises | 4,036,691 | 5,814,658 | 6,032,453 | 4,475,100 | 5,765,229 | 5.0% | 73.796% | 148,946 | 214,549 | 222,585 | 165,122 | 212,725 |
| Scenic and sightseeing transportation and support activities for transportation | 2,795,075 | 3,456,465 | 4,653,534 | 6,773,056 | 8,584,105 | 5.0% | 73.796% | 103,133 | 127,537 | 171,706 | 249,912 | 316,736 |
| Performing arts companies | 2,772,281 | 3,486,666 | 3,060,998 | 227,710 | 292,189 | 5.0% | 73.796% | 102,292 | 128,651 | 112,945 | 8,402 | 10,781 |
| Services to buildings and dwellings | 1,599,536 | 2,221,281 | 3,365,154 | 1,929,799 | 2,486,115 | 5.0% | 73.796% | 59,020 | 81,961 | 124,167 | 71,206 | 91,733 |
| Accounting, tax preparation, bookkeeping, and payroll services | 1,360,750 | 1,930,081 | 2,019,408 | 1,488,295 | 1,967,500 | 5.0% | 73.796% | 50,209 | 71,216 | 74,512 | 54,915 | 72,597 |
| Management, scientific, and technical consulting services | 1,523,962 | 2,325,657 | 2,585,747 | 1,694,313 | 2,251,329 | 5.0% | 73.796% | 56,231 | 85,812 | 95,409 | 62,517 | 83,070 |
| Legal services | 1,511,860 | 2,023,992 | 2,121,900 | 1,525,645 | 2,010,633 | 5.0% | 73.796% | 55,785 | 74,681 | 78,294 | 56,293 | 74,188 |
| Spectator sports companies | 1,633,816 | 2,067,553 | 1,986,315 | 274,962 | 357,517 | 5.0% | 73.796% | 60,285 | 76,289 | 73,291 | 10,146 | 13,192 |
| Nondepository credit intermediation and related activities | 1,994,176 | 2,504,953 | 3,929,624 | 3,167,632 | 4,015,712 | 5.0% | 73.796% | 73,581 | 92,428 | 144,995 | 116,879 | 148,172 |

*General Fund share for hotels and motels is 67.245%. This change in percentage affects all prior years of the HVS Economic and Fiscal Impact Analysis.

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|-----------|-----------|-------------|-------------|----------|--------------------|--------------------------|---------|---------|-----------|-----------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Commercial and industrial machinery and equipment rental and leasing | 1,566,554 | 2,275,883 | 2,060,300 | 1,855,356 | 2,272,743 | 5.0% | 73.796% | 57,803 | 83,976 | 76,021 | 68,459 | 83,860 |
| Transport by truck | 1,684,486 | 2,291,999 | 2,362,850 | 118,625,850 | 139,409,677 | 5.0% | 73.796% | 62,154 | 84,570 | 87,184 | 4,377,057 | 5,143,938 |
| Office administrative services | 2,338,379 | 2,963,962 | 4,855,555 | 4,374,445 | 5,496,052 | 5.0% | 73.796% | 86,282 | 109,364 | 179,160 | 161,408 | 202,793 |
| Retail Stores - Food and beverage | 1,521,158 | 2,320,301 | 2,179,041 | 1,794,038 | 2,255,140 | 5.0% | 73.796% | 56,128 | 85,614 | 80,402 | 66,196 | 83,210 |
| Other amusement and recreation industries | 18,517 | 29,754 | 44,239 | 31,713 | 40,159 | 5.0% | 73.796% | 683 | 1,098 | 1,632 | 1,170 | 1,482 |
| Retail Nonstores - Direct and electronic sales | 1,559,221 | 2,175,832 | 2,484,578 | 2,229,498 | 2,807,060 | 5.0% | 73.796% | 57,532 | 80,284 | 91,676 | 82,264 | 103,575 |
| Retail Stores - Motor vehicle and parts | 1,076,570 | 1,600,113 | 1,729,461 | 2,479,902 | 3,088,463 | 5.0% | 73.796% | 39,723 | 59,041 | 63,814 | 91,503 | 113,958 |
| Medical and diagnostic labs and outpatient and other ambulatory care services | 831,188 | 1,363,367 | 1,519,717 | 1,253,524 | 1,581,030 | 5.0% | 73.796% | 30,669 | 50,306 | 56,075 | 46,253 | 58,337 |
| Insurance agencies, brokerages, and related activities | 790,602 | 1,348,267 | 4,535,115 | 4,481,280 | 5,687,084 | 5.0% | 73.796% | 29,172 | 49,748 | 167,337 | 165,350 | 209,842 |
| Radio and television broadcasting | 901,648 | 1,102,689 | 886,797 | 526,931 | 720,111 | 5.0% | 73.796% | 33,269 | 40,687 | 32,721 | 19,443 | 26,571 |
| Automotive repair and maintenance, except car washes | 1,350,833 | 1,968,344 | 2,169,752 | 1,772,714 | 2,248,671 | 5.0% | 73.796% | 49,843 | 72,628 | 80,060 | 65,410 | 82,971 |
| US Postal Service | 1,095,005 | 1,348,369 | 1,532,792 | 3,454,028 | 4,210,787 | 5.0% | 73.796% | 40,403 | 49,752 | 56,557 | 127,447 | 155,370 |
| Nursing and residential care facilities | 1,028,075 | 1,674,186 | 1,277,178 | 1,025,114 | 1,301,615 | 5.0% | 73.796% | 37,934 | 61,774 | 47,125 | 37,825 | 48,027 |
| Employment services | 399,651 | 583,996 | 970,605 | 809,326 | 1,019,668 | 5.0% | 73.796% | 14,746 | 21,548 | 35,813 | 29,863 | 37,624 |
| Waste management and remediation services | 905,927 | 1,258,957 | 1,276,842 | 1,005,967 | 1,544,402 | 5.0% | 73.796% | 33,427 | 46,453 | 47,113 | 37,118 | 56,985 |
| Motion picture and video industries | 1,105,922 | 1,270,015 | 1,107,358 | 181,412 | 235,086 | 5.0% | 73.796% | 40,806 | 46,861 | 40,859 | 6,694 | 8,674 |
| State and local government electric utilities | 6,387 | 1,565,871 | 1,349,842 | 2,374 | 3,053 | 5.0% | 73.796% | 236 | 57,777 | 49,806 | 88 | 113 |
| Funds, trusts, and other financial vehicles | 341,439 | 1,098,618 | 2,196,576 | 1,580,365 | 1,998,809 | 5.0% | 73.796% | 12,598 | 40,537 | 81,049 | 58,312 | 73,752 |
| Lessors of nonfinancial intangible assets | 893,293 | 1,122,212 | 1,742,802 | 1,543,517 | 2,074,481 | 5.0% | 73.796% | 32,961 | 41,407 | 64,306 | 56,953 | 76,544 |
| Internet publishing and broadcasting | 1,694,558 | 1,818,399 | 2,529,545 | 2,009,824 | 2,588,873 | 5.0% | 73.796% | 62,526 | 67,095 | 93,335 | 74,159 | 95,524 |
| Architectural, engineering, and related services | 822,759 | 1,527,307 | 1,768,059 | 2,000,556 | 2,679,903 | 5.0% | 73.796% | 30,358 | 56,355 | 65,238 | 73,817 | 98,883 |
| Retail Stores - Clothing and clothing accessories | 1,131,496 | 1,486,453 | 1,225,773 | 1,509,892 | 1,928,945 | 5.0% | 73.796% | 41,750 | 54,847 | 45,229 | 55,712 | 71,174 |
| Other support services | 741,823 | 1,708,089 | 1,187,950 | 332,304 | 436,619 | 5.0% | 73.796% | 27,372 | 63,025 | 43,833 | 12,261 | 16,110 |
| Private junior colleges, colleges, universities, and professional schools | 739,647 | 1,137,481 | 1,052,864 | 686,565 | 877,837 | 5.0% | 73.796% | 27,291 | 41,971 | 38,849 | 25,333 | 32,390 |
| Home health care services | 868,303 | 1,424,622 | 1,661,263 | 1,101,979 | 1,393,036 | 5.0% | 73.796% | 32,039 | 52,566 | 61,297 | 40,661 | 51,400 |
| Religious organizations | 290,945 | 472,578 | 3,312,056 | 270,410 | 342,779 | 5.0% | 73.796% | 10,735 | 17,437 | 122,208 | 9,978 | 12,648 |
| Transport by air | 665,846 | 977,520 | 1,808,867 | 1,808,754 | 2,311,021 | 5.0% | 73.796% | 24,568 | 36,069 | 66,744 | 66,739 | 85,272 |
| Retail Stores - Building material and garden supply | 813,377 | 1,261,584 | 1,415,986 | 1,102,322 | 1,388,346 | 5.0% | 73.796% | 30,012 | 46,550 | 52,247 | 40,673 | 51,227 |
| Retail Stores - Gasoline stations | 731,365 | 1,064,273 | 923,387 | 1,004,032 | 1,282,719 | 5.0% | 73.796% | 26,986 | 39,270 | 34,071 | 37,047 | 47,330 |
| Retail Stores - Health and personal care | 687,420 | 1,047,113 | 1,182,876 | 892,670 | 1,124,290 | 5.0% | 73.796% | 25,364 | 38,636 | 43,646 | 32,938 | 41,484 |
| Couriers and messengers | 590,680 | 747,829 | 1,186,675 | 7,443,324 | 9,022,385 | 5.0% | 73.796% | 21,795 | 27,593 | 43,786 | 274,644 | 332,908 |
| Warehousing and storage | 944,280 | 1,188,618 | 1,144,859 | 2,145,516 | 2,658,468 | 5.0% | 73.796% | 34,842 | 43,858 | 42,243 | 79,165 | 98,092 |
| Commercial and industrial machinery and equipment repair and maintenance | 722,446 | 896,372 | 1,105,165 | 443,082 | 591,857 | 5.0% | 73.796% | 26,657 | 33,074 | 40,778 | 16,349 | 21,838 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|-----------|-----------|-----------|-----------|----------|--------------------|--------------------------|--------|--------|---------|---------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Natural gas distribution | 382,303 | 573,996 | 609,918 | 314,412 | 423,470 | 5.0% | 86.898% | 16,611 | 24,940 | 26,500 | 13,661 | 18,399 |
| Newspaper publishers | 580,034 | 665,488 | 597,850 | 164,921 | 223,125 | 5.0% | 73.796% | 21,402 | 24,555 | 22,059 | 6,085 | 8,233 |
| Business support services | 372,706 | 595,511 | 905,038 | 588,730 | 865,922 | 5.0% | 73.796% | 13,752 | 21,973 | 33,394 | 21,723 | 31,951 |
| Civic, social, professional, and similar organizations | 429,263 | 637,555 | 792,766 | 729,607 | 924,631 | 5.0% | 73.796% | 15,839 | 23,525 | 29,251 | 26,921 | 34,117 |
| All other miscellaneous professional, scientific, and technical services | 406,731 | 542,495 | 747,675 | 1,173,030 | 1,516,676 | 5.0% | 73.796% | 15,008 | 20,017 | 27,588 | 43,282 | 55,962 |
| Dry-cleaning and laundry services | 464,089 | 516,169 | 487,605 | 197,111 | 247,481 | 5.0% | 73.796% | 17,124 | 19,046 | 17,992 | 7,273 | 9,132 |
| Retail Stores - Miscellaneous | 484,814 | 680,482 | 779,375 | 3,568,180 | 4,637,169 | 5.0% | 73.796% | 17,889 | 25,108 | 28,757 | 131,659 | 171,102 |
| Personal care services | 535,638 | 664,859 | 709,825 | 542,071 | 683,474 | 5.0% | 73.796% | 19,764 | 24,532 | 26,191 | 20,001 | 25,219 |
| Pharmaceutical preparation manufacturing | 3,349 | 25,748 | 4,249 | 8,535 | 10,829 | 5.0% | 73.796% | 124 | 950 | 157 | 315 | 400 |
| Independent artists, writers, and performers | 473,530 | 954,904 | 956,395 | 251,015 | 327,915 | 5.0% | 73.796% | 17,472 | 35,234 | 35,289 | 9,262 | 12,099 |
| Fluid milk and butter manufacturing | 311,115 | 571,100 | 457,608 | 196,507 | 249,107 | 5.0% | 73.796% | 11,480 | 21,072 | 16,885 | 7,251 | 9,192 |
| Other personal services | 428,463 | 693,943 | 677,954 | 425,342 | 541,675 | 5.0% | 73.796% | 15,809 | 25,605 | 25,015 | 15,694 | 19,987 |
| Extraction of oil and natural gas | 264,118 | 671,440 | 322,189 | 854,991 | 1,139,520 | 5.0% | 73.796% | 9,745 | 24,775 | 11,888 | 31,547 | 42,046 |
| Bread and bakery product manufacturing | 512,428 | 859,378 | 269,288 | 117,257 | 148,636 | 5.0% | 73.796% | 18,908 | 31,709 | 9,936 | 4,327 | 5,484 |
| Animal (except poultry) slaughtering, rendering, and processing | 589,714 | 859,528 | 391,171 | 107,624 | 136,796 | 5.0% | 73.796% | 21,759 | 31,715 | 14,433 | 3,971 | 5,047 |
| Other private educational services | 331,938 | 537,272 | 705,184 | 423,757 | 541,101 | 5.0% | 73.796% | 12,248 | 19,824 | 26,020 | 15,636 | 19,966 |
| Promoters of performing arts and sports and agents for public figures | 372,946 | 577,867 | 599,234 | 283,725 | 364,514 | 5.0% | 73.796% | 13,761 | 21,322 | 22,111 | 10,469 | 13,450 |
| Individual and family services | 258,094 | 429,171 | 424,139 | 264,643 | 334,672 | 5.0% | 73.796% | 9,523 | 15,836 | 15,650 | 9,765 | 12,349 |
| Printing | 46 | 134 | 1,641 | 1,354 | 1,726 | 5.0% | 86.898% | 2 | 6 | 71 | 59 | 75 |
| Private elementary and secondary schools | 306,681 | 524,295 | 651,108 | 434,093 | 553,275 | 5.0% | 73.796% | 11,316 | 19,345 | 24,025 | 16,017 | 20,415 |
| Other computer related services, including facilities management | 336,094 | 489,306 | 770,437 | 595,599 | 783,283 | 5.0% | 73.796% | 12,401 | 18,054 | 28,428 | 21,976 | 28,902 |
| Data processing, hosting, ISP, web search portals and related services | 61,086 | 88,531 | 327,831 | 144,824 | 184,572 | 5.0% | 73.796% | 2,254 | 3,267 | 12,096 | 5,344 | 6,810 |
| Grantmaking, giving, and social advocacy organizations | 313,655 | 544,982 | 580,774 | 362,151 | 455,465 | 5.0% | 73.796% | 11,573 | 20,109 | 21,429 | 13,363 | 16,806 |
| Other information services | 941,958 | 1,002,566 | 1,000,893 | 452,078 | 610,664 | 5.0% | 73.796% | 34,756 | 36,993 | 36,931 | 16,681 | 22,532 |
| Personal and household goods repair and maintenance | 459,208 | 657,946 | 723,194 | 543,127 | 702,459 | 5.0% | 73.796% | 16,944 | 24,277 | 26,684 | 20,040 | 25,919 |
| Retail Stores - Sporting goods, hobby, book and music | 291,444 | 402,146 | 469,369 | 283,160 | 356,641 | 5.0% | 73.796% | 10,754 | 14,838 | 17,319 | 10,448 | 13,159 |
| Computer systems design services | 310,000 | 460,489 | 593,861 | 497,383 | 661,167 | 5.0% | 73.796% | 11,438 | 16,991 | 21,912 | 18,352 | 24,396 |
| Child day care services | 505,216 | 637,969 | 711,382 | 533,460 | 671,559 | 5.0% | 73.796% | 18,641 | 23,540 | 26,249 | 19,684 | 24,779 |
| Periodical publishers | 306,250 | 408,555 | 446,943 | 176,822 | 234,221 | 5.0% | 73.796% | 11,300 | 15,075 | 16,491 | 6,524 | 8,642 |
| Retail Stores - Furniture and home furnishings | 342,888 | 522,576 | 658,099 | 479,773 | 604,233 | 5.0% | 73.796% | 12,652 | 19,282 | 24,283 | 17,703 | 22,295 |
| Soft drink and ice manufacturing | 310,827 | 365,193 | 1,150,162 | 455,835 | 576,958 | 5.0% | 73.796% | 11,469 | 13,475 | 42,439 | 16,819 | 21,289 |
| Retail Stores - Electronics and appliances | 226,067 | 369,802 | 419,597 | 271,929 | 342,585 | 5.0% | 73.796% | 8,341 | 13,645 | 15,482 | 10,034 | 12,641 |
| Investigation and security services | 312,490 | 460,108 | 613,427 | 549,044 | 698,685 | 5.0% | 73.796% | 11,530 | 16,977 | 22,634 | 20,259 | 25,780 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|---------|---------|------------|------------|----------|--------------------|--------------------------|--------|--------|---------|---------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Travel arrangement and reservation services | 122,942 | 158,504 | 253,768 | 312,462 | 393,641 | 5.0% | 73.796% | 4,536 | 5,848 | 9,364 | 11,529 | 14,525 |
| Semiconductor and related device manufacturing | 339,740 | 564,424 | 294,694 | 512,026 | 718,391 | 5.0% | 73.796% | 12,536 | 20,826 | 10,874 | 18,893 | 26,507 |
| Facilities support services | 399,822 | 570,883 | 861,608 | 778,257 | 1,010,528 | 5.0% | 73.796% | 14,753 | 21,064 | 31,792 | 28,716 | 37,286 |
| Cheese manufacturing | 581,340 | 206,533 | 28,475 | 2,065 | 2,627 | 5.0% | 73.796% | 21,450 | 7,621 | 1,051 | 76 | 97 |
| Transport by rail | 329,864 | 382,916 | 428,489 | 13,767,374 | 17,908,172 | 5.0% | 73.796% | 12,171 | 14,129 | 15,810 | 507,989 | 660,776 |
| Dairy cattle and milk production | 421,537 | 421,014 | 227,071 | 83,450 | 106,075 | 5.0% | 73.796% | 15,554 | 15,535 | 8,378 | 3,079 | 3,914 |
| Electronic and precision equipment repair and maintenance | 305,344 | 438,273 | 451,511 | 283,370 | 362,035 | 5.0% | 73.796% | 11,267 | 16,171 | 16,660 | 10,456 | 13,358 |
| Support activities for printing | 619,031 | 850,460 | 815,277 | 265,805 | 354,254 | 5.0% | 86.898% | 26,896 | 36,952 | 35,423 | 11,549 | 15,392 |
| Cable and other subscription programming | 497,074 | 768,910 | 772,967 | 317,914 | 428,796 | 5.0% | 73.796% | 18,341 | 28,371 | 28,521 | 11,730 | 15,822 |
| Environmental and other technical consulting services | 258,678 | 382,824 | 413,646 | 766,725 | 978,396 | 5.0% | 73.796% | 9,545 | 14,125 | 15,263 | 28,291 | 36,101 |
| Cattle ranching and farming | 289,639 | 554,535 | 220,233 | 51,957 | 66,113 | 5.0% | 73.796% | 10,687 | 20,461 | 8,126 | 1,917 | 2,439 |
| Community food, housing, and other relief services, including rehabilitation services | 246,852 | 478,121 | 451,186 | 418,517 | 531,761 | 5.0% | 73.796% | 9,108 | 17,642 | 16,648 | 15,442 | 19,621 |
| All other food manufacturing | 275,655 | 479,433 | 103,670 | 38,103 | 48,309 | 5.0% | 73.796% | 10,171 | 17,690 | 3,825 | 1,406 | 1,782 |
| Dry, condensed, and evaporated dairy product manufacturing | 334,951 | 307,609 | 120,937 | 56,032 | 71,111 | 5.0% | 73.796% | 12,359 | 11,350 | 4,462 | 2,067 | 2,624 |
| In-vitro diagnostic substance manufacturing | 634,845 | 941,141 | 429,264 | 302,500 | 383,544 | 5.0% | 73.796% | 23,424 | 34,726 | 15,839 | 11,162 | 14,152 |
| Water, sewage and other treatment and delivery systems | 202,360 | 234,172 | 222,631 | 125,868 | 169,740 | 5.0% | 86.898% | 8,792 | 10,175 | 9,673 | 5,469 | 7,375 |
| Veterinary services | 213,450 | 361,570 | 386,368 | 307,083 | 389,605 | 5.0% | 73.796% | 7,876 | 13,341 | 14,256 | 11,331 | 14,376 |
| Soap and cleaning compound manufacturing | 181,028 | 242,110 | 73,202 | 40,966 | 52,164 | 5.0% | 73.796% | 6,680 | 8,933 | 2,701 | 1,512 | 1,925 |
| Surgical appliance and supplies manufacturing | 169,313 | 255,540 | 27,481 | 17,512 | 22,277 | 5.0% | 73.796% | 6,247 | 9,429 | 1,014 | 646 | 822 |
| Bowling centers | 241,534 | 481,597 | 599,723 | 427,389 | 540,293 | 5.0% | 73.796% | 8,912 | 17,770 | 22,129 | 15,770 | 19,936 |
| Maintenance and repair construction of residential structures | 0 | 0 | 0 | 0 | 0 | 5.0% | 86.898% | 0 | 0 | 0 | 0 | 0 |
| General and consumer goods rental except video tapes and discs | 146,972 | 210,760 | 317,318 | 559,518 | 676,114 | 5.0% | 73.796% | 5,423 | 7,777 | 11,708 | 20,645 | 24,947 |
| Scientific research and development services | 15,529 | 17,267 | 84,024 | 42,060 | 55,272 | 5.0% | 73.796% | 573 | 637 | 3,100 | 1,552 | 2,039 |
| Software publishers | 103,676 | 158,518 | 439,499 | 325,400 | 411,255 | 5.0% | 73.796% | 3,825 | 5,849 | 16,217 | 12,007 | 15,174 |
| Snack food manufacturing | 102,968 | 152,781 | 217,685 | 136,887 | 173,573 | 5.0% | 73.796% | 3,799 | 5,637 | 8,032 | 5,051 | 6,405 |
| Sound recording industries | 194,874 | 217,812 | 171,840 | 11,416 | 14,721 | 5.0% | 73.796% | 7,190 | 8,037 | 6,341 | 421 | 543 |
| Other Federal Government enterprises | 187,871 | 191,841 | 208,036 | 164,446 | 209,944 | 5.0% | 73.796% | 6,932 | 7,079 | 7,676 | 6,068 | 7,747 |
| Toilet preparation manufacturing | 16,311 | 31,153 | 3,211 | 677 | 862 | 5.0% | 73.796% | 602 | 1,149 | 118 | 25 | 32 |
| Private household operations | 93,823 | 200,324 | 183,910 | 139,011 | 176,286 | 5.0% | 73.796% | 3,462 | 7,392 | 6,786 | 5,129 | 6,505 |
| Magnetic and optical recording media manufacturing | 16,730 | 20,747 | 3,755 | 0 | 0 | 5.0% | 73.796% | 617 | 766 | 139 | 0 | 0 |
| Car washes | 124,368 | 187,584 | 205,555 | 152,002 | 194,770 | 5.0% | 73.796% | 4,589 | 6,921 | 7,585 | 5,609 | 7,187 |
| Polystyrene foam product manufacturing | 3,258 | 2,887 | 671 | 10,744 | 15,869 | 5.0% | 73.796% | 120 | 107 | 25 | 396 | 586 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|---------|---------|------------|------------|----------|--------------------|--------------------------|-------|--------|-----------|-----------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Other plastics product manufacturing | 36,508 | 50,058 | 20,132 | 8,629 | 11,100 | 5.0% | 73.796% | 1,347 | 1,847 | 743 | 318 | 410 |
| Vegetable and melon farming | 87,024 | 140,138 | 122,139 | 90,685 | 115,060 | 5.0% | 73.796% | 3,211 | 5,171 | 4,507 | 3,346 | 4,245 |
| Directory, mailing list, and other publishers | 93,463 | 135,771 | 100,478 | 39,310 | 52,693 | 5.0% | 73.796% | 3,449 | 5,010 | 3,707 | 1,450 | 1,944 |
| Specialized design services | 103,572 | 184,452 | 246,750 | 210,204 | 278,459 | 5.0% | 73.796% | 3,822 | 6,806 | 9,105 | 7,756 | 10,275 |
| Sign manufacturing | 58,290 | 92,691 | 86,080 | 35,720 | 48,988 | 5.0% | 73.796% | 2,151 | 3,420 | 3,176 | 1,318 | 1,808 |
| Other accommodations | 31,512 | 52,537 | 2,675 | 1,254 | 1,592 | 5.5% | 73.796% | 1,279 | 2,132 | 109 | 51 | 65 |
| Cookie, cracker, and pasta manufacturing | 65,165 | 108,694 | 28,041 | 19,402 | 24,557 | 5.0% | 73.796% | 2,404 | 4,011 | 1,035 | 716 | 906 |
| Urethane and other foam product (except polystyrene) manufacturing | 282,482 | 263,102 | 53,629 | 20,701 | 27,910 | 5.0% | 73.796% | 10,423 | 9,708 | 1,979 | 764 | 1,030 |
| Photographic services | 78,272 | 134,449 | 164,081 | 90,754 | 117,748 | 5.0% | 73.796% | 2,888 | 4,961 | 6,054 | 3,349 | 4,345 |
| Death care services | 73,461 | 78,753 | 65,331 | 55,156 | 70,022 | 5.0% | 73.796% | 2,711 | 2,906 | 2,411 | 2,035 | 2,584 |
| Wood windows and doors and millwork manufacturing | 65,480 | 106,755 | 116,303 | 55,540 | 77,763 | 5.0% | 73.796% | 2,416 | 3,939 | 4,291 | 2,049 | 2,869 |
| Electronic computer manufacturing | 899 | 742 | 180 | 342 | 496 | 5.0% | 73.796% | 33 | 27 | 7 | 13 | 18 |
| All other miscellaneous wood product manufacturing | 75,723 | 121,080 | 93,660 | 15,133 | 19,842 | 5.0% | 73.796% | 2,794 | 4,468 | 3,456 | 558 | 732 |
| Motor vehicle parts manufacturing | 43,032 | 62,338 | 33,262 | 124,609 | 148,695 | 5.0% | 73.796% | 1,588 | 2,300 | 1,227 | 4,598 | 5,487 |
| Animal production, except cattle and poultry and eggs | 55,755 | 105,631 | 37,774 | 22,523 | 28,657 | 5.0% | 73.796% | 2,057 | 3,898 | 1,394 | 831 | 1,057 |
| All other chemical product and preparation manufacturing | 55,807 | 90,460 | 20,849 | 12,830 | 16,740 | 5.0% | 73.796% | 2,059 | 3,338 | 769 | 473 | 618 |
| All other crop farming | 33,313 | 25,717 | 75,859 | 29,221 | 36,640 | 5.0% | 73.796% | 1,229 | 949 | 2,799 | 1,078 | 1,352 |
| Other animal food manufacturing | 62,759 | 76,743 | 273,163 | 31,873 | 41,042 | 5.0% | 73.796% | 2,316 | 2,832 | 10,079 | 1,176 | 1,514 |
| Custom computer programming services | 21,598 | 29,589 | 30,858 | 21,579 | 28,690 | 5.0% | 73.796% | 797 | 1,092 | 1,139 | 796 | 1,059 |
| Asphalt paving mixture and block manufacturing | 62,024 | 66,687 | 68,038 | 257,383 | 328,753 | 5.0% | 73.796% | 2,289 | 2,461 | 2,510 | 9,497 | 12,130 |
| Transport by pipeline | 26,053 | 51,426 | 74,619 | 59,171,429 | 74,490,230 | 5.0% | 73.796% | 961 | 1,898 | 2,753 | 2,183,307 | 2,748,540 |
| Tire manufacturing | 160,806 | 231,627 | 45,915 | 103,402 | 137,692 | 5.0% | 73.796% | 5,933 | 8,547 | 1,694 | 3,815 | 5,081 |
| Printing ink manufacturing | 156,504 | 212,961 | 32,507 | 23,975 | 29,883 | 5.0% | 73.796% | 5,775 | 7,858 | 1,199 | 885 | 1,103 |
| Wood kitchen cabinet and countertop manufacturing | 286 | 464 | 1,707 | 1,238 | 1,616 | 5.0% | 73.796% | 11 | 17 | 63 | 46 | 60 |
| Mattress manufacturing | 58,180 | 91,053 | 21,243 | 4,033,485 | 9,850,660 | 5.0% | 73.796% | 2,147 | 3,360 | 784 | 148,828 | 363,470 |
| Surgical and medical instrument, laboratory and medical instrument manufacturing | 73,915 | 102,704 | 9,645 | 8,329 | 10,481 | 5.0% | 73.796% | 2,727 | 3,790 | 356 | 307 | 387 |
| Breweries | 46,018 | 81,565 | 178,595 | 61,205 | 77,430 | 5.0% | 73.796% | 1,698 | 3,010 | 6,590 | 2,258 | 2,857 |
| Greenhouse, nursery, and floriculture production | 41,617 | 89,888 | 46,120 | 36,868 | 46,830 | 5.0% | 73.796% | 1,536 | 3,317 | 1,702 | 1,360 | 1,728 |
| Book publishers | 39,365 | 61,068 | 99,084 | 54,665 | 69,404 | 5.0% | 73.796% | 1,452 | 2,253 | 3,656 | 2,017 | 2,561 |
| Coffee and tea manufacturing | 46,610 | 96,516 | 8,962 | 3,002 | 3,838 | 5.0% | 73.796% | 1,720 | 3,561 | 331 | 111 | 142 |
| Plastics pipe and pipe fitting manufacturing | 11,255 | 17,174 | 3,167 | 17,480 | 26,865 | 5.0% | 73.796% | 415 | 634 | 117 | 645 | 991 |
| Nonupholstered wood household furniture manufacturing | 19,523 | 26,162 | 6,195 | 1,711 | 2,157 | 5.0% | 73.796% | 720 | 965 | 229 | 63 | 80 |
| Fruit and vegetable canning, pickling, and drying | 31,501 | 44,510 | 42,265 | 18,149 | 22,992 | 5.0% | 73.796% | 1,162 | 1,642 | 1,560 | 670 | 848 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|---------|---------|---------|---------|----------|--------------------|--------------------------|-------|-------|-------|-------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Ice cream and frozen dessert manufacturing | 59,943 | 44,262 | 20,819 | 6,210 | 7,905 | 5.0% | 73.796% | 2,212 | 1,633 | 768 | 229 | 292 |
| Upholstered household furniture manufacturing | 75,827 | 113,458 | 18,232 | 15,337 | 19,536 | 5.0% | 73.796% | 2,798 | 4,186 | 673 | 566 | 721 |
| Seasoning and dressing manufacturing | 9,526 | 47,937 | 3,544 | 635 | 806 | 5.0% | 73.796% | 351 | 1,769 | 131 | 23 | 30 |
| Plastics bottle manufacturing | 45,232 | 55,219 | 6,913 | 38,848 | 92,786 | 5.0% | 73.796% | 1,669 | 2,037 | 255 | 1,433 | 3,424 |
| Support activities for agriculture and forestry | 24,640 | 41,285 | 77,215 | 32,194 | 40,592 | 5.0% | 73.796% | 909 | 1,523 | 2,849 | 1,188 | 1,498 |
| Asphalt shingle and coating materials manufacturing | 11,469 | 20,534 | 20,774 | 13,329 | 17,485 | 5.0% | 73.796% | 423 | 758 | 767 | 492 | 645 |
| Wineries | 57,310 | 77,139 | 25,670 | 2,004 | 2,535 | 5.0% | 73.796% | 2,115 | 2,846 | 947 | 74 | 94 |
| Soybean and other oilseed processing | 84,604 | 122,482 | 0 | 0 | 0 | 5.0% | 73.796% | 3,122 | 4,519 | 0 | 0 | 0 |
| Tortilla manufacturing | 24,137 | 36,622 | 40,919 | 29,136 | 36,874 | 5.0% | 73.796% | 891 | 1,351 | 1,510 | 1,075 | 1,361 |
| Engineered wood member and truss manufacturing | 26,036 | 36,105 | 20,694 | 14,460 | 18,732 | 5.0% | 73.796% | 961 | 1,332 | 764 | 534 | 691 |
| Industrial gas manufacturing | 23,709 | 71,558 | 777 | 4,068 | 5,227 | 5.0% | 73.796% | 875 | 2,640 | 29 | 150 | 193 |
| Dental laboratories manufacturing | 28,025 | 41,869 | 3,483 | 2,352 | 2,958 | 5.0% | 73.796% | 1,034 | 1,545 | 129 | 87 | 109 |
| Computer terminals and other computer peripheral equipment manufacturing | 9,399 | 9,381 | 261 | 121 | 154 | 5.0% | 73.796% | 347 | 346 | 10 | 4 | 6 |
| Electromedical and electrotherapeutic apparatus manufacturing | 5,680 | 8,767 | 512 | 1,824 | 2,585 | 5.0% | 73.796% | 210 | 323 | 19 | 67 | 95 |
| Laminated plastics plate, sheet (except packaging), and shape manufacturing | 45,554 | 61,894 | 13,660 | 7,534 | 9,887 | 5.0% | 73.796% | 1,681 | 2,284 | 504 | 278 | 365 |
| Concrete pipe, brick, and block manufacturing | 453 | 547 | 177,357 | 141,716 | 182,016 | 5.0% | 73.796% | 17 | 20 | 6,544 | 5,229 | 6,716 |
| Computer storage device manufacturing | 55,087 | 56,461 | 13,493 | 15,594 | 19,482 | 5.0% | 73.796% | 2,033 | 2,083 | 498 | 575 | 719 |
| Mining copper, nickel, lead, and zinc | 223 | 1,606 | 1,002 | 1,189 | 1,924 | 3.125% | 79.037% | 6 | 40 | 25 | 29 | 48 |
| Mining gold, silver, and other metal ore | 46,391 | 51,891 | 60,704 | 36,087 | 51,420 | 3.125% | 79.037% | 1,146 | 1,282 | 1,499 | 891 | 1,270 |
| Fats and oils refining and blending | 15,121 | 2,073 | 34,974 | 6,560 | 8,411 | 5.0% | 73.796% | 558 | 77 | 1,290 | 242 | 310 |
| Other communications equipment manufacturing | 7,771 | 2,077 | 833 | 2,370 | 2,830 | 5.0% | 73.796% | 287 | 77 | 31 | 87 | 104 |
| Mining coal | 21,210 | 37,733 | 13,577 | 3,047 | 4,109 | 3.1% | 79.037% | 524 | 932 | 335 | 75 | 101 |
| All other paper bag and coated and treated paper manufacturing | 1,215 | 1,786 | 76,906 | 19,017 | 25,292 | 5.0% | 73.796% | 45 | 66 | 2,838 | 702 | 933 |
| Aircraft manufacturing | 20,690 | 40,743 | 25,710 | 188,631 | 229,416 | 5.0% | 73.796% | 763 | 1,503 | 949 | 6,960 | 8,465 |
| Ornamental and architectural metal products manufacturing | 9,586 | 13,791 | 67,606 | 137,877 | 210,968 | 5.0% | 73.796% | 354 | 509 | 2,495 | 5,087 | 7,784 |
| Commercial hunting and trapping | 7,641 | 9,422 | 8,660 | 8,788 | 11,098 | 5.0% | 73.796% | 282 | 348 | 320 | 324 | 409 |
| Wood container and pallet manufacturing | 15,671 | 29,063 | 20,648 | 42,903 | 52,218 | 5.0% | 73.796% | 578 | 1,072 | 762 | 1,583 | 1,927 |
| Glass product manufacturing made of purchased glass | 0 | 0 | 0 | 537 | 674 | 5.0% | 73.796% | 0 | 0 | 0 | 20 | 25 |
| Video tape and disc rental | 16,977 | 16,772 | 23,528 | 25,311 | 31,850 | 5.0% | 73.796% | 626 | 619 | 868 | 934 | 1,175 |
| Plastics packaging materials and unlaminated film and sheet manufacturing | 17,263 | 21,819 | 8,409 | 13,157 | 17,241 | 5.0% | 73.796% | 637 | 805 | 310 | 485 | 636 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|--------|--------|---------|---------|----------|--------------------|--------------------------|-------|-------|-------|-------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Aircraft engine and engine parts manufacturing | 7,810 | 10,388 | 4,484 | 9,112 | 11,047 | 5.0% | 73.796% | 288 | 383 | 165 | 336 | 408 |
| Audio and video equipment manufacturing | 13,693 | 18,418 | 2,316 | 2,163 | 2,801 | 5.0% | 73.796% | 505 | 680 | 85 | 80 | 103 |
| Sporting and athletic goods manufacturing | 13,962 | 17,657 | 19,292 | 13,088 | 16,517 | 5.0% | 73.796% | 515 | 651 | 712 | 483 | 609 |
| Fertilizer manufacturing | 13,431 | 21,733 | 22,662 | 8,166 | 10,637 | 5.0% | 73.796% | 496 | 802 | 836 | 301 | 392 |
| Machine shops | 2,579 | 3,817 | 4,079 | 12,915 | 18,192 | 5.0% | 73.796% | 95 | 141 | 150 | 477 | 671 |
| Dog and cat food manufacturing | 14,338 | 23,136 | 24,528 | 13,322 | 17,074 | 5.0% | 73.796% | 529 | 854 | 905 | 492 | 630 |
| Metal and other household furniture manufacturing | 37,266 | 45,479 | 9,499 | 8,878 | 11,192 | 5.0% | 73.796% | 1,375 | 1,678 | 350 | 328 | 413 |
| Sanitary paper product manufacturing | 667 | 1,038 | 94,452 | 4,164 | 5,303 | 5.0% | 73.796% | 25 | 38 | 3,485 | 154 | 196 |
| Petroleum refineries | 11,870 | 18,138 | 22,312 | 10,432 | 13,575 | 5.0% | 73.796% | 438 | 669 | 823 | 385 | 501 |
| Other commercial and service industry machinery manufacturing | 35,359 | 31,408 | 8,215 | 8,220 | 10,505 | 5.0% | 73.796% | 1,305 | 1,159 | 303 | 303 | 388 |
| Plastics material and resin manufacturing | 11,481 | 42,591 | 1,925 | 2,401 | 3,401 | 5.0% | 73.796% | 424 | 1,572 | 71 | 89 | 125 |
| Printed circuit assembly (electronic assembly) manufacturing | 12,208 | 17,692 | 1,489 | 4,973 | 7,780 | 5.0% | 73.796% | 450 | 653 | 55 | 183 | 287 |
| Glass container manufacturing | 24,864 | 57,950 | 11,014 | 5,363 | 6,870 | 5.0% | 73.796% | 917 | 2,138 | 406 | 198 | 253 |
| Coating, engraving, heat treating and allied activities | 13,674 | 19,705 | 22,085 | 79,477 | 111,008 | 5.0% | 73.796% | 505 | 727 | 815 | 2,933 | 4,096 |
| Software, audio, and video media for reproduction | 4,138 | 5,281 | 148 | 688 | 972 | 5.0% | 73.796% | 153 | 195 | 5 | 25 | 36 |
| Pesticide and other agricultural chemical manufacturing | 11,535 | 23,179 | 10,680 | 5,095 | 6,569 | 5.0% | 73.796% | 426 | 855 | 394 | 188 | 242 |
| Other aircraft parts and auxiliary equipment manufacturing | 5,316 | 7,640 | 1,021 | 2,447 | 3,416 | 5.0% | 73.796% | 196 | 282 | 38 | 90 | 126 |
| Blind and shade manufacturing | 12,674 | 17,785 | 5,147 | 4,531 | 5,706 | 5.0% | 73.796% | 468 | 656 | 190 | 167 | 211 |
| Flour milling and malt manufacturing | 10,906 | 15,454 | 28,678 | 8,407 | 10,772 | 5.0% | 73.796% | 402 | 570 | 1,058 | 310 | 397 |
| Other industrial machinery manufacturing | 11,342 | 11,278 | 829 | 66 | 85 | 5.0% | 73.796% | 418 | 416 | 31 | 2 | 3 |
| Communication and energy wire and cable manufacturing | 0 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 0 | 0 | 0 | 0 | 0 |
| Other pressed and blown glass and glassware manufacturing | 2,065 | 4,936 | 790 | 216 | 312 | 5.0% | 73.796% | 76 | 182 | 29 | 8 | 11 |
| Sawmills and wood preservation | 12,948 | 25,486 | 13,804 | 17,395 | 22,373 | 5.0% | 73.796% | 478 | 940 | 509 | 642 | 826 |
| Hardware manufacturing | 21,259 | 32,415 | 32,648 | 129,075 | 187,438 | 5.0% | 73.796% | 784 | 1,196 | 1,205 | 4,763 | 6,916 |
| Medicinal and botanical manufacturing | 13,341 | 22,039 | 11,823 | 11,670 | 14,818 | 5.0% | 73.796% | 492 | 813 | 436 | 431 | 547 |
| Broom, brush, and mop manufacturing | 19,131 | 25,444 | 46,550 | 24,045 | 30,483 | 5.0% | 73.796% | 706 | 939 | 1,718 | 887 | 1,125 |
| Fruit farming | 6,727 | 29,661 | 29,957 | 25,349 | 32,154 | 5.0% | 73.796% | 248 | 1,094 | 1,105 | 935 | 1,186 |
| Biological product (except diagnostic) manufacturing | 1,425 | 1,479 | 3,148 | 804 | 1,019 | 5.0% | 73.796% | 53 | 55 | 116 | 30 | 38 |
| Mining and quarrying stone | 1,565 | 2,967 | 71,408 | 55,969 | 71,897 | 3.125% | 79.037% | 39 | 73 | 1,764 | 1,382 | 1,776 |
| Farm machinery and equipment manufacturing | 1,491 | 1,726 | 60,173 | 26,874 | 36,747 | 5.0% | 73.796% | 55 | 64 | 2,220 | 992 | 1,356 |
| Lawn and garden equipment manufacturing | 6,314 | 2,993 | 3,351 | 204 | 272 | 5.0% | 73.796% | 233 | 110 | 124 | 8 | 10 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|--------|--------|------------|------------|----------|--------------------|--------------------------|-------|-------|---------|-----------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Petroleum lubricating oil and grease manufacturing | 16,968 | 14,958 | 12,873 | 11,002 | 14,411 | 5.0% | 73.796% | 626 | 552 | 475 | 406 | 532 |
| Support activities for oil and gas operations | 42,102 | 14,968 | 14,900 | 92,676 | 118,986 | 5.0% | 73.796% | 1,553 | 552 | 550 | 3,420 | 4,390 |
| Cement manufacturing | 38,732 | 27,536 | 15,067 | 9,188 | 11,719 | 5.0% | 73.796% | 1,429 | 1,016 | 556 | 339 | 432 |
| Showcase, partition, shelving, and locker manufacturing | 12,394 | 15,395 | 1,803 | 1,026 | 1,333 | 5.0% | 73.796% | 457 | 568 | 67 | 38 | 49 |
| Other basic organic chemical manufacturing | 9,575 | 13,439 | 3,608 | 5,621 | 8,413 | 5.0% | 73.796% | 353 | 496 | 133 | 207 | 310 |
| Petrochemical manufacturing | 0 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 0 | 0 | 0 | 0 | 0 |
| All other converted paper product manufacturing | 350 | 580 | 75,691 | 22,077 | 28,443 | 5.0% | 73.796% | 13 | 21 | 2,793 | 815 | 1,050 |
| Unlaminated plastics profile shape manufacturing | 10,388 | 12,621 | 3,353 | 29,048 | 42,835 | 5.0% | 73.796% | 383 | 466 | 124 | 1,072 | 1,581 |
| Paint and coating manufacturing | 40,404 | 29,326 | 433 | 3,609 | 4,582 | 5.0% | 73.796% | 1,491 | 1,082 | 16 | 133 | 169 |
| Search, detection, and navigation instruments manufacturing | 27,654 | 28,295 | 479 | 146 | 183 | 5.0% | 73.796% | 1,020 | 1,044 | 18 | 5 | 7 |
| Synthetic dye and pigment manufacturing | 17,179 | 21,185 | 24,859 | 55,798 | 76,073 | 5.0% | 73.796% | 634 | 782 | 917 | 2,059 | 2,807 |
| Automatic environmental control manufacturing | 1,917 | 1,597 | 397 | 8,206 | 9,287 | 5.0% | 73.796% | 71 | 59 | 15 | 303 | 343 |
| Coated and laminated paper, packaging paper and plastics film manufacturing | 672 | 1,054 | 57,710 | 248,627 | 359,271 | 5.0% | 73.796% | 25 | 39 | 2,129 | 9,174 | 13,256 |
| Other electronic component manufacturing | 2,022 | 3,120 | 182 | 649 | 920 | 5.0% | 73.796% | 75 | 115 | 7 | 24 | 34 |
| Other leather and allied product manufacturing | 7,823 | 7,614 | 214 | 173 | 218 | 5.0% | 73.796% | 289 | 281 | 8 | 6 | 8 |
| Plate work and fabricated structural product manufacturing | 6,085 | 7,892 | 40,808 | 231,799 | 319,308 | 5.0% | 73.796% | 225 | 291 | 1,506 | 8,553 | 11,782 |
| Valve and fittings other than plumbing manufacturing | 0 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 0 | 0 | 0 | 0 | 0 |
| Telephone apparatus manufacturing | 23,471 | 35,984 | 1,924 | 1,412 | 1,818 | 5.0% | 73.796% | 866 | 1,328 | 71 | 52 | 67 |
| Automobile manufacturing | 491 | 3,104 | 703 | 7,220 | 9,971 | 5.0% | 73.796% | 18 | 115 | 26 | 266 | 368 |
| Tobacco product manufacturing | 2,506 | 17,403 | 21,960 | 4,742 | 6,007 | 5.0% | 73.796% | 92 | 642 | 810 | 175 | 222 |
| Grain farming | 2,028 | 1,484 | 29,567 | 6,039 | 7,674 | 5.0% | 73.796% | 75 | 55 | 1,091 | 223 | 283 |
| Cut and sew apparel contractors | 8,562 | 9,668 | 1,597 | 523 | 678 | 5.0% | 73.796% | 316 | 357 | 59 | 19 | 25 |
| Metal can, box, and other metal container (light gauge) manufacturing | 5,335 | 6,840 | 15,739 | 17,518 | 25,625 | 5.0% | 73.796% | 197 | 252 | 581 | 646 | 946 |
| Household laundry equipment manufacturing | 1,477 | 5,567 | 49,163 | 19,814,200 | 28,419,184 | 5.0% | 73.796% | 55 | 205 | 1,814 | 731,104 | 1,048,611 |
| Bare printed circuit board manufacturing | 5,430 | 7,428 | 743 | 2,381 | 3,625 | 5.0% | 73.796% | 200 | 274 | 27 | 88 | 134 |
| Poultry and egg production | 11,397 | 6,295 | 12,004 | 4,432 | 5,630 | 5.0% | 73.796% | 421 | 232 | 443 | 164 | 208 |
| Adhesive manufacturing | 342 | 522 | 10,227 | 53,081 | 77,807 | 5.0% | 73.796% | 13 | 19 | 377 | 1,959 | 2,871 |
| Construction machinery manufacturing | 21,862 | 21,844 | 3,304 | 2,207 | 2,778 | 5.0% | 73.796% | 807 | 806 | 122 | 81 | 102 |
| Womens and girls cut and sew apparel manufacturing | 10,267 | 12,390 | 1,117 | 482 | 606 | 5.0% | 73.796% | 379 | 457 | 41 | 18 | 22 |
| Storage battery manufacturing | 3,476 | 6,026 | 531 | 5,688 | 8,523 | 5.0% | 73.796% | 128 | 222 | 20 | 210 | 314 |
| Confectionery manufacturing from purchased chocolate | 0 | 0 | 0 | 596 | 758 | 5.0% | 73.796% | 0 | 0 | 0 | 22 | 28 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|---|---------------|--------|--------|-----------|-----------|----------|--------------------|--------------------------|-------|-------|---------|---------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| All other miscellaneous manufacturing | 764 | 1,216 | 4,407 | 4,559 | 5,752 | 5.0% | 73.796% | 28 | 45 | 163 | 168 | 212 |
| Broadcast and wireless communications equipment manufacturing | 863 | 498 | 1,365 | 279 | 364 | 5.0% | 73.796% | 32 | 18 | 50 | 10 | 13 |
| Industrial process variable instruments manufacturing | 8,640 | 13,388 | 1,311 | 10,242 | 14,894 | 5.0% | 73.796% | 319 | 494 | 48 | 378 | 550 |
| Propulsion units and parts for space vehicles and guided missiles manufacturing | 3,455 | 3,151 | 15,950 | 5,130,501 | 5,742,589 | 5.0% | 73.796% | 127 | 116 | 589 | 189,305 | 211,890 |
| Electron tube manufacturing | 11,092 | 32,830 | 1,363 | 2,881 | 3,568 | 5.0% | 73.796% | 409 | 1,211 | 50 | 106 | 132 |
| Turned product and screw, nut, and bolt manufacturing | 7,140 | 11,189 | 16,194 | 67,165 | 94,158 | 5.0% | 73.796% | 263 | 413 | 598 | 2,478 | 3,474 |
| Watch, clock, and other measuring and controlling device manufacturing | 405 | 1,818 | 15 | 85 | 105 | 5.0% | 73.796% | 15 | 67 | 1 | 3 | 4 |
| Light truck and utility vehicle manufacturing | 11,705 | 20,215 | 4,886 | 2,114 | 2,635 | 5.0% | 73.796% | 432 | 746 | 180 | 78 | 97 |
| Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals | 531 | 1,581 | 37,796 | 24,914 | 32,321 | 3.125% | 79.037% | 13 | 39 | 934 | 615 | 798 |
| Totalizing fluid meters and counting devices manufacturing | 5,337 | 6,849 | 387 | 757 | 1,060 | 5.0% | 73.796% | 197 | 253 | 14 | 28 | 39 |
| Reconstituted wood product manufacturing | 11,783 | 9,973 | 5,142 | 3,088 | 3,982 | 5.0% | 73.796% | 435 | 368 | 190 | 114 | 147 |
| Textile and fabric finishing mills | 5,963 | 7,566 | 342 | 405 | 558 | 5.0% | 73.796% | 220 | 279 | 13 | 15 | 21 |
| Frozen food manufacturing | 2,702 | 9,599 | 18,677 | 4,511 | 5,714 | 5.0% | 73.796% | 100 | 354 | 689 | 166 | 211 |
| Nonchocolate confectionery manufacturing | 4,107 | 4,146 | 2,011 | 1,162 | 1,475 | 5.0% | 73.796% | 152 | 153 | 74 | 43 | 54 |
| Ground or treated mineral and earth manufacturing | 760 | 997 | 37,069 | 15,090 | 19,156 | 5.0% | 73.796% | 28 | 37 | 1,368 | 557 | 707 |
| Ready-mix concrete manufacturing | 34 | 42 | 36,423 | 29,488 | 37,824 | 5.0% | 73.796% | 1 | 2 | 1,344 | 1,088 | 1,396 |
| Travel trailer and camper manufacturing | 393 | 13,569 | 514 | 0 | 0 | 5.0% | 73.796% | 14 | 501 | 19 | 0 | 0 |
| Synthetic rubber manufacturing | 2,879 | 5,851 | 1,112 | 5,357 | 7,813 | 5.0% | 73.796% | 106 | 216 | 41 | 198 | 288 |
| Semiconductor machinery manufacturing | 1,201 | 838 | 80 | 168 | 232 | 5.0% | 73.796% | 44 | 31 | 3 | 6 | 9 |
| Office Furniture | 82 | 110 | 15 | 22 | 27 | 5.0% | 73.796% | 3 | 4 | 1 | 1 | 1 |
| Abrasive product manufacturing | 16 | 18 | 32,617 | 17,920 | 22,845 | 5.0% | 73.796% | 1 | 1 | 1,203 | 661 | 843 |
| Electronic connector manufacturing | 3,704 | 8,791 | 2,272 | 4,144 | 5,697 | 5.0% | 73.796% | 137 | 324 | 84 | 153 | 210 |
| Institutional furniture manufacturing | 7,338 | 18,605 | 2,525 | 2,481 | 3,132 | 5.0% | 73.796% | 271 | 686 | 93 | 92 | 116 |
| Lime and gypsum product manufacturing | 95 | 120 | 29,410 | 18,717 | 24,223 | 5.0% | 73.796% | 4 | 4 | 1,085 | 691 | 894 |
| Wiring device manufacturing | 7,686 | 10,240 | 6,765 | 3,748 | 5,578 | 5.0% | 73.796% | 284 | 378 | 250 | 138 | 206 |
| Flavoring syrup and concentrate manufacturing | 4,230 | 12,129 | 1,703 | 1,895 | 2,412 | 5.0% | 73.796% | 156 | 448 | 63 | 70 | 89 |
| Mining and quarrying other nonmetallic minerals | 431 | 646 | 5,503 | 5,669 | 7,436 | 3.125% | 79.037% | 11 | 16 | 136 | 140 | 184 |
| Cotton farming | 2,952 | 4,146 | 4,696 | 3,057 | 4,252 | 5.0% | 73.796% | 109 | 153 | 173 | 113 | 157 |
| Guided missile and space vehicle manufacturing | 10,412 | 12,867 | 3,351 | 7,674 | 9,601 | 5.0% | 73.796% | 384 | 475 | 124 | 283 | 354 |
| Switchgear and switchboard apparatus manufacturing | 4,078 | 7,834 | 2,908 | 39,565 | 57,739 | 5.0% | 73.796% | 150 | 289 | 107 | 1,460 | 2,130 |
| Steel product manufacturing from purchased steel | 3,189 | 5,298 | 11,520 | 123,834 | 195,794 | 5.0% | 73.796% | 118 | 196 | 425 | 4,569 | 7,224 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|--------|--------|-----------|-----------|----------|--------------------|--------------------------|------|------|---------|---------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Commercial Fishing | 9,201 | 1,537 | 8,143 | 1,655 | 2,101 | 5.0% | 73.796% | 339 | 57 | 300 | 61 | 78 |
| Handtool manufacturing | 4,009 | 8,992 | 126 | 1,460 | 1,867 | 5.0% | 73.796% | 148 | 332 | 5 | 54 | 69 |
| Tree nut farming | 4,553 | 9,122 | 7,150 | 6,250 | 7,929 | 5.0% | 73.796% | 168 | 337 | 264 | 231 | 293 |
| Commercial logging | 4,142 | 9,672 | 4,988 | 2,888 | 3,765 | 5.0% | 73.796% | 153 | 357 | 184 | 107 | 139 |
| Electricity and signal testing instruments manufacturing | 10,561 | 12,065 | 614 | 541 | 720 | 5.0% | 73.796% | 390 | 445 | 23 | 20 | 27 |
| Primary battery manufacturing | 4,914 | 13,525 | 6,825 | 5,489,812 | 8,602,137 | 5.0% | 73.796% | 181 | 499 | 252 | 202,563 | 317,402 |
| Transport by water | 1,535 | 832 | 585 | 3,022,834 | 7,755,674 | 5.0% | 73.796% | 57 | 31 | 22 | 111,537 | 286,169 |
| All other miscellaneous electrical equipment and component manufacturing | 1,021 | 2,885 | 1,227 | 1,566 | 2,119 | 5.0% | 73.796% | 38 | 106 | 45 | 58 | 78 |
| Relay and industrial control manufacturing | 5,443 | 4,970 | 2,163 | 4,035 | 5,914 | 5.0% | 73.796% | 201 | 183 | 80 | 149 | 218 |
| Spring and wire product manufacturing | 2,257 | 2,826 | 2,482 | 49,670 | 75,170 | 5.0% | 73.796% | 83 | 104 | 92 | 1,833 | 2,774 |
| Power boiler and heat exchanger manufacturing | 1,813 | 2,551 | 19,176 | 18,405 | 26,611 | 5.0% | 73.796% | 67 | 94 | 708 | 679 | 982 |
| Mens and boys cut and sew apparel manufacturing | 2,011 | 4,582 | 525 | 294 | 379 | 5.0% | 73.796% | 74 | 169 | 19 | 11 | 14 |
| Cutlery, utensil, pot, and pan manufacturing | 910 | 1,427 | 5,328 | 249,836 | 369,032 | 5.0% | 73.796% | 34 | 53 | 197 | 9,218 | 13,617 |
| State and local government passenger transit | 0 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 0 | 0 | 0 | 0 | 0 |
| Distilleries | 0 | 20,646 | 597 | 248 | 315 | 5.0% | 73.796% | 0 | 762 | 22 | 9 | 12 |
| All other petroleum and coal products manufacturing | 2,979 | 10,158 | 7,410 | 14,805 | 19,875 | 5.0% | 73.796% | 110 | 375 | 273 | 546 | 733 |
| Motor and generator manufacturing | 2,289 | 3,104 | 410 | 3,064 | 4,952 | 5.0% | 73.796% | 84 | 115 | 15 | 113 | 183 |
| Heavy duty truck manufacturing | 1,729 | 4,671 | 453 | 367 | 458 | 5.0% | 73.796% | 64 | 172 | 17 | 14 | 17 |
| Ophthalmic goods manufacturing | 2,334 | 8,868 | 612 | 1,115 | 1,402 | 5.0% | 73.796% | 86 | 327 | 23 | 41 | 52 |
| Artificial and synthetic fibers and filaments manufacturing | 7,656 | 7,222 | 2,189 | 4,386 | 5,425 | 5.0% | 73.796% | 282 | 266 | 81 | 162 | 200 |
| Carbon and graphite product manufacturing | 196 | 312 | 6,826 | 31,592 | 45,894 | 5.0% | 73.796% | 7 | 11 | 252 | 1,166 | 1,693 |
| Turbine and turbine generator set units manufacturing | 369 | 483 | 28 | 220 | 322 | 5.0% | 73.796% | 14 | 18 | 1 | 8 | 12 |
| Other fabricated metal manufacturing | 1,695 | 2,930 | 1,517 | 647 | 919 | 5.0% | 73.796% | 63 | 108 | 56 | 24 | 34 |
| Household refrigerator and home freezer manufacturing | 52 | 373 | 1,828 | 5,965 | 7,323 | 5.0% | 73.796% | 2 | 14 | 67 | 220 | 270 |
| Paperboard Mills | 39 | 43 | 18,180 | 6,099 | 8,003 | 5.0% | 73.796% | 1 | 2 | 671 | 225 | 295 |
| Office supplies (except paper) manufacturing | 1,669 | 5,820 | 1,425 | 315 | 404 | 5.0% | 73.796% | 62 | 215 | 53 | 12 | 15 |
| Vending, commercial, industrial, and office machinery manufacturing | 607 | 423 | 41 | 85 | 117 | 5.0% | 73.796% | 22 | 16 | 1 | 3 | 4 |
| Flat glass manufacturing | 10 | 24 | 13,140 | 5,913 | 7,649 | 5.0% | 73.796% | 0 | 1 | 485 | 218 | 282 |
| All other basic inorganic chemical manufacturing | 2,018 | 2,832 | 760 | 1,184 | 1,773 | 5.0% | 73.796% | 74 | 104 | 28 | 44 | 65 |
| Industrial mold manufacturing | 634 | 1,116 | 11,985 | 98,768 | 139,516 | 5.0% | 73.796% | 23 | 41 | 442 | 3,644 | 5,148 |
| Primary smelting and refining of nonferrous metal (except copper and aluminum) | 248 | 111 | 3,145 | 6,760 | 10,332 | 5.0% | 73.796% | 9 | 4 | 116 | 249 | 381 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|-------|--------|--------|---------|----------|--------------------|--------------------------|------|------|-------|-------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Analytical laboratory instrument manufacturing | 432 | 728 | 16 | 69 | 96 | 5.0% | 73.796% | 16 | 27 | 1 | 3 | 4 |
| Other cut and sew apparel manufacturing | 847 | 3,030 | 429 | 243 | 306 | 5.0% | 73.796% | 31 | 112 | 16 | 9 | 11 |
| Doll, toy, and game manufacturing | 781 | 2,977 | 4,461 | 2,557 | 3,245 | 5.0% | 73.796% | 29 | 110 | 165 | 94 | 120 |
| Footwear manufacturing | 2,040 | 4,629 | 89 | 95 | 119 | 5.0% | 73.796% | 75 | 171 | 3 | 3 | 4 |
| Curtain and linen mills | 1,162 | 1,451 | 5,492 | 1,707 | 2,159 | 5.0% | 73.796% | 43 | 54 | 203 | 63 | 80 |
| Pottery, ceramics, and plumbing fixture manufacturing | 914 | 1,210 | 9,022 | 46,716 | 80,443 | 5.0% | 73.796% | 34 | 45 | 333 | 1,724 | 2,968 |
| Broadwoven fabric mills | 2,030 | 2,676 | 479 | 927 | 2,246 | 5.0% | 73.796% | 75 | 99 | 18 | 34 | 83 |
| Arms, ordnance, and accessories manufacturing | 2,211 | 3,108 | 3,820 | 91,803 | 193,156 | 5.0% | 73.796% | 82 | 115 | 141 | 3,387 | 7,127 |
| Veneer and plywood manufacturing | 1,124 | 3,146 | 1,600 | 174 | 224 | 5.0% | 73.796% | 41 | 116 | 59 | 6 | 8 |
| Cutting tool and machine tool accessory manufacturing | 1,045 | 1,726 | 108 | 446 | 633 | 5.0% | 73.796% | 39 | 64 | 4 | 16 | 23 |
| Cut stone and stone product manufacturing | 355 | 606 | 6,574 | 9,498 | 14,630 | 5.0% | 73.796% | 13 | 22 | 243 | 350 | 540 |
| Iron and steel mills and ferroalloy manufacturing | 3 | 4 | 2,290 | 5,572 | 6,697 | 5.0% | 73.796% | 0 | 0 | 85 | 206 | 247 |
| Motorcycle, bicycle, and parts manufacturing | 211 | 669 | 7,239 | 4,347 | 5,492 | 5.0% | 73.796% | 8 | 25 | 267 | 160 | 203 |
| Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing | 1,372 | 1,253 | 511 | 1,397 | 1,959 | 5.0% | 73.796% | 51 | 46 | 19 | 52 | 72 |
| Other concrete product manufacturing | 14 | 22 | 9,354 | 2,927 | 3,755 | 5.0% | 73.796% | 1 | 1 | 345 | 108 | 139 |
| Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying | 336 | 384 | 201 | 2,499 | 3,700 | 5.0% | 73.796% | 12 | 14 | 7 | 92 | 137 |
| Plumbing fixture fitting and trim manufacturing | 0 | 0 | 2,507 | 2,391 | 3,044 | 5.0% | 73.796% | 0 | 0 | 92 | 88 | 112 |
| Alkalies and chlorine manufacturing | 1,674 | 7,737 | 1,938 | 8,138 | 12,637 | 5.0% | 73.796% | 62 | 285 | 72 | 300 | 466 |
| Power, distribution, and specialty transformer manufacturing | 0 | 43 | 587 | 2,933 | 3,613 | 5.0% | 73.796% | 0 | 2 | 22 | 108 | 133 |
| Miscellaneous nonmetallic mineral product manufacturing | 0 | 13 | 10,948 | 25,001 | 36,079 | 5.0% | 73.796% | 0 | 0 | 404 | 923 | 1,331 |
| Material handling equipment manufacturing | 1,456 | 831 | 60 | 216 | 308 | 5.0% | 73.796% | 54 | 31 | 2 | 8 | 11 |
| Plastics and rubber industry machinery manufacturing | 1,766 | 2,354 | 347 | 73 | 98 | 5.0% | 73.796% | 65 | 87 | 13 | 3 | 4 |
| All other forging, stamping, and sintering | 565 | 469 | 1,486 | 18,672 | 30,696 | 5.0% | 73.796% | 21 | 17 | 55 | 689 | 1,133 |
| Nonwoven fabric mills | 1,261 | 972 | 228 | 615 | 1,027 | 5.0% | 73.796% | 47 | 36 | 8 | 23 | 38 |
| Apparel accessories and other apparel manufacturing | 1,168 | 2,291 | 151 | 152 | 194 | 5.0% | 73.796% | 43 | 85 | 6 | 6 | 7 |
| Fabricated pipe and pipe fitting manufacturing | 580 | 1,062 | 6,754 | 12,013 | 15,631 | 5.0% | 73.796% | 21 | 39 | 249 | 443 | 577 |
| Dental equipment and supplies manufacturing | 481 | 1,071 | 90 | 99 | 124 | 5.0% | 73.796% | 18 | 40 | 3 | 4 | 5 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|-------|--------|---------|---------|----------|--------------------|--------------------------|------|------|--------|--------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Mineral wool manufacturing | 15 | 31 | 10,063 | 19,904 | 23,319 | 5.0% | 73.796% | 1 | 1 | 371 | 734 | 860 |
| All other textile product mills | 1,291 | 1,780 | 2,191 | 4,887 | 7,948 | 5.0% | 73.796% | 48 | 66 | 81 | 180 | 293 |
| Primary smelting and refining of copper | 464 | 534 | 4,967 | 24,338 | 44,720 | 5.0% | 73.796% | 17 | 20 | 183 | 898 | 1,650 |
| Prefabricated wood building manufacturing | 608 | 851 | 5,991 | 3,491 | 4,479 | 5.0% | 73.796% | 22 | 31 | 221 | 129 | 165 |
| Jewelry and silverware manufacturing | 486 | 2,689 | 2,210 | 645 | 812 | 5.0% | 73.796% | 18 | 99 | 82 | 24 | 30 |
| Electric lamp bulb and part manufacturing | 3,149 | 5,547 | 374 | 383 | 493 | 5.0% | 73.796% | 116 | 205 | 14 | 14 | 18 |
| Chocolate and confectionery manufacturing from cacao beans | 5,213 | 1,440 | 2,345 | 532 | 676 | 5.0% | 73.796% | 192 | 53 | 87 | 20 | 25 |
| Ammunition manufacturing | 3,390 | 3,842 | 1,082 | 1,620 | 2,334 | 5.0% | 73.796% | 125 | 142 | 40 | 60 | 86 |
| Mining and oil and gas field machinery manufacturing | 2,193 | 2,383 | 1,073 | 1,118 | 1,526 | 5.0% | 73.796% | 81 | 88 | 40 | 41 | 56 |
| Other engine equipment manufacturing | 144 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 5 | 0 | 0 | 0 | 0 |
| Gasket, packing, and sealing device manufacturing | 616 | 938 | 4,519 | 942,516 | 990,679 | 5.0% | 73.796% | 23 | 35 | 167 | 34,777 | 36,554 |
| Stationery product manufacturing | 60 | 88 | 3,804 | 941 | 1,251 | 5.0% | 73.796% | 2 | 3 | 140 | 35 | 46 |
| Pump and pumping equipment manufacturing | 1,203 | 4,888 | 634 | 410 | 522 | 5.0% | 73.796% | 44 | 180 | 23 | 15 | 19 |
| Rubber and plastics hoses and belting manufacturing | 24 | 33 | 5,164 | 8,125 | 10,998 | 5.0% | 73.796% | 1 | 1 | 191 | 300 | 406 |
| Motor vehicle body manufacturing | 166 | 563 | 124 | 7,111 | 9,182 | 5.0% | 73.796% | 6 | 21 | 5 | 262 | 339 |
| Custom architectural woodwork and millwork manufacturing | 2,302 | 2,314 | 424 | 256 | 326 | 5.0% | 73.796% | 85 | 85 | 16 | 9 | 12 |
| Optical instrument and lens manufacturing | 308 | 1,486 | 25 | 30 | 38 | 5.0% | 73.796% | 11 | 55 | 1 | 1 | 1 |
| Speed changer, industrial high-speed drive, and gear manufacturing | 470 | 1,740 | 41 | 24 | 32 | 5.0% | 73.796% | 17 | 64 | 2 | 1 | 1 |
| Metal cutting and forming machine tool manufacturing | 196 | 245 | 166 | 324 | 456 | 5.0% | 73.796% | 7 | 9 | 6 | 12 | 17 |
| Aluminum product manufacturing from purchased aluminum | 113 | 94 | 1,972 | 15,183 | 28,319 | 5.0% | 73.796% | 4 | 3 | 73 | 560 | 1,045 |
| Support activities for other mining | 262 | 266 | 4,879 | 4,634 | 6,019 | 5.0% | 73.796% | 10 | 10 | 180 | 171 | 222 |
| Photographic and photocopying equipment manufacturing | 916 | 4,155 | 532 | 270 | 394 | 5.0% | 73.796% | 34 | 153 | 20 | 10 | 15 |
| Other rubber product manufacturing | 268 | 267 | 1,710 | 24,330 | 36,350 | 5.0% | 73.796% | 10 | 10 | 63 | 898 | 1,341 |
| Rolling mill and other metalworking machinery manufacturing | 495 | 1,444 | 570 | 1,287 | 1,863 | 5.0% | 73.796% | 18 | 53 | 21 | 47 | 69 |
| Carpet and rug mills | 115 | 150 | 4,417 | 2,352 | 2,958 | 5.0% | 73.796% | 4 | 6 | 163 | 87 | 109 |
| Textile bag and canvas mills | 340 | 621 | 2,001 | 1,214 | 1,683 | 5.0% | 73.796% | 13 | 23 | 74 | 45 | 62 |
| Fabric coating mills | 430 | 433 | 519 | 1,257 | 1,851 | 5.0% | 73.796% | 16 | 16 | 19 | 46 | 68 |
| Leather and hide tanning and finishing | 139 | 1,955 | 13 | 0 | 0 | 5.0% | 73.796% | 5 | 72 | 0 | 0 | 0 |
| Beet sugar manufacturing | 0 | 4,118 | 396 | 290 | 368 | 5.0% | 73.796% | 0 | 152 | 15 | 11 | 14 |
| Irradiation apparatus manufacturing | 1,022 | 1,749 | 197 | 169 | 215 | 5.0% | 73.796% | 38 | 65 | 7 | 6 | 8 |
| Fiber, yarn, and thread mills | 651 | 615 | 530 | 2,196 | 5,232 | 5.0% | 73.796% | 24 | 23 | 20 | 81 | 193 |
| Crown and closure manufacturing and metal stamping | 0 | 0 | 0 | 0 | 0 | 5.0% | 73.796% | 0 | 0 | 0 | 0 | 0 |
| Nonferrous metal foundries | 15 | 25 | 2,284 | 49,179 | 79,633 | 5.0% | 73.796% | 1 | 1 | 84 | 1,815 | 2,938 |

| Sector | Taxable Sales | | | | | times | | Equals Qualified Revenue | | | | |
|--|---------------|-------|-------|-----------|-----------|----------|--------------------|--------------------------|------|------|--------|---------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | Tax Rate | General Fund Share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Paperboard container manufacturing | 3 | 29 | 993 | 2,214 | 3,401 | 5.0% | 73.796% | 0 | 1 | 37 | 82 | 125 |
| Special tool, die, jig, and fixture manufacturing | 161 | 339 | 84 | 783 | 1,363 | 5.0% | 73.796% | 6 | 13 | 3 | 29 | 50 |
| Small electrical appliance manufacturing | 74 | 189 | 2,286 | 1,627,057 | 2,709,878 | 5.0% | 73.796% | 3 | 7 | 84 | 60,035 | 99,989 |
| Railroad rolling stock manufacturing | 381 | 678 | 1,683 | 5,149 | 5,774 | 5.0% | 73.796% | 14 | 25 | 62 | 190 | 213 |
| Alumina refining and primary aluminum production | 585 | 705 | 571 | 4,984 | 9,516 | 5.0% | 73.796% | 22 | 26 | 21 | 184 | 351 |
| Mechanical power transmission equipment manufacturing | 1,482 | 770 | 10 | 54 | 87 | 5.0% | 73.796% | 55 | 28 | 0 | 2 | 3 |
| All other transportation equipment manufacturing | 686 | 233 | 167 | 240 | 301 | 5.0% | 73.796% | 25 | 9 | 6 | 9 | 11 |
| Power-driven handtool manufacturing | 549 | 2,069 | 114 | 103 | 134 | 5.0% | 73.796% | 20 | 76 | 4 | 4 | 5 |
| Secondary smelting and alloying of aluminum | 299 | 564 | 2,165 | 11,886 | 19,533 | 5.0% | 73.796% | 11 | 21 | 80 | 439 | 721 |
| Packaging machinery manufacturing | 947 | 307 | 9 | 26 | 38 | 5.0% | 73.796% | 35 | 11 | 0 | 1 | 1 |
| Lighting fixture manufacturing | 3 | 11 | 553 | 495 | 721 | 5.0% | 73.796% | 0 | 0 | 20 | 18 | 27 |
| Copper rolling, drawing, extruding and alloying | 42 | 19 | 527 | 1,134 | 1,733 | 5.0% | 73.796% | 2 | 1 | 19 | 42 | 64 |
| Musical instrument manufacturing | 88 | 267 | 790 | 1,068 | 1,349 | 5.0% | 73.796% | 3 | 10 | 29 | 39 | 50 |
| Military armored vehicle, tank, and tank component manufacturing | 475 | 833 | 1,068 | 1,681,564 | 4,315,962 | 5.0% | 73.796% | 18 | 31 | 39 | 62,046 | 159,250 |
| Brick, tile, and other structural clay product manufacturing | 510 | 470 | 1,469 | 685 | 888 | 5.0% | 73.796% | 19 | 17 | 54 | 25 | 33 |
| Truck trailer manufacturing | 971 | 315 | 494 | 781,816 | 1,021,649 | 5.0% | 73.796% | 36 | 12 | 18 | 28,847 | 37,697 |
| Other general purpose machinery manufacturing | 404 | 1,103 | 113 | 154 | 212 | 5.0% | 73.796% | 15 | 41 | 4 | 6 | 8 |
| Knit fabric mills | 391 | 501 | 26 | 49 | 108 | 5.0% | 73.796% | 14 | 19 | 1 | 2 | 4 |

F. Appendix - Non-Registered Visitor Spending

This appendix explains how HVS estimated the visitation and spending from non-registered visitors to Phoenix associated with PCC events. HVS defines the term, summarizes available literature, and describes assumptions for estimating the number of non-registered visitors and associated spending. An estimate of non-registered visitor spending was inherent in delegate spending before the 2018 study. The 2019 study, which estimates the economic impact for 2018 activity, is the first to explicitly include this calculation after the shift from DI to Longwoods International as the primary source for convention delegate spending.

Definition of Non-Registered Visitors

HVS defines “non-registered visitor” as a traveler that accompanies convention delegates to Phoenix but does not attend events at the PCC. Delegates often bring family, spouses, or partners to a convention destination. Non-registered visitors generate additional spending in Phoenix by eating meals, shopping, using transportation, and spending on recreation and entertainment. They do not generate additional lodging spending as that spending is already captured in the hotel room rate and other hotel spending described in Figure C-2. The rate of non-registered visitors that come to Phoenix varies depending on the type of organization and length of the event.

Non-registered visitation is distinct from “travel party size¹” because a delegate’s travel party often includes business associates or other visitors that may be registered for an event. For example, if a spouse wants to partake in a convention’s social activities, the spouse would have to register as an attendee.

Summary of Literature

Accounting for non-registered guests is typical in estimating economic impact of conventions and meetings. The spending source used by HVS prior to the 2018 study, the DI ExPact report estimates a delegate party size of 1.06².

¹ Specifically, this would be size of travel party minus one delegate. For example, using 2.15 persons as the party size would yield 1.15 accompanying persons. This is not a correct estimate for the reasons described following the footnote.

² The ExPact 2004 Convention Expenditure & Impact Study identified an average delegate travel party size of 1.05 for “International, National, and Regional Events” and 1.06 for “Large Market Events.” Determined by hotel rooms within the MSA, Phoenix is considered a large market.

VERIS Consulting, LLC. (2005). *ExPact 2004 Convention Expenditure & Impact Study*. pp. 16-18.

HVS identified studies and data sources that reported non-registered guests from past 30 years both in the United States and globally. International surveys and studies report an average rate of 0.28 accompanying persons per delegate and ranged from 0.01 to 0.67³, depending on type of event and attendee. Studies from United States cities in the past six years report rates of non-registered guests as 0.07, 0.40, and 0.60⁴ per delegate.

³ Sources include the following.

- Convention Tourism: International Research and Industry Perspectives, edited by Karin Webe and Kaye Chone. Identified the following results. 0.175 accompanying persons in Adelaide, Australia (KPMG 1993), 0.16 accompanying persons in Tasmania, Australia (Tasmanian Convention Bureau 1996), 0.67 accompanying persons in Singapore (Singapore Tourism Board, 2000). It also identifies a study by Dwyer, Mellor, et al. that “estimated that accompanying persons as around 15 to 20 percent to convention-related expenditure.”

Sung Chon; Karin Weber. (2008). *Convention Tourism: International Research and Industry Perspectives*. Taylor & Francis. pp. 24.

- Conferences and Conventions (2008) by Tony Rogers identified a 2006 survey of conventions from the UK and Ireland that estimated a range of accompanying visitors depending on the length and type of event. One-day and multi-day corporate events reported 0.01 and 0.02 accompanying visitors, respectively; One-day and multiday domestic association events reported 0.02 and 0.07 accompanying visitors, respectively; international association events reported 0.12 accompanying visitors; and SMERF (Social, Military, Education, Religious, and Fraternal) and Government events reported 0.32 accompanying persons.

Tony Rogers (2013). *Conferences and Conventions: A Global Industry*. Routledge.

- An economic impact study of the Queenstown Convention Centre by Berl Economics in 2013 estimates an average of 0.10 accompanying persons for domestic delegates and 0.15 accompanying persons for international delegates. BERL Economics. (2013). *Economic Impact of the proposed Queenstown Convention Centre*. pp. 31.

⁴ Sources include the following.

- CIC Research has prepared bi-annual updates of a visitors to San Diego Convention Center events. This profile distinguishes between lodgers per room (1.9 in 2015 and 1.5 in 2011), travel party size (2.1 in 2015 and 1.6 in 2011), and non-registered guest (0.07 in 2015 and 0.08 in 2011).

CIC Research, Inc. (2016). *SDCC Primary Event Visitor Profile (2008-2015)*. pp. 1-3.

Non-Registered Visitors Estimate

In the PCC Survey, reporting of travel party size supports the assumption that delegates travel with non-registered guests as many respondents reported travel party sizes of greater than one. However, the frequency of respondents reporting a travel party size greater than four indicates some ambiguity in the understanding of the question. The Longwoods International’s 2017 Phoenix Visitor Profile estimates the average travel party size of travelers to Phoenix for conferences and conventions to be 2.15 persons. However, this number includes business associates and other registered event attendees.

Given the wide range in estimates of non-registered visitors and lacking data specific to Phoenix and the PCC, HVS assumes that 0.15 non-registered visitors accompany delegates to Qualified Events that stay overnight. This estimate is near the median of the data points collected (0.169). Additionally, we assume that day trip visitors do not bring non-registered guests. The following figure shows the adjustment for per overnight delegate spending and explains the difference in overnight spending in Figure 3-2 and Figure C-2.

CALCULATION OF OVERNIGHT DELEGATE SPENDING (\$ 2018)

| Spending Category | Spending per Person per Day (\$2018) | Non-Registered Visitor Parameter | Total Overnight Delegate Spending per Day (\$2018) |
|------------------------------|--------------------------------------|----------------------------------|--|
| Hotel Room Rental | \$166.38 | na | \$166.38 |
| Other Hotel Spending | 83.89 | na | 83.89 |
| Restaurants | 28.23 | 1.15 | 32.46 |
| General Retail | 15.40 | 1.15 | 17.71 |
| Transportation | 6.67 | 1.15 | 7.67 |
| Auto Rental and Leasing | 6.67 | 1.15 | 7.67 |
| Other Amusement & Recreation | 12.83 | 1.15 | 14.75 |
| Total | \$320.07 | \$5.75 | \$330.54 |

Sources: BLS, HVS, Longwoods International, and STR

- The economic impact study prepared by Fishkind & Associates for the Orange County Convention Center in Orlando, FL reported a 0.60 accompanying persons per delegate.
Fishkind & Associates, Inc. (2013). *The Economic and Fiscal Impacts of the Orange County Convention Center*. pp. 12.
- Economic Impacts of Juneau Conventions and Meetings prepared by McDowell Group from November 2018. A survey performed by McDowell Group reported an average of 0.40 accompanying person per delegate.
McDowell Group. (2018). *Economic Impacts of Juneau Conventions and Meetings*. pp. 13.



2017 Economic and Fiscal Impact Analysis

Using this same method, HVS estimated the economic and fiscal impacts from the 2018 study. In the 2018 study, HVS did not adjust spending for non-registered visitors. Following the calculation shown above, spending for Overnight Visitors would increase from \$313.24 to \$324.78. This higher spending from Qualified Events would result in \$6.03 million more of Gross Direct Spending (Figure 3-12 in the 2018 report) and \$16.70 million more in Total Economic Impact (Figure 3-13 in the 2018 report). This higher estimate of economic impact would generate \$390,000 in Qualified Revenue for 2017.