



ECONOMIC AND FISCAL IMPACT ANALYSIS UPDATE

Phoenix Convention Center

PHOENIX, ARIZONA



SUBMITTED TO:

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

PREPARED BY:

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DEBRA K. DAVENPORT, CPA
AUDITOR GENERAL

STATE OF ARIZONA
OFFICE OF THE
AUDITOR GENERAL

MELANIE M. CHESNEY
DEPUTY AUDITOR GENERAL

June 3, 2016

The Honorable Andy Biggs, President
Arizona State Senate

The Honorable David Gowan, Speaker
Arizona House of Representatives

The Honorable Doug Ducey, Governor
State of Arizona

Paul Blue, Deputy 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, 2015, HVS estimated that events held at the Convention Center generated \$21 million in tax revenues for the State, which exceeded the \$20.45 million the State contributed toward the Convention Center's expansion. In addition, tax revenues have exceeded the State's contributions by \$52.9 million from the completion of the Convention Center's expansion in 2009 through calendar year 2015. Therefore, there is no effect on the tax revenues shared with the City of Phoenix for fiscal year 2017.

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

Sincerely,

Debbie Davenport
Auditor General



June 3, 2016

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Ms. Debbie Davenport
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Re: Phoenix Convention Center
Phoenix, Arizona, 85018

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Dear Ms. Davenport:

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

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

It has been a pleasure working with you.

Sincerely,
HVS Convention, Sports & Entertainment
Facilities Consulting

Thomas A Hazinski
Managing Director

Alex Moon
Analyst



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1. Introduction and Executive Summary

Nature of the Assignment

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

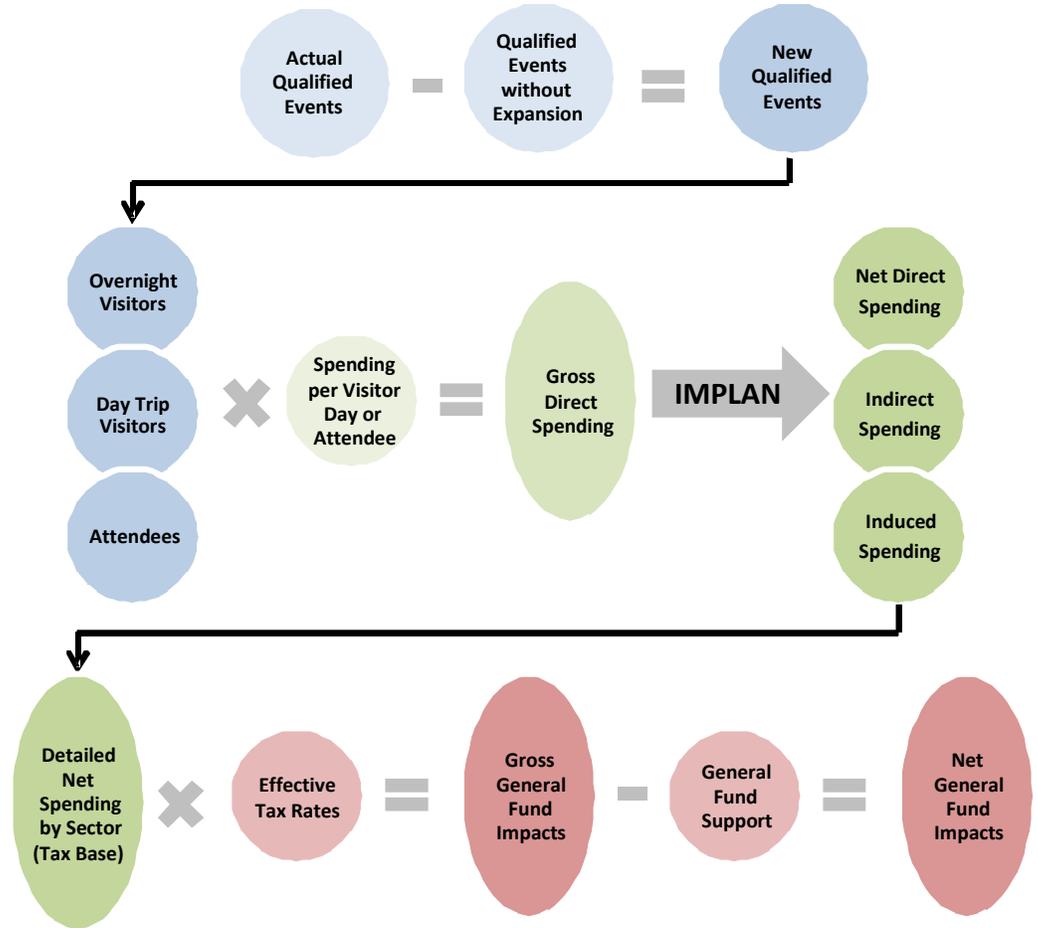
HVS performed this analysis as directed by A.R.S. §9-626(A) and (B). This statute requires an assessment of the value of direct, indirect, and induced economic activity resulting from regional and national conventions and trade shows held at the PCC. These estimates of economic activity provide the basis 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 Update dated June 10, 2015, HVS estimated the impact of the PCC in 2014. This update estimates the 2015 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 2010 through 2013, we applied the actual percent change in demand to the historical averages. For 2014 and 2015, 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 (2014) on the Arizona economy. IMPLAN generates estimates of total net spending. Spending falls into three categories: net direct spending, indirect spending, and induced spending. The sum of net direct, indirect, and induced spending estimates make up the total estimated spending impact of the New Qualified Events.

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

Event Demand Analysis

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the period 2009 through 2015. The figure below shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

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

	No Expansion	Actual	Change
Qualified Events			
2009	31	69	38
2010	28	62	34
2011	23	52	29
2012	27	61	34
2013	19	42	23
2014	19	65	46
2015	19	65	46
Total	166	416	250
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
Total	255,000	1,480,000	1,225,000
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
Total	1,028,000	4,259,000	3,231,000

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. Management expects the number of attendees to increase for subsequent years. 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
Direct	\$245.0	\$188.7	\$181.7	\$160.7	\$117.3	\$217.6	\$277.1
Indirect	74.6	58.6	56.7	49.9	36.1	65.9	82.2
Induced	96.8	75.5	73.0	63.3	46.1	74.3	121.5
Total	\$416.4	\$322.8	\$311.4	\$273.9	\$199.5	\$357.8	\$480.8

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 figure below summarizes the estimated increase in General Fund revenues from 2009 to 2015 with construction impacts and fund distributions.

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

	Impact
Annual Qualified Revenue	
2009	\$17,797,000
2010	15,062,000
2011	15,809,000
2012	13,974,000
2013	9,352,000
2014	15,397,000
2015	21,006,000
Total Qualified Revenue	\$108,397,000
Construction Impacts	26,445,000
Sub-total	\$134,842,000
Less Fund Distributions 2009-2014	(81,942,000)
Qualified Revenue Less Distributions	\$52,900,000

Sources: AECOM, State of Arizona, and HVS

Breakeven Analysis

The cumulative difference of construction impacts and Qualified Revenue less fund distributions from 2009 to 2015 is approximately \$52.9 million. However, fund distributions will continue through 2044.

Conclusion

Cumulative Qualified Revenues (including construction impacts) as defined by A.R.S. §9-626(A) and (B) exceed Fund Distributions by approximately \$52.9 million. In 2013, Qualified Revenues were less than half of 2013 Fund Distributions due to low levels of events and attendance. But, the recovery in attendance levels in 2014 and 2015 and advance booking data provided by the PCC in 2016 indicate a strong recovery. In 2015, Qualified Revenues slightly exceeded Fund Distributions. In the long run, assuming moderate levels of event demand and inflationary growth of visitor spending, the PCC would continue to have a net positive impact on the General Fund.

2. Event Demand Analysis

History of Phoenix Convention Center

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

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

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

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

FIGURE 2-1
PCC BEFORE AND AFTER EXPANSION

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

Source: Phoenix Convention Center, City of Phoenix, GPCVB

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

Actual Qualified Events

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the calendar years 2009 through 2015. Appendix A provides a complete list of Qualified Events. The following figures present the number of events, attendee history, and room night history at the PCC for the past seven years by calendar year and number of attendees.

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

Attendance Range	2009	2010	2011	2012	2013	2014	2015	All
0 to 999	18	12	10	11	10	15	7	83
1000 to 1999	16	17	20	18	10	18	20	119
2000 to 2999	12	14	9	14	9	10	10	78
3000 to 3999	8	4	3	9	6	8	7	45
4000 to 4999	3	7	2	5	3	2	6	28
5000 to 5999	4	1	1	2	1	1	5	15
6000 to 6999	0	2	1	0	1	3	0	7
7000 to 7999	2	0	0	0	0	0	4	6
8000 to 8999	0	1	0	0	0	3	0	4
9000 to 9999	0	0	1	0	0	0	0	1
10000 +	6	4	5	2	2	5	6	30
Total	69	62	52	61	42	65	65	416

Source: GPCVB

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

Attendance Range	2009	2010	2011	2012	2013	2014	2015	All
0 to 999	11,498	8,527	6,879	6,720	6,771	8,770	4,350	53,515
1000 to 1999	23,287	24,581	26,094	27,074	14,155	25,998	28,100	169,289
2000 to 2999	27,485	30,647	22,084	31,468	21,238	22,794	22,800	178,516
3000 to 3999	27,906	13,716	10,162	31,463	20,286	28,239	23,200	154,972
4000 to 4999	13,000	30,491	8,821	22,298	13,628	8,400	26,128	122,766
5000 to 5999	21,384	5,733	5,000	10,400	5,254	5,000	25,700	78,471
6000 to 6999	-	12,602	6,800	-	6,000	18,827	-	44,229
7000 to 7999	15,500	-	-	-	-	-	30,000	45,500
8000 to 8999	-	8,000	-	-	-	24,250	-	32,250
9000 to 9999	-	-	9,000	-	-	-	-	9,000
10000 +	170,414	94,678	116,094	35,250	31,000	56,245	88,000	591,681
Total	310,474	228,975	210,934	164,673	118,332	198,523	248,278	1,480,189

Source: GPCVB

FIGURE 2-4
PHOENIX CONVENTION CENTER TOTAL ROOM NIGHTS

Attendance Range	2009	2010	2011	2012	2013	2014	2015	All
0 to 999	39,743	29,474	23,778	23,228	23,404	30,314	15,036	184,977
1000 to 1999	80,492	84,965	90,195	93,582	48,927	89,863	97,129	585,153
2000 to 2999	95,392	103,935	76,334	108,940	73,410	78,788	78,809	615,608
3000 to 3999	98,234	53,088	35,125	108,753	70,119	97,609	80,192	543,120
4000 to 4999	42,110	106,812	30,490	77,074	47,106	29,035	90,313	422,940
5000 to 5999	76,877	19,816	13,750	35,948	18,161	17,283	88,833	270,668
6000 to 6999	-	39,066	23,504	-	20,739	65,076	-	148,385
7000 to 7999	61,220	-	-	-	-	-	103,696	164,916
8000 to 8999	-	27,652	-	-	-	83,821	-	111,473
9000 to 9999	-	-	31,109	-	-	-	-	31,109
10000 +	331,974	178,583	276,721	75,143	66,325	111,884	140,375	1,181,005
Total	826,042	643,391	601,006	522,668	368,191	603,673	694,383	4,259,354

Source: GPCVB

From 2014 to 2015, the PCC experienced a 25% increase in Qualified Events attendance.

**Qualified Events
without Expansion**

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

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

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

Source: PCC

To estimate the number of Qualified Events that would have occurred without expansion, HVS assumed that in 2009 the PCC would have achieved the 2003 to 2005 three-year average level of events and attendance. In subsequent years, we applied the actual percent change in Qualified Events for the years 2010 through 2013 to the average levels in 2009. For 2014 and 2015, 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 2015, followed by the resulting projections for Qualified Events without an expansion.

FIGURE 2-6
QUALIFIED EVENT ATTENDANCE TRENDS

Year	Total Events	Change from Previous	Total Attendance	Change from Previous
2009	69	-	310,474	-
2010	62	-10%	228,975	-26%
2011	52	-16%	210,934	-8%
2012	61	17%	164,673	-22%
2013	42	-31%	118,332	-28%
2014	65	55%	198,523	68%
2015	65	0%	248,278	25%

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.

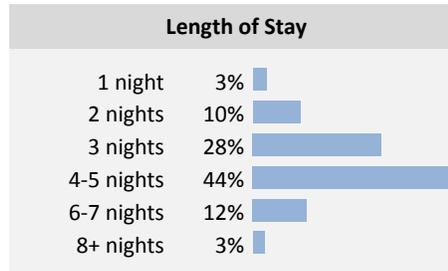
**FIGURE 2-7
PROJECTED ATTENDANCE WITHOUT EXPANSION**

	2009	2010	2011	2012	2013	2014	2015
Events							
0 - 999	6	5	5	5	4	4	4
1000 - 1999	12	11	9	11	7	7	7
2000 - 2999	5	4	4	4	3	3	3
3000 - 3999	5	4	4	4	3	3	3
4000 - 4999	1	1	1	1	1	1	1
5000 - 5999	2	2	2	2	1	1	1
Total	31	28	23	27	19	19	19
Average Attendance							
0 - 999	667	556	663	377	548	548	548
1000 - 1999	1,417	1,206	1,327	848	821	821	821
2000 - 2999	2,200	1,781	1,858	1,357	1,314	1,314	1,314
3000 - 3999	3,200	2,671	2,919	1,810	1,971	1,971	1,971
4000 - 4999	4,000	3,339	3,981	2,262	3,286	3,286	3,286
5000 - 5999	5,000	3,895	4,644	2,828	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
1000 - 1999	17,000	13,000	12,000	9,000	6,000	6,000	6,000
2000 - 2999	11,000	8,000	7,000	6,000	4,000	4,000	4,000
3000 - 3999	16,000	12,000	11,000	8,000	6,000	6,000	6,000
4000 - 4999	4,000	3,000	3,000	2,000	2,000	2,000	2,000
5000 - 5999	10,000	7,000	7,000	5,000	4,000	4,000	4,000
Total	62,000	46,000	42,000	33,000	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 2015.

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

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



Source: PCC Intercept Survey

HVS used average event length to estimate the annual room nights for the non-expansion scenario. The 2003 to 2005 event data did not break down the precise event dates. The GPCVB dataset of Qualified Events from 2009 to 2015 represents the best available source of event length for the PCC. HVS used this data to estimate room nights in the non-expansion scenario.

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

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

Qualified Event	Length of Stay Reported by Delegates	Event Length	Average Percent of Event Length Stayed
The Gideons International Convention	5.4	7	77%
General Council of the Assemblies of God	5.2	5	104%
Annual Meeting of Military Surgeons	4.7	4	118%
Imaging USA - Annual Conv & Expo	4.5	3	150%
ACAAI Annual Meeting	4.4	7	63%
GSA SmartPay Conference	4.3	3	142%
SAP TechEd	4.2	5	84%
ACA Annual Winter Conference	4.2	6	70%
Best Western North American Convention	4.2	3	139%
National Needlearts Association Convention	4.1	5	82%
National Conference on Tobacco or Health	4.0	3	134%
Mary Kay Leadership Conference	3.9	11	36%
Annual Session of American Gastrointestinal and Endoscopic Surgeons	3.9	4	97%
Annual American Trucking Association Management Conference & Exhibit	3.9	6	64%
SME Annual Meeting & Exhibits	3.8	5	77%
American Nurses Magnet Conference	3.7	3	125%
2011 Indian Gaming Convention	3.6	3	122%
Cattle Industry Annual Convention & Trade Show	3.6	3	122%
U.S. Green Building Annual Conference & Expo	3.5	3	118%
2009 Indian Gaming Convention	3.5	2	177%
Aviation Week MRO Conference & Exhibition	3.4	4	86%
Electric Utilities Environmental Conference	3.4	4	84%
Electric Utilities Environmental Conference	3.4	3	113%
NRA Annual Meetings and Exhibits	3.3	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 data show that the average overnight visitor stays for approximately the same length of time as the event length. From this analysis, we assumed that room nights per lodger equaled the event's length in the non-expansion scenario. In addition, we multiplied the number of room nights by 86 percent to account for attendees who do not stay overnight from our intercept survey data. With our assumptions and Qualified Event and attendance forecasts, the following figure shows room night projections for Qualified Events.

**FIGURE 2-10
PROJECTED ROOM NIGHTS WITHOUT EXPANSION**

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

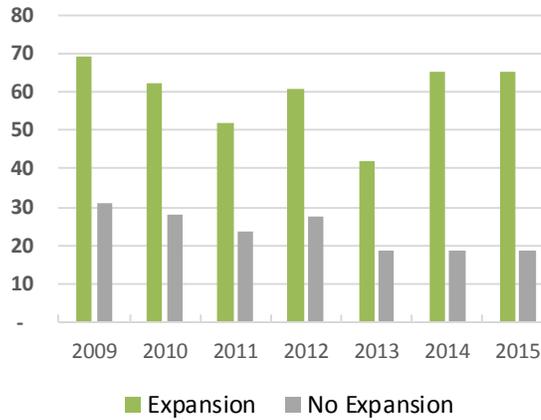
The figure below shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

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

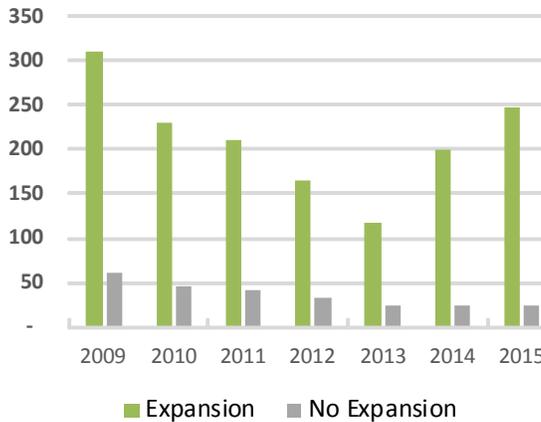
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Qualified Events			
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Room Nights			
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2012	132,000	523,000	391,000
2013	96,000	368,000	272,000
2014	96,000	604,000	508,000
2015	96,000	694,000	598,000
Total	1,028,000	4,259,000	3,231,000

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

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



ATTENDANCE AT QUALIFIED EVENTS (THOUSANDS)



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

3. Spending Estimates

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

Direct, Indirect, and Induced Spending

Spending falls into three categories:

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

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

Sources of Direct Spending

HVS identified four sources of new direct spending impact:

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

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

Spending Parameters

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

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

FIGURE 3-1
HOTEL AVERAGE DAILY ROOM RATES

Year	ADR
2009	\$144.89
2010	140.18
2011	140.06
2012	145.42
2013	143.83
2014	146.95
2015	159.71

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.

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

visitor bureaus requested delegates, event organizers, and exhibitors to complete an online questionnaire and provide DMAI with delegate and exhibiting company contact information.

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

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

The figures show the CTI Adjusted daily spending parameters and inflated spending parameters for 2009 through 2015.

FIGURE 3-2
OVERNIGHT VISITOR DAILY SPENDING

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255
Hotel Room Rental	\$159.71	\$144.89	\$140.18	\$140.06	\$145.42	\$143.83	\$146.95	\$159.71
Restaurants	52.78	59.85	60.81	62.76	64.07	64.84	66.14	66.23
Other Hotel Spending	34.79	39.46	40.09	41.37	42.24	42.75	43.61	43.66
General Retail	22.33	25.32	25.72	26.55	27.11	27.43	27.98	28.02
Golf, Skiing and Gaming	16.21	18.38	18.68	19.27	19.68	19.91	20.31	20.34
Cultural Recreation	7.69	8.73	8.87	9.15	9.34	9.45	9.64	9.66
Transportation	6.80	7.72	7.84	8.09	8.26	8.36	8.53	8.54
Auto Rental and Leasing	6.80	7.71	7.83	8.09	8.25	8.35	8.52	8.53
Sightseeing	3.61	4.09	4.16	4.29	4.38	4.43	4.52	4.53
Performing Arts Companies	3.03	3.44	3.49	3.60	3.68	3.72	3.80	3.80
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00	2.04	2.04
Retail - Gas Stations	1.49	1.69	1.72	1.78	1.81	1.83	1.87	1.87
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62	1.65	1.65
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24	1.26	1.26
Total	\$319.20	\$325.75	\$323.94	\$329.71	\$339.03	\$339.76	\$346.82	\$359.84

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-3
DAY-TRIP VISITOR DAILY SPENDING

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255
Restaurants	\$52.78	\$59.85	\$60.81	\$62.76	\$64.07	\$64.84	\$66.14	\$66.23
General Retail	22.33	25.32	25.72	26.55	27.11	27.43	27.98	28.02
Golf, Skiing and Gaming	16.21	18.38	18.68	19.27	19.68	19.91	20.31	20.34
Cultural Recreation	7.69	8.73	8.87	9.15	9.34	9.45	9.64	9.66
Sightseeing	3.61	4.09	4.16	4.29	4.38	4.43	4.52	4.53
Performing Arts Companies	3.03	3.44	3.49	3.60	3.68	3.72	3.80	3.80
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00	2.04	2.04
Retail - Gas Stations	1.49	1.69	1.72	1.78	1.81	1.83	1.87	1.87
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62	1.65	1.65
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24	1.26	1.26
Total	\$111.10	\$125.97	\$128.00	\$132.10	\$134.86	\$136.47	\$139.21	\$139.40

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-4
EXHIBITOR DAILY SPENDING PER EVENT ATTENDEE

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255
Lodging Costs	\$8.28	\$7.51	\$7.26	\$7.26	\$7.53	\$7.45	\$7.61	\$8.28
Other Hotel Spending	3.21	3.64	3.70	3.82	3.90	3.94	4.02	4.03
Advertising and Related Services	2.58	2.92	2.97	3.06	3.13	3.17	3.23	3.23
Other Amusement & Recreation	2.54	2.88	2.92	3.02	3.08	3.12	3.18	3.18
Auto Rental and Leasing	2.10	2.39	2.42	2.50	2.55	2.59	2.64	2.64
Machinery & Equipment	1.41	1.60	1.62	1.68	1.71	1.73	1.77	1.77
General Retail	1.10	1.25	1.27	1.31	1.34	1.35	1.38	1.38
Transportation	0.82	0.93	0.95	0.98	1.00	1.01	1.03	1.03
Retail - Gas Stations	0.39	0.44	0.44	0.46	0.47	0.47	0.48	0.48
Public Transit	0.13	0.14	0.14	0.15	0.15	0.15	0.16	0.16
Total	\$22.56	\$23.70	\$23.69	\$24.24	\$24.86	\$24.98	\$25.50	\$26.18

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-5
EVENT ORGANIZER SPENDING PER EVENT ATTENDEE

	CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255
Hotel Room Rental	\$1.49	\$1.34	\$1.37	\$1.41	\$1.44	\$1.46	\$1.49	\$1.49
Restaurants	1.00	1.13	1.15	1.19	1.21	1.23	1.25	1.25
Other Hotel Spending	0.97	1.10	1.12	1.15	1.18	1.19	1.22	1.22
General Retail	0.77	0.88	0.89	0.92	0.94	0.95	0.97	0.97
Golf, Skiing and Gaming	0.15	0.17	0.17	0.18	0.18	0.18	0.19	0.19
Cultural Recreation	0.04	0.04	0.04	0.04	0.04	0.05	0.05	0.05
Transportation	0.03	0.04	0.04	0.04	0.04	0.04	0.04	0.04
Auto Rental and Leasing	0.02	0.03	0.03	0.03	0.03	0.03	0.03	0.03
Total	\$4.47	\$4.73	\$4.81	\$4.96	\$5.06	\$5.13	\$5.24	\$5.24

Sources: CTI, DMAI, STR, and HVS

**Facility Revenue
Related to Qualified
Events**

The spending parameters discussed above exclude spending that occurs within the PCC. Visitors, event organizers, and exhibitors purchase facility rentals and equipment, food and beverage services, and other services at the PCC. HVS used

PCC client spending data from 2009 to 2015 to estimate revenue in the following categories.

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

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

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

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

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

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

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

Parking—The PCC generates revenue through over 4,000 parking spaces in covered garages. The following figure shows spending at the PCC for the years 2009 through 2015.

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

Spending Category	2009	2010	2011	2012	2013	2014	2015
Food & Beverage	\$12,152	\$8,301	\$8,600	\$9,793	\$8,073	\$16,614	\$19,258
Facility Rental	2,829	2,737	2,547	3,169	2,361	2,580	3,298
Utilities	3,342	2,436	1,828	2,525	2,151	3,364	4,365
Audio Visual	1,474	1,485	1,499	1,560	979	2,053	2,259
Services	422	569	539	643	464	674	1,617
Equipment	110	41	53	76	52	51	73
Ticket Tax/Fees	87	132	22	26	25	28	20
Parking	68	6	125	13	15	43	211
Total	\$20,484	\$15,707	\$15,213	\$17,805	\$14,120	\$25,407	\$31,101

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
Food & Beverage	\$2,441	\$1,668	\$1,728	\$1,967	\$1,622	\$1,990	\$1,844
Facility Rental	568	550	512	637	474	309	316
Utilities	671	489	367	507	432	403	418
Audio Visual	296	298	301	313	197	246	216
Services	85	114	108	129	93	81	155
Equipment	22	8	11	15	10	6	7
Ticket Tax/Fees	17	26	4	5	5	3	2
Parking	14	1	25	3	3	5	20
Total	\$4,114	\$3,154	\$3,056	\$3,576	\$2,836	\$3,043	\$2,978

Source: PCC and HVS

While the number of attendees in the non-expansion scenario remained the same from 2014 to 2015, the venue spending per attendee decreased by approximately two percent, which explains the slight decrease in venue spending from 2014 to 2015 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 figure below.

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

Spending Category	2009	2010	2011	2012	2013	2014	2015
Food & Beverage	\$9,711	\$6,633	\$6,873	\$7,825	\$6,451	\$14,624	\$17,414
Facility Rental	2,260	2,187	2,035	2,533	1,886	2,271	2,982
Utilities	2,671	1,947	1,461	2,017	1,719	2,961	3,947
Audio Visual	1,177	1,187	1,198	1,247	783	1,807	2,043
Services	337	455	430	514	371	593	1,462
Equipment	88	33	42	60	41	45	66
Ticket Tax/Fees	69	105	18	21	20	25	18
Parking	54	5	100	10	12	38	191
Total	\$16,367	\$12,552	\$12,157	\$14,227	\$11,283	\$22,364	\$28,123

Source: PCC and HVS

Refer to Appendix D for a complete listing of all PCC revenues in 2015.

Attendance Estimates

HVS applied the previous sources of spending impacts and spending parameters to estimate gross direct spending for the years 2009 through 2015. For overnight visitors, day-trip visitors, exhibitors, and organizers, HVS multiplied the spending by the number of delegate days.

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

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

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

Event length assumptions are based on the actual average event lengths of Qualified Events as shown in the figure below. For 2015, HVS used the average event length of Qualified Events from 2009 to 2015.

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

Attendance Range	2009		2010		2011		2012		2013		2014		2015	
	Attend	Avg Event Length	Attend	Avg Event Length	Attend	Avg Event Length	Attend	Avg Event Length	Attend	Avg Event Length	Attend	Avg Event Length	Attend	Avg Event Length
0 - 999	7,000	3.9	6,000	3.9	4,000	3.9	5,000	3.9	5,000	3.9	7,000	3.3	2,000	5.0
1000 - 1999	6,000	3.7	11,000	3.7	13,000	3.7	18,000	3.7	8,000	3.7	20,000	3.8	23,000	3.9
2000 - 2999	17,000	3.8	22,000	3.8	14,000	3.8	26,000	3.8	17,000	3.8	19,000	4.2	19,000	3.9
3000 - 3999	12,000	4.3	2,000	4.3	0	4.3	23,000	4.3	14,000	4.3	22,000	3.4	17,000	4.3
4000 - 4999	9,000	4.1	26,000	4.1	6,000	4.1	20,000	4.1	12,000	4.1	6,000	4.0	25,000	4.0
5000 - 5999	11,000	4.3	0	4.3	0	4.3	5,000	4.3	1,000	4.3	2,000	10.0	22,000	4.6
6000 - 6999	0	3.8	13,000	3.8	7,000	3.8	0	3.8	6,000	3.8	18,000	5.3	0	4.4
7000 - 7999	16,000	7.0	0	7.0	0	7.0	0	7.0	0	7.0	0	0.0	31,000	5.5
8000 - 8999	0	3.0	8,000	3.0	0	3.0	0	3.0	0	3.0	24,000	3.7	0	3.5
9000 - 9999	0	4.0	0	4.0	9,000	4.0	0	4.0	0	4.0	0	0.0	0	4.0
10000+	170,000	4.7	95,000	4.7	116,000	4.7	35,000	4.7	31,000	4.7	56,000	4.4	88,000	4.7

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

**FIGURE 3-10
TOTAL ATTENDEE DAYS**

Attendance Range	2009	2010	2011	2012	2013	2014	2015
0 - 999	29,000	22,000	14,000	18,000	20,000	22,000	12,000
1000 - 1999	24,000	43,000	50,000	68,000	29,000	74,000	91,000
2000 - 2999	64,000	86,000	55,000	99,000	66,000	78,000	77,000
3000 - 3999	52,000	7,000	0	99,000	61,000	73,000	75,000
4000 - 4999	35,000	107,000	23,000	81,000	48,000	22,000	102,000
5000 - 5999	49,000	0	0	22,000	6,000	15,000	103,000
6000 - 6999	0	47,000	26,000	0	23,000	93,000	0
7000 - 7999	109,000	0	0	0	0	0	173,000
8000 - 8999	0	24,000	0	0	0	86,000	0
9000 - 9999	0	0	36,000	0	0	0	0
10000+	798,000	443,000	544,000	165,000	145,000	244,000	420,000
Total	1,158,000	780,000	745,000	551,000	398,000	707,000	1,053,000

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

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

HVS based assumptions of the percentage of lodgers on the intercept survey data (See Figure 2-8).

See the figure below for estimated Gross Direct Spending from 2009 to 2015.

FIGURE 3-11
GROSS DIRECT SPENDING

Year	Spending Parameter	x # Attendee Days =	Total Spending
Overnight Visitor Spending			
2009	\$325.75	575,000	\$187,306,000
2010	\$323.94	458,000	148,365,000
2011	\$329.71	430,000	141,775,000
2012	\$339.03	389,000	131,883,000
2013	\$339.76	272,000	92,415,000
2014	\$346.82	508,000	176,185,000
2015	\$359.84	599,000	215,544,000
Day-trip Visitor Spending			
2009	\$125.97	289,000	\$36,405,000
2010	\$128.00	212,000	27,136,000
2011	\$132.10	204,000	26,948,000
2012	\$134.86	110,000	14,835,000
2013	\$136.47	87,000	11,873,000
2014	\$139.21	160,000	22,274,000
2015	\$139.40	215,000	29,971,000
Exhibitor Spending			
2009	\$23.70	1,158,000	\$27,445,000
2010	\$23.69	780,000	18,478,000
2011	\$24.24	745,000	18,059,000
2012	\$24.86	551,000	13,698,000
2013	\$24.98	398,000	9,942,000
2014	\$25.50	707,000	18,029,000
2015	\$26.18	1,053,000	27,568,000
Organizer Spending			
2009	\$4.73	1,158,000	\$5,477,000
2010	\$4.81	780,000	3,752,000
2011	\$4.96	745,000	3,695,000
2012	\$5.06	551,000	2,788,000
2013	\$5.13	398,000	2,042,000
2014	\$5.24	707,000	3,705,000
2015	\$5.24	1,053,000	5,518,000
Annual Venue Spending at Qualified Events			
	2009	\$16,368,000	
	2010	12,551,000	
	2011	12,157,000	
	2012	14,227,000	
	2013	11,283,000	
	2014	22,364,000	
	2015	28,123,000	

Sources: DMAI (as adjusted by HVS) and PCC

Indirect and Induced Spending

The relationship between direct spending and the multiplier effects can vary based on the specific size and characteristics of a local area’s economy. HVS 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 into spending categories that serve as inputs for the IMPLAN model. The figure below shows the gross spending estimates as inputs for IMPLAN allocated by sector.

**FIGURE 3-12
GROSS DIRECT SPENDING BY IMPLAN SECTOR (2015)***

Sector	Spending (\$ Thousands)
Hotels and motels, including casino hotels	\$137,107
Food services and drinking places	75,249
Retail Stores - General Merchandise	25,516
Amusement parks, arcades, and gambling industries	16,540
Museums, Historical Sites, Zoos, and Parks	7,852
Automotive Equipment Rental and leasing	7,860
Transit and ground passenger transportation	6,358
Real estate establishments	5,091
Advertising and Related Services	4,337
Scenic and sightseeing transportation and support activities for transportation	3,681
Performing Arts Companies	3,092
Other amusement and recreation industries	3,266
Retail Stores - Gasoline Stations	2,026
Spectator Sports Companies	1,660
Commercial and industrial machinery and equipment rental and leasing	1,813
State and local government passenger transit	1,547
Motion picture and video industries	1,026
Other support services	1,462
Other personal services	191
Total	\$305,674

*Numbers do 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

Total spending increased by 34.3% from 2014 to 2015. However, induced spending increased by 63.4%. This difference occurs because the data set HVS used for 2014 had lower levels of labor income than usual, while in 2015, IMPLAN applied a new methodology to calculate labor income more accurately and shows greater labor income. These changes were most noticeable in event services and food and beverage sectors. Since labor income comprises a larger percentage of total spending, direct spending would yield more income for employees in 2015 than 2014 and induce them to spend more money. For detailed output broken down by year and IMPLAN industry sector, please refer to Appendix E.

Other Impacts

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

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

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

4. Fiscal Impact Estimates

Fiscal Impacts

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

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 for 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 2015. 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:

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

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-twelfth of one percent in 2010 and five-twelfth of one percent in 2013 since the measure began on June 1, 2010 and ended on May 31, 2013. For detailed tax rates and General Fund Shares, see Appendix E.

Personal Income Tax

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

FIGURE 4-2

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	\$3.82	\$3.26	\$270.7	1.20%

*2015 Individual Income Tax is approximately 86.333% 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 State of Arizona Office of the Auditor General reported that in 2015, Corporate Income Tax averaged approximately 15.83% percent of Personal Income Taxes per year. HVS calculated 2015 Qualified Revenue from Corporate Income Tax by multiplying Qualified Revenue from Personal Income Tax by percent.

Luxury Tax

The State of Arizona Office of the Auditor General reported that in 2015, taxes on alcohol, tobacco, and cigarette sales averaged approximately 1.47% percent of all Sales Tax and Use Tax per year. HVS calculated Qualified Revenue for Luxury Tax by multiplying each year’s Qualified Revenue from Sales Tax and Use Tax by percent.

IMPLAN Categories

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

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

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

The figure below shows Qualified Revenue for the State of Arizona from 2009 to 2015.

FIGURE 4-3
QUALIFIED REVENUE TO THE STATE OF ARIZONA GENERAL FUND

Year	Sales & Use	Personal Income	Corporate Income	Luxury	Total
2009	\$15,908,000	\$1,404,000	\$240,000	\$245,000	\$17,797,000
2010	\$13,722,000	\$964,000	\$165,000	\$211,000	\$15,062,000
2011	\$14,194,000	\$1,192,000	\$204,000	\$219,000	\$15,809,000
2012	\$12,500,000	\$1,094,000	\$187,000	\$193,000	\$13,974,000
2013	\$8,240,000	\$841,000	\$144,000	\$127,000	\$9,352,000
2014	\$13,671,000	\$1,311,000	\$206,000	\$209,000	\$15,397,000
2015	\$18,349,000	\$2,061,000	\$326,000	\$270,000	\$21,006,000

Four tax sources generated \$21.0 million in 2015.

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

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

FIGURE 4-4
CONVENTION CENTER DEVELOPMENT FUND DISTRIBUTIONS 2009 TO 2015

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
Total	\$81,942,000

*Beginning July 1

Source: Arizona Revised Statute 9-602 (D)

For each year, HVS took the difference between Qualified Revenue and amount distributed. The net impact from 2009 to 2015 equals the total difference between Qualified Revenue and distributions. A.R.S. §9-626 (B) states that net impact estimates must include General Fund revenues derived from construction activity. In 2010, the Office of the Auditor General contracted AECOM to estimate impacts from construction of the PCC expansion. HVS used estimates from AECOM's *Economic and Fiscal Impact Study—Construction of the Phoenix Convention Center* and added them to Qualified Revenue to obtain a total value of General Fund impact. See the figure below.

FIGURE 4-5
ESTIMATED NET GENERAL FUND IMPACT

	Impact
Annual Qualified Revenue	
2009	\$17,797,000
2010	15,062,000
2011	15,809,000
2012	13,974,000
2013	9,352,000
2014	15,397,000
2015	21,006,000
Total Qualified Revenue	\$108,397,000
Construction Impacts	26,445,000
Sub-total	\$134,842,000
Less Fund Distributions 2009-2014	(81,942,000)
Qualified Revenue Less Distributions	\$52,900,000

Sources: AECOM, State of Arizona, and HVS



In Fiscal Year 2015, Qualified Revenue exceeded 2015 Bond Year distributions. HVS estimates that the State of Arizona General Fund has a net positive impact of approximately \$52.9 million from the PCC expansion. This total is made of Qualified Revenue less convention center development fund distributions from 2009 to 2015 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. Alex Moon participated in the research and analysis.

Thomas A Hazinski
Managing Director

Alex Moon
Analyst

A. Appendix - Qualified Events 2009 - 2015

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
Confidential Meeting	9/6/2009	9/8/2009	9/10/2009	9/10/2009	1,000	1,003
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
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

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Annual Conference & Expo	11/6/2009	11/11/2009	11/13/2009	11/14/2009	27,300	12,539
Annual Convention & Exhibition	11/11/2009	11/14/2009	11/17/2009	11/18/2009	700	1,005
School Equipment Show	11/13/2009	11/18/2009	11/20/2009	11/23/2009	2,500	2,542
Area Conference	11/30/2009	12/3/2009	12/5/2009	12/7/2009	1,700	2,003
Quarterly College Event	12/13/2009	12/14/2009	12/19/2009	12/20/2009	2,400	987
Leadership	1/3/2010	1/7/2010	1/8/2010	1/10/2010	984	1,602
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2010	1/15/2010	1/16/2010	1/16/2010	18,690	17,260
Pre POA	1/16/2010	1/16/2010	1/22/2010	1/22/2010	550	2,017
International Meeting on Simulation in Healthcare	1/20/2010	1/23/2010	1/27/2010	1/27/2010	2,207	3,795
LifeScan/Animas National Sales Meeting	1/21/2010	1/24/2010	1/29/2010	1/29/2010	937	3,383
Electric Utilities Environmental Conference	1/29/2010	2/1/2010	2/3/2010	2/3/2010	2,251	2,251
National Sales Meeting	2/2/2010	2/4/2010	2/6/2010	2/7/2010	2,000	808
PACE- The Paint & Coatings Expo	2/4/2010	2/7/2010	2/12/2010	2/12/2010	2,500	3,213
Annual Conference on Education	2/7/2010	2/11/2010	2/13/2010	2/14/2010	4,020	6,448
West Coast Retail Solutions Expo	2/13/2010	2/16/2010	2/18/2010	2/19/2010	900	1,128
Tradeshow	2/14/2010	2/18/2010	2/20/2010	2/24/2010	2,267	2,569
Sporting Goods Show	2/13/2010	2/18/2010	2/20/2010	2/21/2010	1,415	2,099
Educational Conference & Expo	2/18/2010	2/22/2010	2/24/2010	2/26/2010	639	1,378
PLC Summit	2/21/2010	2/23/2010	2/26/2010	2/26/2010	2,251	1,585
SME Annual Meeting & Exhibits	2/25/2010	2/27/2010	3/3/2010	3/4/2010	4,937	5,164
The Pulse On Tour	2/24/2010	2/27/2010	2/28/2010	3/1/2010	700	419
State Conference	2/28/2010	2/28/2010	3/2/2010	3/2/2010	2,000	489
Western Regional Dental Convention	3/1/2010	3/4/2010	3/6/2010	3/6/2010	4,524	695
Waste Management Symposium	3/5/2010	3/8/2010	3/11/2010	3/11/2010	3,724	3,724
Annual Meeting	3/8/2010	3/12/2010	3/14/2010	3/18/2010	2,073	4,583
Spring Training Expo	3/14/2010	3/17/2010	3/19/2010	3/21/2010	1,000	581
Annual Conference and Culinology Expo	3/14/2010	3/19/2010	3/19/2010	3/20/2010	1,500	1,336
Capella University Colloquium	3/17/2010	3/19/2010	3/20/2010	3/21/2010	1,395	938
Career Conference	3/17/2010	3/19/2010	3/20/2010	3/20/2010	1,334	97
WrestleMania Block	3/23/2010	3/25/2010	3/28/2010	3/30/2010	47,000	5,288
Annual Conference and Exhibition	4/8/2010	4/11/2010	4/15/2010	4/19/2010	1,400	3,698
SkillsUSA Championships	4/9/2010	4/12/2010	4/13/2010	4/14/2010	2,150	380
Annual Conference	4/12/2010	4/13/2010	4/18/2010	4/20/2010	1,250	2,600
Aviation Week MRO Conference & Exhibition	4/17/2010	4/19/2010	4/22/2010	4/24/2010	6,200	5,922
Juice Plus+® Leadership Conference	4/19/2010	4/22/2010	4/24/2010	4/25/2010	8,000	3,142
Annual Conference	4/22/2010	4/24/2010	4/28/2010	4/30/2010	1,867	2,007
NeighborWorks Training Institute	4/29/2010	5/3/2010	5/7/2010	5/7/2010	1,546	5,952
Annual Meeting	5/8/2010	5/11/2010	5/13/2010	5/15/2010	1,300	1,625
Annual Meeting & Expo	5/13/2010	5/14/2010	5/19/2010	5/20/2010	1,600	3,489
National Solar Energy Conference	5/16/2010	5/20/2010	5/22/2010	5/24/2010	2,100	2,024
DoDIIS Worldwide Conference	5/21/2010	5/23/2010	5/27/2010	5/28/2010	2,033	6,258
Annual Meeting	5/21/2010	5/25/2010	5/27/2010	5/28/2010	2,181	2,619
Phoenix Comicon	5/26/2010	5/27/2010	5/30/2010	5/31/2010	13,988	782
Annual Meeting and USA Open Volleyball Championship	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
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

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

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

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

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

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
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 Worldwide Sales Conference - CONFIDENTIAL		11/13/2015	11/21/2015		1,000	1,949
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

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 Practitioners	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 Report Calculations

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

In order to avoid double counting of venue related expenditures, we excluded certain categories of expenditures reported in the ExPact 2004 report. Instead we used actual venue related spending data from 2009 to 2015, as provided by the PCC. The following categories of ExPact 2004 data have been excluded from our spending parameters.

**FIGURE C-1
EXCLUDED EXPENDITURE TYPES**

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

*Day-trip visitors only

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

FIGURE C-2
CTI ADJUSTMENT FOR PHOENIX

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

Source: CTI

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

FIGURE C-3
INFLATION ADJUSTMENT

Year	Index
2009	1.1341
2010	1.1522
2011	1.1891
2012	1.2141
2013	1.2287
2014	1.2532
2015	1.2549

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 attendee, exhibitor, and organizer spending parameters.



OVERNIGHT DELEGATE SPENDING PARAMETERS

Expenditure Category in Expat Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate Day**	CTI Adjusted Spending***	Categories used in HVS Report
Lodging Expenditures for Personal Travel Party					
Cost of room/timeshare (including taxes and surcharges)		Used Smith Travel Research Data			Hotel Room Rental
Meals purchased in hotel-based restaurants and room service	p. 73	\$93.92			
Other room-related expenses (phone calls, Internet, etc.)	p. 73	31.84			
Hotel parking/garage/valet fees (include tips)	p. 73	14.95			
Sub-total		140.71	\$39.53	\$34.79	Other Hotel Spending
Personal Travel Party Dining Expenditures (restaurants, bars, lounges, etc.)					
Cost of meals, beverages, and tips*	p. 73	160.94			
Parking/garage/valet fees (include tips)	p. 73	11.32			
Sub-total		172.26	48.39	52.78	Restaurants
Local Transportation Expenditures for Personal Travel Party					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 73	23.70	6.66	6.80	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 73	5.51	1.55	1.49	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 73	4.86	1.37	1.32	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 73	25.10	7.05	6.80	Transportation
Movie Expenditures for Personal Travel Party					
Tickets and admission fees	p. 73	2.40			
Cost of snacks and beverages*	p. 73	1.01			
Parking/garage/valet fees (include tips)	p. 73	0.30			
Sub-total		3.71	1.04	1.01	Film Entertainment
Performing Arts Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	6.13			
Cost of meals, snacks, beverages, and tips.	p. 74	2.00			
Souvenirs, gifts, programs	p. 74	2.77			
Parking/garage/valet fees (include tips)	p. 74	0.28			
Sub-total		11.18	3.14	3.03	Performing Arts Companies
Professional Sports Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.07			
Cost of meals, snacks, beverages, and tips.*	p. 74	1.51			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	1.29			
Parking/garage/valet fees (include tips)	p. 74	0.13			
Sub-total		6.00	1.69	1.63	Spectator Sports Companies
Golf and Skiing Expenditures for Personal Travel Party					
Greens fees, cart rentals, ski/snowboard/tube rental, lift tickets, etc.	p. 74	3.49			
Cost of meals, snacks, beverages, and tips*	p. 74	0.85			
Souvenirs, gifts, cameras, film, supplies etc.	p. 74	0.69			
Parking/garage/valet fees (include tips)	p. 74	0.05			
Gaming Expenditures					
Tickets and admission fees	p. 74	0.60			
Cost of meals, snacks, beverages, and tips.	p. 74	1.40			
Souvenirs, gifts, programs	p. 74	1.49			
Legal bets placed	p. 74	50.80			
Parking/garage/valet fees (include tips)	p. 74	0.43			
Sub-total		59.80	16.80	16.21	Golf, Skiing and Gaming
Tours, Museums, Cultural Activities, and Theme Parks					
Tickets and admission fees	p. 74	11.28			
Cost of meals, snacks, beverages, and tips*	p. 74	5.33			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	11.22			
Parking/garage/valet fees (include tips)	p. 74	0.56			
Sub-total		28.39	7.97	7.69	Cultural Recreation
Other Amusement, Recreation, and Local Attraction Expenditures					
Tickets and admission fees	p. 74	3.13			
Cost of meals, snacks, beverages, and tips.*	p. 74	4.16			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	5.53			
Parking/garage/valet fees (include tips)	p. 74	0.49			
Sub-total		13.31	3.74	3.61	Sightseeing
Shopping Expenditures					
Retail goods purchased	p. 75	80.81			
Parking/garage/valet fees (include tips)	p. 75	1.56			
Sub-total		82.37	23.14	22.33	General Retail

*Excludes meal expenditures in other categories.

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

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



DELEGATE DAY TRIP SPENDING PARAMETERS

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

*Excludes meal expenditures in other categories.

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

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



EXHIBITING COMPANY SPENDING PARAMETERS

Expenditure Category in Expat Survey	ExPat Page Reference	ExPat 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 Expat 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 ExPat survey."

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



EVENT ORGANIZER SPENDING PARAMETERS

Expenditure Category in Expat 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
ISM 100th Annual International Supply Management Conference and Educational Exhibit					
	2291	Audio Visual Totals	5/2/2015	5/6/2015	262,402.43
	2291	F&B Totals	5/2/2015	5/6/2015	254,399.42
	2291	Electrical Totals	5/2/2015	5/6/2015	26,726.74
	2291	Event Security Totals	5/2/2015	5/6/2015	4,788.00
	2291	Labor	5/2/2015	5/6/2015	475.00
	2291	Life Safety Review	5/2/2015	5/6/2015	450.00
	2291	Equipment	5/2/2015	5/6/2015	610.00
	2291	Telecommunications Total	5/2/2015	5/6/2015	36,710.15
	2291	Room Rental	5/2/2015	5/6/2015	97,852.50
95th AMS Annual Meeting					
	2505	Audio Visual Totals	1/4/2015	1/8/2015	14,226.55
	2505	F&B Totals	1/4/2015	1/8/2015	450,084.06
	2505	Electrical Totals	1/4/2015	1/8/2015	43,929.46
	2505	Event Security Totals	1/4/2015	1/8/2015	17,597.57
	2505	Life Safety Review	1/4/2015	1/8/2015	405.00
	2505	Telecommunications Total	1/4/2015	1/8/2015	124,188.80
	2505	Room Rental	1/4/2015	1/8/2015	151,510.80
Institute for Electrical & Electronics Engineers (IEEE) Microwave Symposium 2015					
	2665	Audio Visual Totals	5/19/2015	5/21/2015	13,613.16
	2665	F&B Totals	5/19/2015	5/21/2015	736,835.06
	2665	Electrical Totals	5/19/2015	5/21/2015	165,047.81
	2665	Event Security Totals	5/19/2015	5/21/2015	21,246.75
	2665	Labor	5/19/2015	5/21/2015	3,220.00
	2665	Life Safety Review	5/19/2015	5/21/2015	450.00
	2665	Parking	5/19/2015	5/21/2015	2,340.00
	2665	Equipment	5/19/2015	5/21/2015	916.00
	2665	Telecommunications Total	5/19/2015	5/21/2015	91,231.34
	2665	Room Rental	5/19/2015	5/21/2015	146,465.60
National Association of Insurance Commissioners Spring National Meeting					
	4490	F&B Totals	3/28/2015	3/31/2015	5,541.20
	4490	Equipment	3/28/2015	3/31/2015	50.00
	4490	Telecommunications Total	3/28/2015	3/31/2015	11,995.00
	4490	Room Rental	3/28/2015	3/31/2015	28,900.00
American Organization of Nurse Executives (AONE)					
	5520	Audio Visual Totals	4/16/2015	4/18/2015	10,507.00
	5520	F&B Totals	4/16/2015	4/18/2015	273,764.14
	5520	Electrical Totals	4/16/2015	4/18/2015	49,516.10
	5520	Event Security Totals	4/16/2015	4/18/2015	7,799.50
	5520	Labor	4/16/2015	4/18/2015	1,015.00
	5520	Life Safety Review	4/16/2015	4/18/2015	450.00
	5520	Parking	4/16/2015	4/18/2015	36.00
	5520	Equipment	4/16/2015	4/18/2015	3,910.00
	5520	Telecommunications Total	4/16/2015	4/18/2015	102,108.21
	5520	Room Rental	4/16/2015	4/18/2015	82,419.00
The 2015 Commodity Classic					
	6235	Audio Visual Totals	2/26/2015	3/1/2015	30,066.25
	6235	F&B Totals	2/26/2015	3/1/2015	603,566.97
	6235	Electrical Totals	2/26/2015	3/1/2015	110,844.77
	6235	Event Security Totals	2/26/2015	3/1/2015	19,675.34
	6235	Labor	2/26/2015	3/1/2015	140.00
	6235	Life Safety Review	2/26/2015	3/1/2015	405.00
	6235	Equipment	2/26/2015	3/1/2015	2,130.00
	6235	Telecommunications Total	2/26/2015	3/1/2015	161,842.92
	6235	Room Rental	2/26/2015	3/1/2015	154,006.95
American Public Works Association (APWA) 2015 International Public Works Congress & Exposition					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	6260	Audio Visual Totals	8/28/2015	9/2/2015	40,075.25
	6260	F&B Totals	8/28/2015	9/2/2015	310,846.29
	6260	Electrical Totals	8/28/2015	9/2/2015	74,945.66
	6260	Event Security Totals	8/28/2015	9/2/2015	18,609.07
	6260	Life Safety Review	8/28/2015	9/2/2015	450.00
	6260	Equipment	8/28/2015	9/2/2015	350.00
	6260	Telecommunications Total	8/28/2015	9/2/2015	47,093.50
	6260	Room Rental	8/28/2015	9/2/2015	96,988.00
NTCA's Rural Telecom Industry Meeting & Expo					
	6395	Audio Visual Totals	3/8/2015	3/12/2015	7,955.00
	6395	F&B Totals	3/8/2015	3/12/2015	213,522.61
	6395	Electrical Totals	3/8/2015	3/12/2015	30,786.34
	6395	Event Security Totals	3/8/2015	3/12/2015	5,733.25
	6395	Labor	3/8/2015	3/12/2015	280.00
	6395	Life Safety Review	3/8/2015	3/12/2015	450.00
	6395	Equipment	3/8/2015	3/12/2015	345.00
	6395	Telecommunications Total	3/8/2015	3/12/2015	4,427.03
	6395	Room Rental	3/8/2015	3/12/2015	50,796.75
Volleyball Festival 2015					
	7557	Audio Visual Totals	6/25/2015	6/28/2015	2,960.00
	7557	F&B Totals	6/25/2015	6/28/2015	258,454.88
	7557	Electrical Totals	6/25/2015	6/28/2015	8,163.95
	7557	Event Security Totals	6/25/2015	6/28/2015	28,965.42
	7557	Labor	6/25/2015	6/28/2015	2,613.00
	7557	Life Safety Review	6/25/2015	6/28/2015	450.00
	7557	Equipment	6/25/2015	6/28/2015	9,146.00
	7557	Telecommunications Total	6/25/2015	6/28/2015	14,460.00
	7557	Room Rental	6/25/2015	6/28/2015	70,000.00
	7557	Ticket Office Service Fee	6/25/2015	6/28/2015	14,812.54
American Association for Laboratory Animal Science (AALAS) National Meeting					
	7945	Audio Visual Totals	11/3/2015	11/5/2015	19,969.00
	7945	F&B Totals	11/3/2015	11/5/2015	145,846.20
	7945	Electrical Totals	11/3/2015	11/5/2015	74,811.78
	7945	Event Security Totals	11/3/2015	11/5/2015	29,234.26
	7945	Equipment	11/3/2015	11/5/2015	2,886.00
	7945	Telecommunications Total	11/3/2015	11/5/2015	59,491.99
	7945	Room Rental	11/3/2015	11/5/2015	116,862.00
Super Bowl XLIX/Feherty & Tonight Show/NFL Honors					
	8196	Audio Visual Totals	1/18/2015	2/1/2015	389,695.56
	8196	F&B Totals	1/18/2015	2/1/2015	1,910,130.61
	8196	Electrical Totals	1/18/2015	2/1/2015	276,292.69
	8196	Event Security Totals	1/18/2015	2/1/2015	13,134.90
	8196	Damages	1/18/2015	2/1/2015	1,000.00
	8196	Labor	1/18/2015	2/1/2015	231,224.00
	8196	Production Supervisor/Usher/Security	1/18/2015	2/1/2015	344,484.35
	8196	Life Safety Review	1/18/2015	2/1/2015	405.00
	8196	Parking	1/18/2015	2/1/2015	196,424.57
	8196	Equipment	1/18/2015	2/1/2015	9,364.00
	8196	Telecommunications Total	1/18/2015	2/1/2015	109,689.99
	8196	Room Rental	1/18/2015	2/1/2015	44,020.00
	8196	Ticket Office Service Fee	1/18/2015	2/1/2015	500.00
	8196	Telecom	1/18/2015	2/1/2015	16,500.00
	8196	Other-Misc Charges	1/18/2015	2/1/2015	194,322.28
American School Counselor Association Delegate Assembly and Annual Conference					
	8239	Audio Visual Totals	6/28/2015	7/1/2015	590.00
	8239	F&B Totals	6/28/2015	7/1/2015	240,802.72

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	8239	Electrical Totals	6/28/2015	7/1/2015	9,361.17
	8239	Event Security Totals	6/28/2015	7/1/2015	6,317.50
	8239	Labor	6/28/2015	7/1/2015	560.00
	8239	Life Safety Review	6/28/2015	7/1/2015	450.00
	8239	Equipment	6/28/2015	7/1/2015	150.00
	8239	Telecommunications Total	6/28/2015	7/1/2015	30,411.80
	8239	Room Rental	6/28/2015	7/1/2015	32,505.50
WM Symposia 2015					
	8472	Audio Visual Totals	3/16/2015	3/19/2015	7,390.00
	8472	F&B Totals	3/16/2015	3/19/2015	423,017.17
	8472	Electrical Totals	3/16/2015	3/19/2015	41,541.95
	8472	Event Security Totals	3/16/2015	3/19/2015	17,190.08
	8472	Labor	3/16/2015	3/19/2015	1,120.00
	8472	Life Safety Review	3/16/2015	3/19/2015	405.00
	8472	Parking	3/16/2015	3/19/2015	996.00
	8472	Equipment	3/16/2015	3/19/2015	575.00
	8472	Telecommunications Total	3/16/2015	3/19/2015	22,278.50
	8472	Room Rental	3/16/2015	3/19/2015	109,628.50
29th Annual North American Cystic Fibrosis Conference					
	8710	Audio Visual Totals	10/8/2015	10/10/2015	79,231.75
	8710	F&B Totals	10/8/2015	10/10/2015	1,170,234.19
	8710	Electrical Totals	10/8/2015	10/10/2015	43,421.23
	8710	Event Security Totals	10/8/2015	10/10/2015	19,639.72
	8710	Labor	10/8/2015	10/10/2015	1,400.00
	8710	Life Safety Review	10/8/2015	10/10/2015	450.00
	8710	Equipment	10/8/2015	10/10/2015	8,699.00
	8710	Telecommunications Total	10/8/2015	10/10/2015	133,288.00
	8710	Room Rental	10/8/2015	10/10/2015	84,759.20
Specialty Tools & Fasteners Distributors Association (STAFDA) 2015 Annual Convention & Trade show					
	9824	Audio Visual Totals	11/9/2015	11/10/2015	38,718.25
	9824	F&B Totals	11/9/2015	11/10/2015	186,765.13
	9824	Electrical Totals	11/9/2015	11/10/2015	68,370.79
	9824	Event Security Totals	11/9/2015	11/10/2015	14,756.83
	9824	Labor	11/9/2015	11/10/2015	2,760.00
	9824	Life Safety Review	11/9/2015	11/10/2015	450.00
	9824	Equipment	11/9/2015	11/10/2015	750.00
	9824	Telecommunications Total	11/9/2015	11/10/2015	15,591.49
	9824	Room Rental	11/9/2015	11/10/2015	117,367.00
National Student Nurses' Association Annual Convention					
	10201	Audio Visual Totals	4/6/2015	4/11/2015	14,583.00
	10201	F&B Totals	4/6/2015	4/11/2015	89,356.90
	10201	Electrical Totals	4/6/2015	4/11/2015	10,793.21
	10201	Event Security Totals	4/6/2015	4/11/2015	7,847.00
	10201	Labor	4/6/2015	4/11/2015	140.00
	10201	Life Safety Review	4/6/2015	4/11/2015	450.00
	10201	Equipment	4/6/2015	4/11/2015	198.00
	10201	Telecommunications Total	4/6/2015	4/11/2015	15,620.50
	10201	Room Rental	4/6/2015	4/11/2015	86,705.00
The Exchange 2015					
	11058	Audio Visual Totals	4/30/2015	5/2/2015	32,675.50
	11058	F&B Totals	4/30/2015	5/2/2015	697,215.30
	11058	Electrical Totals	4/30/2015	5/2/2015	49,720.66
	11058	Event Security Totals	4/30/2015	5/2/2015	14,090.68
	11058	Life Safety Review	4/30/2015	5/2/2015	450.00
	11058	Equipment	4/30/2015	5/2/2015	100.00
	11058	Telecommunications Total	4/30/2015	5/2/2015	66,805.85

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	11058	Room Rental	4/30/2015	5/2/2015	77,913.00
American College of Sports Medicine 2015 ACSM Health & Fitness Summit & Exposition					
	11243	Audio Visual Totals	3/30/2015	4/3/2015	2,620.00
	11243	F&B Totals	3/30/2015	4/3/2015	19,887.87
	11243	Electrical Totals	3/30/2015	4/3/2015	2,654.32
	11243	Event Security Totals	3/30/2015	4/3/2015	2,403.50
	11243	Life Safety Review	3/30/2015	4/3/2015	450.00
	11243	Telecommunications Total	3/30/2015	4/3/2015	2,619.95
	11243	Room Rental	3/30/2015	4/3/2015	35,763.00
Blue National Summit					
	11538	Audio Visual Totals	4/21/2015	4/23/2015	28,242.00
	11538	F&B Totals	4/21/2015	4/23/2015	928,755.81
	11538	Electrical Totals	4/21/2015	4/23/2015	66,425.48
	11538	Event Security Totals	4/21/2015	4/23/2015	9,124.75
	11538	Labor	4/21/2015	4/23/2015	1,960.00
	11538	Life Safety Review	4/21/2015	4/23/2015	450.00
	11538	Equipment	4/21/2015	4/23/2015	3,968.00
	11538	Telecommunications Total	4/21/2015	4/23/2015	158,179.39
	11538	Room Rental	4/21/2015	4/23/2015	.00
2015 Solution Tree PLC Summit					
	11614	Audio Visual Totals	3/3/2015	3/6/2015	6,525.00
	11614	F&B Totals	3/3/2015	3/6/2015	165,641.60
	11614	Electrical Totals	3/3/2015	3/6/2015	2,396.20
	11614	Event Security Totals	3/3/2015	3/6/2015	2,460.50
	11614	Labor	3/3/2015	3/6/2015	630.00
	11614	Life Safety Review	3/3/2015	3/6/2015	450.00
	11614	Telecommunications Total	3/3/2015	3/6/2015	16,500.00
	11614	Room Rental	3/3/2015	3/6/2015	40,929.00
PHOENIX COMICON 2015 & Volunteer Meetings					
	12188	Audio Visual Totals	5/25/2015	6/1/2015	110.00
	12188	F&B Totals	5/25/2015	6/1/2015	603,713.36
	12188	Electrical Totals	5/25/2015	6/1/2015	31,233.37
	12188	Event Security Totals	5/25/2015	6/1/2015	120,390.45
	12188	Labor	5/25/2015	6/1/2015	490.00
	12188	Life Safety Review	5/25/2015	6/1/2015	450.00
	12188	Telecommunications Total	5/25/2015	6/1/2015	33,764.23
	12188	Room Rental	5/25/2015	6/1/2015	203,141.00
The American Society of Pediatric Hematology/Oncology (ASPHO) 2015 Annual Conference					
	12318	Audio Visual Totals	5/6/2015	5/9/2015	3,924.00
	12318	F&B Totals	5/6/2015	5/9/2015	182,132.40
	12318	Electrical Totals	5/6/2015	5/9/2015	8,968.71
	12318	Event Security Totals	5/6/2015	5/9/2015	4,769.00
	12318	Life Safety Review	5/6/2015	5/9/2015	450.00
	12318	Equipment	5/6/2015	5/9/2015	50.00
	12318	Telecommunications Total	5/6/2015	5/9/2015	28,475.47
	12318	Room Rental	5/6/2015	5/9/2015	39,724.50
44th SCCM Critical Care Congress					
	12329	Audio Visual Totals	1/17/2015	1/21/2015	51,852.00
	12329	F&B Totals	1/17/2015	1/21/2015	300,393.34
	12329	Electrical Totals	1/17/2015	1/21/2015	60,529.29
	12329	Event Security Totals	1/17/2015	1/21/2015	25,572.30
	12329	Labor	1/17/2015	1/21/2015	2,800.00
	12329	Life Safety Review	1/17/2015	1/21/2015	405.00
	12329	Equipment	1/17/2015	1/21/2015	1,286.00
	12329	Telecommunications Total	1/17/2015	1/21/2015	81,084.92
	12329	Room Rental	1/17/2015	1/21/2015	157,463.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
Netroots Nation 2015 Annual Convention					
	12407	Audio Visual Totals	7/15/2015	7/19/2015	41,016.50
	12407	F&B Totals	7/15/2015	7/19/2015	95,089.64
	12407	Electrical Totals	7/15/2015	7/19/2015	11,735.37
	12407	Event Security Totals	7/15/2015	7/19/2015	7,063.58
	12407	Life Safety Review	7/15/2015	7/19/2015	450.00
	12407	Equipment	7/15/2015	7/19/2015	300.00
	12407	Telecommunications Total	7/15/2015	7/19/2015	29,260.54
	12407	Room Rental	7/15/2015	7/19/2015	37,629.00
SolidWorks World 2015					
	12500	Audio Visual Totals	2/7/2015	2/11/2015	62,260.00
	12500	F&B Totals	2/7/2015	2/11/2015	1,452,128.58
	12500	Electrical Totals	2/7/2015	2/11/2015	71,084.38
	12500	Event Security Totals	2/7/2015	2/11/2015	19,724.90
	12500	Labor	2/7/2015	2/11/2015	1,640.00
	12500	Life Safety Review	2/7/2015	2/11/2015	405.00
	12500	Equipment	2/7/2015	2/11/2015	4,184.00
	12500	Telecommunications Total	2/7/2015	2/11/2015	164,147.25
	12500	Room Rental	2/7/2015	2/11/2015	.00
Sports, Inc. Annual Meeting & Trade Show					
	12562	Audio Visual Totals	2/19/2015	2/21/2015	3,145.00
	12562	F&B Totals	2/19/2015	2/21/2015	112,461.35
	12562	Electrical Totals	2/19/2015	2/21/2015	33,050.41
	12562	Event Security Totals	2/19/2015	2/21/2015	7,630.13
	12562	Labor	2/19/2015	2/21/2015	280.00
	12562	Life Safety Review	2/19/2015	2/21/2015	405.00
	12562	Equipment	2/19/2015	2/21/2015	50.00
	12562	Telecommunications Total	2/19/2015	2/21/2015	20,665.25
	12562	Room Rental	2/19/2015	2/21/2015	40,684.50
22nd Annual Case Management Conference & 16th Annual ACMA Meeting					
	12744	Audio Visual Totals	4/26/2015	4/29/2015	16,294.80
	12744	F&B Totals	4/26/2015	4/29/2015	318,415.88
	12744	Electrical Totals	4/26/2015	4/29/2015	18,645.74
	12744	Event Security Totals	4/26/2015	4/29/2015	4,469.75
	12744	Life Safety Review	4/26/2015	4/29/2015	450.00
	12744	Equipment	4/26/2015	4/29/2015	500.00
	12744	Telecommunications Total	4/26/2015	4/29/2015	37,394.53
	12744	Room Rental	4/26/2015	4/29/2015	726.00
Dish Network 2015 Team Summit					
	12816	Audio Visual Totals	5/13/2015	5/15/2015	35,431.00
	12816	F&B Totals	5/13/2015	5/15/2015	711,841.74
	12816	Electrical Totals	5/13/2015	5/15/2015	121,621.50
	12816	Event Security Totals	5/13/2015	5/15/2015	37,579.49
	12816	Labor	5/13/2015	5/15/2015	420.00
	12816	Production Supervisor/Usher/Security	5/13/2015	5/15/2015	1,415.78
	12816	Life Safety Review	5/13/2015	5/15/2015	450.00
	12816	Equipment	5/13/2015	5/15/2015	1,560.00
	12816	Telecommunications Total	5/13/2015	5/15/2015	85,240.49
	12816	Room Rental	5/13/2015	5/15/2015	.00
National Association for Gifted Children					
	12860	F&B Totals	11/12/2015	11/15/2015	46,982.21
	12860	Electrical Totals	11/12/2015	11/15/2015	5,652.24
	12860	Event Security Totals	11/12/2015	11/15/2015	4,417.50
	12860	Life Safety Review	11/12/2015	11/15/2015	450.00
	12860	Telecommunications Total	11/12/2015	11/15/2015	24,480.00
	12860	Room Rental	11/12/2015	11/15/2015	51,731.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
The National NeedleArts Association Trade Show					
	12890	Audio Visual Totals	1/10/2015	1/13/2015	17,966.00
	12890	F&B Totals	1/10/2015	1/13/2015	57,656.76
	12890	Electrical Totals	1/10/2015	1/13/2015	22,151.57
	12890	Event Security Totals	1/10/2015	1/13/2015	7,766.25
	12890	Life Safety Review	1/10/2015	1/13/2015	4,505.00
	12890	Equipment	1/10/2015	1/13/2015	74.00
	12890	Telecommunications Total	1/10/2015	1/13/2015	4,365.00
	12890	Room Rental	1/10/2015	1/13/2015	47,200.00
American College of Foot and Ankle Surgeons Annual Scientific Conference					
	12921	Audio Visual Totals	2/19/2015	2/22/2015	13,962.00
	12921	F&B Totals	2/19/2015	2/22/2015	382,050.48
	12921	Event Security Totals	2/19/2015	2/22/2015	8,284.99
	12921	Life Safety Review	2/19/2015	2/22/2015	405.00
	12921	Labor	2/19/2015	2/22/2015	1,242.50
	12921	Life Safety Review	2/19/2015	2/22/2015	405.00
	12921	Equipment	2/19/2015	2/22/2015	290.00
	12921	Telecommunications Total	2/19/2015	2/22/2015	52,521.75
	12921	Room Rental	2/19/2015	2/22/2015	1,000.00
Rock N Roll Marathon AZ Health & Fitness Expo					
	12940	Audio Visual Totals	1/16/2015	1/17/2015	916.00
	12940	F&B Totals	1/16/2015	1/17/2015	12,494.24
	12940	Electrical Totals	1/16/2015	1/17/2015	20,632.56
	12940	Event Security Totals	1/16/2015	1/17/2015	8,254.75
	12940	Life Safety Review	1/16/2015	1/17/2015	405.00
	12940	Equipment	1/16/2015	1/17/2015	596.00
	12940	Telecommunications Total	1/16/2015	1/17/2015	5,705.00
	12940	Room Rental	1/16/2015	1/17/2015	29,027.75
AzDA Western Regional Dental Convention					
	13054	Audio Visual Totals	3/17/2015	3/21/2015	102,450.30
	13054	F&B Totals	3/17/2015	3/21/2015	103,892.33
	13054	Electrical Totals	3/17/2015	3/21/2015	20,520.31
	13054	Event Security Totals	3/17/2015	3/21/2015	6,198.05
	13054	Labor	3/17/2015	3/21/2015	1,085.00
	13054	Life Safety Review	3/17/2015	3/21/2015	405.00
	13054	Parking	3/17/2015	3/21/2015	100.00
	13054	Equipment	3/17/2015	3/21/2015	704.00
	13054	Telecommunications Total	3/17/2015	3/21/2015	5,635.17
	13054	Room Rental	3/17/2015	3/21/2015	70,549.00
2015 International Foodservice Distributors Association Distribution Solutions Conference					
	13093	Audio Visual Totals	10/27/2015	10/29/2015	8,970.00
	13093	F&B Totals	10/27/2015	10/29/2015	121,815.99
	13093	Electrical Totals	10/27/2015	10/29/2015	32,990.65
	13093	Event Security Totals	10/27/2015	10/29/2015	5,548.00
	13093	Life Safety Review	10/27/2015	10/29/2015	450.00
	13093	Equipment	10/27/2015	10/29/2015	30.00
	13093	Telecommunications Total	10/27/2015	10/29/2015	14,313.25
	13093	Room Rental	10/27/2015	10/29/2015	33,370.00
American Association of Cosmetology Schools (AACCS) Annual Convention and Exhibition					
	13264	F&B Totals	10/21/2015	10/26/2015	110,416.61
	13264	Electrical Totals	10/21/2015	10/26/2015	14,175.66
	13264	Event Security Totals	10/21/2015	10/26/2015	4,398.50
	13264	Life Safety Review	10/21/2015	10/26/2015	450.00
	13264	Equipment	10/21/2015	10/26/2015	684.00
	13264	Telecommunications Total	10/21/2015	10/26/2015	4,035.25
	13264	Room Rental	10/21/2015	10/26/2015	25,274.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
2015 Solution Tree Standards and Assessment Institute					
	13337	F&B Totals	4/13/2015	4/15/2015	32,748.00
	13337	Electrical Totals	4/13/2015	4/15/2015	1,167.85
	13337	Event Security Totals	4/13/2015	4/15/2015	1,833.50
	13337	Labor	4/13/2015	4/15/2015	140.00
	13337	Equipment	4/13/2015	4/15/2015	288.00
	13337	Telecommunications Total	4/13/2015	4/15/2015	1,390.00
	13337	Room Rental	4/13/2015	4/15/2015	28,475.00
BAI Payments Connect 2015					
	13345	Audio Visual Totals	3/1/2015	3/4/2015	1,510.75
	13345	F&B Totals	3/1/2015	3/4/2015	119,933.89
	13345	Electrical Totals	3/1/2015	3/4/2015	12,351.38
	13345	Event Security Totals	3/1/2015	3/4/2015	4,593.25
	13345	Life Safety Review	3/1/2015	3/4/2015	405.00
	13345	Telecommunications Total	3/1/2015	3/4/2015	36,770.00
	13345	Room Rental	3/1/2015	3/4/2015	24,475.00
Icon15					
	13392	Audio Visual Totals	3/31/2015	4/3/2015	48,405.00
	13392	F&B Totals	3/31/2015	4/3/2015	844,203.71
	13392	Electrical Totals	3/31/2015	4/3/2015	47,991.05
	13392	Event Security Totals	3/31/2015	4/3/2015	24,352.61
	13392	Life Safety Review	3/31/2015	4/3/2015	405.00
	13392	Parking	3/31/2015	4/3/2015	5,700.00
	13392	Telecommunications Total	3/31/2015	4/3/2015	74,045.00
	13392	Room Rental	3/31/2015	4/3/2015	25,227.00
228th ECS Meeting					
	13630	Audio Visual Totals	10/12/2015	10/15/2015	845.00
	13630	F&B Totals	10/12/2015	10/15/2015	32,923.53
	13630	Electrical Totals	10/12/2015	10/15/2015	3,718.41
	13630	Event Security Totals	10/12/2015	10/15/2015	2,778.75
	13630	Labor	10/12/2015	10/15/2015	157.50
	13630	Life Safety Review	10/12/2015	10/15/2015	450.00
	13630	Telecommunications Total	10/12/2015	10/15/2015	9,722.91
	13630	Room Rental	10/12/2015	10/15/2015	22,720.00
AZ Sunrays Classic Rock Invitational					
	13656	F&B Totals	2/13/2015	2/15/2015	23,549.05
	13656	Electrical Totals	2/13/2015	2/15/2015	2,294.75
	13656	Event Security Totals	2/13/2015	2/15/2015	4,137.25
	13656	Life Safety Review	2/13/2015	2/15/2015	405.00
	13656	Telecommunications Total	2/13/2015	2/15/2015	319.98
	13656	Room Rental	2/13/2015	2/15/2015	17,839.00
	13656	Ticket Office Service Fee	2/13/2015	2/15/2015	2,500.00
National Association for the Education of Homeless Children and Youth 2015 Annual Conference					
	13688	Audio Visual Totals	11/15/2015	11/17/2015	1,530.00
	13688	F&B Totals	11/15/2015	11/17/2015	272,838.65
	13688	Electrical Totals	11/15/2015	11/17/2015	4,154.00
	13688	Event Security Totals	11/15/2015	11/17/2015	2,094.75
	13688	Labor	11/15/2015	11/17/2015	280.00
	13688	Life Safety Review	11/15/2015	11/17/2015	300.00
	13688	Equipment	11/15/2015	11/17/2015	192.00
	13688	Room Rental	11/15/2015	11/17/2015	15,988.00
2015 CCG National Sales Meeting					
	13690	Audio Visual Totals	2/15/2015	2/18/2015	115,711.30
	13690	F&B Totals	2/15/2015	2/18/2015	936,527.84
	13690	Electrical Totals	2/15/2015	2/18/2015	45,174.53
	13690	Event Security Totals	2/15/2015	2/18/2015	11,200.50

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	13690	Labor	2/15/2015	2/18/2015	9,188.00
	13690	Life Safety Review	2/15/2015	2/18/2015	450.00
	13690	Equipment	2/15/2015	2/18/2015	7,145.00
	13690	Telecommunications Total	2/15/2015	2/18/2015	42,562.96
	13690	Room Rental	2/15/2015	2/18/2015	90,450.00
DMC/DMSMS 2015 Conference					
	14351	Audio Visual Totals	11/30/2015	12/3/2015	24,152.00
	14351	F&B Totals	11/30/2015	12/3/2015	372,593.13
	14351	Electrical Totals	11/30/2015	12/3/2015	31,337.80
	14351	Event Security Totals	11/30/2015	12/3/2015	7,538.25
	14351	Labor	11/30/2015	12/3/2015	420.00
	14351	Life Safety Review	11/30/2015	12/3/2015	450.00
	14351	Equipment	11/30/2015	12/3/2015	810.00
	14351	Telecommunications Total	11/30/2015	12/3/2015	20,107.00
	14351	Room Rental	11/30/2015	12/3/2015	4,000.00
ACN International Training 2015-DO NOT POST THIS EVENT ANYWHERE-CONFIDENTIAL					
	14422	Audio Visual Totals	12/3/2015	12/4/2015	6,200.00
	14422	F&B Totals	12/3/2015	12/4/2015	6,012.06
	14422	Electrical Totals	12/3/2015	12/4/2015	1,516.20
	14422	Event Security Totals	12/3/2015	12/4/2015	1,708.53
	14422	Equipment	12/3/2015	12/4/2015	120.00
	14422	Room Rental	12/3/2015	12/4/2015	5,879.00
2015 Mary Kay Inc Career Conference					
	14432	Audio Visual Totals	3/27/2015	3/28/2015	5,268.50
	14432	F&B Totals	3/27/2015	3/28/2015	18,258.40
	14432	Electrical Totals	3/27/2015	3/28/2015	5,436.80
	14432	Event Security Totals	3/27/2015	3/28/2015	1,458.25
	14432	Telecommunications Total	3/27/2015	3/28/2015	1,095.00
	14432	Room Rental	3/27/2015	3/28/2015	19,714.00
National Home Infusion Association (NHIA) Annual Conference & Expo					
	14451	Audio Visual Totals	3/23/2015	3/26/2015	5,900.00
	14451	F&B Totals	3/23/2015	3/26/2015	148,793.00
	14451	Electrical Totals	3/23/2015	3/26/2015	24,846.51
	14451	Event Security Totals	3/23/2015	3/26/2015	5,956.50
	14451	Life Safety Review	3/23/2015	3/26/2015	405.00
	14451	Telecommunications Total	3/23/2015	3/26/2015	13,157.80
	14451	Room Rental	3/23/2015	3/26/2015	27,503.00
Confidential Private Event - Do Not Publish - UniPro 2015 Spring Purchasing Conference					
	14452	Audio Visual Totals	3/24/2015	3/26/2015	22,096.21
	14452	F&B Totals	3/24/2015	3/26/2015	305,800.67
	14452	Electrical Totals	3/24/2015	3/26/2015	29,896.98
	14452	Event Security Totals	3/24/2015	3/26/2015	8,541.55
	14452	Life Safety Review	3/24/2015	3/26/2015	450.00
	14452	Equipment	3/24/2015	3/26/2015	100.00
	14452	Telecommunications Total	3/24/2015	3/26/2015	4,895.00
	14452	Room Rental	3/24/2015	3/26/2015	.00
Consortium for Graduate Study in Management Displays/Interview Booths					
	14492	Audio Visual Totals	6/8/2015	6/10/2015	410.00
	14492	F&B Totals	6/8/2015	6/10/2015	23,919.03
	14492	Electrical Totals	6/8/2015	6/10/2015	6,864.08
	14492	Event Security Totals	6/8/2015	6/10/2015	2,099.50
	14492	Life Safety Review	6/8/2015	6/10/2015	450.00
	14492	Telecommunications Total	6/8/2015	6/10/2015	5,750.25
	14492	Room Rental	6/8/2015	6/10/2015	10,037.00
2015 Gold Canyon Convention					
	14576	Audio Visual Totals	7/23/2015	7/25/2015	6,525.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14576	F&B Totals	7/23/2015	7/25/2015	19,733.78
	14576	Electrical Totals	7/23/2015	7/25/2015	2,112.00
	14576	Event Security Totals	7/23/2015	7/25/2015	2,009.25
	14576	Labor	7/23/2015	7/25/2015	140.00
	14576	Production Supervisor/Usher/Security	7/23/2015	7/25/2015	11,567.96
	14576	Life Safety Review	7/23/2015	7/25/2015	450.00
	14576	Equipment	7/23/2015	7/25/2015	585.00
	14576	Telecom	7/23/2015	7/25/2015	425.00
	14576	Room Rental	7/23/2015	7/25/2015	33,430.00
ASHA Health Care & Business Institute 2015					
	14582	Audio Visual Totals	7/10/2015	7/12/2015	3,916.50
	14582	F&B Totals	7/10/2015	7/12/2015	229,091.96
	14582	Electrical Totals	7/10/2015	7/12/2015	7,663.70
	14582	Event Security Totals	7/10/2015	7/12/2015	4,294.00
	14582	Labor	7/10/2015	7/12/2015	700.00
	14582	Life Safety Review	7/10/2015	7/12/2015	450.00
	14582	Equipment	7/10/2015	7/12/2015	690.00
	14582	Telecommunications Total	7/10/2015	7/12/2015	14,200.00
	14582	Room Rental	7/10/2015	7/12/2015	21,540.00
Plexus Worldwide					
	15002	Audio Visual Totals	6/4/2015	6/7/2015	379,204.00
	15002	F&B Totals	6/4/2015	6/7/2015	843,229.14
	15002	Electrical Totals	6/4/2015	6/7/2015	75,865.65
	15002	Event Security Totals	6/4/2015	6/7/2015	20,777.80
	15002	Labor	6/4/2015	6/7/2015	9,009.00
	15002	Life Safety Review	6/4/2015	6/7/2015	450.00
	15002	Parking	6/4/2015	6/7/2015	1,620.00
	15002	Telecommunications Total	6/4/2015	6/7/2015	22,485.00
	15002	Room Rental	6/4/2015	6/7/2015	107,186.00
Border Security Expo - 2015					
	15130	Audio Visual Totals	4/21/2015	4/22/2015	19,930.00
	15130	F&B Totals	4/21/2015	4/22/2015	32,950.69
	15130	Electrical Totals	4/21/2015	4/22/2015	17,555.76
	15130	Event Security Totals	4/21/2015	4/22/2015	3,871.56
	15130	Life Safety Review	4/21/2015	4/22/2015	450.00
	15130	Telecommunications Total	4/21/2015	4/22/2015	8,819.88
	15130	Room Rental	4/21/2015	4/22/2015	29,743.00
2015 Energy Exchange & Energy Connexions					
	15190	Audio Visual Totals	8/10/2015	8/13/2015	9,013.00
	15190	F&B Totals	8/10/2015	8/13/2015	40,085.19
	15190	Electrical Totals	8/10/2015	8/13/2015	11,826.17
	15190	Event Security Totals	8/10/2015	8/13/2015	5,410.25
	15190	Labor	8/10/2015	8/13/2015	1,303.75
	15190	Life Safety Review	8/10/2015	8/13/2015	450.00
	15190	Equipment	8/10/2015	8/13/2015	88.00
	15190	Telecommunications Total	8/10/2015	8/13/2015	10,151.25
	15190	Room Rental	8/10/2015	8/13/2015	31,142.00
Sweet Adelines International Golden West Region 21 Convention					
	15342	F&B Totals	4/17/2015	4/18/2015	4,150.31
	15342	Event Security Totals	4/17/2015	4/18/2015	513.00
	15342	Production Supervisor/Usher/Security	4/17/2015	4/18/2015	9,029.25
	15342	Telecom	4/17/2015	4/18/2015	175.00
	15342	Room Rental	4/17/2015	4/18/2015	4,100.00
Seacret Direct North American Convention					
	15796	Audio Visual Totals	9/17/2015	9/20/2015	42,252.50
	15796	F&B Totals	9/17/2015	9/20/2015	66,962.34

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	15796	Electrical Totals	9/17/2015	9/20/2015	20,253.05
	15796	Event Security Totals	9/17/2015	9/20/2015	13,604.45
	15796	Labor	9/17/2015	9/20/2015	840.00
	15796	Life Safety Review	9/17/2015	9/20/2015	450.00
	15796	Parking	9/17/2015	9/20/2015	2,000.00
	15796	Equipment	9/17/2015	9/20/2015	5,295.00
	15796	Telecommunications Total	9/17/2015	9/20/2015	12,925.00
	15796	Room Rental	9/17/2015	9/20/2015	62,308.00
AZ Sunrays Presents USA Gymnastics Region 1 Championships					
	15816	F&B Totals	4/18/2015	4/19/2015	26,554.27
	15816	Electrical Totals	4/18/2015	4/19/2015	14,762.78
	15816	Event Security Totals	4/18/2015	4/19/2015	3,572.00
	15816	Life Safety Review	4/18/2015	4/19/2015	450.00
	15816	Telecommunications Total	4/18/2015	4/19/2015	319.98
	15816	Room Rental	4/18/2015	4/19/2015	16,779.00
	15816	Ticket Office Service Fee	4/18/2015	4/19/2015	2,500.00
Education Sales Meeting					
	16003	Audio Visual Totals	11/15/2015	11/20/2015	41,430.00
	16003	F&B Totals	11/15/2015	11/20/2015	486,369.66
	16003	Electrical Totals	11/15/2015	11/20/2015	15,026.55
	16003	Event Security Totals	11/15/2015	11/20/2015	24,458.69
	16003	Labor	11/15/2015	11/20/2015	1,500.00
	16003	Equipment	11/15/2015	11/20/2015	1,342.00
	16003	Telecommunications Total	11/15/2015	11/20/2015	67,290.00
	16003	Room Rental	11/15/2015	11/20/2015	.00
ISAGENIX Phoenix 2015 IsaU					
	16015	Audio Visual Totals	10/14/2015	10/17/2015	320.00
	16015	F&B Totals	10/14/2015	10/17/2015	82,869.59
	16015	Electrical Totals	10/14/2015	10/17/2015	4,590.16
	16015	Event Security Totals	10/14/2015	10/17/2015	2,094.75
	16015	Labor	10/14/2015	10/17/2015	399.00
	16015	Parking	10/14/2015	10/17/2015	2,226.00
	16015	Equipment	10/14/2015	10/17/2015	74.00
	16015	Telecommunications Total	10/14/2015	10/17/2015	32,304.00
	16015	Room Rental	10/14/2015	10/17/2015	18,333.00
2015 SNAAZ Annual Conference ***Confidential***					
	16023	Audio Visual Totals	9/17/2015	9/19/2015	7,376.25
	16023	F&B Totals	9/17/2015	9/19/2015	20,013.67
	16023	Electrical Totals	9/17/2015	9/19/2015	11,560.24
	16023	Event Security Totals	9/17/2015	9/19/2015	1,225.50
	16023	Life Safety	9/17/2015	9/19/2015	450.00
	16023	Equipment	9/17/2015	9/19/2015	180.00
	16023	Telecommunications Total	9/17/2015	9/19/2015	25.90
	16023	Room Rental	9/17/2015	9/19/2015	8,270.00
The Spirit Consultants Cheer Camp					
	16051	Audio Visual Totals	6/15/2015	6/18/2015	890.00
	16051	F&B Totals	6/15/2015	6/18/2015	130.19
	16051	Electrical Totals	6/15/2015	6/18/2015	551.50
	16051	Event Security Totals	6/15/2015	6/18/2015	1,477.25
	16051	Life Safety	6/15/2015	6/18/2015	450.00
	16051	Room Rental	6/15/2015	6/18/2015	14,899.50
2015 AISES National Conference					
	16228	Audio Visual Totals	11/19/2015	11/21/2015	2,240.00
	16228	F&B Totals	11/19/2015	11/21/2015	196,871.55
	16228	Electrical Totals	11/19/2015	11/21/2015	11,284.41
	16228	Event Security Totals	11/19/2015	11/21/2015	4,758.64

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	16228	Labor	11/19/2015	11/21/2015	4,480.00
	16228	Life Safety	11/19/2015	11/21/2015	450.00
	16228	Equipment	11/19/2015	11/21/2015	1,066.00
	16228	Telecommunications Total	11/19/2015	11/21/2015	22,454.91
	16228	Room Rental	11/19/2015	11/21/2015	38,112.00
Vemma Nutritional Company - 2015 Annual Convention					
	16318	Audio Visual Totals	6/11/2015	6/13/2015	15,323.00
	16318	F&B Totals	6/11/2015	6/13/2015	50,390.82
	16318	Electrical Totals	6/11/2015	6/13/2015	10,955.40
	16318	Event Security Totals	6/11/2015	6/13/2015	11,927.25
	16318	Labor	6/11/2015	6/13/2015	1,078.00
	16318	Equipment	6/11/2015	6/13/2015	120.00
	16318	Telecommunications Total	6/11/2015	6/13/2015	19,110.00
	16318	Room Rental	6/11/2015	6/13/2015	100,000.00
LifeVantage 2015 Global Convention					
	16320	Audio Visual Totals	10/21/2015	10/24/2015	58,735.34
	16320	F&B Totals	10/21/2015	10/24/2015	68,143.16
	16320	Electrical Totals	10/21/2015	10/24/2015	24,891.05
	16320	Event Security Totals	10/21/2015	10/24/2015	16,538.97
	16320	Labor	10/21/2015	10/24/2015	980.00
	16320	Life Safety	10/21/2015	10/24/2015	450.00
	16320	Equipment	10/21/2015	10/24/2015	8.00
	16320	Telecommunications Total	10/21/2015	10/24/2015	10,435.00
	16320	Room Rental	10/21/2015	10/24/2015	120,279.00
14th Annual US Department of Energy Small Business Forum & Expo					
	16622	F&B Totals	6/16/2015	6/18/2015	48,075.48
	16622	Electrical Totals	6/16/2015	6/18/2015	4,542.09
	16622	Event Security Totals	6/16/2015	6/18/2015	4,707.25
	16622	Life Safety	6/16/2015	6/18/2015	450.00
	16622	Telecommunications Total	6/16/2015	6/18/2015	2,804.94
	16622	Room Rental	6/16/2015	6/18/2015	13,440.04
2015 Defense Maintenance Symposium & DMLE					
	16914	Audio Visual Totals	12/4/2015	12/10/2015	79,429.00
	16914	F&B Totals	12/4/2015	12/10/2015	208,114.33
	16914	Electrical Totals	12/4/2015	12/10/2015	15,280.02
	16914	Event Security Totals	12/4/2015	12/10/2015	6,707.64
	16914	Labor	12/4/2015	12/10/2015	1,155.00
	16914	Life Safety	12/4/2015	12/10/2015	450.00
	16914	Equipment	12/4/2015	12/10/2015	540.00
	16914	Telecommunications Total	12/4/2015	12/10/2015	5,415.00
	16914	Room Rental	12/4/2015	12/10/2015	22,844.00

E. IMPLAN Output and Qualified Revenue Calculation

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Total	\$311,335,002	\$273,928,943	\$199,587,875	\$357,936,194	\$480,869,439			\$14,193,644	\$12,500,250	\$8,240,031	\$13,669,667	\$18,346,239
Hotels and motels, including casino hotels	89,294,172	81,755,044	58,699,957	107,942,048	138,674,618	5.5%	73.796%	4,283,209	3,921,577	2,562,995	4,381,130	5,628,498
Food services and drinking places	55,123,481	47,983,975	36,227,264	68,565,418	84,495,404	5.0%	73.796%	2,440,735	2,124,615	1,448,106	2,529,927	3,117,711
Amusement parks, arcades, and gambling industries	12,566,967	10,126,199	7,468,866	13,875,411	17,085,394	5.0%	73.796%	556,435	448,364	298,552	511,975	630,417
Real estate establishments	10,281,832	9,971,903	7,207,236	15,150,584	20,445,921	5.0%	73.796%	455,255	441,532	288,094	559,026	754,414
Imputed rental activity for owner-occupied dwellings	9,808,110	8,533,875	6,232,327	10,156,996	16,299,810	5.0%	73.796%	434,280	377,860	249,124	374,773	601,430
Retail Stores - General merchandise	6,479,956	5,261,007	3,867,560	7,671,224	10,086,050	5.0%	73.796%	286,917	232,945	154,597	283,053	372,155
Wholesale trade businesses	5,840,385	4,995,118	3,604,328	7,149,788	10,023,353	5.0%	73.796%	258,598	221,172	144,075	263,813	369,842
Automotive equipment rental and leasing	5,324,778	4,606,740	3,334,765	6,103,761	7,906,732	5.0%	73.796%	235,768	203,975	133,300	225,217	291,743
Electric power generation, transmission, and distribution	4,563,525	4,027,481	2,907,271	4,883,624	7,173,485	5.0%	86.898%	237,937	209,988	136,845	212,189	311,681
Offices of physicians, dentists, and other health practitioners	4,427,854	3,872,292	2,842,241	4,354,197	7,039,223	5.0%	73.796%	196,055	171,456	113,612	160,661	259,733
Private hospitals	4,278,327	3,747,166	2,754,546	4,270,434	7,095,070	5.0%	73.796%	189,434	165,915	110,107	157,570	261,794
Advertising and related services	4,439,329	3,702,493	2,716,249	4,212,972	6,275,839	5.0%	73.796%	196,563	163,938	108,576	155,450	231,566
Monetary authorities and depository credit intermediation activities	4,032,012	3,513,886	2,549,658	2,552,784	3,883,953	5.0%	73.796%	178,528	155,586	101,917	94,193	143,310
Museums, historical sites, zoos, and parks	4,283,719	3,449,707	2,544,278	4,767,055	5,835,349	5.0%	73.796%	189,673	152,745	101,702	175,895	215,313
Insurance carriers	3,816,781	3,384,626	2,489,825	3,626,711	5,167,179	5.0%	73.796%	168,998	149,863	99,525	133,818	190,659
Transit and ground passenger transportation	3,794,149	3,371,255	2,429,923	3,595,132	5,473,848	5.0%	73.796%	167,996	149,271	97,131	132,653	201,974
Management of companies and enterprises	3,619,831	3,210,234	2,345,041	5,492,372	6,548,533	5.0%	73.796%	160,277	142,141	93,738	202,658	241,628
Maintenance and repair construction of nonresidential structures	3,624,832	3,200,174	2,282,834	3,046,953	4,161,145	5.0%	86.898%	188,994	166,853	107,452	132,387	180,798
Telecommunications	2,971,282	2,573,203	1,844,625	2,721,216	4,908,533	5.0%	73.796%	131,561	113,935	73,735	100,407	181,115
Services to buildings and dwellings	2,395,013	2,136,661	1,539,648	1,599,536	2,221,281	5.0%	73.796%	106,045	94,606	61,544	59,020	81,961
Securities, commodity contracts, investments, and related activities	2,433,415	2,088,905	1,490,134	2,654,438	3,978,081	5.0%	73.796%	107,746	92,492	59,565	97,943	146,783
Performing arts companies	2,429,860	1,960,694	1,445,718	2,772,281	3,486,666	5.0%	73.796%	107,588	86,815	57,789	102,292	128,651
Scenic and sightseeing transportation and support activities for transportation	2,269,478	1,843,920	1,357,988	2,795,075	3,456,465	5.0%	73.796%	100,487	81,644	54,283	103,133	127,537
Accounting, tax preparation, bookkeeping, and payroll services	2,005,295	1,752,120	1,278,407	1,360,750	1,930,081	5.0%	73.796%	88,790	77,580	51,102	50,209	71,216
Legal services	1,774,804	1,561,315	1,149,768	1,511,860	2,023,992	5.0%	73.796%	78,584	69,131	45,959	55,785	74,681
Management, scientific, and technical consulting services	1,720,396	1,511,478	1,096,961	1,523,962	2,325,657	5.0%	73.796%	76,175	66,925	43,849	56,231	85,812
Other amusement and recreation industries	2,426,376	1,853,751	1,051,147	1,985,863	2,885,702	5.0%	73.796%	107,434	82,080	42,017	73,274	106,477
Spectator sports companies	1,699,376	1,393,888	1,025,585	1,633,816	2,067,553	5.0%	73.796%	75,244	61,718	40,996	60,285	76,289
Radio and television broadcasting	1,489,514	1,316,750	952,432	901,648	1,102,689	5.0%	73.796%	65,952	58,303	38,071	33,269	40,687

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Employment services	1,452,885	1,269,235	919,473	2,338,379	2,963,962	5.0%	73.796%	64,330	56,199	36,754	86,282	109,364
Other state and local government enterprises	1,393,209	1,233,967	899,424	2,509,471	3,738,770	5.0%	73.796%	61,688	54,637	35,953	92,594	137,953
Commercial and industrial machinery and equipment rental and leasing	1,540,519	1,200,156	885,066	1,566,554	2,275,883	5.0%	73.796%	68,210	53,140	35,379	57,803	83,976
Medical and diagnostic labs and outpatient and other ambulatory care services	1,392,062	1,211,353	884,785	1,278,010	2,129,994	5.0%	73.796%	61,637	53,636	35,367	47,156	78,593
Transport by truck	1,356,883	1,169,102	847,654	1,684,486	2,291,999	5.0%	73.796%	60,080	51,765	33,883	62,154	84,570
Retail Stores - Motor vehicle and parts	1,330,081	1,147,443	830,613	1,076,570	1,600,113	5.0%	73.796%	58,893	50,806	33,202	39,723	59,041
Retail Stores - Food and beverage	1,286,062	1,109,338	802,981	1,521,158	2,320,301	5.0%	73.796%	56,944	49,119	32,097	56,128	85,614
US Postal Service	1,127,271	992,303	720,880	1,095,005	1,348,369	5.0%	73.796%	49,913	43,937	28,816	40,403	49,752
Nursing and residential care facilities	1,099,696	961,451	705,505	1,028,075	1,674,186	5.0%	73.796%	48,692	42,571	28,201	37,934	61,774
Nondepository credit intermediation and related activities	1,076,505	939,266	680,916	1,994,176	2,504,953	5.0%	73.796%	47,665	41,588	27,218	73,581	92,428
Waste management and remediation services	1,064,274	948,502	678,341	905,927	1,258,957	5.0%	73.796%	47,123	41,997	27,115	33,427	46,453
State and local government electric utilities	993,156	875,662	631,337	1,527,220	2,075,888	5.0%	73.796%	43,975	38,772	25,236	56,351	76,596
Motion picture and video industries	1,017,968	846,181	623,246	1,105,922	1,270,015	5.0%	73.796%	45,073	37,467	24,913	40,806	46,861
Retail Nonstores - Direct and electronic sales	976,076	841,728	609,192	1,559,221	2,175,832	5.0%	73.796%	43,218	37,270	24,351	57,532	80,284
Pharmaceutical preparation manufacturing	849,266	741,842	544,263	634,845	941,141	5.0%	73.796%	37,603	32,847	21,756	23,424	34,726
Automotive repair and maintenance, except car washes	845,204	740,093	538,599	1,350,833	1,968,344	5.0%	73.796%	37,424	32,770	21,529	49,843	72,628
Other support services	647,255	705,232	509,457	741,823	1,708,089	5.0%	73.796%	28,659	31,226	20,364	27,372	63,025
Funds, trusts, and other financial vehicles	799,091	694,154	505,833	341,439	1,098,618	5.0%	73.796%	35,382	30,735	20,220	12,598	40,537
Lessors of nonfinancial intangible assets	752,986	660,648	482,574	893,293	1,122,212	5.0%	73.796%	33,340	29,252	19,290	32,961	41,407
Insurance agencies, brokerages, and related activities	779,568	670,613	479,406	790,602	1,348,267	5.0%	73.796%	34,517	29,693	19,163	29,172	49,748
Private junior colleges, colleges, universities, and professional schools	758,658	658,099	479,394	739,647	1,137,481	5.0%	73.796%	33,592	29,139	19,163	27,291	41,971
Natural gas distribution	707,238	621,197	448,752	382,303	573,996	5.0%	86.898%	36,875	32,388	21,123	16,611	24,940
Printing	683,038	597,453	428,085	619,031	850,460	5.0%	86.898%	35,613	31,150	20,150	26,896	36,952
Newspaper publishers	635,068	562,015	407,124	580,034	665,488	5.0%	73.796%	28,119	24,885	16,274	21,402	24,555
Retail Stores - Clothing and clothing accessories	619,493	534,342	386,768	1,131,496	1,486,453	5.0%	73.796%	27,430	23,659	15,460	41,750	54,847
Dry-cleaning and laundry services	604,683	533,543	385,424	464,089	516,169	5.0%	73.796%	26,774	23,624	15,406	17,124	19,046
Retail Stores - Gasoline stations	621,928	525,534	382,204	731,365	1,064,273	5.0%	73.796%	27,537	23,269	15,278	26,986	39,270
Extraction of oil and natural gas	573,791	512,950	375,357	264,118	671,440	5.0%	73.796%	25,406	22,712	15,004	9,745	24,775
Fluid milk and butter manufacturing	587,046	508,202	371,257	311,115	571,100	5.0%	73.796%	25,993	22,502	14,840	11,480	21,072
Architectural, engineering, and related services	568,858	505,218	366,175	822,759	1,527,307	5.0%	73.796%	25,188	22,370	14,637	30,358	56,355
All other miscellaneous professional, scientific, and technical services	574,487	499,561	363,295	406,731	542,495	5.0%	73.796%	25,437	22,119	14,522	15,008	20,017
Transport by air	571,122	497,630	362,160	665,846	977,520	5.0%	73.796%	25,288	22,034	14,477	24,568	36,069

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Business support services	552,164	486,321	354,096	399,822	570,883	5.0%	73.796%	24,448	21,533	14,154	14,753	21,064
Data processing, hosting, ISP, web search portals and related services	540,633	479,667	350,108	219,608	335,054	5.0%	73.796%	23,938	21,238	13,995	8,103	12,363
Civic, social, professional, and similar organizations	548,576	477,115	348,693	429,263	637,555	5.0%	73.796%	24,290	21,125	13,938	15,839	23,525
Couriers and messengers	566,932	480,289	347,853	590,680	747,829	5.0%	73.796%	25,102	21,266	13,905	21,795	27,593
Retail Stores - Health and personal care	545,561	470,591	340,631	687,420	1,047,113	5.0%	73.796%	24,156	20,837	13,616	25,364	38,636
Commercial and industrial machinery and equipment repair and maintenance	505,381	445,467	322,374	722,446	896,372	5.0%	73.796%	22,377	19,724	12,886	26,657	33,074
Home health care services	497,584	436,000	320,645	421,481	657,995	5.0%	73.796%	22,032	19,305	12,817	15,552	24,279
Retail Stores - Miscellaneous	489,256	422,015	305,467	484,814	680,482	5.0%	73.796%	21,663	18,686	12,210	17,889	25,108
Personal care services	480,797	417,785	304,701	535,638	664,859	5.0%	73.796%	21,289	18,499	12,180	19,764	24,532
Individual and family services	475,592	413,386	301,590	505,216	637,969	5.0%	73.796%	21,058	18,304	12,055	18,641	23,540
Office administrative services	473,563	413,253	299,281	399,651	583,996	5.0%	73.796%	20,968	18,298	11,963	14,746	21,548
Retail Stores - Building material and garden supply	471,306	406,688	294,431	813,377	1,261,584	5.0%	73.796%	20,868	18,007	11,769	30,012	46,550
Religious organizations	444,916	385,917	280,964	290,945	472,578	5.0%	73.796%	19,700	17,087	11,231	10,735	17,437
Bread and bakery product manufacturing	439,068	382,536	280,628	512,428	859,378	5.0%	73.796%	19,441	16,938	11,217	18,908	31,709
Travel arrangement and reservation services	434,566	386,648	279,416	372,706	595,511	5.0%	73.796%	19,242	17,120	11,169	13,752	21,973
Other personal services	478,032	351,581	259,897	428,463	693,943	5.0%	73.796%	21,166	15,567	10,389	15,809	25,605
Other private educational services	406,941	348,736	253,258	331,938	537,272	5.0%	73.796%	18,018	15,441	10,123	12,248	19,824
Promoters of performing arts and sports and agents for public figures	402,195	340,372	249,267	372,946	577,867	5.0%	73.796%	17,808	15,071	9,964	13,761	21,322
Warehousing and storage	384,909	333,600	243,509	944,280	1,188,618	5.0%	73.796%	17,043	14,771	9,734	34,842	43,858
Private elementary and secondary schools	378,182	329,490	240,974	306,681	524,295	5.0%	73.796%	16,745	14,589	9,632	11,316	19,345
Animal (except poultry) slaughtering, rendering, and processing	379,564	327,720	239,195	589,714	859,528	5.0%	73.796%	16,806	14,511	9,561	21,759	31,715
Retail Stores - Sporting goods, hobby, book and music	376,110	315,471	230,042	291,444	402,146	5.0%	73.796%	16,653	13,968	9,195	10,754	14,838
Cheese manufacturing	354,231	305,734	227,111	581,340	206,533	5.0%	73.796%	15,684	13,537	9,078	21,450	7,621
Retail Stores - Electronics and appliances	362,564	312,735	226,367	226,067	369,802	5.0%	73.796%	16,053	13,847	9,049	8,341	13,645
Periodical publishers	351,562	310,946	225,306	306,250	408,555	5.0%	73.796%	15,566	13,768	9,006	11,300	15,075
Grantmaking, giving, and social advocacy organizations	347,967	299,021	215,690	313,655	544,982	5.0%	73.796%	15,407	13,240	8,622	11,573	20,109
Independent artists, writers, and performers	347,514	292,478	214,097	473,530	954,904	5.0%	73.796%	15,387	12,950	8,558	17,472	35,234
Other computer related services, including facilities management	323,043	282,890	207,243	336,094	489,306	5.0%	73.796%	14,304	12,526	8,284	12,401	18,054
Computer systems design services	319,175	279,856	205,224	310,000	460,489	5.0%	73.796%	14,132	12,391	8,203	11,438	16,991
Dairy cattle and milk production	319,202	273,809	199,512	421,537	421,014	5.0%	73.796%	14,133	12,124	7,975	15,554	15,535
Investigation and security services	278,585	244,875	178,566	312,490	460,108	5.0%	73.796%	12,335	10,842	7,138	11,530	16,977

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Dry, condensed, and evaporated dairy product manufacturing	277,050	239,836	176,027	334,951	307,609	5.0%	73.796%	12,267	10,619	7,036	12,359	11,350
Retail Stores - Furniture and home furnishings	277,881	239,730	173,538	342,888	522,576	5.0%	73.796%	12,304	10,615	6,937	12,652	19,282
Maintenance and repair construction of residential structures	274,920	239,266	172,356	748,762	1,060,145	5.0%	86.898%	14,334	12,475	8,113	32,533	46,062
Water, sewage and other treatment and delivery systems	269,654	237,831	171,876	202,360	234,172	5.0%	86.898%	14,059	12,400	8,090	8,792	10,175
Transport by rail	269,271	235,235	171,134	329,864	382,916	5.0%	73.796%	11,923	10,416	6,841	12,171	14,129
Electronic and precision equipment repair and maintenance	250,589	218,743	160,043	305,344	438,273	5.0%	73.796%	11,095	9,685	6,397	11,267	16,171
All other food manufacturing	260,563	218,916	159,249	275,655	479,433	5.0%	73.796%	11,537	9,693	6,366	10,171	17,690
Cattle ranching and farming	246,296	211,654	153,789	289,639	554,535	5.0%	73.796%	10,905	9,372	6,147	10,687	20,461
Personal and household goods repair and maintenance	235,642	206,295	149,427	459,208	657,946	5.0%	73.796%	10,434	9,134	5,973	16,944	24,277
Semiconductor and related device manufacturing	258,281	212,920	147,383	339,740	564,424	5.0%	73.796%	11,436	9,428	5,891	12,536	20,826
Child day care services	226,212	196,234	142,900	246,852	478,121	5.0%	73.796%	10,016	8,689	5,712	9,108	17,642
Environmental and other technical consulting services	215,157	189,765	137,555	258,678	382,824	5.0%	73.796%	9,527	8,402	5,498	9,545	14,125
Scientific research and development services	213,925	188,180	137,073	15,529	17,267	5.0%	73.796%	9,472	8,332	5,479	573	637
Soft drink and ice manufacturing	213,233	184,060	135,147	310,827	365,193	5.0%	73.796%	9,441	8,150	5,402	11,469	13,475
Soap and cleaning compound manufacturing	212,296	185,471	134,140	190,119	259,996	5.0%	73.796%	9,400	8,212	5,362	7,015	9,593
Internet publishing and broadcasting	212,573	184,830	132,096	941,958	1,002,566	5.0%	73.796%	9,412	8,184	5,280	34,756	36,993
Toilet preparation manufacturing	199,216	172,432	125,119	156,504	212,961	5.0%	73.796%	8,821	7,635	5,001	5,775	7,858
Community food, housing, and other relief services, including rehabilitation services	194,064	168,637	123,000	258,094	429,171	5.0%	73.796%	8,593	7,467	4,917	9,523	15,836
Polystyrene foam product manufacturing	180,172	156,157	116,361	282,482	263,102	5.0%	73.796%	7,978	6,914	4,651	10,423	9,708
Surgical appliance and supplies manufacturing	182,341	157,565	114,142	169,313	255,540	5.0%	73.796%	8,074	6,977	4,563	6,247	9,429
Magnetic and optical recording media manufacturing	170,814	146,043	100,048	16,730	20,747	5.0%	73.796%	7,563	6,466	3,999	617	766
Other plastics product manufacturing	153,507	133,067	96,711	160,806	231,627	5.0%	73.796%	6,797	5,892	3,866	5,933	8,547
Veterinary services	146,763	127,503	93,067	213,450	361,570	5.0%	73.796%	6,498	5,646	3,720	7,876	13,341
Fitness and recreational sports centers	133,588	117,005	85,878	213,998	309,690	5.0%	73.796%	5,915	5,181	3,433	7,896	11,427
Snack food manufacturing	137,556	117,637	85,427	102,968	152,781	5.0%	73.796%	6,091	5,209	3,415	3,799	5,637
Facilities support services	129,846	113,305	82,395	122,942	158,504	5.0%	73.796%	5,749	5,017	3,294	4,536	5,848
Other accommodations	121,043	105,965	77,862	31,512	52,537	5.5%	73.796%	5,806	5,083	3,400	1,279	2,132
General and consumer goods rental except video tapes and discs	114,844	99,987	72,605	146,972	210,760	5.0%	73.796%	5,085	4,427	2,902	5,423	7,777
Other Federal Government enterprises	103,855	91,476	66,905	187,871	191,841	5.0%	73.796%	4,598	4,050	2,674	6,932	7,079
Private household operations	103,958	90,315	65,858	93,823	200,324	5.0%	73.796%	4,603	3,999	2,633	3,462	7,392

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Sound recording industries	100,934	89,525	65,748	194,874	217,812	5.0%	73.796%	4,469	3,964	2,628	7,190	8,037
Cookie, cracker, and pasta manufacturing	95,863	83,045	61,086	65,165	108,694	5.0%	73.796%	4,245	3,677	2,442	2,404	4,011
Directory, mailing list, and other publishers	94,558	83,468	60,506	93,463	135,771	5.0%	73.796%	4,187	3,696	2,419	3,449	5,010
Vegetable and melon farming	97,090	82,980	59,924	87,024	140,138	5.0%	73.796%	4,299	3,674	2,395	3,211	5,171
Sign manufacturing	93,584	81,987	58,792	58,290	92,691	5.0%	73.796%	4,144	3,630	2,350	2,151	3,420
Software publishers	89,160	75,517	53,468	103,676	158,518	5.0%	73.796%	3,948	3,344	2,137	3,825	5,849
Electronic computer manufacturing	109,339	83,566	53,356	55,087	56,461	5.0%	73.796%	4,841	3,700	2,133	2,033	2,083
Wood kitchen cabinet and countertop manufacturing	82,243	71,135	52,220	75,827	113,458	5.0%	73.796%	3,642	3,150	2,087	2,798	4,186
Death care services	81,278	70,761	51,708	73,461	78,753	5.0%	73.796%	3,599	3,133	2,067	2,711	2,906
Motor vehicle parts manufacturing	80,705	69,658	50,225	59,692	92,996	5.0%	73.796%	3,573	3,084	2,008	2,203	3,431
Custom computer programming services	77,084	67,694	49,519	21,598	29,589	5.0%	73.796%	3,413	2,997	1,979	797	1,092
Car washes	76,023	66,469	48,393	124,368	187,584	5.0%	73.796%	3,366	2,943	1,934	4,589	6,921
All other crop farming	77,806	67,477	48,260	33,313	25,717	5.0%	73.796%	3,445	2,988	1,929	1,229	949
Animal production, except cattle and poultry and eggs	76,480	64,897	47,108	55,755	105,631	5.0%	73.796%	3,386	2,873	1,883	2,057	3,898
All other chemical product and preparation manufacturing	68,875	57,890	41,134	70,267	106,456	5.0%	73.796%	3,050	2,563	1,644	2,593	3,928
Wood windows and doors and millwork manufacturing	61,435	53,969	39,589	65,480	106,755	5.0%	73.796%	2,720	2,390	1,582	2,416	3,939
Transport by pipeline	64,355	54,385	37,841	26,053	51,426	5.0%	73.796%	2,849	2,408	1,513	961	1,898
Plastics pipe and pipe fitting manufacturing	57,909	50,158	37,140	45,554	61,894	5.0%	73.796%	2,564	2,221	1,485	1,681	2,284
Asphalt paving mixture and block manufacturing	55,610	48,837	35,596	11,469	20,534	5.0%	73.796%	2,462	2,162	1,423	423	758
Cable and other subscription programming	53,917	47,545	34,552	497,074	768,910	5.0%	73.796%	2,387	2,105	1,381	18,341	28,371
Photographic services	51,786	43,836	31,961	78,272	134,449	5.0%	73.796%	2,293	1,941	1,278	2,888	4,961
Nonupholstered wood household furniture manufacturing	50,869	43,929	31,843	37,266	45,479	5.0%	73.796%	2,252	1,945	1,273	1,375	1,678
All other miscellaneous wood product manufacturing	49,163	43,665	31,522	75,723	121,080	5.0%	73.796%	2,177	1,933	1,260	2,794	4,468
Specialized design services	45,357	39,603	29,034	103,572	184,452	5.0%	73.796%	2,008	1,754	1,161	3,822	6,806
Mattress manufacturing	48,612	40,581	28,443	58,180	91,053	5.0%	73.796%	2,152	1,797	1,137	2,147	3,360
Surgical and medical instrument, laboratory and medical instrument manufacturing	42,159	36,403	26,379	73,915	102,704	5.0%	73.796%	1,867	1,612	1,054	2,727	3,790
Seasoning and dressing manufacturing	39,578	34,144	24,790	9,526	47,937	5.0%	73.796%	1,752	1,512	991	351	1,769
Greenhouse, nursery, and floriculture production	40,377	34,367	24,647	41,617	89,888	5.0%	73.796%	1,788	1,522	985	1,536	3,317
Fruit and vegetable canning, pickling, and drying	36,095	31,268	22,962	31,501	44,510	5.000%	73.796%	1,598	1,384	918	1,162	1,642
Asphalt shingle and coating materials manufacturing	35,838	31,660	22,808	16,968	14,958	5.0%	73.796%	1,587	1,402	912	626	552
Mining copper, nickel, lead, and zinc	40,146	33,222	22,591	46,094	51,315	3.1%	86.900%	1,090	902	613	1,252	1,394

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Electromedical and electrotherapeutic apparatus manufacturing	36,606	31,237	22,372	27,654	28,295	5.0%	73.796%	1,621	1,383	894	1,020	1,044
Ice cream and frozen dessert manufacturing	34,858	30,069	22,320	59,943	44,262	5.0%	73.796%	1,543	1,331	892	2,212	1,633
Coffee and tea manufacturing	34,867	29,957	21,676	46,610	96,516	5.0%	73.796%	1,544	1,326	866	1,720	3,561
Book publishers	31,068	27,115	19,809	39,365	61,068	5.0%	73.796%	1,376	1,201	792	1,452	2,253
Dental laboratories manufacturing	30,576	26,399	19,130	28,025	41,869	5.0%	73.796%	1,354	1,169	765	1,034	1,545
Computer terminals and other computer peripheral equipment manufacturing	38,758	29,753	18,942	23,471	35,984	5.0%	73.796%	1,716	1,317	757	866	1,328
Plastics bottle manufacturing	29,096	25,166	18,477	36,508	50,058	5.0%	73.796%	1,288	1,114	739	1,347	1,847
Other communications equipment manufacturing	30,462	25,865	18,071	13,693	18,418	5.0%	73.796%	1,349	1,145	722	505	680
Glass product manufacturing made of purchased glass	28,163	24,440	17,648	38,732	27,536	5.0%	73.796%	1,247	1,082	705	1,429	1,016
Engineered wood member and truss manufacturing	26,484	23,513	17,574	26,036	36,105	5.0%	73.796%	1,173	1,041	702	961	1,332
Fats and oils refining and blending	24,625	21,079	15,242	15,121	2,073	5.0%	73.796%	1,090	933	609	558	77
Industrial gas manufacturing	23,486	20,354	14,812	17,179	21,185	5.0%	73.796%	1,040	901	592	634	782
Commercial hunting and trapping	23,980	20,556	14,790	7,641	9,422	5.0%	73.796%	1,062	910	591	282	348
Tortilla manufacturing	23,117	19,965	14,514	24,137	36,622	5.0%	73.796%	1,024	884	580	891	1,351
Machine shops	23,086	20,097	14,470	21,259	32,415	5.0%	73.796%	1,022	890	578	784	1,196
Aircraft engine and engine parts manufacturing	22,729	19,777	14,345	5,316	7,640	5.0%	73.796%	1,006	876	573	196	282
Communication and energy wire and cable manufacturing	21,539	18,512	13,573	7,686	10,240	5.0%	73.796%	954	820	543	284	378
Support activities for agriculture and forestry	20,200	17,569	12,850	24,640	41,285	5.0%	73.796%	894	778	514	909	1,523
Other information services	18,385	16,188	11,858	61,086	88,531	5.0%	73.796%	814	717	474	2,254	3,267
Petrochemical manufacturing	18,585	16,266	11,821	23,709	71,558	5.0%	73.796%	823	720	472	875	2,640
Audio and video equipment manufacturing	19,938	16,736	11,781	11,092	32,830	5.0%	73.796%	883	741	471	409	1,211
Other aircraft parts and auxiliary equipment manufacturing	19,268	15,944	11,667	10,412	12,867	5.0%	73.796%	853	706	466	384	475
Software, audio, and video media for reproduction	20,416	16,680	11,553	3,149	5,547	5.0%	73.796%	904	739	462	116	205
Plastics packaging materials and unlaminated film and sheet manufacturing	18,160	15,720	11,498	10,388	12,621	5.0%	73.796%	804	696	460	383	466
Other pressed and blown glass and glassware manufacturing	18,022	15,666	11,308	24,864	57,950	5.0%	73.796%	798	694	452	917	2,138
Biological product (except diagnostic) manufacturing	17,253	14,436	10,630	40,404	29,326	5.0%	73.796%	764	639	425	1,491	1,082
Video tape and disc rental	16,749	14,531	10,581	16,977	16,772	5.0%	73.796%	742	643	423	626	619
Mining coal	16,878	14,706	10,482	21,210	37,733	3.125%	86.898%	458	399	285	576	1,025
Other industrial machinery manufacturing	15,916	13,922	10,220	6,129	4,171	5.0%	73.796%	705	616	409	226	154

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Fertilizer manufacturing	16,380	14,031	10,121	24,759	44,223	5.0%	73.796%	725	621	405	914	1,632
Petroleum refineries	15,881	13,894	10,051	62,024	66,687	5.0%	73.796%	703	615	402	2,289	2,461
Sporting and athletic goods manufacturing	15,943	13,683	9,885	13,962	17,657	5.0%	73.796%	706	606	395	515	651
Wood container and pallet manufacturing	15,545	13,457	9,865	15,671	29,063	5.0%	73.796%	688	596	394	578	1,072
Printed circuit assembly (electronic assembly) manufacturing	16,205	13,363	9,221	12,208	17,692	5.0%	73.796%	718	592	369	450	653
All other paper bag and coated and treated paper manufacturing	14,086	12,191	8,951	1,275	1,874	5.0%	73.796%	624	540	358	47	69
Laminated plastics plate, sheet (except packaging), and shape manufacturing	14,115	12,307	8,914	3,258	2,887	5.0%	73.796%	625	545	356	120	107
Lawn and garden equipment manufacturing	14,432	12,211	8,882	21,862	21,844	5.0%	73.796%	639	541	355	807	806
Breweries	13,789	11,836	8,616	46,018	81,565	5.0%	73.796%	611	524	344	1,698	3,010
Valve and fittings other than plumbing manufacturing	13,698	11,951	8,598	8,905	12,527	5.0%	73.796%	607	529	344	329	462
Urethane and other foam product (except polystyrene) manufacturing	13,356	11,610	8,541	45,232	55,219	5.0%	73.796%	591	514	341	1,669	2,037
Automatic environmental control manufacturing	13,702	11,832	8,455	8,640	13,388	5.0%	73.796%	607	524	338	319	494
Blind and shade manufacturing	14,388	11,978	8,361	12,674	17,785	5.0%	73.796%	637	530	334	468	656
Wineries	13,014	11,253	8,319	57,310	77,139	5.0%	73.796%	576	498	333	2,115	2,846
Plastics material and resin manufacturing	12,570	10,978	8,071	2,879	5,851	5.0%	73.796%	557	486	323	106	216
Other animal food manufacturing	12,541	10,750	7,904	62,759	76,743	5.0%	73.796%	555	476	316	2,316	2,832
Pesticide and other agricultural chemical manufacturing	12,694	10,843	7,826	13,341	22,039	5.0%	73.796%	562	480	313	492	813
Dog and cat food manufacturing	12,701	10,859	7,794	14,338	23,136	5.0%	73.796%	562	481	312	529	854
Other electronic component manufacturing	13,410	11,072	7,658	7,702	11,887	5.0%	73.796%	594	490	306	284	439
Aircraft manufacturing	12,198	10,502	7,650	7,810	10,388	5.0%	73.796%	540	465	306	288	383
Other basic organic chemical manufacturing	11,973	10,439	7,636	11,481	42,591	5.0%	73.796%	530	462	305	424	1,572
Automobile manufacturing	11,614	10,010	7,241	11,705	20,215	5.0%	73.796%	514	443	289	432	746
Coating, engraving, heat treating and allied activities	11,468	9,917	7,137	13,535	20,715	5.0%	73.796%	508	439	285	499	764
Support activities for printing	11,277	9,809	7,046	11,870	18,138	5.0%	86.898%	588	511	332	516	788
Ornamental and architectural metal products manufacturing	10,927	9,492	6,978	10,843	15,675	5.0%	73.796%	484	420	279	400	578
Other leather and allied product manufacturing	10,749	9,257	6,700	7,823	7,614	5.0%	73.796%	476	410	268	289	281
Flour milling and malt manufacturing	10,809	9,221	6,652	10,906	15,454	5.0%	73.796%	479	408	266	402	570
Unlaminated plastics profile shape manufacturing	10,313	8,966	6,560	11,255	17,174	5.0%	73.796%	457	397	262	415	634
Confectionery manufacturing from purchased chocolate	10,360	8,930	6,498	4,107	4,146	5.0%	73.796%	459	395	260	152	153

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Showcase, partition, shelving, and locker manufacturing	10,688	8,950	6,226	12,394	15,395	5.0%	73.796%	473	396	249	457	568
Sawmills and wood preservation	9,065	8,052	5,944	12,948	25,486	5.0%	73.796%	401	357	238	478	940
Medicinal and botanical manufacturing	9,172	8,015	5,880	3,349	25,748	5.0%	73.796%	406	355	235	124	950
Upholstered household furniture manufacturing	9,363	8,084	5,858	19,523	26,162	5.0%	73.796%	415	358	234	720	965
Broadcast and wireless communications equipment manufacturing	9,439	7,941	5,585	7,771	2,077	5.0%	73.796%	418	352	223	287	77
Adhesive manufacturing	8,675	7,600	5,515	7,220	13,267	5.0%	73.796%	384	337	220	266	490
Computer storage device manufacturing	11,150	8,528	5,445	9,399	9,381	5.0%	73.796%	494	378	218	347	346
All other miscellaneous manufacturing	8,662	7,463	5,426	19,894	26,659	5.0%	73.796%	384	330	217	734	984
Petroleum lubricating oil and grease manufacturing	8,389	7,336	5,315	2,979	10,158	5.0%	73.796%	371	325	212	110	375
Storage battery manufacturing	8,453	7,237	5,166	4,914	13,525	5.0%	73.796%	374	320	207	181	499
Other commercial and service industry machinery manufacturing	8,072	6,997	5,034	35,770	31,773	5.0%	73.796%	357	310	201	1,320	1,172
Watch, clock, and other measuring and controlling device manufacturing	8,229	7,019	5,026	4,138	5,281	5.0%	73.796%	364	311	201	153	195
Bare printed circuit board manufacturing	8,646	7,136	4,926	5,430	7,428	5.0%	73.796%	383	316	197	200	274
Cut and sew apparel contractors	7,584	6,489	4,678	8,562	9,668	5.0%	73.796%	336	287	187	316	357
Office Furniture	6,937	5,990	4,342	75,723	121,080	5.0%	73.796%	307	265	174	2,794	4,468
Semiconductor machinery manufacturing	6,683	5,820	4,216	8,756	10,698	5.0%	73.796%	296	258	169	323	395
Metal and other household furniture manufacturing	6,264	5,408	3,919	7,338	18,605	5.0%	73.796%	277	239	157	271	686
Synthetic rubber manufacturing	6,112	5,318	3,888	7,656	7,222	5.0%	73.796%	271	235	155	282	266
Nonchocolate confectionery manufacturing	5,963	5,166	3,771	5,213	1,440	5.0%	73.796%	264	229	151	192	53
Totalizing fluid meters and counting devices manufacturing	5,970	5,126	3,736	10,561	12,065	5.0%	73.796%	264	227	149	390	445
Grain farming	5,828	4,995	3,668	2,028	1,484	5.0%	73.796%	258	221	147	75	55
Metal can, box, and other metal container (light gauge) manufacturing	5,761	4,973	3,631	5,819	7,448	5.0%	73.796%	255	220	145	215	275
Womens and girls cut and sew apparel manufacturing	5,541	4,755	3,424	10,267	12,390	5.0%	73.796%	245	211	137	379	457
Sanitary paper product manufacturing	5,382	4,673	3,399	350	580	5.0%	73.796%	238	207	136	13	21
Poultry and egg production	5,240	4,477	3,234	11,397	6,295	5.0%	73.796%	232	198	129	421	232
Fruit farming	5,061	4,320	3,109	6,727	29,661	5.0%	73.796%	224	191	124	248	1,094
Textile and fabric finishing mills	5,658	4,605	3,096	5,963	7,566	5.0%	73.796%	251	204	124	220	279
Mining and quarrying other nonmetallic minerals	4,878	4,250	3,088	431	646	3.125%	86.900%	132	115	84	12	18
Propulsion units and parts for space vehicles and guided missiles manufacturing	4,841	4,173	3,005	381	678	5.0%	73.796%	214	185	120	14	25
Transport by water	4,663	4,077	2,986	1,535	832	5.0%	73.796%	206	181	119	57	31

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Industrial process variable instruments manufacturing	4,895	4,175	2,985	5,337	6,849	5.0%	73.796%	217	185	119	197	253
Printing ink manufacturing	4,720	4,059	2,868	2,804	5,823	5.0%	73.796%	209	180	115	103	215
Travel trailer and camper manufacturing	4,585	3,943	2,837	4,029	10,085	5.0%	73.796%	203	175	113	149	372
State and local government passenger transit	4,535	3,905	2,809	6,387	1,565,871	5.0%	73.796%	201	173	112	236	57,777
Farm machinery and equipment manufacturing	4,358	3,803	2,770	6,314	2,993	5.0%	73.796%	193	168	111	233	110
Cotton farming	4,286	3,673	2,634	2,952	4,146	5.0%	73.796%	190	163	105	109	153
Tobacco product manufacturing	3,924	3,414	2,493	2,506	17,403	5.0%	73.796%	174	151	100	92	642
All other miscellaneous electrical equipment and component manufacturing	3,996	3,428	2,457	491	3,104	5.0%	73.796%	177	152	98	18	115
Turbine and turbine generator set units manufacturing	3,656	3,216	2,314	470	1,740	5.0%	73.796%	162	142	93	17	64
Glass container manufacturing	3,491	3,010	2,194	0	0	5.0%	73.796%	155	133	88	0	0
Electronic connector manufacturing	3,788	3,132	2,165	3,704	8,791	5.0%	73.796%	168	139	87	137	324
Bowling centers	3,325	2,895	2,125	18,517	29,754	5.0%	73.796%	147	128	85	683	1,098
Vending, commercial, industrial, and office machinery manufacturing	3,477	2,937	2,111	35,770	31,773	5.0%	73.796%	154	130	84	1,320	1,172
Spring and wire product manufacturing	3,339	2,904	2,097	2,211	3,108	5.0%	73.796%	148	129	84	82	115
Household refrigerator and home freezer manufacturing	3,283	2,806	2,012	1,477	5,567	5.0%	73.796%	145	124	80	55	205
Mens and boys cut and sew apparel manufacturing	3,248	2,788	2,008	2,011	4,582	5.0%	73.796%	144	123	80	74	169
Reconstituted wood product manufacturing	2,930	2,586	1,922	11,783	9,973	5.0%	73.796%	130	114	77	435	368
Motor and generator manufacturing	3,072	2,670	1,911	4,078	7,834	5.0%	73.796%	136	118	76	150	289
Search, detection, and navigation instruments manufacturing	3,118	2,648	1,898	1,917	1,597	5.0%	73.796%	138	117	76	71	59
Switchgear and switchboard apparatus manufacturing	2,936	2,533	1,858	5,443	4,970	5.0%	73.796%	130	112	74	201	183
Cutlery, utensil, pot, and pan manufacturing	2,912	2,519	1,820	4,009	8,992	5.0%	73.796%	129	112	73	148	332
Handtool manufacturing	2,751	2,402	1,730	3,641	4,289	5.0%	73.796%	122	106	69	134	158
Flavoring syrup and concentrate manufacturing	2,680	2,300	1,687	4,230	12,129	5.0%	73.796%	119	102	67	156	448
Heavy duty truck manufacturing	2,695	2,323	1,680	166	563	5.0%	73.796%	119	103	67	6	21
Analytical laboratory instrument manufacturing	2,721	2,321	1,659	1,022	1,749	5.0%	73.796%	120	103	66	38	65
Primary smelting and refining of nonferrous metal (except copper and aluminum)	2,677	2,291	1,649	290	130	5.0%	73.796%	119	101	66	11	5
Other fabricated metal manufacturing	2,595	2,243	1,648	1,491	1,726	5.0%	73.796%	115	99	66	55	64

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Plate work and fabricated structural product manufacturing	2,447	2,128	1,561	2,999	4,270	5.0%	73.796%	108	94	62	111	158
All other basic inorganic chemical manufacturing	2,427	2,112	1,539	11,593	16,270	5.0%	73.796%	107	94	62	428	600
Relay and industrial control manufacturing	2,354	2,032	1,469	3,476	6,026	5.0%	73.796%	104	90	59	128	222
Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying	2,304	1,988	1,459	302	351	5.0%	73.796%	102	88	58	11	13
Carbon and graphite product manufacturing	2,356	2,038	1,456	1,021	2,885	5.0%	73.796%	104	90	58	38	106
Coated and laminated paper, packaging paper and plastics film manufacturing	2,207	1,921	1,401	1,275	1,874	5.0%	73.796%	98	85	56	47	69
Power, distribution, and specialty transformer manufacturing	2,231	1,936	1,390	2,289	3,104	5.0%	73.796%	99	86	56	84	115
Iron and steel mills and ferroalloy manufacturing	2,170	1,879	1,350	2,233	3,394	5.0%	73.796%	96	83	54	82	125
Support activities for oil and gas operations	2,107	1,860	1,348	42,102	14,968	5.000%	73.796%	93	82	54	1,553	552
Mining and quarrying stone	2,091	1,850	1,342	1,565	2,967	3.1%	86.900%	57	50	36	43	81
Cutting tool and machine tool accessory manufacturing	2,055	1,762	1,261	1,045	1,726	5.0%	73.796%	91	78	50	39	64
Other cut and sew apparel manufacturing	2,039	1,723	1,244	847	3,030	5.0%	73.796%	90	76	50	31	112
Hardware manufacturing	1,921	1,658	1,220	2,781	3,098	5.0%	73.796%	85	73	49	103	114
Dental equipment and supplies manufacturing	1,938	1,673	1,213	481	1,071	5.0%	73.796%	86	74	48	18	40
Frozen food manufacturing	1,879	1,622	1,189	2,702	9,599	5.0%	73.796%	83	72	48	100	354
Turned product and screw, nut, and bolt manufacturing	1,892	1,642	1,189	2,257	2,826	5.0%	73.796%	84	73	48	83	104
Office supplies (except paper) manufacturing	1,860	1,655	1,180	1,669	5,820	5.0%	73.796%	82	73	47	62	215
In-vitro diagnostic substance manufacturing	1,820	1,592	1,168	1,425	1,479	5.0%	73.796%	81	70	47	53	55
Plumbing fixture fitting and trim manufacturing	1,828	1,582	1,164	952	1,469	5.0%	73.796%	81	70	47	35	54
Soybean and other oilseed processing	1,842	1,568	1,147	84,604	122,482	5.0%	73.796%	82	69	46	3,122	4,519
Synthetic dye and pigment manufacturing	1,790	1,544	1,121	1,674	7,737	5.0%	73.796%	79	68	45	62	285
All other forging, stamping, and sintering	1,733	1,504	1,118	434	284	5.0%	73.796%	77	67	45	16	10
Material handling equipment manufacturing	1,819	1,542	1,103	2,005	2,900	5.0%	73.796%	81	68	44	74	107
Nonwoven fabric mills	1,767	1,514	1,091	1,261	972	5.0%	73.796%	78	67	44	47	36
Commercial Fishing	1,683	1,453	1,064	9,201	1,537	5.0%	73.796%	75	64	43	339	57
Ophthalmic goods manufacturing	1,631	1,407	1,019	2,334	8,868	5.0%	73.796%	72	62	41	86	327
Steel product manufacturing from purchased steel	1,616	1,408	1,017	1,541	2,609	5.0%	73.796%	72	62	41	57	96

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing	1,781	1,474	1,015	1,372	1,253	5.0%	73.796%	79	65	41	51	46
Commercial logging	1,554	1,374	1,005	4,142	9,672	5.0%	73.796%	69	61	40	153	357
Broadwoven fabric mills	1,689	1,424	1,004	2,030	2,676	5.0%	73.796%	75	63	40	75	99
Other engine equipment manufacturing	1,558	1,363	983	950	4,404	5.0%	73.796%	69	60	39	35	162
Veneer and plywood manufacturing	1,410	1,245	928	1,124	3,146	5.0%	73.796%	62	55	37	41	116
Apparel accessories and other apparel manufacturing	1,489	1,278	920	1,168	2,291	5.0%	73.796%	66	57	37	43	85
Footwear manufacturing	1,465	1,264	916	2,040	4,629	5.0%	73.796%	65	56	37	75	171
Wiring device manufacturing	1,413	1,217	877	196	312	5.0%	73.796%	63	54	35	7	11
Plastics and rubber industry machinery manufacturing	1,346	1,173	863	1,808	1,261	5.0%	73.796%	60	52	34	67	47
Tree nut farming	1,196	1,023	737	4,553	9,122	5.0%	73.796%	53	45	29	168	337
Motor vehicle body manufacturing	1,175	1,009	727	971	315	5.0%	73.796%	52	45	29	36	12
Doll, toy, and game manufacturing	1,162	1,005	726	781	2,977	5.0%	73.796%	51	44	29	29	110
Metal cutting and forming machine tool manufacturing	1,153	993	717	495	1,444	5.0%	73.796%	51	44	29	18	53
Curtain and linen mills	1,121	966	687	1,162	1,451	5.0%	73.796%	50	43	27	43	54
All other textile product mills	1,088	929	664	1,291	1,780	5.0%	73.796%	48	41	27	48	66
Light truck and utility vehicle manufacturing	1,061	914	661	1,729	4,671	5.0%	73.796%	47	40	26	64	172
Primary smelting and refining of copper	989	853	617	290	130	5.0%	73.796%	44	38	25	11	5
Cut stone and stone product manufacturing	948	822	604	760	997	5.0%	73.796%	42	36	24	28	37
Crown and closure manufacturing and metal stamping	902	783	568	910	1,427	5.0%	73.796%	40	35	23	34	53
Optical instrument and lens manufacturing	918	790	567	308	1,486	5.0%	73.796%	41	35	23	11	55
Institutional furniture manufacturing	883	771	556	82	110	5.0%	73.796%	39	34	22	3	4
Aluminum product manufacturing from purchased aluminum	871	756	552	576	628	5.0%	73.796%	39	33	22	21	23
Flat glass manufacturing	870	753	545	2,065	4,936	5.0%	73.796%	39	33	22	76	182
Construction machinery manufacturing	836	737	531	2,066	1,968	5.000%	73.796%	37	33	21	76	73
Concrete pipe, brick, and block manufacturing	821	717	529	241	236	5.0%	73.796%	36	32	21	9	9
Mining gold, silver, and other metal ore	876	741	521	520	2,182	3.1%	86.900%	24	20	14	14	59
Speed changer, industrial high-speed drive, and gear manufacturing	822	716	516	1,482	770	5.0%	73.796%	36	32	21	55	28
Jewelry and silverware manufacturing	823	710	516	486	2,689	5.0%	73.796%	36	31	21	18	99
Motorcycle, bicycle, and parts manufacturing	776	670	485	475	833	5.0%	73.796%	34	30	19	18	31
Arms, ordnance, and accessories manufacturing	785	672	484	580	1,062	5.0%	73.796%	35	30	19	21	39

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Other rubber product manufacturing	752	651	475	914	1,210	5.0%	73.796%	33	29	19	34	45
Stationery product manufacturing	678	598	430	667	1,038	5.0%	73.796%	30	26	17	25	38
Fabric coating mills	675	579	418	430	433	5.0%	73.796%	30	26	17	16	16
Special tool, die, jig, and fixture manufacturing	646	561	409	161	339	5.0%	73.796%	29	25	16	6	13
Paperboard container manufacturing	636	552	404	672	1,054	5.0%	73.796%	28	24	16	25	39
Rolling mill and other metalworking machinery manufacturing	626	536	389	369	483	5.0%	73.796%	28	24	16	14	18
Fiber, yarn, and thread mills	597	506	361	651	615	5.0%	73.796%	26	22	14	24	23
Artificial and synthetic fibers and filaments manufacturing	533	466	341	206	688	5.0%	73.796%	24	21	14	8	25
Guided missile and space vehicle manufacturing	548	472	341	3,455	3,151	5.0%	73.796%	24	21	14	127	116
Electricity and signal testing instruments manufacturing	548	469	336	432	728	5.0%	73.796%	24	21	13	16	27
Leather and hide tanning and finishing	526	450	326	139	1,955	5.0%	73.796%	23	20	13	5	72
Mining and oil and gas field machinery manufacturing	506	448	322	159	438	5.0%	73.796%	22	20	13	6	16
Paint and coating manufacturing	496	429	312	342	522	5.0%	73.796%	22	19	12	13	19
Lime and gypsum product manufacturing	486	422	310	63	84	5.0%	73.796%	22	19	12	2	3
Fabricated pipe and pipe fitting manufacturing	488	422	300	1,695	2,930	5.0%	73.796%	22	19	12	63	108
Industrial mold manufacturing	460	400	294	196	245	5.0%	73.796%	20	18	12	7	9
Other concrete product manufacturing	448	395	287	48	54	5.0%	73.796%	20	17	11	2	2
Copper rolling, drawing, extruding and alloying	447	386	283	290	312	5.0%	73.796%	20	17	11	11	11
Textile bag and canvas mills	455	388	278	340	621	5.0%	73.796%	20	17	11	13	23
Lighting fixture manufacturing	431	373	271	74	189	5.0%	73.796%	19	17	11	3	7
Pottery, ceramics, and plumbing fixture manufacturing	420	367	267	510	470	5.0%	73.796%	19	16	11	19	17
All other transportation equipment manufacturing	423	365	264	286	464	5.0%	73.796%	19	16	11	11	17
Prefabricated wood building manufacturing	382	336	248	608	851	5.0%	73.796%	17	15	10	22	31
Nonferrous metal foundries	373	327	236	131	185	5.0%	73.796%	17	14	9	5	7
Alumina refining and primary aluminum production	359	313	226	299	564	5.0%	73.796%	16	14	9	11	21
Packaging machinery manufacturing	344	293	213	947	307	5.0%	73.796%	15	13	9	35	11
Rubber and plastics hoses and belting manufacturing	325	279	202	268	267	5.0%	73.796%	14	12	8	10	10

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals	307	269	196	531	1,581	3.125%	86.900%	8	7	5	14	43
Irradiation apparatus manufacturing	309	264	189	405	1,818	5.0%	73.796%	14	12	8	15	67
Musical instrument manufacturing	288	247	179	88	267	5.0%	73.796%	13	11	7	3	10
Gasket, packing, and sealing device manufacturing	274	236	171	616	938	5.0%	73.796%	12	10	7	23	35
Boat building	262	228	166	211	669	5.0%	73.796%	12	10	7	8	25
Custom architectural woodwork and millwork manufacturing	267	228	162	2,302	2,314	5.0%	73.796%	12	10	6	85	85
Mechanical power transmission equipment manufacturing	249	218	157	144	0	5.0%	73.796%	11	10	6	5	0
Small electrical appliance manufacturing	233	200	143	420	420	5.0%	73.796%	10	9	6	15	16
Abrasive product manufacturing	209	182	132	355	606	5.0%	73.796%	9	8	5	13	22
Paper mills	196	173	124	39	43	5.0%	73.796%	9	8	5	1	2
Railroad rolling stock manufacturing	177	154	111	50	401	5.0%	73.796%	8	7	4	2	15
Ready-mix concrete manufacturing	173	151	110	226	333	5.0%	73.796%	8	7	4	8	12
Tire manufacturing	162	140	101	24	33	5.0%	73.796%	7	6	4	1	1
Knit fabric mills	168	142	101	391	501	5.0%	73.796%	7	6	4	14	19
Telephone apparatus manufacturing	168	142	100	863	498	5.0%	73.796%	7	6	4	32	18
Carpet and rug mills	153	132	95	115	150	5.0%	73.796%	7	6	4	4	6
Motor home manufacturing	110	94	68	393	13,569	5.0%	73.796%	5	4	3	14	501
Household cooking appliance manufacturing	111	94	67	52	373	5.0%	73.796%	5	4	3	2	14
All other converted paper product manufacturing	96	83	61	46	134	5.0%	73.796%	4	4	2	2	5
Air purification and ventilation equipment manufacturing	94	82	60	52	127	5.0%	73.796%	4	4	2	2	5
Support activities for other mining	92	80	57	262	266	5.0%	73.796%	4	4	2	10	10
Mineral wool manufacturing	88	77	56	0	13	5.0%	73.796%	4	3	2	0	0
Power-driven handtool manufacturing	87	74	53	75	283	5.0%	73.796%	4	3	2	3	10
Truck trailer manufacturing	75	65	47	62	37	5.0%	73.796%	3	3	2	2	1
Heating equipment (except warm air furnaces) manufacturing	55	47	34	34	34	5.0%	73.796%	2	2	1	1	1
Other general purpose machinery manufacturing	51	44	31	1,229	1,563	5.0%	73.796%	2	2	1	45	58
Miscellaneous nonmetallic mineral product manufacturing	44	39	28	3	4	5.0%	73.796%	2	2	1	0	0
Photographic and photocopying equipment manufacturing	43	36	26	916	4,155	5.0%	73.796%	2	2	1	34	153
Metal tank (heavy gauge) manufacturing	39	34	24	125	136	5.0%	73.796%	2	1	1	5	5
Military armored vehicle, tank, and tank component manufacturing	35	30	22	686	233	5.0%	73.796%	2	1	1	25	9
Cement manufacturing	26	22	17	34	42	5.0%	73.796%	1	1	1	1	2

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2011	2012	2013	2014	2015	Tax Rate	General Fund Share	2011	2012	2013	2014	2015
Pump and pumping equipment manufacturing	27	23	17	253	484	5.0%	73.796%	1	1	1	9	18
Air conditioning, refrigeration, and warm air heating equipment manufacturing	19	16	12	634	1,116	5.0%	73.796%	1	1	0	23	41
Brick, tile, and other structural clay product manufacturing	16	14	10	10	24	5.0%	73.796%	1	1	0	0	1
Fluid power process machinery manufacturing	14	12	8	15	63	5.0%	73.796%	1	1	0	1	2
Ammunition manufacturing	11	9	7	6	21	5.0%	73.796%	0	0	0	0	1
Ferrous metal foundries	10	9	7	15	25	5.0%	73.796%	0	0	0	1	1
Forestry, forest products, and timber tract production	7	6	5	4	4	5.0%	73.796%	0	0	0	0	0
Electric lamp bulb and part manufacturing	5	4	3	3	11	5.0%	73.796%	0	0	0	0	0
Paperboard Mills	2	2	2	3	29	5.0%	73.796%	0	0	0	0	1
Ground or treated mineral and earth manufacturing	1	1	1	15	31	5.0%	73.796%	0	0	0	1	1