



ECONOMIC AND FISCAL IMPACT ANALYSIS UPDATE

Phoenix Convention Center

PHOENIX, ARIZONA



SUBMITTED TO:

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

PREPARED BY:

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LINDSEY PERRY, CPA, CFE
AUDITOR GENERAL

STATE OF ARIZONA
OFFICE OF THE
AUDITOR GENERAL

MELANIE M. CHESNEY
DEPUTY AUDITOR GENERAL

July 2, 2018

The Honorable Steve Yarbrough, President
Arizona State Senate

The Honorable J.D. Mesnard, Speaker
Arizona House of Representatives

The Honorable Doug Ducey, Governor
State of Arizona

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

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

This analysis estimates tax revenues generated for the State of Arizona from regional and national conventions and trade shows held at the Phoenix Convention Center. For the calendar year ended December 31, 2017, HVS estimated that events held at the Convention Center generated \$18.6 million in tax revenues for the State, which is less than the \$22.5 million the State contributed toward the Convention Center's expansion. In addition, tax revenues have exceeded the State's contributions by \$46.5 million from the completion of the Convention Center's expansion in 2009 through calendar year 2017. Therefore, the City of Phoenix owes no monies back to the State for fiscal year 2019.

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

Sincerely,

Lindsey Perry, CPA, CFE
Auditor General



July 2, 2018

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Re: Phoenix Convention Center
Phoenix, Arizona, 85018

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Dear Ms. Perry:

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

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

It has been a pleasure working with you.

Sincerely,
HVS Convention, Sports & Entertainment
Facilities Consulting

Thomas A Hazinski
Managing Director

Alex Moon
Senior Associate



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1. Introduction and Executive Summary

Nature of the Assignment

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

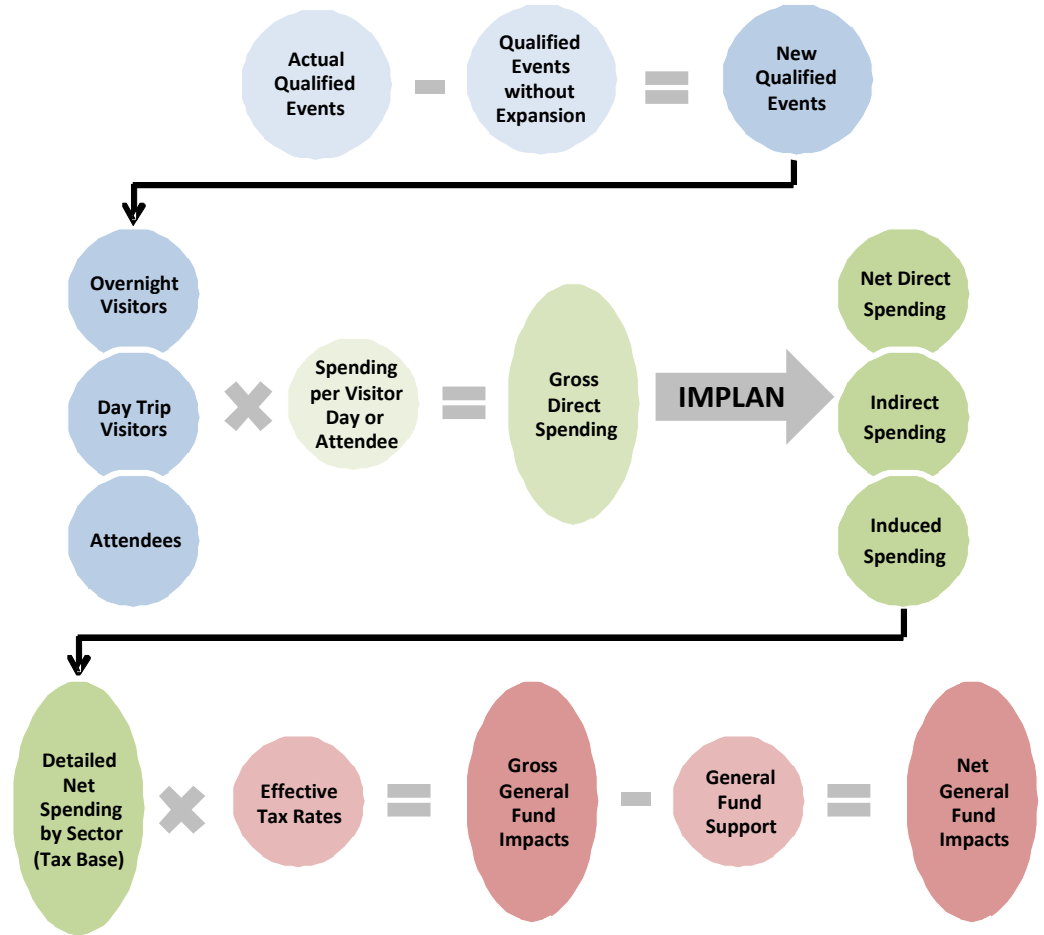
HVS performed this analysis as directed by A.R.S. §9-626(A) and (B). This statute requires an assessment of the value of direct, indirect, and induced economic activity resulting from regional and national conventions and trade shows held at the PCC. These estimates of economic activity provide the basis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

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

Economic Impact Methodology

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

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



As required under A.R.S. §9-626, HVS estimated the change in economic activity related to “regional and national conventions and trade shows held at the site of the eligible project” referred to hereinafter as “Qualified Events.” HVS relied on historical data on Qualified Events, attendance, and room nights generated by the PCC before and after its expansion to estimate the increase in the number of and attendance at Qualified Events.

For the no-expansion scenario, HVS assumed that in 2009, the PCC would have achieved an average annual level of Qualified Events for the years 2003 through 2005. From 2006 through 2008, the project to expand the PCC was in process, negatively affecting the annual level of Qualified Events. From 2010 through 2013, we applied the actual percent change in demand to the historical averages. For

2014 through 2017, 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 (2016) on the Arizona economy. IMPLAN generates estimates of total net spending. Spending falls into three categories: net direct spending, indirect spending, and induced spending. The sum of net direct, indirect, and induced spending estimates makes up the total estimated spending impact of the New Qualified Events.

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

Event Demand Analysis

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events from 2009 through 2017. The figure on the following page shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

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

	No Expansion	Actual	Change
Qualified Events			
2009	31	69	38
2010	27	62	35
2011	25	52	27
2012	27	61	34
2013	19	42	23
2014	19	65	46
2015	19	65	46
2016	19	67	48
2017	19	67	48
Total	205	550	345
Attendance			
2009	62,000	310,000	248,000
2010	46,000	229,000	183,000
2011	42,000	211,000	169,000
2012	33,000	165,000	132,000
2013	24,000	118,000	94,000
2014	24,000	199,000	175,000
2015	24,000	248,000	224,000
2016	24,000	211,000	187,000
2017	24,000	240,000	216,000
Total	303,000	1,931,000	1,628,000
Room Nights			
2009	252,000	826,000	574,000
2010	185,000	643,000	458,000
2011	171,000	601,000	430,000
2012	132,000	523,000	391,000
2013	96,000	368,000	272,000
2014	96,000	604,000	508,000
2015	96,000	694,000	598,000
2016	96,000	647,000	551,000
2017	96,000	674,000	578,000
Total	1,220,000	5,580,000	4,360,000

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. Attendance decreased 15% in 2016, but increased 14% in 2017. HVS defines net attendance as the difference in demand between actual PCC attendance and attendance in the non-expansion scenario.

Spending Impact

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

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

	2009	2010	2011	2012	2013	2014	2015	2016	2017
Direct	\$245.0	\$188.7	\$181.7	\$160.7	\$117.3	\$217.6	\$277.1	\$251.8	\$235.4
Indirect	74.6	58.6	56.7	49.9	36.1	65.9	82.2	89.7	90.3
Induced	96.8	75.5	73.0	63.3	46.1	74.3	121.5	145.9	119.1
Total	\$416.4	\$322.8	\$311.4	\$273.9	\$199.5	\$357.8	\$480.8	\$487.4	\$444.8

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 on the following page summarizes the estimated increase in General Fund revenues from 2009 to 2017 with construction impacts and fund distributions.

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

	Impact
Annual Qualified Revenue	
2009	\$17,347,000
2010	14,681,000
2011	15,422,000
2012	13,620,000
2013	9,120,000
2014	14,996,000
2015	20,489,000
2016	20,647,000
2017	18,595,000
Total Qualified Revenue	\$144,917,000
Construction Impacts	26,445,000
Sub-total	\$171,362,000
Less Fund Distributions 2009-2017	(124,890,000)
Qualified Revenue Less Distributions	\$46,472,000

Sources: AECOM, State of Arizona, and HVS

Breakeven Analysis

The cumulative difference of construction impacts and Qualified Revenue less fund distributions from 2009 to 2017 is approximately \$46.5 million. However, fund distributions will continue through 2044. HVS used booking data provided by the PCC and assumed a constant 2.5% inflation rate for the Qualified Revenue per PCC attendee to estimate the minimum attendance required for total fund distributions to equal Qualified Revenue. See the figure on the following page.

**FIGURE 1-5
QUALIFIED REVENUE BREAKEVEN ANALYSIS**

Bond Year*	Fund Distributions	Estimated Net Attendance	Qualified Revenue per Attendee**	Qualified Revenue	Cumulative Difference
2018	\$22,996,250	211,500	93.22	19,715,517	\$43,191,267
2019	23,499,950	211,500	95.55	20,208,405	39,899,721
2020	23,997,900	211,500	97.94	20,713,615	36,615,436
2021	24,498,450	211,500	100.39	21,231,455	33,348,441
2022	24,999,400	211,500	102.89	21,762,241	30,111,283
2023	25,498,550	211,500	105.47	22,306,298	26,919,030
2024	25,998,700	211,500	108.10	22,863,955	23,784,285
2025	26,497,375	211,500	110.81	23,435,554	20,722,464
2026	26,997,100	211,500	113.58	24,021,443	17,746,807
2027	27,495,125	211,500	116.42	24,621,979	14,873,660
2028	27,998,700	211,500	119.33	25,237,528	12,112,489
2029	28,499,525	211,500	122.31	25,868,466	9,481,430
2030	28,999,575	211,500	125.37	26,515,178	6,997,033
2031	29,495,550	211,500	128.50	27,178,058	4,679,541
2032	29,999,150	211,500	131.71	27,857,509	2,537,900
2033	29,996,250	211,500	135.01	28,553,947	1,095,596
2034	29,995,775	208,843	138.38	28,900,179	0
2035	29,999,975	211,503	141.84	29,999,975	0
2036	29,995,825	206,316	145.39	29,995,825	0
2037	29,995,850	201,284	149.02	29,995,850	0
2038	29,996,750	196,381	152.75	29,996,750	0
2039	29,995,225	191,581	156.57	29,995,225	0
2040	29,997,975	186,926	160.48	29,997,975	0
2041	29,996,150	182,355	164.49	29,996,150	0
2042	29,996,175	177,908	168.61	29,996,175	0
2043	29,998,925	173,585	172.82	29,998,925	0

*Beginning July 1

**Estimated inflation of 2.5% per year.

HVS estimates that the PCC requires an average of approximately 212,000 net attendees per year for cumulative Qualified Revenue to equal fund distributions.

Conclusion

Cumulative Qualified Revenues (including construction impacts) as defined by A.R.S. §9-626(A) and (B) exceed Fund Distributions by approximately \$46.5 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 that began in 2014 and advance booking data provided by the PCC in 2017 indicate a strong recovery. In 2015 and 2016, Qualified Revenues slightly exceeded Fund Distributions. Due to the 10% increase in distribution requirement from 2016 to 2017, distributions exceeded Qualified Revenue in



2017. However, assuming long-term moderate levels of event demand and inflationary growth of visitor spending, the PCC should develop a net positive impact on the General Fund.

2. Event Demand Analysis

History of Phoenix Convention Center

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

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

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

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

FIGURE 2-1
PCC BEFORE AND AFTER EXPANSION

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

Source: Phoenix Convention Center, City of Phoenix, GPCVB

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

Actual Qualified Events

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the calendar years 2009 through 2017. Appendix A provides a complete list of Qualified Events. The following figures present the number of events and attendee history at the PCC for the past eight years by calendar year and number of attendees.

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

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

Source: GPCVB

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

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

Source: GPCVB

From 2016 to 2017, the PCC experienced a 14% increase in Qualified Events attendance. The figure below shows the room night history at the PCC.

**FIGURE 2-4
PHOENIX CONVENTION CENTER TOTAL ROOM NIGHTS**

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

Source: GPCVB

**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 on the following page. 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	31.1	2,063

Source: PCC

To estimate the number of Qualified Events that would have occurred without expansion, HVS assumed that in 2009 the PCC would have achieved the 2003 to 2005 three-year average level of events and attendance. In subsequent years, we applied the actual percent change in Qualified Events for the years 2010 through 2013 to the average levels in 2009. For 2014 through 2017, 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 2017, 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%
2016	67	3%	210,506	-15%
2017	67	0%	239,570	14%

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.

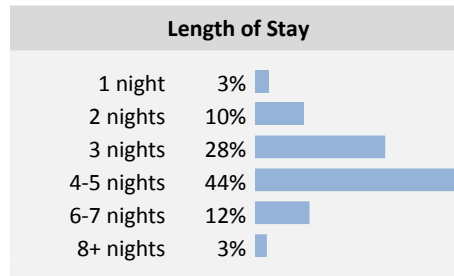
**FIGURE 2-7
PROJECTED ATTENDANCE WITHOUT EXPANSION**

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

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 2017.

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 on the following page.

**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 2017 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 on the following page.

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

Source: PCC Intercept Survey and GPCVB

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

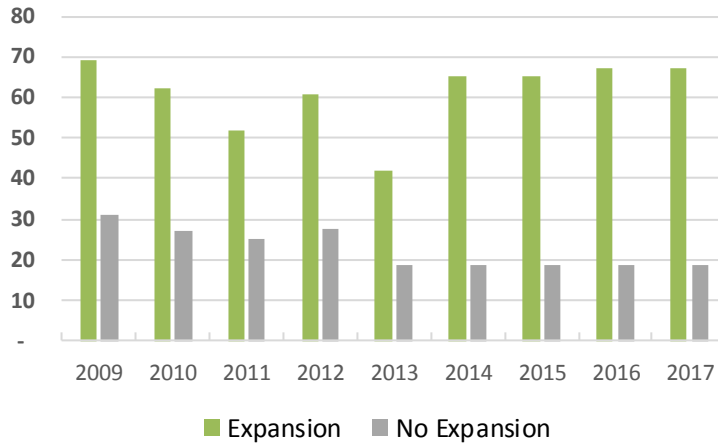
The figure on the following page shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

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

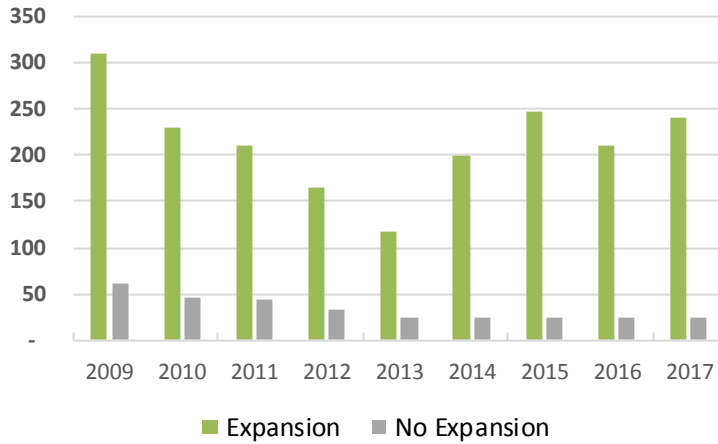
	No Expansion	Actual	Change
Qualified Events			
2009	31	69	38
2010	27	62	35
2011	25	52	27
2012	27	61	34
2013	19	42	23
2014	19	65	46
2015	19	65	46
2016	19	67	48
2017	19	67	48
Total	205	550	345
Attendance			
2009	62,000	310,000	248,000
2010	46,000	229,000	183,000
2011	42,000	211,000	169,000
2012	33,000	165,000	132,000
2013	24,000	118,000	94,000
2014	24,000	199,000	175,000
2015	24,000	248,000	224,000
2016	24,000	211,000	187,000
2017	24,000	240,000	216,000
Total	303,000	1,931,000	1,628,000
Room Nights			
2009	252,000	826,000	574,000
2010	185,000	643,000	458,000
2011	171,000	601,000	430,000
2012	132,000	523,000	391,000
2013	96,000	368,000	272,000
2014	96,000	604,000	508,000
2015	96,000	694,000	598,000
2016	96,000	647,000	551,000
2017	96,000	674,000	578,000
Total	1,220,000	5,580,000	4,360,000

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 makes up the total estimated spending impact of Qualified Events at the PCC.

Sources of Direct Spending

HVS identified four sources of new direct spending impact:

- **Overnight Guests:** Delegates to Qualified Events who require overnight lodging, including convention delegates, meeting attendees, and attendees at other Qualified Events. Overnight delegate spending includes the spending on hotel catering by exhibitors and event organizers along with the personal spending of individual guests.
- **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
2016	162.76
2017	161.49

Source: STR

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

HVS primarily relied on Longwoods International’s 2016 Phoenix Visitor Profile Research for overnight and day-trip visitor spending. HVS relied on its own hotel

revenue database to determine additional overnight visitor spending that Longwoods International does not include in its travel surveys. For exhibitor and organizer spending, we used a 2004 national survey of convention spending conducted by the Destinations International (“DI”).

HVS adjusted all Longwoods and DI spending parameters for inflation using the Consumer Price Index as published by the US Bureau of Labor Statistics. Since DI data reflects national spending, we adjusted DI parameters for the relative cost of travel to Phoenix based on the Corporate Travel Index (“CTI”). CTI is an annual comparison of travel costs to the 100 largest U.S. cities conducted by Business Travel News.

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

The figures show the adjusted and appropriately inflated daily spending parameters for 2009 through 2017.

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

	2017 CTI Adjusted Uninflated	2010	2011	2012	2013	2014	2015	2016	2017*
Inflation Index	1.000	1.152	1.189	1.214	1.229	1.253	1.255	1.271	-
Hotel Room Rental	\$161.49	\$140.18	\$140.06	\$145.42	\$143.83	\$146.95	\$159.71	\$162.76	\$161.49
Restaurants	44.76	60.81	62.76	64.07	64.84	66.14	66.23	56.88	27.61
Other Hotel Spending	37.49	40.09	41.37	42.24	42.75	43.61	43.66	47.64	81.43
General Retail	22.38	25.72	26.55	27.11	27.43	27.98	28.02	28.44	15.63
Golf, Skiing and Gaming	16.25	18.68	19.27	19.68	19.91	20.31	20.34	20.65	0.00
Cultural Recreation	7.71	8.87	9.15	9.34	9.45	9.64	9.66	9.80	0.00
Transportation	6.82	7.84	8.09	8.26	8.36	8.53	8.54	8.67	7.29
Auto Rental and Leasing	7.49	7.83	8.09	8.25	8.35	8.52	8.53	9.52	7.29
Sightseeing	3.62	4.16	4.29	4.38	4.43	4.52	4.53	4.60	0.00
Performing Arts Companies	3.04	3.49	3.60	3.68	3.72	3.80	3.80	3.86	0.00
Spectator Sports Companies	1.63	1.87	1.93	1.97	2.00	2.04	2.04	2.07	0.00
Retail - Gas Stations	1.50	1.72	1.78	1.81	1.83	1.87	1.87	1.90	0.00
Public Transit	1.32	1.52	1.57	1.60	1.62	1.65	1.65	1.68	0.00
Film Entertainment	1.01	1.16	1.20	1.22	1.24	1.26	1.26	1.28	0.00
Telecommunication	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Amusement & Recreation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.50
Total	\$316.51	\$323.94	\$329.71	\$339.03	\$339.76	\$346.82	\$359.84	\$359.75	\$313.24

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

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

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

	2017 CTI Adjusted Uninflated	2010	2011	2012	2013	2014	2015	2016	2017*
Inflation Index	1.000	1.152	1.189	1.214	1.229	1.253	1.255	1.271	-
Restaurants	\$44.77	\$60.81	\$62.76	\$64.07	\$64.84	\$66.14	\$66.23	\$56.88	\$27.61
General Retail	22.38	25.72	26.55	27.11	27.43	27.98	28.02	28.44	15.63
Golf, Skiing and Gaming	16.25	18.68	19.27	19.68	19.91	20.31	20.34	20.65	0.00
Cultural Recreation	7.71	8.87	9.15	9.34	9.45	9.64	9.66	9.80	0.00
Sightseeing	3.62	4.16	4.29	4.38	4.43	4.52	4.53	4.60	0.00
Performing Arts Companies	3.04	3.49	3.60	3.68	3.72	3.80	3.80	3.86	0.00
Spectator Sports Companies	1.63	1.87	1.93	1.97	2.00	2.04	2.04	2.07	0.00
Retail - Gas Stations	1.49	1.72	1.78	1.81	1.83	1.87	1.87	1.90	0.00
Public Transit	1.32	1.52	1.57	1.60	1.62	1.65	1.65	1.68	0.00
Film Entertainment	1.01	1.16	1.20	1.22	1.24	1.26	1.26	1.28	0.00
Transportation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.29
Auto Rental and Leasing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.29
Other Amusement & Recreation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.50
Total	\$103.22	\$128.00	\$132.10	\$134.86	\$136.47	\$139.21	\$139.40	\$131.16	\$70.32

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

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

**FIGURE 3-4
EXHIBITOR DAILY SPENDING PER EVENT ATTENDEE**

	2017 CTI Adjusted Uninflated	2010	2011	2012	2013	2014	2015	2016	2017
Inflation Index	1.000	1.152	1.189	1.214	1.229	1.253	1.255	1.271	1.298
Lodging Costs	\$8.37	\$7.26	\$7.26	\$7.53	\$7.45	\$7.61	\$8.28	\$8.43	\$8.37
Other Hotel Spending	3.46	3.70	3.82	3.90	3.94	4.02	4.03	4.39	4.25
Advertising & Related Services	2.59	2.97	3.06	3.13	3.17	3.23	3.23	3.28	3.26
Other Amusement & Recreation	2.55	2.92	3.02	3.08	3.12	3.18	3.18	3.23	3.21
Auto Rental and Leasing	2.31	2.42	2.50	2.55	2.59	2.64	2.64	2.95	2.95
Machinery & Equipment	1.41	1.62	1.68	1.71	1.73	1.77	1.77	1.79	1.78
General Retail	1.10	1.27	1.31	1.34	1.35	1.38	1.38	1.40	1.39
Transportation	0.82	0.95	0.98	1.00	1.01	1.03	1.03	1.04	1.04
Retail - Gas Stations	0.39	0.44	0.46	0.47	0.47	0.48	0.48	0.49	0.49
Public Transit	0.13	0.14	0.15	0.15	0.15	0.16	0.16	0.16	0.16
Total	\$23.13	\$23.69	\$24.24	\$24.86	\$24.98	\$25.50	\$26.18	\$27.16	\$26.90

Sources: CTI, DI, STR, and HVS

FIGURE 3-5
EVENT ORGANIZER SPENDING PER EVENT ATTENDEE

	2017 CTI Adjusted Uninflated	2010	2011	2012	2013	2014	2015	2016	2017
Inflation Index	1.000	1.152	1.189	1.214	1.229	1.253	1.255	1.271	1.298
Other Hotel Spending	\$1.19	\$1.37	\$1.41	\$1.44	\$1.46	\$1.49	\$1.49	\$1.40	\$1.57
General Retail	0.85	1.15	1.19	1.21	1.23	1.25	1.25	1.27	1.26
Hotel Room Rate	1.07	1.12	1.15	1.18	1.19	1.22	1.22	1.15	1.29
Advertising & Related Services	0.77	0.89	0.92	0.94	0.95	0.97	0.97	0.99	0.98
Transportation	0.15	0.17	0.18	0.18	0.18	0.19	0.19	0.19	0.19
Auto Rental and Leasing	0.04	0.04	0.04	0.04	0.05	0.05	0.05	0.05	0.05
Public Transit	0.03	0.04	0.04	0.04	0.04	0.04	0.04	0.04	0.04
Restaurants	0.02	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03
Total	\$4.12	\$4.81	\$4.96	\$5.06	\$5.13	\$5.24	\$5.24	\$5.12	\$5.41

Sources: CTI, DI, STR, and HVS

**Facility Revenue
Related to Qualified
Events**

The spending parameters discussed above exclude spending that occurs within the PCC. Visitors, event organizers, and exhibitors purchase facility rentals and equipment, food and beverage services, and other services at the PCC. HVS used PCC client spending data from 2009 to 2017 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 2010 through 2017.

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

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

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

Sources: HVS and PCC

While the number of attendees in the non-expansion scenario remained the same from 2016 to 2017, the venue spending per attendee decreased due to a change in the source of the spending, which explains the significant decrease in venue spending from 2016 to 2017 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	2010	2011	2012	2013	2014	2015	2016	2017
Food & Beverage	\$6,633	\$6,873	\$7,825	\$6,451	\$14,624	\$17,414	\$20,996	\$14,780
Facility Rental	2,187	2,035	2,533	1,886	2,271	2,982	2,634	2,926
Utilities	1,947	1,461	2,017	1,719	2,961	3,947	4,180	3,306
Audio Visual	1,187	1,198	1,247	783	1,807	2,043	1,969	1,591
Services	455	430	514	371	593	1,462	881	936
Equipment	33	42	60	41	45	66	69	73
Ticket Tax/Fees	105	18	21	20	25	18	20	16
Parking	5	100	10	12	38	191	42	39
Total	\$12,552	\$12,157	\$14,227	\$11,283	\$22,364	\$28,123	\$30,791	\$23,667

Sources: HVS and PCC

Refer to Appendix D for a complete listing of all PCC revenues in 2017.

Attendance Estimates

HVS applied the previous sources of spending impacts and spending parameters to estimate gross direct spending for the years 2009 through 2017. 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 2017, HVS used the average event length of Qualified Events from 2009 to 2017.

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

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

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

**FIGURE 3-10
TOTAL ATTENDEE DAYS**

Attendance Range	2011	2012	2013	2014	2015	2016	2017
0 - 999	14,000	18,000	20,000	22,000	12,000	21,000	16,000
1000 - 1999	50,000	68,000	29,000	74,000	91,000	72,000	100,000
2000 - 2999	55,000	99,000	66,000	78,000	77,000	110,000	107,000
3000 - 3999	0	98,000	61,000	73,000	75,000	57,000	73,000
4000 - 4999	21,000	81,000	48,000	22,000	102,000	64,000	97,000
5000 - 5999	0	22,000	6,000	15,000	103,000	29,000	32,000
6000 - 6999	26,000	0	23,000	93,000	0	139,000	0
7000 - 7999	0	0	0	0	173,000	50,000	0
8000 - 8999	0	0	0	86,000	0	29,000	28,000
9000 - 9999	36,000	0	0	0	0	0	36,000
10000+	543,000	165,000	145,000	244,000	420,000	207,000	425,000
Total	745,000	551,000	398,000	707,000	1,053,000	778,000	914,000

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 2011 to 2017.

**FIGURE 3-11
GROSS DIRECT SPENDING**

Year	Spending Parameter	x # Attendee Days =	Total Spending
Overnight Visitor Spending			
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
2016	\$359.75	551,000	198,222,000
2017	\$313.24	578,000	181,053,000
Day-trip Visitor Spending			
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
2016	\$131.16	152,000	19,936,000
2017	\$70.32	227,000	15,963,000
Exhibitor Spending			
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
2016	\$27.16	778,000	21,130,000
2017	\$26.90	914,000	24,587,000
Organizer Spending			
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
2016	\$5.12	778,000	3,983,000
2017	\$5.41	914,000	4,945,000
Annual Venue Spending at Qualified Events			
	2010	12,551,000	
	2011	12,157,000	
	2012	14,227,000	
	2013	11,283,000	
	2014	22,364,000	
	2015	28,123,000	
	2016	30,791,000	
	2017	23,667,000	

Sources: DI (as adjusted by HVS) and PCC

Indirect and Induced Spending

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

IMPLAN Impact Modeling

IMPLAN is a nationally recognized model developed at the University of Minnesota commonly used to estimate economic impacts. An input-output model generally describes the commodities and income that normally flow through the various sectors of a given economy. The indirect and induced spending and employment effects represent the estimated changes in the flow of income, goods, and services caused by the estimated direct spending. The IMPLAN model accounts for the specific characteristics of the local area economy and estimates the share of indirect and induced spending that it would retain.

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

**FIGURE 3-12
GROSS DIRECT SPENDING BY IMPLAN SECTOR (2017)***

Sector	Spending (\$ Thousands)
Hotels and motels, including casino hotels	\$154,614
Food services and drinking places	40,336
Retail Stores - General Merchandise	15,009
Other amusement and recreation industries	13,002
Transit and ground passenger transportation	6,992
Automotive Equipment Rental and leasing	6,960
Real estate establishments	4,590
Advertising and Related Services	3,878
Commercial and industrial machinery and equipment rental and leasing	3,285
Other support services	936
Retail Stores - Gasoline Stations	451
State and local government passenger transit	181
Other personal services	39
Total	\$250,273

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

Annual Net Direct Spending

A portion of gross direct spending does not generate income within the state of Arizona. HVS adjusted gross direct spending to account for spending that leaks out of the local economy by using IMPLAN’s estimated retail margins and local

purchase percentages. As a result, the realized direct spending (“net direct spending”) is lower than the gross direct spending.

Retail Margins

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

Local Purchase Percentage

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

Annual Net Spending Impacts

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

**FIGURE 3-13
NET DIRECT, INDIRECT, AND INDUCED SPENDING (\$ THOUSANDS)**

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

Total spending decreased by 8.8% from 2016 to 2017. However, induced spending increased by 0.6%. This difference occurs because the data set HVS used for 2014 had lower levels of labor income than usual, while in 2015, 2016, and 2017, 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 and 2016 than 2014 and induce more spending. From 2015 to 2016 and 2016 to 2017, induced output also increased due to the State of

Arizona's enhanced ability to meet local demand for wholesale. For detailed output broken down by year and IMPLAN industry sector, please refer to Appendix E.

Other Impacts

While the Qualified Events generate a significant number of room night stays by convention delegates and other event attendees in local hotels, the precise estimates of room night generation are difficult to obtain. The analysis relies on room nights reported by Visit Phoenix, which tracks the number of rooms reserved through pre-arranged room blocks, which are set aside at designated room rates. However, a significant number of attendees book rooms through other channels (e.g. direct reservations or online hotel sites). 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 2017. 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
PERSONAL INCOME TAX (IN BILLIONS)

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

*2017 Individual Income Tax is approximately 86.75% 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 2017, Corporate Income Tax averaged approximately 13.25% of Total Income Taxes per year. HVS calculated 2017 Qualified Revenue from Corporate Income Tax by multiplying Qualified Revenue from Personal Income Tax by the applicable percent.

Luxury Tax

The State of Arizona Office of the Auditor General reported that in 2017, taxes on alcohol, tobacco, and cigarette sales averaged approximately 1.38% of all Sales Tax and Use Tax per year. HVS calculated Qualified Revenue for Luxury Tax by multiplying each year’s Qualified Revenue from Sales Tax and Use Tax by the corresponding percent.

IMPLAN Categories

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

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

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

The figure below shows Qualified Revenue for the State of Arizona from 2009 to 2017.

FIGURE 4-3

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

Four tax sources generated \$18.6 million in 2017.

IMPLAN classifies direct, indirect, and induced spending into over 500 hundred economic sectors. Appendix E provides the detailed IMPLAN outputs and Qualified Revenue calculation by sector.

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

FIGURE 4-4
CONVENTION CENTER DEVELOPMENT FUND DISTRIBUTIONS (2009 TO 2017)

Bond Year*	Fund Distribution
2009	\$5,000,000
2010	10,000,000
2011	0
2012	5,595,000
2013	20,449,000
2014	20,449,000
2015	20,449,000
2016	20,449,000
2017	22,499,000
Total	\$124,890,000

*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 2017 equals the total difference between Qualified Revenue and distributions. A.R.S. §9-626 (B) states that net impact estimates must include General Fund revenues derived from construction activity. In 2010, the Office of the Auditor General contracted AECOM to estimate impacts from construction of the PCC expansion. HVS used estimates from AECOM's *Economic and Fiscal Impact Study—Construction of the Phoenix Convention Center* and added them to Qualified Revenue to obtain a total value of General Fund impact. See the figure below.

**FIGURE 4-5
ESTIMATED NET GENERAL FUND IMPACT**

	Impact
Annual Qualified Revenue	
2009	\$17,347,000
2010	14,681,000
2011	15,422,000
2012	13,620,000
2013	9,120,000
2014	14,996,000
2015	20,489,000
2016	20,647,000
2017	18,595,000
Total Qualified Revenue	\$144,917,000
Construction Impacts	26,445,000
Sub-total	\$171,362,000
Less Fund Distributions 2009-2017	(124,890,000)
Qualified Revenue Less Distributions	\$46,472,000

Sources: AECOM, State of Arizona, and HVS

In Fiscal Year 2017, bond distributions exceeded Qualified Revenue. HVS estimates that the State of Arizona General Fund has a net positive impact of approximately \$46.5 million from the PCC expansion. This total is made of Qualified Revenue less convention center development fund distributions from 2009 to 2017 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
Senior Associate

A. Appendix - Qualified Events 2009 - 2017

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
EPIC School of Evidence Photography & Imaging	1/9/2009	1/9/2009	1/14/2009	1/14/2009	500	86
Imaging USA - Annual Conv & Expo	1/7/2009	1/11/2009	1/13/2009	1/14/2009	7,700	4,631
Annual Meeting	1/7/2009	1/11/2009	1/15/2009	1/17/2009	3,706	6,664
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/14/2009	1/16/2009	1/17/2009	1/19/2009	28,690	16,720
Leadership Conference	1/14/2009	1/18/2009	1/28/2009	1/29/2009	7,800	8,243
Cattle Industry Annual Convention & Trade Show	1/24/2009	1/29/2009	1/31/2009	2/2/2009	5,355	7,990
Electric Utilities Environmental Conference	1/30/2009	2/2/2009	2/4/2009	2/4/2009	1,700	3,147
West Coast Retail Solutions Expo	1/31/2009	2/3/2009	2/5/2009	2/5/2009	807	1,270
Annual All Star Weekend	2/8/2009	2/12/2009	2/16/2009	2/16/2009	25,000	18,984
Annual Convention	2/16/2009	2/22/2009	2/25/2009	2/27/2009	5,529	8,603
Sporting Goods Show	2/21/2009	2/26/2009	2/28/2009	3/1/2009	1,305	2,059
Waste Management Symposium	2/27/2009	3/2/2009	3/5/2009	3/5/2009	2,100	3,354
Annual Cancer Symposium	3/2/2009	3/2/2009	3/8/2009	3/8/2009	1,627	2,807
Utility Construction Expo	3/2/2009	3/4/2009	3/6/2009	3/9/2009	1,500	984
Annual Conference and Exhibitions	3/5/2009	3/8/2009	3/11/2009	3/13/2009	2,200	3,396
Western Regional Dental Convention	3/9/2009	3/11/2009	3/14/2009	3/14/2009	5,500	878
Annual Session & Exposition	3/11/2009	3/15/2009	3/18/2009	3/19/2009	1,800	3,452
Annual Conference	3/15/2009	3/18/2009	3/22/2009	3/22/2009	760	1,889
ICBA National Convention & Techworld	3/13/2009	3/19/2009	3/21/2009	3/22/2009	3,500	5,589
Technical Conference & Exhibit	3/18/2009	3/20/2009	3/26/2009	3/26/2009	650	782
The Pulse On Tour	3/19/2009	3/21/2009	3/22/2009	3/23/2009	2,000	209
The Big Deal	3/23/2009	3/24/2009	3/26/2009	3/26/2009	415	319
AAHA Yearly Conference	3/23/2009	3/27/2009	3/29/2009	3/30/2009	3,583	4,939
The Vision Show	3/28/2009	3/28/2009	4/4/2009	4/4/2009	2,000	237
North American Steel Construction Conference	3/29/2009	3/31/2009	4/4/2009	4/4/2009	3,217	4,105
Annual Convention	3/31/2009	4/3/2009	4/7/2009	4/8/2009	2,200	4,219
Annual Conference	4/3/2009	4/6/2009	4/11/2009	4/12/2009	4,500	4,267
2009 Indian Gaming Trade Show & Convention	4/9/2009	4/15/2009	4/16/2009	4/17/2009	4,100	3,973
Annual Spring National Meeting	4/15/2009	4/16/2009	4/19/2009	4/19/2009	3,600	2,562
PRSM Annual Conference	4/17/2009	4/19/2009	4/21/2009	4/23/2009	2,000	2,492
IPEG 2009 Annual Meeting	4/19/2009	4/21/2009	4/25/2009	4/26/2009	350	815
Annual Scientific Session	4/22/2009	4/22/2009	4/25/2009	4/25/2009	2,500	4,929
Dance Workshop	4/24/2009	4/25/2009	4/26/2009	4/26/2009	400	64
DoD CE Meeting	4/23/2009	4/28/2009	5/1/2009	5/1/2009	900	2,581
NAA Green Conference	4/26/2009	4/28/2009	4/29/2009	4/30/2009	750	10
Annual Retail Conference & Expo	4/29/2009	4/30/2009	5/5/2009	5/5/2009	900	1,582
NeighborWorks Training Institute	4/30/2009	5/4/2009	5/8/2009	5/9/2009	1,500	6,402
NRA Annual Meetings and Exhibits	5/10/2009	5/15/2009	5/20/2009	5/20/2009	64,324	8,330
Annual Convention	5/20/2009	5/22/2009	5/25/2009	5/27/2009	4,400	6,562
Commercial Construction Show	5/30/2009	6/2/2009	6/4/2009	6/5/2009	750	437
National Conference	6/6/2009	6/10/2009	6/12/2009	6/13/2009	3,500	5,663
Annual Conference	6/13/2009	6/16/2009	6/19/2009	6/21/2009	2,200	4,274
National Reading Meeting	6/21/2009	6/23/2009	6/26/2009	6/27/2009	1,595	3,448
Volleyball Festival	6/18/2009	6/26/2009	7/3/2009	7/7/2009	12,100	15,533
Annual Convention	7/9/2009	7/11/2009	7/15/2009	7/15/2009	400	1,486
GSA SmartPay Conference	7/25/2009	7/28/2009	7/30/2009	7/31/2009	5,000	10,579
ASI Convention	8/2/2009	8/5/2009	8/8/2009	8/10/2009	3,000	3,377
Pfaff Conference	8/6/2009	8/11/2009	8/13/2009	8/16/2009	525	1,335
Gold Canyon Convention	8/9/2009	8/12/2009	8/14/2009	8/15/2009	600	859
VFW & Ladies Auxiliary Annual National Convention	8/12/2009	8/15/2009	8/20/2009	8/23/2009	13,000	10,583
National Neonatal Nurses Meeting/Mother Baby	9/11/2009	9/13/2009	9/16/2009	9/18/2009	1,500	1,671
Project Conference	9/12/2009	9/15/2009	9/17/2009	9/19/2009	1,500	2,559
Building Component Manufacturers Conference	9/26/2009	9/29/2009	10/2/2009	10/3/2009	584	1,054
Computing/DI Leadership Conference	9/27/2009	9/30/2009	10/4/2009	10/6/2009	1,500	3,882
Save The Dream Tour	9/30/2009	10/2/2009	10/5/2009	10/6/2009	1,260	1,218
Annual Congress	10/2/2009	10/5/2009	10/8/2009	10/9/2009	607	1,708
SAP TechEd	10/6/2009	10/12/2009	10/16/2009	10/17/2009	3,800	8,525
Annual Session	10/21/2009	10/21/2009	10/25/2009	10/27/2009	900	1,020
North American Convention	10/18/2009	10/22/2009	10/24/2009	10/25/2009	2,585	3,597
International Open	10/22/2009	10/22/2009	10/25/2009	10/25/2009	1,000	145
Dept of Defense Maintenance Sym & Exhib	10/24/2009	10/26/2009	10/29/2009	10/30/2009	1,300	3,016

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
MidYear Conference	10/25/2009	10/28/2009	10/31/2009	11/2/2009	1,500	758
Annual Biomedical Research Conference for Minority	11/3/2009	11/4/2009	11/7/2009	11/7/2009	2,800	5,126
Annual Conference & Expo	11/6/2009	11/11/2009	11/13/2009	11/14/2009	27,300	12,539
Annual Convention & Exhibition	11/11/2009	11/14/2009	11/17/2009	11/18/2009	700	1,005
School Equipment Show	11/13/2009	11/18/2009	11/20/2009	11/23/2009	2,500	2,542
Area Conference	11/30/2009	12/3/2009	12/5/2009	12/7/2009	1,700	2,003
Quarterly College Event	12/13/2009	12/14/2009	12/19/2009	12/20/2009	2,400	987
Confidential	-	-	-	-	-	-
Leadership	1/3/2010	1/7/2010	1/8/2010	1/10/2010	984	1,602
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2010	1/15/2010	1/16/2010	1/16/2010	18,690	17,260
Pre POA	1/16/2010	1/16/2010	1/22/2010	1/22/2010	550	2,017
International Meeting on Simulation in Healthcare	1/20/2010	1/23/2010	1/27/2010	1/27/2010	2,207	3,795
LifeScan/Animas National Sales Meeting	1/21/2010	1/24/2010	1/29/2010	1/29/2010	937	3,383
Electric Utilities Environmental Conference	1/29/2010	2/1/2010	2/3/2010	2/3/2010	2,251	2,251
National Sales Meeting	2/2/2010	2/4/2010	2/6/2010	2/7/2010	2,000	808
PACE- The Paint & Coatings Expo	2/4/2010	2/7/2010	2/12/2010	2/12/2010	2,500	3,213
Annual Conference on Education	2/7/2010	2/11/2010	2/13/2010	2/14/2010	4,020	6,448
West Coast Retail Solutions Expo	2/13/2010	2/16/2010	2/18/2010	2/19/2010	900	1,128
Tradeshaw	2/14/2010	2/18/2010	2/20/2010	2/24/2010	2,267	2,569
Sporting Goods Show	2/13/2010	2/18/2010	2/20/2010	2/21/2010	1,415	2,099
Educational Conference & Expo	2/18/2010	2/22/2010	2/24/2010	2/26/2010	639	1,378
PLC Summit	2/21/2010	2/23/2010	2/26/2010	2/26/2010	2,251	1,585
SME Annual Meeting & Exhibits	2/25/2010	2/27/2010	3/3/2010	3/4/2010	4,937	5,164
The Pulse On Tour	2/24/2010	2/27/2010	2/28/2010	3/1/2010	700	419
State Conference	2/28/2010	2/28/2010	3/2/2010	3/2/2010	2,000	489
Western Regional Dental Convention	3/1/2010	3/4/2010	3/6/2010	3/6/2010	4,524	695
Waste Management Symposium	3/5/2010	3/8/2010	3/11/2010	3/11/2010	3,724	3,724
Annual Meeting	3/8/2010	3/12/2010	3/14/2010	3/18/2010	2,073	4,583
Spring Training Expo	3/14/2010	3/17/2010	3/19/2010	3/21/2010	1,000	581
Annual Conference and Culinology Expo	3/14/2010	3/19/2010	3/19/2010	3/20/2010	1,500	1,336
Capella University Colloquium	3/17/2010	3/19/2010	3/20/2010	3/21/2010	1,395	938
Career Conference	3/17/2010	3/19/2010	3/20/2010	3/20/2010	1,334	97
WrestleMania Block	3/23/2010	3/25/2010	3/28/2010	3/30/2010	47,000	5,288
Annual Conference and Exhibition	4/8/2010	4/11/2010	4/15/2010	4/19/2010	1,400	3,698
SkillsUSA Championships	4/9/2010	4/12/2010	4/13/2010	4/14/2010	2,150	380
Annual Conference	4/12/2010	4/13/2010	4/18/2010	4/20/2010	1,250	2,600
Aviation Week MRO Conference & Exhibition	4/17/2010	4/19/2010	4/22/2010	4/24/2010	6,200	5,922
Juice Plus+® Leadership Conference	4/19/2010	4/22/2010	4/24/2010	4/25/2010	8,000	3,142
Annual Conference	4/22/2010	4/24/2010	4/28/2010	4/30/2010	1,867	2,007
NeighborWorks Training Institute	4/29/2010	5/3/2010	5/7/2010	5/7/2010	1,546	5,952
Annual Meeting	5/8/2010	5/11/2010	5/13/2010	5/15/2010	1,300	1,625
Annual Meeting & Expo	5/13/2010	5/14/2010	5/19/2010	5/20/2010	1,600	3,489
National Solar Energy Conference	5/16/2010	5/20/2010	5/22/2010	5/24/2010	2,100	2,024
DoDIIS Worldwide Conference	5/21/2010	5/23/2010	5/27/2010	5/28/2010	2,033	6,258
Annual Meeting	5/21/2010	5/25/2010	5/27/2010	5/28/2010	2,181	2,619
Phoenix Comicon	5/26/2010	5/27/2010	5/30/2010	5/31/2010	13,988	782
Annual Meeting and USA Open Volleyball Championship	5/22/2010	5/29/2010	6/5/2010	6/6/2010	5,733	7,570
Annual Meeting	5/31/2010	6/1/2010	6/5/2010	6/6/2010	400	707
Annual Conference	6/8/2010	6/12/2010	6/16/2010	6/18/2010	3,100	6,309
Collection Systems Conference	6/11/2010	6/14/2010	6/16/2010	6/16/2010	392	649
DEVASTATION	6/16/2010	6/18/2010	6/20/2010	6/20/2010	800	107
Annual National Conference	6/19/2010	6/23/2010	6/27/2010	6/27/2010	4,000	10,273
Volleyball Festival	6/20/2010	6/28/2010	7/3/2010	7/8/2010	15,000	17,176
FedFleet - Nat'l. Motor Vehicle & Aviation Exposition &	7/9/2010	7/10/2010	7/15/2010	7/15/2010	1,610	4,653
International Convention	7/16/2010	7/18/2010	7/24/2010	7/25/2010	3,050	4,757
National Convention	8/3/2010	8/4/2010	8/8/2010	8/8/2010	800	1,437
Gold Canyon Convention	8/2/2010	8/5/2010	8/7/2010	8/7/2010	725	943
Force Health Protection Conference	8/5/2010	8/8/2010	8/13/2010	8/13/2010	2,334	6,717
Fall Summit	9/15/2010	9/18/2010	9/21/2010	9/23/2010	1,592	3,448
Gas Machinery Conference	10/2/2010	10/4/2010	10/6/2010	10/7/2010	700	2,464
Magnet Conference	10/10/2010	10/13/2010	10/15/2010	10/16/2010	6,402	12,204

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Annual Management Conference & Exhibition	10/13/2010	10/14/2010	10/19/2010	10/20/2010	2,300	4,453
T & L Conference	10/16/2010	10/19/2010	10/22/2010	10/23/2010	1,472	2,398
National Convention & Electric EXPO	10/23/2010	10/26/2010	10/29/2010	10/30/2010	1,300	1,370
Annual National Conference	10/25/2010	10/28/2010	10/30/2010	10/31/2010	1,800	2,638
Annual Meeting	10/28/2010	11/1/2010	11/4/2010	11/6/2010	3,842	7,841
Annual Convention and Trade Show	11/3/2010	11/7/2010	11/9/2010	11/10/2010	4,215	4,895
ACAAI Annual Meeting	11/9/2010	11/11/2010	11/17/2010	11/18/2010	4,000	5,687
School Equipment Show	11/13/2010	11/17/2010	11/19/2010	11/20/2010	1,200	1,627
Irrigation Show	11/30/2010	12/5/2010	12/7/2010	12/10/2010	4,795	3,630
National Judges Cup	1/5/2011	1/8/2011	1/9/2011	1/10/2011	1,000	640
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/12/2011	1/14/2011	1/15/2011	1/17/2011	18,960	17,260
Annual Meeting	1/20/2011	1/22/2011	1/24/2011	1/26/2011	800	1,456
Special Event	1/22/2011	1/26/2011	1/29/2011	1/29/2011	9,000	3,513
Electric Utilities Environmental Conference	1/28/2011	1/31/2011	2/2/2011	2/2/2011	3,000	1,829
Sporting Goods Show	1/29/2011	2/3/2011	2/5/2011	2/6/2011	1,367	2,097
National Biodiesel Board Conference	2/3/2011	2/5/2011	2/9/2011	2/10/2011	1,040	2,033
CCG National Sales Meeting	2/5/2011	2/9/2011	2/11/2011	2/13/2011	1,400	3,447
Annual Convention & Traffic Exposition	2/11/2011	2/15/2011	2/17/2011	2/19/2011	2,700	3,523
Annual Dialysis Conference	2/17/2011	2/19/2011	2/22/2011	2/23/2011	1,600	3,835
PLC Summit	2/20/2011	2/22/2011	2/25/2011	2/26/2011	2,379	2,219
American Policy Summit	2/24/2011	2/25/2011	2/27/2011	2/27/2011	2,634	698
Waste Management Symposium	2/25/2011	2/27/2011	3/3/2011	3/3/2011	2,400	4,270
Western Regional Dental Convention	2/28/2011	3/3/2011	3/5/2011	3/6/2011	4,519	759
BAI Payments Connect Conference & Expo	3/3/2011	3/7/2011	3/9/2011	3/12/2011	1,000	1,323
State Conference	3/6/2011	3/8/2011	3/10/2011	3/10/2011	2,140	368
IEEE PES Power Systems Conference & Exhibition (PSCE)	3/17/2011	3/20/2011	3/23/2011	3/26/2011	1,000	1,136
MVD Annual Meeting	3/18/2011	3/21/2011	3/23/2011	3/26/2011	766	1,697
National Conference on Highway Safety Priorities	3/24/2011	3/27/2011	3/30/2011	3/30/2011	1,747	3,646
Partnerships with Clinical Trials	3/27/2011	3/30/2011	4/1/2011	4/3/2011	1,426	2,657
2011 Annual Convention	3/31/2011	4/4/2011	4/6/2011	4/7/2011	5,000	4,146
CleanMed	4/4/2011	4/4/2011	4/8/2011	4/8/2011	700	919
Annual International Convention & Tradeshow	4/9/2011	4/13/2011	4/15/2011	4/17/2011	1,364	1,557
Annual ATD Convention	4/10/2011	4/15/2011	4/18/2011	4/20/2011	954	1,733
SkillsUSA Championships	4/18/2011	4/19/2011	4/20/2011	4/20/2011	2,100	470
National Institute on Legal Issues of Educating Individuals	4/27/2011	5/1/2011	5/4/2011	5/6/2011	1,841	4,495
Spring Meeting	5/15/2011	5/19/2011	5/19/2011	5/21/2011	2,948	2,648
Phoenix Comicon	5/25/2011	5/26/2011	5/29/2011	5/30/2011	3,500	1,416
Merck Sharp & Dohme Corp - MK3723 HCVB Launch	6/4/2011	6/8/2011	6/9/2011	6/12/2011	536	1,533
Annual Meeting	6/7/2011	6/12/2011	6/16/2011	6/17/2011	11,000	10,869
Volleyball Festival	6/14/2011	6/23/2011	6/27/2011	7/1/2011	18,434	15,839
ALLSTAR GAME	7/5/2011	7/4/2011	7/13/2011	7/13/2011	46,700	8,897
ALL-STAR GAME / FANFEST EXHIBITOR ROOM BLOCK	6/24/2011	7/8/2011	7/12/2011	7/16/2011	200	937
Annual Grand Lodge Convention	7/14/2011	7/16/2011	7/20/2011	7/22/2011	6,800	18,343
Annual International Convention & Tradeshow	7/21/2011	7/25/2011	7/29/2011	7/30/2011	2,000	3,724
General Council	7/30/2011	8/1/2011	8/5/2011	8/6/2011	21,000	14,541
Gold Canyon Convention	8/9/2011	8/11/2011	8/13/2011	8/13/2011	950	1,014
Annual Conference	9/7/2011	9/10/2011	9/13/2011	9/15/2011	1,388	2,202
Annual Convention	9/7/2011	9/12/2011	9/13/2011	9/16/2011	1,085	2,034
IEEE-ECCE Conference	9/16/2011	9/19/2011	9/21/2011	9/22/2011	1,112	2,179
International Conference on Assessment Administration	9/14/2011	9/19/2011	9/19/2011	9/24/2011	1,032	3,018
HEC Institutes	9/25/2011	9/27/2011	9/30/2011	9/30/2011	305	85
Design Conference	10/8/2011	10/13/2011	10/15/2011	10/17/2011	1,492	2,359
SW POLICE & FIRE EXPO	10/13/2011	10/13/2011	10/15/2011	10/15/2011	1,000	53
Annual Meeting	10/12/2011	10/16/2011	10/19/2011	10/20/2011	2,783	5,974
World Workplace	10/22/2011	10/26/2011	10/28/2011	10/29/2011	4,302	5,687
Annual National Convention	10/28/2011	10/29/2011	11/7/2011	11/7/2011	1,205	3,721
Sales Force Conference	10/30/2011	11/3/2011	11/4/2011	11/5/2011	868	1,962
Annual Convention & Exhibition	11/2/2011	11/4/2011	11/7/2011	11/9/2011	800	1,364
Congress of Cities	11/5/2011	11/9/2011	11/12/2011	11/13/2011	3,662	6,443
Water Quality Technology Conference	11/13/2011	11/13/2011	11/16/2011	11/16/2011	1,087	1,683
Annual Meeting & Exhibition	11/11/2011	11/16/2011	11/18/2011	11/21/2011	1,908	2,476

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Global Health Conference	1/6/2012	1/10/2012	1/10/2012	1/13/2012	1,300	1,914
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2012	1/13/2012	1/14/2012	1/16/2012	19,500	17,260
Winter Training Institute	1/10/2012	1/13/2012	1/15/2012	1/17/2012	1,000	1,510
Annual Winter Conference	1/16/2012	1/20/2012	1/25/2012	1/26/2012	2,500	4,381
National Convention	1/17/2012	1/21/2012	1/25/2012	1/25/2012	2,228	2,005
Electric Utilities Environmental Conference	1/27/2012	1/29/2012	2/1/2012	2/1/2012	2,200	2,339
Culver's Annual Franchisee Meeting	2/3/2012	2/4/2012	2/7/2012	2/10/2012	974	1,871
West Coast Retail Solutions Expo	2/3/2012	2/6/2012	2/8/2012	2/9/2012	1,013	1,037
Winter Conference & Tradeshow	2/8/2012	2/8/2012	2/12/2012	2/12/2012	800	1,013
Sporting Goods Show	2/11/2012	2/16/2012	2/19/2012	2/20/2012	1,570	2,195
Nissan-Infiniti National Dealer Meeting	2/12/2012	2/16/2012	2/18/2012	2/19/2012	400	729
Classic Rock Invitational	2/16/2012	2/17/2012	2/19/2012	2/20/2012	2,040	265
PLC Summit	2/19/2012	2/21/2012	2/24/2012	2/25/2012	2,241	1,691
Annual Convention	2/17/2012	2/22/2012	2/24/2012	2/25/2012	715	1,324
Waste Management Symposium	2/24/2012	2/27/2012	3/1/2012	3/1/2012	2,223	4,012
Annual Meeting	2/27/2012	2/29/2012	3/3/2012	3/5/2012	3,377	4,154
International Conference & Exhibition on PDC	2/29/2012	3/4/2012	3/7/2012	3/10/2012	3,400	2,734
State Conference	3/4/2012	3/5/2012	3/6/2012	3/6/2012	1,955	668
National Career Services & Annual Meeting	3/6/2012	3/7/2012	3/14/2012	3/14/2012	4,809	10,365
Meeting Management Committee	3/7/2012	3/7/2012	3/11/2012	3/11/2012	50	44
National Conference	3/9/2012	3/14/2012	3/17/2012	3/18/2012	2,000	1,831
SNAXPO-Annual Exhibit & Conference	3/14/2012	3/16/2012	3/19/2012	3/21/2012	1,437	1,744
MICROSOFT PROJECT CONFERENCE (PC)	3/16/2012	3/19/2012	3/22/2012	3/23/2012	1,500	1,865
GLOBAL MARKETING MEETING	3/18/2012	3/25/2012	3/30/2012	3/31/2012	740	2,667
SkillsUSA Championships	3/26/2012	3/27/2012	3/28/2012	3/28/2012	2,200	344
Western Regional Dental Convention	3/26/2012	3/29/2012	3/31/2012	3/31/2012	4,519	697
Cactus Slam	4/5/2012	4/5/2012	4/8/2012	4/8/2012	2,000	547
Juice Plus+® Leadership Conference	4/8/2012	4/12/2012	4/14/2012	4/16/2012	4,200	3,149
Annual Conference & Exposition	4/19/2012	4/23/2012	4/26/2012	4/27/2012	1,304	2,629
Annual Conference & Exposition	4/26/2012	4/29/2012	5/2/2012	5/2/2012	1,800	2,878
Annual Course	5/16/2012	5/18/2012	5/23/2012	5/24/2012	1,997	3,900
Phoenix Comicon	5/24/2012	5/24/2012	5/27/2012	5/28/2012	3,500	2,270
Annual General Convention	5/23/2012	5/28/2012	5/31/2012	6/3/2012	3,700	5,717
Annual Conference & Expo	6/6/2012	6/10/2012	6/13/2012	6/14/2012	2,422	3,882
National Convention	6/7/2012	6/13/2012	6/15/2012	6/17/2012	1,660	3,802
Annual Session	6/12/2012	6/14/2012	6/19/2012	6/20/2012	1,830	2,618
Annual General Assembly	6/16/2012	6/20/2012	6/24/2012	6/25/2012	3,700	6,976
Volleyball Festival	6/17/2012	6/25/2012	7/1/2012	7/5/2012	15,750	14,072
American Dairy Science Association & American Society of	7/13/2012	7/15/2012	7/19/2012	7/20/2012	3,500	5,536
Annual Conference	7/16/2012	7/23/2012	7/28/2012	7/28/2012	1,200	3,883
Annual Meeting	7/25/2012	7/29/2012	8/2/2012	8/3/2012	2,648	5,947
Gold Canyon Convention	7/30/2012	8/2/2012	8/4/2012	8/6/2012	1,000	1,078
Celebration Convention	8/6/2012	8/10/2012	8/12/2012	8/13/2012	5,000	2,567
Summer Super Rally	8/10/2012	8/16/2012	8/18/2012	8/19/2012	3,500	6,230
Annual Conference	9/7/2012	9/8/2012	9/13/2012	9/13/2012	1,850	4,027
CONSTRUCT AMERICA	9/8/2012	9/11/2012	9/14/2012	9/17/2012	2,529	2,505
Annual Meeting	9/13/2012	9/16/2012	9/19/2012	9/21/2012	1,500	2,519
AOC Symposium and Expo	9/18/2012	9/24/2012	9/26/2012	9/28/2012	1,300	1,532
Annual Meeting	9/25/2012	9/28/2012	10/1/2012	10/2/2012	4,270	4,533
Annual Meeting	9/28/2012	10/2/2012	10/4/2012	10/4/2012	453	899
Annual Conference	10/4/2012	10/6/2012	10/10/2012	10/11/2012	3,000	7,709
Annual Meeting	10/9/2012	10/12/2012	10/15/2012	10/17/2012	1,858	3,380
Annual Meeting	10/11/2012	10/14/2012	10/17/2012	10/19/2012	4,500	5,622
Fall Career Fair	10/15/2012	10/19/2012	10/20/2012	10/21/2012	600	463
Annual Convention	10/20/2012	10/23/2012	10/27/2012	10/28/2012	5,400	5,781
Healthcare Design Conference	11/1/2012	11/3/2012	11/6/2012	11/7/2012	3,786	4,709
Annual ISTFA Conference	11/9/2012	11/11/2012	11/15/2012	11/17/2012	750	847
Connections	11/13/2012	11/16/2012	11/18/2012	11/18/2012	742	1,331
NN Speaker Training	11/28/2012	11/30/2012	12/2/2012	12/3/2012	496	1,393
Area Conference	12/3/2012	12/6/2012	12/8/2012	12/9/2012	2,100	2,095
LIN National Meeting	12/5/2012	12/10/2012	12/14/2012	12/15/2012	2,137	6,844

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
IH Oncology Business Unit National Meeting	1/10/2013	1/14/2013	1/17/2013	1/19/2013	1,128	4,044
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/16/2013	1/18/2013	1/19/2013	1/21/2013	17,500	729
Winter Buying Event	1/17/2013	1/21/2013	1/23/2013	1/23/2013	1,600	1,792
Electric Utilities Environmental Conference	1/25/2013	1/28/2013	1/30/2013	1/30/2013	2,150	1,619
Flex Conference	1/26/2013	1/29/2013	2/1/2013	2/2/2013	565	734
National Distributor Conference	2/2/2013	2/6/2013	2/7/2013	2/9/2013	1,650	3,445
Clinical Nutrition Week	2/6/2013	2/10/2013	2/13/2013	2/14/2013	2,011	4,744
Sporting Goods Show	2/9/2013	2/14/2013	2/16/2013	2/17/2013	1,704	2,162
PLC Summit	2/17/2013	2/19/2013	2/22/2013	2/23/2013	2,150	1,736
Waste Management Symposium	2/22/2013	2/25/2013	2/28/2013	2/28/2013	3,000	4,237
State Conference	3/3/2013	3/4/2013	3/5/2013	3/5/2013	2,000	636
Dealer Sales Meeting	2/28/2013	3/4/2013	3/7/2013	3/7/2013	1,200	2,845
Western Regional Dental Convention	3/4/2013	3/7/2013	3/9/2013	3/11/2013	4,328	698
BAI Payments Connect Conference & Expo	3/7/2013	3/10/2013	3/13/2013	3/14/2013	1,200	1,396
AAHA Yearly Conference	3/11/2013	3/14/2013	3/17/2013	3/18/2013	3,691	4,462
Unipro Purchasing Conference	3/14/2013	3/17/2013	3/20/2013	3/21/2013	1,748	2,959
Annual Clinical Genetics Meeting	3/16/2013	3/20/2013	3/23/2013	3/25/2013	2,334	4,176
2013 Annual Convention	3/21/2013	3/25/2013	3/27/2013	3/28/2013	6,000	5,061
SkillsUSA Championships	3/25/2013	3/26/2013	3/27/2013	3/28/2013	2,300	445
Distributor Conference	4/20/2013	4/23/2013	4/23/2013	4/25/2013	0	1,233
Annual Convention	4/25/2013	4/27/2013	5/1/2013	5/3/2013	2,705	3,332
Standards and Assessment Institute	4/29/2013	4/30/2013	5/2/2013	5/2/2013	1,075	1,048
Annual Scientific & Clinical Congress	4/28/2013	5/2/2013	5/4/2013	5/6/2013	2,630	4,659
INTEL International Science and Engineering Fair (ISEF)	5/6/2013	5/12/2013	5/17/2013	5/18/2013	5,254	12,178
Annual Forum and Technology Display	5/18/2013	5/21/2013	5/23/2013	5/24/2013	1,000	1,380
Phoenix Comicon	5/20/2013	5/23/2013	5/26/2013	5/27/2013	3,600	3,679
Walden University Meeting	5/27/2013	5/27/2013	6/3/2013	6/3/2013	700	1,339
National Baptist Congress	6/7/2013	6/11/2013	6/14/2013	6/16/2013	4,500	1,845
Volleyball Festival	6/15/2013	6/24/2013	6/28/2013	7/3/2013	13,500	10,254
Mennonite Churchwide Convention (Biennial)	6/28/2013	7/1/2013	7/5/2013	7/6/2013	4,800	8,729
Annual Convention	7/17/2013	7/18/2013	7/20/2013	7/20/2013	500	1,096
Baha'i Youth Conference	7/18/2013	7/19/2013	7/22/2013	7/22/2013	800	525
Gold Canyon Convention	7/29/2013	8/1/2013	8/3/2013	8/4/2013	900	866
Annual Imperial Session	8/12/2013	8/16/2013	8/23/2013	8/23/2013	3,500	10,525
NIDA-FDA Path Training	9/2/2013	9/4/2013	9/15/2013	9/17/2013	500	6,566
Green Fleet Conference	9/29/2013	10/1/2013	10/2/2013	10/4/2013	655	720
Annual Convention	10/3/2013	10/6/2013	10/9/2013	10/12/2013	3,473	7,333
2013 Fall Convention	10/17/2013	10/19/2013	10/22/2013	10/27/2013	1,850	2,742
Annual Convention and Exposition	10/19/2013	10/22/2013	10/25/2013	10/28/2013	2,958	4,564
Leadership Conference	10/27/2013	10/29/2013	10/30/2013	10/30/2013	700	271
Annual Convention & Exposition	11/2/2013	11/7/2013	11/9/2013	11/10/2013	951	1,609
Annual Meeting	11/9/2013	11/14/2013	11/17/2013	11/17/2013	3,022	4,798
Merck Animal Health National Sales Meeting	1/2/2014	1/6/2014	1/9/2014	1/9/2014	1,000	1,486
Imaging USA - Annual Conv & Expo	1/9/2014	1/12/2014	1/14/2014	1/15/2014	8,100	4,329
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/15/2014	1/17/2014	1/18/2014	1/21/2014	19,500	1,640
Winter Global Convention	1/16/2014	1/19/2014	1/24/2014	1/27/2014	2,600	5,362
National Sales Conference	1/24/2014	1/27/2014	2/1/2014	2/1/2014	2,100	4,142
Cattle Industry Annual Convention & Trade Show	1/25/2014	1/29/2014	2/1/2014	2/3/2014	6,000	8,675
Electric Utilities Environmental Conference	1/31/2014	2/3/2014	2/5/2014	2/6/2014	1,630	1,615
Flex Conference	1/31/2014	2/4/2014	2/6/2014	2/8/2014	618	669
AQS Quilt Show & Contest	2/2/2014	2/5/2014	2/8/2014	2/9/2014	12,245	924
NDNQI Annual Conference	2/2/2014	2/5/2014	2/7/2014	2/9/2014	1,100	1,624
Sales Meeting	2/6/2014	2/6/2014	2/8/2014	2/8/2014	194	205
Sporting Goods Show	2/1/2014	2/6/2014	2/8/2014	2/10/2014	1,667	2,334
National Convention	2/11/2014	2/15/2014	2/19/2014	2/20/2014	8,000	13,473
PLC Summit	2/23/2014	2/25/2014	2/28/2014	3/1/2014	1,700	1,750
Waste Management Symposium	2/26/2014	3/3/2014	3/6/2014	3/7/2014	3,500	3,753
AAPM Annual Conference	3/3/2014	3/6/2014	3/9/2014	3/11/2014	1,325	1,498
ENA Leadership Conference	3/2/2014	3/7/2014	3/9/2014	3/10/2014	2,000	2,743
Annual Cancer Symposium	3/10/2014	3/10/2014	3/15/2014	3/17/2014	1,700	2,300
International Leadership Retreat	3/10/2014	3/10/2014	3/14/2014	3/15/2014	2,500	591

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

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

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

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
North American Division of Seventh-Day Adventists		8/3/2016	8/6/2016		2,500	2,995
First Things First Early Childhood Summit 2016		8/22/2016	8/23/2016		1,000	701
Fiserv Forum		9/12/2016	9/15/2016		1,598	4,618
American Public Human Services Association (ISM) 2016		9/19/2016	9/21/2016		1,185	1,677
Association of School Business Officials International Annual Meeting and Exhibits		9/23/2016	9/26/2016		1,405	2,932
IEEE International Conference on Image Processing		9/25/2016	9/28/2016		1,315	1,447
2016 Mahindra North America National Dealer Meeting		10/5/2016	10/8/2016		1,300	2,277
NCAI Annual Convention and Marketplace		10/9/2016	10/14/2016		1,500	2,093
World Millwork Alliance (WMA) 52nd Annual Convention & Tradeshow		10/10/2016	10/12/2016		900	1,627
Best Western International Inc. 2016 Annual North American Convention		10/16/2016	10/19/2016		3,895	5,296
National Council of Teachers of Mathematics (NCTM) 2016 Western Regional Conference		10/25/2016	10/28/2016		1,000	1,620
2016 ASPE Convention and Exposition		10/28/2016	11/2/2016		4,016	3,671
Taxicab, Limousine and Paratransit Association 2016 Annual Convention & Trade Show		10/29/2016	11/3/2016		900	1,350
2016 ASA, SSSA, CSSA International Annual Meeting		11/7/2016	11/9/2016		3,986	6,759
ASME 2016 International Mechanical Engineering Congress and Exposition (IMECE2016)		11/13/2016	11/17/2016		2,909	2,864
ACN International Training 2016-DO NOT POST THIS EVENT ANYWHERE-CONFIDENTIAL		12/1/2016	12/2/2016		1,500	5,210
2017 Annual Convention and Traffic Exposition		2/12/2017	2/14/2017		2,700	4,168
TecHome Builder Summit		12/4/2017	12/6/2017		500	774
2017 Product Launch		11/4/2017	11/11/2017		250	0
13th Annual Mobile Health Clinics Forum		9/16/2017	9/19/2017		293	713
2017 The Annual Conference on Assessment and Grading		10/15/2017	10/18/2017		473	619
2017 Dance Group AZ		11/10/2017	11/11/2017		480	124
2017 Golden West Region 21		4/19/2017	4/23/2017		600	665
2017 Imperious Cannabis Business Expo AZ Convention		4/12/2017	4/13/2017		600	88
2017 Annual Meeting		4/22/2017	4/26/2017		770	1,191
2017 Annual Conference		9/21/2017	9/23/2017		775	208
2017 Spring National Key Accounts Workshop		4/9/2017	4/13/2017		800	1,903
2017 VIS Conference		10/1/2017	10/6/2017		1,002	1,800
2017 Educators Rising National Conference		6/23/2017	6/26/2017		1,018	1,867
2017 Annual Convention		1/11/2017	1/14/2017		1,029	2,111
2017 Career Conference		4/7/2017	4/8/2017		1,049	156
2017 Annual Convention		11/14/2017	11/18/2017		1,100	1,124
2017 Annual Conference		6/3/2017	6/7/2017		1,247	3,001
RailsConf 2017		4/25/2017	4/27/2017		1,250	1,410
2017 Annual Convention		10/24/2017	10/28/2017		1,300	1,470
2017 National Sales Meeting		2/13/2017	2/17/2017		1,312	1,510
CoNEXTions 2017 Annual Convention		5/10/2017	5/12/2017		1,350	1,959
2017 Tactical Conference & Trade Show		9/24/2017	9/29/2017		1,400	3,051
2017 AMDA Long Term Care Medicine		3/16/2017	3/19/2017		1,450	3,742
2017 Staff and Faculty Training		7/12/2017	7/21/2017		1,450	2,451
2017 Conventions & Seminar		9/12/2017	9/15/2017		1,470	2,873
2017 Annual Scientific Meeting		9/16/2017	9/20/2017		1,500	3,110
2017 Annual Meeting		6/17/2017	6/20/2017		1,511	3,021
2017 FFTA Forum and INFO FLEX		4/28/2017	5/3/2017		1,700	2,491
2017 Sporting Goods Show		2/14/2017	2/18/2017		1,725	2,102
2017 RSD National Sales Meeting		1/29/2017	2/1/2017		1,739	4,162

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
2017 Annual Conference		10/18/2017	10/21/2017		1,747	3,161
2017 National Parts & Service Managers and Shop		2/5/2017	2/7/2017		1,810	4,378
2017 ACCP Annual Meeting		10/6/2017	10/10/2017		1,900	2,279
2017 National Festival		5/2/2017	5/6/2017		1,993	3,520
InfusionCon 2017		4/24/2017	4/28/2017		2,000	2,129
Magic Grand Prix Phoenix 2017		10/27/2017	10/29/2017		2,000	140
2017 Annual Conference & Exhibition		5/2/2017	5/5/2017		2,021	449
2017 Western Regional Dental Convention		4/6/2017	4/9/2017		2,032	667
WM Symposia 2017		3/5/2017	3/8/2017		2,137	3,653
2017 GSA SmartPay Training Forum		7/31/2017	8/3/2017		2,266	5,104
2017 PLC Summit		2/21/2017	2/24/2017		2,315	1,831
Dscoop 2017 Dscoop12		2/28/2017	3/4/2017		2,346	5,150
2017 NWFA Wood Flooring Expo		4/11/2017	4/15/2017		2,405	2,355
2017 Winter Convention		1/21/2017	1/27/2017		2,500	6,661
2017 Biennial National Conference		11/6/2017	11/12/2017		2,500	2,379
RFID Journal LIVE! 2017		5/9/2017	5/13/2017		2,550	2,699
2017 Annual Meeting		7/12/2017	7/16/2017		2,706	3,173
48th National Athletic Directors Conference		12/7/2017	12/12/2017		3,000	3,087
2017 National Dealer Meeting		10/20/2017	10/25/2017		3,028	6,597
2017 Annual Clinical Genetics Meeting		3/22/2017	3/25/2017		3,268	5,744
2017 Classic Rock Invitational		2/2/2017	2/5/2017		3,375	498
2017 AAHPM Annual Conference		2/20/2017	2/25/2017		3,658	5,205
2017 Annual Convention		12/29/2017	1/2/2018		3,789	4,813
2017 Phoenix Comicon		5/25/2017	5/28/2017		3,800	5,760
2017 NABC Convention (with the NCAA Men's Final Four)		3/31/2017	4/2/2017		4,000	6,253
2017 Sales Convention		3/13/2017	3/16/2017		4,000	5,187
2017 BMES Annual Meeting		10/11/2017	10/14/2017		4,257	3,836
Annual Biomedical Research Conference for Minority		11/1/2017	11/5/2017		4,400	8,249
2017 Annual Conference		7/7/2017	7/10/2017		4,500	3,489
2017 Spring Meeting & Exhibit		4/18/2017	4/21/2017		4,700	7,352
98th AFBF Annual Meeting (2017)		1/8/2017	1/11/2017		5,500	9,411
2017 Creativation		1/19/2017	1/27/2017		5,644	5,766
2017 ACN International Training		11/30/2017	12/1/2017		8,000	946
2017 Annual Meeting		6/11/2017	6/14/2017		9,318	8,902
2017 Volleyball Festival		6/28/2017	7/2/2017		10,500	11,132
Rock "N" Roll Marathon & 1/2 Marathon		1/11/2017	1/17/2017		17,800	3
2017 NCAA Men's Final Four		3/23/2017	4/4/2017		61,962	26,865

B. Appendix - Qualified Events 2003 - 2005

Event Name	Start Date	End Date	Attendance	Rooms	Room Nights
Do It Best Corp.	1/14/2003	1/19/2003	600	600	1370
National Telecommunications Cooperative Assn	1/30/2003	2/7/2003	2750	1150	530
American Heart Association	2/9/2003	2/17/2003	3500	1109	3700
Sports, Inc.	2/12/2003	2/20/2003	1200	560	2385
American Association Of Neurological Surgeons	2/15/2003	2/19/2003	1200	421	1565
International Council Of Shopping Centers	2/19/2003	2/27/2003	800	500	1700
National School Supply & Equipment Association	2/24/2003	3/3/2003	3000	944	3310
National Council For Prescription Drug Programs	2/28/2003	3/8/2003	1600	600	2715
Core Knowledge Foundation	3/2/2003	3/8/2003	2300	975	3590
American Society For Healthcare Engineering	3/7/2003	3/14/2003	1100	850	3175
Crittenden Conferences, Llc	3/8/2003	3/14/2003	300	225	695
Arizona Dental Association	3/12/2003	3/15/2003	1600	150	375
League For Innovation In The Community College	3/13/2003	3/19/2003	1489	1101	4019
American Animal Hospital Association	3/19/2003	3/27/2003	3500	1850	8122
American Congress On Surveying & Mapping (Gis/Lis Inc)	3/27/2003	4/3/2003	1500	500	2200
International City/County Management Association	4/2/2003	4/5/2003	500	125	390
Borders Books And Music	4/3/2003	4/8/2003	800	500	1435
National Indian Gaming Association	4/5/2003	4/10/2003	2000	1050	4350
Sweet Adelines	4/9/2003	4/13/2003	1500	400	940
National Student Nurses Association	4/19/2003	4/26/2003	2500	900	3706
Assisted Living Federation Of America	4/27/2003	5/4/2003	2000	860	2390
American Helicopter Society International	5/1/2003	5/11/2003	2000	680	2716
Arizona Association Of Student Councils	5/7/2003	5/9/2003	1800	325	330
Institute Of Environmental Sciences And Technology	5/15/2003	5/25/2003	800	0	1357
Regional Airline Association C/O Smith Bucklin And Associates	5/16/2003	5/22/2003	1500	900	3505
The Christian & Missionary Alliance	5/22/2003	6/3/2003	5500	800	4712
Federation Of Animal Science Societies	6/18/2003	6/28/2003	4200	2325	10791
International Conference On Thinking	7/20/2003	7/27/2003	3000	1300	5800
Discovery Toys	8/3/2003	8/10/2003	1500	450	1740
Sports, Inc.	8/16/2003	8/25/2003	1000	350	1325
Association Of State & Territorial Health Officials	9/6/2003	9/13/2003	750	450	1720
Sweet Adelines	9/8/2003	9/22/2003	12000	0	14027
Youth Specialties	9/22/2003	9/29/2003	4500	2170	7300
United States Hispanic Chamber Of Commerce	9/28/2003	10/6/2003	2000	1400	5570
Wood Truss Council Of America	10/5/2003	10/11/2003	2500	1000	3800
West Coast Beauty Supply	10/16/2003	10/20/2003	500	310	755
The Society Of Mexican American Engineers And Scientists, Inc.	10/28/2003	11/2/2003	1000	300	955
National Association Of Sporting Goods Wholesalers	11/2/2003	11/10/2003	1800	1000	4255
Athletic Dealers Association Of America	11/6/2003	11/10/2003	400	300	975
Association For Computing Machinery	11/11/2003	11/22/2003	3000	1050	5755
American Mathematical Society	1/4/2004	1/11/2004	3500	2275	10575
International Cast Polymer Association	1/11/2004	1/18/2004	800	550	1990
Reliv International, Inc.	1/15/2004	1/18/2004	1500	175	340
National Cattlemen'S Beef Association	1/24/2004	2/2/2004	5000	2500	10025
Sports, Inc.	2/14/2004	2/22/2004	1200	600	2660
National Council For Prescription Drug Programs	2/26/2004	3/4/2004	1800	850	3900
American Medical Directors Association	2/29/2004	3/5/2004	1700	1050	3912
Blackboard Inc.	3/7/2004	3/12/2004	1500	650	2245
Arizona Dental Association	3/10/2004	3/13/2004	1600	350	775
Mortgage Bankers Association Of America	3/12/2004	3/19/2004	825	825	2735
Society Of Interventional Radiology	3/22/2004	3/31/2004	3500	2000	10335
Sweet Adelines	3/31/2004	4/4/2004	1500	400	940
American Organization Of Nurse Executives	4/15/2004	4/22/2004	3000	1202	4928
National Safety Associates	4/19/2004	4/25/2004	1600	800	2880
Scien-Tech	4/23/2004	4/30/2004	1500	600	2605
National Association Of Credit Management	5/15/2004	5/24/2004	2500	1650	8380
Society Of Decorative Painters	5/16/2004	5/30/2004	2000	1200	7110

Event Name	Start Date	End Date	Attendance	Rooms	Room Nights
Association For Professionals In Infection Control & Epidemiology	6/3/2004	6/13/2004	3700	1500	7925
National Council Of La Raza	6/22/2004	7/2/2004	6000	1190	6092
National Association Of Counties	7/14/2004	7/23/2004	5000	2800	14353
International Plastic Modelers Society	8/3/2004	8/8/2004	690	200	775
Solid Waste Association Of North America	9/15/2004	9/24/2004	3000	1040	4959
International Society Of Audiology	9/25/2004	9/30/2004	700	600	2910
Clinical Symposium On Advances In Skin & Wound Care	9/28/2004	10/3/2004	1000	650	2220
Dollar Discount Stores	9/30/2004	10/6/2004	1000	276	937
American Academy Of Physical Medicine & Rehabilitation	10/4/2004	10/13/2004	2000	1350	5950
American Psychiatric Nurses Association	10/11/2004	10/18/2004	700	450	1830
National Association For Home Care	10/21/2004	10/29/2004	3000	900	5805
National Indian Education Association	10/26/2004	11/2/2004	3000	1150	4275
Aglow International	11/2/2004	11/16/2004	5000	1200	6840
Association Of Professional Directors Of Ymca	11/8/2004	11/14/2004	1000	550	3525
National Distributive Education Clubs Of America (Deca)	11/15/2004	11/21/2004	1500	775	2370
Deere & Company	11/30/2004	12/17/2004	5000	1325	29883
American Correctional Association	1/3/2005	1/14/2005	3000	1500	5711
Society Of Critical Care Medicine	1/11/2005	1/20/2005	5000	1600	7584
Sports Turf Managers Association	1/16/2005	1/23/2005	900	550	2320
High Noon Western Collectibles	1/19/2005	1/23/2005	250	250	680
Sports, Inc.	2/12/2005	2/20/2005	1200	600	2660
American Traffic Safety Services Association	2/24/2005	3/4/2005	2000	600	3901
National Council For Prescription Drug Programs	3/3/2005	3/10/2005	2000	540	2545
American Water Works Association	3/3/2005	3/10/2005	1000	350	1440
American College Of Osteopathic Family Physicians	3/13/2005	3/20/2005	800	700	3052
National Association Of Pediatric Nurse Associates And Practioners	3/27/2005	4/2/2005	1800	225	3450
International Fresh-Cut Produce Association	4/11/2005	4/17/2005	800	613	2182
Sweet Adelines	4/13/2005	4/17/2005	1500	400	940
National Agri-Marketing Association	4/17/2005	4/23/2005	900	750	2125
Intelligent Transportation Society Of America	4/28/2005	5/6/2005	2000	1510	7101
Intel International Science & Engineering Fair	5/3/2005	5/13/2005	6000	1075	6839
National Association Of Orthopaedic Nurses	5/18/2005	5/28/2005	1800	1000	4380
National Association Of Medical Staff Services	9/16/2005	9/23/2005	1600	1000	4415
Hispanic Association Of Colleges & Universities	10/12/2005	10/19/2005	1000	527	1704
Best Western International, Inc.	10/17/2005	10/29/2005	3000	1480	7500
The Irrigation Association	11/2/2005	11/9/2005	3000	1700	7075
Oncology Nursing Society	11/8/2005	11/14/2005	1500	1250	3825

C. Appendix - ExPact/Longwoods Report Calculations

This appendix explains how HVS converted the spending data from Longwoods International’s Phoenix 2016 Visitor Research Profile and DI’s ExPact 2004 report to the spending parameters in Section 3 of the report. Longwoods and DI reported survey results by type of expenditure and spending per delegate or exhibitor per event. HVS translated these results to daily spending, adjusted for inflation, and adjusted DI’s national parameters for the cost of travel in Phoenix.

Longwoods International Visitor Profile

For the 2017 update report, HVS applied Longwoods International’s Phoenix 2016 Visitor Research Profile to estimate Qualified Spending of overnight visitors and day-trip visitors. The following figure shows the average per person expenditures on 2016 domestic overnight trips by spending sector.

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

Spending Category	Amount per Trip (\$2016)	Amount per Day (\$2016)
Lodging*	\$549.07	\$161.49
F&B	53.00	15.59
Retail	30.00	8.82
Transportation at Destination	28.00	8.24
Recreation & Entertainment	24.00	7.06
Total	684.07	201.20

*STR data, in 2017 dollars

Source: Longwoods International and STR

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

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

- HVS inflated the figures from the 2016 study into 2017 dollars to reflect the actual year of spending.
- HVS researched the ratio to sales of other hotel spending to hotel room spending. Local hotels and comparable properties show that approximately one-third of hotel revenues come from sources other than the ADR.

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

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

Spending Category	Categories Used in HVS Report	Overnight Visitor Spending per Day (\$2017)	Day-trip Visitor Spending per Day (\$2017)
Lodging	Hotel Room Rental	\$161.49	\$0.00
Other Hotel Spending	Other Hotel Spending	81.43	0.00
F&B	Restaurants	27.61	27.61
Retail	General Retail	15.63	15.63
Transportation at Destination	Transportation	7.29	7.29
Transportation at Destination (rent)	Auto Rental and Leasing	7.29	7.29
Recreation & Entertainment	Other Amusement & Recreation	12.50	12.50
	Total	\$313.24	\$70.32

Sources: BLS, HVS, Longwoods International, and STR

DI ExPact Report

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

To avoid double counting of venue related expenditures, we excluded certain categories of expenditures reported in the ExPact 2004 report. Instead we used actual venue related spending data from 2009 to 2017, as provided by the PCC. The following categories of ExPact 2004 data have been excluded from our spending parameters.

**FIGURE C-1
EXCLUDED EXHIBITOR EXPENDITURE TYPES**

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

*Day-trip visitors only

HVS took spending data from the ExPact report and recalculated them on a per delegate day basis. HVS adjusted the daily spending parameters data with the Corporate Travel Index (“CTI”), a report from Business Travel News that compares travel costs across the 100 largest U.S. cities. The CTI released for a given year shows data collected during the prior year. Using the CTI data, HVS created an index, where the national average equals 100. For the years 2009 through 2015, HVS used the 2013 CTI. For Qualified Events in 2017, HVS used the 2018 CTI. See the figure below for the CTI multipliers.

**FIGURE C-2
CTI ADJUSTMENT FOR PHOENIX EXHIBITORS AND ORGANIZERS**

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

Source: CTI

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

**FIGURE C-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
2016	1.2707
2017	1.2977

Source: Bureau of Labor Statistics

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



EXHIBITING COMPANY SPENDING PARAMETERS

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

*Excludes meal expenditures in other categories.

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

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



EVENT ORGANIZER SPENDING PARAMETERS

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

*Excludes meal expenditures in other categories.

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

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

D. Appendix - Venue Spending Data

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
2017 Southern Baptist Convention (SBC) Annual Meeting					
	9177	Audio Visual Totals	6/11/2017	6/14/2017	212,192.64
	9177	F&B Totals	6/11/2017	6/14/2017	659,861.74
	9177	Electrical Totals	6/11/2017	6/14/2017	61,703.38
	9177	Event Security Totals	6/11/2017	6/14/2017	38,748.85
	9177	Labor	6/11/2017	6/14/2017	5,985.00
	9177	Life Safety Review	6/11/2017	6/14/2017	450.00
	9177	Equipment	6/11/2017	6/14/2017	6,114.00
	9177	Telecommunications Total	6/11/2017	6/14/2017	63,139.00
	9177	Room Rental	6/11/2017	6/14/2017	90,898.00
CCA GLOBAL					
	10808	Audio Visual Totals	1/21/2017	1/28/2017	63,090.00
	10808	F&B Totals	1/21/2017	1/28/2017	810,195.22
	10808	Electrical Totals	1/21/2017	1/28/2017	43,098.70
	10808	Event Security Totals	1/21/2017	1/28/2017	17,045.25
	10808	Labor	1/21/2017	1/28/2017	10,605.00
	10808	Life Safety Review	1/21/2017	1/28/2017	450.00
	10808	Equipment	1/21/2017	1/28/2017	3,700.00
	10808	Telecommunications Total	1/21/2017	1/28/2017	65,283.57
	10808	Room Rental	1/21/2017	1/28/2017	36,513.00
	10808	Other-Misc Charges	1/21/2017	1/28/2017	806.61
WM Symposia 2017					
	12042	Audio Visual Totals	3/5/2017	3/8/2017	7,567.00
	12042	F&B Totals	3/5/2017	3/8/2017	533,321.53
	12042	Electrical Totals	3/5/2017	3/8/2017	40,802.65
	12042	Event Security Totals	3/5/2017	3/8/2017	18,350.15
	12042	Labor	3/5/2017	3/8/2017	2,065.00
	12042	Life Safety Review	3/5/2017	3/8/2017	450.00
	12042	Parking	3/5/2017	3/8/2017	1,188.00
	12042	Equipment	3/5/2017	3/8/2017	382.00
	12042	Telecommunications Total	3/5/2017	3/8/2017	26,104.00
	12042	Room Rental	3/5/2017	3/8/2017	48,000.00
PHOENIX COMICON 2017					
	12458	Audio Visual Totals	5/25/2017	5/28/2017	220.00
	12458	F&B Totals	5/25/2017	5/28/2017	812,317.61
	12458	Electrical Totals	5/25/2017	5/28/2017	34,572.10
	12458	Event Security Totals	5/25/2017	5/28/2017	152,228.61
	12458	Labor	5/25/2017	5/28/2017	175.00
	12458	Life Safety Review	5/25/2017	5/28/2017	450.00
	12458	Telecommunications Total	5/25/2017	5/28/2017	21,480.00
	12458	Room Rental	5/25/2017	5/28/2017	225,081.00
Regional Dance America 2017 National Festival					
	12649	Audio Visual Totals	5/2/2017	5/6/2017	3,935.62
	12649	F&B Totals	5/2/2017	5/6/2017	102,015.99
	12649	Electrical Totals	5/2/2017	5/6/2017	3,567.75
	12649	Event Security Totals	5/2/2017	5/6/2017	11,934.74
	12649	Labor	5/2/2017	5/6/2017	245.00
	12649	Production Supervisor/Usher/Security	5/2/2017	5/6/2017	26,100.70
	12649	Life Safety Review	5/2/2017	5/6/2017	450.00
	12649	Telecommunications Total	5/2/2017	5/6/2017	3,390.00
	12649	Room Rental	5/2/2017	5/6/2017	147,504.00
The Summit on PLC at Work					
	12830	Audio Visual Totals	2/22/2017	2/24/2017	7,527.00
	12830	F&B Totals	2/22/2017	2/24/2017	203,524.54
	12830	Electrical Totals	2/22/2017	2/24/2017	1,971.20
	12830	Event Security Totals	2/22/2017	2/24/2017	2,960.62

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	12830	Labor	2/22/2017	2/24/2017	350.00
	12830	Life Safety Review	2/22/2017	2/24/2017	450.00
	12830	Telecommunications Total	2/22/2017	2/24/2017	21,300.00
	12830	Room Rental	2/22/2017	2/24/2017	34,717.50
48th National Athletic Directors Conference					
	12851	Audio Visual Totals	12/7/2017	12/12/2017	37,522.00
	12851	F&B Totals	12/7/2017	12/12/2017	252,912.12
	12851	Electrical Totals	12/7/2017	12/12/2017	17,325.15
	12851	Event Security Totals	12/7/2017	12/12/2017	6,444.55
	12851	Labor	12/7/2017	12/12/2017	3,080.00
	12851	Life Safety Review	12/7/2017	12/12/2017	450.00
	12851	Parking	12/7/2017	12/12/2017	500.00
	12851	Equipment	12/7/2017	12/12/2017	195.00
	12851	Telecommunications Total	12/7/2017	12/12/2017	26,045.50
	12851	Room Rental	12/7/2017	12/12/2017	14,828.00
	12851	Other-Misc Charges	12/7/2017	12/12/2017	476.10
AASL National Conference & Exhibition					
	13321	Audio Visual Totals	11/6/2017	11/12/2017	8,302.50
	13321	F&B Totals	11/6/2017	11/12/2017	70,183.45
	13321	Electrical Totals	11/6/2017	11/12/2017	30,118.30
	13321	Event Security Totals	11/6/2017	11/12/2017	11,107.20
	13321	Labor	11/6/2017	11/12/2017	1,400.00
	13321	Life Safety Review	11/6/2017	11/12/2017	450.00
	13321	Equipment	11/6/2017	11/12/2017	382.00
	13321	Telecommunications Total	11/6/2017	11/12/2017	78,244.99
	13321	Room Rental	11/6/2017	11/12/2017	69,606.00
	13321	Other-Misc Charges	11/6/2017	11/12/2017	100.00
2017 NCAA Final Four Fan Fest					
	13351	Audio Visual Totals	3/30/2017	4/3/2017	62,549.25
	13351	F&B Totals	3/30/2017	4/3/2017	327,967.05
	13351	Electrical Totals	3/30/2017	4/3/2017	100,030.27
	13351	Event Security Totals	3/30/2017	4/3/2017	84,918.07
	13351	Labor	3/30/2017	4/3/2017	100,039.07
	13351	Life Safety Review	3/30/2017	4/3/2017	900.00
	13351	Parking	3/30/2017	4/3/2017	11,668.00
	13351	Equipment	3/30/2017	4/3/2017	1,950.00
	13351	Telecommunications Total	3/30/2017	4/3/2017	137,323.00
	13351	Room Rental	3/30/2017	4/3/2017	-
	13351	Other-Misc Charges	3/30/2017	4/3/2017	84,447.40
2017 Materials Research Society Spring Meeting & Exhibit					
	13637	Audio Visual Totals	4/17/2017	4/21/2017	6,697.51
	13637	F&B Totals	4/17/2017	4/21/2017	240,415.98
	13637	Electrical Totals	4/17/2017	4/21/2017	20,476.00
	13637	Event Security Totals	4/17/2017	4/21/2017	9,969.66
	13637	Labor	4/17/2017	4/21/2017	1,750.00
	13637	Life Safety Review	4/17/2017	4/21/2017	450.00
	13637	Equipment	4/17/2017	4/21/2017	883.00
	13637	Telecommunications Total	4/17/2017	4/21/2017	54,855.00
	13637	Room Rental	4/17/2017	4/21/2017	51,589.00
RFID Journal LIVE! 2017					
	13863	Audio Visual Totals	5/9/2017	5/11/2017	17,336.00
	13863	F&B Totals	5/9/2017	5/11/2017	140,516.68
	13863	Electrical Totals	5/9/2017	5/11/2017	57,505.25
	13863	Event Security Totals	5/9/2017	5/11/2017	12,606.82
	13863	Labor	5/9/2017	5/11/2017	1,085.00
	13863	Life Safety Review	5/9/2017	5/11/2017	450.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	13863	Equipment	5/9/2017	5/11/2017	877.00
	13863	Telecommunications Total	5/9/2017	5/11/2017	30,508.00
	13863	Room Rental	5/9/2017	5/11/2017	57,175.00
	13863	Other Misc.Charges	5/9/2017	5/11/2017	674.82
Biomedical Engineering Society Annual Meeting					
	13869	Audio Visual Totals	10/11/2017	10/14/2017	6,605.00
	13869	F&B Totals	10/11/2017	10/14/2017	208,605.72
	13869	Electrical Totals	10/11/2017	10/14/2017	14,596.70
	13869	Event Security Totals	10/11/2017	10/14/2017	9,037.45
	13869	Life Safety Review	10/11/2017	10/14/2017	450.00
	13869	Equipment	10/11/2017	10/14/2017	208.00
	13869	Telecommunications Total	10/11/2017	10/14/2017	19,736.47
	13869	Room Rental	10/11/2017	10/14/2017	110,038.25
Sports, Inc. Annual Meeting and Trade Show					
	13975	Audio Visual Totals	2/16/2017	2/18/2017	4,900.00
	13975	F&B Totals	2/16/2017	2/18/2017	175,588.12
	13975	Electrical Totals	2/16/2017	2/18/2017	44,848.72
	13975	Event Security Totals	2/16/2017	2/18/2017	10,200.79
	13975	Life Safety Review	2/16/2017	2/18/2017	450.00
	13975	Equipment	2/16/2017	2/18/2017	1,480.00
	13975	Telecommunications Total	2/16/2017	2/18/2017	19,385.00
	13975	Room Rental	2/16/2017	2/18/2017	56,537.00
American Traffic Safety Services Association Annual Convention & Traffic Expo					
	13993	Audio Visual Totals	2/12/2017	2/14/2017	90,403.75
	13993	F&B Totals	2/12/2017	2/14/2017	110,967.83
	13993	Electrical Totals	2/12/2017	2/14/2017	45,249.50
	13993	Event Security Totals	2/12/2017	2/14/2017	7,871.14
	13993	Labor	2/12/2017	2/14/2017	2,423.75
	13993	Life Safety Review	2/12/2017	2/14/2017	450.00
	13993	Equipment	2/12/2017	2/14/2017	1,952.00
	13993	Telecommunications Total	2/12/2017	2/14/2017	12,454.00
	13993	Room Rental	2/12/2017	2/14/2017	45,225.00
AAHPM & HPNA Annual Assembly					
	14045	Audio Visual Totals	2/22/2017	2/25/2017	11,760.00
	14045	F&B Totals	2/22/2017	2/25/2017	439,171.93
	14045	Electrical Totals	2/22/2017	2/25/2017	12,353.30
	14045	Event Security Totals	2/22/2017	2/25/2017	8,849.03
	14045	Labor	2/22/2017	2/25/2017	3,675.00
	14045	Life Safety Review	2/22/2017	2/25/2017	450.00
	14045	Parking	2/22/2017	2/25/2017	110.00
	14045	Equipment	2/22/2017	2/25/2017	977.00
	14045	Telecommunications Total	2/22/2017	2/25/2017	40,710.98
	14045	Room Rental	2/22/2017	2/25/2017	67,592.00
National Wood Flooring Association 2017 Expo					
	14169	Audio Visual Totals	4/10/2017	4/14/2017	16,037.49
	14169	F&B Totals	4/10/2017	4/14/2017	183,040.77
	14169	Electrical Totals	4/10/2017	4/14/2017	50,058.30
	14169	Event Security Totals	4/10/2017	4/14/2017	7,749.06
	14169	Life Safety Review	4/10/2017	4/14/2017	450.00
	14169	Equipment	4/10/2017	4/14/2017	1,550.00
	14169	Telecommunications Total	4/10/2017	4/14/2017	16,765.00
	14169	Room Rental	4/10/2017	4/14/2017	42,774.00
AMDA - The Society for Post-Acute & Long-Term Care Medicine					
	14190	Audio Visual Totals	3/16/2017	3/19/2017	8,030.00
	14190	F&B Totals	3/16/2017	3/19/2017	160,305.98
	14190	Electrical Totals	3/16/2017	3/19/2017	12,253.30

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14190	Event Security Totals	3/16/2017	3/19/2017	8,405.76
	14190	Labor	3/16/2017	3/19/2017	4,830.00
	14190	Life Safety Review	3/16/2017	3/19/2017	450.00
	14190	Equipment	3/16/2017	3/19/2017	2,467.00
	14190	Telecommunications Total	3/16/2017	3/19/2017	13,845.00
	14190	Room Rental	3/16/2017	3/19/2017	55,068.50
ACN International Training 2017					
	14419	Cancellation Fees	11/30/2017	12/1/2017	6,431.00
PRIMA 2017 Annual Conference					
	14491	Audio Visual Totals	6/3/2017	6/7/2017	15,285.00
	14491	F&B Totals	6/3/2017	6/7/2017	150,468.22
	14491	Electrical Totals	6/3/2017	6/7/2017	15,514.35
	14491	Event Security Totals	6/3/2017	6/7/2017	6,528.69
	14491	Life Safety Review	6/3/2017	6/7/2017	450.00
	14491	Telecommunications Total	6/3/2017	6/7/2017	18,643.97
	14491	Room Rental	6/3/2017	6/7/2017	25,739.00
ICON 2017					
	14524	Audio Visual Totals	4/25/2017	4/27/2017	45,365.00
	14524	F&B Totals	4/25/2017	4/27/2017	639,748.55
	14524	Electrical Totals	4/25/2017	4/27/2017	67,284.65
	14524	Event Security Totals	4/25/2017	4/27/2017	18,093.04
	14524	Parking	4/25/2017	4/27/2017	7,000.00
	14524	Equipment	4/25/2017	4/27/2017	365.00
	14524	Telecommunications Total	4/25/2017	4/27/2017	55,780.00
	14524	Room Rental	4/25/2017	4/27/2017	118,313.00
2017 RSD National Sales Meeting					
	14581	Audio Visual Totals	1/29/2017	2/1/2017	42,738.75
	14581	F&B Totals	1/29/2017	2/1/2017	924,088.67
	14581	Electrical Totals	1/29/2017	2/1/2017	40,858.70
	14581	Event Security Totals	1/29/2017	2/1/2017	9,379.87
	14581	Labor	1/29/2017	2/1/2017	3,185.00
	14581	Life Safety Review	1/29/2017	2/1/2017	450.00
	14581	Equipment	1/29/2017	2/1/2017	3,348.00
	14581	Telecommunications Total	1/29/2017	2/1/2017	27,736.00
	14581	Room Rental	1/29/2017	2/1/2017	34,397.00
Kubota CONNECT 2017					
	15136	Audio Visual Totals	10/16/2017	10/25/2017	88,938.00
	15136	F&B Totals	10/16/2017	10/25/2017	983,773.91
	15136	Electrical Totals	10/16/2017	10/25/2017	46,623.80
	15136	Event Security Totals	10/16/2017	10/25/2017	17,769.57
	15136	Labor	10/16/2017	10/25/2017	1,330.00
	15136	Life Safety Review	10/16/2017	10/25/2017	450.00
	15136	Equipment	10/16/2017	10/25/2017	615.00
	15136	Telecommunications Total	10/16/2017	10/25/2017	62,154.99
	15136	Room Rental	10/16/2017	10/25/2017	-
	15136	Other-Misc Charges	10/16/2017	10/25/2017	200.00
Creativation					
	15340	Audio Visual Totals	1/19/2017	1/23/2017	89,510.40
	15340	F&B Totals	1/19/2017	1/23/2017	139,424.98
	15340	Electrical Totals	1/19/2017	1/23/2017	115,825.80
	15340	Event Security Totals	1/19/2017	1/23/2017	25,508.09
	15340	Labor	1/19/2017	1/23/2017	140.00
	15340	Life Safety Review	1/19/2017	1/23/2017	450.00
	15340	Parking	1/19/2017	1/23/2017	876.00
	15340	Equipment	1/19/2017	1/23/2017	3,300.00
	15340	Telecommunications Total	1/19/2017	1/23/2017	35,735.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	15340	Room Rental	1/19/2017	1/23/2017	125,000.00
Sweet Adelines International Golden West Region 21 Convention					
	15685	F&B Totals	4/21/2017	4/22/2017	3,082.82
	15685	Event Security Totals	4/21/2017	4/22/2017	612.92
	15685	Production Supervisor/Usher/Security	4/21/2017	4/22/2017	8,803.85
	15685	Room Rental	4/21/2017	4/22/2017	4,200.00
2017 ACMG Annual Clinical Genetics Meeting					
	15722	Audio Visual Totals	3/22/2017	3/25/2017	37,807.00
	15722	F&B Totals	3/22/2017	3/25/2017	467,603.55
	15722	Electrical Totals	3/22/2017	3/25/2017	50,242.65
	15722	Event Security Totals	3/22/2017	3/25/2017	15,199.80
	15722	Labor	3/22/2017	3/25/2017	35.00
	15722	Life Safety Review	3/22/2017	3/25/2017	450.00
	15722	Equipment	3/22/2017	3/25/2017	82.00
	15722	Telecommunications Total	3/22/2017	3/25/2017	51,468.93
	15722	Room Rental	3/22/2017	3/25/2017	72,603.87
Special Libraries Association 2017 Annual Meeting					
	15825	Audio Visual Totals	6/16/2017	6/21/2017	9,038.00
	15825	F&B Totals	6/16/2017	6/21/2017	203,546.30
	15825	Electrical Totals	6/16/2017	6/21/2017	26,167.85
	15825	Event Security Totals	6/16/2017	6/21/2017	13,201.38
	15825	Labor	6/16/2017	6/21/2017	1,855.00
	15825	Life Safety Review	6/16/2017	6/21/2017	450.00
	15825	Equipment	6/16/2017	6/21/2017	711.00
	15825	Telecommunications Total	6/16/2017	6/21/2017	103,602.00
	15825	Room Rental	6/16/2017	6/21/2017	59,650.80
2017 SNAAZ Annual Conference					
	16037	Audio Visual Totals	9/21/2017	9/23/2017	7,842.50
	16037	F&B Totals	9/21/2017	9/23/2017	20,503.59
	16037	Electrical Totals	9/21/2017	9/23/2017	13,606.55
	16037	Event Security Totals	9/21/2017	9/23/2017	1,816.87
	16037	Life Safety Review	9/21/2017	9/23/2017	450.00
	16037	Telecommunications Total	9/21/2017	9/23/2017	239.97
	16037	Room Rental	9/21/2017	9/23/2017	9,430.00
2017 GYC Annual Convention					
	16200	Audio Visual Totals	12/26/2017	12/31/2017	16,439.80
	16200	F&B Totals	12/26/2017	12/31/2017	170,648.87
	16200	Electrical Totals	12/26/2017	12/31/2017	10,519.25
	16200	Event Security Totals	12/26/2017	12/31/2017	12,523.82
	16200	Labor	12/26/2017	12/31/2017	3,164.00
	16200	Life Safety Review	12/26/2017	12/31/2017	450.00
	16200	Equipment	12/26/2017	12/31/2017	3,072.00
	16200	Telecommunications Total	12/26/2017	12/31/2017	11,424.99
	16200	Room Rental	12/26/2017	12/31/2017	117,922.00
	16200	Other Misc.Charges	12/26/2017	12/31/2017	597.78
2017 Berkshire Hathaway HomeServices Sales Convention					
	16489	Audio Visual Totals	3/12/2017	3/15/2017	47,175.82
	16489	F&B Totals	3/12/2017	3/15/2017	284,782.37
	16489	Electrical Totals	3/12/2017	3/15/2017	40,164.40
	16489	Event Security Totals	3/12/2017	3/15/2017	20,304.51
	16489	Labor	3/12/2017	3/15/2017	1,855.00
	16489	Life Safety Review	3/12/2017	3/15/2017	450.00
	16489	Equipment	3/12/2017	3/15/2017	1,499.00
	16489	Telecommunications Total	3/12/2017	3/15/2017	55,276.00
	16489	Room Rental	3/12/2017	3/15/2017	123,988.00
Origami Owl 2017 Annual Conference					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	16615	Audio Visual Totals	7/13/2017	7/15/2017	48,587.50
	16615	F&B Totals	7/13/2017	7/15/2017	351,124.10
	16615	Electrical Totals	7/13/2017	7/15/2017	23,150.65
	16615	Event Security Totals	7/13/2017	7/15/2017	17,409.71
	16615	Labor	7/13/2017	7/15/2017	660.00
	16615	Life Safety Review	7/13/2017	7/15/2017	450.00
	16615	Parking	7/13/2017	7/15/2017	4,000.00
	16615	Equipment	7/13/2017	7/15/2017	5,052.00
	16615	Telecommunications Total	7/13/2017	7/15/2017	12,695.00
	16615	Room Rental	7/13/2017	7/15/2017	105,454.00
	16615	Other Misc.Charges	7/13/2017	7/15/2017	406.50
AVA 2017 Annual Conference					
	16673	Audio Visual Totals	9/14/2017	9/19/2017	37,513.00
	16673	F&B Totals	9/14/2017	9/19/2017	284,330.43
	16673	Electrical Totals	9/14/2017	9/19/2017	28,413.45
	16673	Event Security Totals	9/14/2017	9/19/2017	9,434.59
	16673	Labor	9/14/2017	9/19/2017	1,260.00
	16673	Life Safety Review	9/14/2017	9/19/2017	450.00
	16673	Equipment	9/14/2017	9/19/2017	50.00
	16673	Telecommunications Total	9/14/2017	9/19/2017	38,184.75
	16673	Room Rental	9/14/2017	9/19/2017	32,591.00
EEl 2017 Spring National Key Account Workshop					
	16720	Audio Visual Totals	4/9/2017	4/12/2017	12,439.96
	16720	F&B Totals	4/9/2017	4/12/2017	228,476.63
	16720	Electrical Totals	4/9/2017	4/12/2017	16,007.40
	16720	Event Security Totals	4/9/2017	4/12/2017	4,213.83
	16720	Labor	4/9/2017	4/12/2017	840.00
	16720	Life Safety Review	4/9/2017	4/12/2017	450.00
	16720	Equipment	4/9/2017	4/12/2017	250.00
	16720	Telecommunications Total	4/9/2017	4/12/2017	5,810.00
	16720	Room Rental	4/9/2017	4/12/2017	1,175.00
FFTA 2017 Annual Forum & INFO*FLEX					
	16850	Audio Visual Totals	5/1/2017	5/2/2017	19,726.91
	16850	F&B Totals	5/1/2017	5/2/2017	90,560.16
	16850	Electrical Totals	5/1/2017	5/2/2017	28,986.60
	16850	Event Security Totals	5/1/2017	5/2/2017	5,875.08
	16850	Life Safety Review	5/1/2017	5/2/2017	450.00
	16850	Telecommunications Total	5/1/2017	5/2/2017	6,239.96
	16850	Room Rental	5/1/2017	5/2/2017	36,204.00
ABRCMS 2017					
	17002	Audio Visual Totals	11/1/2017	11/5/2017	30,430.00
	17002	F&B Totals	11/1/2017	11/5/2017	622,585.06
	17002	Electrical Totals	11/1/2017	11/5/2017	17,398.10
	17002	Event Security Totals	11/1/2017	11/5/2017	14,532.81
	17002	Labor	11/1/2017	11/5/2017	315.00
	17002	Life Safety Review	11/1/2017	11/5/2017	450.00
	17002	Equipment	11/1/2017	11/5/2017	2,457.00
	17002	Telecommunications Total	11/1/2017	11/5/2017	63,595.00
	17002	Room Rental	11/1/2017	11/5/2017	131,347.50
AzDA Western Regional Dental Convention					
	17054	F&B Totals	4/5/2017	4/8/2017	106,234.92
	17054	Electrical Totals	4/5/2017	4/8/2017	15,445.15
	17054	Event Security Totals	4/5/2017	4/8/2017	8,208.58
	17054	Labor	4/5/2017	4/8/2017	560.00
	17054	Life Safety Review	4/5/2017	4/8/2017	450.00
	17054	Parking	4/5/2017	4/8/2017	460.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	17054	Equipment	4/5/2017	4/8/2017	384.00
	17054	Room Rental	4/5/2017	4/8/2017	58,900.00
AZ Sunrays Classic Rock Invitational					
	17120	F&B Totals	2/3/2017	2/5/2017	32,198.23
	17120	Electrical Totals	2/3/2017	2/5/2017	2,566.00
	17120	Event Security Totals	2/3/2017	2/5/2017	3,874.53
	17120	Life Safety Review	2/3/2017	2/5/2017	450.00
	17120	Equipment	2/3/2017	2/5/2017	960.00
	17120	Room Rental	2/3/2017	2/5/2017	18,359.00
	17120	Other Misc.Charges	2/3/2017	2/5/2017	500.00
	17120	Ticket Office Service Fee	2/3/2017	2/5/2017	4,500.00
Volleyball Festival 2017					
	17182	F&B Totals	6/29/2017	7/2/2017	280,134.79
	17182	Electrical Totals	6/29/2017	7/2/2017	6,645.20
	17182	Event Security Totals	6/29/2017	7/2/2017	32,275.28
	17182	Labor	6/29/2017	7/2/2017	70.00
	17182	Life Safety Review	6/29/2017	7/2/2017	450.00
	17182	Equipment	6/29/2017	7/2/2017	9,340.00
	17182	Telecommunications Total	6/29/2017	7/2/2017	14,245.00
	17182	Room Rental	6/29/2017	7/2/2017	70,000.00
	17182	Other Misc.Charges	6/29/2017	7/2/2017	411.75
	17182	Ticket Office Service Fee	6/29/2017	7/2/2017	12,966.04
Digital Solutions Cooperative National Conference Dscoop 2017					
	17856	Audio Visual Totals	3/1/2017	3/4/2017	103,082.63
	17856	F&B Totals	3/1/2017	3/4/2017	644,672.40
	17856	Electrical Totals	3/1/2017	3/4/2017	137,476.80
	17856	Event Security Totals	3/1/2017	3/4/2017	15,389.14
	17856	Labor	3/1/2017	3/4/2017	2,100.00
	17856	Life Safety Review	3/1/2017	3/4/2017	450.00
	17856	Parking	3/1/2017	3/4/2017	300.00
	17856	Equipment	3/1/2017	3/4/2017	3,728.00
	17856	Telecommunications Total	3/1/2017	3/4/2017	57,174.00
	17856	Room Rental	3/1/2017	3/4/2017	90,000.00
2017 CPNP Annual Meeting					
	17976	Audio Visual Totals	4/23/2017	4/26/2017	185.00
	17976	F&B Totals	4/23/2017	4/26/2017	134,172.23
	17976	Electrical Totals	4/23/2017	4/26/2017	2,620.96
	17976	Event Security Totals	4/23/2017	4/26/2017	798.99
	17976	Labor	4/23/2017	4/26/2017	280.00
	17976	Life Safety Review	4/23/2017	4/26/2017	450.00
	17976	Telecommunications Total	4/23/2017	4/26/2017	10,800.00
	17976	Room Rental	4/23/2017	4/26/2017	6,548.00
ServiceMaster - Franchise Services Group - 2017 Conventions & Seminar					
	17981	Audio Visual Totals	9/11/2017	9/16/2017	96,662.98
	17981	F&B Totals	9/11/2017	9/16/2017	329,835.55
	17981	Electrical Totals	9/11/2017	9/16/2017	21,319.65
	17981	Event Security Totals	9/11/2017	9/16/2017	8,822.14
	17981	Labor	9/11/2017	9/16/2017	2,407.50
	17981	Life Safety Review	9/11/2017	9/16/2017	450.00
	17981	Equipment	9/11/2017	9/16/2017	375.00
	17981	Telecommunications Total	9/11/2017	9/16/2017	27,194.00
	17981	Room Rental	9/11/2017	9/16/2017	6,343.00
Door & Hardware Institute ConNexions 2017					
	17998	Audio Visual Totals	5/10/2017	5/12/2017	3,795.62
	17998	F&B Totals	5/10/2017	5/12/2017	60,881.40
	17998	Electrical Totals	5/10/2017	5/12/2017	20,017.25

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	17998	Event Security Totals	5/10/2017	5/12/2017	6,835.15
	17998	Labor	5/10/2017	5/12/2017	140.00
	17998	Life Safety Review	5/10/2017	5/12/2017	450.00
	17998	Equipment	5/10/2017	5/12/2017	243.00
	17998	Telecommunications Total	5/10/2017	5/12/2017	15,311.00
	17998	Room Rental	5/10/2017	5/12/2017	36,031.00
2017 Mercedes-Benz USA National Parts & Service Managers & Shop Foreman I					
	18079	Audio Visual Totals	2/5/2017	2/7/2017	54,855.00
	18079	F&B Totals	2/5/2017	2/7/2017	248,382.74
	18079	Electrical Totals	2/5/2017	2/7/2017	56,595.53
	18079	Event Security Totals	2/5/2017	2/7/2017	18,248.46
	18079	Labor	2/5/2017	2/7/2017	9,478.10
	18079	Life Safety Review	2/5/2017	2/7/2017	450.00
	18079	Equipment	2/5/2017	2/7/2017	1,480.00
	18079	Telecommunications Total	2/5/2017	2/7/2017	30,125.00
	18079	Room Rental	2/5/2017	2/7/2017	60,964.00
APNA 31st Annual Conference					
	18112	Audio Visual Totals	10/18/2017	10/21/2017	12,073.70
	18112	F&B Totals	10/18/2017	10/21/2017	285,285.80
	18112	Electrical Totals	10/18/2017	10/21/2017	18,104.30
	18112	Event Security Totals	10/18/2017	10/21/2017	8,947.54
	18112	Labor	10/18/2017	10/21/2017	350.00
	18112	Life Safety Review	10/18/2017	10/21/2017	450.00
	18112	Equipment	10/18/2017	10/21/2017	150.00
	18112	Telecommunications Total	10/18/2017	10/21/2017	23,637.00
	18112	Room Rental	10/18/2017	10/21/2017	40,520.00
2017 Rock N Roll Marathon AZ Health & Fitness Expo					
	18194	F&B Totals	1/13/2017	1/14/2017	6,752.00
	18194	Electrical Totals	1/13/2017	1/14/2017	16,616.20
	18194	Event Security Totals	1/13/2017	1/14/2017	8,700.20
	18194	Life Safety Review	1/13/2017	1/14/2017	450.00
	18194	Telecommunications Total	1/13/2017	1/14/2017	13,714.00
	18194	Room Rental	1/13/2017	1/14/2017	25,000.00
AZ Water 90th Annual Conference & Exhibition					
	18224	Audio Visual Totals	5/2/2017	5/5/2017	45,612.50
	18224	F&B Totals	5/2/2017	5/5/2017	172,323.60
	18224	Electrical Totals	5/2/2017	5/5/2017	14,576.65
	18224	Event Security Totals	5/2/2017	5/5/2017	6,131.88
	18224	Life Safety Review	5/2/2017	5/5/2017	450.00
	18224	Parking	5/2/2017	5/5/2017	12,495.00
	18224	Equipment	5/2/2017	5/5/2017	1,771.00
	18224	Telecommunications Total	5/2/2017	5/5/2017	9,500.00
	18224	Room Rental	5/2/2017	5/5/2017	38,880.00
	18224	Other Misc.Charges	5/2/2017	5/5/2017	1,200.00
2017 FASTSIGNS Annual Conference					
	18230	Audio Visual Totals	1/10/2017	1/14/2017	3,755.00
	18230	F&B Totals	1/10/2017	1/14/2017	144,018.90
	18230	Electrical Totals	1/10/2017	1/14/2017	39,975.00
	18230	Event Security Totals	1/10/2017	1/14/2017	5,439.67
	18230	Labor	1/10/2017	1/14/2017	2,310.00
	18230	Life Safety Review	1/10/2017	1/14/2017	450.00
	18230	Equipment	1/10/2017	1/14/2017	550.00
	18230	Telecommunications Total	1/10/2017	1/14/2017	16,693.00
	18230	Room Rental	1/10/2017	1/14/2017	13,822.00
NTOA'S 34th Annual Tactical Conference & Trade Show					
	18341	Audio Visual Totals	9/24/2017	9/25/2017	1,291.25

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	18341	F&B Totals	9/24/2017	9/25/2017	57,979.24
	18341	Electrical Totals	9/24/2017	9/25/2017	17,200.45
	18341	Event Security Totals	9/24/2017	9/25/2017	2,309.40
	18341	Labor	9/24/2017	9/25/2017	420.00
	18341	Life Safety Review	9/24/2017	9/25/2017	450.00
	18341	Equipment	9/24/2017	9/25/2017	2,408.00
	18341	Telecommunications Total	9/24/2017	9/25/2017	1,770.00
	18341	Room Rental	9/24/2017	9/25/2017	55,650.00
IECCon17					
	18360	Audio Visual Totals	10/23/2017	10/28/2017	8,830.00
	18360	F&B Totals	10/23/2017	10/28/2017	140,547.88
	18360	Electrical Totals	10/23/2017	10/28/2017	23,127.50
	18360	Event Security Totals	10/23/2017	10/28/2017	8,701.18
	18360	Life Safety Review	10/23/2017	10/28/2017	450.00
	18360	Equipment	10/23/2017	10/28/2017	192.00
	18360	Telecommunications Total	10/23/2017	10/28/2017	16,191.94
	18360	Room Rental	10/23/2017	10/28/2017	24,240.00
National Council of La Raza 2017 Annual Conference					
	18399	Audio Visual Totals	7/5/2017	7/11/2017	91,728.84
	18399	F&B Totals	7/5/2017	7/11/2017	404,230.74
	18399	Electrical Totals	7/5/2017	7/11/2017	34,894.35
	18399	Event Security Totals	7/5/2017	7/11/2017	31,837.26
	18399	Labor	7/5/2017	7/11/2017	70.00
	18399	Life Safety Review	7/5/2017	7/11/2017	450.00
	18399	Equipment	7/5/2017	7/11/2017	4,661.00
	18399	Telecommunications Total	7/5/2017	7/11/2017	49,132.97
	18399	Room Rental	7/5/2017	7/11/2017	-
TecHome Builder Summit					
	18633	F&B Totals	12/3/2017	12/6/2017	102,255.80
	18633	Electrical Totals	12/3/2017	12/6/2017	19,099.15
	18633	Event Security Totals	12/3/2017	12/6/2017	5,162.35
	18633	Labor	12/3/2017	12/6/2017	280.00
	18633	Life Safety Review	12/3/2017	12/6/2017	450.00
	18633	Equipment	12/3/2017	12/6/2017	123.00
	18633	Telecommunications Total	12/3/2017	12/6/2017	5,869.00
	18633	Room Rental	12/3/2017	12/6/2017	43,030.00
2017 Educators Rising National Conference					
	18798	F&B Totals	6/24/2017	6/26/2017	79,829.62
	18798	Electrical Totals	6/24/2017	6/26/2017	3,493.75
	18798	Event Security Totals	6/24/2017	6/26/2017	2,955.15
	18798	Life Safety Review	6/24/2017	6/26/2017	450.00
	18798	Room Rental	6/24/2017	6/26/2017	35,998.00
RailsConf 2017					
	18846	Audio Visual Totals	4/25/2017	4/27/2017	125.00
	18846	F&B Totals	4/25/2017	4/27/2017	356,878.07
	18846	Electrical Totals	4/25/2017	4/27/2017	41,076.95
	18846	Event Security Totals	4/25/2017	4/27/2017	5,888.39
	18846	Life Safety Review	4/25/2017	4/27/2017	450.00
	18846	Equipment	4/25/2017	4/27/2017	828.00
	18846	Telecommunications Total	4/25/2017	4/27/2017	49,704.00
	18846	Room Rental	4/25/2017	4/27/2017	-
IEEE VIS Conference					
	18855	Audio Visual Totals	10/1/2017	10/6/2017	790.00
	18855	F&B Totals	10/1/2017	10/6/2017	199,368.52
	18855	Electrical Totals	10/1/2017	10/6/2017	2,556.40
	18855	Event Security Totals	10/1/2017	10/6/2017	5,259.08

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	18855	Labor	10/1/2017	10/6/2017	140.00
	18855	Life Safety Review	10/1/2017	10/6/2017	450.00
	18855	Equipment	10/1/2017	10/6/2017	412.00
	18855	Telecommunications Total	10/1/2017	10/6/2017	23,250.00
	18855	Room Rental	10/1/2017	10/6/2017	61,140.00
2017 Mary Kay Career Conference					
	19355	Audio Visual Totals	4/7/2017	4/8/2017	37,245.00
	19355	F&B Totals	4/7/2017	4/8/2017	30,769.14
	19355	Electrical Totals	4/7/2017	4/8/2017	1,832.80
	19355	Event Security Totals	4/7/2017	4/8/2017	3,477.23
	19355	Telecommunications Total	4/7/2017	4/8/2017	1,855.00
	19355	Room Rental	4/7/2017	4/8/2017	16,450.00
2017 Annual Conference on Assessment & Grading					
	19410	Audio Visual Totals	10/16/2017	10/18/2017	904.00
	19410	F&B Totals	10/16/2017	10/18/2017	25,254.86
	19410	Electrical Totals	10/16/2017	10/18/2017	1,167.85
	19410	Event Security Totals	10/16/2017	10/18/2017	2,375.07
	19410	Labor	10/16/2017	10/18/2017	245.00
	19410	Life Safety Review	10/16/2017	10/18/2017	450.00
	19410	Equipment	10/16/2017	10/18/2017	70.00
	19410	Telecommunications Total	10/16/2017	10/18/2017	7,095.00
	19410	Room Rental	10/16/2017	10/18/2017	27,300.00
2017 Magic Grand Prix					
	19411	Audio Visual Totals	10/27/2017	10/29/2017	635.00
	19411	F&B Totals	10/27/2017	10/29/2017	26,976.85
	19411	Electrical Totals	10/27/2017	10/29/2017	3,002.00
	19411	Event Security Totals	10/27/2017	10/29/2017	4,920.49
	19411	Life Safety Review	10/27/2017	10/29/2017	450.00
	19411	Equipment	10/27/2017	10/29/2017	2,884.00
	19411	Telecommunications Total	10/27/2017	10/29/2017	20,240.00
	19411	Room Rental	10/27/2017	10/29/2017	27,731.00
BASIS Ed. Summer Institute					
	19653	Audio Visual Totals	7/12/2017	7/21/2017	57,784.50
	19653	F&B Totals	7/12/2017	7/21/2017	273,135.21
	19653	Electrical Totals	7/12/2017	7/21/2017	4,394.40
	19653	Event Security Totals	7/12/2017	7/21/2017	3,507.87
	19653	Labor	7/12/2017	7/21/2017	1,820.00
	19653	Life Safety Review	7/12/2017	7/21/2017	450.00
	19653	Parking	7/12/2017	7/21/2017	5,000.00
	19653	Equipment	7/12/2017	7/21/2017	632.00
	19653	Telecommunications Total	7/12/2017	7/21/2017	12,545.00
	19653	Room Rental	7/12/2017	7/21/2017	21,151.50
NABC					
	19862	Audio Visual Totals	3/27/2017	4/4/2017	27,318.00
	19862	F&B Totals	3/27/2017	4/4/2017	166,982.39
	19862	Electrical Totals	3/27/2017	4/4/2017	18,444.55
	19862	Event Security Totals	3/27/2017	4/4/2017	22,335.82
	19862	Labor	3/27/2017	4/4/2017	2,490.00
	19862	Equipment	3/27/2017	4/4/2017	421.00
	19862	Telecommunications Total	3/27/2017	4/4/2017	40,674.00
	19862	Room Rental	3/27/2017	4/4/2017	-
Imperious Expo					
	20000	Audio Visual Totals	4/12/2017	4/13/2017	2,081.25
	20000	F&B Totals	4/12/2017	4/13/2017	1,073.87
	20000	Electrical Totals	4/12/2017	4/13/2017	4,366.00
	20000	Event Security Totals	4/12/2017	4/13/2017	3,371.06

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	20000	Life Safety Review	4/12/2017	4/13/2017	450.00
	20000	Telecommunications Total	4/12/2017	4/13/2017	1,095.00
	20000	Room Rental	4/12/2017	4/13/2017	11,960.00
Dupree Dance Convention & Competition					
	20113	Audio Visual Totals	11/10/2017	11/12/2017	120.00
	20113	F&B Totals	11/10/2017	11/12/2017	3,512.64
	20113	Electrical Totals	11/10/2017	11/12/2017	2,595.80
	20113	Event Security Totals	11/10/2017	11/12/2017	2,840.23
	20113	Labor	11/10/2017	11/12/2017	420.00
	20113	Life Safety Review	11/10/2017	11/12/2017	300.00
	20113	Equipment	11/10/2017	11/12/2017	2,298.00
	20113	Telecommunications Total	11/10/2017	11/12/2017	1,095.00
	20113	Room Rental	11/10/2017	11/12/2017	15,400.00
	20113	Other Misc.Charges	11/10/2017	11/12/2017	335.90
KOA Annual Convention 2017					
	20289	Audio Visual Totals	11/15/2017	11/18/2017	13,540.00
	20289	F&B Totals	11/15/2017	11/18/2017	344,316.04
	20289	Electrical Totals	11/15/2017	11/18/2017	13,685.10
	20289	Event Security Totals	11/15/2017	11/18/2017	6,793.40
	20289	Life Safety Review	11/15/2017	11/18/2017	450.00
	20289	Equipment	11/15/2017	11/18/2017	148.00
	20289	Room Rental	11/15/2017	11/18/2017	21,125.00
2017 GSA SmartPay Training Forum					
	20419	Audio Visual Totals	7/29/2017	8/3/2017	23,890.00
	20419	F&B Totals	7/29/2017	8/3/2017	37,188.02
	20419	Electrical Totals	7/29/2017	8/3/2017	29,378.09
	20419	Event Security Totals	7/29/2017	8/3/2017	5,571.01
	20419	Labor	7/29/2017	8/3/2017	1,260.00
	20419	Life Safety Review	7/29/2017	8/3/2017	450.00
	20419	Telecommunications Total	7/29/2017	8/3/2017	150,883.00
	20419	Room Rental	7/29/2017	8/3/2017	78,935.00

E. IMPLAN Output and Qualified Revenue Calculation

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Total	\$357,820,018	\$480,736,380	\$487,475,926	\$444,774,129			\$13,276,209	\$17,841,323	\$18,089,685	\$16,511,154
Hotels and motels, including casino hotels	107,942,048	138,674,618	128,181,191	154,807,466	5.5%	67.245%	3,992,210	5,128,846	4,740,749	5,725,515
Food services and drinking places	68,565,418	84,495,404	75,257,918	49,751,432	5.0%	73.796%	2,529,927	3,117,711	2,776,867	1,835,728
Real estate establishments	15,150,584	20,445,921	26,057,400	24,455,639	5.0%	73.796%	559,026	754,414	961,466	902,364
Imputed rental activity for owner-occupied dwellings	10,156,996	16,299,810	16,458,645	13,690,015	5.0%	73.796%	374,773	601,430	607,291	505,134
Amusement parks, arcades, and gambling industries	2,199,861	3,195,392	3,530,047	13,798,887	5.0%	73.796%	81,170	117,904	130,252	509,151
Retail Stores - General merchandise	7,671,224	10,086,050	8,698,870	6,304,946	5.0%	73.796%	283,053	372,155	320,971	232,640
Wholesale trade businesses	7,149,788	10,023,353	11,660,380	9,605,699	5.0%	73.796%	263,813	369,842	430,245	354,431
Automotive equipment rental and leasing	6,103,761	7,906,732	8,362,328	7,615,102	5.0%	73.796%	225,217	291,743	308,553	280,982
Fitness and recreational sports centers	13,633,876	16,603,797	14,582,117	76,054	5.0%	73.796%	503,063	612,647	538,051	2,806
Electric power generation, transmission, and distribution	4,883,624	7,173,485	7,845,094	7,947,373	5.0%	86.898%	212,189	311,681	340,862	345,305
Offices of physicians, dentists, and other health practitioners	4,354,197	7,039,223	7,215,383	5,801,587	5.0%	73.796%	160,661	259,733	266,233	214,067
Private hospitals	4,270,434	7,095,070	7,167,693	5,905,791	5.0%	73.796%	157,570	261,794	264,474	217,912
Advertising and related services	4,212,972	6,275,839	5,361,772	6,033,749	5.0%	73.796%	155,450	231,566	197,839	222,633
Management of companies and enterprises	5,492,372	6,548,533	7,163,687	7,019,251	5.0%	73.796%	202,658	241,628	264,326	258,996
Museums, historical sites, zoos, and parks	4,767,055	5,835,349	5,293,457	87,616	5.0%	73.796%	175,895	215,313	195,318	3,233
Insurance carriers	3,626,711	5,167,179	7,460,275	6,235,221	5.0%	73.796%	133,818	190,659	275,269	230,067
Transit and ground passenger transportation	3,595,132	5,473,848	5,004,250	5,979,050	5.0%	73.796%	132,653	201,974	184,647	220,615
Maintenance and repair construction of nonresidential structures	3,795,716	5,221,290	4,852,358	4,227,848	5.0%	86.898%	164,920	226,860	210,830	183,696
Monetary authorities and depository credit intermediation activities	2,552,784	3,883,953	5,551,356	4,983,292	5.0%	73.796%	94,193	143,310	204,834	183,874
Telecommunications	1,246,265	3,425,188	6,190,157	5,745,433	5.0%	73.796%	45,985	126,383	228,404	211,995
Securities, commodity contracts, investments, and related activities	2,654,438	3,978,081	4,926,832	4,455,230	5.0%	73.796%	97,943	146,783	181,790	164,389
Other state and local government enterprises	4,036,691	5,814,658	6,032,453	6,097,738	5.0%	73.796%	148,946	214,549	222,585	224,994
Scenic and sightseeing transportation and support activities for transportation	2,795,075	3,456,465	4,653,534	974,653	5.0%	73.796%	103,133	127,537	171,706	35,963
Performing arts companies	2,772,281	3,486,666	3,060,998	331,272	5.0%	73.796%	102,292	128,651	112,945	12,223
Services to buildings and dwellings	1,599,536	2,221,281	3,365,154	3,374,954	5.0%	73.796%	59,020	81,961	124,167	124,529
Accounting, tax preparation, bookkeeping, and payroll services	1,360,750	1,930,081	2,019,408	1,961,839	5.0%	73.796%	50,209	71,216	74,512	72,388
Management, scientific, and technical consulting services	1,523,962	2,325,657	2,585,747	2,843,443	5.0%	73.796%	56,231	85,812	95,409	104,917
Legal services	1,511,860	2,023,992	2,121,900	1,876,145	5.0%	73.796%	55,785	74,681	78,294	69,226

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

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Spectator sports companies	1,633,816	2,067,553	1,986,315	407,631	5.0%	73.796%	60,285	76,289	73,291	15,041
Nondepository credit intermediation and related activities	1,994,176	2,504,953	3,929,624	3,984,008	5.0%	73.796%	73,581	92,428	144,995	147,002
Commercial and industrial machinery and equipment rental and leasing	1,566,554	2,275,883	2,060,300	3,985,721	5.0%	73.796%	57,803	83,976	76,021	147,065
Transport by truck	1,684,486	2,291,999	2,362,850	1,977,138	5.0%	73.796%	62,154	84,570	87,184	72,952
Office administrative services	2,338,379	2,963,962	4,855,555	4,543,880	5.0%	73.796%	86,282	109,364	179,160	167,660
Retail Stores - Food and beverage	1,521,158	2,320,301	2,179,041	1,753,603	5.0%	73.796%	56,128	85,614	80,402	64,704
Other amusement and recreation industries	18,517	29,754	44,239	38,736	5.0%	73.796%	683	1,098	1,632	1,429
Retail Nonstores - Direct and electronic sales	1,559,221	2,175,832	2,484,578	2,324,731	5.0%	73.796%	57,532	80,284	91,676	85,778
Retail Stores - Motor vehicle and parts	1,076,570	1,600,113	1,729,461	1,486,089	5.0%	73.796%	39,723	59,041	63,814	54,834
Medical and diagnostic labs and outpatient and other ambulatory care services	831,188	1,363,367	1,519,717	1,255,583	5.0%	73.796%	30,669	50,306	56,075	46,329
Insurance agencies, brokerages, and related activities	790,602	1,348,267	4,535,115	4,055,978	5.0%	73.796%	29,172	49,748	167,337	149,657
Radio and television broadcasting	901,648	1,102,689	886,797	1,321,230	5.0%	73.796%	33,269	40,687	32,721	48,751
Automotive repair and maintenance, except car washes	1,350,833	1,968,344	2,169,752	1,867,642	5.0%	73.796%	49,843	72,628	80,060	68,912
US Postal Service	1,095,005	1,348,369	1,532,792	1,526,703	5.0%	73.796%	40,403	49,752	56,557	56,332
Nursing and residential care facilities	1,028,075	1,674,186	1,277,178	1,038,031	5.0%	73.796%	37,934	61,774	47,125	38,301
Employment services	399,651	583,996	970,605	940,404	5.0%	73.796%	14,746	21,548	35,813	34,699
Waste management and remediation services	905,927	1,258,957	1,276,842	1,633,502	5.0%	73.796%	33,427	46,453	47,113	60,273
Motion picture and video industries	1,105,922	1,270,015	1,107,358	319,798	5.0%	73.796%	40,806	46,861	40,859	11,800
State and local government electric utilities	6,387	1,565,871	1,349,842	4,243	5.0%	73.796%	236	57,777	49,806	157
Funds, trusts, and other financial vehicles	341,439	1,098,618	2,196,576	1,361,323	5.0%	73.796%	12,598	40,537	81,049	50,230
Lessors of nonfinancial intangible assets	893,293	1,122,212	1,742,802	1,827,860	5.0%	73.796%	32,961	41,407	64,306	67,444
Internet publishing and broadcasting	1,694,558	1,818,399	2,529,545	2,472,141	5.0%	73.796%	62,526	67,095	93,335	91,217
Architectural, engineering, and related services	822,759	1,527,307	1,768,059	1,529,158	5.0%	73.796%	30,358	56,355	65,238	56,423
Retail Stores - Clothing and clothing accessories	1,131,496	1,486,453	1,225,773	1,164,893	5.0%	73.796%	41,750	54,847	45,229	42,982
Other support services	741,823	1,708,089	1,187,950	1,271,588	5.0%	73.796%	27,372	63,025	43,833	46,919
Private junior colleges, colleges, universities, and professional schools	739,647	1,137,481	1,052,864	721,522	5.0%	73.796%	27,291	41,971	38,849	26,623
Home health care services	868,303	1,424,622	1,661,263	1,467,162	5.0%	73.796%	32,039	52,566	61,297	54,135
Religious organizations	290,945	472,578	3,312,056	370,710	5.0%	73.796%	10,735	17,437	122,208	13,678
Transport by air	665,846	977,520	1,808,867	1,624,159	5.0%	73.796%	24,568	36,069	66,744	59,928

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Retail Stores - Building material and garden supply	813,377	1,261,584	1,415,986	1,310,803	5.0%	73.796%	30,012	46,550	52,247	48,366
Retail Stores - Gasoline stations	731,365	1,064,273	923,387	676,844	5.0%	73.796%	26,986	39,270	34,071	24,974
Retail Stores - Health and personal care	687,420	1,047,113	1,182,876	1,125,429	5.0%	73.796%	25,364	38,636	43,646	41,526
Couriers and messengers	590,680	747,829	1,186,675	771,921	5.0%	73.796%	21,795	27,593	43,786	28,482
Warehousing and storage	944,280	1,188,618	1,144,859	848,528	5.0%	73.796%	34,842	43,858	42,243	31,309
Commercial and industrial machinery and equipment repair and maintenance	722,446	896,372	1,105,165	1,020,895	5.0%	73.796%	26,657	33,074	40,778	37,669
Natural gas distribution	382,303	573,996	609,918	441,354	5.0%	86.898%	16,611	24,940	26,500	19,176
Newspaper publishers	580,034	665,488	597,850	505,068	5.0%	73.796%	21,402	24,555	22,059	18,636
Business support services	372,706	595,511	905,038	939,980	5.0%	73.796%	13,752	21,973	33,394	34,683
Civic, social, professional, and similar organizations	429,263	637,555	792,766	616,517	5.0%	73.796%	15,839	23,525	29,251	22,748
All other miscellaneous professional, scientific, and technical services	406,731	542,495	747,675	712,681	5.0%	73.796%	15,008	20,017	27,588	26,296
Dry-cleaning and laundry services	464,089	516,169	487,605	522,318	5.0%	73.796%	17,124	19,046	17,992	19,272
Retail Stores - Miscellaneous	484,814	680,482	779,375	710,946	5.0%	73.796%	17,889	25,108	28,757	26,232
Personal care services	535,638	664,859	709,825	579,144	5.0%	73.796%	19,764	24,532	26,191	21,369
Pharmaceutical preparation manufacturing	3,349	25,748	4,249	5,276	5.0%	73.796%	124	950	157	195
Independent artists, writers, and performers	473,530	954,904	956,395	382,569	5.0%	73.796%	17,472	35,234	35,289	14,116
Fluid milk and butter manufacturing	311,115	571,100	457,608	361,067	5.0%	73.796%	11,480	21,072	16,885	13,323
Other personal services	428,463	693,943	677,954	557,390	5.0%	73.796%	15,809	25,605	25,015	20,567
Extraction of oil and natural gas	264,118	671,440	322,189	366,313	5.0%	73.796%	9,745	24,775	11,888	13,516
Bread and bakery product manufacturing	512,428	859,378	269,288	260,729	5.0%	73.796%	18,908	31,709	9,936	9,620
Animal (except poultry) slaughtering, rendering, and processing	589,714	859,528	391,171	289,908	5.0%	73.796%	21,759	31,715	14,433	10,697
Other private educational services	331,938	537,272	705,184	554,222	5.0%	73.796%	12,248	19,824	26,020	20,450
Promoters of performing arts and sports and agents for public figures	372,946	577,867	599,234	406,305	5.0%	73.796%	13,761	21,322	22,111	14,992
Individual and family services	258,094	429,171	424,139	386,607	5.0%	73.796%	9,523	15,836	15,650	14,265
Printing	46	134	1,641	1,551	5.0%	86.898%	2	6	71	67
Private elementary and secondary schools	306,681	524,295	651,108	529,457	5.0%	73.796%	11,316	19,345	24,025	19,536
Other computer related services, including facilities management	336,094	489,306	770,437	670,126	5.0%	73.796%	12,401	18,054	28,428	24,726
Data processing, hosting, ISP, web search portals and related services	61,086	88,531	327,831	243,257	5.0%	73.796%	2,254	3,267	12,096	8,976
Grantmaking, giving, and social advocacy organizations	313,655	544,982	580,774	521,033	5.0%	73.796%	11,573	20,109	21,429	19,225
Other information services	941,958	1,002,566	1,000,893	1,109,702	5.0%	73.796%	34,756	36,993	36,931	40,946

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Personal and household goods repair and maintenance	459,208	657,946	723,194	676,193	5.0%	73.796%	16,944	24,277	26,684	24,950
Retail Stores - Sporting goods, hobby, book and music	291,444	402,146	469,369	380,076	5.0%	73.796%	10,754	14,838	17,319	14,024
Computer systems design services	310,000	460,489	593,861	540,092	5.0%	73.796%	11,438	16,991	21,912	19,928
Child day care services	505,216	637,969	711,382	573,736	5.0%	73.796%	18,641	23,540	26,249	21,170
Periodical publishers	306,250	408,555	446,943	379,226	5.0%	73.796%	11,300	15,075	16,491	13,993
Retail Stores - Furniture and home furnishings	342,888	522,576	658,099	602,206	5.0%	73.796%	12,652	19,282	24,283	22,220
Soft drink and ice manufacturing	310,827	365,193	1,150,162	1,010,625	5.0%	73.796%	11,469	13,475	42,439	37,290
Retail Stores - Electronics and appliances	226,067	369,802	419,597	349,064	5.0%	73.796%	8,341	13,645	15,482	12,880
Investigation and security services	312,490	460,108	613,427	590,580	5.0%	73.796%	11,530	16,977	22,634	21,791
Travel arrangement and reservation services	122,942	158,504	253,768	228,175	5.0%	73.796%	4,536	5,848	9,364	8,419
Semiconductor and related device manufacturing	339,740	564,424	294,694	275,798	5.0%	73.796%	12,536	20,826	10,874	10,176
Facilities support services	399,822	570,883	861,608	832,282	5.0%	73.796%	14,753	21,064	31,792	30,710
Cheese manufacturing	581,340	206,533	28,475	8,867	5.0%	73.796%	21,450	7,621	1,051	327
Transport by rail	329,864	382,916	428,489	348,302	5.0%	73.796%	12,171	14,129	15,810	12,852
Dairy cattle and milk production	421,537	421,014	227,071	132,471	5.0%	73.796%	15,554	15,535	8,378	4,888
Electronic and precision equipment repair and maintenance	305,344	438,273	451,511	407,599	5.0%	73.796%	11,267	16,171	16,660	15,040
Support activities for printing	619,031	850,460	815,277	742,379	5.0%	86.898%	26,896	36,952	35,423	32,256
Cable and other subscription programming	497,074	768,910	772,967	969,747	5.0%	73.796%	18,341	28,371	28,521	35,782
Environmental and other technical consulting services	258,678	382,824	413,646	386,039	5.0%	73.796%	9,545	14,125	15,263	14,244
Cattle ranching and farming	289,639	554,535	220,233	128,231	5.0%	73.796%	10,687	20,461	8,126	4,731
Community food, housing, and other relief services, including rehabilitation services	246,852	478,121	451,186	370,634	5.0%	73.796%	9,108	17,642	16,648	13,676
All other food manufacturing	275,655	479,433	103,670	41,036	5.0%	73.796%	10,171	17,690	3,825	1,514
Dry, condensed, and evaporated dairy product manufacturing	334,951	307,609	120,937	104,785	5.0%	73.796%	12,359	11,350	4,462	3,866
In-vitro diagnostic substance manufacturing	634,845	941,141	429,264	279,672	5.0%	73.796%	23,424	34,726	15,839	10,319
Water, sewage and other treatment and delivery systems	202,360	234,172	222,631	201,278	5.0%	86.898%	8,792	10,175	9,673	8,745
Veterinary services	213,450	361,570	386,368	337,173	5.0%	73.796%	7,876	13,341	14,256	12,441
Soap and cleaning compound manufacturing	181,028	242,110	73,202	69,439	5.0%	73.796%	6,680	8,933	2,701	2,562
Surgical appliance and supplies manufacturing	169,313	255,540	27,481	20,305	5.0%	73.796%	6,247	9,429	1,014	749
Bowling centers	241,534	481,597	599,723	496,189	5.0%	73.796%	8,912	17,770	22,129	18,308

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Maintenance and repair construction of residential structures	0	0	0	0	5.0%	86.898%	0	0	0	0
General and consumer goods rental except video tapes and discs	146,972	210,760	317,318	278,397	5.0%	73.796%	5,423	7,777	11,708	10,272
Scientific research and development services	15,529	17,267	84,024	68,010	5.0%	73.796%	573	637	3,100	2,509
Software publishers	103,676	158,518	439,499	326,059	5.0%	73.796%	3,825	5,849	16,217	12,031
Snack food manufacturing	102,968	152,781	217,685	199,296	5.0%	73.796%	3,799	5,637	8,032	7,354
Sound recording industries	194,874	217,812	171,840	131,300	5.0%	73.796%	7,190	8,037	6,341	4,845
Other Federal Government enterprises	187,871	191,841	208,036	189,047	5.0%	73.796%	6,932	7,079	7,676	6,975
Toilet preparation manufacturing	16,311	31,153	3,211	1,431	5.0%	73.796%	602	1,149	118	53
Private household operations	93,823	200,324	183,910	145,172	5.0%	73.796%	3,462	7,392	6,786	5,357
Magnetic and optical recording media manufacturing	16,730	20,747	3,755	7,561	5.0%	73.796%	617	766	139	279
Car washes	124,368	187,584	205,555	174,559	5.0%	73.796%	4,589	6,921	7,585	6,441
Polystyrene foam product manufacturing	3,258	2,887	671	779	5.0%	73.796%	120	107	25	29
Other plastics product manufacturing	36,508	50,058	20,132	15,959	5.0%	73.796%	1,347	1,847	743	589
Vegetable and melon farming	87,024	140,138	122,139	101,831	5.0%	73.796%	3,211	5,171	4,507	3,757
Directory, mailing list, and other publishers	93,463	135,771	100,478	101,263	5.0%	73.796%	3,449	5,010	3,707	3,736
Specialized design services	103,572	184,452	246,750	215,782	5.0%	73.796%	3,822	6,806	9,105	7,962
Sign manufacturing	58,290	92,691	86,080	86,809	5.0%	73.796%	2,151	3,420	3,176	3,203
Other accommodations	31,512	52,537	2,675	1,618	5.5%	73.796%	1,279	2,132	109	66
Cookie, cracker, and pasta manufacturing	65,165	108,694	28,041	25,333	5.0%	73.796%	2,404	4,011	1,035	935
Urethane and other foam product (except polystyrene) manufacturing	282,482	263,102	53,629	35,703	5.0%	73.796%	10,423	9,708	1,979	1,317
Photographic services	78,272	134,449	164,081	143,096	5.0%	73.796%	2,888	4,961	6,054	5,280
Death care services	73,461	78,753	65,331	53,469	5.0%	73.796%	2,711	2,906	2,411	1,973
Wood windows and doors and millwork manufacturing	65,480	106,755	116,303	93,708	5.0%	73.796%	2,416	3,939	4,291	3,458
Electronic computer manufacturing	899	742	180	164	5.0%	73.796%	33	27	7	6
All other miscellaneous wood product manufacturing	75,723	121,080	93,660	118,890	5.0%	73.796%	2,794	4,468	3,456	4,387
Motor vehicle parts manufacturing	43,032	62,338	33,262	24,233	5.0%	73.796%	1,588	2,300	1,227	894
Animal production, except cattle and poultry and eggs	55,755	105,631	37,774	38,660	5.0%	73.796%	2,057	3,898	1,394	1,426
All other chemical product and preparation manufacturing	55,807	90,460	20,849	16,593	5.0%	73.796%	2,059	3,338	769	612
All other crop farming	33,313	25,717	75,859	38,809	5.0%	73.796%	1,229	949	2,799	1,432
Other animal food manufacturing	62,759	76,743	273,163	270,312	5.0%	73.796%	2,316	2,832	10,079	9,974
Custom computer programming services	21,598	29,589	30,858	28,250	5.0%	73.796%	797	1,092	1,139	1,042

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Asphalt paving mixture and block manufacturing	62,024	66,687	68,038	49,693	5.0%	73.796%	2,289	2,461	2,510	1,834
Transport by pipeline	26,053	51,426	74,619	65,883	5.0%	73.796%	961	1,898	2,753	2,431
Tire manufacturing	160,806	231,627	45,915	38,976	5.0%	73.796%	5,933	8,547	1,694	1,438
Printing ink manufacturing	156,504	212,961	32,507	26,669	5.0%	73.796%	5,775	7,858	1,199	984
Wood kitchen cabinet and countertop manufacturing	286	464	1,707	2,111	5.0%	73.796%	11	17	63	78
Mattress manufacturing	58,180	91,053	21,243	15,787	5.0%	73.796%	2,147	3,360	784	583
Surgical and medical instrument, laboratory and medical instrument manufacturing	73,915	102,704	9,645	7,610	5.0%	73.796%	2,727	3,790	356	281
Breweries	46,018	81,565	178,595	105,554	5.0%	73.796%	1,698	3,010	6,590	3,895
Greenhouse, nursery, and floriculture production	41,617	89,888	46,120	47,640	5.0%	73.796%	1,536	3,317	1,702	1,758
Book publishers	39,365	61,068	99,084	77,195	5.0%	73.796%	1,452	2,253	3,656	2,848
Coffee and tea manufacturing	46,610	96,516	8,962	10,914	5.0%	73.796%	1,720	3,561	331	403
Plastics pipe and pipe fitting manufacturing	11,255	17,174	3,167	2,655	5.0%	73.796%	415	634	117	98
Nonupholstered wood household furniture manufacturing	19,523	26,162	6,195	1,914	5.0%	73.796%	720	965	229	71
Fruit and vegetable canning, pickling, and drying	31,501	44,510	42,265	34,839	5.0%	73.796%	1,162	1,642	1,560	1,285
Ice cream and frozen dessert manufacturing	59,943	44,262	20,819	14,441	5.0%	73.796%	2,212	1,633	768	533
Upholstered household furniture manufacturing	75,827	113,458	18,232	16,146	5.0%	73.796%	2,798	4,186	673	596
Seasoning and dressing manufacturing	9,526	47,937	3,544	3,693	5.0%	73.796%	351	1,769	131	136
Plastics bottle manufacturing	45,232	55,219	6,913	7,433	5.0%	73.796%	1,669	2,037	255	274
Support activities for agriculture and forestry	24,640	41,285	77,215	58,959	5.0%	73.796%	909	1,523	2,849	2,175
Asphalt shingle and coating materials manufacturing	11,469	20,534	20,774	19,511	5.0%	73.796%	423	758	767	720
Wineries	57,310	77,139	25,670	5,991	5.0%	73.796%	2,115	2,846	947	221
Soybean and other oilseed processing	84,604	122,482	0	0	5.0%	73.796%	3,122	4,519	0	0
Tortilla manufacturing	24,137	36,622	40,919	34,207	5.0%	73.796%	891	1,351	1,510	1,262
Engineered wood member and truss manufacturing	26,036	36,105	20,694	19,686	5.0%	73.796%	961	1,332	764	726
Industrial gas manufacturing	23,709	71,558	777	454	5.0%	73.796%	875	2,640	29	17
Dental laboratories manufacturing	28,025	41,869	3,483	2,743	5.0%	73.796%	1,034	1,545	129	101
Computer terminals and other computer peripheral equipment manufacturing	9,399	9,381	261	173	5.0%	73.796%	347	346	10	6
Electromedical and electrotherapeutic apparatus manufacturing	5,680	8,767	512	427	5.0%	73.796%	210	323	19	16

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Laminated plastics plate, sheet (except packaging), and shape manufacturing	45,554	61,894	13,660	9,805	5.0%	73.796%	1,681	2,284	504	362
Concrete pipe, brick, and block manufacturing	453	547	177,357	173,947	5.0%	73.796%	17	20	6,544	6,418
Computer storage device manufacturing	55,087	56,461	13,493	26,251	5.0%	73.796%	2,033	2,083	498	969
Mining copper, nickel, lead, and zinc	223	1,606	1,002	1,180	3.125%	79.037%	6	40	25	29
Mining gold, silver, and other metal ore	46,391	51,891	60,704	72,897	3.125%	79.037%	1,146	1,282	1,499	1,800
Fats and oils refining and blending	15,121	2,073	34,974	39,883	5.0%	73.796%	558	77	1,290	1,472
Other communications equipment manufacturing	7,771	2,077	833	644	5.0%	73.796%	287	77	31	24
Mining coal	21,210	37,733	13,577	12,858	3.1%	79.037%	524	932	335	318
All other paper bag and coated and treated paper manufacturing	1,215	1,786	76,906	88,621	5.0%	73.796%	45	66	2,838	3,270
Aircraft manufacturing	20,690	40,743	25,710	34,467	5.0%	73.796%	763	1,503	949	1,272
Ornamental and architectural metal products manufacturing	9,586	13,791	67,606	64,443	5.0%	73.796%	354	509	2,495	2,378
Commercial hunting and trapping	7,641	9,422	8,660	9,723	5.0%	73.796%	282	348	320	359
Wood container and pallet manufacturing	15,671	29,063	20,648	20,235	5.0%	73.796%	578	1,072	762	747
Glass product manufacturing made of purchased glass	0	0	0	0	5.0%	73.796%	0	0	0	0
Video tape and disc rental	16,977	16,772	23,528	18,359	5.0%	73.796%	626	619	868	677
Plastics packaging materials and unlaminated film and sheet manufacturing	17,263	21,819	8,409	9,230	5.0%	73.796%	637	805	310	341
Aircraft engine and engine parts manufacturing	7,810	10,388	4,484	3,581	5.0%	73.796%	288	383	165	132
Audio and video equipment manufacturing	13,693	18,418	2,316	2,422	5.0%	73.796%	505	680	85	89
Sporting and athletic goods manufacturing	13,962	17,657	19,292	17,526	5.0%	73.796%	515	651	712	647
Fertilizer manufacturing	13,431	21,733	22,662	17,533	5.0%	73.796%	496	802	836	647
Machine shops	2,579	3,817	4,079	3,482	5.0%	73.796%	95	141	150	128
Dog and cat food manufacturing	14,338	23,136	24,528	17,319	5.0%	73.796%	529	854	905	639
Metal and other household furniture manufacturing	37,266	45,479	9,499	10,156	5.0%	73.796%	1,375	1,678	350	375
Sanitary paper product manufacturing	667	1,038	94,452	91,400	5.0%	73.796%	25	38	3,485	3,372
Petroleum refineries	11,870	18,138	22,312	21,445	5.0%	73.796%	438	669	823	791
Other commercial and service industry machinery manufacturing	35,359	31,408	8,215	3,918	5.0%	73.796%	1,305	1,159	303	145
Plastics material and resin manufacturing	11,481	42,591	1,925	1,262	5.0%	73.796%	424	1,572	71	47
Printed circuit assembly (electronic assembly) manufacturing	12,208	17,692	1,489	1,514	5.0%	73.796%	450	653	55	56
Glass container manufacturing	24,864	57,950	11,014	11,847	5.0%	73.796%	917	2,138	406	437

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Coating, engraving, heat treating and allied activities	13,674	19,705	22,085	23,082	5.0%	73.796%	505	727	815	852
Software, audio, and video media for reproduction	4,138	5,281	148	154	5.0%	73.796%	153	195	5	6
Pesticide and other agricultural chemical manufacturing	11,535	23,179	10,680	7,121	5.0%	73.796%	426	855	394	263
Other aircraft parts and auxiliary equipment manufacturing	5,316	7,640	1,021	905	5.0%	73.796%	196	282	38	33
Blind and shade manufacturing	12,674	17,785	5,147	5,492	5.0%	73.796%	468	656	190	203
Flour milling and malt manufacturing	10,906	15,454	28,678	14,310	5.0%	73.796%	402	570	1,058	528
Other industrial machinery manufacturing	11,342	11,278	829	142	5.0%	73.796%	418	416	31	5
Communication and energy wire and cable manufacturing	0	0	0	0	5.0%	73.796%	0	0	0	0
Other pressed and blown glass and glassware manufacturing	2,065	4,936	790	1,122	5.0%	73.796%	76	182	29	41
Sawmills and wood preservation	12,948	25,486	13,804	11,563	5.0%	73.796%	478	940	509	427
Hardware manufacturing	21,259	32,415	32,648	28,424	5.0%	73.796%	784	1,196	1,205	1,049
Medicinal and botanical manufacturing	13,341	22,039	11,823	5,437	5.0%	73.796%	492	813	436	201
Broom, brush, and mop manufacturing	19,131	25,444	46,550	34,646	5.0%	73.796%	706	939	1,718	1,278
Fruit farming	6,727	29,661	29,957	19,883	5.0%	73.796%	248	1,094	1,105	734
Biological product (except diagnostic) manufacturing	1,425	1,479	3,148	715	5.0%	73.796%	53	55	116	26
Mining and quarrying stone	1,565	2,967	71,408	62,156	3.125%	79.037%	39	73	1,764	1,535
Farm machinery and equipment manufacturing	1,491	1,726	60,173	63,061	5.0%	73.796%	55	64	2,220	2,327
Lawn and garden equipment manufacturing	6,314	2,993	3,351	2,203	5.0%	73.796%	233	110	124	81
Petroleum lubricating oil and grease manufacturing	16,968	14,958	12,873	24,077	5.0%	73.796%	626	552	475	888
Support activities for oil and gas operations	42,102	14,968	14,900	10,984	5.0%	73.796%	1,553	552	550	405
Cement manufacturing	38,732	27,536	15,067	14,597	5.0%	73.796%	1,429	1,016	556	539
Showcase, partition, shelving, and locker manufacturing	12,394	15,395	1,803	2,552	5.0%	73.796%	457	568	67	94
Other basic organic chemical manufacturing	9,575	13,439	3,608	2,291	5.0%	73.796%	353	496	133	85
Petrochemical manufacturing	0	0	0	0	5.0%	73.796%	0	0	0	0
All other converted paper product manufacturing	350	580	75,691	70,423	5.0%	73.796%	13	21	2,793	2,598
Unlaminated plastics profile shape manufacturing	10,388	12,621	3,353	4,469	5.0%	73.796%	383	466	124	165
Paint and coating manufacturing	40,404	29,326	433	2,478	5.0%	73.796%	1,491	1,082	16	91

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Search, detection, and navigation instruments manufacturing	27,654	28,295	479	212	5.0%	73.796%	1,020	1,044	18	8
Synthetic dye and pigment manufacturing	17,179	21,185	24,859	21,899	5.0%	73.796%	634	782	917	808
Automatic environmental control manufacturing	1,917	1,597	397	315	5.0%	73.796%	71	59	15	12
Coated and laminated paper, packaging paper and plastics film manufacturing	672	1,054	57,710	59,018	5.0%	73.796%	25	39	2,129	2,178
Other electronic component manufacturing	2,022	3,120	182	152	5.0%	73.796%	75	115	7	6
Other leather and allied product manufacturing	7,823	7,614	214	227	5.0%	73.796%	289	281	8	8
Plate work and fabricated structural product manufacturing	6,085	7,892	40,808	34,796	5.0%	73.796%	225	291	1,506	1,284
Valve and fittings other than plumbing manufacturing	0	0	0	0	5.0%	73.796%	0	0	0	0
Telephone apparatus manufacturing	23,471	35,984	1,924	1,872	5.0%	73.796%	866	1,328	71	69
Automobile manufacturing	491	3,104	703	615	5.0%	73.796%	18	115	26	23
Tobacco product manufacturing	2,506	17,403	21,960	39,237	5.0%	73.796%	92	642	810	1,448
Grain farming	2,028	1,484	29,567	28,556	5.0%	73.796%	75	55	1,091	1,054
Cut and sew apparel contractors	8,562	9,668	1,597	857	5.0%	73.796%	316	357	59	32
Metal can, box, and other metal container (light gauge) manufacturing	5,335	6,840	15,739	13,806	5.0%	73.796%	197	252	581	509
Household laundry equipment manufacturing	1,477	5,567	49,163	48,349	5.0%	73.796%	55	205	1,814	1,784
Bare printed circuit board manufacturing	5,430	7,428	743	554	5.0%	73.796%	200	274	27	20
Poultry and egg production	11,397	6,295	12,004	5,171	5.0%	73.796%	421	232	443	191
Adhesive manufacturing	342	522	10,227	11,451	5.0%	73.796%	13	19	377	423
Construction machinery manufacturing	21,862	21,844	3,304	3,935	5.0%	73.796%	807	806	122	145
Womens and girls cut and sew apparel manufacturing	10,267	12,390	1,117	680	5.0%	73.796%	379	457	41	25
Storage battery manufacturing	3,476	6,026	531	435	5.0%	73.796%	128	222	20	16
Confectionery manufacturing from purchased chocolate	0	0	0	0	5.0%	73.796%	0	0	0	0
All other miscellaneous manufacturing	764	1,216	4,407	3,965	5.0%	73.796%	28	45	163	146
Broadcast and wireless communications equipment manufacturing	863	498	1,365	855	5.0%	73.796%	32	18	50	32
Industrial process variable instruments manufacturing	8,640	13,388	1,311	1,370	5.0%	73.796%	319	494	48	51
Propulsion units and parts for space vehicles and guided missiles manufacturing	3,455	3,151	15,950	14,336	5.0%	73.796%	127	116	589	529
Electron tube manufacturing	11,092	32,830	1,363	1,966	5.0%	73.796%	409	1,211	50	73

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Turned product and screw, nut, and bolt manufacturing	7,140	11,189	16,194	13,588	5.0%	73.796%	263	413	598	501
Watch, clock, and other measuring and controlling device manufacturing	405	1,818	15	23	5.0%	73.796%	15	67	1	1
Light truck and utility vehicle manufacturing	11,705	20,215	4,886	1,974	5.0%	73.796%	432	746	180	73
Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals	531	1,581	37,796	41,115	3.125%	79.037%	13	39	934	1,015
Totalizing fluid meters and counting devices manufacturing	5,337	6,849	387	306	5.0%	73.796%	197	253	14	11
Reconstituted wood product manufacturing	11,783	9,973	5,142	3,431	5.0%	73.796%	435	368	190	127
Textile and fabric finishing mills	5,963	7,566	342	1,443	5.0%	73.796%	220	279	13	53
Frozen food manufacturing	2,702	9,599	18,677	9,293	5.0%	73.796%	100	354	689	343
Nonchocolate confectionery manufacturing	4,107	4,146	2,011	1,980	5.0%	73.796%	152	153	74	73
Ground or treated mineral and earth manufacturing	760	997	37,069	33,476	5.0%	73.796%	28	37	1,368	1,235
Ready-mix concrete manufacturing	34	42	36,423	37,527	5.0%	73.796%	1	2	1,344	1,385
Travel trailer and camper manufacturing	393	13,569	514	0	5.0%	73.796%	14	501	19	0
Synthetic rubber manufacturing	2,879	5,851	1,112	717	5.0%	73.796%	106	216	41	26
Semiconductor machinery manufacturing	1,201	838	80	54	5.0%	73.796%	44	31	3	2
Office Furniture	82	110	15	29	5.0%	73.796%	3	4	1	1
Abrasive product manufacturing	16	18	32,617	36,222	5.0%	73.796%	1	1	1,203	1,337
Electronic connector manufacturing	3,704	8,791	2,272	1,934	5.0%	73.796%	137	324	84	71
Institutional furniture manufacturing	7,338	18,605	2,525	2,700	5.0%	73.796%	271	686	93	100
Lime and gypsum product manufacturing	95	120	29,410	29,654	5.0%	73.796%	4	4	1,085	1,094
Wiring device manufacturing	7,686	10,240	6,765	4,155	5.0%	73.796%	284	378	250	153
Flavoring syrup and concentrate manufacturing	4,230	12,129	1,703	6,885	5.0%	73.796%	156	448	63	254
Mining and quarrying other nonmetallic minerals	431	646	5,503	6,590	3.125%	79.037%	11	16	136	163
Cotton farming	2,952	4,146	4,696	3,773	5.0%	73.796%	109	153	173	139
Guided missile and space vehicle manufacturing	10,412	12,867	3,351	2,481	5.0%	73.796%	384	475	124	92
Switchgear and switchboard apparatus manufacturing	4,078	7,834	2,908	1,760	5.0%	73.796%	150	289	107	65
Steel product manufacturing from purchased steel	3,189	5,298	11,520	7,768	5.0%	73.796%	118	196	425	287
Commercial Fishing	9,201	1,537	8,143	3,909	5.0%	73.796%	339	57	300	144
Handtool manufacturing	4,009	8,992	126	2,181	5.0%	73.796%	148	332	5	80
Tree nut farming	4,553	9,122	7,150	9,701	5.0%	73.796%	168	337	264	358
Commercial logging	4,142	9,672	4,988	5,110	5.0%	73.796%	153	357	184	189

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Electricity and signal testing instruments manufacturing	10,561	12,065	614	493	5.0%	73.796%	390	445	23	18
Primary battery manufacturing	4,914	13,525	6,825	10,292	5.0%	73.796%	181	499	252	380
Transport by water	1,535	832	585	15,466	5.0%	73.796%	57	31	22	571
All other miscellaneous electrical equipment and component manufacturing	1,021	2,885	1,227	1,174	5.0%	73.796%	38	106	45	43
Relay and industrial control manufacturing	5,443	4,970	2,163	2,224	5.0%	73.796%	201	183	80	82
Spring and wire product manufacturing	2,257	2,826	2,482	2,652	5.0%	73.796%	83	104	92	98
Power boiler and heat exchanger manufacturing	1,813	2,551	19,176	18,955	5.0%	73.796%	67	94	708	699
Mens and boys cut and sew apparel manufacturing	2,011	4,582	525	375	5.0%	73.796%	74	169	19	14
Cutlery, utensil, pot, and pan manufacturing	910	1,427	5,328	5,888	5.0%	73.796%	34	53	197	217
State and local government passenger transit	0	0	0	0	5.0%	73.796%	0	0	0	0
Distilleries	0	20,646	597	1,258	5.0%	73.796%	0	762	22	46
All other petroleum and coal products manufacturing	2,979	10,158	7,410	3,803	5.0%	73.796%	110	375	273	140
Motor and generator manufacturing	2,289	3,104	410	354	5.0%	73.796%	84	115	15	13
Heavy duty truck manufacturing	1,729	4,671	453	254	5.0%	73.796%	64	172	17	9
Ophthalmic goods manufacturing	2,334	8,868	612	327	5.0%	73.796%	86	327	23	12
Artificial and synthetic fibers and filaments manufacturing	7,656	7,222	2,189	721	5.0%	73.796%	282	266	81	27
Carbon and graphite product manufacturing	196	312	6,826	4,744	5.0%	73.796%	7	11	252	175
Turbine and turbine generator set units manufacturing	369	483	28	18	5.0%	73.796%	14	18	1	1
Other fabricated metal manufacturing	1,695	2,930	1,517	1,324	5.0%	73.796%	63	108	56	49
Household refrigerator and home freezer manufacturing	52	373	1,828	1,930	5.0%	73.796%	2	14	67	71
Paperboard Mills	39	43	18,180	9,433	5.0%	73.796%	1	2	671	348
Office supplies (except paper) manufacturing	1,669	5,820	1,425	2,263	5.0%	73.796%	62	215	53	84
Vending, commercial, industrial, and office machinery manufacturing	607	423	41	27	5.0%	73.796%	22	16	1	1
Flat glass manufacturing	10	24	13,140	10,231	5.0%	73.796%	0	1	485	377
All other basic inorganic chemical manufacturing	2,018	2,832	760	483	5.0%	73.796%	74	104	28	18
Industrial mold manufacturing	634	1,116	11,985	10,874	5.0%	73.796%	23	41	442	401
Primary smelting and refining of nonferrous metal (except copper and aluminum)	248	111	3,145	445	5.0%	73.796%	9	4	116	16

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Analytical laboratory instrument manufacturing	432	728	16	17	5.0%	73.796%	16	27	1	1
Other cut and sew apparel manufacturing	847	3,030	429	214	5.0%	73.796%	31	112	16	8
Doll, toy, and game manufacturing	781	2,977	4,461	3,235	5.0%	73.796%	29	110	165	119
Footwear manufacturing	2,040	4,629	89	143	5.0%	73.796%	75	171	3	5
Curtain and linen mills	1,162	1,451	5,492	9,419	5.0%	73.796%	43	54	203	348
Pottery, ceramics, and plumbing fixture manufacturing	914	1,210	9,022	8,107	5.0%	73.796%	34	45	333	299
Broadwoven fabric mills	2,030	2,676	479	554	5.0%	73.796%	75	99	18	20
Arms, ordnance, and accessories manufacturing	2,211	3,108	3,820	3,519	5.0%	73.796%	82	115	141	130
Veneer and plywood manufacturing	1,124	3,146	1,600	1,422	5.0%	73.796%	41	116	59	52
Cutting tool and machine tool accessory manufacturing	1,045	1,726	108	106	5.0%	73.796%	39	64	4	4
Cut stone and stone product manufacturing	355	606	6,574	954	5.0%	73.796%	13	22	243	35
Iron and steel mills and ferroalloy manufacturing	3	4	2,290	2,326	5.0%	73.796%	0	0	85	86
Motorcycle, bicycle, and parts manufacturing	211	669	7,239	4,132	5.0%	73.796%	8	25	267	152
Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing	1,372	1,253	511	492	5.0%	73.796%	51	46	19	18
Other concrete product manufacturing	14	22	9,354	5,501	5.0%	73.796%	1	1	345	203
Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying	336	384	201	153	5.0%	73.796%	12	14	7	6
Plumbing fixture fitting and trim manufacturing	0	0	2,507	2,433	5.0%	73.796%	0	0	92	90
Alkalies and chlorine manufacturing	1,674	7,737	1,938	1,368	5.0%	73.796%	62	285	72	50
Power, distribution, and specialty transformer manufacturing	0	43	587	453	5.0%	73.796%	0	2	22	17
Miscellaneous nonmetallic mineral product manufacturing	0	13	10,948	8,130	5.0%	73.796%	0	0	404	300
Material handling equipment manufacturing	1,456	831	60	67	5.0%	73.796%	54	31	2	2
Plastics and rubber industry machinery manufacturing	1,766	2,354	347	93	5.0%	73.796%	65	87	13	3
All other forging, stamping, and sintering	565	469	1,486	1,378	5.0%	73.796%	21	17	55	51
Nonwoven fabric mills	1,261	972	228	186	5.0%	73.796%	47	36	8	7
Apparel accessories and other apparel manufacturing	1,168	2,291	151	162	5.0%	73.796%	43	85	6	6

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Fabricated pipe and pipe fitting manufacturing	580	1,062	6,754	6,342	5.0%	73.796%	21	39	249	234
Dental equipment and supplies manufacturing	481	1,071	90	56	5.0%	73.796%	18	40	3	2
Mineral wool manufacturing	15	31	10,063	9,529	5.0%	73.796%	1	1	371	352
All other textile product mills	1,291	1,780	2,191	2,831	5.0%	73.796%	48	66	81	104
Primary smelting and refining of copper	464	534	4,967	5,009	5.0%	73.796%	17	20	183	185
Prefabricated wood building manufacturing	608	851	5,991	4,643	5.0%	73.796%	22	31	221	171
Jewelry and silverware manufacturing	486	2,689	2,210	1,841	5.0%	73.796%	18	99	82	68
Electric lamp bulb and part manufacturing	3,149	5,547	374	299	5.0%	73.796%	116	205	14	11
Chocolate and confectionery manufacturing from cacao beans	5,213	1,440	2,345	2,486	5.0%	73.796%	192	53	87	92
Ammunition manufacturing	3,390	3,842	1,082	484	5.0%	73.796%	125	142	40	18
Mining and oil and gas field machinery manufacturing	2,193	2,383	1,073	1,221	5.0%	73.796%	81	88	40	45
Other engine equipment manufacturing	144	0	0	0	5.0%	73.796%	5	0	0	0
Gasket, packing, and sealing device manufacturing	616	938	4,519	3,096	5.0%	73.796%	23	35	167	114
Stationery product manufacturing	60	88	3,804	4,383	5.0%	73.796%	2	3	140	162
Pump and pumping equipment manufacturing	1,203	4,888	634	774	5.0%	73.796%	44	180	23	29
Rubber and plastics hoses and belting manufacturing	24	33	5,164	2,208	5.0%	73.796%	1	1	191	81
Motor vehicle body manufacturing	166	563	124	165	5.0%	73.796%	6	21	5	6
Custom architectural woodwork and millwork manufacturing	2,302	2,314	424	418	5.0%	73.796%	85	85	16	15
Optical instrument and lens manufacturing	308	1,486	25	18	5.0%	73.796%	11	55	1	1
Speed changer, industrial high-speed drive, and gear manufacturing	470	1,740	41	64	5.0%	73.796%	17	64	2	2
Metal cutting and forming machine tool manufacturing	196	245	166	132	5.0%	73.796%	7	9	6	5
Aluminum product manufacturing from purchased aluminum	113	94	1,972	1,830	5.0%	73.796%	4	3	73	68
Support activities for other mining	262	266	4,879	2,288	5.0%	73.796%	10	10	180	84
Photographic and photocopying equipment manufacturing	916	4,155	532	343	5.0%	73.796%	34	153	20	13
Other rubber product manufacturing	268	267	1,710	2,828	5.0%	73.796%	10	10	63	104
Rolling mill and other metalworking machinery manufacturing	495	1,444	570	530	5.0%	73.796%	18	53	21	20
Carpet and rug mills	115	150	4,417	2,330	5.0%	73.796%	4	6	163	86
Textile bag and canvas mills	340	621	2,001	1,694	5.0%	73.796%	13	23	74	63

Sector	Taxable Sales				times		Equals Qualified Revenue			
	2014	2015	2016	2017	Tax Rate	General Fund Share	2014	2015	2016	2017
Fabric coating mills	430	433	519	87	5.0%	73.796%	16	16	19	3
Leather and hide tanning and finishing	139	1,955	13	8	5.0%	73.796%	5	72	0	0
Beet sugar manufacturing	0	4,118	396	352	5.0%	73.796%	0	152	15	13
Irradiation apparatus manufacturing	1,022	1,749	197	193	5.0%	73.796%	38	65	7	7
Fiber, yarn, and thread mills	651	615	530	186	5.0%	73.796%	24	23	20	7
Crown and closure manufacturing and metal stamping	0	0	0	0	5.0%	73.796%	0	0	0	0
Nonferrous metal foundries	15	25	2,284	1,801	5.0%	73.796%	1	1	84	66
Paperboard container manufacturing	3	29	993	2,519	5.0%	73.796%	0	1	37	93
Special tool, die, jig, and fixture manufacturing	161	339	84	55	5.0%	73.796%	6	13	3	2
Small electrical appliance manufacturing	74	189	2,286	2,964	5.0%	73.796%	3	7	84	109
Railroad rolling stock manufacturing	381	678	1,683	1,531	5.0%	73.796%	14	25	62	57
Alumina refining and primary aluminum production	585	705	571	1,011	5.0%	73.796%	22	26	21	37
Mechanical power transmission equipment manufacturing	1,482	770	10	10	5.0%	73.796%	55	28	0	0
All other transportation equipment manufacturing	686	233	167	115	5.0%	73.796%	25	9	6	4
Power-driven handtool manufacturing	549	2,069	114	87	5.0%	73.796%	20	76	4	3
Secondary smelting and alloying of aluminum	299	564	2,165	1,999	5.0%	73.796%	11	21	80	74
Packaging machinery manufacturing	947	307	9	2	5.0%	73.796%	35	11	0	0
Lighting fixture manufacturing	3	11	553	598	5.0%	73.796%	0	0	20	22
Copper rolling, drawing, extruding and alloying	42	19	527	75	5.0%	73.796%	2	1	19	3
Musical instrument manufacturing	88	267	790	1,221	5.0%	73.796%	3	10	29	45
Military armored vehicle, tank, and tank component manufacturing	475	833	1,068	1,444	5.0%	73.796%	18	31	39	53
Brick, tile, and other structural clay product manufacturing	510	470	1,469	958	5.0%	73.796%	19	17	54	35
Truck trailer manufacturing	971	315	494	359	5.0%	73.796%	36	12	18	13
Other general purpose machinery manufacturing	404	1,103	113	53	5.0%	73.796%	15	41	4	2
Knit fabric mills	391	501	26	17	5.0%	73.796%	14	19	1	1