



ECONOMIC AND FISCAL IMPACT ANALYSIS UPDATE

Phoenix Convention Center

PHOENIX, ARIZONA



SUBMITTED TO:

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

PREPARED BY:

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DEBRA K. DAVENPORT, CPA
AUDITOR GENERAL

STATE OF ARIZONA
OFFICE OF THE
AUDITOR GENERAL

MELANIE M. CHESNEY
DEPUTY AUDITOR GENERAL

June 7, 2017

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

Paul Blue, Deputy City Manager
City of Phoenix

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

This analysis estimates tax revenues generated for the State of Arizona from regional and national conventions and trade shows held at the Phoenix Convention Center. For the calendar year ended December 31, 2016, HVS estimated that events held at the Convention Center generated \$20.6 million in tax revenues for the State, which exceeded the \$20.45 million the State contributed toward the Convention Center's expansion. In addition, tax revenues have exceeded the State's contributions by \$50.4 million from the completion of the Convention Center's expansion in 2009 through calendar year 2016. Therefore, the City of Phoenix owes no monies back to the State for fiscal year 2018.

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

Sincerely,

Debbie Davenport
Auditor General



June 7, 2017

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Re: Phoenix Convention Center
Phoenix, Arizona, 85018

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Dear Ms. Davenport:

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

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

It has been a pleasure working with you.

Sincerely,
HVS Convention, Sports & Entertainment
Facilities Consulting

Thomas A Hazinski
Managing Director

Alex Moon
Associate



Table of Contents

SECTION	TITLE
1.	Introduction and Executive Summary
2.	Event Demand Analysis
3.	Spending Estimates
4.	Fiscal Impact Estimates
5.	Statement of Assumptions and Limiting Conditions
6.	Certification
A.	Appendix - Qualified Events 2009 - 2016
B.	Appendix - Qualified Events 2003 - 2005
C.	Appendix - ExPact Report Calculations
D.	Appendix - Venue Spending Data
E.	Appendix - IMPLAN Output and Qualified Revenue Calculation

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.

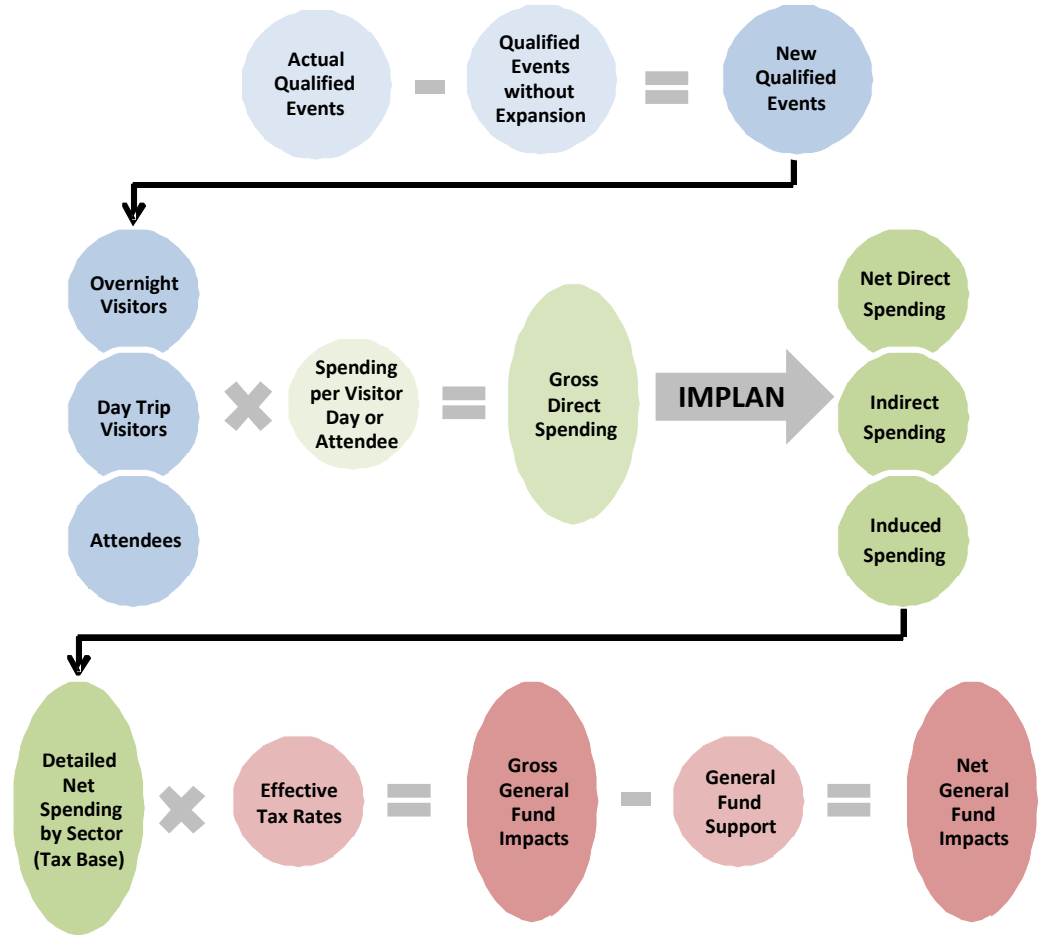
HVS performed this analysis as directed by A.R.S. §9-626(A) and (B). This statute requires an assessment of the value of direct, indirect, and induced economic activity resulting from regional and national conventions and trade shows held at the PCC. These estimates of economic activity provide the basis 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 and June 3, 2016, HVS estimated the impact of the PCC in 2014 and 2015 respectively. This update estimates the 2016 impact of the PCC.

Economic Impact Methodology

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

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



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

For the no-expansion scenario, HVS assumed that in 2009, the PCC would have achieved an average annual level of Qualified Events for the years 2003 through 2005. From 2010 through 2013, we applied the actual percent change in demand to the historical averages. For 2014 through 2016, 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 (2015) on the Arizona economy. IMPLAN generates estimates of total net spending. Spending falls into three categories: net direct spending, indirect spending, and induced spending. The sum of net direct, indirect, and induced spending estimates make up the total estimated spending impact of the New Qualified Events.

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

Event Demand Analysis

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the period 2009 through 2016. The figure below shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

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

	No Expansion	Actual	Change
Qualified Events			
2009	31	69	38
2010	28	62	34
2011	23	52	29
2012	27	61	34
2013	19	42	23
2014	19	65	46
2015	19	65	46
2016	19	67	48
Total	185	483	298
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
Total	279,000	1,691,000	1,412,000
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
Total	1,124,000	4,906,000	3,782,000

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 management expects the number of attendees to increase for subsequent years. HVS defines net attendance as the difference in demand between actual PCC attendance and attendance in the non-expansion scenario.

Spending Impact

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

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

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

Fiscal Impacts

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

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

The figure below summarizes the estimated increase in General Fund revenues from 2009 to 2016 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
Total Qualified Revenue	\$126,322,000
Construction Impacts	26,445,000
Sub-total	\$152,767,000
Less Fund Distributions 2009-2016	(102,391,000)
Qualified Revenue Less Distributions	\$50,376,000

Breakeven Analysis

The cumulative difference of construction impacts and Qualified Revenue less fund distributions from 2009 to 2016 is approximately \$50.4 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
2017	\$22,499,000	204,000	\$94.08	\$19,193,137	\$47,070,137
2018	22,996,250	204,000	96.44	19,672,966	43,746,853
2019	23,499,950	204,000	98.85	20,164,790	40,411,694
2020	23,997,900	204,000	101.32	20,668,910	37,082,703
2021	24,498,450	204,000	103.85	21,185,633	33,769,886
2022	24,999,400	204,000	106.45	21,715,273	30,485,759
2023	25,498,550	204,000	109.11	22,258,155	27,245,365
2024	25,998,700	204,000	111.84	22,814,609	24,061,274
2025	26,497,375	204,000	114.63	23,384,974	20,948,873
2026	26,997,100	204,000	117.50	23,969,599	17,921,372
2027	27,495,125	204,000	120.44	24,568,839	14,995,085
2028	27,998,700	204,000	123.45	25,183,060	12,179,445
2029	28,499,525	204,000	126.53	25,812,636	9,492,556
2030	28,999,575	204,000	129.70	26,457,952	6,950,933
2031	29,495,550	204,000	132.94	27,119,401	4,574,784
2032	29,999,150	204,000	136.26	27,797,386	2,373,020
2033	29,996,250	204,000	139.67	28,492,320	869,090
2034	29,995,775	204,000	143.16	29,204,628	77,944
2035	29,999,975	203,913	146.74	29,922,031	0
2036	29,995,825	199,430	150.41	29,995,825	0
2037	29,995,850	194,566	154.17	29,995,850	0
2038	29,996,750	189,827	158.02	29,996,750	0
2039	29,995,225	185,187	161.97	29,995,225	0
2040	29,997,975	180,687	166.02	29,997,975	0
2041	29,996,150	176,269	170.17	29,996,150	0
2042	29,996,175	171,970	174.43	29,996,175	0
2043	29,998,925	167,791	178.79	29,998,925	0

*Beginning July 1

**Estimated inflation of 2.5% per year.

HVS estimates that the PCC requires an average of approximately 200,000 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 \$50.4 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. In the long run, assuming moderate levels of event demand and inflationary growth of visitor spending, the PCC would continue to have a net positive impact on the General Fund.

2. Event Demand Analysis

History of Phoenix Convention Center

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

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

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

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

FIGURE 2-1
PCC BEFORE AND AFTER EXPANSION

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

Source: Phoenix Convention Center, City of Phoenix, GPCVB

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

Actual Qualified Events

The Greater Phoenix Convention and Visitors Bureau (“GPCVB”) provided HVS with data on historical Qualified Events for the calendar years 2009 through 2016. 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	All
0 to 999	18	12	10	11	10	15	7	12	95
1000 to 1999	16	17	20	18	10	18	20	19	138
2000 to 2999	12	14	9	14	9	10	10	14	92
3000 to 3999	8	4	3	9	6	8	7	5	50
4000 to 4999	3	7	2	5	3	2	6	4	32
5000 to 5999	4	1	1	2	1	1	5	2	17
6000 to 6999	0	2	1	0	1	3	0	6	13
7000 to 7999	2	0	0	0	0	0	4	1	7
8000 to 8999	0	1	0	0	0	3	0	1	5
9000 to 9999	0	0	1	0	0	0	0	0	1
10000 +	6	4	5	2	2	5	6	3	33
Total	69	62	52	61	42	65	65	67	483

Source: GPCVB

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

Attendance Range	2009	2010	2011	2012	2013	2014	2015	2016	All
0 to 999	11,498	8,527	6,879	6,720	6,771	8,770	4,350	8,030	61,545
1000 to 1999	23,287	24,581	26,094	27,074	14,155	25,998	28,100	25,793	195,082
2000 to 2999	27,485	30,647	22,084	31,468	21,238	22,794	22,800	32,293	210,809
3000 to 3999	27,906	13,716	10,162	31,463	20,286	28,239	23,200	19,170	174,142
4000 to 4999	13,000	30,491	8,821	22,298	13,628	8,400	26,128	17,210	139,976
5000 to 5999	21,384	5,733	5,000	10,400	5,254	5,000	25,700	10,608	89,079
6000 to 6999	-	12,602	6,800	-	6,000	18,827	-	37,000	81,229
7000 to 7999	15,500	-	-	-	-	-	30,000	7,100	52,600
8000 to 8999	-	8,000	-	-	-	24,250	-	8,752	41,002
9000 to 9999	-	-	9,000	-	-	-	-	-	9,000
10000 +	170,414	94,678	116,094	35,250	31,000	56,245	88,000	44,550	636,231
Total	310,474	228,975	210,934	164,673	118,332	198,523	248,278	210,506	1,690,695

Source: GPCVB

From 2015 to 2016, the PCC experienced a 15% decrease 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	All
0 to 999	39,743	29,474	23,778	23,228	23,404	30,314	15,036	27,756	212,733
1000 to 1999	80,492	84,965	90,195	93,582	48,927	89,863	97,129	89,155	674,308
2000 to 2999	95,392	103,935	76,334	108,940	73,410	78,788	78,809	111,622	727,230
3000 to 3999	98,234	53,088	35,125	108,753	70,119	97,609	80,192	66,262	609,382
4000 to 4999	42,110	106,812	30,490	77,074	47,106	29,035	90,313	59,487	482,427
5000 to 5999	76,877	19,816	13,750	35,948	18,161	17,283	88,833	36,667	307,335
6000 to 6999	-	39,066	23,504	-	20,739	65,076	-	127,892	276,277
7000 to 7999	61,220	-	-	-	-	-	103,696	24,541	189,457
8000 to 8999	-	27,652	-	-	-	83,821	-	30,252	141,725
9000 to 9999	-	-	31,109	-	-	-	-	-	31,109
10000 +	331,974	178,583	276,721	75,143	66,325	111,884	140,375	73,513	1,254,518
Total	826,042	643,391	601,006	522,668	368,191	603,673	694,383	647,147	4,906,501

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 2016, 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 2016, 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%

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.

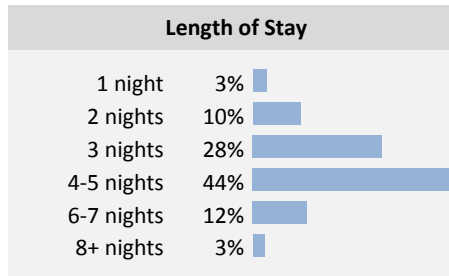
**FIGURE 2-7
PROJECTED ATTENDANCE WITHOUT EXPANSION**

	2009	2010	2011	2012	2013	2014	2015	2016
Events								
0 - 999	6	5	5	5	4	4	4	4
1000 - 1999	12	11	9	11	7	7	7	7
2000 - 2999	5	4	4	4	3	3	3	3
3000 - 3999	5	4	4	4	3	3	3	3
4000 - 4999	1	1	1	1	1	1	1	1
5000 - 5999	2	2	2	2	1	1	1	1
Total	31	27	25	27	19	19	19	19
Average Attendance								
0 - 999	667	600	600	377	548	548	548	548
1000 - 1999	1,417	1,182	1,333	848	821	821	821	821
2000 - 2999	2,200	2,000	1,750	1,357	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
4000 - 4999	4,000	3,000	3,000	2,262	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
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
1000 - 1999	17,000	13,000	12,000	9,000	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
3000 - 3999	16,000	12,000	11,000	8,000	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
5000 - 5999	10,000	7,000	7,000	5,000	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

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 2016.

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 2016 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
0 - 999	16,000	12,000	11,000	8,000	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
2000 - 2999	42,000	31,000	29,000	22,000	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
4000 - 4999	18,000	13,000	12,000	9,000	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
Total	252,000	185,000	171,000	132,000	96,000	96,000	96,000	96,000

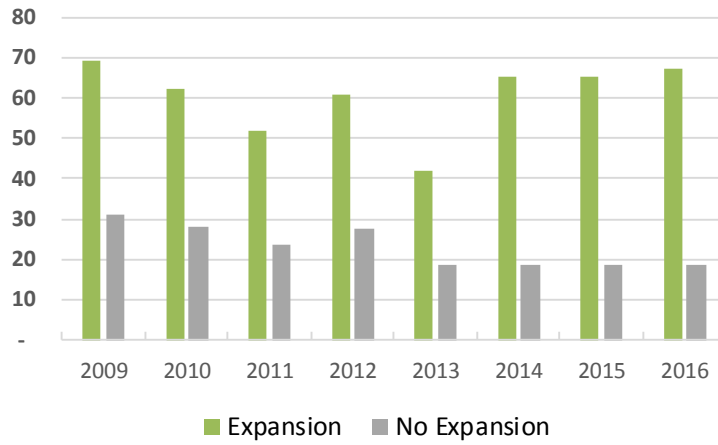
The figure on the following page shows the difference between the number of Qualified Events and their associated attendance and room nights for each year in the non-expansion and expansion scenarios.

FIGURE 2-11
PROJECTED DIFFERENCE IN DEMAND

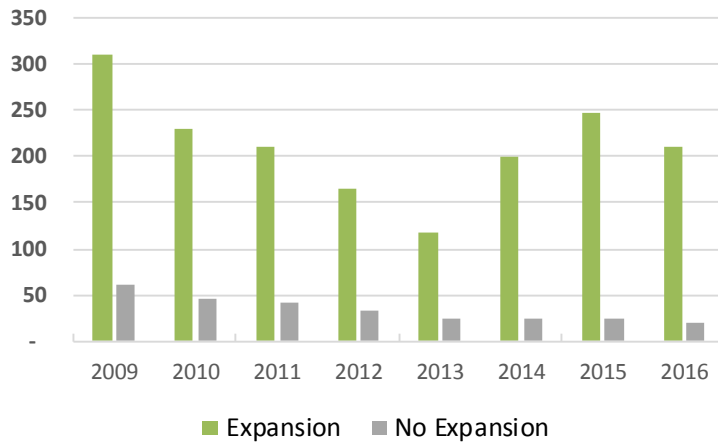
	No Expansion	Actual	Change
Qualified Events			
2009	31	69	38
2010	27	62	35
2011	25	52	27
2012	27	61	34
2013	19	42	23
2014	19	65	46
2015	19	65	46
2016	19	67	48
Total	186	483	297
Attendance			
2009	62,000	310,000	248,000
2010	46,000	229,000	183,000
2011	42,000	211,000	169,000
2012	33,000	165,000	132,000
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
Total	279,000	1,691,000	1,412,000
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
Total	1,124,000	4,906,000	3,782,000

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

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



ATTENDANCE AT QUALIFIED EVENTS (THOUSANDS)



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

3. Spending Estimates

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

Direct, Indirect, and Induced Spending

Spending falls into three categories:

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

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

Sources of Direct Spending

HVS identified four sources of new direct spending impact:

- **Overnight Guests:** Delegates to Qualified Events who require overnight lodging, including convention delegates, meeting attendees, and attendees at other Qualified Events. Overnight delegate spending includes the spending on hotel catering by exhibitors and event organizers 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

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

For other spending parameters, HVS relied on a 2004 national survey of convention spending conducted by the Destination Marketing Association International (“DMAI”). The results of this survey are published in the ExPact 2004

report, which is available on request. To conduct this survey, 86 convention and visitor bureaus requested delegates, event organizers, and exhibitors to complete an online questionnaire and provide DMAI with delegate and exhibiting company contact information.

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

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

The figures show the CTI Adjusted daily spending parameters and inflated spending parameters for 2009 through 2016.

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

	2017 CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015	2016
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255	1.271
Hotel Room Rental	\$162.76	\$144.89	\$140.18	\$140.06	\$145.42	\$143.83	\$146.95	\$159.71	\$162.76
Restaurants	44.77	59.85	60.81	62.76	64.07	64.84	66.14	66.23	56.88
Other Hotel Spending	37.49	39.46	40.09	41.37	42.24	42.75	43.61	43.66	47.64
General Retail	22.38	25.32	25.72	26.55	27.11	27.43	27.98	28.02	28.44
Golf, Skiing and Gaming	16.25	18.38	18.68	19.27	19.68	19.91	20.31	20.34	20.65
Cultural Recreation	7.71	8.73	8.87	9.15	9.34	9.45	9.64	9.66	9.80
Transportation	6.82	7.72	7.84	8.09	8.26	8.36	8.53	8.54	8.67
Auto Rental and Leasing	7.49	7.71	7.83	8.09	8.25	8.35	8.52	8.53	9.52
Sightseeing	3.62	4.09	4.16	4.29	4.38	4.43	4.52	4.53	4.60
Performing Arts Companies	3.04	3.44	3.49	3.60	3.68	3.72	3.80	3.80	3.86
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00	2.04	2.04	2.07
Retail - Gas Stations	1.49	1.69	1.72	1.78	1.81	1.83	1.87	1.87	1.90
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62	1.65	1.65	1.68
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24	1.26	1.26	1.28
Total	\$317.79	\$325.75	\$323.94	\$329.71	\$339.03	\$339.76	\$346.82	\$359.84	\$359.75

Sources: CTI, DMAI, STR, and HVS

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

	2017 CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015	2016
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255	1.271
Restaurants	\$44.77	\$59.85	\$60.81	\$62.76	\$64.07	\$64.84	\$66.14	\$66.23	\$56.88
General Retail	22.38	25.32	25.72	26.55	27.11	27.43	27.98	28.02	28.44
Golf, Skiing and Gaming	16.25	18.38	18.68	19.27	19.68	19.91	20.31	20.34	20.65
Cultural Recreation	7.71	8.73	8.87	9.15	9.34	9.45	9.64	9.66	9.80
Sightseeing	3.62	4.09	4.16	4.29	4.38	4.43	4.52	4.53	4.60
Performing Arts Companies	3.04	3.44	3.49	3.60	3.68	3.72	3.80	3.80	3.86
Spectator Sports Companies	1.63	1.84	1.87	1.93	1.97	2.00	2.04	2.04	2.07
Retail - Gas Stations	1.49	1.69	1.72	1.78	1.81	1.83	1.87	1.87	1.90
Public Transit	1.32	1.49	1.52	1.57	1.60	1.62	1.65	1.65	1.68
Film Entertainment	1.01	1.14	1.16	1.20	1.22	1.24	1.26	1.26	1.28
Total	\$103.22	\$125.97	\$128.00	\$132.10	\$134.86	\$136.47	\$139.21	\$139.40	\$131.16

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-4
EXHIBITOR DAILY SPENDING PER EVENT ATTENDEE

	2017 CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015	2016
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255	1.271
Lodging Costs	\$8.43	\$7.51	\$7.26	\$7.26	\$7.53	\$7.45	\$7.61	\$8.28	\$8.43
Other Hotel Spending	3.46	3.64	3.70	3.82	3.90	3.94	4.02	4.03	4.39
Advertising & Related Services	2.59	2.92	2.97	3.06	3.13	3.17	3.23	3.23	3.28
Other Amusement & Recreation	2.55	2.88	2.92	3.02	3.08	3.12	3.18	3.18	3.23
Auto Rental and Leasing	2.31	2.39	2.42	2.50	2.55	2.59	2.64	2.64	2.95
Machinery & Equipment	1.41	1.60	1.62	1.68	1.71	1.73	1.77	1.77	1.79
General Retail	1.10	1.25	1.27	1.31	1.34	1.35	1.38	1.38	1.40
Transportation	0.82	0.93	0.95	0.98	1.00	1.01	1.03	1.03	1.04
Retail - Gas Stations	0.39	0.44	0.44	0.46	0.47	0.47	0.48	0.48	0.49
Public Transit	0.13	0.14	0.14	0.15	0.15	0.15	0.16	0.16	0.16
Total	\$23.19	\$23.70	\$23.69	\$24.24	\$24.86	\$24.98	\$25.50	\$26.18	\$27.16

Sources: CTI, DMAI, STR, and HVS

FIGURE 3-5
EVENT ORGANIZER SPENDING PER EVENT ATTENDEE

	2017 CTI Adjusted Uninflated	2009	2010	2011	2012	2013	2014	2015	2016
Inflation Index	1.000	1.134	1.152	1.189	1.214	1.229	1.253	1.255	1.271
Other Hotel Spending	\$1.19	\$1.34	\$1.37	\$1.41	\$1.44	\$1.46	\$1.49	\$1.49	\$1.40
General Retail	0.85	1.13	1.15	1.19	1.21	1.23	1.25	1.25	1.27
Hotel Room Rate	1.07	1.10	1.12	1.15	1.18	1.19	1.22	1.22	1.15
Advertising & Related Services	0.77	0.88	0.89	0.92	0.94	0.95	0.97	0.97	0.99
Transportation	0.15	0.17	0.17	0.18	0.18	0.18	0.19	0.19	0.19
Auto Rental and Leasing	0.04	0.04	0.04	0.04	0.04	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	\$4.73	\$4.81	\$4.96	\$5.06	\$5.13	\$5.24	\$5.24	\$5.12

Sources: CTI, DMAI, STR, and HVS

In Figures 3-2 through 3-5, HVS used updated CTI multipliers in 2016, which differ from the multipliers used for the prior seven years. See Appendix C for a detailed explanation of the adjustments to the ExPact 2004 data.

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 2016 to estimate revenue in the following categories.

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

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

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

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

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

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

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

Parking—The PCC generates revenue through over 4,000 parking spaces in covered garages. The following figure shows spending at the PCC for the years 2009 through 2016.

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

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

Source: PCC

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

FIGURE 3-7
PROJECTED SPENDING AT THE PCC WITHOUT EXPANSION (\$ THOUSANDS)

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

Source: PCC and HVS

While the number of attendees in the non-expansion scenario remained the same from 2015 to 2016, the venue spending per attendee increased by approximately 32 percent, which explains the significant increase in venue spending from 2015 to 2016 in the above figure.

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

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

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

Source: PCC and HVS

Refer to Appendix D for a complete listing of all PCC revenues in 2016.

Attendance Estimates

HVS applied the previous sources of spending impacts and spending parameters to estimate gross direct spending for the years 2009 through 2016. 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 2016, HVS used the average event length of Qualified Events from 2009 to 2016.

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

Attendance Range	2010		2011		2012		2013		2014		2015		2016	
	Attend	Avg Evt Length	Attend	Avg Evt Length	Attend	Avg Evt Length	Attend	Avg Evt Length	Attend	Avg Evt Length	Attend	Avg Evt Length	Attend	Avg Evt Length
0 - 999	6,000	3.9	4,000	3.9	5,000	3.9	5,000	3.9	7,000	3.3	2,000	5.0	6,000	3.9
1000 - 1999	12,000	3.7	13,000	3.7	18,000	3.7	8,000	3.7	20,000	3.8	23,000	3.9	19,000	3.9
2000 - 2999	22,000	3.8	14,000	3.8	26,000	3.8	17,000	3.8	19,000	4.2	19,000	3.9	28,000	4.0
3000 - 3999	2,000	4.3	0	4.3	23,000	4.3	14,000	4.3	22,000	3.4	17,000	4.3	14,000	4.2
4000 - 4999	26,000	4.1	5,000	4.1	20,000	4.1	12,000	4.1	6,000	4.0	25,000	4.0	15,000	4.2
5000 - 5999	0	4.3	0	4.3	5,000	4.3	1,000	4.3	2,000	10.0	22,000	4.6	7,000	4.4
6000 - 6999	13,000	3.8	7,000	3.8	0	3.8	6,000	3.8	18,000	5.3	0	4.4	32,000	4.4
7000 - 7999	0	7.0	0	7.0	0	7.0	0	7.0	0	0.0	31,000	5.5	10,000	5.1
8000 - 8999	8,000	3.0	0	3.0	0	3.0	0	3.0	24,000	3.7	0	3.5	8,000	3.8
9000 - 9999	0	4.0	9,000	4.0	0	4.0	0	4.0	0	0.0	0	4.0	0	4.0
10000+	95,000	4.7	116,000	4.7	35,000	4.7	31,000	4.7	56,000	4.4	88,000	4.7	46,000	4.5

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

**FIGURE 3-10
TOTAL ATTENDEE DAYS**

Attendance Range	2010	2011	2012	2013	2014	2015	2016
0 - 999	22,000	14,000	18,000	20,000	22,000	12,000	21,000
1000 - 1999	44,000	50,000	68,000	29,000	74,000	91,000	72,000
2000 - 2999	86,000	55,000	99,000	66,000	78,000	77,000	110,000
3000 - 3999	7,000	0	98,000	61,000	73,000	75,000	57,000
4000 - 4999	107,000	21,000	81,000	48,000	22,000	102,000	64,000
5000 - 5999	0	0	22,000	6,000	15,000	103,000	29,000
6000 - 6999	47,000	26,000	0	23,000	93,000	0	139,000
7000 - 7999	0	0	0	0	0	173,000	50,000
8000 - 8999	24,000	0	0	0	86,000	0	29,000
9000 - 9999	0	36,000	0	0	0	0	0
10000+	443,000	543,000	165,000	145,000	244,000	420,000	207,000
Total	780,000	745,000	551,000	398,000	707,000	1,053,000	778,000

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 2010 to 2016.

**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
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
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
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
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	

Sources: DMAI (as adjusted by HVS) and PCC

Indirect and Induced Spending

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

IMPLAN Impact Modeling

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

HVS categorized new direct expenditures into spending categories that serve as inputs for the IMPLAN model. The figure 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 (2016)*

Sector	Spending (\$ Thousands)
Hotels and motels, including casino hotels	\$127,955
Food services and drinking places	65,179
Retail Stores - General Merchandise	22,069
Amusement parks, arcades, and gambling industries	14,513
Museums, Historical Sites, Zoos, and Parks	6,890
Automotive Equipment Rental and leasing	7,580
Transit and ground passenger transportation	5,737
Real estate establishments	4,673
Advertising and Related Services	3,319
Scenic and sightseeing transportation and support activities for transportation	3,230
Performing Arts Companies	2,713
Other amusement and recreation industries	2,514
Retail Stores - Gasoline Stations	1,723
Spectator Sports Companies	1,456
Commercial and industrial machinery and equipment rental and leasing	1,395
State and local government passenger transit	1,335
Motion picture and video industries	900
Other support services	881
Other personal services	42
Total	\$274,104

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

Annual Net Direct Spending

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

Retail Margins

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

Local Purchase Percentage

To accurately measure spending impacts, HVS counts spending on products and services located in the market area. The State of Arizona cannot accommodate all of the direct spending. For example, an event organizer may need to buy novelty items for all attendees, but find that Arizona does not produce them. This effect occurs for direct, indirect, and induced spending. HVS uses IMPLAN's Social

Accounting Matrix (“SAM”) model values to track the actual dollar amounts of business transactions taking place in a localized region.

Annual Net Spending Impacts

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

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

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

Total spending increased by 1.4% from 2015 to 2016. However, induced spending increased by 20.2%. This difference occurs because the data set HVS used for 2014 had lower levels of labor income than usual, while in 2015 and 2016, 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 them to spend more money. From 2015 to 2016, 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 it is clear that the Qualified Events generate a significant number of room night stays by convention delegates and other event attendees in local hotels, the precise estimates of room night generation 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 2016. 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%

*2016 Individual Income Tax is approximately 86.896% of all Income Taxes, which includes Individual Income Tax and Corporate Income Tax.

Corporate Income Tax

The State of Arizona Office of the Auditor General reported that in 2016, Corporate Income Tax averaged approximately 15.08% of Personal Income Taxes per year. HVS calculated 2015 Qualified Revenue from Corporate Income Tax by multiplying Qualified Revenue from Personal Income Tax by percent.

Luxury Tax

The State of Arizona Office of the Auditor General reported that in 2016, taxes on alcohol, tobacco, and cigarette sales averaged approximately 1.43% 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 increase production.

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

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

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

Year	Sales & Use	Personal Income	Corporate Income	Luxury	Total
2009	\$15,465,000	\$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

Four tax sources generated \$20.6 million in 2016.

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

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

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

Bond Year*	Fund Distribution
2009	\$5,000,000
2010	10,000,000
2011	0
2012	5,595,000
2013	20,449,000
2014	20,449,000
2015	20,449,000
2016	20,449,000
Total	\$102,391,000

*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 2016 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
Total Qualified Revenue	\$126,322,000
Construction Impacts	26,445,000
Sub-total	\$152,767,000
Less Fund Distributions 2009-2016	(102,391,000)
Qualified Revenue Less Distributions	\$50,376,000

In Fiscal Year 2016, Qualified Revenue exceeded 2016 Bond Year distributions. HVS estimates that the State of Arizona General Fund has a net positive impact of approximately \$50.4 million from the PCC expansion. This total is made of Qualified Revenue less convention center development fund distributions from 2009 to 2016 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
Associate

A. Appendix - Qualified Events 2009 - 2016

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
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

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
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
Tradeshow	2/14/2010	2/18/2010	2/20/2010	2/24/2010	2,267	2,569
Sporting Goods Show	2/13/2010	2/18/2010	2/20/2010	2/21/2010	1,415	2,099
Educational Conference & Expo	2/18/2010	2/22/2010	2/24/2010	2/26/2010	639	1,378
PLC Summit	2/21/2010	2/23/2010	2/26/2010	2/26/2010	2,251	1,585
SME Annual Meeting & Exhibits	2/25/2010	2/27/2010	3/3/2010	3/4/2010	4,937	5,164
The Pulse On Tour	2/24/2010	2/27/2010	2/28/2010	3/1/2010	700	419
State Conference	2/28/2010	2/28/2010	3/2/2010	3/2/2010	2,000	489
Western Regional Dental Convention	3/1/2010	3/4/2010	3/6/2010	3/6/2010	4,524	695
Waste Management Symposium	3/5/2010	3/8/2010	3/11/2010	3/11/2010	3,724	3,724
Annual Meeting	3/8/2010	3/12/2010	3/14/2010	3/18/2010	2,073	4,583
Spring Training Expo	3/14/2010	3/17/2010	3/19/2010	3/21/2010	1,000	581
Annual Conference and Culinology Expo	3/14/2010	3/19/2010	3/19/2010	3/20/2010	1,500	1,336
Capella University Colloquium	3/17/2010	3/19/2010	3/20/2010	3/21/2010	1,395	938
Career Conference	3/17/2010	3/19/2010	3/20/2010	3/20/2010	1,334	97
WrestleMania Block	3/23/2010	3/25/2010	3/28/2010	3/30/2010	47,000	5,288
Annual Conference and Exhibition	4/8/2010	4/11/2010	4/15/2010	4/19/2010	1,400	3,698
SkillsUSA Championships	4/9/2010	4/12/2010	4/13/2010	4/14/2010	2,150	380
Annual Conference	4/12/2010	4/13/2010	4/18/2010	4/20/2010	1,250	2,600
Aviation Week MRO Conference & Exhibition	4/17/2010	4/19/2010	4/22/2010	4/24/2010	6,200	5,922
Juice Plus+® Leadership Conference	4/19/2010	4/22/2010	4/24/2010	4/25/2010	8,000	3,142
Annual Conference	4/22/2010	4/24/2010	4/28/2010	4/30/2010	1,867	2,007
NeighborWorks Training Institute	4/29/2010	5/3/2010	5/7/2010	5/7/2010	1,546	5,952
Annual Meeting	5/8/2010	5/11/2010	5/13/2010	5/15/2010	1,300	1,625
Annual Meeting & Expo	5/13/2010	5/14/2010	5/19/2010	5/20/2010	1,600	3,489
National Solar Energy Conference	5/16/2010	5/20/2010	5/22/2010	5/24/2010	2,100	2,024
DoDIIS Worldwide Conference	5/21/2010	5/23/2010	5/27/2010	5/28/2010	2,033	6,258
Annual Meeting	5/21/2010	5/25/2010	5/27/2010	5/28/2010	2,181	2,619
Phoenix Comicon	5/26/2010	5/27/2010	5/30/2010	5/31/2010	13,988	782
Annual Meeting and USA Open Volleyball Championship	5/22/2010	5/29/2010	6/5/2010	6/6/2010	5,733	7,570
Annual Meeting	5/31/2010	6/1/2010	6/5/2010	6/6/2010	400	707
Annual Conference	6/8/2010	6/12/2010	6/16/2010	6/18/2010	3,100	6,309
Collection Systems Conference	6/11/2010	6/14/2010	6/16/2010	6/16/2010	392	649
DEVASTATION	6/16/2010	6/18/2010	6/20/2010	6/20/2010	800	107
Annual National Conference	6/19/2010	6/23/2010	6/27/2010	6/27/2010	4,000	10,273
Volleyball Festival	6/20/2010	6/28/2010	7/3/2010	7/8/2010	15,000	17,176
FedFleet - Nat'l. Motor Vehicle & Aviation Exposition &	7/9/2010	7/10/2010	7/15/2010	7/15/2010	1,610	4,653
International Convention	7/16/2010	7/18/2010	7/24/2010	7/25/2010	3,050	4,757
National Convention	8/3/2010	8/4/2010	8/8/2010	8/8/2010	800	1,437
Gold Canyon Convention	8/2/2010	8/5/2010	8/7/2010	8/7/2010	725	943
Force Health Protection Conference	8/5/2010	8/8/2010	8/13/2010	8/13/2010	2,334	6,717
Fall Summit	9/15/2010	9/18/2010	9/21/2010	9/23/2010	1,592	3,448
Gas Machinery Conference	10/2/2010	10/4/2010	10/6/2010	10/7/2010	700	2,464
Magnet Conference	10/10/2010	10/13/2010	10/15/2010	10/16/2010	6,402	12,204
Annual Management Conference & Exhibition	10/13/2010	10/14/2010	10/19/2010	10/20/2010	2,300	4,453
T & L Conference	10/16/2010	10/19/2010	10/22/2010	10/23/2010	1,472	2,398
National Convention & Electric EXPO	10/23/2010	10/26/2010	10/29/2010	10/30/2010	1,300	1,370
Annual National Conference	10/25/2010	10/28/2010	10/30/2010	10/31/2010	1,800	2,638
Annual Meeting	10/28/2010	11/1/2010	11/4/2010	11/6/2010	3,842	7,841
Annual Convention and Trade Show	11/3/2010	11/7/2010	11/9/2010	11/10/2010	4,215	4,895

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
ACAAI Annual Meeting	11/9/2010	11/11/2010	11/17/2010	11/18/2010	4,000	5,687
School Equipment Show	11/13/2010	11/17/2010	11/19/2010	11/20/2010	1,200	1,627
Irrigation Show	11/30/2010	12/5/2010	12/7/2010	12/10/2010	4,795	3,630
National Judges Cup	1/5/2011	1/8/2011	1/9/2011	1/10/2011	1,000	640
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/12/2011	1/14/2011	1/15/2011	1/17/2011	18,960	17,260
Annual Meeting	1/20/2011	1/22/2011	1/24/2011	1/26/2011	800	1,456
Special Event	1/22/2011	1/26/2011	1/29/2011	1/29/2011	9,000	3,513
Electric Utilities Environmental Conference	1/28/2011	1/31/2011	2/2/2011	2/2/2011	3,000	1,829
Sporting Goods Show	1/29/2011	2/3/2011	2/5/2011	2/6/2011	1,367	2,097
National Biodiesel Board Conference	2/3/2011	2/5/2011	2/9/2011	2/10/2011	1,040	2,033
CCG National Sales Meeting	2/5/2011	2/9/2011	2/11/2011	2/13/2011	1,400	3,447
Annual Convention & Traffic Exposition	2/11/2011	2/15/2011	2/17/2011	2/19/2011	2,700	3,523
Annual Dialysis Conference	2/17/2011	2/19/2011	2/22/2011	2/23/2011	1,600	3,835
PLC Summit	2/20/2011	2/22/2011	2/25/2011	2/26/2011	2,379	2,219
American Policy Summit	2/24/2011	2/25/2011	2/27/2011	2/27/2011	2,634	698
Waste Management Symposium	2/25/2011	2/27/2011	3/3/2011	3/3/2011	2,400	4,270
Western Regional Dental Convention	2/28/2011	3/3/2011	3/5/2011	3/6/2011	4,519	759
BAI Payments Connect Conference & Expo	3/3/2011	3/7/2011	3/9/2011	3/12/2011	1,000	1,323
State Conference	3/6/2011	3/8/2011	3/10/2011	3/10/2011	2,140	368
IEEE PES Power Systems Conference & Exhibition (PSCE)	3/17/2011	3/20/2011	3/23/2011	3/26/2011	1,000	1,136
MVD Annual Meeting	3/18/2011	3/21/2011	3/23/2011	3/26/2011	766	1,697
National Conference on Highway Safety Priorities	3/24/2011	3/27/2011	3/30/2011	3/30/2011	1,747	3,646
Partnerships with Clinical Trials	3/27/2011	3/30/2011	4/1/2011	4/3/2011	1,426	2,657
2011 Annual Convention	3/31/2011	4/4/2011	4/6/2011	4/7/2011	5,000	4,146
CleanMed	4/4/2011	4/4/2011	4/8/2011	4/8/2011	700	919
Annual International Convention & Tradeshow	4/9/2011	4/13/2011	4/15/2011	4/17/2011	1,364	1,557
Annual ATD Convention	4/10/2011	4/15/2011	4/18/2011	4/20/2011	954	1,733
SkillsUSA Championships	4/18/2011	4/19/2011	4/20/2011	4/20/2011	2,100	470
National Institute on Legal Issues of Educating Individuals	4/27/2011	5/1/2011	5/4/2011	5/6/2011	1,841	4,495
Spring Meeting	5/15/2011	5/19/2011	5/19/2011	5/21/2011	2,948	2,648
Phoenix Comicon	5/25/2011	5/26/2011	5/29/2011	5/30/2011	3,500	1,416
Merck Sharp & Dohme Corp - MK3723 HCVB Launch	6/4/2011	6/8/2011	6/9/2011	6/12/2011	536	1,533
Annual Meeting	6/7/2011	6/12/2011	6/16/2011	6/17/2011	11,000	10,869
Volleyball Festival	6/14/2011	6/23/2011	6/27/2011	7/1/2011	18,434	15,839
ALLSTAR GAME	7/5/2011	7/4/2011	7/13/2011	7/13/2011	46,700	8,897
ALL-STAR GAME / FANFEST EXHIBITOR ROOM BLOCK	6/24/2011	7/8/2011	7/12/2011	7/16/2011	200	937
Annual Grand Lodge Convention	7/14/2011	7/16/2011	7/20/2011	7/22/2011	6,800	18,343
Annual International Convention & Tradeshow	7/21/2011	7/25/2011	7/29/2011	7/30/2011	2,000	3,724
General Council	7/30/2011	8/1/2011	8/5/2011	8/6/2011	21,000	14,541
Gold Canyon Convention	8/9/2011	8/11/2011	8/13/2011	8/13/2011	950	1,014
Annual Conference	9/7/2011	9/10/2011	9/13/2011	9/15/2011	1,388	2,202
Annual Convention	9/7/2011	9/12/2011	9/13/2011	9/16/2011	1,085	2,034
IEEE-ECCE Conference	9/16/2011	9/19/2011	9/21/2011	9/22/2011	1,112	2,179
International Conference on Assessment Administration	9/14/2011	9/19/2011	9/19/2011	9/24/2011	1,032	3,018
HEC Institutes	9/25/2011	9/27/2011	9/30/2011	9/30/2011	305	85
Design Conference	10/8/2011	10/13/2011	10/15/2011	10/17/2011	1,492	2,359
SW POLICE & FIRE EXPO	10/13/2011	10/13/2011	10/15/2011	10/15/2011	1,000	53
Annual Meeting	10/12/2011	10/16/2011	10/19/2011	10/20/2011	2,783	5,974
World Workplace	10/22/2011	10/26/2011	10/28/2011	10/29/2011	4,302	5,687
Annual National Convention	10/28/2011	10/29/2011	11/7/2011	11/7/2011	1,205	3,721
Sales Force Conference	10/30/2011	11/3/2011	11/4/2011	11/5/2011	868	1,962
Annual Convention & Exhibition	11/2/2011	11/4/2011	11/7/2011	11/9/2011	800	1,364
Congress of Cities	11/5/2011	11/9/2011	11/12/2011	11/13/2011	3,662	6,443
Water Quality Technology Conference	11/13/2011	11/13/2011	11/16/2011	11/16/2011	1,087	1,683
Annual Meeting & Exhibition	11/11/2011	11/16/2011	11/18/2011	11/21/2011	1,908	2,476
Global Health Conference	1/6/2012	1/10/2012	1/10/2012	1/13/2012	1,300	1,914
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/11/2012	1/13/2012	1/14/2012	1/16/2012	19,500	17,260
Winter Training Institute	1/10/2012	1/13/2012	1/15/2012	1/17/2012	1,000	1,510
Annual Winter Conference	1/16/2012	1/20/2012	1/25/2012	1/26/2012	2,500	4,381
National Convention	1/17/2012	1/21/2012	1/25/2012	1/25/2012	2,228	2,005
Electric Utilities Environmental Conference	1/27/2012	1/29/2012	2/1/2012	2/1/2012	2,200	2,339
Culver's Annual Franchisee Meeting	2/3/2012	2/4/2012	2/7/2012	2/10/2012	974	1,871
West Coast Retail Solutions Expo	2/3/2012	2/6/2012	2/8/2012	2/9/2012	1,013	1,037
Winter Conference & Tradeshow	2/8/2012	2/8/2012	2/12/2012	2/12/2012	800	1,013

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Sporting Goods Show	2/11/2012	2/16/2012	2/19/2012	2/20/2012	1,570	2,195
Nissan-Infiniti National Dealer Meeting	2/12/2012	2/16/2012	2/18/2012	2/19/2012	400	729
Classic Rock Invitational	2/16/2012	2/17/2012	2/19/2012	2/20/2012	2,040	265
PLC Summit	2/19/2012	2/21/2012	2/24/2012	2/25/2012	2,241	1,691
Annual Convention	2/17/2012	2/22/2012	2/24/2012	2/25/2012	715	1,324
Waste Management Symposium	2/24/2012	2/27/2012	3/1/2012	3/1/2012	2,223	4,012
Annual Meeting	2/27/2012	2/29/2012	3/3/2012	3/5/2012	3,377	4,154
International Conference & Exhibition on PDC	2/29/2012	3/4/2012	3/7/2012	3/10/2012	3,400	2,734
State Conference	3/4/2012	3/5/2012	3/6/2012	3/6/2012	1,955	668
National Career Services & Annual Meeting	3/6/2012	3/7/2012	3/14/2012	3/14/2012	4,809	10,365
Meeting Management Committee	3/7/2012	3/7/2012	3/11/2012	3/11/2012	50	44
National Conference	3/9/2012	3/14/2012	3/17/2012	3/18/2012	2,000	1,831
SNAXPO-Annual Exhibit & Conference	3/14/2012	3/16/2012	3/19/2012	3/21/2012	1,437	1,744
MICROSOFT PROJECT CONFERENCE (PC)	3/16/2012	3/19/2012	3/22/2012	3/23/2012	1,500	1,865
GLOBAL MARKETING MEETING	3/18/2012	3/25/2012	3/30/2012	3/31/2012	740	2,667
SkillsUSA Championships	3/26/2012	3/27/2012	3/28/2012	3/28/2012	2,200	344
Western Regional Dental Convention	3/26/2012	3/29/2012	3/31/2012	3/31/2012	4,519	697
Cactus Slam	4/5/2012	4/5/2012	4/8/2012	4/8/2012	2,000	547
Juice Plus+® Leadership Conference	4/8/2012	4/12/2012	4/14/2012	4/16/2012	4,200	3,149
Annual Conference & Exposition	4/19/2012	4/23/2012	4/26/2012	4/27/2012	1,304	2,629
Annual Conference & Exposition	4/26/2012	4/29/2012	5/2/2012	5/2/2012	1,800	2,878
Annual Course	5/16/2012	5/18/2012	5/23/2012	5/24/2012	1,997	3,900
Phoenix Comicon	5/24/2012	5/24/2012	5/27/2012	5/28/2012	3,500	2,270
Annual General Convention	5/23/2012	5/28/2012	5/31/2012	6/3/2012	3,700	5,717
Annual Conference & Expo	6/6/2012	6/10/2012	6/13/2012	6/14/2012	2,422	3,882
National Convention	6/7/2012	6/13/2012	6/15/2012	6/17/2012	1,660	3,802
Annual Session	6/12/2012	6/14/2012	6/19/2012	6/20/2012	1,830	2,618
Annual General Assembly	6/16/2012	6/20/2012	6/24/2012	6/25/2012	3,700	6,976
Volleyball Festival	6/17/2012	6/25/2012	7/1/2012	7/5/2012	15,750	14,072
American Dairy Science Association & American Society of	7/13/2012	7/15/2012	7/19/2012	7/20/2012	3,500	5,536
Annual Conference	7/16/2012	7/23/2012	7/28/2012	7/28/2012	1,200	3,883
Annual Meeting	7/25/2012	7/29/2012	8/2/2012	8/3/2012	2,648	5,947
Gold Canyon Convention	7/30/2012	8/2/2012	8/4/2012	8/6/2012	1,000	1,078
Celebration Convention	8/6/2012	8/10/2012	8/12/2012	8/13/2012	5,000	2,567
Summer Super Rally	8/10/2012	8/16/2012	8/18/2012	8/19/2012	3,500	6,230
Annual Conference	9/7/2012	9/8/2012	9/13/2012	9/13/2012	1,850	4,027
CONSTRUCT AMERICA	9/8/2012	9/11/2012	9/14/2012	9/17/2012	2,529	2,505
Annual Meeting	9/13/2012	9/16/2012	9/19/2012	9/21/2012	1,500	2,519
AOC Symposium and Expo	9/18/2012	9/24/2012	9/26/2012	9/28/2012	1,300	1,532
Annual Meeting	9/25/2012	9/28/2012	10/1/2012	10/2/2012	4,270	4,533
Annual Meeting	9/28/2012	10/2/2012	10/4/2012	10/4/2012	453	899
Annual Conference	10/4/2012	10/6/2012	10/10/2012	10/11/2012	3,000	7,709
Annual Meeting	10/9/2012	10/12/2012	10/15/2012	10/17/2012	1,858	3,380
Annual Meeting	10/11/2012	10/14/2012	10/17/2012	10/19/2012	4,500	5,622
Fall Career Fair	10/15/2012	10/19/2012	10/20/2012	10/21/2012	600	463
Annual Convention	10/20/2012	10/23/2012	10/27/2012	10/28/2012	5,400	5,781
Healthcare Design Conference	11/1/2012	11/3/2012	11/6/2012	11/7/2012	3,786	4,709
Annual ISTFA Conference	11/9/2012	11/11/2012	11/15/2012	11/17/2012	750	847
Connections	11/13/2012	11/16/2012	11/18/2012	11/18/2012	742	1,331
NN Speaker Training	11/28/2012	11/30/2012	12/2/2012	12/3/2012	496	1,393
Area Conference	12/3/2012	12/6/2012	12/8/2012	12/9/2012	2,100	2,095
LIN National Meeting	12/5/2012	12/10/2012	12/14/2012	12/15/2012	2,137	6,844
IH Oncology Business Unit National Meeting	1/10/2013	1/14/2013	1/17/2013	1/19/2013	1,128	4,044
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/16/2013	1/18/2013	1/19/2013	1/21/2013	17,500	729
Winter Buying Event	1/17/2013	1/21/2013	1/23/2013	1/23/2013	1,600	1,792
Electric Utilities Environmental Conference	1/25/2013	1/28/2013	1/30/2013	1/30/2013	2,150	1,619
Flex Conference	1/26/2013	1/29/2013	2/1/2013	2/2/2013	565	734
National Distributor Conference	2/2/2013	2/6/2013	2/7/2013	2/9/2013	1,650	3,445
Clinical Nutrition Week	2/6/2013	2/10/2013	2/13/2013	2/14/2013	2,011	4,744
Sporting Goods Show	2/9/2013	2/14/2013	2/16/2013	2/17/2013	1,704	2,162
PLC Summit	2/17/2013	2/19/2013	2/22/2013	2/23/2013	2,150	1,736
Waste Management Symposium	2/22/2013	2/25/2013	2/28/2013	2/28/2013	3,000	4,237
State Conference	3/3/2013	3/4/2013	3/5/2013	3/5/2013	2,000	636
Dealer Sales Meeting	2/28/2013	3/4/2013	3/7/2013	3/7/2013	1,200	2,845

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Western Regional Dental Convention	3/4/2013	3/7/2013	3/9/2013	3/11/2013	4,328	698
BAI Payments Connect Conference & Expo	3/7/2013	3/10/2013	3/13/2013	3/14/2013	1,200	1,396
AAHA Yearly Conference	3/11/2013	3/14/2013	3/17/2013	3/18/2013	3,691	4,462
Unipro Purchasing Conference	3/14/2013	3/17/2013	3/20/2013	3/21/2013	1,748	2,959
Annual Clinical Genetics Meeting	3/16/2013	3/20/2013	3/23/2013	3/25/2013	2,334	4,176
2013 Annual Convention	3/21/2013	3/25/2013	3/27/2013	3/28/2013	6,000	5,061
SkillsUSA Championships	3/25/2013	3/26/2013	3/27/2013	3/28/2013	2,300	445
Distributor Conference	4/20/2013	4/23/2013	4/23/2013	4/25/2013	0	1,233
Annual Convention	4/25/2013	4/27/2013	5/1/2013	5/3/2013	2,705	3,332
Standards and Assessment Institute	4/29/2013	4/30/2013	5/2/2013	5/2/2013	1,075	1,048
Annual Scientific & Clinical Congress	4/28/2013	5/2/2013	5/4/2013	5/6/2013	2,630	4,659
INTEL International Science and Engineering Fair (ISEF)	5/6/2013	5/12/2013	5/17/2013	5/18/2013	5,254	12,178
Annual Forum and Technology Display	5/18/2013	5/21/2013	5/23/2013	5/24/2013	1,000	1,380
Phoenix Comicon	5/20/2013	5/23/2013	5/26/2013	5/27/2013	3,600	3,679
Walden University Meeting	5/27/2013	5/27/2013	6/3/2013	6/3/2013	700	1,339
National Baptist Congress	6/7/2013	6/11/2013	6/14/2013	6/16/2013	4,500	1,845
Volleyball Festival	6/15/2013	6/24/2013	6/28/2013	7/3/2013	13,500	10,254
Mennonite Churchwide Convention (Biennial)	6/28/2013	7/1/2013	7/5/2013	7/6/2013	4,800	8,729
Annual Convention	7/17/2013	7/18/2013	7/20/2013	7/20/2013	500	1,096
Baha'i Youth Conference	7/18/2013	7/19/2013	7/22/2013	7/22/2013	800	525
Gold Canyon Convention	7/29/2013	8/1/2013	8/3/2013	8/4/2013	900	866
Annual Imperial Session	8/12/2013	8/16/2013	8/23/2013	8/23/2013	3,500	10,525
NIDA-FDA Path Training	9/2/2013	9/4/2013	9/15/2013	9/17/2013	500	6,566
Green Fleet Conference	9/29/2013	10/1/2013	10/2/2013	10/4/2013	655	720
Annual Convention	10/3/2013	10/6/2013	10/9/2013	10/12/2013	3,473	7,333
2013 Fall Convention	10/17/2013	10/19/2013	10/22/2013	10/27/2013	1,850	2,742
Annual Convention and Exposition	10/19/2013	10/22/2013	10/25/2013	10/28/2013	2,958	4,564
Leadership Conference	10/27/2013	10/29/2013	10/30/2013	10/30/2013	700	271
Annual Convention & Exposition	11/2/2013	11/7/2013	11/9/2013	11/10/2013	951	1,609
Annual Meeting	11/9/2013	11/14/2013	11/17/2013	11/17/2013	3,022	4,798
Merck Animal Health National Sales Meeting	1/2/2014	1/6/2014	1/9/2014	1/9/2014	1,000	1,486
Imaging USA - Annual Conv & Expo	1/9/2014	1/12/2014	1/14/2014	1/15/2014	8,100	4,329
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon	1/15/2014	1/17/2014	1/18/2014	1/21/2014	19,500	1,640
Winter Global Convention	1/16/2014	1/19/2014	1/24/2014	1/27/2014	2,600	5,362
National Sales Conference	1/24/2014	1/27/2014	2/1/2014	2/1/2014	2,100	4,142
Cattle Industry Annual Convention & Trade Show	1/25/2014	1/29/2014	2/1/2014	2/3/2014	6,000	8,675
Electric Utilities Environmental Conference	1/31/2014	2/3/2014	2/5/2014	2/6/2014	1,630	1,615
Flex Conference	1/31/2014	2/4/2014	2/6/2014	2/8/2014	618	669
AQS Quilt Show & Contest	2/2/2014	2/5/2014	2/8/2014	2/9/2014	12,245	924
NDNQI Annual Conference	2/2/2014	2/5/2014	2/7/2014	2/9/2014	1,100	1,624
Sales Meeting	2/6/2014	2/6/2014	2/8/2014	2/8/2014	194	205
Sporting Goods Show	2/1/2014	2/6/2014	2/8/2014	2/10/2014	1,667	2,334
National Convention	2/11/2014	2/15/2014	2/19/2014	2/20/2014	8,000	13,473
PLC Summit	2/23/2014	2/25/2014	2/28/2014	3/1/2014	1,700	1,750
Waste Management Symposium	2/26/2014	3/3/2014	3/6/2014	3/7/2014	3,500	3,753
AAPM Annual Conference	3/3/2014	3/6/2014	3/9/2014	3/11/2014	1,325	1,498
ENA Leadership Conference	3/2/2014	3/7/2014	3/9/2014	3/10/2014	2,000	2,743
Annual Cancer Symposium	3/10/2014	3/10/2014	3/15/2014	3/17/2014	1,700	2,300
International Leadership Retreat	3/10/2014	3/10/2014	3/14/2014	3/15/2014	2,500	591
The Travel Goods Show	3/8/2014	3/11/2014	3/13/2014	3/16/2014	3,500	2,624
CGA Excavation Safety Conference & Expo	3/8/2014	3/11/2014	3/13/2014	3/16/2014	1,100	1,904
Annual Meeting	3/20/2014	3/23/2014	3/27/2014	3/28/2014	6,527	14,403
Annual Conference	3/30/2014	4/1/2014	4/6/2014	4/6/2014	1,800	1,910
HMORN Conference	3/28/2014	4/1/2014	4/2/2014	4/4/2014	500	1,017
Western Regional Dental Convention	3/31/2014	4/3/2014	4/5/2014	4/7/2014	3,209	808
MRO Americas	4/5/2014	4/5/2014	4/11/2014	4/13/2014	10,000	9,666
Juice Plus+® Leadership Conference	4/6/2014	4/10/2014	4/12/2014	4/14/2014	4,300	2,939
InfusionCon	4/21/2014	4/23/2014	4/26/2014	4/27/2014	2,751	2,548
Annual Franchise Conference	4/27/2014	4/28/2014	5/1/2014	5/2/2014	2,016	3,248
Annual Convention & Industrial Exhibition	5/1/2014	5/5/2014	5/7/2014	5/10/2014	900	2,709
Annual Conference	5/3/2014	5/6/2014	5/9/2014	5/10/2014	1,330	2,050
Joint Armaments Conference, Exhibition & Firing	5/10/2014	5/13/2014	5/15/2014	5/16/2014	390	471
TechComm Summit	5/14/2014	5/14/2014	5/16/2014	5/21/2014	616	1,789
Annual Meeting	5/16/2014	5/20/2014	5/22/2014	5/23/2014	2,285	3,553

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
Annual Meeting and USA Open Volleyball Championship	5/17/2014	5/23/2014	5/28/2014	6/1/2014	6,300	7,324
Phoenix Comicon	6/3/2014	6/5/2014	6/8/2014	6/9/2014	3,800	4,459
Annual Convention & Expo	6/5/2014	6/8/2014	6/12/2014	6/13/2014	1,969	2,662
Pre POA	6/7/2014	6/10/2014	6/11/2014	6/13/2014	916	2,321
Annual National Convention & Symposium	6/9/2014	6/13/2014	6/15/2014	6/17/2014	1,500	1,686
Resolved	6/20/2014	6/20/2014	6/23/2014	6/23/2014	2,000	431
Volleyball Festival	6/19/2014	6/26/2014	7/2/2014	7/2/2014	10,500	8,928
Cheer Camp Southwest	7/5/2014	7/9/2014	7/14/2014	7/14/2014	350	459
Annual Conference and Exposition	7/11/2014	7/16/2014	7/18/2014	7/21/2014	1,574	2,398
Gold Canyon Convention	8/4/2014	8/7/2014	8/9/2014	8/10/2014	2,000	878
Annual National Convention	8/6/2014	8/10/2014	8/13/2014	8/13/2014	1,200	2,916
Annual Conference	9/8/2014	9/10/2014	9/12/2014	9/13/2014	1,250	1,806
Education Summit	9/14/2014	9/17/2014	9/20/2014	9/21/2014	1,500	3,213
HP Leadership Summit	9/25/2014	9/29/2014	10/3/2014	10/3/2014	2,500	6,450
Grace Hopper Celebration	10/4/2014	10/8/2014	10/10/2014	10/13/2014	8,150	13,041
North America Sales & Service National Meeting	10/10/2014	10/12/2014	10/16/2014	10/16/2014	700	2,267
NAHC Annual Meeting and Exposition	10/15/2014	10/19/2014	10/22/2014	10/24/2014	2,542	4,117
Global Congress - North America	10/19/2014	10/26/2014	10/30/2014	10/30/2014	3,986	5,898
Annual Convention	11/4/2014	11/7/2014	11/9/2014	11/11/2014	3,444	1,474
National Specialty Sales Meeting	11/7/2014	11/11/2014	11/13/2014	11/13/2014	1,053	1,813
Annual Convention & Exhibition	11/12/2014	11/15/2014	11/17/2014	11/19/2014	813	1,154
Irrigation Show	11/15/2014	11/17/2014	11/21/2014	11/22/2014	4,100	4,154
International Training Event	12/4/2014	12/4/2014	12/5/2014	12/8/2014	14,000	4,645
Aftermarket Expo	12/1/2014	12/7/2014	12/16/2014	12/18/2014	5,000	10,269
Annual Convention	12/30/2014	12/31/2014	1/4/2015	1/4/2015	6,000	4,035
Comic Con		1/24/2014	1/26/2014		3,800	
Expo - 2014		3/18/2014	3/19/2014		890	
TechFest		5/12/2014	5/13/2014		200	
Conference		5/14/2014	5/16/2014		775	
Annual Meeting		7/25/2014	7/26/2014		3,000	
Summit		8/17/2014	8/19/2014		1,600	
Product Week		9/9/2014	9/11/2014		608	
Training		10/31/2014	11/6/2014		300	
Annual Meeting	1/1/2015	1/4/2015	1/8/2015	1/9/2015	2,500	7,595
2015 The National NeedleArts Tradeshow	1/7/2015	1/10/2015	1/13/2015	1/13/2015	2,000	2,068
P. F. Chang's Rock "N" Roll Marathon & 1/2 Marathon		1/16/2015	1/17/2015		19,500	6,120
2015 SCCM Congress		1/18/2015	1/20/2015		7,500	9,711
Super Bowl - 2015 - HQ/Media/Staff		1/30/2015	2/1/2015		20,000	22,993
SolidWorks World 2015		2/7/2015	2/13/2015		5,200	7,663
2015 Classic Rock Invitational		2/12/2015	2/15/2015		4,000	513
CCG National Sales Meeting	2/12/2015	2/15/2015	2/18/2015	2/19/2015	2,600	5,792
2015 Annual Meeting & Exhibition	2/14/2015	2/19/2015	2/22/2015	2/24/2015	2,200	3,208
2015 Sporting Goods Show		2/19/2015	2/21/2015		1,600	2,186
The Commodity Classic 2015	2/23/2015	2/26/2015	3/1/2015	3/3/2015	7,500	14,160
BAI Payments Connect 2015	2/27/2015	3/1/2015	3/4/2015	3/4/2015	1,200	1,204
2015 PLC Summit	3/2/2015	3/3/2015	3/6/2015	3/7/2015	1,700	1,735
2015 NTCA's Rural Telecom Industry Meeting & EXPO		3/8/2015	3/12/2015		3,000	6,198
2015 WM Symposium	3/11/2015	3/16/2015	3/19/2015	3/19/2015	3,500	3,639
2015 Western Regional Dental Convention	3/16/2015	3/17/2015	3/21/2015	3/22/2015	4,328	770
2015 Annual Conference & Exposition	3/20/2015	3/23/2015	3/26/2015	3/26/2015	1,400	2,599
2015 UniPro Purchasing Conference	3/24/2015	3/23/2015	3/28/2015	4/1/2015	1,800	3,276
2015 Career Conference	3/19/2015	3/26/2015	3/29/2015	3/23/2015	2,000	121
Spring National Meeting	3/24/2015	3/28/2015	3/31/2015	4/1/2015	1,700	3,950
2015 ACSM Health & Fitness Summit & Exposition	3/30/2015	3/30/2015	4/3/2015	4/3/2015	1,200	1,542
InfusionCon 2015		3/31/2015	4/3/2015		5,500	2,533
Annual Convention		4/6/2015	4/11/2015		3,000	3,997
2015 Common Core Standards and Assessment Institute	4/12/2015	4/13/2015	4/15/2015	4/15/2015	400	696
AONE Annual Meeting		4/16/2015	4/19/2015		2,500	5,156
2015 Region 1 Gymnastics Meet	4/16/2015	4/16/2015	4/19/2015	4/19/2015	1,500	308
2015 Golden West Region 21		4/16/2015	4/18/2015		1,200	617
Eagle Eye Expo		4/19/2015	4/24/2015		450	230

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

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

Event Name	Arrival Date	Start Date	End Date	Departure Date	Attendance	Room Nights
ASME 2016 International Mechanical Engineering Congress and Exposition (IMECE2016)		11/13/2016	11/17/2016		2,909	2,864
Confidential	-	-	-	-	-	-
Confidential	-	-	-	-	-	-

B. Appendix - Qualified Events 2003 - 2005

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

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

C. Appendix - ExPact Report Calculations

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

In order to avoid double counting of venue related expenditures, we excluded certain categories of expenditures reported in the ExPact 2004 report. Instead we used actual venue related spending data from 2009 to 2016, as provided by the PCC. The following categories of ExPact 2004 data have been excluded from our spending parameters.

**FIGURE C-1
EXCLUDED EXPENDITURE TYPES**

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

*Day-trip visitors only

HVS took spending data from the ExPact report and recalculated them on a per delegate day basis. HVS adjusted the daily spending parameters data with the Corporate Travel Index (“CTI”), a report from Business Travel News that compares travel costs across the 100 largest U.S. cities. 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 2016, HVS used the 2017 CTI. See the figure below for the CTI multipliers.

FIGURE C-2
CTI ADJUSTMENT FOR PHOENIX

Category	2013 Index	2017 Index
Hotel	0.8803	0.9486
Car	1.0213	1.1254
Food & Beverage	1.0907	0.9251
Other Categories	0.9649	0.9673

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

Source: Bureau of Labor Statistics

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



OVERNIGHT DELEGATE SPENDING PARAMETERS

Expenditure Category in ExPact Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate Day**	CTI Adjusted Spending***	Categories used in HVS Report
Lodging Expenditures for Personal Travel Party					
Cost of room/timeshare (including taxes and surcharges)	Used Smith Travel Research Data				Hotel Room Rental
Meals purchased in hotel-based restaurants and room service	p. 73	\$93.92			
Other room-related expenses (phone calls, Internet, etc.)	p. 73	31.84			
Hotel parking/garage/valet fees (include tips)	p. 73	14.95			
Sub-total		140.71	\$39.53	\$34.79	Other Hotel Spending
Personal Travel Party Dining Expenditures (restaurants, bars, lounges, etc.)					
Cost of meals, beverages, and tips*	p. 73	160.94			
Parking/garage/valet fees (include tips)	p. 73	11.32			
Sub-total		172.26	48.39	52.78	Restaurants
Local Transportation Expenditures for Personal Travel Party					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 73	23.70	6.66	6.80	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 73	5.51	1.55	1.49	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 73	4.86	1.37	1.32	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 73	25.10	7.05	6.80	Transportation
Sub-total		59.17	16.62	16.41	
Movie Expenditures for Personal Travel Party					
Tickets and admission fees	p. 73	2.40			
Cost of snacks and beverages*	p. 73	1.01			
Parking/garage/valet fees (include tips)	p. 73	0.30			
Sub-total		3.71	1.04	1.01	Film Entertainment
Performing Arts Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	6.13			
Cost of meals, snacks, beverages, and tips.	p. 74	2.00			
Souvenirs, gifts, programs	p. 74	2.77			
Parking/garage/valet fees (include tips)	p. 74	0.28			
Sub-total		11.18	3.14	3.03	Performing Arts Companies
Professional Sports Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.07			
Cost of meals, snacks, beverages, and tips.*	p. 74	1.51			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	1.29			
Parking/garage/valet fees (include tips)	p. 74	0.13			
Sub-total		6.00	1.69	1.63	Spectator Sports Companies
Golf and Skiing Expenditures for Personal Travel Party					
Greens fees, cart rentals, ski/snowboard/tube rental, lift tickets, etc.	p. 74	3.49			
Cost of meals, snacks, beverages, and tips*	p. 74	0.85			
Souvenirs, gifts, cameras, film, supplies etc.	p. 74	0.69			
Parking/garage/valet fees (include tips)	p. 74	0.05			
Gaming Expenditures					
Tickets and admission fees	p. 74	0.60			
Cost of meals, snacks, beverages, and tips.	p. 74	1.40			
Souvenirs, gifts, programs	p. 74	1.49			
Legal bets placed	p. 74	50.80			
Parking/garage/valet fees (include tips)	p. 74	0.43			
Sub-total		59.80	16.80	16.21	Golf, Skiing and Gaming
Tours, Museums, Cultural Activities, and Theme Parks					
Tickets and admission fees	p. 74	11.28			
Cost of meals, snacks, beverages, and tips*	p. 74	5.33			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	11.22			
Parking/garage/valet fees (include tips)	p. 74	0.56			
Sub-total		28.39	7.97	7.69	Cultural Recreation
Other Amusement, Recreation, and Local Attraction Expenditures					
Tickets and admission fees	p. 74	3.13			
Cost of meals, snacks, beverages, and tips.*	p. 74	4.16			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	5.53			
Parking/garage/valet fees (include tips)	p. 74	0.49			
Sub-total		13.31	3.74	3.61	Sightseeing
Shopping Expenditures					
Retail goods purchased	p. 75	80.81			
Parking/garage/valet fees (include tips)	p. 75	1.56			
Sub-total		82.37	23.14	22.33	General Retail

*Excludes meal expenditures in other categories.

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

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



DELEGATE DAY TRIP SPENDING PARAMETERS

Expenditure Category in ExPact Survey	ExPact Page Reference	ExPact Reported Spending per Event	Spending Per Delegate Day**	CTI Adjusted Spending***	Categories used in HVS Report
Personal Travel Party Dining Expenditures (restaurants, bars, lounges, etc.)					
Cost of meals, beverages, and tips*	p. 73	\$160.94			
Parking/garage/valet fees (include tips)	p. 73	11.32			
Sub-total		172.26	\$48.39	\$52.78	Restaurants
Local Transportation Expenditures for Personal Travel Party					
Local auto rental expenditures (include taxes, insurance, etc.)	p. 73	23.07	6.66	6.80	Auto Rental and Leasing
Fuel (i.e., gasoline, diesel fuel) purchased within Event City	p. 73	5.51	1.55	1.49	Retail - Gas Stations
Public transportation fare within Event City (bus, subway/light rail, etc.)	p. 73	4.86	1.37	1.32	Public Transit
Private transportation fare within Event City (taxis, limos, tips)	p. 73	25.10	7.05	6.80	Transportation
Sub-total		58.54	16.62	16.41	
Movie Expenditures for Personal Travel Party					
Tickets and admission fees	p. 73	2.40			
Cost of snacks and beverages	p. 73	1.01			
Parking/garage/valet fees (include tips)	p. 73	0.30			
Sub-total		3.71	1.04	1.01	Film Entertainment
Performing Arts Expenditures for Personal Travel Party (concerts, symphonies, ballets, plays, etc.)					
Tickets and admission fees	p. 74	6.13			
Cost of meals, snacks, beverages, and tips*	p. 74	2.00			
Souvenirs, gifts, programs	p. 74	2.77			
Parking/garage/valet fees (include tips)	p. 74	0.28			
Sub-total		11.18	3.14	3.03	Performing Arts Companies
Professional Sports Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.07			
Cost of meals, snacks, beverages, and tips*	p. 74	1.51			
Souvenirs, gifts, cameras, film, maps, programs	p. 74	1.29			
Parking/garage/valet fees (include tips)	p. 74	0.13			
Sub-total		6.00	1.69	1.63	Spectator Sports Companies
Golf and Skiing Expenditures for Personal Travel Party					
Greens fees, cart rentals, ski/snowboard/tube rental, lift tickets, etc.	p. 74	3.49			
Cost of meals, snacks, beverages, and tips*	p. 74	0.85			
Souvenirs, gifts, cameras, film, maps, programs, golf supplies, skiing su	p. 74	0.69			
Parking/garage/valet fees (include tips)	p. 74	0.05			
Gaming Expenditures					
Tickets and admission fees	p. 74	1.40			
Cost of meals, snacks, beverages, and tips*	p. 74	1.49			
Souvenirs, gifts, programs	p. 74	50.80			
Legal bets placed	p. 74	0.43			
Parking/garage/valet fees (include tips)	p. 74	0.60			
Sub-total		59.80	16.80	16.21	Golf, Skiing and Gaming
Tours, Museums, Cultural Activities, and Theme Parks for Personal Travel Party					
Tickets and admission fees	p. 74	11.28	3.17		
Cost of meals, snacks, beverages, and tips*	p. 74	5.33	1.50		
Souvenirs, gifts, cameras, film, maps, programs	p. 74	11.22	3.15		
Parking/garage/valet fees (include tips)	p. 74	0.56	0.16		
Sub-total		28.39	7.98	7.69	Cultural Recreation
Other Amusement, Recreation, and Local Attraction Expenditures for Personal Travel Party					
Tickets and admission fees	p. 74	3.13	0.88		
Cost of meals, snacks, beverages, and tips	p. 74	4.16	1.17		
Souvenirs, gifts, cameras, film, maps, programs	p. 74	5.53	1.55		
Parking/garage/valet fees (include tips)	p. 74	0.49	0.14		
Sub-total		13.31	3.74	3.61	Sightseeing
Shopping Expenditures for Personal Travel Party					
Retail goods purchased.	p. 75	80.81	22.70		
Parking/garage/valet fees (include tips)	p. 75	1.56	0.44		
Sub-total		82.37	23.14	22.33	General Retail

*Excludes meal expenditures in other categories.

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



EXHIBITING COMPANY SPENDING PARAMETERS

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

*Excludes meal expenditures in other categories.

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

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



EVENT ORGANIZER SPENDING PARAMETERS

Expenditure Category in 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
College Football Playoff 2016 Fan Festival					
	14678	Audio Visual Totals	1/1/2016	1/10/2016	104,476.50
	14678	F&B Totals	1/1/2016	1/10/2016	308,444.88
	14678	Electrical Totals	1/1/2016	1/10/2016	67,274.30
	14678	Event Security Totals	1/1/2016	1/10/2016	67,184.62
	14678	Labor	1/1/2016	1/10/2016	78,689.38
	14678	Life Safety Review	1/1/2016	1/10/2016	450.00
	14678	Parking	1/1/2016	1/10/2016	21,648.00
	14678	Equipment	1/1/2016	1/10/2016	6,100.00
	14678	Telecommunications Total	1/1/2016	1/10/2016	115,155.20
	14678	Room Rental	1/1/2016	1/10/2016	.00
	14678	Other-Misc Charges	1/1/2016	1/10/2016	21,559.59
Novo Nordisk National Sales Managers Meeting (Pre POA)					
	17449	Audio Visual Totals	1/5/2016	1/8/2016	29,024.58
	17449	F&B Totals	1/5/2016	1/8/2016	494,707.15
	17449	Electrical Totals	1/5/2016	1/8/2016	7,135.45
	17449	Event Security Totals	1/5/2016	1/8/2016	2,766.22
	17449	Labor	1/5/2016	1/8/2016	980.00
	17449	Equipment	1/5/2016	1/8/2016	660.00
	17449	Telecommunications Total	1/5/2016	1/8/2016	85,548.80
	17449	Room Rental	1/5/2016	1/8/2016	25,000.00
Cox Automotive Sales Summit					
	13423	Audio Visual Totals	1/11/2016	1/15/2016	61,481.25
	13423	F&B Totals	1/11/2016	1/15/2016	1,472,507.65
	13423	Electrical Totals	1/11/2016	1/15/2016	36,129.43
	13423	Event Security Totals	1/11/2016	1/15/2016	16,225.99
	13423	Labor	1/11/2016	1/15/2016	1,120.00
	13423	Life Safety Review	1/11/2016	1/15/2016	405.00
	13423	Parking	1/11/2016	1/15/2016	798.00
	13423	Equipment	1/11/2016	1/15/2016	1,280.00
	13423	Telecommunications Total	1/11/2016	1/15/2016	31,833.68
	13423	Room Rental	1/11/2016	1/15/2016	55,051.00
Rock N Roll Marathon AZ Health & Fitness Expo					
	14838	Audio Visual Totals	1/15/2016	1/16/2016	131.20
	14838	F&B Totals	1/15/2016	1/16/2016	4,657.73
	14838	Electrical Totals	1/15/2016	1/16/2016	16,949.04
	14838	Event Security Totals	1/15/2016	1/16/2016	8,068.64
	14838	Life Safety Review	1/15/2016	1/16/2016	450.00
	14838	Telecommunications Total	1/15/2016	1/16/2016	11,430.40
	14838	Room Rental	1/15/2016	1/16/2016	25,000.00
Harley-Davidson Inc. Retail Readiness Event (RRE)					
	16677	Audio Visual Totals	1/16/2016	1/20/2016	34,009.20
	16677	F&B Totals	1/16/2016	1/20/2016	381,349.39
	16677	Electrical Totals	1/16/2016	1/20/2016	70,280.20
	16677	Event Security Totals	1/16/2016	1/20/2016	12,734.48
	16677	Labor	1/16/2016	1/20/2016	1,120.00
	16677	Life Safety Review	1/16/2016	1/20/2016	450.00
	16677	Equipment	1/16/2016	1/20/2016	788.00
	16677	Telecommunications Total	1/16/2016	1/20/2016	53,459.20
	16677	Room Rental	1/16/2016	1/20/2016	65,276.00
Society of Thoracic Surgeons 2016 Annual Meeting					
	2209	Audio Visual Totals	1/20/2016	1/27/2016	104,001.00
	2209	F&B Totals	1/20/2016	1/27/2016	505,229.28
	2209	Electrical Totals	1/20/2016	1/27/2016	139,397.13
	2209	Event Security Totals	1/20/2016	1/27/2016	15,831.48
	2209	Labor	1/20/2016	1/27/2016	1,120.00

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	2209	Life Safety Review	1/20/2016	1/27/2016	450.00
	2209	Equipment	1/20/2016	1/27/2016	136.00
	2209	Telecommunications Total	1/20/2016	1/27/2016	131,435.52
	2209	Room Rental	1/20/2016	1/27/2016	137,974.00
RJO Spring Buying Show 2016					
	12014	Audio Visual Totals	1/30/2016	2/1/2016	7,976.75
	12014	F&B Totals	1/30/2016	2/1/2016	130,311.12
	12014	Electrical Totals	1/30/2016	2/1/2016	22,347.43
	12014	Event Security Totals	1/30/2016	2/1/2016	4,972.82
	12014	Life Safety Review	1/30/2016	2/1/2016	450.00
	12014	Telecommunications Total	1/30/2016	2/1/2016	10,489.60
	12014	Room Rental	1/30/2016	2/1/2016	27,175.00
2016 Solution Tree PLC Summit					
	12983	Audio Visual Totals	2/2/2016	2/5/2016	10,866.45
	12983	F&B Totals	2/2/2016	2/5/2016	263,887.48
	12983	Electrical Totals	2/2/2016	2/5/2016	2,708.89
	12983	Event Security Totals	2/2/2016	2/5/2016	2,852.39
	12983	Labor	2/2/2016	2/5/2016	350.00
	12983	Telecommunications Total	2/2/2016	2/5/2016	27,001.60
	12983	Room Rental	2/2/2016	2/5/2016	42,494.00
Play It Again Sports 2016 Winter Conference and Tradeshow					
	16891	Audio Visual Totals	2/2/2016	2/7/2016	23,766.19
	16891	F&B Totals	2/2/2016	2/7/2016	103,663.20
	16891	Electrical Totals	2/2/2016	2/7/2016	11,761.07
	16891	Event Security Totals	2/2/2016	2/7/2016	4,585.26
	16891	Labor	2/2/2016	2/7/2016	980.00
	16891	Life Safety Review	2/2/2016	2/7/2016	450.00
	16891	Telecommunications Total	2/2/2016	2/7/2016	1,273.60
	16891	Room Rental	2/2/2016	2/7/2016	25,674.00
2016 AZ Sunrays Classic Rock Invitational					
	17118	F&B Totals	2/4/2016	2/7/2016	40,762.57
	17118	Electrical Totals	2/4/2016	2/7/2016	3,531.48
	17118	Event Security Totals	2/4/2016	2/7/2016	3,525.07
	17118	Labor	2/4/2016	2/7/2016	280.00
	17118	Equipment	2/4/2016	2/7/2016	960.00
	17118	Telecommunications Total	2/4/2016	2/7/2016	409.57
	17118	Room Rental	2/4/2016	2/7/2016	17,065.00
	17118	Ticket Office Service Fee	2/4/2016	2/7/2016	4,500.00
American QuiltWeek 2016					
	13461	Audio Visual Totals	2/10/2016	2/14/2016	148.50
	13461	Electrical Totals	2/10/2016	2/14/2016	16,672.00
	13461	Event Security Totals	2/10/2016	2/14/2016	9,062.90
	13461	Life Safety Review	2/10/2016	2/14/2016	450.00
	13461	Parking	2/10/2016	2/14/2016	2,325.00
	13461	Telecommunications Total	2/10/2016	2/14/2016	1,813.44
	13461	Room Rental	2/10/2016	2/14/2016	30,000.00
AASA					
	8443	Audio Visual Totals	2/11/2016	2/13/2016	21,600.36
	8443	F&B Totals	2/11/2016	2/13/2016	128,278.80
	8443	Electrical Totals	2/11/2016	2/13/2016	50,207.12
	8443	Event Security Totals	2/11/2016	2/13/2016	9,068.25
	8443	Life Safety Review	2/11/2016	2/13/2016	450.00
	8443	Equipment	2/11/2016	2/13/2016	300.00
	8443	Telecommunications Total	2/11/2016	2/13/2016	71,663.74
	8443	Room Rental	2/11/2016	2/13/2016	80,693.50
30th AAI Conference on Artificial Intelligence					

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	16675	F&B Totals	2/12/2016	2/17/2016	272,090.66
	16675	Electrical Totals	2/12/2016	2/17/2016	13,435.93
	16675	Event Security Totals	2/12/2016	2/17/2016	3,250.59
	16675	Labor	2/12/2016	2/17/2016	1,645.00
	16675	Life Safety Review	2/12/2016	2/17/2016	450.00
	16675	Telecommunications Total	2/12/2016	2/17/2016	7,150.00
	16675	Room Rental	2/12/2016	2/17/2016	25,561.00
ASCE 2016 SEI/GEO Combined Congress					
	14727	Audio Visual Totals	2/15/2016	2/18/2016	148.50
	14727	F&B Totals	2/15/2016	2/18/2016	508,247.80
	14727	Electrical Totals	2/15/2016	2/18/2016	21,119.92
	14727	Event Security Totals	2/15/2016	2/18/2016	5,392.53
	14727	Labor	2/15/2016	2/18/2016	1,330.00
	14727	Life Safety Review	2/15/2016	2/18/2016	450.00
	14727	Equipment	2/15/2016	2/18/2016	9,323.00
	14727	Telecommunications Total	2/15/2016	2/18/2016	13,825.50
	14727	Room Rental	2/15/2016	2/18/2016	28,581.00
Sports, Inc. Annual Meeting and Trade Show					
	13056	Audio Visual Totals	2/18/2016	2/20/2016	5,599.75
	13056	F&B Totals	2/18/2016	2/20/2016	208,911.86
	13056	Electrical Totals	2/18/2016	2/20/2016	56,410.52
	13056	Event Security Totals	2/18/2016	2/20/2016	9,869.48
	13056	Labor	2/18/2016	2/20/2016	1,330.00
	13056	Life Safety Review	2/18/2016	2/20/2016	450.00
	13056	Equipment	2/18/2016	2/20/2016	50.00
	13056	Telecommunications Total	2/18/2016	2/20/2016	25,285.00
	13056	Room Rental	2/18/2016	2/20/2016	63,996.00
2016 Society for Mining, Metallurgy and Exploration (SME) Annual Meeting & Exhibits					
	8308	Audio Visual Totals	2/20/2016	2/24/2016	31,487.50
	8308	F&B Totals	2/20/2016	2/24/2016	610,407.21
	8308	Electrical Totals	2/20/2016	2/24/2016	121,474.53
	8308	Event Security Totals	2/20/2016	2/24/2016	12,512.58
	8308	Labor	2/20/2016	2/24/2016	105.00
	8308	Life Safety Review	2/20/2016	2/24/2016	450.00
	8308	Equipment	2/20/2016	2/24/2016	300.00
	8308	Telecommunications Total	2/20/2016	2/24/2016	33,320.26
	8308	Room Rental	2/20/2016	2/24/2016	113,599.00
ICON 2016					
	13366	Audio Visual Totals	3/1/2016	3/3/2016	62,342.25
	13366	F&B Totals	3/1/2016	3/3/2016	754,685.78
	13366	Electrical Totals	3/1/2016	3/3/2016	100,261.92
	13366	Event Security Totals	3/1/2016	3/3/2016	18,813.03
	13366	Labor	3/1/2016	3/3/2016	1,435.00
	13366	Life Safety Review	3/1/2016	3/3/2016	450.00
	13366	Parking	3/1/2016	3/3/2016	7,355.00
	13366	Equipment	3/1/2016	3/3/2016	2,218.00
	13366	Telecommunications Total	3/1/2016	3/3/2016	79,074.60
	13366	Room Rental	3/1/2016	3/3/2016	200,672.00
WM Symposia 2016					
	8473	Audio Visual Totals	3/6/2016	3/9/2016	11,754.39
	8473	F&B Totals	3/6/2016	3/9/2016	747,116.36
	8473	Electrical Totals	3/6/2016	3/9/2016	58,937.89
	8473	Event Security Totals	3/6/2016	3/9/2016	18,016.70
	8473	Room Rental	3/6/2016	3/9/2016	44,855.00
2016 Mary Kay Career Conference					
	14441	Audio Visual Totals	3/11/2016	3/12/2016	44,101.88

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14441	F&B Totals	3/11/2016	3/12/2016	19,836.42
	14441	Electrical Totals	3/11/2016	3/12/2016	2,039.35
	14441	Event Security Totals	3/11/2016	3/12/2016	2,346.46
	14441	Telecommunications Total	3/11/2016	3/12/2016	2,628.12
	14441	Room Rental	3/11/2016	3/12/2016	17,100.00
Indian Gaming 2016					
	15124	Audio Visual Totals	3/14/2016	3/16/2016	34,564.50
	15124	F&B Totals	3/14/2016	3/16/2016	363,988.44
	15124	Electrical Totals	3/14/2016	3/16/2016	173,691.57
	15124	Event Security Totals	3/14/2016	3/16/2016	15,153.31
	15124	Labor	3/14/2016	3/16/2016	160.00
	15124	Life Safety Review	3/14/2016	3/16/2016	450.00
	15124	Parking	3/14/2016	3/16/2016	200.00
	15124	Equipment	3/14/2016	3/16/2016	360.00
	15124	Telecommunications Total	3/14/2016	3/16/2016	102,140.25
	15124	Room Rental	3/14/2016	3/16/2016	65,320.00
2016 Juice Plus+ Leadership Conference					
	13297	Audio Visual Totals	3/17/2016	3/19/2016	142,018.45
	13297	F&B Totals	3/17/2016	3/19/2016	317,225.82
	13297	Electrical Totals	3/17/2016	3/19/2016	47,754.16
	13297	Event Security Totals	3/17/2016	3/19/2016	17,214.43
	13297	Labor	3/17/2016	3/19/2016	638.75
	13297	Life Safety Review	3/17/2016	3/19/2016	450.00
	13297	Parking	3/17/2016	3/19/2016	192.00
	13297	Equipment	3/17/2016	3/19/2016	2,543.00
	13297	Telecommunications Total	3/17/2016	3/19/2016	43,632.60
	13297	Room Rental	3/17/2016	3/19/2016	109,045.80
AACRAO 2016 Annual Meeting & Tradeshow					
	10330	Audio Visual Totals	3/20/2016	3/23/2016	28,986.30
	10330	F&B Totals	3/20/2016	3/23/2016	207,803.76
	10330	Electrical Totals	3/20/2016	3/23/2016	30,746.06
	10330	Event Security Totals	3/20/2016	3/23/2016	8,142.59
	10330	Labor	3/20/2016	3/23/2016	2,940.00
	10330	Life Safety Review	3/20/2016	3/23/2016	450.00
	10330	Telecommunications Total	3/20/2016	3/23/2016	73,909.68
	10330	Room Rental	3/20/2016	3/23/2016	75,102.00
WBENC Summit & Salute 2016					
	17518	Audio Visual Totals	3/24/2016	3/24/2016	8,876.25
	17518	F&B Totals	3/24/2016	3/24/2016	308,896.08
	17518	Electrical Totals	3/24/2016	3/24/2016	4,894.62
	17518	Event Security Totals	3/24/2016	3/24/2016	1,840.57
	17518	Parking	3/24/2016	3/24/2016	120.00
	17518	Room Rental	3/24/2016	3/24/2016	1,000.00
2016 Materials Research Society Spring Meeting & Exhibit					
	13448	Audio Visual Totals	3/28/2016	3/31/2016	14,435.64
	13448	F&B Totals	3/28/2016	3/31/2016	387,289.60
	13448	Electrical Totals	3/28/2016	3/31/2016	47,741.38
	13448	Event Security Totals	3/28/2016	3/31/2016	5,640.09
	13448	Labor	3/28/2016	3/31/2016	437.50
	13448	Life Safety Review	3/28/2016	3/31/2016	450.00
	13448	Equipment	3/28/2016	3/31/2016	2,242.00
	13448	Telecommunications Total	3/28/2016	3/31/2016	69,592.90
	13448	Room Rental	3/28/2016	3/31/2016	9,838.00
American Planning Association (APA) National Planning Conference					
	4359	Audio Visual Totals	4/1/2016	4/5/2016	17,322.75
	4359	F&B Totals	4/1/2016	4/5/2016	204,806.19

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	4359	Electrical Totals	4/1/2016	4/5/2016	37,790.92
	4359	Event Security Totals	4/1/2016	4/5/2016	10,214.60
	4359	Labor	4/1/2016	4/5/2016	735.00
	4359	Life Safety Review	4/1/2016	4/5/2016	450.00
	4359	Telecommunications Total	4/1/2016	4/5/2016	115,069.82
	4359	Room Rental	4/1/2016	4/5/2016	91,334.00
2016 Solution Tree Standards and Assessment Institute					
	15319	F&B Totals	4/4/2016	4/6/2016	49,878.40
	15319	Electrical Totals	4/4/2016	4/6/2016	1,693.38
	15319	Event Security Totals	4/4/2016	4/6/2016	2,098.88
	15319	Labor	4/4/2016	4/6/2016	245.00
	15319	Telecommunications Total	4/4/2016	4/6/2016	9,507.30
	15319	Room Rental	4/4/2016	4/6/2016	25,825.00
AzDA Western Regional Dental Convention					
	14871	F&B Totals	4/6/2016	4/7/2016	93,641.96
	14871	Electrical Totals	4/6/2016	4/7/2016	25,429.07
	14871	Event Security Totals	4/6/2016	4/7/2016	8,458.23
	14871	Life Safety Review	4/6/2016	4/7/2016	450.00
	14871	Parking	4/6/2016	4/7/2016	40.00
	14871	Telecommunications Total	4/6/2016	4/7/2016	5,607.90
	14871	Room Rental	4/6/2016	4/7/2016	57,353.00
NCAA Leadership Forum					
	18100	Audio Visual Totals	4/6/2016	4/10/2016	195.00
	18100	F&B Totals	4/6/2016	4/10/2016	240,277.33
	18100	Electrical Totals	4/6/2016	4/10/2016	835.10
	18100	Event Security Totals	4/6/2016	4/10/2016	2,260.37
	18100	Labor	4/6/2016	4/10/2016	140.00
	18100	Equipment	4/6/2016	4/10/2016	600.00
	18100	Telecommunications Total	4/6/2016	4/10/2016	1,333.30
	18100	Room Rental	4/6/2016	4/10/2016	10,500.00
AudiologyNOW!					
	9099	Audio Visual Totals	4/13/2016	4/15/2016	112,199.73
	9099	F&B Totals	4/13/2016	4/15/2016	461,747.96
	9099	Electrical Totals	4/13/2016	4/15/2016	160,978.71
	9099	Event Security Totals	4/13/2016	4/15/2016	43,315.96
	9099	Labor	4/13/2016	4/15/2016	1,960.00
	9099	Life Safety Review	4/13/2016	4/15/2016	450.00
	9099	Equipment	4/13/2016	4/15/2016	786.00
	9099	Telecommunications Total	4/13/2016	4/15/2016	158,023.50
	9099	Room Rental	4/13/2016	4/15/2016	102,491.50
PAYMENTS 2016					
	10896	Audio Visual Totals	4/18/2016	4/20/2016	43,015.63
	10896	F&B Totals	4/18/2016	4/20/2016	347,096.34
	10896	Electrical Totals	4/18/2016	4/20/2016	44,928.84
	10896	Event Security Totals	4/18/2016	4/20/2016	8,761.50
	10896	Labor	4/18/2016	4/20/2016	1,540.00
	10896	Life Safety Review	4/18/2016	4/20/2016	450.00
	10896	Equipment	4/18/2016	4/20/2016	738.00
	10896	Telecommunications Total	4/18/2016	4/20/2016	74,991.76
	10896	Room Rental	4/18/2016	4/20/2016	45,932.40
Salvation Army National Advisory Organization Conference					
	14494	Audio Visual Totals	4/19/2016	4/24/2016	182,221.75
	14494	F&B Totals	4/19/2016	4/24/2016	1,075,159.21
	14494	Electrical Totals	4/19/2016	4/24/2016	17,712.26
	14494	Event Security Totals	4/19/2016	4/24/2016	13,244.57
	14494	Labor	4/19/2016	4/24/2016	1,551.40

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14494	Life Safety Review	4/19/2016	4/24/2016	450.00
	14494	Equipment	4/19/2016	4/24/2016	1,200.00
	14494	Telecommunications Total	4/19/2016	4/24/2016	41,432.40
	14494	Room Rental	4/19/2016	4/24/2016	.00
2016 CS Week					
	12798	Audio Visual Totals	4/25/2016	4/29/2016	22,957.35
	12798	F&B Totals	4/25/2016	4/29/2016	963,819.76
	12798	Electrical Totals	4/25/2016	4/29/2016	58,521.74
	12798	Event Security Totals	4/25/2016	4/29/2016	13,618.11
	12798	Labor	4/25/2016	4/29/2016	3,780.00
	12798	Life Safety Review	4/25/2016	4/29/2016	450.00
	12798	Equipment	4/25/2016	4/29/2016	3,669.00
	12798	Telecommunications Total	4/25/2016	4/29/2016	111,677.76
	12798	Room Rental	4/25/2016	4/29/2016	44,147.00
Big O Tires 2016 Franchise Meeting and Vendor Tradeshow					
	16688	Audio Visual Totals	4/26/2016	4/27/2016	2,431.20
	16688	F&B Totals	4/26/2016	4/27/2016	155,286.80
	16688	Electrical Totals	4/26/2016	4/27/2016	21,113.99
	16688	Event Security Totals	4/26/2016	4/27/2016	2,787.76
	16688	Life Safety Review	4/26/2016	4/27/2016	450.00
	16688	Telecommunications Total	4/26/2016	4/27/2016	13,314.40
	16688	Room Rental	4/26/2016	4/27/2016	22,628.00
Tyler Connect 2016					
	14884	Audio Visual Totals	4/30/2016	5/4/2016	217,998.34
	14884	F&B Totals	4/30/2016	5/4/2016	1,079,034.27
	14884	Electrical Totals	4/30/2016	5/4/2016	25,219.21
	14884	Event Security Totals	4/30/2016	5/4/2016	9,319.23
	14884	Labor	4/30/2016	5/4/2016	1,640.00
	14884	Equipment	4/30/2016	5/4/2016	1,900.00
	14884	Telecommunications Total	4/30/2016	5/4/2016	90,377.00
	14884	Room Rental	4/30/2016	5/4/2016	363.00
Regional Dance America/Pacific Festival 2016					
	14750	F&B Totals	5/2/2016	5/7/2016	1,763.20
	14750	Event Security Totals	5/2/2016	5/7/2016	1,393.90
	14750	Production Supervisor/Usher/Security	5/2/2016	5/7/2016	17,829.45
	14750	Room Rental	5/2/2016	5/7/2016	11,840.00
Intel International Science and Engineering Fair 2016					
	14889	Audio Visual Totals	5/8/2016	5/13/2016	99,829.20
	14889	F&B Totals	5/8/2016	5/13/2016	1,141,799.55
	14889	Electrical Totals	5/8/2016	5/13/2016	110,673.72
	14889	Event Security Totals	5/8/2016	5/13/2016	58,014.48
	14889	Labor	5/8/2016	5/13/2016	3,430.00
	14889	Life Safety Review	5/8/2016	5/13/2016	450.00
	14889	Parking	5/8/2016	5/13/2016	6,860.00
	14889	Equipment	5/8/2016	5/13/2016	11,168.00
	14889	Telecommunications Total	5/8/2016	5/13/2016	51,829.60
	14889	Room Rental	5/8/2016	5/13/2016	169,374.00
Sweet Adelines International Golden West Region 21 Convention					
	15684	F&B Totals	5/13/2016	5/14/2016	5,170.52
	15684	Event Security Totals	5/13/2016	5/14/2016	608.15
	15684	Production Supervisor/Usher/Security	5/13/2016	5/14/2016	10,274.76
	15684	Telecommunications Total	5/13/2016	5/14/2016	175.00
	15684	Room Rental	5/13/2016	5/14/2016	5,740.00
GE Centricity LIVE					
	14886	Audio Visual Totals	5/15/2016	5/20/2016	38,731.50
	14886	F&B Totals	5/15/2016	5/20/2016	1,030,831.56

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14886	Electrical Totals	5/15/2016	5/20/2016	41,562.23
	14886	Event Security Totals	5/15/2016	5/20/2016	14,604.23
	14886	Labor	5/15/2016	5/20/2016	4,095.00
	14886	Life Safety Review	5/15/2016	5/20/2016	450.00
	14886	Parking	5/15/2016	5/20/2016	1,495.00
	14886	Equipment	5/15/2016	5/20/2016	2,423.00
	14886	Telecommunications Total	5/15/2016	5/20/2016	112,846.00
	14886	Room Rental	5/15/2016	5/20/2016	.00
IT Works Global					
	18974	Audio Visual Totals	5/20/2016	5/21/2016	10,592.81
	18974	F&B Totals	5/20/2016	5/21/2016	3,652.61
	18974	Electrical Totals	5/20/2016	5/21/2016	450.95
	18974	Event Security Totals	5/20/2016	5/21/2016	559.70
	18974	Room Rental	5/20/2016	5/21/2016	8,659.00
SAME 2016 Joint Engineer Training Conference & Expo (JETC)					
	10766	Audio Visual Totals	5/25/2016	5/26/2016	30,891.76
	10766	F&B Totals	5/25/2016	5/26/2016	366,357.99
	10766	Electrical Totals	5/25/2016	5/26/2016	27,186.37
	10766	Life Safety Review	5/25/2016	5/26/2016	450.00
	10766	Equipment	5/25/2016	5/26/2016	360.00
	10766	Room Rental	5/25/2016	5/26/2016	48,665.00
PHOENIX COMICON 2016					
	12189	Audio Visual Totals	6/2/2016	6/5/2016	1,132.50
	12189	F&B Totals	6/2/2016	6/5/2016	865,268.02
	12189	Electrical Totals	6/2/2016	6/5/2016	49,419.16
	12189	Event Security Totals	6/2/2016	6/5/2016	137,714.06
	12189	Life Safety Review	6/2/2016	6/5/2016	450.00
	12189	Telecommunications Total	6/2/2016	6/5/2016	36,031.84
	12189	Room Rental	6/2/2016	6/5/2016	187,790.00
HelmsBriscoe Annual Business Conference					
	13996	Audio Visual Totals	6/7/2016	6/10/2016	10,034.00
	13996	F&B Totals	6/7/2016	6/10/2016	355,586.69
	13996	Electrical Totals	6/7/2016	6/10/2016	32,909.78
	13996	Event Security Totals	6/7/2016	6/10/2016	8,453.73
	13996	Production Supervisor/Usher/Security	6/7/2016	6/10/2016	12,804.00
	13996	Life Safety Review	6/7/2016	6/10/2016	450.00
	13996	Equipment	6/7/2016	6/10/2016	200.00
	13996	Telecommunications Total	6/7/2016	6/10/2016	19,853.28
	13996	Room Rental	6/7/2016	6/10/2016	.00
	13996	Telecom	6/7/2016	6/10/2016	350.00
American Public Power Association (APPA) 2016 National Conference					
	7334	Audio Visual Totals	6/10/2016	6/14/2016	11,928.00
	7334	F&B Totals	6/10/2016	6/14/2016	299,256.78
	7334	Electrical Totals	6/10/2016	6/14/2016	22,910.04
	7334	Event Security Totals	6/10/2016	6/14/2016	6,754.11
	7334	Labor	6/10/2016	6/14/2016	1,890.00
	7334	Life Safety Review	6/10/2016	6/14/2016	450.00
	7334	Equipment	6/10/2016	6/14/2016	740.00
	7334	Room Rental	6/10/2016	6/14/2016	32,511.50
Volleyball Festival 2016					
	17178	F&B Totals	6/24/2016	6/27/2016	313,377.60
	17178	Electrical Totals	6/24/2016	6/27/2016	11,114.54
	17178	Event Security Totals	6/24/2016	6/27/2016	33,688.23
	17178	Life Safety Review	6/24/2016	6/27/2016	450.00
	17178	Equipment	6/24/2016	6/27/2016	9,032.00
	17178	Telecommunications Total	6/24/2016	6/27/2016	16,850.40

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	17178	Room Rental	6/24/2016	6/27/2016	70,000.00
	17178	Ticket Office Service Fee	6/24/2016	6/27/2016	17,489.10
National Association of the Deaf Biennial National Conference					
	12847	Audio Visual Totals	7/5/2016	7/9/2016	33,793.13
	12847	F&B Totals	7/5/2016	7/9/2016	46,876.22
	12847	Electrical Totals	7/5/2016	7/9/2016	15,913.61
	12847	Event Security Totals	7/5/2016	7/9/2016	2,647.82
	12847	Labor	7/5/2016	7/9/2016	1,200.00
	12847	Life Safety Review	7/5/2016	7/9/2016	450.00
	12847	Equipment	7/5/2016	7/9/2016	1,000.00
	12847	Telecommunications Total	7/5/2016	7/9/2016	29,145.57
	12847	Room Rental	7/5/2016	7/9/2016	29,952.50
BASIS Educational Group LLC					
	19023	Audio Visual Totals	7/13/2016	7/22/2016	53,970.54
	19023	F&B Totals	7/13/2016	7/22/2016	362,808.51
	19023	Electrical Totals	7/13/2016	7/22/2016	1,224.96
	19023	Event Security Totals	7/13/2016	7/22/2016	2,572.48
	19023	Labor	7/13/2016	7/22/2016	350.00
	19023	Parking	7/13/2016	7/22/2016	5,100.00
	19023	Equipment	7/13/2016	7/22/2016	556.00
	19023	Telecommunications Total	7/13/2016	7/22/2016	8,966.40
	19023	Room Rental	7/13/2016	7/22/2016	21,050.00
21st CCLC 2016 Summer Institute					
	18802	Audio Visual Totals	7/19/2016	7/22/2016	8,497.50
	18802	F&B Totals	7/19/2016	7/22/2016	186,766.33
	18802	Electrical Totals	7/19/2016	7/22/2016	4,815.52
	18802	Event Security Totals	7/19/2016	7/22/2016	2,701.64
	18802	Life Safety Review	7/19/2016	7/22/2016	450.00
	18802	Telecommunications Total	7/19/2016	7/22/2016	18,469.25
	18802	Room Rental	7/19/2016	7/22/2016	28,341.00
2016 Gold Canyon Ploooza					
	17116	F&B Totals	7/28/2016	7/30/2016	32,017.01
	17116	Electrical Totals	7/28/2016	7/30/2016	3,317.60
	17116	Event Security Totals	7/28/2016	7/30/2016	1,765.21
	17116	Production Supervisor/Usher/Security	7/28/2016	7/30/2016	12,752.22
	17116	Life Safety Review	7/28/2016	7/30/2016	450.00
	17116	Equipment	7/28/2016	7/30/2016	585.00
	17116	Room Rental	7/28/2016	7/30/2016	21,792.00
	17116	Telecom	7/28/2016	7/30/2016	850.00
North American Division of Seventh-Day Adventists					
	12321	Audio Visual Totals	8/3/2016	8/6/2016	16,294.00
	12321	F&B Totals	8/3/2016	8/6/2016	219,512.60
	12321	Electrical Totals	8/3/2016	8/6/2016	30,717.24
	12321	Life Safety Review	8/3/2016	8/6/2016	405.00
	12321	Equipment	8/3/2016	8/6/2016	2,950.00
	12321	Telecommunications Total	8/3/2016	8/6/2016	16,793.60
	12321	Room Rental	8/3/2016	8/6/2016	66,328.50
Fiserv Forum					
	15926	Audio Visual Totals	9/12/2016	9/15/2016	121,707.00
	15926	F&B Totals	9/12/2016	9/15/2016	959,635.93
	15926	Electrical Totals	9/12/2016	9/15/2016	63,676.46
	15926	Event Security Totals	9/12/2016	9/15/2016	15,555.56
	15926	Labor	9/12/2016	9/15/2016	2,460.01
	15926	Life Safety Review	9/12/2016	9/15/2016	450.00
	15926	Equipment	9/12/2016	9/15/2016	563.00
	15926	Telecommunications Total	9/12/2016	9/15/2016	95,436.80

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	15926	Room Rental	9/12/2016	9/15/2016	12,080.00
American Public Human Services Association (ISM) 2016					
	17651	Audio Visual Totals	9/19/2016	9/21/2016	8,523.00
	17651	F&B Totals	9/19/2016	9/21/2016	360,939.68
	17651	Electrical Totals	9/19/2016	9/21/2016	32,386.77
	17651	Event Security Totals	9/19/2016	9/21/2016	3,734.94
	17651	Life Safety Review	9/19/2016	9/21/2016	450.00
	17651	Telecommunications Total	9/19/2016	9/21/2016	2,489.60
	17651	Room Rental	9/19/2016	9/21/2016	26,612.00
Association of School Business Officials International Annual Meeting and Exhibits					
	5119	Audio Visual Totals	9/23/2016	9/26/2016	12,137.70
	5119	F&B Totals	9/23/2016	9/26/2016	103,108.13
	5119	Electrical Totals	9/23/2016	9/26/2016	27,325.25
	5119	Event Security Totals	9/23/2016	9/26/2016	5,457.10
	5119	Labor	9/23/2016	9/26/2016	2,380.00
	5119	Life Safety Review	9/23/2016	9/26/2016	450.00
	5119	Equipment	9/23/2016	9/26/2016	438.00
	5119	Telecommunications Total	9/23/2016	9/26/2016	39,084.80
	5119	Room Rental	9/23/2016	9/26/2016	62,250.00
IEEE International Conference on Image Processing					
	11233	Audio Visual Totals	9/25/2016	9/28/2016	52,429.00
	11233	F&B Totals	9/25/2016	9/28/2016	217,218.85
	11233	Electrical Totals	9/25/2016	9/28/2016	2,335.10
	11233	Event Security Totals	9/25/2016	9/28/2016	3,325.92
	11233	Labor	9/25/2016	9/28/2016	280.00
	11233	Life Safety Review	9/25/2016	9/28/2016	450.00
	11233	Equipment	9/25/2016	9/28/2016	490.00
	11233	Telecommunications Total	9/25/2016	9/28/2016	29,708.80
	11233	Room Rental	9/25/2016	9/28/2016	50,700.00
2016 Mahindra North America National Dealer Meeting					
	18324	Audio Visual Totals	10/5/2016	10/8/2016	79,984.60
	18324	F&B Totals	10/5/2016	10/8/2016	572,335.12
	18324	Electrical Totals	10/5/2016	10/8/2016	20,515.69
	18324	Event Security Totals	10/5/2016	10/8/2016	7,991.90
	18324	Labor	10/5/2016	10/8/2016	210.00
	18324	Life Safety Review	10/5/2016	10/8/2016	450.00
	18324	Equipment	10/5/2016	10/8/2016	1,436.00
	18324	Telecommunications Total	10/5/2016	10/8/2016	7,923.20
	18324	Room Rental	10/5/2016	10/8/2016	43,000.00
NCAI Annual Convention and Marketplace					
	15821	Audio Visual Totals	10/9/2016	10/14/2016	9,798.06
	15821	F&B Totals	10/9/2016	10/14/2016	207,229.03
	15821	Electrical Totals	10/9/2016	10/14/2016	21,864.70
	15821	Event Security Totals	10/9/2016	10/14/2016	4,902.77
	15821	Labor	10/9/2016	10/14/2016	4,585.00
	15821	Equipment	10/9/2016	10/14/2016	923.00
	15821	Telecommunications Total	10/9/2016	10/14/2016	19,430.40
	15821	Room Rental	10/9/2016	10/14/2016	48,136.14
World Millwork Alliance (WMA) 52nd Annual Convention & Tradeshow					
	16137	F&B Totals	10/10/2016	10/12/2016	33,198.45
	16137	Electrical Totals	10/10/2016	10/12/2016	25,342.74
	16137	Event Security Totals	10/10/2016	10/12/2016	4,036.31
	16137	Life Safety Review	10/10/2016	10/12/2016	450.00
	16137	Telecommunications Total	10/10/2016	10/12/2016	10,048.00
	16137	Room Rental	10/10/2016	10/12/2016	25,259.00

Best Western International Inc. 2016 Annual North American Convention

Event Name	Event ID	Item Description	Event Start Date	Event End Date	Client Spend
	14714	Audio Visual Totals	10/16/2016	10/19/2016	59,040.67
	14714	F&B Totals	10/16/2016	10/19/2016	1,461,954.37
	14714	Electrical Totals	10/16/2016	10/19/2016	85,805.13
	14714	Event Security Totals	10/16/2016	10/19/2016	14,278.14
	14714	Labor	10/16/2016	10/19/2016	3,220.00
	14714	Parking	10/16/2016	10/19/2016	1,000.00
	14714	Equipment	10/16/2016	10/19/2016	2,911.00
	14714	Telecommunications Total	10/16/2016	10/19/2016	97,073.91
	14714	Room Rental	10/16/2016	10/19/2016	3,746.00
National Council of Teachers of Mathematics (NCTM) 2016 Western Regional Conference					
	11442	Audio Visual Totals	10/25/2016	10/28/2016	15,599.75
	11442	F&B Totals	10/25/2016	10/28/2016	13,635.27
	11442	Electrical Totals	10/25/2016	10/28/2016	12,114.24
	11442	Event Security Totals	10/25/2016	10/28/2016	5,478.62
	11442	Life Safety Review	10/25/2016	10/28/2016	450.00
	11442	Equipment	10/25/2016	10/28/2016	1,250.00
	11442	Telecommunications Total	10/25/2016	10/28/2016	46,585.57
	11442	Room Rental	10/25/2016	10/28/2016	47,556.00
2016 ASPE Convention and Exposition					
	6500	Audio Visual Totals	10/28/2016	11/2/2016	16,440.26
	6500	F&B Totals	10/28/2016	11/2/2016	207,193.53
	6500	Electrical Totals	10/28/2016	11/2/2016	122,981.68
	6500	Event Security Totals	10/28/2016	11/2/2016	16,519.16
	6500	Labor	10/28/2016	11/2/2016	280.00
	6500	Equipment	10/28/2016	11/2/2016	748.00
	6500	Telecommunications Total	10/28/2016	11/2/2016	30,598.39
	6500	Room Rental	10/28/2016	11/2/2016	61,912.50
Taxicab, Limousine and Paratransit Association 2016 Annual Convention & Trade Show					
	16612	Audio Visual Totals	10/29/2016	11/3/2016	21,472.89
	16612	F&B Totals	10/29/2016	11/3/2016	138,491.46
	16612	Electrical Totals	10/29/2016	11/3/2016	20,276.37
	16612	Event Security Totals	10/29/2016	11/3/2016	3,148.32
	16612	Life Safety Review	10/29/2016	11/3/2016	450.00
	16612	Equipment	10/29/2016	11/3/2016	540.00
	16612	Telecommunications Total	10/29/2016	11/3/2016	13,228.80
	16612	Room Rental	10/29/2016	11/3/2016	17,507.88
2016 ASA, SSSA, CSSA International Annual Meeting					
	9465	Audio Visual Totals	11/7/2016	11/9/2016	13,716.00
	9465	F&B Totals	11/7/2016	11/9/2016	325,172.04
	9465	Electrical Totals	11/7/2016	11/9/2016	23,007.88
	9465	Event Security Totals	11/7/2016	11/9/2016	6,350.46
	9465	Labor	11/7/2016	11/9/2016	980.00
	9465	Life Safety Review	11/7/2016	11/9/2016	450.00
	9465	Telecommunications Total	11/7/2016	11/9/2016	33,115.20
	9465	Room Rental	11/7/2016	11/9/2016	68,591.00
ASME 2016 International Mechanical Engineering Congress and Exposition (IMECE2016)					
	13426	Audio Visual Totals	11/13/2016	11/17/2016	92,683.98
	13426	F&B Totals	11/13/2016	11/17/2016	586,074.98
	13426	Electrical Totals	11/13/2016	11/17/2016	19,584.28
	13426	Event Security Totals	11/13/2016	11/17/2016	9,493.40
	13426	Labor	11/13/2016	11/17/2016	2,765.00
	13426	Life Safety Review	11/13/2016	11/17/2016	450.00
	13426	Equipment	11/13/2016	11/17/2016	3,155.00
	13426	Room Rental	11/13/2016	11/17/2016	100,099.00

E. IMPLAN Output and Qualified Revenue Calculation

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Total	\$273,928,943	\$199,587,875	\$357,820,018	\$480,736,380	\$487,475,926			\$12,151,990	\$8,012,416	\$13,276,209	\$17,841,323	\$18,089,685
Hotels and motels, including casino hotels	81,755,044	58,699,957	107,942,048	138,674,618	128,181,191	5.5%	67.245%	3,573,452	2,335,473	3,992,210	5,128,846	4,740,749
Food services and drinking places	47,983,975	36,227,264	68,565,418	84,495,404	75,257,918	5.0%	73.796%	2,124,615	1,448,106	2,529,927	3,117,711	2,776,867
Real estate establishments	9,971,903	7,207,236	15,150,584	20,445,921	26,057,400	5.0%	73.796%	441,532	288,094	559,026	754,414	961,466
Imputed rental activity for owner-occupied dwellings	8,533,875	6,232,327	10,156,996	16,299,810	16,458,645	5.0%	73.796%	377,860	249,124	374,773	601,430	607,291
Amusement parks, arcades, and gambling industries	10,126,199	7,468,866	2,199,861	3,195,392	3,530,047	5.0%	73.796%	448,364	298,552	81,170	117,904	130,252
Retail Stores - General merchandise	5,261,007	3,867,560	7,671,224	10,086,050	8,698,870	5.0%	73.796%	232,945	154,597	283,053	372,155	320,971
Wholesale trade businesses	4,995,118	3,604,328	7,149,788	10,023,353	11,660,380	5.0%	73.796%	221,172	144,075	263,813	369,842	430,245
Automotive equipment rental and leasing	4,606,740	3,334,765	6,103,761	7,906,732	8,362,328	5.0%	73.796%	203,975	133,300	225,217	291,743	308,553
Fitness and recreational sports centers	117,005	85,878	13,633,876	16,603,797	14,582,117	5.0%	73.796%	5,181	3,433	503,063	612,647	538,051
Electric power generation, transmission, and distribution	4,027,481	2,907,271	4,883,624	7,173,485	7,845,094	5.0%	86.898%	209,988	136,845	212,189	311,681	340,862
Offices of physicians, dentists, and other health practitioners	3,872,292	2,842,241	4,354,197	7,039,223	7,215,383	5.0%	73.796%	171,456	113,612	160,661	259,733	266,233
Private hospitals	3,747,166	2,754,546	4,270,434	7,095,070	7,167,693	5.0%	73.796%	165,915	110,107	157,570	261,794	264,474
Advertising and related services	3,702,493	2,716,249	4,212,972	6,275,839	5,361,772	5.0%	73.796%	163,938	108,576	155,450	231,566	197,839
Management of companies and enterprises	3,210,234	2,345,041	5,492,372	6,548,533	7,163,687	5.0%	73.796%	142,141	93,738	202,658	241,628	264,326
Museums, historical sites, zoos, and parks	3,449,707	2,544,278	4,767,055	5,835,349	5,293,457	5.0%	73.796%	152,745	101,702	175,895	215,313	195,318
Insurance carriers	3,384,626	2,489,825	3,626,711	5,167,179	7,460,275	5.0%	73.796%	149,863	99,525	133,818	190,659	275,269
Transit and ground passenger transportation	3,371,255	2,429,923	3,595,132	5,473,848	5,004,250	5.0%	73.796%	149,271	97,131	132,653	201,974	184,647
Maintenance and repair construction of nonresidential structures	3,200,174	2,282,834	3,795,716	5,221,290	4,852,358	5.0%	86.898%	166,853	107,452	164,920	226,860	210,830
Monetary authorities and depository credit intermediation activities	3,513,886	2,549,658	2,552,784	3,883,953	5,551,356	5.0%	73.796%	155,586	101,917	94,193	143,310	204,834
Telecommunications	2,573,203	1,844,625	1,246,265	3,425,188	6,190,157	5.0%	73.796%	113,935	73,735	45,985	126,383	228,404
Securities, commodity contracts, investments, and related activities	2,088,905	1,490,134	2,654,438	3,978,081	4,926,832	5.0%	73.796%	92,492	59,565	97,943	146,783	181,790
Other state and local government enterprises	1,233,967	899,424	4,036,691	5,814,658	6,032,453	5.0%	73.796%	54,637	35,953	148,946	214,549	222,585
Scenic and sightseeing transportation and support activities for transportation	1,843,920	1,357,988	2,795,075	3,456,465	4,653,534	5.0%	73.796%	81,644	54,283	103,133	127,537	171,706
Performing arts companies	1,960,694	1,445,718	2,772,281	3,486,666	3,060,998	5.0%	73.796%	86,815	57,789	102,292	128,651	112,945
Services to buildings and dwellings	2,136,661	1,539,648	1,599,536	2,221,281	3,365,154	5.0%	73.796%	94,606	61,544	59,020	81,961	124,167
Accounting, tax preparation, bookkeeping, and payroll services	1,752,120	1,278,407	1,360,750	1,930,081	2,019,408	5.0%	73.796%	77,580	51,102	50,209	71,216	74,512
Management, scientific, and technical consulting services	1,511,478	1,096,961	1,523,962	2,325,657	2,585,747	5.0%	73.796%	66,925	43,849	56,231	85,812	95,409
Legal services	1,561,315	1,149,768	1,511,860	2,023,992	2,121,900	5.0%	73.796%	69,131	45,959	55,785	74,681	78,294

*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				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Spectator sports companies	1,393,888	1,025,585	1,633,816	2,067,553	1,986,315	5.0%	73.796%	61,718	40,996	60,285	76,289	73,291
Nondepository credit intermediation and related activities	939,266	680,916	1,994,176	2,504,953	3,929,624	5.0%	73.796%	41,588	27,218	73,581	92,428	144,995
Commercial and industrial machinery and equipment rental and leasing	1,200,156	885,066	1,566,554	2,275,883	2,060,300	5.0%	73.796%	53,140	35,379	57,803	83,976	76,021
Transport by truck	1,169,102	847,654	1,684,486	2,291,999	2,362,850	5.0%	73.796%	51,765	33,883	62,154	84,570	87,184
Office administrative services	413,253	299,281	2,338,379	2,963,962	4,855,555	5.0%	73.796%	18,298	11,963	86,282	109,364	179,160
Retail Stores - Food and beverage	1,109,338	802,981	1,521,158	2,320,301	2,179,041	5.0%	73.796%	49,119	32,097	56,128	85,614	80,402
Other amusement and recreation industries	1,853,751	1,051,147	18,517	29,754	44,239	5.0%	73.796%	82,080	42,017	683	1,098	1,632
Retail Nonstores - Direct and electronic sales	841,728	609,192	1,559,221	2,175,832	2,484,578	5.0%	73.796%	37,270	24,351	57,532	80,284	91,676
Retail Stores - Motor vehicle and parts	1,147,443	830,613	1,076,570	1,600,113	1,729,461	5.0%	73.796%	50,806	33,202	39,723	59,041	63,814
Medical and diagnostic labs and outpatient and other ambulatory care services	1,211,353	884,785	831,188	1,363,367	1,519,717	5.0%	73.796%	53,636	35,367	30,669	50,306	56,075
Insurance agencies, brokerages, and related activities	670,613	479,406	790,602	1,348,267	4,535,115	5.0%	73.796%	29,693	19,163	29,172	49,748	167,337
Radio and television broadcasting	1,316,750	952,432	901,648	1,102,689	886,797	5.0%	73.796%	58,303	38,071	33,269	40,687	32,721
Automotive repair and maintenance, except car washes	740,093	538,599	1,350,833	1,968,344	2,169,752	5.0%	73.796%	32,770	21,529	49,843	72,628	80,060
US Postal Service	992,303	720,880	1,095,005	1,348,369	1,532,792	5.0%	73.796%	43,937	28,816	40,403	49,752	56,557
Nursing and residential care facilities	961,451	705,505	1,028,075	1,674,186	1,277,178	5.0%	73.796%	42,571	28,201	37,934	61,774	47,125
Employment services	1,269,235	919,473	399,651	583,996	970,605	5.0%	73.796%	56,199	36,754	14,746	21,548	35,813
Waste management and remediation services	948,502	678,341	905,927	1,258,957	1,276,842	5.0%	73.796%	41,997	27,115	33,427	46,453	47,113
Motion picture and video industries	846,181	623,246	1,105,922	1,270,015	1,107,358	5.0%	73.796%	37,467	24,913	40,806	46,861	40,859
State and local government electric utilities	875,662	631,337	6,387	1,565,871	1,349,842	5.0%	73.796%	38,772	25,236	236	57,777	49,806
Funds, trusts, and other financial vehicles	694,154	505,833	341,439	1,098,618	2,196,576	5.0%	73.796%	30,735	20,220	12,598	40,537	81,049
Lessors of nonfinancial intangible assets	660,648	482,574	893,293	1,122,212	1,742,802	5.0%	73.796%	29,252	19,290	32,961	41,407	64,306
Internet publishing and broadcasting	184,830	132,096	1,694,558	1,818,399	2,529,545	5.0%	73.796%	8,184	5,280	62,526	67,095	93,335
Architectural, engineering, and related services	505,218	366,175	822,759	1,527,307	1,768,059	5.0%	73.796%	22,370	14,637	30,358	56,355	65,238
Retail Stores - Clothing and clothing accessories	534,342	386,768	1,131,496	1,486,453	1,225,773	5.0%	73.796%	23,659	15,460	41,750	54,847	45,229
Other support services	705,232	509,457	741,823	1,708,089	1,187,950	5.0%	73.796%	31,226	20,364	27,372	63,025	43,833
Private junior colleges, colleges, universities, and professional schools	658,099	479,394	739,647	1,137,481	1,052,864	5.0%	73.796%	29,139	19,163	27,291	41,971	38,849
Home health care services	436,000	320,645	868,303	1,424,622	1,661,263	5.0%	73.796%	19,305	12,817	32,039	52,566	61,297
Religious organizations	385,917	280,964	290,945	472,578	3,312,056	5.0%	73.796%	17,087	11,231	10,735	17,437	122,208
Transport by air	497,630	362,160	665,846	977,520	1,808,867	5.0%	73.796%	22,034	14,477	24,568	36,069	66,744

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Retail Stores - Building material and garden supply	406,688	294,431	813,377	1,261,584	1,415,986	5.0%	73.796%	18,007	11,769	30,012	46,550	52,247
Retail Stores - Gasoline stations	525,534	382,204	731,365	1,064,273	923,387	5.0%	73.796%	23,269	15,278	26,986	39,270	34,071
Retail Stores - Health and personal care	470,591	340,631	687,420	1,047,113	1,182,876	5.0%	73.796%	20,837	13,616	25,364	38,636	43,646
Couriers and messengers	480,289	347,853	590,680	747,829	1,186,675	5.0%	73.796%	21,266	13,905	21,795	27,593	43,786
Warehousing and storage	333,600	243,509	944,280	1,188,618	1,144,859	5.0%	73.796%	14,771	9,734	34,842	43,858	42,243
Commercial and industrial machinery and equipment repair and maintenance	445,467	322,374	722,446	896,372	1,105,165	5.0%	73.796%	19,724	12,886	26,657	33,074	40,778
Natural gas distribution	621,197	448,752	382,303	573,996	609,918	5.0%	86.898%	32,388	21,123	16,611	24,940	26,500
Newspaper publishers	562,015	407,124	580,034	665,488	597,850	5.0%	73.796%	24,885	16,274	21,402	24,555	22,059
Business support services	486,321	354,096	372,706	595,511	905,038	5.0%	73.796%	21,533	14,154	13,752	21,973	33,394
Civic, social, professional, and similar organizations	477,115	348,693	429,263	637,555	792,766	5.0%	73.796%	21,125	13,938	15,839	23,525	29,251
All other miscellaneous professional, scientific, and technical services	499,561	363,295	406,731	542,495	747,675	5.0%	73.796%	22,119	14,522	15,008	20,017	27,588
Dry-cleaning and laundry services	533,543	385,424	464,089	516,169	487,605	5.0%	73.796%	23,624	15,406	17,124	19,046	17,992
Retail Stores - Miscellaneous	422,015	305,467	484,814	680,482	779,375	5.0%	73.796%	18,686	12,210	17,889	25,108	28,757
Personal care services	417,785	304,701	535,638	664,859	709,825	5.0%	73.796%	18,499	12,180	19,764	24,532	26,191
Pharmaceutical preparation manufacturing	741,842	544,263	3,349	25,748	4,249	5.0%	73.796%	32,847	21,756	124	950	157
Independent artists, writers, and performers	292,478	214,097	473,530	954,904	956,395	5.0%	73.796%	12,950	8,558	17,472	35,234	35,289
Fluid milk and butter manufacturing	508,202	371,257	311,115	571,100	457,608	5.0%	73.796%	22,502	14,840	11,480	21,072	16,885
Other personal services	351,581	259,897	428,463	693,943	677,954	5.0%	73.796%	15,567	10,389	15,809	25,605	25,015
Extraction of oil and natural gas	512,950	375,357	264,118	671,440	322,189	5.0%	73.796%	22,712	15,004	9,745	24,775	11,888
Bread and bakery product manufacturing	382,536	280,628	512,428	859,378	269,288	5.0%	73.796%	16,938	11,217	18,908	31,709	9,936
Animal (except poultry) slaughtering, rendering, and processing	327,720	239,195	589,714	859,528	391,171	5.0%	73.796%	14,511	9,561	21,759	31,715	14,433
Other private educational services	348,736	253,258	331,938	537,272	705,184	5.0%	73.796%	15,441	10,123	12,248	19,824	26,020
Promoters of performing arts and sports and agents for public figures	340,372	249,267	372,946	577,867	599,234	5.0%	73.796%	15,071	9,964	13,761	21,322	22,111
Individual and family services	413,386	301,590	258,094	429,171	424,139	5.0%	73.796%	18,304	12,055	9,523	15,836	15,650
Printing	597,453	428,085	46	134	1,641	5.0%	86.898%	31,150	20,150	2	6	71
Private elementary and secondary schools	329,490	240,974	306,681	524,295	651,108	5.0%	73.796%	14,589	9,632	11,316	19,345	24,025
Other computer related services, including facilities management	282,890	207,243	336,094	489,306	770,437	5.0%	73.796%	12,526	8,284	12,401	18,054	28,428
Data processing, hosting, ISP, web search portals and related services	479,667	350,108	61,086	88,531	327,831	5.0%	73.796%	21,238	13,995	2,254	3,267	12,096
Grantmaking, giving, and social advocacy organizations	299,021	215,690	313,655	544,982	580,774	5.0%	73.796%	13,240	8,622	11,573	20,109	21,429
Other information services	16,188	11,858	941,958	1,002,566	1,000,893	5.0%	73.796%	717	474	34,756	36,993	36,931

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Personal and household goods repair and maintenance	206,295	149,427	459,208	657,946	723,194	5.0%	73.796%	9,134	5,973	16,944	24,277	26,684
Retail Stores - Sporting goods, hobby, book and music	315,471	230,042	291,444	402,146	469,369	5.0%	73.796%	13,968	9,195	10,754	14,838	17,319
Computer systems design services	279,856	205,224	310,000	460,489	593,861	5.0%	73.796%	12,391	8,203	11,438	16,991	21,912
Child day care services	196,234	142,900	505,216	637,969	711,382	5.0%	73.796%	8,689	5,712	18,641	23,540	26,249
Periodical publishers	310,946	225,306	306,250	408,555	446,943	5.0%	73.796%	13,768	9,006	11,300	15,075	16,491
Retail Stores - Furniture and home furnishings	239,730	173,538	342,888	522,576	658,099	5.0%	73.796%	10,615	6,937	12,652	19,282	24,283
Soft drink and ice manufacturing	184,060	135,147	310,827	365,193	1,150,162	5.0%	73.796%	8,150	5,402	11,469	13,475	42,439
Retail Stores - Electronics and appliances	312,735	226,367	226,067	369,802	419,597	5.0%	73.796%	13,847	9,049	8,341	13,645	15,482
Investigation and security services	244,875	178,566	312,490	460,108	613,427	5.0%	73.796%	10,842	7,138	11,530	16,977	22,634
Travel arrangement and reservation services	386,648	279,416	122,942	158,504	253,768	5.0%	73.796%	17,120	11,169	4,536	5,848	9,364
Semiconductor and related device manufacturing	212,920	147,383	339,740	564,424	294,694	5.0%	73.796%	9,428	5,891	12,536	20,826	10,874
Facilities support services	113,305	82,395	399,822	570,883	861,608	5.0%	73.796%	5,017	3,294	14,753	21,064	31,792
Cheese manufacturing	305,734	227,111	581,340	206,533	28,475	5.0%	73.796%	13,537	9,078	21,450	7,621	1,051
Transport by rail	235,235	171,134	329,864	382,916	428,489	5.0%	73.796%	10,416	6,841	12,171	14,129	15,810
Dairy cattle and milk production	273,809	199,512	421,537	421,014	227,071	5.0%	73.796%	12,124	7,975	15,554	15,535	8,378
Electronic and precision equipment repair and maintenance	218,743	160,043	305,344	438,273	451,511	5.0%	73.796%	9,685	6,397	11,267	16,171	16,660
Support activities for printing	9,809	7,046	619,031	850,460	815,277	5.0%	86.898%	511	332	26,896	36,952	35,423
Cable and other subscription programming	47,545	34,552	497,074	768,910	772,967	5.0%	73.796%	2,105	1,381	18,341	28,371	28,521
Environmental and other technical consulting services	189,765	137,555	258,678	382,824	413,646	5.0%	73.796%	8,402	5,498	9,545	14,125	15,263
Cattle ranching and farming	211,654	153,789	289,639	554,535	220,233	5.0%	73.796%	9,372	6,147	10,687	20,461	8,126
Community food, housing, and other relief services, including rehabilitation services	168,637	123,000	246,852	478,121	451,186	5.0%	73.796%	7,467	4,917	9,108	17,642	16,648
All other food manufacturing	218,916	159,249	275,655	479,433	103,670	5.0%	73.796%	9,693	6,366	10,171	17,690	3,825
Dry, condensed, and evaporated dairy product manufacturing	239,836	176,027	334,951	307,609	120,937	5.0%	73.796%	10,619	7,036	12,359	11,350	4,462
In-vitro diagnostic substance manufacturing	1,592	1,168	634,845	941,141	429,264	5.0%	73.796%	70	47	23,424	34,726	15,839
Water, sewage and other treatment and delivery systems	237,831	171,876	202,360	234,172	222,631	5.0%	86.898%	12,400	8,090	8,792	10,175	9,673
Veterinary services	127,503	93,067	213,450	361,570	386,368	5.0%	73.796%	5,646	3,720	7,876	13,341	14,256
Soap and cleaning compound manufacturing	185,471	134,140	181,028	242,110	73,202	5.0%	73.796%	8,212	5,362	6,680	8,933	2,701
Surgical appliance and supplies manufacturing	157,565	114,142	169,313	255,540	27,481	5.0%	73.796%	6,977	4,563	6,247	9,429	1,014
Bowling centers	2,895	2,125	241,534	481,597	599,723	5.0%	73.796%	128	85	8,912	17,770	22,129

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Maintenance and repair construction of residential structures	239,266	172,356	0	0	0	5.0%	86.898%	12,475	8,113	0	0	0
General and consumer goods rental except video tapes and discs	99,987	72,605	146,972	210,760	317,318	5.0%	73.796%	4,427	2,902	5,423	7,777	11,708
Scientific research and development services	188,180	137,073	15,529	17,267	84,024	5.0%	73.796%	8,332	5,479	573	637	3,100
Software publishers	75,517	53,468	103,676	158,518	439,499	5.0%	73.796%	3,344	2,137	3,825	5,849	16,217
Snack food manufacturing	117,637	85,427	102,968	152,781	217,685	5.0%	73.796%	5,209	3,415	3,799	5,637	8,032
Sound recording industries	89,525	65,748	194,874	217,812	171,840	5.0%	73.796%	3,964	2,628	7,190	8,037	6,341
Other Federal Government enterprises	91,476	66,905	187,871	191,841	208,036	5.0%	73.796%	4,050	2,674	6,932	7,079	7,676
Toilet preparation manufacturing	172,432	125,119	16,311	31,153	3,211	5.0%	73.796%	7,635	5,001	602	1,149	118
Private household operations	90,315	65,858	93,823	200,324	183,910	5.0%	73.796%	3,999	2,633	3,462	7,392	6,786
Magnetic and optical recording media manufacturing	146,043	100,048	16,730	20,747	3,755	5.0%	73.796%	6,466	3,999	617	766	139
Car washes	66,469	48,393	124,368	187,584	205,555	5.0%	73.796%	2,943	1,934	4,589	6,921	7,585
Polystyrene foam product manufacturing	156,157	116,361	3,258	2,887	671	5.0%	73.796%	6,914	4,651	120	107	25
Other plastics product manufacturing	133,067	96,711	36,508	50,058	20,132	5.0%	73.796%	5,892	3,866	1,347	1,847	743
Vegetable and melon farming	82,980	59,924	87,024	140,138	122,139	5.0%	73.796%	3,674	2,395	3,211	5,171	4,507
Directory, mailing list, and other publishers	83,468	60,506	93,463	135,771	100,478	5.0%	73.796%	3,696	2,419	3,449	5,010	3,707
Specialized design services	39,603	29,034	103,572	184,452	246,750	5.0%	73.796%	1,754	1,161	3,822	6,806	9,105
Sign manufacturing	81,987	58,792	58,290	92,691	86,080	5.0%	73.796%	3,630	2,350	2,151	3,420	3,176
Other accommodations	105,965	77,862	31,512	52,537	2,675	5.5%	73.796%	5,083	3,400	1,279	2,132	109
Cookie, cracker, and pasta manufacturing	83,045	61,086	65,165	108,694	28,041	5.0%	73.796%	3,677	2,442	2,404	4,011	1,035
Urethane and other foam product (except polystyrene) manufacturing	11,610	8,541	282,482	263,102	53,629	5.0%	73.796%	514	341	10,423	9,708	1,979
Photographic services	43,836	31,961	78,272	134,449	164,081	5.0%	73.796%	1,941	1,278	2,888	4,961	6,054
Death care services	70,761	51,708	73,461	78,753	65,331	5.0%	73.796%	3,133	2,067	2,711	2,906	2,411
Wood windows and doors and millwork manufacturing	53,969	39,589	65,480	106,755	116,303	5.0%	73.796%	2,390	1,582	2,416	3,939	4,291
Electronic computer manufacturing	83,566	53,356	899	742	180	5.0%	73.796%	3,700	2,133	33	27	7
All other miscellaneous wood product manufacturing	43,665	31,522	75,723	121,080	93,660	5.0%	73.796%	1,933	1,260	2,794	4,468	3,456
Motor vehicle parts manufacturing	69,658	50,225	43,032	62,338	33,262	5.0%	73.796%	3,084	2,008	1,588	2,300	1,227
Animal production, except cattle and poultry and eggs	64,897	47,108	55,755	105,631	37,774	5.0%	73.796%	2,873	1,883	2,057	3,898	1,394
All other chemical product and preparation manufacturing	57,890	41,134	55,807	90,460	20,849	5.0%	73.796%	2,563	1,644	2,059	3,338	769
All other crop farming	67,477	48,260	33,313	25,717	75,859	5.0%	73.796%	2,988	1,929	1,229	949	2,799
Other animal food manufacturing	10,750	7,904	62,759	76,743	273,163	5.0%	73.796%	476	316	2,316	2,832	10,079
Custom computer programming services	67,694	49,519	21,598	29,589	30,858	5.0%	73.796%	2,997	1,979	797	1,092	1,139

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Asphalt paving mixture and block manufacturing	48,837	35,596	62,024	66,687	68,038	5.0%	73.796%	2,162	1,423	2,289	2,461	2,510
Transport by pipeline	54,385	37,841	26,053	51,426	74,619	5.0%	73.796%	2,408	1,513	961	1,898	2,753
Tire manufacturing	140	101	160,806	231,627	45,915	5.0%	73.796%	6	4	5,933	8,547	1,694
Printing ink manufacturing	4,059	2,868	156,504	212,961	32,507	5.000%	73.796%	180	115	5,775	7,858	1,199
Wood kitchen cabinet and countertop manufacturing	71,135	52,220	286	464	1,707	5.0%	73.796%	3,150	2,087	11	17	63
Mattress manufacturing	40,581	28,443	58,180	91,053	21,243	5.0%	73.796%	1,797	1,137	2,147	3,360	784
Surgical and medical instrument, laboratory and medical instrument manufacturing	36,403	26,379	73,915	102,704	9,645	5.0%	73.796%	1,612	1,054	2,727	3,790	356
Breweries	11,836	8,616	46,018	81,565	178,595	5.0%	73.796%	524	344	1,698	3,010	6,590
Greenhouse, nursery, and floriculture production	34,367	24,647	41,617	89,888	46,120	5.0%	73.796%	1,522	985	1,536	3,317	1,702
Book publishers	27,115	19,809	39,365	61,068	99,084	5.0%	73.796%	1,201	792	1,452	2,253	3,656
Coffee and tea manufacturing	29,957	21,676	46,610	96,516	8,962	5.0%	73.796%	1,326	866	1,720	3,561	331
Plastics pipe and pipe fitting manufacturing	50,158	37,140	11,255	17,174	3,167	5.0%	73.796%	2,221	1,485	415	634	117
Nonupholstered wood household furniture manufacturing	43,929	31,843	19,523	26,162	6,195	5.0%	73.796%	1,945	1,273	720	965	229
Fruit and vegetable canning, pickling, and drying	31,268	22,962	31,501	44,510	42,265	5.0%	73.796%	1,384	918	1,162	1,642	1,560
Ice cream and frozen dessert manufacturing	30,069	22,320	59,943	44,262	20,819	5.0%	73.796%	1,331	892	2,212	1,633	768
Upholstered household furniture manufacturing	8,084	5,858	75,827	113,458	18,232	5.0%	73.796%	358	234	2,798	4,186	673
Seasoning and dressing manufacturing	34,144	24,790	9,526	47,937	3,544	5.0%	73.796%	1,512	991	351	1,769	131
Plastics bottle manufacturing	25,166	18,477	45,232	55,219	6,913	5.0%	73.796%	1,114	739	1,669	2,037	255
Support activities for agriculture and forestry	17,569	12,850	24,640	41,285	77,215	5.0%	73.796%	778	514	909	1,523	2,849
Asphalt shingle and coating materials manufacturing	31,660	22,808	11,469	20,534	20,774	5.0%	73.796%	1,402	912	423	758	767
Wineries	11,253	8,319	57,310	77,139	25,670	5.0%	73.796%	498	333	2,115	2,846	947
Soybean and other oilseed processing	1,568	1,147	84,604	122,482	0	5.0%	73.796%	69	46	3,122	4,519	0
Tortilla manufacturing	19,965	14,514	24,137	36,622	40,919	5.0%	73.796%	884	580	891	1,351	1,510
Engineered wood member and truss manufacturing	23,513	17,574	26,036	36,105	20,694	5.0%	73.796%	1,041	702	961	1,332	764
Industrial gas manufacturing	20,354	14,812	23,709	71,558	777	5.0%	73.796%	901	592	875	2,640	29
Dental laboratories manufacturing	26,399	19,130	28,025	41,869	3,483	5.0%	73.796%	1,169	765	1,034	1,545	129
Computer terminals and other computer peripheral equipment manufacturing	29,753	18,942	9,399	9,381	261	5.0%	73.796%	1,317	757	347	346	10
Electromedical and electrotherapeutic apparatus manufacturing	31,237	22,372	5,680	8,767	512	5.0%	73.796%	1,383	894	210	323	19

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Laminated plastics plate, sheet (except packaging), and shape manufacturing	12,307	8,914	45,554	61,894	13,660	5.0%	73.796%	545	356	1,681	2,284	504
Concrete pipe, brick, and block manufacturing	717	529	453	547	177,357	5.0%	73.796%	32	21	17	20	6,544
Computer storage device manufacturing	8,528	5,445	55,087	56,461	13,493	5.0%	73.796%	378	218	2,033	2,083	498
Mining copper, nickel, lead, and zinc	33,222	22,591	223	1,606	1,002	3.1%	79.037%	821	558	6	40	25
Mining gold, silver, and other metal ore	741	521	46,391	51,891	60,704	3.1%	79.037%	18	13	1,146	1,282	1,499
Fats and oils refining and blending	21,079	15,242	15,121	2,073	34,974	5.000%	73.796%	933	609	558	77	1,290
Other communications equipment manufacturing	25,865	18,071	7,771	2,077	833	5.0%	73.796%	1,145	722	287	77	31
Mining coal	14,706	10,482	21,210	37,733	13,577	3.1%	79.037%	363	259	524	932	335
All other paper bag and coated and treated paper manufacturing	12,191	8,951	1,215	1,786	76,906	5.0%	73.796%	540	358	45	66	2,838
Aircraft manufacturing	10,502	7,650	20,690	40,743	25,710	5.0%	73.796%	465	306	763	1,503	949
Ornamental and architectural metal products manufacturing	9,492	6,978	9,586	13,791	67,606	5.0%	73.796%	420	279	354	509	2,495
Commercial hunting and trapping	20,556	14,790	7,641	9,422	8,660	5.0%	73.796%	910	591	282	348	320
Wood container and pallet manufacturing	13,457	9,865	15,671	29,063	20,648	5.0%	73.796%	596	394	578	1,072	762
Glass product manufacturing made of purchased glass	24,440	17,648	0	0	0	5.0%	73.796%	1,082	705	0	0	0
Video tape and disc rental	14,531	10,581	16,977	16,772	23,528	5.0%	73.796%	643	423	626	619	868
Plastics packaging materials and unlaminated film and sheet manufacturing	15,720	11,498	17,263	21,819	8,409	5.0%	73.796%	696	460	637	805	310
Aircraft engine and engine parts manufacturing	19,777	14,345	7,810	10,388	4,484	5.0%	73.796%	876	573	288	383	165
Audio and video equipment manufacturing	16,736	11,781	13,693	18,418	2,316	5.0%	73.796%	741	471	505	680	85
Sporting and athletic goods manufacturing	13,683	9,885	13,962	17,657	19,292	5.0%	73.796%	606	395	515	651	712
Fertilizer manufacturing	14,031	10,121	13,431	21,733	22,662	5.0%	73.796%	621	405	496	802	836
Machine shops	20,097	14,470	2,579	3,817	4,079	5.0%	73.796%	890	578	95	141	150
Dog and cat food manufacturing	10,859	7,794	14,338	23,136	24,528	5.0%	73.796%	481	312	529	854	905
Metal and other household furniture manufacturing	5,408	3,919	37,266	45,479	9,499	5.0%	73.796%	239	157	1,375	1,678	350
Sanitary paper product manufacturing	4,673	3,399	667	1,038	94,452	5.0%	73.796%	207	136	25	38	3,485
Petroleum refineries	13,894	10,051	11,870	18,138	22,312	5.0%	73.796%	615	402	438	669	823
Other commercial and service industry machinery manufacturing	6,997	5,034	35,359	31,408	8,215	5.0%	73.796%	310	201	1,305	1,159	303
Plastics material and resin manufacturing	10,978	8,071	11,481	42,591	1,925	5.0%	73.796%	486	323	424	1,572	71
Printed circuit assembly (electronic assembly) manufacturing	13,363	9,221	12,208	17,692	1,489	5.0%	73.796%	592	369	450	653	55
Glass container manufacturing	3,010	2,194	24,864	57,950	11,014	5.0%	73.796%	133	88	917	2,138	406

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Coating, engraving, heat treating and allied activities	9,917	7,137	13,674	19,705	22,085	5.0%	73.796%	439	285	505	727	815
Software, audio, and video media for reproduction	16,680	11,553	4,138	5,281	148	5.0%	73.796%	739	462	153	195	5
Pesticide and other agricultural chemical manufacturing	10,843	7,826	11,535	23,179	10,680	5.0%	73.796%	480	313	426	855	394
Other aircraft parts and auxiliary equipment manufacturing	15,944	11,667	5,316	7,640	1,021	5.0%	73.796%	706	466	196	282	38
Blind and shade manufacturing	11,978	8,361	12,674	17,785	5,147	5.0%	73.796%	530	334	468	656	190
Flour milling and malt manufacturing	9,221	6,652	10,906	15,454	28,678	5.0%	73.796%	408	266	402	570	1,058
Other industrial machinery manufacturing	13,922	10,220	11,342	11,278	829	5.0%	73.796%	616	409	418	416	31
Communication and energy wire and cable manufacturing	18,512	13,573	0	0	0	5.0%	73.796%	820	543	0	0	0
Other pressed and blown glass and glassware manufacturing	15,666	11,308	2,065	4,936	790	5.0%	73.796%	694	452	76	182	29
Sawmills and wood preservation	8,052	5,944	12,948	25,486	13,804	5.0%	73.796%	357	238	478	940	509
Hardware manufacturing	1,658	1,220	21,259	32,415	32,648	5.0%	73.796%	73	49	784	1,196	1,205
Medicinal and botanical manufacturing	8,015	5,880	13,341	22,039	11,823	5.0%	73.796%	355	235	492	813	436
Broom, brush, and mop manufacturing	0	0	19,131	25,444	46,550	5.0%	73.796%	0	0	706	939	1,718
Fruit farming	4,320	3,109	6,727	29,661	29,957	5.0%	73.796%	191	124	248	1,094	1,105
Biological product (except diagnostic) manufacturing	14,436	10,630	1,425	1,479	3,148	5.0%	73.796%	639	425	53	55	116
Mining and quarrying stone	1,850	1,342	1,565	2,967	71,408	3.1%	79.037%	46	33	39	73	1,764
Farm machinery and equipment manufacturing	3,803	2,770	1,491	1,726	60,173	5.0%	73.796%	168	111	55	64	2,220
Lawn and garden equipment manufacturing	12,211	8,882	6,314	2,993	3,351	5.0%	73.796%	541	355	233	110	124
Petroleum lubricating oil and grease manufacturing	7,336	5,315	16,968	14,958	12,873	5.0%	73.796%	325	212	626	552	475
Support activities for oil and gas operations	1,860	1,348	42,102	14,968	14,900	5.0%	73.796%	82	54	1,553	552	550
Cement manufacturing	22	17	38,732	27,536	15,067	5.0%	73.796%	1	1	1,429	1,016	556
Showcase, partition, shelving, and locker manufacturing	8,950	6,226	12,394	15,395	1,803	5.0%	73.796%	396	249	457	568	67
Other basic organic chemical manufacturing	10,439	7,636	9,575	13,439	3,608	5.0%	73.796%	462	305	353	496	133
Petrochemical manufacturing	16,266	11,821	0	0	0	5.0%	73.796%	720	472	0	0	0
All other converted paper product manufacturing	83	61	350	580	75,691	5.0%	73.796%	4	2	13	21	2,793
Unlaminated plastics profile shape manufacturing	8,966	6,560	10,388	12,621	3,353	5.0%	73.796%	397	262	383	466	124
Paint and coating manufacturing	429	312	40,404	29,326	433	5.0%	73.796%	19	12	1,491	1,082	16

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Search, detection, and navigation instruments manufacturing	2,648	1,898	27,654	28,295	479	5.0%	73.796%	117	76	1,020	1,044	18
Synthetic dye and pigment manufacturing	1,544	1,121	17,179	21,185	24,859	5.0%	73.796%	68	45	634	782	917
Automatic environmental control manufacturing	11,832	8,455	1,917	1,597	397	5.0%	73.796%	524	338	71	59	15
Coated and laminated paper, packaging paper and plastics film manufacturing	1,921	1,401	672	1,054	57,710	5.0%	73.796%	85	56	25	39	2,129
Other electronic component manufacturing	11,072	7,658	2,022	3,120	182	5.0%	73.796%	490	306	75	115	7
Other leather and allied product manufacturing	9,257	6,700	7,823	7,614	214	5.0%	73.796%	410	268	289	281	8
Plate work and fabricated structural product manufacturing	2,128	1,561	6,085	7,892	40,808	5.0%	73.796%	94	62	225	291	1,506
Valve and fittings other than plumbing manufacturing	11,951	8,598	0	0	0	5.000%	73.796%	529	344	0	0	0
Telephone apparatus manufacturing	142	100	23,471	35,984	1,924	5.0%	73.796%	6	4	866	1,328	71
Automobile manufacturing	10,010	7,241	491	3,104	703	5.0%	73.796%	443	289	18	115	26
Tobacco product manufacturing	3,414	2,493	2,506	17,403	21,960	5.0%	73.796%	151	100	92	642	810
Grain farming	4,995	3,668	2,028	1,484	29,567	5.0%	73.796%	221	147	75	55	1,091
Cut and sew apparel contractors	6,489	4,678	8,562	9,668	1,597	5.0%	73.796%	287	187	316	357	59
Metal can, box, and other metal container (light gauge) manufacturing	4,973	3,631	5,335	6,840	15,739	5.0%	73.796%	220	145	197	252	581
Household laundry equipment manufacturing	0	0	1,477	5,567	49,163	5.0%	73.796%	0	0	55	205	1,814
Bare printed circuit board manufacturing	7,136	4,926	5,430	7,428	743	5.0%	73.796%	316	197	200	274	27
Poultry and egg production	4,477	3,234	11,397	6,295	12,004	5.0%	73.796%	198	129	421	232	443
Adhesive manufacturing	7,600	5,515	342	522	10,227	5.0%	73.796%	337	220	13	19	377
Construction machinery manufacturing	737	531	21,862	21,844	3,304	5.0%	73.796%	33	21	807	806	122
Womens and girls cut and sew apparel manufacturing	4,755	3,424	10,267	12,390	1,117	5.0%	73.796%	211	137	379	457	41
Storage battery manufacturing	7,237	5,166	3,476	6,026	531	5.0%	73.796%	320	207	128	222	20
Confectionery manufacturing from purchased chocolate	8,930	6,498	0	0	0	5.0%	73.796%	395	260	0	0	0
All other miscellaneous manufacturing	7,463	5,426	764	1,216	4,407	5.0%	73.796%	330	217	28	45	163
Broadcast and wireless communications equipment manufacturing	7,941	5,585	863	498	1,365	5.0%	73.796%	352	223	32	18	50
Industrial process variable instruments manufacturing	4,175	2,985	8,640	13,388	1,311	5.0%	73.796%	185	119	319	494	48
Propulsion units and parts for space vehicles and guided missiles manufacturing	4,173	3,005	3,455	3,151	15,950	5.0%	73.796%	185	120	127	116	589
Electron tube manufacturing	0	0	11,092	32,830	1,363	5.0%	73.796%	0	0	409	1,211	50

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Turned product and screw, nut, and bolt manufacturing	1,642	1,189	7,140	11,189	16,194	5.0%	73.796%	73	48	263	413	598
Watch, clock, and other measuring and controlling device manufacturing	7,019	5,026	405	1,818	15	5.0%	73.796%	311	201	15	67	1
Light truck and utility vehicle manufacturing	914	661	11,705	20,215	4,886	5.0%	73.796%	40	26	432	746	180
Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals	269	196	531	1,581	37,796	3.1%	79.037%	7	5	13	39	934
Totalizing fluid meters and counting devices manufacturing	5,126	3,736	5,337	6,849	387	5.0%	73.796%	227	149	197	253	14
Reconstituted wood product manufacturing	2,586	1,922	11,783	9,973	5,142	5.0%	73.796%	114	77	435	368	190
Textile and fabric finishing mills	4,605	3,096	5,963	7,566	342	5.0%	73.796%	204	124	220	279	13
Frozen food manufacturing	1,622	1,189	2,702	9,599	18,677	5.0%	73.796%	72	48	100	354	689
Nonchocolate confectionery manufacturing	5,166	3,771	4,107	4,146	2,011	5.0%	73.796%	229	151	152	153	74
Ground or treated mineral and earth manufacturing	1	1	760	997	37,069	5.0%	73.796%	0	0	28	37	1,368
Ready-mix concrete manufacturing	151	110	34	42	36,423	5.0%	73.796%	7	4	1	2	1,344
Travel trailer and camper manufacturing	3,943	2,837	393	13,569	514	5.0%	73.796%	175	113	14	501	19
Synthetic rubber manufacturing	5,318	3,888	2,879	5,851	1,112	5.0%	73.796%	235	155	106	216	41
Semiconductor machinery manufacturing	5,820	4,216	1,201	838	80	5.0%	73.796%	258	169	44	31	3
Office Furniture	5,990	4,342	82	110	15	5.0%	73.796%	265	174	3	4	1
Abrasive product manufacturing	182	132	16	18	32,617	5.0%	73.796%	8	5	1	1	1,203
Electronic connector manufacturing	3,132	2,165	3,704	8,791	2,272	5.0%	73.796%	139	87	137	324	84
Institutional furniture manufacturing	771	556	7,338	18,605	2,525	5.0%	73.796%	34	22	271	686	93
Lime and gypsum product manufacturing	422	310	95	120	29,410	5.000%	73.796%	19	12	4	4	1,085
Wiring device manufacturing	1,217	877	7,686	10,240	6,765	5.0%	73.796%	54	35	284	378	250
Flavoring syrup and concentrate manufacturing	2,300	1,687	4,230	12,129	1,703	5.0%	73.796%	102	67	156	448	63
Mining and quarrying other nonmetallic minerals	4,250	3,088	431	646	5,503	3.1%	79.037%	105	76	11	16	136
Cotton farming	3,673	2,634	2,952	4,146	4,696	5.0%	73.796%	163	105	109	153	173
Guided missile and space vehicle manufacturing	472	341	10,412	12,867	3,351	5.0%	73.796%	21	14	384	475	124
Switchgear and switchboard apparatus manufacturing	2,533	1,858	4,078	7,834	2,908	5.0%	73.796%	112	74	150	289	107
Steel product manufacturing from purchased steel	1,408	1,017	3,189	5,298	11,520	5.0%	73.796%	62	41	118	196	425
Commercial Fishing	1,453	1,064	9,201	1,537	8,143	5.0%	73.796%	64	43	339	57	300
Handtool manufacturing	2,402	1,730	4,009	8,992	126	5.0%	73.796%	106	69	148	332	5
Tree nut farming	1,023	737	4,553	9,122	7,150	5.0%	73.796%	45	29	168	337	264
Commercial logging	1,374	1,005	4,142	9,672	4,988	5.0%	73.796%	61	40	153	357	184

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Electricity and signal testing instruments manufacturing	469	336	10,561	12,065	614	5.0%	73.796%	21	13	390	445	23
Primary battery manufacturing	0	0	4,914	13,525	6,825	5.0%	73.796%	0	0	181	499	252
Transport by water	4,077	2,986	1,535	832	585	5.0%	73.796%	181	119	57	31	22
All other miscellaneous electrical equipment and component manufacturing	3,428	2,457	1,021	2,885	1,227	5.0%	73.796%	152	98	38	106	45
Relay and industrial control manufacturing	2,032	1,469	5,443	4,970	2,163	5.0%	73.796%	90	59	201	183	80
Spring and wire product manufacturing	2,904	2,097	2,257	2,826	2,482	5.0%	73.796%	129	84	83	104	92
Power boiler and heat exchanger manufacturing	0	0	1,813	2,551	19,176	5.0%	73.796%	0	0	67	94	708
Mens and boys cut and sew apparel manufacturing	2,788	2,008	2,011	4,582	525	5.0%	73.796%	123	80	74	169	19
Cutlery, utensil, pot, and pan manufacturing	2,519	1,820	910	1,427	5,328	5.0%	73.796%	112	73	34	53	197
State and local government passenger transit	3,905	2,809	0	0	0	5.0%	73.796%	173	112	0	0	0
Distilleries	0	0	0	20,646	597	5.0%	73.796%	0	0	0	762	22
All other petroleum and coal products manufacturing	0	0	2,979	10,158	7,410	5.0%	73.796%	0	0	110	375	273
Motor and generator manufacturing	2,670	1,911	2,289	3,104	410	5.0%	73.796%	118	76	84	115	15
Heavy duty truck manufacturing	2,323	1,680	1,729	4,671	453	5.0%	73.796%	103	67	64	172	17
Ophthalmic goods manufacturing	1,407	1,019	2,334	8,868	612	5.0%	73.796%	62	41	86	327	23
Artificial and synthetic fibers and filaments manufacturing	466	341	7,656	7,222	2,189	5.0%	73.796%	21	14	282	266	81
Carbon and graphite product manufacturing	2,038	1,456	196	312	6,826	5.0%	73.796%	90	58	7	11	252
Turbine and turbine generator set units manufacturing	3,216	2,314	369	483	28	5.0%	73.796%	142	93	14	18	1
Other fabricated metal manufacturing	2,243	1,648	1,695	2,930	1,517	5.0%	73.796%	99	66	63	108	56
Household refrigerator and home freezer manufacturing	2,806	2,012	52	373	1,828	5.0%	73.796%	124	80	2	14	67
Paperboard Mills	2	2	39	43	18,180	5.0%	73.796%	0	0	1	2	671
Office supplies (except paper) manufacturing	1,655	1,180	1,669	5,820	1,425	5.0%	73.796%	73	47	62	215	53
Vending, commercial, industrial, and office machinery manufacturing	2,937	2,111	607	423	41	5.0%	73.796%	130	84	22	16	1
Flat glass manufacturing	753	545	10	24	13,140	5.0%	73.796%	33	22	0	1	485
All other basic inorganic chemical manufacturing	2,112	1,539	2,018	2,832	760	5.0%	73.796%	94	62	74	104	28
Industrial mold manufacturing	400	294	634	1,116	11,985	5.0%	73.796%	18	12	23	41	442
Primary smelting and refining of nonferrous metal (except copper and aluminum)	2,291	1,649	248	111	3,145	5.0%	73.796%	101	66	9	4	116

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Analytical laboratory instrument manufacturing	2,321	1,659	432	728	16	5.0%	73.796%	103	66	16	27	1
Other cut and sew apparel manufacturing	1,723	1,244	847	3,030	429	5.0%	73.796%	76	50	31	112	16
Doll, toy, and game manufacturing	1,005	726	781	2,977	4,461	5.0%	73.796%	44	29	29	110	165
Footwear manufacturing	1,264	916	2,040	4,629	89	5.000%	73.796%	56	37	75	171	3
Curtain and linen mills	966	687	1,162	1,451	5,492	5.0%	73.796%	43	27	43	54	203
Pottery, ceramics, and plumbing fixture manufacturing	367	267	914	1,210	9,022	5.0%	73.796%	16	11	34	45	333
Broadwoven fabric mills	1,424	1,004	2,030	2,676	479	5.0%	73.796%	63	40	75	99	18
Arms, ordnance, and accessories manufacturing	672	484	2,211	3,108	3,820	5.0%	73.796%	30	19	82	115	141
Veneer and plywood manufacturing	1,245	928	1,124	3,146	1,600	5.0%	73.796%	55	37	41	116	59
Cutting tool and machine tool accessory manufacturing	1,762	1,261	1,045	1,726	108	5.0%	73.796%	78	50	39	64	4
Cut stone and stone product manufacturing	822	604	355	606	6,574	5.0%	73.796%	36	24	13	22	243
Iron and steel mills and ferroalloy manufacturing	1,879	1,350	3	4	2,290	5.0%	73.796%	83	54	0	0	85
Motorcycle, bicycle, and parts manufacturing	670	485	211	669	7,239	5.0%	73.796%	30	19	8	25	267
Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing	1,474	1,015	1,372	1,253	511	5.0%	73.796%	65	41	51	46	19
Other concrete product manufacturing	395	287	14	22	9,354	5.0%	73.796%	17	11	1	1	345
Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying	1,988	1,459	336	384	201	5.0%	73.796%	88	58	12	14	7
Plumbing fixture fitting and trim manufacturing	1,582	1,164	0	0	2,507	5.0%	73.796%	70	47	0	0	92
Alkalies and chlorine manufacturing	0	0	1,674	7,737	1,938	5.0%	73.796%	0	0	62	285	72
Power, distribution, and specialty transformer manufacturing	1,936	1,390	0	43	587	5.0%	73.796%	86	56	0	2	22
Miscellaneous nonmetallic mineral product manufacturing	39	28	0	13	10,948	5.0%	73.796%	2	1	0	0	404
Material handling equipment manufacturing	1,542	1,103	1,456	831	60	5.0%	73.796%	68	44	54	31	2
Plastics and rubber industry machinery manufacturing	1,173	863	1,766	2,354	347	5.0%	73.796%	52	34	65	87	13
All other forging, stamping, and sintering	1,504	1,118	565	469	1,486	5.0%	73.796%	67	45	21	17	55
Nonwoven fabric mills	1,514	1,091	1,261	972	228	5.0%	73.796%	67	44	47	36	8
Apparel accessories and other apparel manufacturing	1,278	920	1,168	2,291	151	5.0%	73.796%	57	37	43	85	6

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Fabricated pipe and pipe fitting manufacturing	422	300	580	1,062	6,754	5.0%	73.796%	19	12	21	39	249
Dental equipment and supplies manufacturing	1,673	1,213	481	1,071	90	5.0%	73.796%	74	48	18	40	3
Mineral wool manufacturing	77	56	15	31	10,063	5.0%	73.796%	3	2	1	1	371
All other textile product mills	929	664	1,291	1,780	2,191	5.0%	73.796%	41	27	48	66	81
Primary smelting and refining of copper	853	617	464	534	4,967	5.0%	73.796%	38	25	17	20	183
Prefabricated wood building manufacturing	336	248	608	851	5,991	5.0%	73.796%	15	10	22	31	221
Jewelry and silverware manufacturing	710	516	486	2,689	2,210	5.0%	73.796%	31	21	18	99	82
Electric lamp bulb and part manufacturing	4	3	3,149	5,547	374	5.0%	73.796%	0	0	116	205	14
Chocolate and confectionery manufacturing from cacao beans	0	0	5,213	1,440	2,345	5.0%	73.796%	0	0	192	53	87
Ammunition manufacturing	9	7	3,390	3,842	1,082	5.0%	73.796%	0	0	125	142	40
Mining and oil and gas field machinery manufacturing	448	322	2,193	2,383	1,073	5.0%	73.796%	20	13	81	88	40
Other engine equipment manufacturing	1,363	983	144	0	0	5.0%	73.796%	60	39	5	0	0
Gasket, packing, and sealing device manufacturing	236	171	616	938	4,519	5.000%	73.796%	10	7	23	35	167
Stationery product manufacturing	598	430	60	88	3,804	5.0%	73.796%	26	17	2	3	140
Pump and pumping equipment manufacturing	23	17	1,203	4,888	634	5.0%	73.796%	1	1	44	180	23
Rubber and plastics hoses and belting manufacturing	279	202	24	33	5,164	5.0%	73.796%	12	8	1	1	191
Motor vehicle body manufacturing	1,009	727	166	563	124	5.0%	73.796%	45	29	6	21	5
Custom architectural woodwork and millwork manufacturing	228	162	2,302	2,314	424	5.0%	73.796%	10	6	85	85	16
Optical instrument and lens manufacturing	790	567	308	1,486	25	5.0%	73.796%	35	23	11	55	1
Speed changer, industrial high-speed drive, and gear manufacturing	716	516	470	1,740	41	5.0%	73.796%	32	21	17	64	2
Metal cutting and forming machine tool manufacturing	993	717	196	245	166	5.0%	73.796%	44	29	7	9	6
Aluminum product manufacturing from purchased aluminum	756	552	113	94	1,972	5.0%	73.796%	33	22	4	3	73
Support activities for other mining	80	57	262	266	4,879	5.0%	73.796%	4	2	10	10	180
Photographic and photocopying equipment manufacturing	36	26	916	4,155	532	5.0%	73.796%	2	1	34	153	20
Other rubber product manufacturing	651	475	268	267	1,710	5.0%	73.796%	29	19	10	10	63
Rolling mill and other metalworking machinery manufacturing	536	389	495	1,444	570	5.0%	73.796%	24	16	18	53	21
Carpet and rug mills	132	95	115	150	4,417	5.0%	73.796%	6	4	4	6	163
Textile bag and canvas mills	388	278	340	621	2,001	5.0%	73.796%	17	11	13	23	74

Sector	Taxable Sales					times		Equals Qualified Revenue				
	2012	2013	2014	2015	2016	Tax Rate	General Fund Share	2012	2013	2014	2015	2016
Fabric coating mills	579	418	430	433	519	5.0%	73.796%	26	17	16	16	19
Leather and hide tanning and finishing	450	326	139	1,955	13	5.0%	73.796%	20	13	5	72	0
Beet sugar manufacturing	0	0	0	4,118	396	5.0%	73.796%	0	0	0	152	15
Irradiation apparatus manufacturing	264	189	1,022	1,749	197	5.0%	73.796%	12	8	38	65	7
Fiber, yarn, and thread mills	506	361	651	615	530	5.0%	73.796%	22	14	24	23	20
Crown and closure manufacturing and metal stamping	783	568	0	0	0	5.0%	73.796%	35	23	0	0	0
Nonferrous metal foundries	327	236	15	25	2,284	5.0%	73.796%	14	9	1	1	84
Paperboard container manufacturing	552	404	3	29	993	5.0%	73.796%	24	16	0	1	37
Special tool, die, jig, and fixture manufacturing	561	409	161	339	84	5.0%	73.796%	25	16	6	13	3
Small electrical appliance manufacturing	200	143	74	189	2,286	5.0%	73.796%	9	6	3	7	84
Railroad rolling stock manufacturing	154	111	381	678	1,683	5.0%	73.796%	7	4	14	25	62
Alumina refining and primary aluminum production	313	226	585	705	571	5.0%	73.796%	14	9	22	26	21
Mechanical power transmission equipment manufacturing	218	157	1,482	770	10	5.0%	73.796%	10	6	55	28	0
All other transportation equipment manufacturing	365	264	686	233	167	5.0%	73.796%	16	11	25	9	6
Power-driven handtool manufacturing	74	53	549	2,069	114	5.0%	73.796%	3	2	20	76	4
Secondary smelting and alloying of aluminum	0	0	299	564	2,165	5.0%	73.796%	0	0	11	21	80
Packaging machinery manufacturing	293	213	947	307	9	5.0%	73.796%	13	9	35	11	0
Lighting fixture manufacturing	373	271	3	11	553	5.0%	73.796%	17	11	0	0	20
Copper rolling, drawing, extruding and alloying	386	283	42	19	527	5.0%	73.796%	17	11	2	1	19
Musical instrument manufacturing	247	179	88	267	790	5.0%	73.796%	11	7	3	10	29
Military armored vehicle, tank, and tank component manufacturing	30	22	475	833	1,068	5.0%	73.796%	1	1	18	31	39
Brick, tile, and other structural clay product manufacturing	14	10	510	470	1,469	5.0%	73.796%	1	0	19	17	54
Truck trailer manufacturing	65	47	971	315	494	5.0%	73.796%	3	2	36	12	18
Other general purpose machinery manufacturing	44	31	404	1,103	113	5.0%	73.796%	2	1	15	41	4
Knit fabric mills	142	101	391	501	26	5.0%	73.796%	6	4	14	19	1