

Memphis Redbirds, LLC

198 Union Avenue
Memphis, Tennessee 38103

February 4, 2019

King & Union Memphis Acquisitions, LLC
Attn: David Makarsky
850 Ridge Lake Blvd.
Memphis, TN 38120

Dear: David Makarsky,

Memphis Redbirds, LLC, a Tennessee limited liability company ("Redbirds") is pleased to have reached an agreement with King & Union Memphis Acquisitions ("Advertiser"). The terms of our agreement shall consist of this letter, the term sheet attached as Exhibit A and the terms and conditions attached as Exhibit B (collectively the "Agreement").

The parties agree that, upon your execution and return, this Agreement will be binding between the Redbirds and Advertiser and enforceable by either party in accordance with its terms.

If the foregoing and the attached exhibits accurately summarize our agreement, please sign and date both originals and return one original to your account executive.

Sincerely,

MEMPHIS REDBIRDS, LLC

BY: _____

Craig Unger, General Manager

Agreed to and accepted this

____ day of _____, 2019

King & Union Memphis Acquisitions, LLC

By: _____

Its: _____

EXHIBIT A
KING & UNION MEMPHIS ACQUISITIONS, LLC
TERM SHEET FOR 2019 BASEBALL SEASONS

King & Union Memphis Acquisitions, LLC (“Advertiser”) shall receive the following sponsorship, advertising and promotional rights and benefits during the 2019 Baseball Season in exchange for the consideration set forth below:

Social: Four (4) unique social media post(s) during the season
Location: Content and messaging mutually agreed upon
Specs: Dates TBD

Hospitality: One (1) Cardinal Suite rental for each year of the agreement. Includes 30 tickets. Food and beverage not included but options available through Memphis Redbirds catering service to add-on.
Dates: Sun- Thursday game; Date TBD; Based on availability.

Tickets: Four (4) Twenty Game Plans (Saturday Fireworks Plan)
Location: Location TBD

Sponsorship Fee

Advertiser will pay the Memphis Redbirds an annual fee of \$5,000/net for the 2019 Baseball Season. The annual fee will be payable on or before April 1st in the amount of \$5,000 each year of the agreement and will be invoiced by the Redbirds in advance.

KING & UNION MEMPHIS ACQUISITIONS, LLC will provide the following:

MEMPHIS REDBIRDS will use King & Union Memphis Acquisitions, LLC property of Doubletree Memphis Downtown as host hotel for Minor League Baseball umpires for the 2019 season. Residence Inn Downtown will act as ancillary hotel with if any booking issues take place during the season.

KING & UNION MEMPHIS ACQUISITIONS, LLC will offer year around rate for Minor League Baseball umpires, USL referees and transient guests for \$109 per room (standard king/double) billed to Memphis Redbirds. One (1) complimentary valet parking pass per stay for umpires & referees will be provided.

KING & UNION MEMPHIS ACQUISITIONS, LLC will provide the following:

- Direct billing and payment system
- Complimentary WI-FI throughout the hotel. (In meeting space and sleeping rooms)
- Access to workout facility to umpires, referees and transient guests.

EXHIBIT B

TERMS AND CONDITIONS

1. Definitions.

- a. "Advertiser" shall mean the advertiser identified in the Letter Agreement.
- b. "Advertising Copy" shall mean any words, slogans, logos, designs or comparable creative effort on the Signs.
- c. "Agreement" shall mean the Letter Agreement, these terms and conditions and all other attachments, exhibits and other documents attached or incorporated by reference into the Letter Agreement.
- d. "Baseball Season" shall mean the period of time beginning with the first Game and ending with the last Game in any calendar year during the Contract Period.
- e. "Club" shall mean Memphis Redbirds, LLC.
- f. "Club Trademarks" shall have the meaning provided for in Section 6 hereof.
- g. "Color Video Board" means the color video board located at the Stadium.
- h. "Contract Period" shall mean the term of the Agreement.
- i. "Games" shall mean any regular season baseball games played by the Memphis Redbirds at the Stadium during the term of this Agreement.
- j. "Home Television Territory" shall have the meaning provided for in Section 18 hereof.
- k. "Letter Agreement" shall mean the letter agreement between the Club and Advertiser in which these terms and conditions are incorporated by reference.
- l. "Minor League Baseball Documents" shall have the meaning provided for in Section 18 hereof.
- m. "Minor League Baseball Entities" shall have the meaning provided for in Section 18 hereof.
- n. "MLB Entities" shall have the meaning provided for in Section 18 hereof.
- o. "NAPBL" shall have the meaning provided for in Section 18 hereof.
- p. "PCL" shall have the meaning provided for in Section 18 hereof.
- q. "Promotion" shall mean any promotional event provided for in the Agreement.
- r. "Promotional Item" shall mean the item, if any, to be distributed in connection with the Promotion.
- s. "Rules" shall have the meaning provided for in Section 18 hereof.
- t. "Signs" shall mean the signs on which Advertiser is acquiring the right to display its Advertising Copy pursuant to this Agreement.
- u. "Stadium" shall mean the Club's home stadium located at AutoZone Park in Memphis, Tennessee.

2. Advertising Copy Approval. The following provisions in this Section 2 shall apply only if Advertiser is acquiring the right to have its Advertising Copy displayed on Signs or the Color Video Board located in the Stadium.

- a. The development, production, fabrication and installation of the Advertising Copy for the Signs including, without limitation, the creation and production of video elements featured on the Color Video Board, shall be Advertiser's responsibility and at Advertiser's expense.
- b. The design, layout and content of the Advertising Copy shall be subject to Club's prior written approval, which approval shall not be unreasonably withheld. Advertiser shall submit any proposed Advertising Copy to Club for its review at least thirty (30) days before the Game at which it is to be displayed; the Advertising Copy shall be deemed approved if Advertiser shall not have received Club's objections thereto within fifteen (15) days following Club's receipt of the proposed Advertising Copy. Advertiser represents, warrants and covenants to Club

that all Advertising Copy (i) will be suitable for display to patrons at the Games in accordance with such standards reasonably expected for family entertainment; (ii) will not be lewd, lascivious, vulgar or in bad taste; (iii) will not violate any laws, regulations or ordinances; and (iv) will not violate or infringe the rights of any third party.

c. Subject to the provisions of subsection 2.b., Advertiser shall have the right, at its expense, to change and/or repaint the Advertising Copy upon thirty (30) days' prior written notice to Club. Advertiser shall be permitted reasonable access to the Signs for such purpose; provided, however, that Club shall have the right to deny Advertiser such access if in Club's sole opinion such work shall interfere with any Stadium event or will not be completed at least six (6) hours prior to any Stadium event.

d. Advertiser shall maintain the Advertising Copy in good and attractive appearance and condition at all times. Without limiting the generality of the foregoing, Advertiser shall cause all painted Advertising Copy to be painted at least five (5) days prior to the start of each Baseball Season during the Contract Period.

3. Promotions. The provisions of subsections 3.a., 3.b. and 3.c. below shall apply only if a Promotion will be conducted at the Stadium on behalf of Advertiser.

a. If the Promotional Item is unavailable for distribution at the Promotion due to the fault of the Club or its agents, employees, vendors or suppliers, then Club may, at its option and sole expense, provide either a ticket stub mail-in distribution of the Promotional Item or a make good date for the Promotion. Any such make good date shall be mutually agreed upon by the Club and Advertiser. If Club cannot provide a make good date for the Promotion during the then current Baseball Season, Club may, subject to availability, provide a make good date during the following Baseball Season.

b. If the Promotional Item is unavailable for distribution at the promotion due to the fault of Advertiser or its agents, employees, vendors or suppliers, then the Club may, at its option, provide either a ticket stub mail-in distribution of the Promotional Item or a make good date for the Promotion as described in subsection 3.a. hereof and Advertiser shall pay all costs of conducting such mail-in distribution or all increased costs for a make good event as provided herein.

c. Unavailability of the Promotional Item, for purposes of this Section 3, shall include defective Promotional Items or printing thereon which the Club deems unfit for distribution.

d. The parties acknowledge that this Agreement is a contract for the granting of certain promotional rights to Advertiser. Notwithstanding the fact that the Club may be providing certain Promotional Items in connection with the Promotion, this Agreement is not a contract for the sale of goods. **THE CLUB MAKES NO WARRANTY (INCLUDING ANY WARRANTY AS TO MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE) EITHER EXPRESS OR IMPLIED WITH RESPECT TO ANY PROMOTIONAL ITEM OR OTHER PROMOTIONAL RIGHT PROVIDED OR GRANTED HEREUNDER.** In no event shall the Club be liable for any incidental, indirect, consequential or punitive damages in connection with this Agreement.

4. Late Payment Fee. Advertiser shall pay to the Club a late payment fee of one and one half percent (1½%) per month, or the highest rate allowed by law, whichever is less with respect to any overdue payment. Advertiser shall also reimburse the Club for all cost of collecting such payments, including, without limitations, reasonable attorneys fees. Any payments hereunder that are accepted by Club via credit card or other payment card shall include a two percent (2%) processing fee to be added to the amount due.

5. Cancellations. No refund shall be made due to cancellation of Games or any other cause, except that if a substantial part of the Baseball Season is canceled for any reason, Club and Advertiser will negotiate an appropriate adjustment or future considerations.

6. Use of Club Trademarks.

a. Advertiser shall not obtain by this Agreement any right, title or interest in the Club Trademarks, nor, except as expressly set forth herein, shall this Agreement give Advertiser the right to use, refer to, or incorporate in marketing or other materials any Club Trademarks. For the purposes of this Agreement, "Club Trademarks" shall mean any corporate or trade name, trademark, service mark, copyright work, logo or other identification of Club or any of its affiliates.

b. If Club grants to Advertiser the right to use the Club Trademarks, Advertiser shall submit in writing each proposed use of the Club Trademarks which must be approved by the Club in writing and in advance in each instance. Advertiser hereby acknowledges the proprietary nature of all Club Trademarks and acknowledges that all

rights, title and interest to the Club Trademarks belong to the Club. Advertiser represents that it has not made any unauthorized use of Club Trademarks and acknowledges that a license from the Club is required in order to use the Club Trademarks, and agrees that it will during or after the Contract Period make no use of the Club Trademarks, other than as provided in this Agreement, without the prior written consent of Club. Any use Advertiser has made of the Club Trademarks or will make of the Club Trademarks has not conferred or will not confer, as the case may be, any rights or benefits upon it whatsoever, and any rights created by such use shall inure to the exclusive benefit of the Club. Advertiser further acknowledges that for purposes of this paragraph, "use" includes, but is not limited to, trademark, fair, incidental, descriptive or functional uses.

c. In the event that a claim is made, or an action or suit is instituted, against Club arising out of or related to any unauthorized use of the Club Trademarks by Advertiser, then Advertiser shall indemnify, defend and hold Club and its respective former or current owners, shareholders, partners, members, directors, officers, employees, agents, representatives, successors and assigns harmless from all such actions, claims, suits, damages and costs (including reasonable attorneys' fees and expenses) and afford Club the option (i) to participate in any such action or (ii) allow Advertiser to handle Club's defense (subject to Club's approval as to counsel, court filings, discovery, correspondence, general strategies, and the settlement of the claim, action or suit).

d. In the event of a breach or threatened breach by Advertiser of any provision of this Agreement relating to the Club Trademarks, the damage to Club would be irreparable and extremely difficult to estimate, making any remedy at law or in damages inadequate. Accordingly, the parties agree that Club shall be entitled to equitable relief (in addition to any other relief available at law or under this Agreement) in the event of any such breach or threatened breach, including an injunction requiring Advertiser to fully comply with its obligations under this Agreement.

7. Termination.

a. Either party may terminate this Agreement, without prejudice to any other legal rights to which such terminating party may be entitled, upon the occurrence of any one or more of the following:

- i. Material default by the other party in performance of any of the provisions of this Agreement, which default is not cured within ten (10) days following written notice of such default to the defaulting party.
- ii. If any of the representations or warranties made by the other party in this Agreement shall prove to be untrue in any material respect.
- iii. The making by the other party of an assignment for the benefit of creditors.
- iv. The appointment of a trustee, receiver or similar officer of any court for the other party or for a substantial part of the property of the other party, whether with or without the consent of such other party.
- v. The institution of bankruptcy, composition, reorganization, insolvency or liquidation proceedings by or against the other party without such proceedings being dismissed within thirty (30) days from the date of the institution thereof.

b. Club may terminate this Agreement at any time without liability if Advertiser or any affiliate of Advertiser acquires control of or becomes subject to the control of an entity or person whose association with Club could, in Club's reasonable opinion, materially damage the corporate reputation or image of Club or its owners.

c. Termination of this Agreement for any reason provided herein shall not relieve either party from its obligation to perform up to the effective date of such termination or to perform such obligations as may by their terms survive termination.

8. Indemnity.

a. Club shall indemnify and hold Advertiser, Advertiser's affiliates and their respective officers, directors, owners, managers, members, employees, agents and representatives harmless from and against any and all claims, damages, liabilities, costs and expenses, including, but not limited to, attorneys' fees incurred by Advertiser in the defense of any such claims, arising out of or in connection with any breach or alleged breach by Club of any provision of this Agreement.

b. Advertiser shall indemnify and hold Club, Club's affiliates, and their respective officers, directors, owners, managers, members, employees, agents and representatives (as well as any permitted assignee of Club, the affiliates of such permitted assignee and the officers, directors, owners, managers, members, employees, agents and representatives of such permitted assignee and/or its affiliates), harmless from and against any and all claims, damages, liabilities, costs and expenses, including, but not limited to, attorneys' fees incurred by Club in the defense of such claims, arising out of or in connection with: (i) any breach or alleged breach by Advertiser of any provision of this Agreement; (ii) the character, contents and subject matter of the products, services, promotional materials or Advertising Copy of Advertiser; or (iii) the conduct of any sweepstakes or game of chance, conducted pursuant to this Agreement.

c. The indemnitee shall give the indemnitor prompt notice of any claim or suit coming within the purview of these indemnities. Upon the written request of an indemnitee, the indemnitor will assume the defense of any claim, demand or action against such indemnitee with counsel reasonably satisfactory to the indemnitee and will upon request of the indemnitee, allow the indemnitee to participate in the defense thereof, such participation to be at the expense of the indemnitee. Settlement by the indemnitee without the indemnitor's prior written consent shall release the indemnitor from the indemnity as to the claim, demand or action so settled. Termination of this Agreement shall not affect the continuing obligations of each of the parties as indemnitors hereunder.

9. Limitation on Assignment. Except as otherwise set forth in this Section 9, neither party shall assign this Agreement to any person, corporation or other entity without the prior written consent of the other party, which consent shall not be unreasonably withheld; and any purported assignment without such consent shall be void. Notwithstanding the foregoing, Redbirds shall be entitled, without obtaining the prior written consent of Advertiser, to assign this Agreement, and any of Redbirds' rights and obligations under this Agreement, to any affiliate of Redbirds. This Agreement and all of the terms and provisions hereof will be binding upon, and will inure to the benefit of, the parties hereto, their respective successors and permitted assigns.

10. Independent Contractor. The parties shall be and act as independent contractors, and under no circumstances shall this Agreement be construed as one of agency, partnership, joint venture or employment between the parties.

11. Notice. All notices required or permitted hereunder shall be in writing, shall be deemed duly given upon actual receipt, and shall be addressed to the parties at the addresses set forth in the Letter Agreement or to such other address as either party shall provide to the other in accordance herewith.

12. Warranty. Each party represents, warrants and covenants to the other parties that it has the full right and authority to enter into and fully perform this Agreement in accordance with its terms.

13. Force Majeure. Neither party shall be liable to the other party for any delay in or failure of performance (except for payment of liabilities or obligations owing in accordance with the provisions of this Agreement) if such delay or failure arises from any event beyond the reasonable control of the affected party ("Force Majeure Event"), provided that when a Force Majeure Event occurs, the affected party shall promptly give written notice thereof to the other party, such notice to include a description of the Force Majeure Event and the affected party's best estimate of the length of time such Force Majeure Event will prevent performance.

14. Integration Clause. This Agreement is the final, complete and exclusive statement and expression of the Agreement among the parties hereto with relation to the subject matter of this Agreement, it being understood that there are no oral representations, understandings or agreements covering the same subject matter of this Agreement. This Agreement supersedes, and cannot be varied, contradicted or supplemented by evidence of any prior or contemporaneous discussions, correspondence, or oral or written agreement of any kind.

15. Severability. In case any provision of this Agreement shall be invalid, illegal or unenforceable, such provision shall be severed from this Agreement. The validity, legality and enforceability of the remaining provisions of this Agreement shall not in any way be affected or impaired thereby.

16. No Waiver. No delay of or omission in the exercise of any right, power or remedy accruing to any party under this Agreement shall impair any such right, power or remedy, nor shall it be construed as a waiver of any future exercise of any right, power or remedy.

17. Sophistication of Parties. Each party to this Agreement represents that it is a sophisticated commercial party capable of understanding all of the terms of this Agreement, that it has had an opportunity to review this Agreement with its counsel, and that it enters into this Agreement with full knowledge of the terms of the Agreement.

18. Subservience.

a. Notwithstanding any other provision of this Agreement, this Agreement and the rights, exclusivities and protections granted by Club hereunder shall be subject to and shall in all respects be subordinate to, and shall not prevent the issuance, entering into, or amendment of, any of the following, each as may be issued, entered into or amended from time to time (collectively, the "Baseball Documents"): (i) any present or future agreements or arrangements regarding the broadcast, recording (audio or visual) or other transmission or retransmission (including, but not limited to, transmission via the Internet or any other medium of interactive communication, now known or hereafter developed) of Minor League Baseball games and/or the accounts and descriptions thereof, entered into with third parties by the Pacific Coast League ("PCL"), the National Association of Professional Baseball Leagues, Inc. ("NAPBL"), and/or any of their respective present or future affiliates, assigns or successors (collectively, the "Minor League Baseball Entities"), either on its own behalf or on behalf of the Minor League Baseball Entities; (ii) any other present or future agreements or arrangements entered into with third parties by, or on behalf of, any of the Minor League Baseball Entities including, without limitation, those relating to ticketing, e-commerce, and/or the exploitation of intellectual property rights in any medium, including the Internet or any other medium of interactive communication; (iii) any present or future agreements or arrangements entered into by Club with other professional baseball clubs and/or one or more of the Minor League Baseball Entities (including, without limitation, the Professional Baseball Agreement between Major League Baseball and NAPBL, the National Association Agreement among the members of NAPBL, the Pacific Coast League Constitution and Bylaws and each marketing agreement and operating guidelines among any professional baseball clubs and any Minor League Baseball Entity); (iv) the applicable rules, regulations, policies, bulletins or directives issued or adopted by any such Minor League Baseball Entity; (v) any existing agreements entered into by, or on behalf of, any of the following entities or their respective successors, assigns or affiliates: The Office of the Commissioner of Baseball, Major League Baseball Enterprises, Inc., Major League Baseball Properties, Inc., MLB Advanced Media, L.P., MLB Advanced Media, Inc., MLB Advanced Media Holdings, Inc., MLB Advanced Media Holdings, L.P., or the Major League Baseball Clubs acting collectively (collectively, the "MLB Entities" and each an "MLB Entity"), or (vi) the existing mandates, rules, regulations, policies, bulletins or directives issued or adopted by the Commissioner or any MLB Entity. The issuance, entering into, amendment or implementation of any of the Baseball Documents shall be at no cost or liability to any MLB Entity. The territory within which Advertiser is granted rights is limited to, and nothing herein shall be construed as conferring on Advertiser rights in areas outside of Shelby County, Tennessee. No rights, exclusivities or obligations involving the internet or any Interactive Media (as defined by the Baseball Documents) are conferred by this Agreement, except as specifically approved in writing by the applicable MLB Entity.

19. Miscellaneous. This Agreement cannot be amended except by an agreement in writing signed by authorized representatives of both parties and specifically referring to this Agreement. The paragraph headings set forth herein are for convenience only and do not constitute a substantive part of the Agreement. This Agreement will be deemed to have been executed and delivered in the State of Tennessee and will be governed by and construed under the substantive laws of such State. The parties agree that any legal action or proceeding with respect to this Agreement shall be brought in the applicable federal or state court located in Memphis, Tennessee. This Agreement may be executed in two or more counterparts, all of which taken together shall constitute one agreement. For purposes of executing this Agreement, a document (or signature page thereto) signed and transmitted by facsimile machine or electronic mail (via pdf or other similar digital imaging method) is to be treated as an original document. The signature of any party thereon, for purposes hereof, is to be considered as an original document and the transmittal document shall have the same binding effect as an original document with an original signature. To the extent there is a conflict between the provisions in the terms and conditions of this Exhibit B on the one hand, and the Letter Agreement and term sheet attached thereto, the terms and conditions of this Exhibit B shall control.

Pace

Activity Dates: 1/1/2019 - 4/17/2019
 Properties: DoubleTree by Hilton Nashua
 Revenue Types: Banquet, Catering
 Guestroom: Blocked
 Event Revenue Classifications: Food, Beverage, Resource, Audio Visual, Administrative Charge, Other, Function Room Rental

Consumption Dates: 1/1/2019 - 12/31/2019
 Sales Managers: All
 Sales Manager Role: Booked By
 Include Guestroom/Event Revenue: Guestroom

DoubleTree by Hilton Nashua (USD)																
	Activity for 1/1/2019 - 4/17/2019					Definites On The Books as of 4/17/2019						Pace			On the Books as of 4/17/2019	
												Variance to STLY				
	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative
2019	4235	62	-145	62	4004	7109	0	7109	0%	10802	7520	-411	95%	269	2838	609
	544905	8618	-21393	8618	510387	911139	0	911139	0%	1560131	1014065	-102925	90%	35793	237588	81461
January	113	0	0	0	131	495	0	495	0%	229	229	266	216%	0	0	0
	14199	0	0	0	16325	59441	0	59441	0%	26887	26887	32554	221%	0	0	0
Guestrooms	113	0	0	0	131	495	0	495	0%	229	229	266	216%	0	0	0
Guestroom Revenue	14199	0	0	0	16325	59441	0	59441	0%	26887	26887	32554	221%	0	0	0
Average Rate	125.65	0.00	0.00	0.00	124.62	120.08	0.00	120.08	0%	117.41	117.41	2.67	102%	0.00	0.00	0.00
February	409	0	0	0	355	502	0	502	0%	202	202	300	249%	0	0	0
	50504	0	0	0	44036	61652	0	61652	0%	27643	27643	34009	223%	0	0	0
Guestrooms	409	0	0	0	355	502	0	502	0%	202	202	300	249%	0	0	0
Guestroom Revenue	50504	0	0	0	44036	61652	0	61652	0%	27643	27643	34009	223%	0	0	0
Average Rate	123.48	0.00	0.00	0.00	124.05	122.81	0.00	122.81	0%	136.85	136.85	-14.03	90%	0.00	0.00	0.00
March	229	0	0	0	243	745	0	745	0%	890	895	-150	83%	0	0	0
	28662	0	0	0	28725	94055	0	94055	0%	112213	112758	-18702	83%	0	0	0
Guestrooms	229	0	0	0	243	745	0	745	0%	890	895	-150	83%	0	0	0
Guestroom Revenue	28662	0	0	0	28725	94055	0	94055	0%	112213	112758	-18702	83%	0	0	0
Average Rate	125.17	0.00	0.00	0.00	118.21	126.25	0.00	126.25	0%	126.08	125.99	0.26	100%	0.00	0.00	0.00
April	543	0	0	0	541	852	0	852	0%	513	526	326	162%	0	0	0
	66169	0	0	0	65940	105879	0	105879	0%	65105	67689	38190	156%	0	0	0
Guestrooms	543	0	0	0	541	852	0	852	0%	513	526	326	162%	0	0	0
Guestroom Revenue	66169	0	0	0	65940	105879	0	105879	0%	65105	67689	38190	156%	0	0	0
Average Rate	121.86	0.00	0.00	0.00	121.89	124.27	0.00	124.27	0%	126.91	128.69	-4.41	97%	0.00	0.00	0.00
May	618	0	-9	0	609	726	0	726	0%	1097	1379	-653	53%	0	194	174
	86504	0	-1431	0	85073	102058	0	102058	0%	141468	189523	-87465	54%	0	13325	24336
Guestrooms	618	0	-9	0	609	726	0	726	0%	1097	1379	-653	53%	0	194	174
Guestroom Revenue	86504	0	-1431	0	85073	102058	0	102058	0%	141468	189523	-87465	54%	0	13325	24336
Average Rate	139.97	0.00	159.00	0.00	139.69	140.58	0.00	140.58	0%	128.96	137.44	3.14	102%	0.00	68.69	139.86
June	771	0	-132	0	639	1556	0	1556	0%	737	829	727	188%	37	230	0
	98349	0	-18768	0	79581	204644	0	204644	0%	104653	124534	80110	164%	4465	15540	0
Guestrooms	771	0	-132	0	639	1556	0	1556	0%	737	829	727	188%	37	230	0
Guestroom Revenue	98349	0	-18768	0	79581	204644	0	204644	0%	104653	124534	80110	164%	4465	15540	0
Average Rate	127.56	0.00	142.18	0.00	124.54	131.52	0.00	131.52	0%	142.00	150.22	-18.70	88%	120.68	67.57	0.00
July	383	0	15	0	398	540	0	540	0%	734	526	14	103%	50	767	30
	51993	0	2085	0	54078	71416	0	71416	0%	95255	67670	3746	106%	6950	60311	3870
Guestrooms	383	0	15	0	398	540	0	540	0%	734	526	14	103%	50	767	30
Guestroom Revenue	51993	0	2085	0	54078	71416	0	71416	0%	95255	67670	3746	106%	6950	60311	3870

DoubleTree by Hilton Nashua (USD)

	Activity for 1/1/2019 - 4/17/2019					Definites On The Books as of 4/17/2019						Pace			On the Books as of 4/17/2019	
												Variance to STLY				
	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative
Average Rate	135.75	0.00	139.00	0.00	135.87	132.25	0.00	132.25	0%	129.78	128.65	3.60	103%	139.00	78.63	129.00
August	103	0	0	0	103	200	0	200	0%	707	754	-554	27%	20	628	0
	12546	0	0	0	12546	25881	0	25881	0%	92228	96464	-70583	27%	2580	45612	0
Guestrooms	103	0	0	0	103	200	0	200	0%	707	754	-554	27%	20	628	0
Guestroom Revenue	12546	0	0	0	12546	25881	0	25881	0%	92228	96464	-70583	27%	2580	45612	0
Average Rate	121.81	0.00	0.00	0.00	121.81	129.40	0.00	129.40	0%	130.45	127.94	1.47	101%	129.00	72.63	0.00
September	782	31	0	31	751	1173	0	1173	0%	1449	642	531	183%	90	291	78
	100483	4309	0	4309	96174	144924	0	144924	0%	227940	102667	42257	141%	12510	23489	12402
Guestrooms	782	31	0	31	751	1173	0	1173	0%	1449	642	531	183%	90	291	78
Guestroom Revenue	100483	4309	0	4309	96174	144924	0	144924	0%	227940	102667	42257	141%	12510	23489	12402
Average Rate	128.49	139.00	0.00	139.00	128.06	123.55	0.00	123.55	0%	157.31	159.92	-36.37	77%	139.00	80.72	159.00
October	45	31	-19	31	-5	79	0	79	0%	2054	688	-609	11%	0	516	0
	6555	4309	-3279	4309	-1033	12245	0	12245	0%	333839	85272	-73027	14%	0	61463	0
Guestrooms	45	31	-19	31	-5	79	0	79	0%	2054	688	-609	11%	0	516	0
Guestroom Revenue	6555	4309	-3279	4309	-1033	12245	0	12245	0%	333839	85272	-73027	14%	0	61463	0
Average Rate	145.67	139.00	172.58	139.00	206.60	155.00	0.00	155.00	0%	162.53	123.94	31.06	125%	0.00	119.12	0.00
November	184	0	0	0	184	186	0	186	0%	1490	514	-328	36%	72	212	20
	23096	0	0	0	23096	23097	0	23097	0%	238752	71432	-48335	32%	9288	17848	2380
Guestrooms	184	0	0	0	184	186	0	186	0%	1490	514	-328	36%	72	212	20
Guestroom Revenue	23096	0	0	0	23096	23097	0	23097	0%	238752	71432	-48335	32%	9288	17848	2380
Average Rate	125.52	0.00	0.00	0.00	125.52	124.18	0.00	124.18	0%	160.24	138.97	-14.80	89%	129.00	84.19	119.00
December	55	0	0	0	55	55	0	55	0%	700	336	-281	16%	0	0	307
	5845	0	0	0	5845	5845	0	5845	0%	94145	41526	-35681	14%	0	0	38473
Guestrooms	55	0	0	0	55	55	0	55	0%	700	336	-281	16%	0	0	307
Guestroom Revenue	5845	0	0	0	5845	5845	0	5845	0%	94145	41526	-35681	14%	0	0	38473
Average Rate	106.27	0.00	0.00	0.00	106.27	106.27	0.00	106.27	0%	134.49	123.59	-17.32	86%	0.00	0.00	125.32