

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2008

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	2,869	2,514	355	0	\$137.14	\$132.00	\$5.14	\$393,464	\$331,848	\$61,616	714	1,592	563	0
LY	0	0	0	0	2,533	2,978	336	0	\$120.09	\$120.00	\$17.06	\$304,179	\$357,360	\$89,285	641	1,510	382	0
STLY	0	0	0	0	2,533	2,978	336	0	\$120.09	\$120.00	\$17.06	\$304,179	\$357,360	\$89,285	641	1,510	382	0
February	0	0	0	0	3,969	3,194	775	0	\$132.22	\$127.00	\$5.22	\$524,763	\$405,638	\$119,125	316	1,957	1,175	521
LY	0	0	0	0	3,801	3,729	168	0	\$115.12	\$121.00	\$17.09	\$437,581	\$451,209	\$87,182	319	1,270	1,879	333
STLY	0	0	0	0	3,801	3,729	168	0	\$115.12	\$121.00	\$17.09	\$437,581	\$451,209	\$87,182	319	1,270	1,879	333
March	1	-1	0	0	3,218	2,837	381	0	\$121.83	\$126.00	-\$4.17	\$392,045	\$357,462	\$34,583	1,934	425	661	198
LY	7	-7	-15	-15	4,302	4,256	-1,084	0	\$120.21	\$116.00	\$1.62	\$517,152	\$493,696	-\$125,107	2,800	941	380	181
STLY	0	0	0	0	4,302	4,256	-1,084	0	\$120.21	\$116.00	\$1.62	\$517,152	\$493,696	-\$125,107	2,800	941	380	181
April	630	-502	-59	69	3,640	4,003	-363	0	\$133.97	\$141.00	-\$7.03	\$487,667	\$564,423	-\$76,756	1,202	1,646	782	10
LY	498	-423	-55	20	2,956	3,661	684	0	\$126.78	\$128.00	\$7.20	\$374,748	\$468,608	\$112,919	1,228	771	923	34
STLY	0	0	0	0	2,972	3,661	668	0	\$127.11	\$128.00	\$6.87	\$377,759	\$468,608	\$109,908	1,228	769	941	34
May	867	-389	0	478	3,626	2,967	659	0	\$122.25	\$127.00	-\$4.75	\$443,277	\$376,809	\$66,468	1,215	903	1,305	203
LY	935	-243	0	692	2,943	3,904	683	0	\$123.40	\$123.00	-\$1.15	\$363,178	\$480,192	\$80,099	335	1,854	754	0
STLY	0	0	0	0	2,900	3,904	726	0	\$124.50	\$123.00	-\$2.25	\$361,048	\$480,192	\$82,229	306	1,783	811	0
June	458	-52	0	406	3,779	3,535	244	0	\$126.59	\$127.00	-\$0.41	\$478,381	\$448,945	\$29,436	1,465	1,157	1,157	0
LY	207	-72	0	135	3,589	3,709	190	0	\$119.94	\$111.00	\$6.65	\$430,451	\$411,699	\$47,930	915	1,325	1,348	1
STLY	0	0	0	0	2,668	3,709	1,111	0	\$120.26	\$111.00	\$6.33	\$320,858	\$411,699	\$157,523	780	827	997	64
July	77	-64	0	13	2,115	2,960	-845	0	\$119.84	\$118.00	\$1.84	\$253,463	\$349,280	-\$55,817	216	1,427	472	0
LY	406	-18	0	388	3,885	3,889	-1,770	0	\$107.88	\$106.00	\$11.97	\$419,097	\$412,234	-\$165,634	791	982	2,077	35
STLY	0	0	0	0	2,779	3,889	-664	0	\$102.62	\$106.00	\$17.22	\$285,177	\$412,234	-\$31,714	592	426	1,761	0
August	499	-24	0	475	3,469	3,391	78	0	\$122.27	\$125.00	-\$2.73	\$424,168	\$423,875	\$293	1,364	1,167	938	0
LY	196	0	0	196	3,319	2,800	150	0	\$121.18	\$110.00	\$1.09	\$402,193	\$308,000	\$21,975	987	2,048	284	0
STLY	0	0	0	0	2,179	2,800	1,290	0	\$117.97	\$110.00	\$4.30	\$257,066	\$308,000	\$167,102	952	1,111	116	0
September	146	0	0	146	1,747	3,703	-1,956	12	\$140.30	\$145.00	-\$4.70	\$245,097	\$536,935	-\$291,838	746	862	139	0
LY	506	0	0	506	4,485	3,751	-2,738	0	\$120.63	\$121.00	\$19.66	\$541,038	\$453,871	-\$295,941	580	2,202	1,122	581
STLY	0	0	0	0	3,483	3,751	-1,736	0	\$118.92	\$121.00	\$21.38	\$414,182	\$453,871	-\$169,085	575	1,519	918	471
October	251	0	0	251	3,001	3,727	-726	0	\$139.12	\$139.00	\$0.12	\$417,500	\$518,053	-\$100,553	1,443	1,219	277	62
LY	46	0	0	46	4,072	3,558	-1,071	0	\$130.35	\$125.00	\$8.77	\$530,802	\$444,750	-\$113,302	1,260	1,568	1,235	9
STLY	0	0	0	0	2,225	3,558	776	0	\$120.21	\$125.00	\$18.91	\$267,466	\$444,750	\$150,034	1,111	105	1,009	0
November	479	0	0	479	1,274	3,268	-1,994	150	\$132.70	\$130.00	\$2.70	\$169,061	\$424,840	-\$255,779	474	544	256	0
LY	54	0	0	54	3,386	3,189	-2,112	0	\$121.53	\$119.00	\$11.17	\$411,488	\$379,491	-\$242,427	2,279	881	226	0
STLY	0	0	0	0	2,336	3,189	-1,062	0	\$112.93	\$119.00	\$19.77	\$263,806	\$379,491	-\$94,745	2,177	95	64	0
December	20	0	0	20	1,420	2,003	-583	0	\$114.53	\$121.00	-\$6.47	\$162,634	\$242,363	-\$79,729	1,034	198	44	144
LY	12	0	0	12	1,819	1,754	-399	0	\$113.47	\$113.00	\$1.07	\$206,394	\$198,202	-\$43,760	829	775	193	22
STLY	0	0	0	0	1,003	1,754	417	0	\$108.08	\$113.00	\$6.45	\$108,407	\$198,202	\$54,227	862	125	16	0
<b>Totals:</b>	3,428	-1,032	-59	2,337	34,127	38,102	-3,975	162	\$128.68	\$130.71	-\$2.03	\$4,391,519	\$4,980,471	-\$588,952	12,123	13,097	7,769	1,138
LY:	2,867	-763	-70	2,034	41,090	41,178	-6,963	0	\$120.18	\$118.01	\$8.50	\$4,938,301	\$4,859,312	-\$546,782	12,964	16,127	10,803	1,196
STLY:	0	0	0	0	33,181	41,178	946	0	\$117.98	\$118.01	\$10.70	\$3,914,681	\$4,859,312	\$476,838	12,343	10,481	9,274	1,083

# BOOKING PACE FOR GROUP Sample Hotel

Arrival Year 2009

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	731	2,514	-1,783	0	\$118.85	\$138.00	-\$19.15	\$86,881	\$346,932	-\$260,051	548	0	183	0
LY	199	0	0	199	2,869	2,514	-2,138	0	\$137.14	\$132.00	-\$18.29	\$393,464	\$331,848	-\$306,583	714	1,592	563	0
STLY	0	0	0	0	796	2,514	-65	0	\$122.37	\$132.00	-\$3.52	\$97,407	\$331,848	-\$10,526	558	72	166	0
February	20	0	0	20	1,000	3,194	-2,194	302	\$131.95	\$133.00	-\$1.05	\$131,952	\$424,802	-\$292,850	562	20	418	0
LY	244	0	0	244	3,969	3,194	-2,969	0	\$132.22	\$127.00	-\$0.26	\$524,763	\$405,638	-\$392,811	316	1,957	1,175	521
STLY	0	0	0	0	766	3,194	234	0	\$123.20	\$127.00	\$8.75	\$94,370	\$405,638	\$37,582	0	92	314	360
March	61	-87	0	-26	635	2,837	-2,202	0	\$145.75	\$132.00	\$13.75	\$92,552	\$374,484	-\$281,932	609	26	0	0
LY	347	-23	0	324	3,218	2,837	-2,583	0	\$121.83	\$126.00	\$23.92	\$392,045	\$357,462	-\$299,493	1,934	425	661	198
STLY	0	0	0	0	1,655	2,837	-1,020	0	\$121.35	\$126.00	\$24.40	\$200,836	\$357,462	-\$108,284	1,339	26	290	0
April	112	0	0	112	1,224	4,003	-2,779	0	\$123.74	\$148.00	-\$24.26	\$151,461	\$592,444	-\$440,983	988	0	236	0
LY	20	0	0	20	3,640	4,003	-2,416	0	\$133.97	\$141.00	-\$10.23	\$487,667	\$564,423	-\$336,206	1,202	1,646	782	10
STLY	0	0	0	0	956	4,003	268	0	\$113.62	\$141.00	\$10.12	\$108,624	\$564,423	\$42,837	666	0	290	0
May	113	0	0	113	856	2,967	-2,111	0	\$122.02	\$133.00	-\$10.98	\$104,447	\$394,611	-\$290,164	586	0	270	0
LY	0	0	0	0	3,626	2,967	-2,770	0	\$122.25	\$127.00	-\$0.23	\$443,277	\$376,809	-\$338,830	1,215	903	1,305	203
STLY	0	0	0	0	541	2,967	315	0	\$107.15	\$127.00	\$14.86	\$57,970	\$376,809	\$46,477	365	0	176	0
June	210	0	0	210	930	3,535	-2,605	0	\$114.17	\$136.00	-\$21.83	\$106,175	\$480,760	-\$374,586	720	210	0	0
LY	188	-45	0	143	3,779	3,535	-2,849	0	\$126.59	\$127.00	\$12.42	\$478,381	\$448,945	-\$372,207	1,465	1,157	1,157	0
STLY	0	0	0	0	1,815	3,535	-885	0	\$106.91	\$127.00	\$7.26	\$194,043	\$448,945	-\$87,869	1,164	0	651	0
July	0	0	0	0	536	2,960	-2,424	0	\$121.88	\$124.00	-\$2.12	\$65,327	\$367,040	-\$301,713	280	256	0	0
LY	0	0	0	0	2,115	2,960	-1,579	0	\$119.84	\$118.00	\$2.04	\$253,463	\$349,280	-\$188,136	216	1,427	472	0
STLY	0	0	0	0	1,196	2,960	-660	0	\$102.85	\$118.00	\$19.03	\$123,012	\$349,280	-\$57,685	216	256	724	0
August	0	0	0	0	565	3,391	-2,826	0	\$122.13	\$131.00	-\$8.87	\$69,003	\$444,221	-\$375,218	439	0	126	0
LY	428	0	0	428	3,469	3,391	-2,904	0	\$122.27	\$125.00	-\$0.14	\$424,168	\$423,875	-\$355,165	1,364	1,167	938	0
STLY	0	0	0	0	1,196	3,391	-631	0	\$108.96	\$125.00	\$13.17	\$130,316	\$423,875	-\$61,313	1,196	0	0	0
September	26	0	0	26	635	3,703	-3,068	0	\$130.26	\$152.00	-\$21.74	\$82,715	\$562,856	-\$480,141	635	0	0	0
LY	0	0	0	0	1,747	3,703	-1,112	12	\$140.30	\$145.00	-\$10.04	\$245,097	\$536,935	-\$162,382	746	862	139	0
STLY	0	0	0	0	264	3,703	371	0	\$136.30	\$145.00	-\$6.04	\$35,982	\$536,935	\$46,733	264	0	0	0
October	0	0	0	0	181	3,727	-3,546	0	\$152.62	\$146.00	\$6.62	\$27,624	\$544,142	-\$516,518	171	0	10	0
LY	0	0	0	0	3,001	3,727	-2,820	0	\$139.12	\$139.00	\$13.50	\$417,500	\$518,053	-\$389,876	1,443	1,219	277	62
STLY	0	0	0	0	410	3,727	-229	0	\$123.48	\$139.00	\$29.14	\$50,625	\$518,053	-\$23,001	410	0	0	0
November	0	0	0	0	857	3,268	-2,411	0	\$138.40	\$136.00	\$2.40	\$118,605	\$444,448	-\$325,843	857	0	0	0
LY	0	0	0	0	1,274	3,268	-417	150	\$132.70	\$130.00	\$5.69	\$169,061	\$424,840	-\$50,456	474	544	256	0
STLY	0	0	0	0	218	3,268	639	0	\$115.32	\$130.00	\$23.07	\$25,140	\$424,840	\$93,465	218	0	0	0
December	0	0	0	0	150	2,003	-1,853	0	\$106.72	\$127.00	-\$20.28	\$16,008	\$254,381	-\$238,373	150	0	0	0
LY	0	0	0	0	1,420	2,003	-1,270	0	\$114.53	\$121.00	-\$7.81	\$162,634	\$242,363	-\$146,626	1,034	198	44	144
STLY	0	0	0	0	771	2,003	-621	0	\$105.20	\$121.00	\$1.52	\$81,111	\$242,363	-\$65,103	771	0	0	0
<b>Totals:</b>	542	-87	0	455	8,300	38,102	-29,802	302	\$126.84	\$137.29	-\$10.46	\$1,052,750	\$5,231,121	-\$4,178,372	6,545	512	1,243	0
LY:	1,426	-68	0	1,358	34,127	38,102	-25,827	162	\$128.68	\$130.71	-\$1.84	\$4,391,519	\$4,980,471	-\$3,338,769	12,123	13,097	7,769	1,138
STLY:	0	0	0	0	10,584	38,102	-2,284	0	\$113.33	\$130.71	\$13.51	\$1,199,436	\$4,980,471	-\$146,687	7,167	446	2,611	360

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2010

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	192	0	192	0	\$97.45	\$0.00	\$97.45	\$18,711	\$0	\$18,711	192	0	0	0
LY	0	0	0	0	731	2,514	-539	0	\$118.85	\$138.00	-\$21.40	\$86,881	\$346,932	-\$68,170	548	0	183	0
STLY	0	0	0	0	313	2,514	-121	0	\$113.69	\$138.00	-\$16.23	\$35,584	\$346,932	-\$16,873	313	0	0	0
February	0	0	0	0	0	0	0	192	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	1,000	3,194	-1,000	302	\$131.95	\$133.00	-\$131.95	\$131,952	\$424,802	-\$131,952	562	20	418	0
STLY	0	0	0	0	0	3,194	0	0	\$0.00	\$133.00	\$0.00	\$0	\$424,802	\$0	0	0	0	0
March	26	0	0	26	451	0	451	0	\$152.18	\$0.00	\$152.18	\$68,634	\$0	\$68,634	425	26	0	0
LY	0	0	0	0	635	2,837	-184	0	\$145.75	\$132.00	\$6.43	\$92,552	\$374,484	-\$23,918	609	26	0	0
STLY	0	0	0	0	26	2,837	425	0	\$119.00	\$132.00	\$33.18	\$3,094	\$374,484	\$65,540	0	26	0	0
April	0	0	0	0	148	0	148	0	\$102.59	\$0.00	\$102.59	\$15,184	\$0	\$15,184	0	0	0	148
LY	242	0	0	242	1,224	4,003	-1,076	0	\$123.74	\$148.00	-\$21.15	\$151,461	\$592,444	-\$136,277	988	0	236	0
STLY	0	0	0	0	698	4,003	-550	0	\$113.98	\$148.00	-\$11.39	\$79,560	\$592,444	-\$64,376	698	0	0	0
May	0	0	0	0	122	0	122	0	\$103.15	\$0.00	\$103.15	\$12,584	\$0	\$12,584	0	0	0	122
LY	0	0	0	0	856	2,967	-734	0	\$122.02	\$133.00	-\$18.87	\$104,447	\$394,611	-\$91,863	586	0	270	0
STLY	0	0	0	0	473	2,967	-351	0	\$137.82	\$133.00	\$-34.68	\$65,191	\$394,611	-\$52,607	473	0	0	0
June	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	930	3,535	-930	0	\$114.17	\$136.00	-\$114.17	\$106,175	\$480,760	-\$106,175	720	210	0	0
STLY	0	0	0	0	390	3,535	-390	0	\$99.38	\$136.00	-\$99.38	\$38,760	\$480,760	-\$38,760	390	0	0	0
July	256	0	0	256	256	0	256	0	\$136.91	\$0.00	\$136.91	\$35,050	\$0	\$35,050	0	256	0	0
LY	0	0	0	0	536	2,960	-280	0	\$121.88	\$124.00	\$15.04	\$65,327	\$367,040	-\$30,277	280	256	0	0
STLY	0	0	0	0	256	2,960	0	0	\$128.95	\$124.00	\$7.97	\$33,010	\$367,040	\$2,040	0	256	0	0
August	0	0	0	0	216	0	216	0	\$107.62	\$0.00	\$107.62	\$23,245	\$0	\$23,245	216	0	0	0
LY	3	0	0	3	565	3,391	-349	0	\$122.13	\$131.00	-\$14.51	\$69,003	\$444,221	-\$45,758	439	0	126	0
STLY	0	0	0	0	3	3,391	213	0	\$125.00	\$131.00	-\$17.38	\$375	\$444,221	\$22,870	3	0	0	0
September	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	425	0	0	425	635	3,703	-635	0	\$130.26	\$152.00	-\$130.26	\$82,715	\$562,856	-\$82,715	635	0	0	0
STLY	0	0	0	0	598	3,703	-598	0	\$129.59	\$152.00	-\$129.59	\$77,495	\$562,856	-\$77,495	598	0	0	0
October	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	181	3,727	-181	0	\$152.62	\$146.00	-\$152.62	\$27,624	\$544,142	-\$27,624	171	0	10	0
STLY	0	0	0	0	0	3,727	0	0	\$0.00	\$146.00	\$0.00	\$0	\$544,142	\$0	0	0	0	0
November	0	0	0	0	395	0	395	0	\$93.06	\$0.00	\$93.06	\$36,761	\$0	\$36,761	395	0	0	0
LY	0	0	0	0	857	3,268	-462	0	\$138.40	\$136.00	\$-45.33	\$118,605	\$444,448	-\$81,845	857	0	0	0
STLY	0	0	0	0	561	3,268	-166	0	\$128.08	\$136.00	-\$35.02	\$71,853	\$444,448	-\$35,093	561	0	0	0
December	0	0	0	0	148	0	148	0	\$106.05	\$0.00	\$106.05	\$15,696	\$0	\$15,696	148	0	0	0
LY	0	0	0	0	150	2,003	-2	0	\$106.72	\$127.00	-\$0.67	\$16,008	\$254,381	-\$312	150	0	0	0
STLY	0	0	0	0	148	2,003	0	0	\$106.05	\$127.00	\$0.00	\$15,696	\$254,381	\$0	148	0	0	0
<b>Totals:</b>	<b>282</b>	<b>0</b>	<b>0</b>	<b>282</b>	<b>1,928</b>	<b>0</b>	<b>1,928</b>	<b>192</b>	<b>\$117.15</b>	<b>\$0.00</b>	<b>\$117.15</b>	<b>\$225,865</b>	<b>\$0</b>	<b>\$225,865</b>	<b>1,376</b>	<b>282</b>	<b>270</b>	<b>0</b>
LY:	670	0	0	670	8,300	38,102	-6,372	302	\$126.84	\$137.29	-\$9.69	\$1,052,750	\$5,231,121	-\$826,885	6,545	512	1,243	0
STLY:	0	0	0	0	3,466	38,102	-1,538	0	\$121.36	\$137.29	-\$4.21	\$420,618	\$5,231,121	-\$194,754	3,184	282	0	0

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2011

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	192	0	-192	0	\$97.45	\$0.00	-\$97.45	\$18,711	\$0	-\$18,711	192	0	0	0
STLY	0	0	0	0	194	0	-194	0	\$97.47	\$0.00	-\$97.47	\$18,909	\$0	-\$18,909	194	0	0	0
February	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	192	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
March	0	0	0	0	425	0	425	0	\$165.82	\$0.00	\$165.82	\$70,474	\$0	\$70,474	425	0	0	0
LY	0	0	0	0	451	0	-26	0	\$152.18	\$0.00	\$13.64	\$68,634	\$0	\$1,840	425	26	0	0
STLY	0	0	0	0	0	0	425	0	\$0.00	\$0.00	\$165.82	\$0	\$0	\$70,474	0	0	0	0
April	0	0	0	0	270	0	270	0	\$108.78	\$0.00	\$108.78	\$29,370	\$0	\$29,370	0	0	0	270
LY	0	0	0	0	148	0	122	0	\$102.59	\$0.00	\$6.18	\$15,184	\$0	\$14,186	0	0	0	148
STLY	0	0	0	0	0	0	270	0	\$0.00	\$0.00	\$108.78	\$0	\$0	\$29,370	0	0	0	0
May	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	122	0	-122	0	\$103.15	\$0.00	-\$103.15	\$12,584	\$0	-\$12,584	0	0	0	122
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
June	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
July	0	0	0	0	0	0	0	256	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	256	0	-256	0	\$136.91	\$0.00	-\$136.91	\$35,050	\$0	-\$35,050	0	256	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
August	0	0	0	0	216	0	216	0	\$113.31	\$0.00	\$113.31	\$24,475	\$0	\$24,475	216	0	0	0
LY	0	0	0	0	216	0	0	0	\$107.62	\$0.00	\$5.69	\$23,245	\$0	\$1,230	216	0	0	0
STLY	0	0	0	0	0	0	216	0	\$0.00	\$0.00	\$113.31	\$0	\$0	\$24,475	0	0	0	0
September	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
October	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
November	0	0	0	0	414	0	414	0	\$143.25	\$0.00	\$143.25	\$59,305	\$0	\$59,305	414	0	0	0
LY	0	0	0	0	395	0	19	0	\$93.06	\$0.00	\$50.18	\$36,761	\$0	\$22,545	395	0	0	0
STLY	0	0	0	0	395	0	19	0	\$93.06	\$0.00	\$50.18	\$36,761	\$0	\$22,545	395	0	0	0
December	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	148	0	-148	0	\$106.05	\$0.00	-\$106.05	\$15,696	\$0	-\$15,696	148	0	0	0
STLY	0	0	0	0	148	0	-148	0	\$106.05	\$0.00	-\$106.05	\$15,696	\$0	-\$15,696	148	0	0	0
<b>Totals:</b>	0	0	0	0	1,325	0	1,325	256	\$138.58	\$0.00	\$138.58	\$183,624	\$0	\$183,624	1,055	0	270	0
LY:	0	0	0	0	1,928	0	-603	192	\$117.15	\$0.00	\$21.43	\$225,865	\$0	-\$42,241	1,376	282	270	0
STLY:	0	0	0	0	737	0	588	0	\$96.83	\$0.00	\$41.75	\$71,366	\$0	\$112,259	737	0	0	0

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2012

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment					
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other		
January	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
February	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
March	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
LY	0	0	0	0	425	0	-425	0	\$165.82	\$0.00	-\$165.82	\$70,474	\$0	-\$70,474	425	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0		
April	0	0	0	0	270	0	270	0	\$114.71	\$0.00	\$114.71	\$30,972	\$0	\$30,972	0	0	0	270	0	
LY	0	0	0	0	270	0	0	0	\$108.78	\$0.00	\$5.93	\$29,370	\$0	\$1,602	0	0	0	270	0	
STLY	0	0	0	0	0	0	270	0	\$0.00	\$0.00	\$114.71	\$0	\$0	\$30,972	0	0	0	0	0	
May	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
June	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
July	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	256	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
August	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	216	0	-216	0	\$113.31	\$0.00	-\$113.31	\$24,475	\$0	-\$24,475	216	0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
September	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
October	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
November	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	414	0	-414	0	\$143.25	\$0.00	-\$143.25	\$59,305	\$0	-\$59,305	414	0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
December	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0	0	
<b>Totals:</b>	0	0	0	0	270	0	270	0	\$114.71	\$0.00	\$114.71	\$30,972	\$0	\$30,972	0	0	0	270	0	
LY:	0	0	0	0	1,325	0	-1,055	256	\$138.58	\$0.00	-\$23.87	\$183,624	\$0	-\$152,652	1,055	0	0	270	0	
STLY:	0	0	0	0	0	0	270	0	\$0.00	\$0.00	\$114.71	\$0	\$0	\$30,972	0	0	0	0	0	

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2013

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
February	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
March	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
April	0	0	0	0	270	0	270	0	\$114.71	\$0.00	\$114.71	\$30,972	\$0	\$30,972	0	0	270	0
LY	0	0	0	0	270	0	0	0	\$114.71	\$0.00	\$0.00	\$30,972	\$0	\$0	0	0	270	0
STLY	0	0	0	0	0	0	270	0	\$0.00	\$0.00	\$114.71	\$0	\$0	\$30,972	0	0	0	0
May	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
June	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
July	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
August	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
September	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
October	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
November	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
December	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
Totals:	0	0	0	0	270	0	270	0	\$114.71	\$0.00	\$114.71	\$30,972	\$0	\$30,972	0	0	270	0
LY:	0	0	0	0	270	0	0	0	\$114.71	\$0.00	\$0.00	\$30,972	\$0	\$0	0	0	270	0
STLY:	0	0	0	0	0	0	270	0	\$0.00	\$0.00	\$114.71	\$0	\$0	\$30,972	0	0	0	0

# BOOKING PACE FOR GROUP

## Sample Hotel

Arrival Year 2014

Activity as of April 2008

Current Month Activity - ROOMS					ROOMS OTB			Tentative	Average Rate OTB			Revenue OTB			Def Rms OTB by Segment			
Month	New Def	Cxl	Slip	Net	Def Rms OTB	Budget	Variance	Rooms OTB	Ave Rate	Budget	Variance	Revenue	Budget	Variance	Assoc.	Corporate	Smerf	Other
January	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
February	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
March	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
April	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	270	0	-270	0	\$114.71	\$0.00	-\$114.71	\$30,972	\$0	-\$30,972	0	0	270	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
May	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
June	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
July	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
August	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
September	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
October	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
November	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
December	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
STLY	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
<b>Totals:</b>	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0
LY:	0	0	0	0	270	0	-270	0	\$114.71	\$0.00	-\$114.71	\$30,972	\$0	-\$30,972	0	0	270	0
STLY:	0	0	0	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0	\$0	\$0	0	0	0	0