

Food & Beverage Production

Sample Hotel

Abraham Lincoln

Activity as of April 2008

			Current Month Activity							Tent F&B OTB	Year to Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal	Net Def		Goal	Var/Goal	Budget	Var/Bud	
2008	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Benjamin Harrison

Activity as of April 2008

		Current Month Activity								Tent F&B	Year To Date					
		Net Def	Cancel	Reval	Net	Goal	Var/Goal			OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud	
Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Chester A. Arthur

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet	Food	\$18,746	\$0	\$7,649	\$26,395	\$61,580	(\$35,185)	\$0	\$80,607	\$246,320	(\$165,713)	\$0	\$80,607
	Bev	\$150	\$0	\$5,241	\$5,391	\$0	\$5,391	\$0	\$6,086	\$0	\$6,086	\$0	\$6,086
	Rental	\$2,450	(\$150)	(\$600)	\$1,700	\$0	\$1,700	\$0	\$19,550	\$0	\$19,550	\$0	\$19,550
	Other	\$0	\$0	(\$75)	(\$75)	\$0	(\$75)	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$21,346	(\$150)	\$12,215	\$33,411	\$61,580	(\$28,169)	\$0	\$106,243	\$246,320	(\$140,077)	\$0	\$106,243
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$21,346	(\$150)	\$12,215	\$33,411	\$61,580	(\$28,169)	\$0	\$106,243	\$246,320	(\$140,077)	\$0	\$106,243
2009 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	\$0	\$1,500	\$0	\$1,500
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$23,120	\$0	\$23,120	\$0	\$23,120
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$23,120	\$0	\$23,120	\$0	\$23,120
2010 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
2011 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
2012 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Food & Beverage Production

Sample Hotel

Chester A. Arthur

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
2013 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
All Years	Food	\$18,746	\$0	\$7,649	\$26,395	\$61,580	(\$35,185)	\$0	\$177,957	\$246,320	(\$68,363)	\$0	\$177,957
	Bev	\$150	\$0	\$5,241	\$5,391	\$0	\$5,391	\$0	\$16,836	\$0	\$16,836	\$0	\$16,836
	Rental	\$2,450	(\$150)	(\$600)	\$1,700	\$0	\$1,700	\$0	\$21,050	\$0	\$21,050	\$0	\$21,050
	Other	\$0	\$0	(\$75)	(\$75)	\$0	(\$75)	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal		\$21,346	(\$150)	\$12,215	\$33,411	\$61,580	(\$28,169)	\$0	\$215,843	\$246,320	(\$30,477)	\$0	\$215,843
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years Banq. + Cat. Total		\$21,346	(\$150)	\$12,215	\$33,411	\$61,580	(\$28,169)	\$0	\$215,843	\$246,320	(\$30,477)	\$0	\$215,843

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	6	0	81	0

Food & Beverage Production

Sample Hotel

Franklin Pierce

Activity as of April 2008

			Current Month Activity						Tent F&B	Year 10 Date					
			Net Def	Cancel	Reval	Net	Goal	Var/Goal	OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud	
2008	Banquet	Food	\$28,665	\$0	\$20,988	\$49,653	\$102,193	(\$52,540)	\$0	\$225,359	\$408,772	(\$183,413)	\$0	\$225,359	
		Bev	\$1,250	\$0	\$2,008	\$3,258	\$0	\$3,258	\$0	\$8,664	\$0	\$8,664	\$0	\$8,664	
		Rental	\$6,350	\$0	\$75	\$6,425	\$0	\$6,425	\$0	\$19,775	\$0	\$19,775	\$0	\$19,775	
		Other	\$0	\$0	(\$970)	(\$970)	\$0	(\$970)	\$0	\$4,390	\$0	\$4,390	\$0	\$4,390	
Banquet Total			\$36,265	\$0	\$22,101	\$58,366	\$102,193	(\$43,827)	\$0	\$258,188	\$408,772	(\$150,584)	\$0	\$258,188	
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$36,265	\$0	\$22,101	\$58,366	\$102,193	(\$43,827)	\$0	\$258,188	\$408,772	(\$150,584)	\$0	\$258,188	
2009	Banquet	Food	\$12,205	\$0	\$130	\$12,335	\$0	\$12,335	\$0	\$150,092	\$0	\$150,092	\$0	\$150,092	
		Bev	\$1,750	\$0	\$0	\$1,750	\$0	\$1,750	\$0	\$3,550	\$0	\$3,550	\$0	\$3,550	
		Rental	\$1,200	\$0	\$0	\$1,200	\$0	\$1,200	\$0	\$8,450	\$0	\$8,450	\$0	\$8,450	
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$15,155	\$0	\$130	\$15,285	\$0	\$15,285	\$0	\$162,092	\$0	\$162,092	\$0	\$162,092	
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$15,155	\$0	\$130	\$15,285	\$0	\$15,285	\$0	\$162,092	\$0	\$162,092	\$0	\$162,092	
2010	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2011	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Food & Beverage Production

Sample Hotel

Franklin Pierce

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
All Years	Food	\$40,870	\$0	\$21,118	\$61,988	\$102,193	(\$40,205)	\$0	\$375,451	\$408,772	(\$33,321)	\$0	\$375,451
	Bev	\$3,000	\$0	\$2,008	\$5,008	\$0	\$5,008	\$0	\$12,214	\$0	\$12,214	\$0	\$12,214
	Rental	\$7,550	\$0	\$75	\$7,625	\$0	\$7,625	\$0	\$28,225	\$0	\$28,225	\$0	\$28,225
	Other	\$0	\$0	(\$970)	(\$970)	\$0	(\$970)	\$0	\$4,390	\$0	\$4,390	\$0	\$4,390
	BanquetTotal	\$51,420	\$0	\$22,231	\$73,651	\$102,193	(\$28,542)	\$0	\$420,279	\$408,772	\$11,507	\$0	\$420,279
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$51,420	\$0	\$22,231	\$73,651	\$102,193	(\$28,542)	\$0	\$420,279	\$408,772	\$11,507	\$0	\$420,279

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	2	0	31	0

Food & Beverage Production

Sample Hotel

Grover Cleveland

Activity as of April 2008

			Current Month Activity						Tent F&B OTB	Year 10 Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
2008	Banquet	Food	\$1,064	\$0	\$0	\$1,064	\$0	\$1,064	\$0	\$3,680	\$0	\$3,680	\$0	\$3,680
		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$84	\$0	\$0	\$84	\$0	\$84	\$0	\$195	\$0	\$195	\$0	\$195
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$200	\$0	\$0	\$200	\$0	\$200	\$0	\$200	\$0	\$200	\$0	\$200
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$1,348	\$0	\$0	\$1,348	\$0	\$1,348	\$0	\$4,076	\$0	\$4,076	\$0	\$4,076
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Banq. + Cat. Total			\$1,348	\$0	\$0	\$1,348	\$0	\$1,348	\$0	\$4,076	\$0	\$4,076	\$0	\$4,076
All Years	Food	\$1,064	\$0	\$0	\$1,064	\$0	\$1,064	\$0	\$3,680	\$0	\$3,680	\$0	\$3,680	
	Bev	\$84	\$0	\$0	\$84	\$0	\$84	\$0	\$195	\$0	\$195	\$0	\$195	
	Rental	\$200	\$0	\$0	\$200	\$0	\$200	\$0	\$200	\$0	\$200	\$0	\$200	
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
BanquetTotal			\$1,348	\$0	\$0	\$1,348	\$0	\$1,348	\$0	\$4,076	\$0	\$4,076	\$0	\$4,076
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
All Years Banq. + Cat. Total			\$1,348	\$0	\$0	\$1,348	\$0	\$1,348	\$0	\$4,076	\$0	\$4,076	\$0	\$4,076

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

James Buchanan

Activity as of April 2008

		Current Month Activity								Tent F&B	Year To Date					
		Net Def	Cancel	Reval	Net	Goal	Var/Goal			OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud	
Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

James Garfield

Activity as of April 2008

		Current Month Activity								Tent F&B	Year To Date					
		Net Def	Cancel	Reval	Net	Goal	Var/Goal			OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud	
Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

James Monroe

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
	Banquet Food	\$2,400	\$0	(\$5,527)	(\$3,127)	\$9,284	(\$12,411)	\$0	\$8,145	\$23,210	(\$15,065)	\$0	\$8,145
	Bev	\$1,000	\$0	(\$500)	\$500	\$0	\$500	\$0	(\$1,500)	\$0	(\$1,500)	\$0	(\$1,500)
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25	\$0	\$25	\$0	\$25
Banquet Total		\$3,400	\$0	(\$6,027)	(\$2,627)	\$9,284	(\$11,911)	\$0	\$6,670	\$23,210	(\$16,540)	\$0	\$6,670
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$3,400	\$0	(\$6,027)	(\$2,627)	\$9,284	(\$11,911)	\$0	\$6,670	\$23,210	(\$16,540)	\$0	\$6,670
2009	Banquet Food	\$0	\$0	\$0	\$0	\$0	\$0	\$10,285	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$10,285	\$0	\$0	\$0	\$0	\$0
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$10,285	\$0	\$0	\$0	\$0	\$0
2010	Banquet Food	\$43,550	\$0	\$0	\$43,550	\$0	\$43,550	\$10,285	\$43,550	\$0	\$43,550	\$0	\$43,550
	Bev	\$2,500	\$0	\$0	\$2,500	\$0	\$2,500	\$0	\$2,500	\$0	\$2,500	\$0	\$2,500
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$46,050	\$0	\$0	\$46,050	\$0	\$46,050	\$10,285	\$46,050	\$0	\$46,050	\$0	\$46,050
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$46,050	\$0	\$0	\$46,050	\$0	\$46,050	\$10,285	\$46,050	\$0	\$46,050	\$0	\$46,050
2011	Banquet Food	\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$0	\$0	\$0	\$0	\$0
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$0	\$0	\$0	\$0	\$0

Food & Beverage Production

Sample Hotel

James Monroe

Activity as of April 2008

		Current Month Activity						Tent F&B	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal	OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud
All Years	Food	\$45,950	\$0	(\$5,527)	\$40,423	\$9,284	\$31,139	\$56,870	\$51,695	\$23,210	\$28,485	\$0	\$51,695
	Bev	\$3,500	\$0	(\$500)	\$3,000	\$0	\$3,000	\$0	\$1,000	\$0	\$1,000	\$0	\$1,000
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25	\$0	\$25	\$0	\$25
	BanquetTotal	\$49,450	\$0	(\$6,027)	\$43,423	\$9,284	\$34,139	\$56,870	\$52,720	\$23,210	\$29,510	\$0	\$52,720
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$49,450	\$0	(\$6,027)	\$43,423	\$9,284	\$34,139	\$56,870	\$52,720	\$23,210	\$29,510	\$0	\$52,720

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

John Tyler

Activity as of April 2008

			Current Month Activity						Tent F&B OTB	Year to Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
2008	Banquet	Food	\$0	\$0	\$2,400	\$2,400	\$0	\$2,400	\$0	\$5,920	\$0	\$5,920	\$0	\$5,920
		Bev	\$0	\$0	\$1,000	\$1,000	\$0	\$1,000	\$0	\$2,800	\$0	\$2,800	\$0	\$2,800
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$3,400	\$3,400	\$0	\$3,400	\$0	\$8,720	\$0	\$8,720	\$0	\$8,720
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$3,400	\$3,400	\$0	\$3,400	\$0	\$8,720	\$0	\$8,720	\$0	\$8,720
All Years		Food	\$0	\$0	\$2,400	\$2,400	\$0	\$2,400	\$0	\$5,920	\$0	\$5,920	\$0	\$5,920
		Bev	\$0	\$0	\$1,000	\$1,000	\$0	\$1,000	\$0	\$2,800	\$0	\$2,800	\$0	\$2,800
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal			\$0	\$0	\$3,400	\$3,400	\$0	\$3,400	\$0	\$8,720	\$0	\$8,720	\$0	\$8,720
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total		\$0	\$0	\$3,400	\$3,400	\$0	\$3,400	\$0	\$8,720	\$0	\$8,720	\$0	\$8,720

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Martin Van Buren

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet	Food	\$53,518	\$0	(\$13,857)	\$39,660	\$89,251	(\$49,591)	\$0	\$232,153	\$383,802	(\$151,649)	\$0	\$232,153
	Bev	\$500	\$0	\$9,259	\$9,759	\$0	\$9,759	\$0	\$26,222	\$0	\$26,222	\$0	\$26,222
	Rental	\$1,550	\$0	\$75	\$1,625	\$0	\$1,625	\$0	\$8,425	\$0	\$8,425	\$0	\$8,425
	Other	\$0	\$0	\$3,170	\$3,170	\$0	\$3,170	\$0	\$16,323	\$0	\$16,323	\$0	\$16,323
Banquet Total		\$55,568	\$0	(\$1,353)	\$54,215	\$89,251	(\$35,036)	\$0	\$283,123	\$383,802	(\$100,679)	\$0	\$283,123
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$55,568	\$0	(\$1,353)	\$54,215	\$89,251	(\$35,036)	\$0	\$283,123	\$383,802	(\$100,679)	\$0	\$283,123
2009 Banquet	Food	\$25,966	\$0	\$0	\$25,966	\$0	\$25,966	\$21,850	\$25,966	\$0	\$25,966	\$0	\$25,966
	Bev	\$1,540	\$0	\$0	\$1,540	\$0	\$1,540	\$850	\$1,540	\$0	\$1,540	\$0	\$1,540
	Rental	\$1,000	\$0	\$0	\$1,000	\$0	\$1,000	\$0	\$1,000	\$0	\$1,000	\$0	\$1,000
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$28,506	\$0	\$0	\$28,506	\$0	\$28,506	\$22,700	\$28,506	\$0	\$28,506	\$0	\$28,506
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$28,506	\$0	\$0	\$28,506	\$0	\$28,506	\$22,700	\$28,506	\$0	\$28,506	\$0	\$28,506
All Years	Food	\$79,484	\$0	(\$13,857)	\$65,626	\$89,251	(\$23,625)	\$21,850	\$258,119	\$383,802	(\$125,683)	\$0	\$258,119
	Bev	\$2,040	\$0	\$9,259	\$11,299	\$0	\$11,299	\$850	\$27,762	\$0	\$27,762	\$0	\$27,762
	Rental	\$2,550	\$0	\$75	\$2,625	\$0	\$2,625	\$0	\$9,425	\$0	\$9,425	\$0	\$9,425
	Other	\$0	\$0	\$3,170	\$3,170	\$0	\$3,170	\$0	\$16,323	\$0	\$16,323	\$0	\$16,323
BanquetTotal		\$84,074	\$0	(\$1,353)	\$82,721	\$89,251	(\$6,530)	\$22,700	\$311,629	\$383,802	(\$72,173)	\$0	\$311,629
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years Banq. + Cat. Total		\$84,074	\$0	(\$1,353)	\$82,721	\$89,251	(\$6,530)	\$22,700	\$311,629	\$383,802	(\$72,173)	\$0	\$311,629

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	4	0	96	0

Food & Beverage Production

Sample Hotel

Millard Fillmore

Activity as of April 2008

			Current Month Activity							Tent F&B OTB	Year 10 Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal	Net Def		Goal	Var/Goal	Budget	Var/Bud	
2008	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280
2009	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$280	\$0	\$280	\$0	\$280

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Rutherford B. Hayes

Activity as of April 2008

			Current Month Activity							Tent F&B OTB	Year to Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal	Net Def		Goal	Var/Goal	Budget	Var/Bud	
2008	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Ulysses S. Grant

Activity as of April 2008

		Current Month Activity								Tent F&B	Year To Date					
		Net Def	Cancel	Reval	Net	Goal	Var/Goal			OTB	Net Def	Goal	Var/Goal	Budget	Var/Bud	
Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production Sample Hotel

William H. Harrison

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet	Food	\$47,633	\$0	\$15,131	\$62,764	\$0	\$62,764	\$1,539	\$207,168	\$0	\$207,168	\$0	\$207,168
	Bev	\$4,275	\$0	(\$3,474)	\$801	\$0	\$801	\$0	\$17,699	\$0	\$17,699	\$0	\$17,699
	Rental	\$16,175	(\$300)	\$425	\$16,300	\$0	\$16,300	\$900	\$53,925	\$0	\$53,925	\$0	\$53,925
	Other	\$0	\$0	\$185	\$185	\$0	\$185	\$0	\$323	\$0	\$323	\$0	\$323
Banquet Total		\$68,083	(\$300)	\$12,267	\$80,050	\$0	\$80,050	\$2,439	\$279,114	\$0	\$279,114	\$0	\$279,114
Catering	Food	\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$348,146	(\$348,146)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$348,146	(\$348,146)	\$0	\$0
Banq. + Cat. Total		\$68,083	(\$300)	\$12,267	\$80,050	\$104,073	(\$24,023)	\$2,439	\$279,114	\$348,146	(\$69,032)	\$0	\$279,114
2009 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,400	\$0	\$3,400	\$0	\$3,400
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,600	\$0	\$1,600	\$0	\$1,600
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$5,000	\$0	\$5,000
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$5,000	\$0	\$5,000
All Years	Food	\$47,633	\$0	\$15,131	\$62,764	\$0	\$62,764	\$1,539	\$210,568	\$0	\$210,568	\$0	\$210,568
	Bev	\$4,275	\$0	(\$3,474)	\$801	\$0	\$801	\$0	\$17,699	\$0	\$17,699	\$0	\$17,699
	Rental	\$16,175	(\$300)	\$425	\$16,300	\$0	\$16,300	\$900	\$55,525	\$0	\$55,525	\$0	\$55,525
	Other	\$0	\$0	\$185	\$185	\$0	\$185	\$0	\$323	\$0	\$323	\$0	\$323
BanquetTotal		\$68,083	(\$300)	\$12,267	\$80,050	\$0	\$80,050	\$2,439	\$284,114	\$0	\$284,114	\$0	\$284,114
All Years	Food	\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$348,146	(\$348,146)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$348,146	(\$348,146)	\$0	\$0
All Years Banq. + Cat. Total		\$68,083	(\$300)	\$12,267	\$80,050	\$104,073	(\$24,023)	\$2,439	\$284,114	\$348,146	(\$64,032)	\$0	\$284,114

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	5	0	59	0

Food & Beverage Production

Sample Hotel

William McKinley

Activity as of April 2008

			Current Month Activity							Tent F&B OTB	Year to Date				
			Net Def	Cancel	Reval	Net	Goal	Var/Goal	Net Def		Goal	Var/Goal	Budget	Var/Bud	
2008	Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BanquetTotal			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years		Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
All Years	Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	0	0

Food & Beverage Production

Sample Hotel

Zachary Taylor

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet	Food	\$50,571	\$0	\$12,065	\$62,636	\$0	\$62,636	\$0	\$210,463	\$0	\$210,463	\$0	\$210,463
	Bev	\$2,975	\$0	\$7,152	\$10,127	\$0	\$10,127	\$0	\$25,197	\$0	\$25,197	\$0	\$25,197
	Rental	\$9,900	(\$900)	\$350	\$9,350	\$0	\$9,350	\$0	\$31,450	\$0	\$31,450	\$0	\$31,450
	Other	\$0	\$0	\$90	\$90	\$0	\$90	\$0	\$865	\$0	\$865	\$0	\$865
Banquet Total		\$63,446	(\$900)	\$19,658	\$82,203	\$0	\$82,203	\$0	\$267,975	\$0	\$267,975	\$0	\$267,975
Catering	Food	\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$416,292	(\$416,292)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$416,292	(\$416,292)	\$0	\$0
Banq. + Cat. Total		\$63,446	(\$900)	\$19,658	\$82,203	\$104,073	(\$21,870)	\$0	\$267,975	\$416,292	(\$148,317)	\$0	\$267,975
All Years	Food	\$50,571	\$0	\$12,065	\$62,636	\$0	\$62,636	\$0	\$210,463	\$0	\$210,463	\$0	\$210,463
	Bev	\$2,975	\$0	\$7,152	\$10,127	\$0	\$10,127	\$0	\$25,197	\$0	\$25,197	\$0	\$25,197
	Rental	\$9,900	(\$900)	\$350	\$9,350	\$0	\$9,350	\$0	\$31,450	\$0	\$31,450	\$0	\$31,450
	Other	\$0	\$0	\$90	\$90	\$0	\$90	\$0	\$865	\$0	\$865	\$0	\$865
BanquetTotal		\$63,446	(\$900)	\$19,658	\$82,203	\$0	\$82,203	\$0	\$267,975	\$0	\$267,975	\$0	\$267,975
All Years	Food	\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$416,292	(\$416,292)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$104,073	(\$104,073)	\$0	\$0	\$416,292	(\$416,292)	\$0	\$0
All Years	Banq. + Cat. Total	\$63,446	(\$900)	\$19,658	\$82,203	\$104,073	(\$21,870)	\$0	\$267,975	\$416,292	(\$148,317)	\$0	\$267,975

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	0	0	4	0

Food & Beverage Production

Sample Hotel

All Managers

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
	Banquet Food	\$202,596	\$0	\$38,849	\$241,444	\$262,308	(\$20,864)	\$1,539	\$973,775	\$1,062,104	(\$88,330)	\$0	\$973,775
	Bev	\$10,234	\$0	\$20,687	\$30,921	\$0	\$30,921	\$0	\$85,363	\$0	\$85,363	\$0	\$85,363
	Rental	\$36,625	(\$1,350)	\$325	\$35,600	\$0	\$35,600	\$900	\$133,325	\$0	\$133,325	\$0	\$133,325
	Other	\$0	\$0	\$2,400	\$2,400	\$0	\$2,400	\$0	\$21,926	\$0	\$21,926	\$0	\$21,926
Banquet Total		\$249,455	(\$1,350)	\$62,261	\$310,365	\$262,308	\$48,057	\$2,439	\$1,214,388	\$1,062,104	\$152,284	\$0	\$1,214,388
	Catering Food	\$0	\$0	\$0	\$0	\$208,146	(\$208,146)	\$0	\$0	\$764,438	(\$764,438)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$208,146	(\$208,146)	\$0	\$0	\$764,438	(\$764,438)	\$0	\$0
Banq. + Cat. Total		\$249,455	(\$1,350)	\$62,261	\$310,365	\$470,454	(\$160,089)	\$2,439	\$1,214,388	\$1,826,542	(\$612,154)	\$0	\$1,214,388
2009	Banquet Food	\$38,171	\$0	\$130	\$38,301	\$0	\$38,301	\$32,135	\$198,928	\$0	\$198,928	\$0	\$198,928
	Bev	\$3,290	\$0	\$0	\$3,290	\$0	\$3,290	\$850	\$7,240	\$0	\$7,240	\$0	\$7,240
	Rental	\$2,200	\$0	\$0	\$2,200	\$0	\$2,200	\$0	\$12,550	\$0	\$12,550	\$0	\$12,550
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$43,661	\$0	\$130	\$43,791	\$0	\$43,791	\$32,985	\$218,718	\$0	\$218,718	\$0	\$218,718
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$43,661	\$0	\$130	\$43,791	\$0	\$43,791	\$32,985	\$218,718	\$0	\$218,718	\$0	\$218,718
2010	Banquet Food	\$43,550	\$0	\$0	\$43,550	\$0	\$43,550	\$10,285	\$63,020	\$0	\$63,020	\$0	\$63,020
	Bev	\$2,500	\$0	\$0	\$2,500	\$0	\$2,500	\$0	\$4,650	\$0	\$4,650	\$0	\$4,650
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$46,050	\$0	\$0	\$46,050	\$0	\$46,050	\$10,285	\$67,670	\$0	\$67,670	\$0	\$67,670
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$46,050	\$0	\$0	\$46,050	\$0	\$46,050	\$10,285	\$67,670	\$0	\$67,670	\$0	\$67,670
2011	Banquet Food	\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$21,620	\$0	\$21,620	\$0	\$21,620
	Catering Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$36,300	\$21,620	\$0	\$21,620	\$0	\$21,620
2012	Banquet Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Food & Beverage Production

Sample Hotel

All Managers

Activity as of April 2008

		Current Month Activity						Tent F&B OTB	Year To Date				
		Net Def	Cancel	Reval	Net	Goal	Var/Goal		Net Def	Goal	Var/Goal	Budget	Var/Bud
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
2013 Banquet	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,470	\$0	\$19,470	\$0	\$19,470
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,150	\$0	\$2,150	\$0	\$2,150
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banquet Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
Catering	Food	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Banq. + Cat. Total		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,620	\$0	\$21,620	\$0	\$21,620
All Years	Food	\$284,317	\$0	\$38,979	\$323,296	\$262,308	\$60,988	\$80,259	\$1,294,133	\$1,062,104	\$232,029	\$0	\$1,294,133
	Bev	\$16,024	\$0	\$20,687	\$36,711	\$0	\$36,711	\$850	\$103,703	\$0	\$103,703	\$0	\$103,703
	Rental	\$38,825	(\$1,350)	\$325	\$37,800	\$0	\$37,800	\$900	\$145,875	\$0	\$145,875	\$0	\$145,875
	Other	\$0	\$0	\$2,400	\$2,400	\$0	\$2,400	\$0	\$21,926	\$0	\$21,926	\$0	\$21,926
BanquetTotal		\$339,166	(\$1,350)	\$62,391	\$400,207	\$262,308	\$137,899	\$82,009	\$1,565,636	\$1,062,104	\$503,532	\$0	\$1,565,636
All Years	Food	\$0	\$0	\$0	\$0	\$208,146	(\$208,146)	\$0	\$0	\$764,438	(\$764,438)	\$0	\$0
	Bev	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Catering Total		\$0	\$0	\$0	\$0	\$208,146	(\$208,146)	\$0	\$0	\$764,438	(\$764,438)	\$0	\$0
All Years Banq. + Cat. Total		\$339,166	(\$1,350)	\$62,391	\$400,207	\$470,454	(\$70,247)	\$82,009	\$1,565,636	\$1,826,542	(\$260,906)	\$0	\$1,565,636

Outside Calls		Site Visit		Prospecting	
Actual	Goal	Actual	Goal	Actual	Goal
0	0	17	0	271	0