

# Rooms Production

## Sample Hotel

**Chester A. Arthur**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	285	-127	793	951	923	28	1,112	2,749	4,263	3,692	571
	Rate	\$123.01	\$115.50	\$155.34	\$150.97	\$134.07	\$707.93			\$119.23	\$134.07	\$23.27
	Revenue	\$35,059	-\$14,669	\$123,181	\$143,571	\$123,749	\$19,822			\$508,281	\$494,996	\$13,285
2009	Rooms	0	0	0	0	0	0	398	5,594	331	0	331
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$97.63	\$0.00	\$97.63
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$32,315	\$0	\$32,315
2010	Rooms	0	0	0	0	0	0	0	1,805	270	0	270
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$102.84	\$0.00	\$102.84
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$27,768	\$0	\$27,768
2011	Rooms	0	0	0	0	0	0	0	360	270	0	270
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$108.78	\$0.00	\$108.78
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$29,370	\$0	\$29,370
Total Years	Rooms	285	-127	793	951	923	28	1,510	10,508	5,134	3,692	1,442
	Rate	\$123.01	\$115.50	\$155.34	\$150.97	\$134.07	\$707.93			\$116.43	\$134.07	\$71.25
	Revenue	\$35,059	-\$14,669	\$123,181	\$143,571	\$123,749	\$19,822			\$597,734	\$494,996	\$102,738

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

# Rooms Production

## Sample Hotel

**Franklin Pierce**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	311	-13	1,376	1,674	1,112	562	417	1,638	7,340	4,447	2,893
	Rate	\$118.93	\$109.00	\$3.65	\$24.25	\$120.97	-\$167.13			\$30.17	\$120.98	-\$109.41
	Revenue	\$36,988	-\$1,417	\$5,020	\$40,591	\$134,520	-\$93,929			\$221,465	\$537,996	-\$316,531
2009	Rooms	289	-64	0	225	0	225	2,433	10,425	1,798	0	1,798
	Rate	\$139.62	\$151.00	\$0.00	\$136.38	\$0.00	\$136.38			\$137.51	\$0.00	\$137.51
	Revenue	\$40,350	-\$9,664	\$0	\$30,686	\$0	\$30,686			\$247,237	\$0	\$247,237
2010	Rooms	0	0	0	0	0	0	1,262	8,405	-2	0	-2
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$99.00	\$0.00	\$99.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			-\$198	\$0	-\$198
2011	Rooms	0	0	0	0	0	0	222	3,325	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
2012	Rooms	0	0	0	0	0	0	0	2,008	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	600	-77	1,376	1,899	1,112	787	4,334	25,801	9,136	4,447	4,689
	Rate	\$128.90	\$143.91	\$3.65	\$37.53	\$120.97	-\$80.36			\$51.28	\$120.98	-\$14.82
	Revenue	\$77,338	-\$11,081	\$5,020	\$71,277	\$134,520	-\$63,243			\$468,504	\$537,996	-\$69,492

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

# Rooms Production

## Sample Hotel

**James Garfield**

**Activity as of April 2008**

Total - All Years	Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008      Rooms	0	0	0	0	0	0	0	0	0	0	0
Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years      Rooms	0	0	0	0	0	0	0	0	0	0	0
Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
Revenue	\$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

# Rooms Production

## Sample Hotel

**James Monroe**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	0	0	220	220	187	33	0	0	548	494	54
	Rate	\$0.00	\$0.00	-\$12.97	-\$7.39	\$49.65	-\$330.61			\$4.94	\$46.98	-\$379.65
	Revenue	\$1,228	\$0	-\$2,854	-\$1,626	\$9,284	-\$10,910			\$2,709	\$23,210	-\$20,501
2009	Rooms	0	0	0	0	0	0	1,141	2,680	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
2010	Rooms	282	0	0	282	0	282	1,619	2,436	282	0	282
	Rate	\$135.72	\$0.00	\$0.00	\$135.72	\$0.00	\$135.72			\$135.72	\$0.00	\$135.72
	Revenue	\$38,274	\$0	\$0	\$38,274	\$0	\$38,274			\$38,274	\$0	\$38,274
2011	Rooms	0	0	0	0	0	0	581	1,555	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	282	0	220	502	187	315	3,341	6,671	830	494	336
	Rate	\$140.08	\$0.00	-\$12.97	\$73.00	\$49.65	\$86.87			\$49.38	\$46.98	\$52.90
	Revenue	\$39,502	\$0	-\$2,854	\$36,648	\$9,284	\$27,364			\$40,983	\$23,210	\$17,773

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

# Rooms Production

## Sample Hotel

**Martin Van Buren**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	818	0	721	1,539	942	597	971	1,048	6,561	4,076	2,485
	Rate	\$157.43	\$0.00	\$36.60	\$99.60	\$161.97	\$1.20			\$94.28	\$162.00	-\$16.79
	Revenue	\$128,781	-\$1,883	\$26,391	\$153,289	\$152,575	\$714			\$618,582	\$660,301	-\$41,719
2009	Rooms	230	0	0	230	0	230	1,880	8,386	230	0	230
	Rate	\$123.67	\$0.00	\$0.00	\$123.67	\$0.00	\$123.67			\$123.67	\$0.00	\$123.67
	Revenue	\$28,445	\$0	\$0	\$28,445	\$0	\$28,445			\$28,445	\$0	\$28,445
2010	Rooms	0	0	0	0	0	0	231	1,772	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	1,048	0	721	1,769	942	827	3,082	11,206	6,791	4,076	2,715
	Rate	\$150.02	\$0.00	\$36.60	\$102.73	\$161.97	\$35.26			\$95.28	\$162.00	-\$4.89
	Revenue	\$157,226	-\$1,883	\$26,391	\$181,734	\$152,575	\$29,159			\$647,026	\$660,301	-\$13,275

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

# Rooms Production

## Sample Hotel

**Millard Fillmore**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	0	0	0	0	0	0	0	0	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	0	0	0	0	0	0	0	0	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$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

# Rooms Production

## Sample Hotel

**William H. Harrison**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	45	0	5	50	0	50	31	86	96	0	96
	Rate	\$135.44	\$0.00	-\$54.80	\$116.42	\$0.00	\$116.42			\$178.41	\$0.00	\$178.41
	Revenue	\$6,095	\$0	-\$274	\$5,821	\$0	\$5,821			\$17,127	\$0	\$17,127
2009	Rooms	0	0	0	0	0	0	16	51	10	0	10
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$129.00	\$0.00	\$129.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$1,290	\$0	\$1,290
Total Years	Rooms	45	0	5	50	0	50	47	137	106	0	106
	Rate	\$135.44	\$0.00	-\$54.80	\$116.42	\$0.00	\$116.42			\$173.75	\$0.00	\$173.75
	Revenue	\$6,095	\$0	-\$274	\$5,821	\$0	\$5,821			\$18,417	\$0	\$18,417

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

# Rooms Production

## Sample Hotel

**Zachary Taylor**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	0	0	18	18	0	18	10	149	41	0	41
	Rate	\$0.00	\$0.00	-\$79.39	-\$79.39	\$0.00	-\$79.39			-\$15.22	\$0.00	-\$15.22
	Revenue	\$0	\$0	-\$1,429	-\$1,429	\$0	-\$1,429			-\$624	\$0	-\$624
2009	Rooms	0	0	0	0	0	0	0	90	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
2010	Rooms	0	0	0	0	0	0	0	0	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	0	0	18	18	0	18	10	239	41	0	41
	Rate	\$0.00	\$0.00	-\$79.39	-\$79.39	\$0.00	-\$79.39			-\$15.22	\$0.00	-\$15.22
	Revenue	\$0	\$0	-\$1,429	-\$1,429	\$0	-\$1,429			-\$624	\$0	-\$624

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

# Rooms Production

## Sample Hotel

**All Managers**

**Activity as of April 2008**

Total - All Years		Rms Net Def	Net Cxl	Net Slippage	Total	Goal	Var/Goal	Tent Rms OTB	Pros Rms OTB	Year To Date Net Def	Goal	Var/Goal
2008	Rooms	1,459	-140	3,133	4,452	3,164	1,288	2,541	5,670	18,849	12,709	6,140
	Rate	\$142.67	\$128.35	\$47.89	\$76.42	\$132.78	-\$62.04			\$72.55	\$135.06	-\$56.83
	Revenue	\$208,151	-\$17,969	\$150,035	\$340,217	\$420,128	-\$79,911			\$1,367,540	\$1,716,503	-\$348,963
2009	Rooms	519	-64	0	455	0	455	5,868	27,226	2,369	0	2,369
	Rate	\$132.55	\$151.00	\$0.00	\$129.96	\$0.00	\$129.96			\$130.56	\$0.00	\$130.56
	Revenue	\$68,795	-\$9,664	\$0	\$59,131	\$0	\$59,131			\$309,287	\$0	\$309,287
2010	Rooms	282	0	0	282	0	282	3,112	14,418	550	0	550
	Rate	\$135.72	\$0.00	\$0.00	\$135.72	\$0.00	\$135.72			\$119.72	\$0.00	\$119.72
	Revenue	\$38,274	\$0	\$0	\$38,274	\$0	\$38,274			\$65,844	\$0	\$65,844
2011	Rooms	0	0	0	0	0	0	803	5,240	270	0	270
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$108.78	\$0.00	\$108.78
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$29,370	\$0	\$29,370
2012	Rooms	0	0	0	0	0	0	0	2,008	0	0	0
	Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00
	Revenue	\$0	\$0	\$0	\$0	\$0	\$0			\$0	\$0	\$0
Total Years	Rooms	2,260	-204	3,133	5,189	3,164	2,025	12,324	54,562	22,038	12,709	9,329
	Rate	\$139.48	\$135.46	\$47.89	\$84.34	\$132.78	\$8.64			\$80.41	\$135.06	\$5.95
	Revenue	\$315,220	-\$27,633	\$150,035	\$437,622	\$420,128	\$17,494			\$1,772,040	\$1,716,503	\$55,537

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