

Manager Report - Concorde

| | 2021 DAY | 2021 MONTH | 2021 YEAR | 2020 DAY | 2020 MONTH | 2020 YEAR |
|---|-------------|---------------|--------------|-------------|---------------|--------------|
| Total Rooms in Hotel | 248 | 3720 | 71424 | 248 | 3720 | 71672 |
| Rooms Occupied | 160 | 1433 | 26022 | 42 | 636 | 11285 |
| Rooms Occupied Time Share | 35 | 220 | 3937 | 0 | 2 | 1017 |
| Total Rooms in Hotel minus OOO Rooms | 228 | 3463 | 67268 | 246 | 3648 | 66606 |
| Available Rooms | 88 | 2287 | 45402 | 206 | 3084 | 60387 |
| Available Rooms minus OOO Rooms | 68 | 2030 | 41246 | 204 | 3012 | 55321 |
| Complimentary Rooms | 5 | 89 | 2310 | 4 | 74 | 1013 |
| House Use Rooms | 8 | 130 | 3393 | 36 | 536 | 6762 |
| Rooms Occupied minus Comp, House Use and TS | 112 | 994 | 16382 | 2 | 24 | 2493 |
| Rooms Occupied minus Comp and House Use | 147 | 1214 | 20319 | 2 | 26 | 3510 |
| Rooms Occupied minus House Use | 152 | 1303 | 22629 | 6 | 100 | 4523 |
| Rooms Occupied minus Comp | 155 | 1344 | 23712 | 38 | 562 | 10272 |
| Day Use Rooms | 0 | 2 | 23 | 0 | 0 | 21 |
| Out of Order Rooms | 20 | 257 | 4156 | 2 | 72 | 5066 |
| Out of Service Rooms | 0 | 0 | 704 | 0 | 0 | 0 |
| In-House Adults | 344 | 2758 | 58367 | 76 | 1151 | 22370 |
| In-House Children | 58 | 367 | 6012 | 0 | 15 | 816 |
| Total In-House Persons | 402 | 3125 | 64379 | 76 | 1166 | 23186 |
| Individual Persons In-House | 402 | 3125 | 64324 | 76 | 1166 | 23043 |
| Block Persons In-House | 0 | 0 | 55 | 0 | 0 | 143 |
| Member Persons In-House | 0 | 0 | 0 | 0 | 0 | 0 |
| VIP Persons In-House | 2 | 76 | 1069 | 1 | 15 | 410 |
| Individual Rooms In-House | 160 | 1433 | 25988 | 42 | 636 | 11211 |
| Block Rooms In-House | 0 | 0 | 34 | 0 | 0 | 74 |
| Source Rooms In-House | 111 | 1089 | 19859 | 35 | 396 | 3441 |
| Company Rooms In-House | 137 | 1111 | 22568 | 42 | 624 | 9416 |
| Travel Agent Rooms In-House | 15 | 106 | 1523 | 0 | 0 | 244 |
| Group Rooms In-House | 35 | 220 | 4812 | 0 | 2 | 1047 |
| Blocks In-House | 0 | 0 | 4 | 0 | 0 | 11 |
| Birthdays In-House | 0 | 8 | 158 | 0 | 4 | 58 |
| % Rooms Occupied | 64.52 | 38.52 | 36.43 | 16.94 | 17.10 | 15.75 |
| % Rooms Occupied TimeShare | 14.11 | 5.91 | 5.51 | 0.00 | 0.05 | 1.42 |
| % Rooms Occupied minus Comp, House and TS | 45.16 | 26.72 | 22.94 | 0.81 | 0.65 | 3.48 |
| % Rooms Occupied minus Comp and House | 59.27 | 32.63 | 28.45 | 0.81 | 0.70 | 4.90 |
| % Rooms Occupied minus Comp, House and OOO | 64.47 | 35.06 | 30.21 | 0.81 | 0.71 | 5.27 |
| % Rooms Occupied minus Comp | 62.50 | 36.13 | 33.20 | 15.32 | 15.11 | 14.33 |
| % Rooms Occupied minus House | 61.29 | 35.03 | 31.68 | 2.42 | 2.69 | 6.31 |
| % Rooms Occupied minus Comp and OOO | 67.98 | 38.81 | 35.25 | 15.45 | 15.41 | 15.42 |
| % Rooms Occupied minus House and OOO | 66.67 | 37.63 | 33.64 | 2.44 | 2.74 | 6.79 |
| % Rooms Occupied minus OOO | 70.18 | 41.38 | 38.68 | 17.07 | 17.43 | 16.94 |
| Arrival Rooms | 33 | 287 | 3958 | 2 | 33 | 1199 |
| Arrival Persons | 76 | 642 | 10403 | 4 | 91 | 2831 |
| Deducted Arrivals | 33 | 287 | 3957 | 2 | 33 | 1199 |
| Non-Deducted Arrivals | 0 | 0 | 1 | 0 | 0 | 0 |
| Walk-in Rooms | 0 | 0 | 1 | 0 | 0 | 0 |
| Walk-in Persons | 0 | 0 | 2 | 0 | 0 | 0 |
| Extended Stay Rooms | 0 | 26 | 401 | 0 | 17 | 285 |
| Extended Stay Persons | 0 | 44 | 964 | 0 | 27 | 556 |
| Departure Rooms | 19 | 324 | 3926 | 0 | 36 | 1355 |
| Departure Persons | 35 | 686 | 10396 | 0 | 85 | 3333 |
| Early Departure Rooms | 0 | 20 | 231 | 0 | 2 | 90 |
| Early Departure Persons | 0 | 33 | 673 | 0 | 5 | 180 |
| Individual Departure Rooms | 19 | 324 | 3915 | 0 | 36 | 1333 |
| Individual Departure Persons | 35 | 686 | 10378 | 0 | 85 | 3293 |
| Individual Member Departure Rooms | 0 | 0 | 0 | 0 | 0 | 0 |
| Individual Member Departure Persons | 0 | 0 | 0 | 0 | 0 | 0 |
| % Individual Member Departures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Member Departure Rooms | 0 | 0 | 0 | 0 | 0 | 0 |
| Member Departure Persons | 0 | 0 | 0 | 0 | 0 | 0 |
| % Member Departures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

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|--|-------------|----------------------|----------------------|----------------|------------------|-------------------|
| No Show Rooms | 0 | 0 | 1 | 0 | 0 | 1 |
| No Show Persons | 0 | 0 | 1 | 0 | 0 | 1 |
| Cancelled Reservations for Today | 3 | 69 | 1247 | 1 | 12 | 730 |
| Late Reservation Cancellations for Today | 0 | 24 | 341 | 0 | 6 | 139 |
| Reservations Made Today | 24 | 509 | 8628 | 16 | 292 | 3389 |
| Reservation Cancellations made Today | 5 | 82 | 1424 | 1 | 10 | 756 |
| Room Nights Reserved Today | 142 | 1584 | 42033 | 86 | 6457 | 17953 |
| Today's Demand | 160 | 1433 | 26023 | 42 | 636 | 11286 |
| Clean Rooms | 4 | | | 0 | | |
| Dirty Rooms | 164 | | | 207 | | |
| Doubles As Singles | 2 | 19 | 247 | 4 | 44 | 318 |
| % Beds Occupied | 2233.33 | 1940.99 | 2764.23 | 422.22 | 568.78 | 992.55 |
| ADR | 321.21 | 306.58 | 146,359,350.09 | 2,996,275.24 | 2,334,672.61 | 1,974,820.39 |
| ADR minus Comp | 331.58 | 326.88 | 160,617,535.76 | 3,311,672.63 | 2,642,085.01 | 2,169,572.44 |
| ADR minus House | 338.12 | 337.17 | 168,304,521.10 | 20,973,926.67 | 14,848,517.77 | 4,927,227.08 |
| ADR minus Comp and House | 349.62 | 361.89 | 187,438,506.22 | 62,921,780.00 | 57,109,683.75 | 6,349,244.47 |
| ADR minus Comp and House Use and TimeShare | 458.88 | 441.98 | 232,484,617.75 | 62,921,780.00 | 61,868,824.06 | 8,939,369.47 |
| Average Person Rate | 127.85 | 140.59 | 59,158,467.95 | 1,655,836.32 | 1,273,457.79 | 961,176.92 |
| Average Persons per Block Rooms | 0.00 | 0.00 | 1.62 | 0.00 | 0.00 | 1.93 |
| Average Revenue per Block Rooms | 0.00 | 0.00 | 113,839,050.18 | 0.00 | 0.00 | 7,809,279.93 |
| Average Room Revenue per Block Rooms | 0.00 | 0.00 | 113,839,050.18 | 0.00 | 0.00 | 7,717,297.30 |
| Room Revenue | 51,394.23 | 439,332.96 | 3,808,563,007,949.84 | 125,843,560.00 | 1,484,851,777.39 | 22,285,848,087.01 |
| Food And Beverage Revenue | 13,068.61 | 109,663.61 | 1,323,239,881,282.78 | 1,983,760.46 | 1,471,316,623.33 | 10,823,817,971.58 |
| Other Revenue | 1,545.12 | 14,020.64 | 160,232,008,071.76 | 0.00 | 382,770,806.65 | 1,163,802,066.71 |
| Total Revenue | 66,007.96 | 563,017.21 | 5,292,034,897,304.38 | 127,827,320.46 | 3,338,939,207.37 | 34,273,468,125.30 |
| Block Revenue | 0.00 | 0.00 | 3,870,527,706.28 | 0.00 | 0.00 | 577,886,715.00 |
| Block Room Revenue | 0.00 | 0.00 | 3,870,527,706.28 | 0.00 | 0.00 | 571,080,000.00 |
| Individual Revenue | 66,007.96 | 563,017.21 | 5,288,164,369,598.10 | 127,827,320.46 | 3,338,939,207.37 | 33,695,581,410.30 |
| Individual Room Revenue | 51,394.23 | 439,332.96 | 3,804,692,480,243.56 | 125,843,560.00 | 1,484,851,777.39 | 21,714,768,087.01 |
| Member Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Member Room Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Revenue per Person | 164.20 | 180.17 | 82,201,259.69 | 1,681,938.43 | 2,863,584.23 | 1,478,196.68 |
| Payment | 33,568.84 | 1,743,693,141,460.80 | 7,657,287,572,152.31 | 295,208,315.33 | 3,585,912,100.80 | 40,508,850,056.22 |
| Maximum Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Maximum Revenue for Rooms Occupied | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Maximum Revenue % | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Maximum Revenue % per Rooms Occupied | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Arrival Rooms for Tomorrow | 11 | | | 10 | | |
| Arrival Persons for Tomorrow | 27 | | | 20 | | |
| Departure Rooms for Tomorrow | 24 | | | 3 | | |
| Departure Persons for Tomorrow | 64 | | | 5 | | |
| % Rooms Occupied for Tomorrow | 59.27 | | | 19.76 | | |
| % Multiple Occupancy | 89.38 | | | 52.38 | | |
| % Rooms Occupied for the Next 7 Days | 28.69 | | | 20.39 | | |
| % Rooms Occupied for the Next 31 Days | 14.75 | | | 19.94 | | |
| % Rooms Occupied for the Next 365 Days | 2.67 | | | 3.66 | | |
| Revenue per Available Room | 207.23 | 118.10 | 53,323,294.80 | 507,433.71 | 399,153.70 | 310,942.18 |
| Revenue per Available Room minus OOO | 225.41 | 126.86 | 56,617,752.99 | 511,559.19 | 407,031.74 | 334,592.20 |
| Rooms Occupied for the Next 7 Days | 498 | | | 354 | | |
| Rooms Occupied for the Next 31 Days | 1134 | | | 1533 | | |
| Rooms Occupied for the Next 365 Days | 2420 | | | 3317 | | |
| Projected Rooms Occupied for current Month | 0 | | | 1461 | | |
| Projected Rooms Occupied for current Year | 2420 | | | 14409 | | |
| Travel Agent Room Revenue | 6,694.35 | 44,698.82 | 424,157,840,575.33 | 0.00 | 0.00 | 2,029,326,999.97 |
| Repeat Guests Rooms Occupied | 60 | 743 | 13526 | 36 | 521 | 7063 |
| Repeat Guests Room Revenue | 17,592.95 | 197,767.19 | 1,440,709,352,361.41 | 62,921,780.00 | 474,108,254.32 | 7,449,507,438.24 |
| Cancelled Rooms for Today | 3 | 69 | 1253 | 1 | 11 | 723 |
| Late Room Cancellations for Today | 0 | 24 | 331 | 0 | 5 | 132 |
| Rooms Cancelled Today | 5 | 84 | 1432 | 1 | 9 | 753 |
| No Show Reservations | 0 | 0 | 1 | 0 | 0 | 1 |

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|----------------------|-------------|---------------|----------------|--------------|---------------|--------------|
| Day Use Reservations | 0 | 2 | 74 | 0 | 0 | 21 |
| ADR plus Day Use | 321.21 | 306.16 | 146,230,102.05 | 2,996,275.24 | 2,334,672.61 | 1,971,152.32 |

