

Manager Report - Concorde

| | 2022 DAY | 2022 MONTH | 2022 YEAR | 2021 DAY | 2021 MONTH | 2021 YEAR |
|---|-------------|---------------|--------------|-------------|---------------|--------------|
| Total Rooms in Hotel | 248 | 1488 | 54064 | 248 | 1488 | 54064 |
| Rooms Occupied | 108 | 566 | 14832 | 149 | 648 | 17520 |
| Rooms Occupied Time Share | 29 | 193 | 3115 | 37 | 145 | 1708 |
| Total Rooms in Hotel minus OOO Rooms | 236 | 1423 | 51093 | 224 | 1346 | 51326 |
| Available Rooms | 140 | 922 | 39232 | 99 | 840 | 36544 |
| Available Rooms minus OOO Rooms | 128 | 857 | 36261 | 75 | 698 | 33806 |
| Complimentary Rooms | 1 | 8 | 1014 | 9 | 50 | 1631 |
| House Use Rooms | 4 | 36 | 1238 | 6 | 37 | 2705 |
| Rooms Occupied minus Comp, House Use and TS | 74 | 329 | 9465 | 97 | 416 | 11476 |
| Rooms Occupied minus Comp and House Use | 103 | 522 | 12580 | 134 | 561 | 13184 |
| Rooms Occupied minus House Use | 104 | 530 | 13594 | 143 | 611 | 14815 |
| Rooms Occupied minus Comp | 107 | 558 | 13818 | 140 | 598 | 15889 |
| Day Use Rooms | 0 | 0 | 12 | 0 | 0 | 13 |
| Out of Order Rooms | 12 | 65 | 2971 | 24 | 142 | 2738 |
| Out of Service Rooms | 12 | 71 | 1630 | 0 | 0 | 704 |
| In-House Adults | 251 | 1293 | 33038 | 362 | 1551 | 38614 |
| In-House Children | 53 | 319 | 4821 | 67 | 283 | 2325 |
| Total In-House Persons | 304 | 1612 | 37859 | 429 | 1834 | 40939 |
| Individual Persons In-House | 304 | 1612 | 37477 | 429 | 1834 | 40884 |
| Block Persons In-House | 0 | 0 | 382 | 0 | 0 | 55 |
| Member Persons In-House | 0 | 0 | 0 | 0 | 0 | 0 |
| VIP Persons In-House | 0 | 12 | 756 | 33 | 139 | 514 |
| Individual Rooms In-House | 108 | 566 | 14512 | 149 | 648 | 17486 |
| Block Rooms In-House | 0 | 0 | 320 | 0 | 0 | 34 |
| Source Rooms In-House | 29 | 103 | 5864 | 92 | 424 | 14614 |
| Company Rooms In-House | 76 | 423 | 11091 | 125 | 538 | 15664 |
| Travel Agent Rooms In-House | 13 | 81 | 1351 | 14 | 66 | 880 |
| Group Rooms In-House | 29 | 193 | 3574 | 38 | 146 | 2608 |
| Blocks In-House | 0 | 0 | 8 | 0 | 0 | 4 |
| Birthdays In-House | 1 | 10 | 146 | 5 | 10 | 122 |
| % Rooms Occupied | 43.55 | 38.04 | 27.43 | 60.08 | 43.55 | 32.41 |
| % Rooms Occupied TimeShare | 11.69 | 12.97 | 5.76 | 14.92 | 9.74 | 3.16 |
| % Rooms Occupied minus Comp, House and TS | 29.84 | 22.11 | 17.51 | 39.11 | 27.96 | 21.23 |
| % Rooms Occupied minus Comp and House | 41.53 | 35.08 | 23.27 | 54.03 | 37.70 | 24.39 |
| % Rooms Occupied minus Comp, House and OOO | 43.64 | 36.68 | 24.62 | 59.82 | 41.68 | 25.69 |
| % Rooms Occupied minus Comp | 43.15 | 37.50 | 25.56 | 56.45 | 40.19 | 29.39 |
| % Rooms Occupied minus House | 41.94 | 35.62 | 25.14 | 57.66 | 41.06 | 27.40 |
| % Rooms Occupied minus Comp and OOO | 45.34 | 39.21 | 27.04 | 62.50 | 44.43 | 30.96 |
| % Rooms Occupied minus House and OOO | 44.07 | 37.25 | 26.61 | 63.84 | 45.39 | 28.86 |
| % Rooms Occupied minus OOO | 45.76 | 39.78 | 29.03 | 66.52 | 48.14 | 34.13 |
| Arrival Rooms | 13 | 128 | 3288 | 23 | 161 | 2137 |
| Arrival Persons | 36 | 346 | 8160 | 64 | 449 | 5461 |
| Deducted Arrivals | 13 | 128 | 3288 | 23 | 161 | 2136 |
| Non-Deducted Arrivals | 0 | 0 | 0 | 0 | 0 | 1 |
| Walk-in Rooms | 0 | 0 | 0 | 0 | 0 | 0 |
| Walk-in Persons | 0 | 0 | 0 | 0 | 0 | 0 |
| Extended Stay Rooms | 1 | 12 | 287 | 9 | 15 | 230 |
| Extended Stay Persons | 3 | 24 | 662 | 25 | 34 | 540 |
| Departure Rooms | 7 | 106 | 3408 | 15 | 62 | 2117 |
| Departure Persons | 20 | 271 | 8561 | 35 | 157 | 5411 |
| Early Departure Rooms | 0 | 0 | 96 | 2 | 3 | 105 |
| Early Departure Persons | 0 | 0 | 206 | 3 | 5 | 268 |
| Individual Departure Rooms | 7 | 106 | 3326 | 15 | 62 | 2106 |
| Individual Departure Persons | 20 | 271 | 8457 | 35 | 157 | 5393 |
| 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 | 3 | 0 | 0 | 1 |
| Cancelled Reservations for Today | 0 | 27 | 917 | 7 | 37 | 812 |
| Late Reservation Cancellations for Today | 0 | 13 | 229 | 1 | 10 | 222 |
| Reservations Made Today | 34 | 239 | 6875 | 39 | 265 | 5656 |
| Reservation Cancellations made Today | 2 | 26 | 1002 | 5 | 47 | 948 |
| Room Nights Reserved Today | 112 | 739 | 18345 | 111 | 765 | 32074 |
| Today's Demand | 108 | 566 | 14832 | 149 | 648 | 17521 |
| Clean Rooms | 30 | | | 22 | | |
| Dirty Rooms | 122 | | | 170 | | |
| Doubles As Singles | 0 | 1 | 61 | 0 | 0 | 216 |
| % Beds Occupied | 4342.86 | 2208.22 | 3258.09 | 3900.00 | 7053.85 | 3173.57 |
| ADR | 731.33 | 536.07 | 448.46 | 288,357,775.42 | 278,914,611.97 | 115,426,920.28 |
| ADR minus Comp | 738.16 | 543.76 | 481.37 | 306,895,060.98 | 302,235,231.70 | 127,275,451.15 |
| ADR minus House | 759.46 | 572.48 | 489.31 | 300,456,703.06 | 295,804,694.85 | 136,502,169.65 |
| ADR minus Comp and House | 766.83 | 581.26 | 528.75 | 320,636,630.88 | 322,168,749.65 | 153,388,929.26 |
| ADR minus Comp and House Use and TimeShare | 1,067.35 | 922.24 | 702.76 | 442,941,325.13 | 434,463,145.57 | 176,218,163.42 |
| Average Person Rate | 259.81 | 188.22 | 175.69 | 100,152,234.35 | 98,547,801.83 | 49,397,387.42 |
| Average Persons per Block Rooms | 0.00 | 0.00 | 1.19 | 0.00 | 0.00 | 1.62 |
| Average Revenue per Block Rooms | 0.00 | 0.00 | 742.18 | 0.00 | 0.00 | 113,839,050.18 |
| Average Room Revenue per Block Rooms | 0.00 | 0.00 | 386.13 | 0.00 | 0.00 | 113,839,050.18 |
| Room Revenue | 78,983.65 | 303,416.11 | 6,651,624.58 | 42,965,308,537.84 | 180,736,668,555.04 | 2,022,279,643,388.33 |
| Food And Beverage Revenue | 28,343.26 | 108,414.01 | -265,608.99 | 14,993,179,912.53 | 71,183,865,466.02 | 553,312,282,426.76 |
| Other Revenue | 7,854.72 | 22,684.63 | 355,304.63 | 2,013,232,256.90 | 6,739,930,711.30 | 69,789,075,403.63 |
| Total Revenue | 115,181.63 | 434,514.75 | 6,741,320.22 | 59,971,720,707.27 | 258,660,464,732.36 | 2,645,381,001,218.72 |
| Block Revenue | 0.00 | 0.00 | 237,497.43 | 0.00 | 0.00 | 3,870,527,706.28 |
| Block Room Revenue | 0.00 | 0.00 | 123,562.88 | 0.00 | 0.00 | 3,870,527,706.28 |
| Individual Revenue | 115,181.63 | 434,514.75 | 6,503,822.79 | 59,971,720,707.27 | 258,660,464,732.36 | 2,641,510,473,512.44 |
| Individual Room Revenue | 78,983.65 | 303,416.11 | 6,528,061.70 | 42,965,308,537.84 | 180,736,668,555.04 | 2,018,409,115,682.05 |
| 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 | 378.89 | 269.55 | 178.06 | 139,794,220.76 | 141,036,240.31 | 64,617,626.25 |
| Payment | 63,064.84 | 347,871.37 | 13,469,975.51 | 45,145,918,924.02 | 165,208,385,490.19 | 1,772,156,641,434.30 |
| 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 | 16 | | | 10 | | |
| Arrival Persons for Tomorrow | 52 | | | 27 | | |
| Departure Rooms for Tomorrow | 44 | | | 39 | | |
| Departure Persons for Tomorrow | 120 | | | 103 | | |
| % Rooms Occupied for Tomorrow | 32.26 | | | 48.39 | | |
| % Multiple Occupancy | 92.59 | | | 90.60 | | |
| % Rooms Occupied for the Next 7 Days | 32.55 | | | 23.73 | | |
| % Rooms Occupied for the Next 31 Days | 28.19 | | | 25.47 | | |
| % Rooms Occupied for the Next 365 Days | 3.33 | | | 3.02 | | |
| Revenue per Available Room | 318.48 | 203.91 | 123.03 | 173,247,211.85 | 121,462,814.89 | 37,405,290.83 |
| Revenue per Available Room minus OOO | 334.68 | 213.22 | 130.19 | 191,809,413.12 | 134,276,871.14 | 39,400,686.66 |
| Rooms Occupied for the Next 7 Days | 565 | | | 412 | | |
| Rooms Occupied for the Next 31 Days | 2167 | | | 1958 | | |
| Rooms Occupied for the Next 365 Days | 3016 | | | 2734 | | |
| Projected Rooms Occupied for current Month | 0 | | | 2303 | | |
| Projected Rooms Occupied for current Year | 3016 | | | 20226 | | |
| Travel Agent Room Revenue | 12,608.43 | 74,881.74 | 919,615.24 | 6,208,549,445.10 | 28,744,341,366.90 | 198,966,668,168.50 |
| Repeat Guests Rooms Occupied | 42 | 248 | 6183 | 70 | 299 | 9386 |
| Repeat Guests Room Revenue | 14,644.31 | 53,283.25 | 1,772,766.24 | 13,871,497,519.84 | 58,335,097,892.10 | 799,271,910,933.65 |
| Cancelled Rooms for Today | 0 | 27 | 939 | 7 | 37 | 819 |
| Late Room Cancellations for Today | 0 | 13 | 230 | 1 | 10 | 213 |
| Rooms Cancelled Today | 2 | 26 | 1029 | 5 | 47 | 949 |
| No Show Reservations | 0 | 0 | 1 | 0 | 0 | 1 |

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|----------------------|-------------|---------------|--------------|----------------|----------------|----------------|
| Day Use Reservations | 0 | 0 | 12 | 0 | 0 | 13 |
| ADR plus Day Use | 731.33 | 536.07 | 448.10 | 288,357,775.42 | 278,914,611.97 | 115,341,335.96 |

