

## Manager Report - Concorde

	2021 DAY	2021 MONTH	2021 YEAR	2020 DAY	2020 MONTH	2020 YEAR
Total Rooms in Hotel	248	3224	70928	248	3224	71176
Rooms Occupied	122	1127	25716	41	554	11203
Rooms Occupied Time Share	28	154	3871	0	2	1017
Total Rooms in Hotel minus OOO Rooms	226	3007	66812	246	3156	66114
Available Rooms	126	2097	45212	207	2670	59973
Available Rooms minus OOO Rooms	104	1880	41096	205	2602	54911
Complimentary Rooms	11	75	2296	4	66	1005
House Use Rooms	8	114	3377	36	464	6690
Rooms Occupied minus Comp, House Use and TS	75	784	16172	1	22	2491
Rooms Occupied minus Comp and House Use	103	938	20043	1	24	3508
Rooms Occupied minus House Use	114	1013	22339	5	90	4513
Rooms Occupied minus Comp	111	1052	23420	37	488	10198
Day Use Rooms	0	2	23	0	0	21
Out of Order Rooms	22	217	4116	2	68	5062
Out of Service Rooms	0	0	704	0	0	0
In-House Adults	240	2108	57717	74	1003	22222
In-House Children	41	256	5901	0	15	816
Total In-House Persons	281	2364	63618	74	1018	23038
Individual Persons In-House	281	2364	63563	74	1018	22895
Block Persons In-House	0	0	55	0	0	143
Member Persons In-House	0	0	0	0	0	0
VIP Persons In-House	9	69	1062	1	13	408
Individual Rooms In-House	122	1127	25682	41	554	11129
Block Rooms In-House	0	0	34	0	0	74
Source Rooms In-House	83	880	19650	35	326	3371
Company Rooms In-House	95	854	22311	41	542	9334
Travel Agent Rooms In-House	15	72	1489	0	0	244
Group Rooms In-House	28	154	4746	0	2	1047
Blocks In-House	0	0	4	0	0	11
Birthdays In-House	0	5	155	1	4	58
% Rooms Occupied	49.19	34.96	36.26	16.53	17.18	15.74
% Rooms Occupied TimeShare	11.29	4.78	5.46	0.00	0.06	1.43
% Rooms Occupied minus Comp, House and TS	30.24	24.32	22.80	0.40	0.68	3.50
% Rooms Occupied minus Comp and House	41.53	29.09	28.26	0.40	0.74	4.93
% Rooms Occupied minus Comp, House and OOO	45.58	31.19	30.00	0.41	0.76	5.31
% Rooms Occupied minus Comp	44.76	32.63	33.02	14.92	15.14	14.33
% Rooms Occupied minus House	45.97	31.42	31.50	2.02	2.79	6.34
% Rooms Occupied minus Comp and OOO	49.12	34.99	35.05	15.04	15.46	15.42
% Rooms Occupied minus House and OOO	50.44	33.69	33.44	2.03	2.85	6.83
% Rooms Occupied minus OOO	53.98	37.48	38.49	16.67	17.55	16.94
Arrival Rooms	29	215	3886	1	31	1197
Arrival Persons	56	463	10224	2	87	2827
Deducted Arrivals	29	215	3885	1	31	1197
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	2	25	400	0	17	285
Extended Stay Persons	5	42	962	0	27	556
Departure Rooms	10	290	3892	2	35	1354
Departure Persons	18	625	10335	6	83	3331
Early Departure Rooms	1	18	229	0	2	90
Early Departure Persons	4	30	670	0	5	180
Individual Departure Rooms	10	290	3881	2	35	1332
Individual Departure Persons	18	625	10317	6	83	3291
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	10	56	1234	0	11	729
Late Reservation Cancellations for Today	4	21	338	0	6	139
Reservations Made Today	41	441	8560	9	267	3364
Reservation Cancellations made Today	8	71	1413	0	9	755
Room Nights Reserved Today	95	1320	41769	1	6360	17856
Today's Demand	122	1127	25717	41	554	11204
Clean Rooms	5			0		
Dirty Rooms	125			205		
Doubles As Singles	2	15	243	4	36	310
% Beds Occupied	1561.11	1891.20	2774.44	411.11	602.37	1001.65
ADR	-84,803,148.64	-9,179,834.48	147,698,588.24	1,078,842.46	2,439,538.55	1,977,372.19
ADR minus Comp	-93,207,064.27	-9,834,290.36	162,178,347.36	1,195,474.07	2,769,476.14	2,172,239.72
ADR minus House	-90,754,246.79	-10,212,905.69	170,026,272.22	8,846,508.15	15,016,715.09	4,908,597.53
ADR minus Comp and House	-100,446,447.91	-11,029,502.63	189,503,412.42	44,232,540.76	56,312,681.59	6,314,851.96
ADR minus Comp and House Use and TimeShare	-137,946,455.12	-13,196,012.07	234,863,770.42	44,232,540.76	61,432,016.28	8,893,015.12
Average Person Rate	-36,818,448.88	-4,376,342.41	59,703,494.22	597,737.04	1,327,607.42	961,563.53
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	-10,345,984,134.31	-10,345,673,462.35	3,798,216,895,154.53	44,232,540.76	1,351,504,358.15	22,152,500,667.77
Food And Beverage Revenue	7,141.32	86,195.86	1,323,239,857,815.03	49,512,314.43	1,467,309,102.41	10,819,810,450.66
Other Revenue	672.78	11,530.69	160,232,005,581.81	60,000.00	382,770,806.65	1,163,802,066.71
Total Revenue	-10,345,976,320.21	-10,345,575,735.80	5,281,688,758,551.37	93,804,855.19	3,201,584,267.21	34,136,113,185.14
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	-10,345,976,320.21	-10,345,575,735.80	5,277,818,230,845.09	93,804,855.19	3,201,584,267.21	33,558,226,470.14
Individual Room Revenue	-10,345,984,134.31	-10,345,673,462.35	3,794,346,367,448.25	44,232,540.76	1,351,504,358.15	21,581,420,667.77
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	-36,818,421.07	-4,376,301.07	83,021,923.96	1,267,633.18	3,144,974.72	1,481,730.76
Payment	-9,450,466,587.71	1,734,242,612,600.16	7,647,837,043,291.67	501,561,774.46	3,220,884,611.73	40,143,822,567.15
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	33			10		
Arrival Persons for Tomorrow	89			20		
Departure Rooms for Tomorrow	13			1		
Departure Persons for Tomorrow	23			2		
% Rooms Occupied for Tomorrow	57.26			20.16		
% Multiple Occupancy	79.51			51.22		
% Rooms Occupied for the Next 7 Days	36.23			19.93		
% Rooms Occupied for the Next 31 Days	15.76			19.42		
% Rooms Occupied for the Next 365 Days	2.76			3.68		
Revenue per Available Room	-41,717,677.96	-3,208,955.79	53,550,317.15	178,357.02	419,201.10	311,235.54
Revenue per Available Room minus OOO	-45,778,690.86	-3,440,529.92	56,849,321.91	179,807.08	428,233.32	335,065.20
Rooms Occupied for the Next 7 Days	629			346		
Rooms Occupied for the Next 31 Days	1212			1493		
Rooms Occupied for the Next 365 Days	2497			3327		
Projected Rooms Occupied for current Month	0			1446		
Projected Rooms Occupied for current Year	2497			14341		
Travel Agent Room Revenue	6,046.52	29,551.06	424,157,825,427.57	0.00	0.00	2,029,326,999.97
Repeat Guests Rooms Occupied	46	630	13413	35	450	6992
Repeat Guests Room Revenue	-10,346,007,919.99	-10,345,851,996.73	1,430,363,302,597.49	0.00	403,682,615.08	7,379,081,799.00
Cancelled Rooms for Today	10	56	1240	0	10	722
Late Room Cancellations for Today	4	21	328	0	5	132
Rooms Cancelled Today	8	73	1421	0	8	752
No Show Reservations	0	0	1	0	0	1

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	2021 DAY	2021 MONTH	2021 YEAR	2020 DAY	2020 MONTH	2020 YEAR
Day Use Reservations	0	2	74	0	0	21
ADR plus Day Use	-84,803,148.64	-9,163,572.60	147,566,606.91	1,078,842.46	2,439,538.55	1,973,672.55

