

The Liberty Hotel
Stephanie Mendoza
(res.mgrprt)

Managers Statistics Report
For All Rooms
Night Audit Friday June 23, 2017

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Nightly Statistics	06-23-2017	Month-to-Date	Year-to-Date	Budget	Variance	Pct.
Available Rooms	298	6854	51852			
Rooms Occupied (Paid)	292	6669	45988	0	6669	0.00
Rooms Occupied (Comp)	2	35	250	0	35	0.00
Rooms Occupied (Total)	294	6704	46242	0	6704	0.00
Occupancy% Less Comp	97.99	97.30	88.69	0.00	97.30	
Occupancy% Inc Comp	98.66	97.81	89.18	0.00	97.81	
Net Avg. Rate (Less Comp)	328.62	350.23	303.79	0.00	350.23	0.00
Gross Avg. Rate (Less Comp)	377.69	401.65	348.54	0.00	401.65	0.00
Net Avg. Rate (Inc Comp)	326.38	348.40	302.12	0.00	348.40	0.00
Gross Avg. Rate (Inc Comp)	375.12	399.55	346.63	0.00	399.55	0.00
Room Revenue	95956.92	2335692.04	13970648.75	0.00	2335692.04	0.00
Room Revenue Inc Tax	110284.61	2678587.59	16028863.70	0.00	2678587.59	0.00
All Revenue	158529.48	3615558.84	22720934.67	0.00	3615558.84	0.00
All Revenue Inc Tax	176017.89	4025541.94	25205939.17	0.00	4025541.94	0.00
Rev Par	322.00	340.78	269.43			
Standard House	285187.00	6490557.00	44904471.00			
Sales Efficiency %	33.65	35.99	31.11			
Arrivals	181	3750	27268			
Departures	182	3751	27226			
Off Market Rooms	0	27	514			
Out of Order Rooms	1	9	3083			
Adults in House	426	8677	60285			
Youths in House	0	0	0			
Children in House	34	305	1812			
Day Use Rooms	0	1	4			
DNA Today (Guaranteed)	2	76	687			
DNA Today (Non-Guaranteed)	2	20	152			
Vacant Rooms	4	150	5610			
Early Departures	2	40	207			
Extended Departures	0	0	1			
Walk-ins	0	2	24			
Average Occupancy	1.57	1.34	1.34			
Cancellations	29	1104	7121			
SPG Enrollments	0	27	188			

Including Group Master and Non-Guest Folio Revenue

Market Segment	TODAY					M T D				
	Guests	Rooms	Room Revenue	Avg Rate	%Occup	Guests	Rooms	Room Revenue	Avg Rate	%Occup
* NOT SPECIFIED *	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
TCR Retail	11	6	3157.45	526.24	2.01	207	154	89244.60	579.51	2.25
TCC TMC/Consorti	12	8	4252.52	531.57	2.68	218	159	92804.69	583.68	2.32
TVL Corp Vol LRA	23	20	6438.59	321.93	6.71	1081	1017	444531.68	437.10	14.84
TVN Cor Vol NLRA	13	10	3093.00	309.30	3.36	708	670	187766.62	280.25	9.78
TSR Restrict-SW	115	68	22646.98	333.04	22.82	1604	1074	380809.64	354.57	15.67
TCG Government	5	5	1375.00	275.00	1.68	132	109	30939.00	283.84	1.59
TRS AAA	7	5	2555.67	511.13	1.68	70	42	22311.46	531.23	0.61
TLP Package	1	1	309.00	309.00	0.34	60	43	19099.82	444.18	0.63
TOP Opaque	6	3	645.40	215.13	1.01	238	115	16076.82	139.80	1.68
TNO Non-Opaque	107	54	17174.70	318.05	18.12	1607	1016	268401.78	264.17	14.82
SPG SPG Awards	56	33	9532.71	288.87	11.07	910	534	153798.79	288.01	7.79
TQD Disc Qualify	16	10	2664.50	266.45	3.36	233	172	50862.66	295.71	2.51
TLC Whlsale/Fit	17	12	4804.00	400.33	4.03	521	369	146679.00	397.50	5.38
SUBTOTAL	389	235	78649.52	334.68	78.86	7589	5474	1903326.56	347.70	79.87
GCB Grp - Corp	39	38	11682.00	307.42	12.75	979	977	344978.00	353.10	14.25
GAS Grp Assoc	0	0	0.00	0.00	0.00	24	24	8476.00	353.17	0.35
GCG Grp Gov't	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
GLT Grp Tour/tvl	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
GSM Grp SMERF	29	19	7430.00	391.05	6.38	348	211	73269.00	347.25	3.08
SUBTOTAL	68	57	19112.00	335.30	19.13	1351	1212	426723.00	352.08	17.68
OTC Contract Oth	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
OTP Contract Per	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
OTT Contract Tra	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
SUBTOTAL	0	0	0.00	0.00	0.00	0	0	0.00	0.00	0.00
INF Info Only	0	0	-404.60	0.00	0.00	0	0	10366.48	0.00	0.00
SUBTOTAL	0	0	-404.60	0.00	0.00	0	0	10366.48	0.00	0.00
CMP Comp	3	2	0.00	0.00	0.67	30	18	0.00	0.00	0.26
SUBTOTAL	3	2	0.00	0.00	0.67	30	18	0.00	0.00	0.26
* TOTAL	460	294	97356.92	331.15	98.66	8970	6704	2340416.04	349.11	97.81

The Liberty Hotel
Stephanie Mendoza
(na.dailyrev)

Daily Revenue Report
Night Audit Friday June 23, 2017
Including Last YTD

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Departments	Today	Today Budget	Month to Date	Last Yr M-T-D	M-T-D Budget	Year to Date	Last Y-T-D
**** Revenue Departments ****							
Room Revenue							
Room Charge + Allowa	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Room Chrg Retail	3157.45	0.00	88227.09	102263.38	0.00	538595.78	640521.63
Room Chrg Corp Volum	3093.00	0.00	187766.62	150829.00	0.00	1394557.38	898724.34
Room Chrg Government	1375.00	0.00	30939.00	16073.00	0.00	144449.00	94950.00
Room Chrg Package	95.60-	0.00	20256.54	57730.70	0.00	206388.93	372057.13
Room Chrg Disc AAA	2555.67	0.00	22204.70	34503.58	0.00	85863.84	175992.53
Room Chrg TMC/Conсор	4252.52	0.00	92504.69	70513.61	0.00	559901.43	317603.01
Room Chrg Qualified	2664.50	0.00	50157.66	55798.94	0.00	422348.08	320320.53
Room Chrg Restricted	22646.98	0.00	378950.52	200980.27	0.00	2417084.12	1399893.49
Room Chrg SPG Awards	9532.71	0.00	164405.64	134207.24	0.00	615911.03	576630.32
Room Chrg Corp Volum	6438.59	0.00	443382.68	355456.98	0.00	2538612.43	1815374.22
Room Chrg Wholesale/	4804.00	0.00	146202.00	102827.69	0.00	556483.79	716425.00
Room Chrg Grp Associ	0.00	0.00	8476.00	162366.00	0.00	123359.00	273267.65
Room Chrg Grp Corpor	11682.00	0.00	344369.00	478887.08	0.00	1848349.70	2469447.22
Room Chrg Grp Govern	0.00	0.00	0.00	11896.00	0.00	22874.75	120381.00
Room Chrg Grp SMERF	7430.00	0.00	73284.00	57821.00	0.00	297077.75	329241.71
Room Chrg Grp Tour &	0.00	0.00	0.00	0.00	0.00	1076.00	57250.00
Room Chrg Contract A	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Room Chrg Contract P	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Room Chrg Contract T	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Room Chrg Contract O	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Room Chrg Non-Opague	15774.70	0.00	265311.99	273369.36	0.00	2059909.33	1355319.05
Room Chrg Opaque	645.40	0.00	16543.91	36729.18	0.00	120679.48	436805.12
Early Departure Fee	0.00	0.00	359.00	0.00	0.00	11210.38	291.75
Late Checkout Fee	0.00	0.00	780.00	0.00	0.00	2670.00	1578.50
Reservation/Cancellla	1051.26	0.00	14760.46	4370.92	0.00	51892.37	23966.71
Guaranteed No Show	744.32	0.00	17000.84	18077.77	0.00	135939.54	86759.13
Day Use Room Charge	0.00	0.00	0.00	10.00-	0.00	0.00	269.00
Upgrade Charge	0.00	0.00	2710.00	1270.00	0.00	17819.50	5994.00
Deep Cleaning	1400.00	0.00	3585.00	450.56	0.00	12617.06	7015.72
Attrition	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Complimentary Room	0.00	0.00	0.00	314.25	0.00	2.81	314.25
Total	99152.50	0.00	2372177.34	2326726.51	0.00	14185673.48	12496393.01