**Transcript**

July 23, 2025, 6:00PM

0:10  
Hey, Cedar.

 **Jonathan Aulson** 0:11  
Hey, Cesar.

 **Cesar Figueroa** 0:14  
Hello.

 **Jonathan Aulson** 0:30  
In.  
Hey, Chad.

 **Beamesderfer, Chad** 0:35  
Hey, how's IT going?

 **Jonathan Aulson** 0:37  
Good, man. All right. How are you?

 **Beamesderfer, Chad** 0:39  
Doing well, doing well.  
Thank you for adding me to this, Jonathan. Hopefully I can be more Help than hindrance.

 **Jonathan Aulson** 0:56  
Oh yeah, no, I I'm sure you can. We we we could use it. I think this we're we're going to be looking at this payroll issue or sorry budget, budgeted payroll and I thought I I thought I might have a good answer for us using a I but.  
Unfortunately, it didn't. It wasn't able to map the same way that our account account managers have. So I'll kinda take us through it. Yeah. Hey, Amy.

 **Beamesderfer, Chad** 1:25  
Got it.

 **Sowells, Amy** 1:29  
Hey guys, how's IT going?

 **Jonathan Aulson** 1:32  
Good. So wanted to focus us today on the budgeted payroll issue that we're facing with the job profile and let me kind of show you guys where I'm at with it.

 **Beamesderfer, Chad** 1:33  
Bing.

 **Sowells, Amy** 1:41  
Yeah.

 **Jonathan Aulson** 1:47  
Uh, I.  
I I used a set of rules and some A I to try to map it for us. So I basically told it that any GSA variant should map to the GSA job code any GSC to GSC job.  
Code cashier to cache. Leave cashier should do leave cache if it was available, otherwise cache.

 **Sowells, Amy** 2:17  
Yep.

 **Jonathan Aulson** 2:18  
Lead GSC should be lead GSC.  
All the bell. Any bell variant should be the bell code.

 **Sowells, Amy** 2:30  
Mhm.

 **Jonathan Aulson** 2:31  
Door to door shuttle should be shuttle 1-2 or three based on whether it's available on the site and then parking concierge should be that one if it's available. Otherwise traffic, I wasn't sure about that one.

 **Sowells, Amy** 2:47  
Um.  
Could be reader, I guess. I don't think there's too many that use that. If you go to the pivot or no, IT would be. Is IT the sheet one? Yeah, there was a there was a lot of these. I was. I was surprised that IT was like one site that used it.

 **Jonathan Aulson** 3:01  
I can check right here actually.

 **Beamesderfer, Chad** 3:10  
Yeah.

 **Sowells, Amy** 3:10  
So IT really shouldn't be too impactful working concierge. OK.

 **Jonathan Aulson** 3:17  
I rolled these up so the total hours there's just one line per site, so it's.

 **Sowells, Amy** 3:25  
Oh, OK.

 **Jonathan Aulson** 3:26  
Yeah. Oh, well, no, I that's not true. I take it back. Oh, it's 11 per per set of hours. Yeah. OK.

 **Sowells, Amy** 3:35  
Got it.

 **Jonathan Aulson** 3:35  
Yeah.

 **Sowells, Amy** 3:37  
Yeah, I think that may it's. But yeah, they're probably going to have a parking concierge. Let's see. I just wanna pull. What was one of those sites? Just wanna make sure.

 **Jonathan Aulson** 3:47  
Oh, sure. Let's see. It would have been. Oops, not that one over here.  
Wait, this one. Here we go. Let's see 17249. There were some down here that had a couple. Looks like 20. Yeah.

 **Sowells, Amy** 4:06  
Yeah, traffic. I think it's gonna be traffic if they don't have a parking concierge.  
Um.  
Wow, could even be greeter.

 **Jonathan Aulson** 4:28  
This is likely where I'm getting some of my errors then. Yeah, because the the net result will be in filter this.

 **Sowells, Amy** 4:29  
Oh, Marcy.  
Variances, yeah.  
Could also be lot attendant.

 **Jonathan Aulson** 4:39  
Uh, OK.  
Well, we can take a I'm happy to take another stab using like tweaking the rules and running again. We we got like relatively speaking it's kind of close. We solved the issue where we weren't able to pull in the whole budget and in fact I'm so the the.  
Total budgeted hours are 12, almost 13 million. It's finding, you know, over 15. So we're we're obviously using the wrong codes in places where we're pulling in more hours, I thought.

 **Sowells, Amy** 5:12  
Yeah, it's not a surprise.

 **Beamesderfer, Chad** 5:14  
Yeah.

 **Jonathan Aulson** 5:15  
I thought for a minute it was gonna be prod adjustment 'cause some of those are negative, but in total prod adjustment's actually positive. So if we were using that, we would pull in even more so.

 **Sowells, Amy** 5:28  
Got it.

 **Jonathan Aulson** 5:30  
Yeah.  
Um.  
And I guess my fear is, you know, if however we define, we could, we could try defining these rules a lot of different ways. And I don't know that we'll be able to hit on the right combination that mimics what our humans have done, you know?

 **Sowells, Amy** 5:50  
Do you think, I don't know and Chad, maybe you have thoughts here and I know it's might be a little hard because you haven't seen a lot of the. I mean, I think you just saw a demo the other day of the build, but I wonder if it's better.  
Until we convert the the budgets to, you know, the same system. I wonder if it's better to show the comparison to budgeted payroll on like a total per site instead of broken down by position.  
I just, I don't want this to cause more confusion or I don't want sites to say like, wow, my budget's really low. There must be a problem when it's not actually really low. It's just not pulling because we have the wrong job code, you know?

 **Beamesderfer, Chad** 6:37  
Yeah, I agree.

 **Sowells, Amy** 6:40  
Or vice versa, yeah.

 **Beamesderfer, Chad** 6:42  
My my only concern, and again without seeing the inner workings of everything, the productivity number is calculated off of certain roles.  
And so you have non-productive roles that shouldn't be included in that calculation and that's why the mapping gets important to test your productivity number. So I think if you use the subtle hours in a whole, that's fine, but then what?

 **Jonathan Aulson** 6:55  
True.

 **Beamesderfer, Chad** 7:10  
How does that translate and relate to the productivity measurement? Because generally, like perfect example would be something like doorman or bellman. They should not be part of the productivity measure because they're not parking cars. They're regardless of a car shows up, you're still having someone hold the door.  
So that I don't know how those talk to each other in in the current system.

 **Sowells, Amy** 7:30  
Fair.

 **Jonathan Aulson** 7:34  
But.

 **Sowells, Amy** 7:35  
Well, and really like aren't, don't we as a company feel that Legion is the place where account managers should be managing their payroll. It shouldn't be in the forecast system. I mean I I get they need to forecast for their payroll correctly, but when IT comes to like.  
Comparing IT to something that should really be Legion, right? It shouldn't be the forecast system.

 **Beamesderfer, Chad** 8:02  
100% correct. It really should be. Legion is where everybody's coded. They should be coded to the right role, which in theory translate to your budgeted hours.

 **Jonathan Aulson** 8:04  
It.

 **Beamesderfer, Chad** 8:14  
In a perfect world, they're doing that right. But like if someone clocks into the wrong role, you want that to be flagged as, hey, you had 10 hours budgeted for Bell today, you had zero, but you had 10 hours more in GSA, right? Like that's a trigger that you would hope Legion would be able to.

 **Sowells, Amy** 8:15  
I mean, I know it's.

 **Beamesderfer, Chad** 8:34  
Lagging. Um, I just don't think that happens.

 **Sowells, Amy** 8:39  
Yeah.

 **Beamesderfer, Chad** 8:39  
Um. And then to your point, like the usage of role. So in in a different project I'm on, we've seen um.  
A lot of the GSA one through 18 largely means nothing in the grand scheme of things, but there's certain sites that use GSA 3 to call out this style of roll or this shift or this. This is your overnight shift versus your day shift GSA one, but it's not universal and that's where this.  
All starts to become very difficult because we're trying to build a universal process that's used different ways and so future state, and I don't know if this helps, but future state, what we're looking at is in the consolidation to eliminate.  
A huge portion of these roles and you'll get something more of like every role has the same title for most part, let's say GSA, but you'll have GSA productive and then GSA non-productive. So you're really only looking at two different roles in regards if they're door.  
Bellman, valet, whatever. If you're clocking in as a productive, your parking cars, if you're clocking as non productive, you're doing a non productive shift. So that's future state, but we're talking a while out to there, but that's what we're trying to get to because then we can collapse 175 rolls to.  
15, right. And then really the only thing that we were going to keep were the shuttles, which you already called out shuttle 123 and four, because that really does deem a a different type of vehicle they're driving. You know, are they driving a city bus versus a gem car, right. So that's the reason those will have still different.

 **Sowells, Amy** 10:00  
Yeah.

 **Beamesderfer, Chad** 10:16  
Quantification, but everything else is supposed to go to more generic where it's GSAGSC, productive, non-productive. So that's a little insight in the future state. But I when we were going through this yesterday, I was like, oh, I could absolutely see how this is a problem because.  
I don't know how you make a rule to fix it because it's not the same. And my issue came in the productivity measure. How are we measuring productivity? Because if we map them wrong, you'll never match your productivity anymore.

 **Sowells, Amy** 10:37  
Right.

 **Beamesderfer, Chad** 10:48  
So that that's out of my mind. I know that was kind of a verbal dump on you guys, but that's where my mind was at with it.

 **Sowells, Amy** 10:54  
No, that's good to know for sure. I mean.  
I guess going back to Jonathan, like if we do roll up the total budgeted hours on that tab, I mean, does that even make sense or is that gonna be a problem because there's just no starting point?  
For the hours.

 **Jonathan Aulson** 11:13  
Well, I that's a step in in the one other idea I have that might. I don't know if this will work, but let me pitch it. So the current process for budgeting has them essentially given a budget and they're.  
They're mapping. They're kind of mapping in that workbook, their roles to the job profiles, right? Um.  
What if we did the same process in the new system? So we show them the budget per site and we have the account managers map for us. They they would take the budget and divvy it up amongst their jobs.

 **Beamesderfer, Chad** 11:57  
So.  
I I think, I think you lost me midway through there. So in the current world, they're going into their budget and they're saying here's my X amount of roles and then they fill out an average weekly hour for the most part. So GSA, doorbell, what have you, that's what goes into the budget and then it does its productivity calculations based off the role.

 **Jonathan Aulson** 12:03  
Yeah.

 **Beamesderfer, Chad** 12:19  
They select, it does the dollar figures based off the rate that they're putting it. They they control all of that and then it spits out and says here's your budgeted hours and then you in theory have it by roll if they did it correctly. That's the current process and that's what what our budgets are.

 **Jonathan Aulson** 12:22  
E.  
Um.

 **Beamesderfer, Chad** 12:35  
In the scenario you just gave, it's basically stating taking from the budget, we just utilize whatever they deem in there because you won't see GSA one through 18 in there, you'll see GSA, right? That's all you're gonna. So is that kind of what you're talking about where it just maps directly what the budget says?

 **Jonathan Aulson** 12:48  
Right, right.  
Well, it's.  
The core problem that we're that we're faced with here is mapping from the budget table the field job profile, right, which is your you use GSA as the example and that's a good one mapping that into these job codes that we have on every site and so.  
We, we can't do that, right. That's and that's what we're talking about. So I don't have a way to map GSA across to GSA unfortunately, like all all we can do is at the site level show them a monthly budget. That's where, that's where we could do, but we could show them that bucket of hours.  
Or dollars, whatever made more sense, probably dollars. And yeah, if we showed them a bucket of dollars and said spread these into your roles because we know the average rate of each role.  
So we they could then divvy the cost up amongst the roles they have and that would essentially map for us the budget into their site roles.

 **Beamesderfer, Chad** 14:05  
Is so it is the issue that when you take the payroll data, it's classified as one thing that doesn't match what's sitting in the budget that you're pulling. Is it? Is that the problem in the mapping?

 **Jonathan Aulson** 14:18  
It is, yeah. Good. Go ahead.

 **Sowells, Amy** 14:18  
I think it's can I can I just show an example and Jonathan let me know if this is not a good example. But so Chad said this is Gaylord Opryland, this in the background, this is these are the positions that were budgeted.

 **Beamesderfer, Chad** 14:36  
Correct.

 **Sowells, Amy** 14:36  
In addition to GSA, right. But then when we look at actuals, most of them match like it's like one for one cashier, GSC door. But then we have like traffic which is completely random, which yeah, they don't have a lot of hours, but that's still problematic cause yeah, Elena I think.  
They're trying to assign like traffic is going to pull in to the payroll build in the forecast system and there's not going to be any budget for it because there's not, there's nothing that exists, but maybe it should be like parking concierge. Maybe that's what we should link it to, but there's no real like.

 **Beamesderfer, Chad** 15:06  
It doesn't correlate back, yeah.

 **Sowells, Amy** 15:15  
Key to tell them, oh, traffic should always be parking concierge. And I think the problem is that.  
These pull from let's see this payroll. Where do these fall? Don't even know.

 **Beamesderfer, Chad** 15:29  
It's a validated field.

 **Sowells, Amy** 15:32  
OK, yes, so they can and they can also can't they like type in random ones too down here like other?

 **Beamesderfer, Chad** 15:36  
They can't be more in theory, they should be. They should now be restricted to what's in the validated field, but it's a good point. It's like is traffic even one they could select in for instance. I don't know that answer.  
Looking at it, there is no there's traffic coordinator, which maybe that's what it's supposed to link to. And then that makes sense because how they're getting paid in the back end may be different than they may know the hours, but they may be picking a different role in their world.  
Because it's not consistent, right? It's in their mind that could be to your point parking coordinator and that's what they've always called it or parking concierge, but in payroll it's listed as traffic coordinator.  
Uh.

 **Sowells, Amy** 16:20  
Right.  
So.

 **Beamesderfer, Chad** 16:22  
Yeah, I I think it is that mapping. I think it is if we see traffic.  
But and I don't see every site, but is the issue Jonathan, where you'll see traffic on one site but parking concierge on another? So it's gotta go both ways.

 **Jonathan Aulson** 16:37  
Exactly. Yeah. Yeah.

 **Sowells, Amy** 16:40  
So it's like inconsistent, yeah.

 **Beamesderfer, Chad** 16:40  
Uh, yes, if that's.

 **Jonathan Aulson** 16:43  
Yeah.

 **Sowells, Amy** 16:46  
I mean it, Jonathan, is it like if you use AI for most of them, like the ones you just kind of showed us that are very obvious?

 **Beamesderfer, Chad** 16:46  
Is.

 **Sowells, Amy** 16:56  
What's the fallout like? Is the fallout small enough where we could go potentially site by site and just tell you?

 **Jonathan Aulson** 17:05  
So I'm not sure that you guys will be able to correctly guess or not, but we can look at it. So um, this is.  
The output of the mapping. So here is. Let's see.  
Here is the job profile and the map code per site now. So we could look at some specifics in here like there's concierge garage.  
General OT maybe I I the differentials. I think we mapped probably pretty well. I don't know what that is. I don't know what that is. Key booth. These are all job profiles in budget, a lot attendant.  
Uh, parking concierge other.  
Patient that well, yeah, patients that are PDX.  
Task force.

 **Sowells, Amy** 18:16  
I I do wonder too, Jonathan. You're probably not gonna like this, but I wonder if it's. I wonder if we should wait for Adam at this point too. He's just such an expert on this stuff. And I'm also, I'm wondering.

 **Jonathan Aulson** 18:19  
OK.  
Yeah.

 **Sowells, Amy** 18:32  
I'm just I'm looking at a forecast today to understand how this is.

 **Jonathan Aulson** 18:37  
And and the key is here. Yeah, the key here is you can only pick job codes that belong to that site, right? So that was the real challenge. Yeah, yeah.

 **Sowells, Amy** 18:38  
How the budget is populated?

 **Beamesderfer, Chad** 18:45  
Yeah, be locked down and that's why you can get garage linking to GSA on one site and garage linking to garage on another. You're restricted by the coding that's utilized at the site and that's the same.

 **Jonathan Aulson** 18:52  
Right, yeah.  
Yeah, yeah. And it's a little unclear, like if we should, if they have both parking, parking, concierge and garage and they have both job. Yeah, like which, which is which?

 **Beamesderfer, Chad** 19:08  
Which one does?

 **Jonathan Aulson** 19:12  
Yeah.  
So.  
I don't know it it seems like honestly I I you know we might we might try at this for a long time and not get it perfect. We could probably get it closer. I one thought I had was we could we could layer in the idea of.  
The budgeted hours and active employees in the role. So that would give us a little bit of insight into how many of each job code we should use per like if the if the budgeted job profile has.  
Two FT ES worth of hours, then it's pretty obvious both of the job codes should map to that, right? But so we could look at it through a lens like that as well. Um.

 **Sowells, Amy** 19:55  
Right.

 **Jonathan Aulson** 20:02  
But I I think I just need to, you know, I need to make it clear, I guess, that this is not unless, unless we can figure out something today, whatever we figure out won't make it for pilot.

 **Sowells, Amy** 20:17  
Got it. Um.

 **Jonathan Aulson** 20:19  
Yeah.

 **Sowells, Amy** 20:21  
And I mean, we have.  
I'm just going back to my original thought about rolling up there. There's really, we can't really roll it up, right? Because then you're not gonna have.  
A payroll budget or a payroll forecast?

 **Beamesderfer, Chad** 20:35  
Yeah, it'll just be a number. It won't tell you and and it won't tell you if you're where you're overstaffed, if you are where you're understaffed like.

 **Sowells, Amy** 20:38  
Yeah.

 **Jonathan Aulson** 20:40  
Yeah.

 **Beamesderfer, Chad** 20:48  
Let me think through that.  
Can.  
Can you isolate one site? Sorry, go ahead, Amy.

 **Sowells, Amy** 20:54  
I mean, what?  
Oh no, I'm just thinking because you're you're talking specifically about the pilot timing. I wonder, Jonathan, if we should, we have a meeting tomorrow to confirm the pilot sites.  
I wonder if we should just focus on getting those pilot sites correctly defined.

 **Jonathan Aulson** 21:17  
All right. Yeah.

 **Sowells, Amy** 21:19  
And then, cause I mean the answer may be a group of people are gonna have to go through this manually for all sites, cause I don't. Yeah, I mean that would suck and that would be painful, but I don't know.

 **Jonathan Aulson** 21:26  
And.

 **Beamesderfer, Chad** 21:30  
You can build the tape.

 **Sowells, Amy** 21:36  
What the other option is, and I mean a lot of them I think are fairly intuitive and you could use AI, right? It's just the ones that fall out of that are the ones we'd have to go through manually.

 **Jonathan Aulson** 21:47  
Yeah.  
OK. Yeah. And we can, we can occasionally keep checking progress against the total number. And if we hit it to the cent, then we know we got it probably. Yeah. All right. Well, that's a great idea. That's a fantastic idea. So let's do that.

 **Sowells, Amy** 22:01  
Yeah.

 **Jonathan Aulson** 22:08  
Do we have a site numbers for pilot off the top of our head?

 **Sowells, Amy** 22:10  
Let me check with Jeremy. He should have the full list that we're gonna run through tomorrow, Chad. I don't really expect that to change, I don't think. So I know our meeting tomorrow is to finalize though those. But yeah, let me get those site numbers from Jeremy, Jonathan and I'll send those over today.

 **Jonathan Aulson** 22:14  
Yes.  
OK.

 **Sowells, Amy** 22:30  
And then if and then yeah, you can just send me this and I can map those once.

 **Jonathan Aulson** 22:37  
Sounds good.

 **Beamesderfer, Chad** 22:38  
I I have one question in your maps. Your map is showing what, 3 million more hours than the budget? If I read that correctly, what's driving that? Like what's duplicating in here?

 **Jonathan Aulson** 22:39  
Um, yeah.  
Yeah, yeah.  
That's a good question. I haven't done that level of analysis to be honest. Um.  
I think we could, yeah, go ahead.

 **Sowells, Amy** 23:01  
I wonder if it's shifted.

 **Beamesderfer, Chad** 23:01  
I'm I'm wondering, well that's what I'm wondering cause shift if may duplicate the hours in theory. That's what we see in our payroll system where an hour of shift if is paid at a $2.00 rate, but it's.

 **Jonathan Aulson** 23:14  
Oh.

 **Beamesderfer, Chad** 23:17  
Base rate as well. It's just an addon.

 **Jonathan Aulson** 23:19  
So should I? If I excluded the shift ifs, then I OK, let me feed that rule into the a. Well, let's let's do a quick glance and see if it helps. Let's do the total.

 **Beamesderfer, Chad** 23:23  
Yes.  
Could you get?

 **Sowells, Amy** 23:34  
Are there budgeted hours though for shift if there wouldn't be right?

 **Jonathan Aulson** 23:38  
Yeah, yeah, I I've seen him, yeah.

 **Beamesderfer, Chad** 23:38  
There would be because in the budget it's only listed at a dollar or $2.00, right? So when you budget those hours, it's just the incremental increase. But that's why it duplicates hours, because even though that 8 hours is one person, 8 hours at base, 8 hours at the $2.00 differential will equal 16 hours when it rolls up.

 **Sowells, Amy** 23:39  
Other would be.

 **Beamesderfer, Chad** 23:58  
It's how the my one of my problems with the LDR honestly.

 **Jonathan Aulson** 24:02  
Uh.  
OK, I think I got them all.  
OK.  
So let's see what this total hours is.  
So 120 so it's coming up here now 113,700 or 1111,370. That's what it is, OK.  
So then.  
Uh.  
If we take it out of here.  
Now now we're down to 8 million.  
Huh.

 **Beamesderfer, Chad** 25:37  
Pretty different.

 **Jonathan Aulson** 25:42  
Yeah.  
Interesting.

 **Sowells, Amy** 25:50  
And this is so this.  
This is comparing budgeted hours for what time period?

 **Jonathan Aulson** 26:04  
2025.

 **Sowells, Amy** 26:06  
And then what are you comparing it to actuals for?

 **Jonathan Aulson** 26:10  
The same, the same, but after mapping.

 **Sowells, Amy** 26:17  
But actuals would only be through today, right? Like how do you how are you getting actuals?

 **Beamesderfer, Chad** 26:18  
They.

 **Jonathan Aulson** 26:20  
No actuals. No actuals in here. It's just budget. Yeah.

 **Beamesderfer, Chad** 26:23  
Budget to budget. Budget 25 on the left after mapping on the right.

 **Sowells, Amy** 26:29  
LLL, OK.

 **Beamesderfer, Chad** 26:31  
And so, so that's now 11 million, not the 15.  
What are you now?

 **Jonathan Aulson** 26:38  
Oh yeah, what happened to my son? Hang on.

 **Sowells, Amy** 26:42  
If you're filtered, yeah, just do a subtotal.

 **Jonathan Aulson** 26:43  
OK.

 **Beamesderfer, Chad** 26:46  
Yes, September 9 would work.

 **Jonathan Aulson** 26:51  
That's interesting. Oops.  
Uh, yeah.

 **Beamesderfer, Chad** 27:00  
It's pulling me something, yeah.

 **Sowells, Amy** 27:09  
Yeah, if you do nine, yeah, remove your your range. Jonathan, remove your range real quick 'cause there's like a couple different subtitles. So if you do 9 comma.

 **Beamesderfer, Chad** 27:11  
Yeah.

 **Jonathan Aulson** 27:16  
Oh, OK.

 **Sowells, Amy** 27:25  
And then do your range.

 **Jonathan Aulson** 27:27  
Yeah.

 **Sowells, Amy** 27:28  
And that will subtotal it as you filter it.

 **Jonathan Aulson** 27:35  
I don't know what why that sum wasn't accurate. That's weird.  
Let me do it over here to this table.  
OK, so that's 11370.  
And that's 11052. So we're not that far off. Um, yeah.

 **Beamesderfer, Chad** 28:17  
Closer.

 **Jonathan Aulson** 28:19  
Uh, yeah, OK.

 **Sowells, Amy** 28:22  
Yeah, that's that's better.

 **Beamesderfer, Chad** 28:24  
That probably says there's only a handful of rules that aren't mapped correctly then, or are not being picked up in the mapping anyway.

 **Jonathan Aulson** 28:31  
No.  
Uh, that's encouraging.

 **Sowells, Amy** 28:36  
Yeah, and and hopefully going through the pilot sites will give us some insight too that we can apply to the rest.

 **Jonathan Aulson** 28:40  
Yeah.  
Hmm.  
Well, wonderful. So let's see.

 **Sowells, Amy** 28:50  
I just got that list, Jonathan. I'm gonna send it over now.

 **Jonathan Aulson** 28:53  
Okay.

 **Sowells, Amy** 28:54  
And then um.  
Just send me.

 **Jonathan Aulson** 29:00  
Yeah, let me share this with you.

 **Sowells, Amy** 29:02  
This and I can, yeah.

 **Jonathan Aulson** 29:12  
Send the link and send the file.

 **Sowells, Amy** 29:17  
Yeah, I your suggestion of having the hands do it, that concerns me a little bit. I mean I know they need to be in their forecast updating it, but for like for pre for them to be required to do any pre work is a concern. I'd almost rather.

 **Jonathan Aulson** 29:25  
Yeah.  
Yes.

 **Sowells, Amy** 29:35  
Us just do it our own manually before we roll it out.  
To be sure as clean as possible.

 **Jonathan Aulson** 29:43  
Makes sense.  
OK, that's saved.

 **Sowells, Amy** 29:57  
I mean, I do think for some of these we'll need OPS input, so there's gonna need to be some like back and forth, but I think we can do most of it ourselves.

 **Jonathan Aulson** 30:11  
Drop this in the chat.

 **Beamesderfer, Chad** 30:11  
Versions.

 **Jonathan Aulson** 30:38  
Teams.  
My team's freeze trying to share this file.  
There we go. Good. There we go. Make sure you guys can access that file in the chat there.

 **Beamesderfer, Chad** 31:16  
I am not though.

 **Jonathan Aulson** 31:17  
Is that you're not able to? Okay, let me e-mail it to you guys. I was hoping that would be better. But yeah.

 **Beamesderfer, Chad** 31:20  
No.

 **Sowells, Amy** 31:22  
Yeah, that'd be good.  
Oh wait, I can. Yeah, if I add my e-mail address.

 **Beamesderfer, Chad** 31:29  
And when I added mine it says I'm not associated with the secured.

 **Jonathan Aulson** 31:34  
OK. Sorry, sorry about that.

 **Sowells, Amy** 31:34  
Oh, sorry, Chad.

 **Beamesderfer, Chad** 31:38  
All good.

 **Jonathan Aulson** 32:00  
Thanks.

 **Sowells, Amy** 32:12  
All right, so I will send that back tomorrow morning ish, Jonathan, if that works.

 **Jonathan Aulson** 32:17  
Absolutely, yeah.

 **Sowells, Amy** 32:19  
I think we're probably gonna replace a few of the pilot sites, but it's like 2-1 or two. So once I have that, the new pilot sites, I'll add those in there too.

 **Jonathan Aulson** 32:25  
OK.  
OK, sounds good. Yeah, no, that's a great idea. Just let's fix the other sites 1st and work on the rest in the background. I love it. OK.  
Good deal. Well, the only other item I had today, Amy, was to check in on adding adding the 10 percenter sites. I I know we've got a lot of other issues to work on. I just didn't want that one to to fade away, yeah.

 **Sowells, Amy** 32:56  
Yeah, so Yep, I've got about 100 of 200 added.

 **Jonathan Aulson** 33:06  
Oh, wow. OK, awesome. Yeah.

 **Sowells, Amy** 33:08  
So yeah, so I'm gonna add, I'm probably gonna do another 50 tomorrow and then I'm gonna finish them up next week. So yeah, they should be all in there by mid next week.

 **Jonathan Aulson** 33:20  
OK. Well, that that sounds like it's going great. OK.

 **Sowells, Amy** 33:23  
Yeah, yeah, it's actually going really well. There's only chat. I thought it was hilarious. The only ones that I can't build in are Tea Park, freaking tea park sites that there's just no way there. It's like a very weird customization that's relates to a deal term, Jonathan.

 **Beamesderfer, Chad** 33:36  
That was a surprise.

 **Jonathan Aulson** 33:43  
Mhm.

 **Sowells, Amy** 33:44  
And so I don't know, I think we'll be able to get around it for rollout, but I do wonder if we should just add a customization in now to accommodate that.

 **Jonathan Aulson** 33:56  
Yeah. Should we talk about it? I mean, what's the, what's the what? Why are they unusual? Yeah.

 **Sowells, Amy** 34:01  
Yes, you know. OK, let me actually. Um.  
Let me open one up so I can show you.  
There's like 10 or 15 of em, so it it is. It's definitely something I was gonna have you develop eventually, because it'll just knock out a bunch of em.  
Okay, there's a total of 12.

 **Jonathan Aulson** 34:40  
Lunch just got here, guys, so I'm going to turn cameras off while I'm eating, but sorry.

 **Sowells, Amy** 34:40  
And so these.  
OK, sure.  
All right. So these are revenue share deals.

 **Beamesderfer, Chad** 34:52  
You're you're not sharing anything, Amy, if you were trying. Oh, all good.

 **Sowells, Amy** 34:55  
I know, sorry, I'm just it's taking forever to open.

 **Beamesderfer, Chad** 34:59  
I know that problem.

 **Sowells, Amy** 35:01  
Yeah.  
OK. So these are occupancy thresholds. So they're revenue share deals, but they're the threshold changes each month depending on the occupancy.  
So in all of these deals, the client basically gets like 100%. It could be, it could be different though. So the first threshold is 100% on this deal. So we get nothing until the threshold.  
Equals a certain amount and then we get 70% and this particular threshold is based on occupied rooms, right? So the account manager tracks the occupied rooms each month and then we multiply the occupied rooms for this particular deal by $7.71.

 **Jonathan Aulson** 35:49  
Uh.

 **Sowells, Amy** 35:57  
That is the threshold for the month and then we received 30%. This is the owner's roadshare. We received 30% of anything over this threshold. So it's a moving threshold based on the occupancy for that month.

 **Jonathan Aulson** 36:10  
Interesting.

 **Sowells, Amy** 36:11  
The the 771, that never changes, but obviously the occupancy will change each month based on what's recorded in the revenue spreadsheet.

 **Jonathan Aulson** 36:14  
Yeah.  
Interesting. OK.

 **Sowells, Amy** 36:24  
And it's always a monthly threshold, it's different annual threshold. So I think we just, yeah, we need to add something to that revenue share and this is only revenue share thresholds, it's not profit split. We would just need to add something to that revenue share threshold build that allows us to base the threshold off of occupancy.

 **Jonathan Aulson** 36:24  
Well.  
Yep.

 **Sowells, Amy** 36:44  
And then would enter the dollar amount per occupied room that it's based off of.

 **Jonathan Aulson** 36:44  
Yep.  
OK. Yeah, that. So to get into the forecast, we'll need to do this part in in billing. The good news there is we know we we it's very similar to the stuff we have built and.  
And I don't see any issue, you know with with building this as well like it won't. It seems straightforward enough and it's not annual, which is great. That takes a lot more work. The we'll have to also do it in the calculations for forecasting.  
So really we're talking about, it's about 3 different features to get this implemented in the forecasting, but totally doable.

 **Sowells, Amy** 37:28  
Well, and what I was thinking to just I'm gonna build them in anyway and I was just gonna do an a year to date average of the monthly through. I'm gonna enter it in as a dollar value. It's not gonna be obviously 100% accurate, but I'll build them in using.

 **Jonathan Aulson** 37:35  
OK.

 **Sowells, Amy** 37:45  
That approach and then once it's developed we can fine tune the the terms.

 **Jonathan Aulson** 37:50  
Yeah, OK. Now would I I I think I know the answer, but would getting this in this wouldn't, this wouldn't be higher priority than the other stuff we have on deck, would it?

 **Sowells, Amy** 38:05  
Right. I I agree with that. Yeah. I mean, if we had to roll out using an average because it wasn't developed yet, I think that's that's better. I'd rather focus on the other items we have on the backlog than this, yeah.

 **Jonathan Aulson** 38:08  
Yeah, OK.  
Yeah.  
OK, that makes sense. Well, I'll put some placeholders for us in the backlog so that we keep this on radar and when we have the opportunity, we can kinda flush it out and get it built.

 **Sowells, Amy** 38:29  
OK.

 **Boyer, Jim** 38:30  
Well, when I think about it, John, just like kind of keeping all the ducks in a row here is like, you know, if you think about us getting the data out of Dataverse and like bringing it into our environment, it would be important to call out that like.

 **Jonathan Aulson** 38:35  
Yeah.

 **Boyer, Jim** 38:45  
If the site's not active on the forecast platform that like we don't have data in production dataverse for it. I mean I think that's kind of like a given, but I did want to kind of call that out because like we won't want to bring, we won't want to have to differentiate after the fact like where the source is. So you know we might have a location maybe potentially I mean like still.  
Using an old format until we get this built right.

 **Sowells, Amy** 39:10  
Well, I'm building every single site into Power Bill.

 **Jonathan Aulson** 39:15  
Yeah, our marching orders were that kind of way back at the beginning was that every site needed to be included in forecast.

 **Sowells, Amy** 39:23  
Yeah, there wouldn't be any 10 percenters and and.

 **Boyer, Jim** 39:26  
Well, how would you forecast for it if you don't have the building rules set up like, you know, I mean, it sounds like we're going live without it is what I kind of thought I heard.

 **Sowells, Amy** 39:30  
Well.  
That's why we're talking about this specific use case, because it's interesting, Jim. Like when I went through all the 10 percenters back like earlier in the year, most of them are not 10 percenters because of deal terms. They're 10 percenters because of like.

 **Boyer, Jim** 39:40  
Right.

 **Sowells, Amy** 39:48  
Like customizations when it comes to the statement itself, like just like we accrue, we don't build the accrual, we accrue the revenue. So most of it we can still use and build out in Power Bill to produce an accurate Internal Revenue forecast. We just can't invoice for it out of Power Bill. So this was.

 **Boyer, Jim** 39:53  
Right.  
OK, so they'll still, so in other words, they're not gonna use like, they're not gonna stay on the forecasting spreadsheet once we go live. Like even if we have to do some kind of like crazy work around, we'll still have them in the new solution.

 **Sowells, Amy** 40:07  
One of the.  
Correct.  
Correct. Yeah, correct. Yeah. I mean, there's been.

 **Boyer, Jim** 40:21  
OK, alright, that's. I thought maybe we might do something different with keep him in the spreadsheet or something like that. And I was like, whoa, whoa, hold on.

 **Sowells, Amy** 40:26  
No, no, no. Like there's there's some interesting ones that I've been noting, but there are few and far between. For instance, the Swan and Dolphin have the owner based comp that we don't have built out in Power Bill. So things like that we're probably going to have to just train the account managers to do like.  
To do like a manual adjustment to account for that, you know, so their forecast can be accurate, but I'm noting all of those and there's there's don't, there's not many so.

 **Boyer, Jim** 40:56  
Yeah.

 **Sowells, Amy** 40:59  
Yeah. This was the one thing that stood out though because it is going to impact the accuracy and it's it's you know 12 sites. So it's it's impactful, but you know it's T park and I think the total impact is probably not that material when we roll it up if I just go with like an average for the threshold for now versus the.

 **Jonathan Aulson** 41:00  
Good deal.  
Yeah.

 **Sowells, Amy** 41:18  
Occupancy threshold.

 **Jonathan Aulson** 41:20  
Yeah, yeah, that makes sense.  
Very good. All right, Dave. Well, that's that's everything I had. Is there any other items from your end, Amy or Chad or Jim?

 **Sowells, Amy** 41:35  
Uh, no, not good.

 **Beamesderfer, Chad** 41:35  
No.

 **Jonathan Aulson** 41:37  
All right, you guys. Well, I will get, I'll get some placeholder stories created for us for the T park enhancements and then it sounds like I'll look for that file tomorrow at some point, Amy.  
And we'll get that. We'll go ahead and map the pilot sites and then we'll keep working on the others, OK.

 **Sowells, Amy** 41:53  
Yep.  
Sounds good.

 **Jonathan Aulson** 42:00  
Alright, thanks everyone.

 **Beamesderfer, Chad** 42:01  
Thank you.

 **Sowells, Amy** 42:02  
Thank you. See ya.

 **Jonathan Aulson** 42:04  
Bye.

 **Jonathan Aulson** stopped transcription