

Pace

Activity Dates: 11/1/2019 - 11/5/2019
 Properties: DoubleTree by Hilton Nashua
 Revenue Types: Banquet, Catering
 Guestroom: Blocked
 Event Revenue Classifications: Food, Beverage, Audio Visual, Function Room Rental

Consumption Dates: 1/1/2019 - 12/31/2019
 Sales Managers: All
 Sales Manager Role: Booked By
 Include Guestroom/Event Revenue: Event

DoubleTree by Hilton Nashua (USD)																
	Activity for 11/1/2019 - 11/5/2019					Definites On The Books as of 11/5/2019						Pace			On the Books as of 11/5/2019	
	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative
2019	2854	0	2878	0	5733	1184486	1377786	-193299	86%	864304	816906	367579	145%	3995	29012	16189
January	0	0	0	0	0	117513	80000	37513	147%	40915	40915	76597	287%	0	5390	0
Event Revenue	0	0	0		0	117513	80000	37513	147%	40915	40915	76597	287%	0	5390	0
Food	0	0	0		0	86412	0	86412	0%	33524	33524	52887	258%	0	5390	0
Beverage	0	0	0		0	9556	0	9556	0%	5149	5149	4406	186%	0	0	0
Audio Visual	0	0	0		0	9495	0	9495	0%	0	0	9495	0%	0	0	0
Function Room Rental	0	0	0		0	12050	0	12050	0%	2241	2241	9808	538%	0	0	0
February	0	0	0	0	0	46094	82572	-36477	56%	34361	34361	11732	134%	0	0	0
Event Revenue	0	0	0		0	46094	82572	-36477	56%	34361	34361	11732	134%	0	0	0
Food	0	0	0		0	32507	0	32507	0%	24415	24415	8091	133%	0	0	0
Beverage	0	0	0		0	1596	0	1596	0%	2195	2195	-599	73%	0	0	0
Audio Visual	0	0	0		0	1290	0	1290	0%	0	0	1290	0%	0	0	0
Function Room Rental	0	0	0		0	10700	0	10700	0%	7750	7750	2950	138%	0	0	0
March	0	0	0	0	0	88715	125520	-36804	71%	105547	105547	-16831	84%	0	1313	0
Event Revenue	0	0	0		0	88715	125520	-36804	71%	105547	105547	-16831	84%	0	1313	0
Food	0	0	0		0	63507	0	63507	0%	93686	93686	-30178	68%	0	1313	0
Beverage	0	0	0		0	3052	0	3052	0%	4610	4610	-1558	66%	0	0	0
Audio Visual	0	0	0		0	7755	0	7755	0%	150	150	7605	5170%	0	0	0
Function Room Rental	0	0	0		0	14400	0	14400	0%	7100	7100	7300	203%	0	0	0
April	0	0	0	0	0	97413	131380	-33966	74%	87626	87626	9786	111%	0	0	0
Event Revenue	0	0	0		0	97413	131380	-33966	74%	87626	87626	9786	111%	0	0	0
Food	0	0	0		0	69238	0	69238	0%	72562	72562	-3323	95%	0	0	0
Beverage	0	0	0		0	5255	0	5255	0%	4139	4139	1115	127%	0	0	0
Audio Visual	0	0	0		0	9745	0	9745	0%	0	0	9745	0%	0	0	0
Function Room Rental	0	0	0		0	13175	0	13175	0%	10925	10925	2250	121%	0	0	0
May	0	0	0	0	0	100158	136432	-36273	73%	105975	105605	-5447	95%	0	350	0
Event Revenue	0	0	0		0	100158	136432	-36273	73%	105975	105605	-5447	95%	0	350	0
Food	0	0	0		0	77198	0	77198	0%	92099	92099	-14900	84%	0	0	0
Beverage	0	0	0		0	4478	0	4478	0%	4126	4126	351	109%	0	0	0
Audio Visual	0	0	0		0	5631	0	5631	0%	950	580	5051	971%	0	350	0
Function Room Rental	0	0	0		0	12850	0	12850	0%	8800	8800	4050	146%	0	0	0
June	0	0	0	0	0	224877	150180	74697	150%	66026	66026	158851	341%	0	450	0
Event Revenue	0	0	0		0	224877	150180	74697	150%	66026	66026	158851	341%	0	450	0
Food	0	0	0		0	164585	0	164585	0%	39992	39992	124593	412%	0	0	0
Beverage	0	0	0		0	10632	0	10632	0%	2078	2078	8553	511%	0	0	0
Audio Visual	0	0	0		0	37159	0	37159	0%	405	405	36754	9175%	0	0	0
Function Room Rental	0	0	0		0	12500	0	12500	0%	23550	23550	-11050	53%	0	450	0

DoubleTree by Hilton Nashua (USD)

	Activity for 11/1/2019 - 11/5/2019					Definites On The Books as of 11/5/2019						Pace			On the Books as of 11/5/2019	
												Variance to STLY				
	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative
July	0	0	0	0	0	67164	71382	-4217	94%	13467	13467	53697	499%	843	1250	0
Event Revenue	0	0	0		0	67164	71382	-4217	94%	13467	13467	53697	499%	843	1250	0
Food	0	0	0		0	48721	0	48721	0%	6507	6507	42214	749%	783	0	0
Beverage	0	0	0		0	2807	0	2807	0%	50	50	2757	5615%	0	0	0
Audio Visual	0	0	0		0	6135	0	6135	0%	360	360	5775	1704%	60	0	0
Function Room Rental	0	0	0		0	9500	0	9500	0%	6550	6550	2950	145%	0	1250	0
August	0	0	0	0	0	75594	73223	2371	103%	76439	76439	-845	99%	0	275	0
Event Revenue	0	0	0		0	75594	73223	2371	103%	76439	76439	-845	99%	0	275	0
Food	0	0	0		0	54950	0	54950	0%	55297	55297	-346	99%	0	0	0
Beverage	0	0	0		0	6174	0	6174	0%	2977	2977	3196	207%	0	0	0
Audio Visual	0	0	0		0	2320	0	2320	0%	965	965	1355	240%	0	0	0
Function Room Rental	0	0	0		0	12150	0	12150	0%	17200	17200	-5050	71%	0	275	0
September	0	0	0	0	0	132895	96460	36435	138%	71056	71056	61838	187%	0	0	0
Event Revenue	0	0	0		0	132895	96460	36435	138%	71056	71056	61838	187%	0	0	0
Food	0	0	0		0	109328	0	109328	0%	54988	54988	54339	199%	0	0	0
Beverage	0	0	0		0	6162	0	6162	0%	278	278	5884	2217%	0	0	0
Audio Visual	0	0	0		0	3795	0	3795	0%	920	920	2875	412%	0	0	0
Function Room Rental	0	0	0		0	13608	0	13608	0%	14870	14870	-1261	92%	0	0	0
October	0	0	0	0	0	121997	151440	-29442	81%	96129	96003	25993	127%	1302	0	0
Event Revenue	0	0	0		0	121997	151440	-29442	81%	96129	96003	25993	127%	1302	0	0
Food	0	0	0		0	76220	0	76220	0%	64301	64175	12045	119%	1152	0	0
Beverage	0	0	0		0	10699	0	10699	0%	5223	5223	5475	205%	0	0	0
Audio Visual	0	0	0		0	6247	0	6247	0%	3525	3525	2722	177%	0	0	0
Function Room Rental	0	0	0		0	28830	0	28830	0%	23080	23080	5750	125%	150	0	0
November	2854	0	2878	0	5733	53549	111800	-58250	48%	60097	52734	814	102%	1050	13376	2700
Event Revenue	2854	0	2878		5733	53549	111800	-58250	48%	60097	52734	814	102%	1050	13376	2700
Food	1304	0	2638		3943	41209	0	41209	0%	28094	26733	14475	154%	0	11026	0
Beverage	0	0	0		0	0	0	0	0%	5623	3831	-3831	0%	0	0	0
Audio Visual	0	0	240		240	2440	0	2440	0%	1025	375	2065	651%	0	400	700
Function Room Rental	1550	0	0		1550	9900	0	9900	0%	25355	21795	-11895	45%	1050	1950	2000
December	0	0	0	0	0	58512	167397	-108884	35%	106660	67120	-8608	87%	799	6607	13489
Event Revenue	0	0	0		0	58512	167397	-108884	35%	106660	67120	-8608	87%	799	6607	13489
Food	0	0	0		0	42742	0	42742	0%	69631	53975	-11233	79%	799	5207	12339
Beverage	0	0	0		0	8545	0	8545	0%	15553	7295	1250	117%	0	300	0
Audio Visual	0	0	0		0	1400	0	1400	0%	2800	0	1400	0%	0	0	350
Function Room Rental	0	0	0		0	5825	0	5825	0%	18675	5850	-25	100%	0	1100	800

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Consumption Dates: 1/1/2019 - 12/31/2019
 Sales Managers: All
 Sales Manager Role: Booked By
 Include Guestroom/Event Revenue: Guestroom

DoubleTree by Hilton Nashua (USD)																	
	Activity for 11/1/2019 - 11/5/2019					Definites On The Books as of 11/5/2019						Pace			On the Books as of 11/5/2019		
	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative	
2019	5	0	-31	0	-26	8866	9901	-1035	90%	10802	10478	-1612	85%	55	419	59	
	995	0	-3920	0	-2925	1160780	1268259	-107479	92%	1560131	1501217	-340437	77%	4522	39611	7161	
January	0	0	0	0	0	495	400	95	124%	229	229	266	216%	0	0	0	
	0	0	0	0	0	59441	45732	13709	130%	26887	26887	32554	221%	0	0	0	
Guestrooms	0	0	0	0	0	495	400	95	124%	229	229	266	216%	0	0	0	
Guestroom Revenue	0	0	0	0	0	59441	45732	13709	130%	26887	26887	32554	221%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	120.08	114.33	5.75	105%	117.41	117.41	2.67	102%	0.00	0.00	0.00	
February	0	0	0	0	0	502	350	152	143%	202	202	300	249%	0	0	0	
	0	0	0	0	0	61652	40603	21048	152%	27643	27643	34009	223%	0	0	0	
Guestrooms	0	0	0	0	0	502	350	152	143%	202	202	300	249%	0	0	0	
Guestroom Revenue	0	0	0	0	0	61652	40603	21048	152%	27643	27643	34009	223%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	122.81	116.01	6.80	106%	136.85	136.85	-14.03	90%	0.00	0.00	0.00	
March	0	0	0	0	0	745	700	45	106%	890	890	-145	84%	0	0	0	
	0	0	0	0	0	94055	82299	11756	114%	112213	112213	-18157	84%	0	0	0	
Guestrooms	0	0	0	0	0	745	700	45	106%	890	890	-145	84%	0	0	0	
Guestroom Revenue	0	0	0	0	0	94055	82299	11756	114%	112213	112213	-18157	84%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	126.25	117.57	8.68	107%	126.08	126.08	0.17	100%	0.00	0.00	0.00	
April	0	0	0	0	0	733	601	132	122%	513	513	220	143%	0	0	0	
	0	0	0	0	0	90128	69115	21013	130%	65105	65105	25023	138%	0	0	0	
Guestrooms	0	0	0	0	0	733	601	132	122%	513	513	220	143%	0	0	0	
Guestroom Revenue	0	0	0	0	0	90128	69115	21013	130%	65105	65105	25023	138%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	122.96	115.00	7.96	107%	126.91	126.91	-3.95	97%	0.00	0.00	0.00	
May	0	0	0	0	0	996	800	196	124%	1097	1097	-101	91%	0	0	0	
	0	0	0	0	0	136091	101600	34491	134%	141468	141468	-5377	96%	0	0	0	
Guestrooms	0	0	0	0	0	996	800	196	124%	1097	1097	-101	91%	0	0	0	
Guestroom Revenue	0	0	0	0	0	136091	101600	34491	134%	141468	141468	-5377	96%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	136.64	127.00	9.64	108%	128.96	128.96	7.68	106%	0.00	0.00	0.00	
June	0	0	0	0	0	1839	1500	339	123%	737	737	1102	250%	0	0	0	
	0	0	0	0	0	241243	195960	45283	123%	104653	104653	136589	231%	0	0	0	
Guestrooms	0	0	0	0	0	1839	1500	339	123%	737	737	1102	250%	0	0	0	
Guestroom Revenue	0	0	0	0	0	241243	195960	45283	123%	104653	104653	136589	231%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	131.18	130.64	0.54	100%	142.00	142.00	-10.82	92%	0.00	0.00	0.00	
July	0	0	0	0	0	701	800	-99	88%	734	734	-33	96%	0	0	0	
	0	0	0	0	0	94954	100000	-5045	95%	95255	93191	1763	102%	0	0	0	
Guestrooms	0	0	0	0	0	701	800	-99	88%	734	734	-33	96%	0	0	0	
Guestroom Revenue	0	0	0	0	0	94954	100000	-5045	95%	95255	93191	1763	102%	0	0	0	
Average Rate	0.00	0.00	0.00	0.00	0.00	135.46	125.00	10.46	108%	129.78	126.96	8.49	107%	0.00	0.00	0.00	

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	New Definite	Lost / Downgrade	Reval	Slippage	Net Change	Definite	Budget	Variance	%	Actual Last Year	STLY	Revenue	%	Tentative STLY	Prospect	Tentative
August	0	0	0	0	0	307	650	-343	47%	707	707	-400	43%	38	0	0
	0	0	0	0	0	42463	83850	-41387	51%	92228	92228	-49765	46%	4522	0	0
Guestrooms	0	0	0	0	0	307	650	-343	47%	707	707	-400	43%	38	0	0
Guestroom Revenue	0	0	0	0	0	42463	83850	-41387	51%	92228	92228	-49765	46%	4522	0	0
Average Rate	0.00	0.00	0.00	0.00	0.00	138.32	129.00	9.32	107%	130.45	130.45	7.87	106%	119.00	0.00	0.00
September	0	0	0	0	0	1319	1500	-181	88%	1449	1453	-134	91%	0	0	0
	0	0	0	0	0	172523	208500	-35976	83%	227940	228616	-56092	75%	0	0	0
Guestrooms	0	0	0	0	0	1319	1500	-181	88%	1449	1453	-134	91%	0	0	0
Guestroom Revenue	0	0	0	0	0	172523	208500	-35976	83%	227940	228616	-56092	75%	0	0	0
Average Rate	0.00	0.00	0.00	0.00	0.00	130.80	139.00	-8.20	94%	157.31	157.34	-26.54	83%	0.00	0.00	0.00
October	0	0	0	0	0	676	1200	-524	56%	2054	2085	-1409	32%	17	210	0
	0	0	0	0	0	97508	174000	-76491	56%	333839	339305	-241797	29%	0	19490	0
Guestrooms	0	0	0	0	0	676	1200	-524	56%	2054	2085	-1409	32%	17	210	0
Guestroom Revenue	0	0	0	0	0	97508	174000	-76491	56%	333839	339305	-241797	29%	0	19490	0
Average Rate	0.00	0.00	0.00	0.00	0.00	144.24	145.00	-0.76	99%	162.53	162.74	-18.49	89%	0.00	92.81	0.00
November	5	0	0	0	5	348	800	-452	44%	1490	1325	-977	26%	0	164	4
	995	0	0	0	995	44284	95200	-50916	47%	238752	207108	-162824	21%	0	14766	516
Guestrooms	5	0	0	0	5	348	800	-452	44%	1490	1325	-977	26%	0	164	4
Guestroom Revenue	995	0	0	0	995	44284	95200	-50916	47%	238752	207108	-162824	21%	0	14766	516
Average Rate	199.00	0.00	0.00	0.00	199.00	127.25	119.00	8.25	107%	160.24	156.31	-29.06	81%	0.00	90.04	129.00
December	0	0	-31	0	-31	205	600	-395	34%	700	506	-301	41%	0	45	55
	0	0	-3920	0	-3920	26435	71400	-44965	37%	94145	62797	-36362	42%	0	5355	6645
Guestrooms	0	0	-31	0	-31	205	600	-395	34%	700	506	-301	41%	0	45	55
Guestroom Revenue	0	0	-3920	0	-3920	26435	71400	-44965	37%	94145	62797	-36362	42%	0	5355	6645
Average Rate	0.00	0.00	126.45	0.00	126.45	128.95	119.00	9.95	108%	134.49	124.10	4.85	104%	0.00	119.00	120.82