Rooms-Schedule
For the Twelve Months Ending December 31, 2007

|  | nt Month |  |  |  |  |  | Year To D |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual | \% | Forecast | \% | Prior Year | \% | Actual | \% | Forecast | \% | Prior Year | \% |
| Available Rooms | 8,380 |  | 8,375 |  | 8,360 |  | 92,527 |  | 92.535 |  | 92.507 |  |
| Total Occupied Rooms | 7,182 |  | 7,195 |  | 7,195 |  | 87,122 |  | 87,600 |  | 87,600 |  |
| \% Occupancy | 85.70\% |  | 85.91\% |  | 86.06\% |  | 94.16\% |  | 94.67\% |  | 94.70\% |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |
| Transient Rooms Revenue | \$1,483,280 | 51.0\% | \$461,757 | 52.0\% | \$1,106,023 | 50.9\% | \$14,078,197 | 51.0\% | \$4,953,118 | 52.0\% | \$12,405,590 | 50.9\% |
| Group Rooms Revenue | 741,640 | 25.5\% | 230,879 | 26.0\% | 553,012 | 25.5\% | 7,039,099 | 25.5\% | 2,476,559 | 26.0\% | 6,202,795 | 25.4\% |
| Contract Rooms Revenue | 444,984 | 15.3\% | 138,527 | 15.6\% | 331,807 | 15.3\% | 4,223,459 | 15.3\% | 1,485,935 | 15.6\% | 3,721,677 | 15.3\% |
| Other Rooms Revenue | 296,656 | 10.2\% | 92,351 | 10.4\% | 221,205 | 10.2\% | 2,815,639 | 10.2\% | 990,624 | 10.4\% | 2,481,118 | 10.2\% |
| Less: Allowances | $(56,573)$ | (1.9\%) | $(35,328)$ | (4.0\%) | $(40,599)$ | (1.9\%) | $(557,261)$ | (2.0\%) | $(378,914)$ | (4.0\%) | $(434,561)$ | (1.8\%) |
| Total Rooms Revenue Per occupied room | $\begin{array}{r} 2,909,987 \\ 405.18 \end{array}$ | 100.0\% | $\begin{array}{r} 888,186 \\ 123.44 \end{array}$ | 100.0\% | $\begin{array}{r} 2,171,448 \\ 301.80 \end{array}$ | 100.0\% | $\begin{array}{r} 27,599,133 \\ 316.79 \end{array}$ | 100.0\% | $\begin{array}{r} 9,527,322 \\ 108.76 \end{array}$ | 100.0\% | $\begin{array}{r} 24,376,619 \\ 278.27 \end{array}$ | 100.0\% |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |
| Payroll and Related Expenses Salaries, Wages, and Bonuses |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and Wages <br> Bonuses and Incentives | $\begin{array}{r} 235,709 \\ 32,010 \end{array}$ | $8.1 \%$ | $\begin{array}{r} 71,943 \\ 9,770 \end{array}$ | $8.1 \%$ | $\begin{array}{r} 175,887 \\ 23886 \end{array}$ | $\begin{aligned} & 8.1 \% \\ & 11 \% \end{aligned}$ | $\begin{array}{r} 2,235,530 \\ 303,590 \end{array}$ | $8.1 \%$ | $771,713$ $104,801$ | $\begin{aligned} & 8.1 \% \\ & 11 \% \end{aligned}$ | $\begin{array}{r} 1,974,506 \\ 268,143 \end{array}$ | $8.1 \%$ |
| Total Salaries, Wages, and Bonuses Per occupied room | $\begin{array}{r} 267,719 \\ 37.28 \end{array}$ | 9.2\% | $\begin{array}{r} 81,713 \\ 11.36 \end{array}$ | 9.2\% | $\begin{array}{r} 199,773 \\ 27.77 \end{array}$ | 9.2\% | $\begin{array}{r} 2,539,120 \\ 29.14 \end{array}$ | 9.2\% | $\begin{array}{r} 876,514 \\ 10.01 \end{array}$ | 9.2\% | $\begin{array}{r} 2,242,649 \\ 25.60 \end{array}$ | 9.2\% |
| Payroll Related Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| Payroll Taxes | 23,862 | 0.8\% | 7,283 | 0.8\% | 17,806 | 0.8\% | 226,313 | 0.8\% | 78,124 | 0.8\% | 199,888 | 0.8\% |
| Supplemental Pay | 2,910 | 0.1\% | 888 | 0.1\% | 2,171 | 0.1\% | 27,599 | 0.1\% | 9,527 | 0.1\% | 24,377 | 0.1\% |
| Employee Benefits | 6,111 | 0.2\% | 1,865 | 0.2\% | 4,560 | 0.2\% | 57,958 | 0.2\% | 20,007 | 0.2\% | 51,191 | 0.2\% |
| Total Payroll Related Expenses Per occupied room | $\begin{array}{r} 32,883 \\ 4.58 \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 10,036 \\ 1.39 \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 24,537 \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 311,870 \\ 3.58 \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 107,658 \\ 1.23 \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 275,456 \\ 3.14 \\ \hline \end{array}$ | 1.1\% |
| Total Payroll and Related Expenses | 300,644 | 10.3\% | 91,762 | 10.3\% | 224,341 | 10.3\% | 2,851,023 | 10.3\% | 984,183 | 10.3\% | 2,518,134 | 10.3\% |
| Per occupied room | 41.86 |  | 12.75 |  | 31.18 |  | 32.72 |  | 11.23 |  | 28.75 |  |
| Other Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| Cable/Satellite Television | 2,910 | 0.1\% | 888 | 0.1\% | 2,171 | 0.1\% | 27,599 | 0.1\% | 9,527 | 0.1\% | 24,377 | 0.1\% |
| Cleaning Supplies | 8,730 | 0.3\% | 2,665 | 0.3\% | 6,514 | 0.3\% | 82,797 | 0.3\% | 28,582 | 0.3\% | 73,130 | 0.3\% |
| Commissions | 36,375 | 1.3\% | 11,102 | 1.2\% | 27,143 | 1.2\% | 344,989 | 1.2\% | 119,092 | 1.3\% | 304,708 | 1.3\% |
| Commissions and Rebates-Group | 36,957 | 1.3\% | 11,280 | 1.3\% | 27,577 | 1.3\% | 350,509 | 1.3\% | 120,997 | 1.3\% | 309,583 | 1.3\% |
| Complimentary Services and Gifts | 2,910 | 0.1\% | 888 | 0.1\% | 2,171 | 0.1\% | 27,599 | 0.1\% | 9,527 | 0.1\% | 24,377 | 0.1\% |
| Contract Services | 3,201 | 0.1\% | 977 | 0.1\% | 2,389 | 0.1\% | 30,359 | 0.1\% | 10,480 | 0.1\% | 26,814 | 0.1\% |
| Corporate Office Reimbursables | 3,492 | 0.1\% | 1,066 | 0.1\% | 2,606 | 0.1\% | 33,119 | 0.1\% | 11,433 | 0.1\% | 29,252 | 0.1\% |
| Decorations | 3,783 | 0.1\% | 1,155 | 0.1\% | 2,823 | 0.1\% | 35,879 | 0.1\% | 12,386 | 0.1\% | 31,690 | 0.1\% |
| Dues and Subscriptions | 4,074 | 0.1\% | 1,243 | 0.1\% | 3,040 | 0.1\% | 38,639 | 0.1\% | 13,338 | 0.1\% | 34,127 | 0.1\% |
| Equipment Rental | 5,820 | 0.2\% | 1,776 | 0.2\% | 4,343 | 0.2\% | 55,198 | 0.2\% | 19,055 | 0.2\% | 48,753 | 0.2\% |
| Guest Relocation | 8,730 | 0.3\% | 2,665 | 0.3\% | 6,514 | 0.3\% | 82,797 | 0.3\% | 28,582 | 0.3\% | 73,130 | 0.3\% |
| Guest Supplies | 26,190 | 0.9\% | 7,994 | 0.9\% | 19,543 | 0.9\% | 248,392 | 0.9\% | 85,746 | 0.9\% | 219,390 | 0.9\% |
| Guest Transportation | 291 | 0.0\% | 89 | 0.0\% | 217 | 0.0\% | 2,760 | 0.0\% | 953 | 0.0\% | 2,438 | 0.0\% |
| Laundry and Dry Cleaning | 26,190 | 0.9\% | 7,994 | 0.9\% | 19,543 | 0.9\% | 248,392 | 0.9\% | 85,746 | 0.9\% | 219,390 | 0.9\% |
| Licenses and Permits | 4,365 | 0.2\% | 1,332 | 0.1\% | 3,257 | 0.1\% | 41,399 | 0.2\% | 14,291 | 0.2\% | 36,565 | 0.2\% |
| Linen | 23,280 | 0.8\% | 7,105 | 0.8\% | 17,372 | 0.8\% | 220,793 | 0.8\% | 76,219 | 0.8\% | 195,013 | 0.8\% |
| Miscellaneous | 1,746 | 0.1\% | 533 | 0.1\% | 1,303 | 0.1\% | 16,559 | 0.1\% | 5,716 | 0.1\% | 14,626 | 0.1\% |
| Operating Supplies | 4,365 | 0.2\% | 1,332 | 0.1\% | 3,257 | 0.1\% | 41,399 | 0.2\% | 14,291 | 0.2\% | 36,565 | 0.2\% |
| Printing and Stationery | 4,656 | 0.2\% | 1,421 | 0.2\% | 3,474 | 0.2\% | 44,159 | 0.2\% | 15,244 | 0.2\% | 39,003 | 0.2\% |
| Reservations | 4,947 | 0.2\% | 1,510 | 0.2\% | 3,691 | 0.2\% | 46,919 | 0.2\% | 16,196 | 0.2\% | 41,440 | 0.2\% |
| Royalty Fees | 29,100 | 1.0\% | 8,882 | 1.0\% | 21,714 | 1.0\% | 275,991 | 1.0\% | 95,273 | 1.0\% | 243,766 | 1.0\% |
| Telecommunications | 5,238 | 0.2\% | 1,599 | 0.2\% | 3,909 | 0.2\% | 49,678 | 0.2\% | 17,149 | 0.2\% | 43,878 | 0.2\% |
| Training | 5,529 | 0.2\% | 1,688 | 0.2\% | 4,126 | 0.2\% | 52,438 | 0.2\% | 18,102 | 0.2\% | 46,316 | 0.2\% |
| Travel-Meals and Entertainment | 5,558 | 0.2\% | 1,696 | 0.2\% | 4,147 | 0.2\% | 52,714 | 0.2\% | 18,197 | 0.2\% | 46,559 | 0.2\% |
| Travel-Other | 5,616 | 0.2\% | 1,714 | 0.2\% | 4,191 | 0.2\% | 53,266 | 0.2\% | 18,388 | 0.2\% | 47,047 | 0.2\% |
| Uniform Laundry | 5,092 | 0.2\% | 1,554 | 0.2\% | 3,800 | 0.2\% | 48,298 | 0.2\% | 16,673 | 0.2\% | 42,659 | 0.2\% |
| Uniforms | 3,492 | 0.1\% | 1,066 | 0.1\% | 2,606 | 0.1\% | 33,119 | 0.1\% | 11,433 | 0.1\% | 29,252 | 0.1\% |
| Total Other Expenses Per occupied room | $\begin{array}{r} 272,637 \\ 37.96 \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 8,214 \\ 11.57 \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 203,441 \\ 28.28 \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 2,585,760 \\ 29.68 \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 892,616 \\ 10.19 \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 2,283,848 \\ 26.07 \\ \hline \end{array}$ | 9.4\% |
| Total Expenses Per occupied room | $\begin{array}{r} 573,361 \\ 79.83 \\ \hline \end{array}$ | 19.7\% | $\begin{array}{r} 175,000 \\ 24.32 \\ \hline \end{array}$ | 19.7\% | $\begin{array}{r} 427,842 \\ 59.46 \\ \hline \end{array}$ | 19.7\% | $\begin{array}{r} 5,436,845 \\ 62.40 \\ \hline \end{array}$ | 19.7\% | $\begin{array}{r} 1,876,821 \\ 21.42 \\ \hline \end{array}$ | 19.7\% | $\begin{array}{r} 4,802,037 \\ 54.82 \\ \hline \end{array}$ | 19.7\% |
| Departmental Income (Loss) | \$2,336,626 | 80.3\% | \$713,186 | 80.3\% | \$1,743,606 | 80.3\% | \$22,162,288 | 80.3\% | \$7,650,501 | 80.3\% | \$19,574,582 | 80.3\% |
| Per occupied room | 325.34 |  | 99.12 |  | 242.34 |  | 254.38 |  | 87.33 |  | 223.45 |  |

