## **TOP PRODUCTION REPORT (R-R-4-P-T)**

TOP PRODUCTION REPORT (CORPORATE) -

Springer Lodge

Properties : All Ranking Codes : All Period : 01/01/16 - 03/31/16 ( Print All ) Sales Rep : All 03/04/16 20:50:00 RD Page- 1 Ranking Method : Room Revenue F & B Revenue Departments : F Exclude Taxes and Gratuities Revenue Departments

Corporate	January	February		0/T .		97 <b>7</b> - 1	%Tot	
	%Tot	%Tot	%Tot	%Tot	%Tot	%Tot		
NEBIOFIT - New Haven E	Biofilter Corp							
Ave LOS per Adult	1.00	0.83	0.00	0.00	0.00	0.00	0.00	
Ave Room Rate	144.00	160.60	0.00	0.00	0.00	0.00	0.00	
Room Nights	2.00 22.2	10.00 29.4	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Room Revenue	288.00 19.4	1606.00 29.9	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
F & B Revenue	75.18 74.4	349.90 32.7	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Extra Rev(excl. F&B)	1.00 0.3	744.05 1.1	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Total Revenue	364.18 19.4	2699.95 3.5	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
CODECO - Codeco Corp	poration							
Ave LOS per Adult	0.75	1.00	0.00	0.00	0.00	0.00	0.00	
Ave Room Rate	168.33	132.50	0.00	0.00	0.00	0.00	0.00	
Room Nights	6.00 66.7	8.00 23.5	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Room Revenue	1010.00 67.9	1060.00 19.7	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
F & B Revenue	25.90 25.6	108.60 10.2	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Extra Rev(excl. F&B)	291.89 99.7	242.30 0.4	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Total Revenue	1327.79 70.6	1410.90 1.8	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
ADIRONDACK - Adirondack	Publishing							
Ave LOS per Adult	0.50	1.17	0.00	0.00	0.00	0.00	0.00	
Ave Room Rate	189.00	173.57	0.00	0.00	0.00	0.00	0.00	
Room Nights	1.00 11.1	14.00 41.2	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Room Revenue	189.00 12.7	2430.00 45.2	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
F & B Revenue	0.00 0.0	610.20 57.1	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Extra Rev(excl. F&B)	0.00 0.0	610.70 0.9	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	
Total Revenue	189.00 10.1	3650.90 4.8	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	0.00 0.0	

## **CORPORATE DEVELOPMENT REPORT** (R-R-4-L-D)

Company Name	Peopl	Arrival-Depart	Nites	s Group	# Agent#	Actual-Paid	Est-Charges Name		
Official All Star Café		02/08-02/11/16	3			2079.10	1803.00 Elton, Deborah		
Old America Stores		02/02-02/08/16	6			3974.58	3372.00 Russell, Cory		
ole's		02/12-02/19/16	7			231.2.49	1791.00 Bracken, Jana		
Ole's		02/13-02/19/16	6			1569.55	1332.00 Ford, Jerry		
Olson's Market		02/14-02/18/16	4			1127.60	960.00 Johnson, Martin		
Omni Tech		02/22-02/27/16	5			3180.20	2720.00 Fland, Merlin		
Our Own Hardware		02/17-02/20/16	3			1750.95	1490.00 Walsh, Thomas		
P. Samuels Men's Clothier		01/29-01/31/16	2	100033		675.61	520.00 Isa, Raghad		
Pacific Stereo		01/24-01/27/16	3			2276.05	1470.00 Kingman, Daniel		
Pacific Stereo		01/24-01/29/16	5	10001T		799.30	652.50 Hendrix, Michae		
Pacific Stereo		01/24-01/29/16	5	100017		865.84	652.50 Hendrix, Stacey		
Pearl Architectural Desig		02/08-02/12/16	4	202012		115.85	0.00 Eccles, Randy		
Penn Fruit		01/29-02/02/16	4	1000A2		2527.65	2200.00 Appling, Annie		
Perisolution		01/25-02/01/16	7	1000A2	10870209	4443.76	3820.00 Chubb, Melanie		
Pioneer Chicken		01/24-01/30/16	6			4049.79	3354.00 Rushen, Dorothy		
Pioneer Chicken		01/28-02/01/16	.4			441.50	0.00 Keith, Anthony		
Pioneer Chicken		02/18-02/21/16	3		CALIFORNIANS-1	31.80	0.00 Keith, Anthony		
Planet Profit		02/19-02/21/16	2		67583440	1162.20	1020.00 Saunders, Leean		
Plunkett Home Furnishings		01/30-02/03/16	4		76874930	1553.08	1180.00 Cheek, Helen		
Plunkett Home Furnishings		01/29-02/06/16	8			7160.72	6262.00 Nash, Leigh		
Polk Brothers		02/08-02/12/16	4			2552.92	1724.00 Braxton, Vincen		
Polk Brothers		02/08-02/12/16	4			0.00	0.00 Braxton, 3111		
Polk Brothers		02/19-02/24/16	5	1.1.1		3801.00	3316.00 Braxton, Vincen		
Polk Brothers		01/24-01/31/16	7	10009Z	76874930	4990.30	4170.00 Braxton, Vincen		
Polk Brothers	2	02/08-02/12/16	4		10870209	3995.24	3289.00 Baker, Tracy		
Price Savers		02/22-02/28/16	6		and the second second	4117.10	3580.00 Ledonne, Michae		
Pro Garden Management	2	02/17-02/20/16	2		76874930	1102.00	761.90 Araujo, Kauan		

## **GUEST RETENTION REPORT (R-R-7-Y-R)**

GUEST RETENTION REPORT - Properties : All Period : 01/01/16 - 03/03/16 Sub-Markets: All Include Revenue : RFET	Springer Lodge			03/ Ma F						
			Room Revenue	F/B Revenue	Extra Revenue	Total Revenue	Average Room Rev	Average F/B Rev	Average Extra Rev	Average Total Rev
Total Guests	386	100.00%	538,799.00	69,113.09	48,932.78	656,844.87	1,395.85	179.05	126.77	1,701.67
Total Repeat Guests	50	12.95%	121,194.00	13,409.57	10,174.24	144,777.81	2,423.88	268.19	203.48	2,895.56
Total First Time Guests	336	87.05%	417,605.00	55,703.52	38,758.54	\$12,067.06	1,242.87	165.78	115.35	1,524.01
Repeat Arrivals - 2(stays)	39	78.00%								
Repeat Arrivals - 3 - 5	3	18.00%								
Repeat Arrivals - 6 - 7 Repeat Arrivals - 8 - 10	0	0.00%								
Repeat Arrivals - 11 - 15	2	2.00%								
Repeat Arrivals - 11 - 15	1	2.00%								
Repeat Arrivals - 21 plus	0	0.00%								