

# Sales Manager Analysis (R-R-4-U-1) - Summary

SALES MANAGER ANALYSIS - SUMMARY

Date: 03/03/16 (Thursday)

Sales Managers: ALL

People counted: Once per Stay

Comp rooms by: Zero value stays

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Properties: ALL

Sales Manager	Today 03/03/16 (Thursday)										Year-To-Date									
	RoomNights					REVENUE					RoomNights					REVENUE				
	Comp	Paid	Total	Occ%	Ppl	Room	Extras	Total	Average Rate	Rev	Comp	Paid	Total	Occ%	Ppl	Room	Extras	Total	Average Rate	Rev
MAJ - Group Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	81.0	81.0	1.9	53.0	32611.00	2795.58	35406.58	402.60	437.12
MAJ - Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	81.0	81.0	1.9	53.0	32611.00	2795.58	35406.58	402.60	437.12
RGD - Corporation Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	24.0	24.0	0.6	28.0	3724.00	1783.68	5507.68	155.17	229.49
RGD - Group Totals	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	30.0	30.0	0.7	33.5	6688.00	213.24	6901.24	222.93	230.04
RGD - Travel Agency Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	29.0	29.0	0.7	14.0	13201.00	2321.04	15522.04	455.21	535.24
RGD - Totals	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	83.0	83.0	1.9	75.5	23613.00	4317.96	27930.96	284.49	336.52
TMM - Corporation Totals	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	30.0	30.0	0.7	22.5	5842.00	1306.09	7148.09	194.73	238.27
TMM - Group Totals	0.0	1.0	1.0	1.5	2.0	240.00	0.00	240.00	240.00	240.00	0.0	19.0	19.0	0.4	12.0	3668.00	860.52	4528.52	193.05	238.34
TMM - Travel Agency Totals	0.0	2.0	2.0	2.9	4.0	780.00	11.95	791.95	390.00	395.98	0.0	180.0	180.0	4.2	92.0	69278.00	14025.61	83303.61	384.88	462.80
TMM - Totals	0.0	9.5	9.5	14.0	12.5	2491.50	13.95	2505.45	262.26	263.73	0.0	229.0	229.0	5.3	126.5	78788.00	16192.22	94980.22	344.05	414.76
SALES MANAGER TOTALS	0.0	16.0	16.0	23.5	19.0	3963.00	15.95	3978.95	247.69	248.68	0.0	393.0	393.0	9.2	255.0	135012.00	23305.76	158317.76	343.54	402.84
Other - Non Group Totals	3.0	14.0	17.0	25.0	34.0	5688.00	1285.70	6973.70	334.59	410.22	118.0	1091.0	1209.0	28.2	667.0	441839.00	169821.49	611660.49	365.46	505.92
Other Reservations Totals	3.0	14.0	17.0	25.0	34.0	5688.00	1285.70	6973.70	334.59	410.22	118.0	1091.0	1209.0	28.2	667.0	441839.00	169821.49	611660.49	365.46	505.92
GRAND TOTALS	3.0	30.0	33.0	48.5	53.0	9651.00	1301.65	10952.65	292.45	331.90	118.0	1484.0	1602.0	37.4	922.0	576851.00	193127.25	769978.25	360.08	480.64
Statistical Rooms -- 68										Days Year-To-Date - 63      Year-To-Date Rooms - 4284										

# Sales Manager Analysis (R-R-4-U-1) - Detail

SALES MANAGER ANALYSIS - DETAIL  
Date: 03/03/16 (Thursday)  
Properties: ALL

Sales Managers: ALL People counted: Once per Stay Comp rooms by: Zero value stays

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Sales Manager	Today 03/03/16 (Thursday)										Year-To-Date									
	RoomNights					REVENUE					RoomNights					REVENUE				
	Comp	Paid	Total	Occ%	Ppl	Room	Extras	Total	Average Rate	Rev	Comp	Paid	Total	Occ%	Ppl	Room	Extras	Total	Average Rate	Rev
<b>MAJ - Groups:</b>																				
10007P Taylor Bridal Party	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	24.0	24.0	0.6	12.0	3150.00	1635.75	4785.75	131.25	199.41
100098 Wilson-Cane Wedding	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	30.0	30.0	0.7	21.0	15394.00	421.05	15815.05	513.13	527.17
100099 Harris-Smith Wedding	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	27.0	27.0	0.6	20.0	14067.00	738.78	14805.78	521.00	548.36
Group Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	81.0	81.0	1.9	53.0	32611.00	2795.58	35406.58	402.60	437.12
<b>MAJ - Totals</b>																				
	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	81.0	81.0	1.9	53.0	32611.00	2795.58	35406.58	402.60	437.12
<b>RGD - Corporations:</b>																				
CODECO Codeco Corporation	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	13.0	13.0	0.3	15.0	1950.00	647.22	2597.22	150.00	199.79
NEBIOFIT New Haven Biofilter Co	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	11.0	11.0	0.3	13.0	1774.00	1136.46	2910.46	161.27	264.59
Corporation Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	24.0	24.0	0.6	28.0	3724.00	1783.68	5507.68	155.17	229.49
<b>RGD - Groups:</b>																				
100070 Country Bike Tours	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	17.0	17.0	0.4	27.0	3745.00	140.00	3885.00	220.29	228.53
1000DG UMED - Board of Dir Mtg	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	13.0	13.0	0.3	6.5	2943.00	73.24	3016.24	226.38	232.02
Group Totals	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	30.0	30.0	0.7	33.5	6688.00	213.24	6901.24	222.93	230.04
<b>RGD - Travel Agency:</b>																				
010008D Randy Eccles	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	5.0	5.0	0.1	4.0	2439.00	1088.45	3527.45	487.80	705.49
01000G5 Anthony Keith	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	7.0	7.0	0.2	4.0	3290.00	58.49	3348.49	470.00	478.36
01000N1 Ryan Paige	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	17.0	17.0	0.4	6.0	7472.00	1174.10	8646.10	439.53	508.59
Travel Agency Totals	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	29.0	29.0	0.7	14.0	13201.00	2321.04	15522.04	455.21	535.24
<b>RGD - Totals</b>																				
	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	83.0	83.0	1.9	75.5	23613.00	4317.96	27930.96	284.49	336.52
<b>TMM - Corporations:</b>																				
ADIRONDACK Adirondack Publishin	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	15.0	15.0	0.4	14.0	2619.00	1220.90	3839.90	174.60	255.99
UMED University Medical Center	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	15.0	15.0	0.4	8.5	3223.00	85.19	3308.19	214.87	220.55
Corporation Totals	0.0	6.5	6.5	9.6	6.5	1471.50	2.00	1473.50	226.38	226.69	0.0	30.0	30.0	0.7	22.5	5842.00	1306.09	7148.09	194.73	238.27
<b>TMM - Groups:</b>																				
1000GM Booking.com	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	2.0	2.0	0.0	2.0	432.00	30.97	462.97	216.00	231.49
1000GZ Expedia	0.0	1.0	1.0	1.5	2.0	240.00	0.00	240.00	240.00	240.00	0.0	13.0	13.0	0.3	8.0	2256.00	793.90	3049.90	173.54	234.61
1000H2 Orbitz	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	4.0	4.0	0.1	2.0	980.00	35.65	1015.65	245.00	253.91
Group Totals	0.0	1.0	1.0	1.5	2.0	240.00	0.00	240.00	240.00	240.00	0.0	19.0	19.0	0.4	12.0	3668.00	860.52	4528.52	193.05	238.34
<b>TMM - Travel Agency:</b>																				
10870209 Mountain Travel	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	61.0	61.0	1.4	28.0	23724.00	5993.26	29717.26	388.92	487.17
67583440 Liberty Travel	0.0	1.0	1.0	1.5	2.0	290.00	11.95	301.95	290.00	301.95	0.0	47.0	47.0	1.1	22.0	17647.00	4704.61	22351.61	375.47	475.57
76874930 Superior Travel Servic	0.0	1.0	1.0	1.5	2.0	490.00	0.00	490.00	490.00	490.00	0.0	62.0	62.0	1.4	36.0	23466.00	2655.44	26121.44	378.48	421.31
85849676 American Express Trave	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00	0.00	0.00	0.0	10.0	10.0	0.2	6.0	4441.00	672.30	5113.30	444.10	511.33
Travel Agency Totals	0.0	2.0	2.0	2.9	4.0	780.00	11.95	791.95	390.00	395.98	0.0	180.0	180.0	4.2	92.0	69278.00	14025.61	83303.61	384.88	462.80
<b>TMM - Totals</b>																				
	0.0	9.5	9.5	14.0	12.5	2491.50	13.95	2505.45	262.26	263.73	0.0	229.0	229.0	5.3	126.5	78788.00	16192.22	94980.22	344.05	414.76
<b>SALES MANAGER TOTALS</b>																				
	0.0	16.0	16.0	23.5	19.0	3963.00	15.95	3978.95	247.69	248.68	0.0	393.0	393.0	9.2	255.0	135012.00	23305.76	158317.76	343.54	402.84
<b>Other - Non Group Totals</b>																				
	3.0	14.0	17.0	25.0	34.0	5688.00	1285.70	6973.70	334.59	410.22	118.0	1091.0	1209.0	28.2	667.0	441839.00	169821.49	611660.49	365.46	505.92
<b>Other Reservations Totals</b>																				
	3.0	14.0	17.0	25.0	34.0	5688.00	1285.70	6973.70	334.59	410.22	118.0	1091.0	1209.0	28.2	667.0	441839.00	169821.49	611660.49	365.46	505.92
<b>GRAND TOTALS</b>																				
	3.0	30.0	33.0	48.5	53.0	9651.00	1301.65	10952.65	292.45	331.90	118.0	1484.0	1602.0	37.4	922.0	576851.00	193127.25	769978.25	360.08	480.64

Statistical Rooms -- 68

Days Year-To-Date - 63

Year-To-Date Rooms - 4284

# Housekeeper Transactions (R-R-1-F-6) – Service History of a Unit

HK TRANSACTIONS - Detail 03/04/16 09:21:50 RD Page- 1  
 Period: 02/15/16-03/04/16 Housekeeper: All  
 Rental Prog: All Unit: A103 Service: All  
 Properties: All

EmpID	Tran #	Date	Unit	Res #	Svc	Points	Value	Reference
Arlene Moretti								
ARLENE	1000ZW	02/15/16	A103	10006Y	D	39	9.75	
ARLENE	10013K	02/17/16	A103	1000CS	T	20	4.88	
ARLENE	10015Y	02/19/16	A103	10008M	D	39	9.75	
ARLENE	10016Z	02/20/16	A103	1000J3	D	39	9.75	
ARLENE	1001CN	02/23/16	A103	100090	T	20	4.88	
ARLENE	1001JK	03/01/16	A103	100090	D	39	9.75	
ARLENE	1001L5	03/03/16	A103	1000DB	T	20	4.88	
Totals for Arlene Moretti						216	53.63	7 Trans.
Becky Northrup								
BECKY	100112	02/16/16	A103	1000CS	D	20	4.88	
BECKY	10014R	02/18/16	A103	10008M	D	39	9.75	
BECKY	100183	02/21/16	A103	10007B	T	10	2.44	
BECKY	1001BE	02/22/16	A103	100090	D	20	4.88	
BECKY	1001G0	02/26/16	A103	100090	T	20	4.88	
Totals for Becky Northrup						109	26.81	5 Trans.
Bill Dutton								
BILL	1001DJ	02/24/16	A103	100090	T	20	4.88	
Totals for Bill Dutton						20	4.88	1 Trans.
Liz McGuire								
LIZ	1001EJ	02/25/16	A103	100090	S	26	6.50	
Totals for Liz McGuire						26	6.50	1 Trans.
Mary Alonza								
MARY	100113	02/16/16	A103	1000CS	D	20	4.88	
MARY	100184	02/21/16	A103	10007B	T	10	2.44	
MARY	1001BF	02/22/16	A103	100090	D	20	4.88	
Totals for Mary Alonza						50	12.19	3 Trans.
Suzy Releaux								
SUZY	1001GX	02/27/16	A103	100090	D	39	9.75	
Totals for Suzy Releaux						39	9.75	1 Trans.
TOTAL ALL HOUSEKEEPERS 02/15/16-03/04/16						460	113.75	18 Trans.

# Housekeeper Transactions (R-R-1-F-6) – Housekeeper’s Work History

HK TRANSACTIONS - Detail 03/04/16 09:40:03 RD Page- 1  
 Period: 02/13/16-02/16/16 Housekeeper: BILL  
 Rental Prog: All Unit: All Service: All  
 Properties: All

EmpID	Tran #	Date	Unit	Res #	Svc	Points	Value	Reference
Bill Dutton								
BILL	1000WM	02/13/16	A215	10009R	T	5	1.22	
BILL	1000XQ	02/13/16	D101	10009N	T	9	2.16	
BILL	1000XU	02/13/16	D102	10009U	T	8	1.88	
BILL	1000XY	02/13/16	D103	10009S	T	9	2.16	
BILL	1000Y2	02/13/16	D104	10009Q	T	9	2.16	
BILL	1000Y6	02/13/16	D105	10009V	T	8	1.88	
BILL	1000YA	02/13/16	D106	10009P	T	9	2.16	
BILL	1000YE	02/13/16	D107	10009W	T	8	1.88	
BILL	1000YI	02/13/16	D108	10009X	T	8	1.88	
BILL	1000YM	02/13/16	D109	1000CM	S	12	2.88	
BILL	1000YQ	02/13/16	D110	10009Y	T	8	1.88	
BILL	1000YS	02/14/16	A101	100064	T	20	4.88	
BILL	1000YT	02/14/16	A103	100065	S	26	6.50	
BILL	1000YU	02/14/16	A104	10006N	S	20	5.00	
BILL	1000YV	02/14/16	A105	100066	D	39	9.75	
BILL	1000YW	02/14/16	A106	10006M	S	20	5.00	
BILL	1000YX	02/14/16	A107	10005D	T	20	4.88	
BILL	1000YY	02/14/16	A108	10006Q	S	20	5.00	
BILL	1000YZ	02/14/16	A109	10005E	D	39	9.75	
BILL	1000Z0	02/14/16	A201	100068	T	20	4.88	
BILL	1000Z1	02/14/16	A203S3	10004P	D	114	28.50	
BILL	1000Z2	02/14/16	A204	100060	T	20	4.88	
BILL	1000Z3	02/14/16	A206	10005Y	T	20	4.88	
BILL	1000Z4	02/14/16	A208	100063	T	20	4.88	
BILL	1000Z5	02/14/16	A210	10005X	D	39	9.75	
BILL	10011X	02/16/16	A214	10006K	T	10	2.44	
BILL	100138	02/16/16	D104	1000BI	T	17	4.31	
BILL	10013A	02/16/16	D105	1000AY	T	15	3.75	
BILL	10013C	02/16/16	D106	1000BH	T	17	4.31	
BILL	10013E	02/16/16	D108	10009X	D	30	7.50	
BILL	10013G	02/16/16	D109	1000BL	T	17	4.31	
BILL	10013I	02/16/16	D110	1000B0	D	30	7.50	
Totals for Bill Dutton						666	164.72	32 Trans.
TOTAL ALL HOUSEKEEPERS 02/13/16-02/16/16						666	164.72	32 Trans.

# Market Analysis (R-R-4-M-9) – Top 10 Revenue Sources by Unit Category

MARKETING ANALYSIS REPORT - Room Category DETAIL by Source Code for Occupancy: 02/01/16 - 03/03/16

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Property: All Market Segment: All  
 Unit Type Positions: 2- 3- 4- 5- 6- Stimulus - Source: All  
 Room Category: All State: All  
 Rental Program: ABCFOQ Extras Rev Excludes Depts: None

Top 10 Source Code Ranked by Room Revenue

Room Category Source Code	UNITS			LEAD NET	LEAD TIME	ADULT	CHILD	OTHER	AVG PARTY	AVG STAY	ROOM NIGHTS	REVENUE			REVENUE/ROOM NIGHT		
	BOOKED	CANCEL	CANCEL%									ROOM	EXTRA	TOTAL	ROOM	EXTRA	TOTAL
<b>ROOM CATEGORY</b>																	
<b>K - ( room category )</b>																	
WORD - WORD OF MOUTH	19.0	0.0	0.00	19.0	224	38.0	1.0	0.0	2.1	4.2	79.0	40110	1807	41917	507.72	22.87	530.60
GOLF - GOLF MAGAZINE	33.0	2.0	6.06	31.0	210	62.0	0.0	0.0	1.9	3.2	100.0	37282	24415	61697	372.82	244.15	616.97
WEB - SPRINGER LODGE WEBSITE	34.0	2.0	5.88	32.0	214	64.0	3.0	0.0	2.0	3.7	103.0	30049	12281	42330	291.74	119.24	410.97
GROUP - GROUP BOOKING	34.0	0.0	0.00	34.0	234	48.0	0.0	0.0	1.4	1.8	62.0	16110	1442	17552	259.84	23.26	283.10
WSJ - WALL STREET JOURNAL	9.0	0.0	0.00	9.0	229	18.0	0.0	0.0	2.0	3.9	28.0	13246	1679	14925	473.07	59.97	533.04
TRVLEI - TRAVEL AND LEISURE MAGAZINE	5.0	0.0	0.00	5.0	216	10.0	1.0	0.0	2.2	5.8	25.0	12258	7177	19435	490.32	287.07	777.39
MEMBER - MEMBER	6.0	0.0	0.00	6.0	233	12.0	0.0	0.0	2.0	3.2	19.0	11410	284	11694	600.53	14.95	615.48
REPEAT - REPEAT GUEST	9.0	0.0	0.00	9.0	219	18.0	0.0	0.0	2.0	2.8	24.0	8408	1403	9811	350.33	58.46	408.80
BROCHS - BROCHURE - SUMMER	8.0	0.0	0.00	8.0	231	16.0	0.0	0.0	2.0	4.4	35.0	8280	7912	16192	236.57	226.04	462.62
WINTER - SALES BLITZ - WINTER	12.0	0.0	0.00	12.0	224	24.0	0.0	0.0	2.0	2.8	33.0	6402	1830	8232	194.00	55.45	249.45
Remaining Source Code	52.0	0.0	0.00	52.0	220	87.0	0.0	0.0	1.7	2.5	101.0	24842	5016	29858	245.96	49.66	295.62
<b>SubTotal K - ( room category )</b>	<b>221.0</b>	<b>4.0</b>	<b>1.81</b>	<b>217.0</b>	<b>221</b>	<b>397.0</b>	<b>5.0</b>	<b>0.0</b>	<b>1.8</b>	<b>3.1</b>	<b>609.0</b>	<b>208397</b>	<b>65246</b>	<b>273643</b>	<b>342.20</b>	<b>107.14</b>	<b>449.33</b>
<b>Q - ( room category )</b>																	
WEB - SPRINGER LODGE WEBSITE	40.0	1.0	2.50	39.0	212	70.0	0.0	0.0	1.8	4.9	166.0	84899	5346	90245	511.44	32.20	543.64
TVLCY - TRAVELOCITY	14.0	0.0	0.00	14.0	225	28.0	3.0	0.0	2.2	3.5	49.0	25002	4274	29276	510.24	87.22	597.46
PRICE - PRICELINE	10.0	0.0	0.00	10.0	234	20.0	1.0	0.0	2.1	4.2	42.0	20396	1002	21398	485.62	23.86	509.48
GROUP - GROUP BOOKING	17.0	0.0	0.00	17.0	229	22.0	1.0	0.0	1.4	1.9	32.0	12065	901	12966	377.03	28.15	405.18
BROCHW - BROCHURE - WINTER	8.0	0.0	0.00	8.0	230	16.0	0.0	0.0	2.0	3.0	24.0	11880	459	12339	495.00	19.12	514.12
SPAFIN - SPA FINDER	6.0	0.0	0.00	6.0	235	12.0	0.0	0.0	2.0	2.7	16.0	7542	1727	9269	471.38	107.96	579.34
TRVLEI - TRAVEL AND LEISURE MAGAZINE	6.0	0.0	0.00	6.0	222	10.0	0.0	0.0	1.7	4.5	22.0	4878	4616	9494	221.73	209.80	431.52
GLOBE - BOSTON GLOBE	10.0	1.0	10.00	9.0	198	14.0	0.0	0.0	1.4	2.3	18.0	3824	830	4654	212.44	46.10	258.55
REPEAT - REPEAT GUEST	3.0	0.0	0.00	3.0	209	6.0	0.0	0.0	2.0	2.0	4.0	936	375	1311	234.00	93.70	327.70
WSJ - WALL STREET JOURNAL	1.0	0.0	0.00	1.0	225	2.0	0.0	0.0	2.0	1.0	1.0	540	9	549	540.00	8.50	548.50
Remaining Source Code	11.0	0.0	0.00	11.0	213	18.0	1.0	0.0	1.7	3.0	19.0	720	315	1035	37.89	16.60	54.49
<b>SubTotal Q - ( room category )</b>	<b>126.0</b>	<b>2.0</b>	<b>1.59</b>	<b>124.0</b>	<b>219</b>	<b>218.0</b>	<b>6.0</b>	<b>0.0</b>	<b>1.8</b>	<b>3.6</b>	<b>393.0</b>	<b>172682</b>	<b>19852</b>	<b>192534</b>	<b>439.39</b>	<b>50.52</b>	<b>489.91</b>
<b>S - ( room category )</b>																	
GOLF - GOLF MAGAZINE	3.0	0.0	0.00	3.0	78	4.0	0.0	0.0	1.3	4.0	12.0	5022	1164	6186	418.50	96.97	515.47
WEB - SPRINGER LODGE WEBSITE	3.0	0.0	0.00	3.0	79	2.0	0.0	0.0	0.7	3.0	9.0	4760	87	4847	528.89	9.70	538.59
SPAYOG - YOGA MAGAZINE	3.0	0.0	0.00	3.0	79	4.0	0.0	0.0	1.3	2.0	6.0	2502	812	3314	417.00	135.35	552.35
CONDE - CONDENAST	3.0	0.0	0.00	3.0	75	2.0	0.0	0.0	0.7	3.0	9.0	2110	11	2121	234.44	1.22	235.66
<b>SubTotal S - ( room category )</b>	<b>12.0</b>	<b>0.0</b>	<b>0.00</b>	<b>12.0</b>	<b>78</b>	<b>12.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.0</b>	<b>3.0</b>	<b>36.0</b>	<b>14394</b>	<b>2074</b>	<b>16468</b>	<b>399.83</b>	<b>57.61</b>	<b>457.44</b>
<b>SubTotal - ROOM CATEGORY</b>	<b>359.0</b>	<b>6.0</b>	<b>1.67</b>	<b>353.0</b>	<b>216</b>	<b>627.0</b>	<b>11.0</b>	<b>0.0</b>	<b>1.8</b>	<b>3.2</b>	<b>1038.0</b>	<b>395473</b>	<b>87172</b>	<b>482645</b>	<b>381.00</b>	<b>83.98</b>	<b>464.98</b>
<b>TOTALS - ROOM CATEGORY</b>	<b>359.0</b>	<b>6.0</b>	<b>1.67</b>	<b>353.0</b>	<b>216</b>	<b>627.0</b>	<b>11.0</b>	<b>0.0</b>	<b>1.8</b>	<b>3.2</b>	<b>1038.0</b>	<b>395473</b>	<b>87172</b>	<b>482645</b>	<b>381.00</b>	<b>83.98</b>	<b>464.98</b>

# Market Analysis (R-R-4-M-9) – Top Room Types by Payable Market Segments

MARKETING ANALYSIS REPORT - Market Segment DETAIL by Unit Type for Occupancy: 02/01/16 - 03/03/16

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Property: All  
 Unit Type Positions: 2- 3- 4- 5- 6-  
 Room Category: All  
 Rental Program: ABCFOQ  
 Market Segment: CGTW  
 Stimulus - Source: All  
 State: All  
 Depts: None

Unit Type Ranked by Room Revenue

Market Segment Unit Type	UNITS			LEAD NET	LEAD TIME	ADULT	CHILD	OTHER	AVG PARTY	AVG STAY	ROOM NIGHTS	REVENUE			REVENUE/ROOM NIGHT		
	BOOKED	CANCEL	CANCEL%									ROOM	EXTRA	TOTAL	ROOM	EXTRA	TOTAL
<b>MARKET SEGMENT</b>																	
<b>C - Corporate</b>																	
A1KM - Aspens King Mtn	11.0	0.0	0.00	11.0	232	17.0	0.0	0.0	1.5	2.1	23.0	4050	592	4642	176.09	25.75	201.84
A1KMC - Aspens King Mtn Cn	12.0	1.0	8.33	11.0	212	17.0	0.0	0.0	1.4	1.7	19.0	3552	567	4119	186.95	29.83	216.77
A1KL - Aspens King Lake	4.0	0.0	0.00	4.0	236	5.0	0.0	0.0	1.3	2.0	8.0	1944	467	2411	243.00	58.39	301.39
A1QL - Aspens Queen Lake	3.0	0.0	0.00	3.0	220	6.0	0.0	0.0	2.0	1.7	5.0	600	142	742	120.00	28.30	148.30
SubTotal C - Corporate	30.0	1.0	3.33	29.0	223	45.0	0.0	0.0	1.5	1.9	55.0	10146	1768	11914	184.47	32.14	216.61
<b>G - Group</b>																	
D1QL - DH Queen Lake Cabin	5.0	0.0	0.00	5.0	221	10.0	1.0	0.0	2.2	3.0	15.0	7470	248	7718	498.00	16.55	514.55
D1KL - DH King Lake Cabin	3.0	0.0	0.00	3.0	221	6.0	0.0	0.0	2.0	3.0	9.0	7240	128	7368	804.44	14.26	818.71
B1QM - Big Bear 1 Qn Mtn	7.0	0.0	0.00	7.0	232	7.0	0.0	0.0	1.0	1.0	7.0	2345	0	2345	335.00	0.00	335.00
A1QL - Aspens Queen Lake	5.0	0.0	0.00	5.0	233	5.0	0.0	0.0	1.0	2.0	10.0	2250	653	2903	225.00	65.26	290.26
A1KM - Aspens King Mtn	3.0	0.0	0.00	3.0	230	4.0	0.0	0.0	1.3	2.3	7.0	1584	357	1941	226.29	51.04	277.32
A1KL - Aspens King Lake	5.0	0.0	0.00	5.0	231	10.0	0.0	0.0	2.0	1.0	5.0	825	90	915	165.00	18.00	183.00
A1KMC - Aspens King Mtn Cn	10.0	0.0	0.00	10.0	233	15.0	0.0	0.0	1.5	1.5	15.0	575	720	1295	38.33	48.02	86.35
SubTotal G - Group	38.0	0.0	0.00	38.0	230	57.0	1.0	0.0	1.5	1.8	68.0	22289	2197	24486	327.78	32.31	360.09
<b>T - Transient</b>																	
B1QM - Big Bear 1 Qn Mtn	59.0	0.0	0.00	59.0	225	110.0	4.0	0.0	1.9	3.8	208.0	104093	11032	115125	500.45	53.04	553.49
D1KL - DH King Lake Cabin	22.0	0.0	0.00	22.0	224	42.0	0.0	0.0	1.9	4.3	89.0	48132	1924	50056	540.81	21.62	562.43
A1KL - Aspens King Lake	53.0	1.0	1.89	52.0	222	103.0	3.0	0.0	2.0	3.4	153.0	47037	24095	71132	307.43	157.48	464.92
D1QL - DH Queen Lake Cabin	21.0	1.0	4.76	20.0	209	34.0	0.0	0.0	1.6	5.3	88.0	45830	1528	47358	520.80	17.36	538.16
B1KM - Big Bear 1 King Mtn	24.0	0.0	0.00	24.0	222	46.0	2.0	0.0	2.0	4.0	88.0	45178	13154	58332	513.39	149.48	662.87
A1KMC - Aspens King Mtn Cn	45.0	2.0	4.44	43.0	215	82.0	0.0	0.0	1.8	3.1	125.0	32034	15859	47893	256.27	126.87	383.14
A1KM - Aspens King Mtn	19.0	0.0	0.00	19.0	224	32.0	0.0	0.0	1.7	2.6	46.0	13802	6631	20433	300.04	144.14	444.19
A1QL - Aspens Queen Lake	19.0	1.0	5.26	18.0	207	32.0	1.0	0.0	1.7	3.1	43.0	9854	5983	15837	229.16	139.14	368.31
B3SM - Big Bear 3 Room Ste.	6.0	0.0	0.00	6.0	79	8.0	0.0	0.0	1.3	3.0	18.0	7524	1976	9500	418.00	109.76	527.76
A3SM - Aspens 3 Bdrm Suite	6.0	0.0	0.00	6.0	77	4.0	0.0	0.0	0.7	3.0	18.0	4180	76	4256	232.22	4.24	236.46
A4SM - Aspens 4 Bdrm Suite	0.0	0.0	0.00	0.0	0	0.0	0.0	0.0	0.0	0.0	0.0	2690	22	2712	2690.00	21.90	2711.90
SubTotal T - Transient	274.0	5.0	1.82	269.0	213	493.0	10.0	0.0	1.8	3.6	876.0	360354	82280	442634	411.36	93.93	505.29
<b>W - Wholesaler</b>																	
A1KM - Aspens King Mtn	2.0	0.0	0.00	2.0	215	4.0	0.0	0.0	2.0	3.0	6.0	1844	399	2243	307.33	66.48	373.82
A1KL - Aspens King Lake	1.0	0.0	0.00	1.0	226	2.0	0.0	0.0	2.0	2.0	2.0	600	30	630	300.00	14.98	314.98
A1QL - Aspens Queen Lake	1.0	0.0	0.00	1.0	240	2.0	0.0	0.0	2.0	3.0	1.0	240	0	240	240.00	0.00	240.00
SubTotal W - Wholesaler	4.0	0.0	0.00	4.0	224	8.0	0.0	0.0	2.0	2.8	9.0	2684	429	3113	298.22	47.65	345.87
SubTotal - MARKET SEGMENT	346.0	6.0	1.73	340.0	216	603.0	11.0	0.0	1.8	3.3	1008.0	395473	86673	482146	392.33	85.99	478.32
TOTALS - MARKET SEGMENT	346.0	6.0	1.73	340.0	216	603.0	11.0	0.0	1.8	3.3	1008.0	395473	86673	482146	392.33	85.99	478.32

# Market Analysis (R-R-4-M-9) – Geographic Origins of Corporate Bookings

MARKETING ANALYSIS REPORT - DISTRIBUTION DETAIL by State for Occupancy: 01/01/16 - 03/03/16

Springer Lodge 03/04/16 11:17:29 RD Page- 1

Property: All  
 Unit Type Positions: 2- 3- 4- 5- 6-  
 Room Category: All  
 Rental Program: ABCFOQ  
 Market Segment: All  
 Stimulus - Source: All  
 State: All  
 Extras Rev Excludes Depts: None

State Ranked by Room Revenue

DISTRIBUTION State	UNITS			NET	LEAD TIME	ADULT	CHILD	OTHER	AVG PARTY	AVG STAY	ROOM NIGHTS	REVENUE			REVENUE/ROOM NIGHT		
	BOOKED	CANCEL	CANCEL%									ROOM	EXTRA	TOTAL	ROOM	EXTRA	TOTAL
<b>CORPORATION</b>																	
ADIRONDACK - Adirondack Publishing																	
NY - New York	2.0	0.0	0.00	2.0	223	4.0	0.0	0.0	2.0	3.0	6.0	1260	1074	2334	210.00	179.03	389.03
IA - Iowa	1.0	0.0	0.00	1.0	224	2.0	0.0	0.0	2.0	3.0	3.0	378	32	410	126.00	10.75	136.75
GR - Graubunden	1.0	0.0	0.00	1.0	222	2.0	0.0	0.0	2.0	2.0	2.0	280	51	331	140.00	25.55	165.55
NH - New Hampshire	1.0	0.0	0.00	1.0	235	2.0	0.0	0.0	2.0	1.0	1.0	260	31	291	260.00	30.90	290.90
QC - Quebec	1.0	0.0	0.00	1.0	224	2.0	0.0	0.0	2.0	2.0	2.0	252	32	284	126.00	16.23	142.23
MO - Missouri	1.0	0.0	0.00	1.0	210	2.0	0.0	0.0	2.0	1.0	1.0	189	0	189	189.00	0.00	189.00
SubTotal ADIRONDACK - Adirondack Publis	7.0	0.0	0.00	7.0	223	14.0	0.0	0.0	2.0	2.1	15.0	2619	1221	3840	174.60	81.39	255.99
CODECO - Codeco Corporation																	
CA - California	1.0	0.0	0.00	1.0	222	2.0	0.0	0.0	2.0	4.0	4.0	560	242	802	140.00	60.59	200.59
VA - Antwerp	2.0	0.0	0.00	2.0	219	4.0	0.0	0.0	2.0	1.5	3.0	440	49	489	146.67	16.43	163.10
WI - Wisconsin	1.0	0.0	0.00	1.0	214	2.0	0.0	0.0	2.0	2.0	2.0	320	250	570	160.00	124.85	284.85
WH - Hainaut	1.0	0.0	0.00	1.0	222	2.0	0.0	0.0	2.0	2.0	2.0	240	43	283	120.00	21.48	141.48
WC - Western Cape	1.0	0.0	0.00	1.0	210	2.0	0.0	0.0	2.0	1.0	1.0	210	50	260	210.00	50.00	260.00
GA - Georgia	1.0	0.0	0.00	1.0	210	2.0	0.0	0.0	2.0	1.0	1.0	160	0	160	160.00	0.00	160.00
LA - Louisiana	1.0	0.0	0.00	1.0	230	2.0	0.0	0.0	2.0	1.0	1.0	140	34	174	140.00	34.40	174.40
SubTotal CODECO - Codeco Corporatio	8.0	0.0	0.00	8.0	218	16.0	0.0	0.0	2.0	1.8	14.0	2070	669	2739	147.86	47.76	195.62
NEBIOFIT - New Haven Biofilter Corp																	
MA - Massachusetts	1.0	0.0	0.00	1.0	220	2.0	0.0	0.0	2.0	2.0	2.0	450	380	830	225.00	190.00	415.00
SD - South Dakota	1.0	0.0	0.00	1.0	227	2.0	0.0	0.0	2.0	2.0	2.0	378	433	811	189.00	216.63	405.63
IA - Iowa	1.0	0.0	0.00	1.0	214	2.0	0.0	0.0	2.0	2.0	2.0	288	76	364	144.00	38.09	182.09
CA - California	1.0	0.0	0.00	1.0	222	2.0	0.0	0.0	2.0	2.0	2.0	252	51	303	126.00	25.45	151.45
LA - Louisiana	1.0	0.0	0.00	1.0	215	2.0	0.0	0.0	2.0	2.0	2.0	240	67	307	120.00	33.68	153.68
NS - New South Wales	1.0	0.0	0.00	1.0	234	2.0	0.0	0.0	2.0	1.0	1.0	160	128	288	160.00	128.05	288.05
KS - Kansas	1.0	0.0	0.00	1.0	225	2.0	0.0	0.0	2.0	1.0	1.0	126	34	160	126.00	34.40	160.40
SH - Schleswig-Holstein	1.0	1.0	100.00	0.0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.00	0.00	0.00
SubTotal NEBIOFIT - New Haven Biofilt	8.0	1.0	12.50	7.0	195	14.0	0.0	0.0	1.8	1.7	12.0	1894	1170	3064	157.83	97.51	255.34
UMED - University Medical Center																	
NC - North Carolina	13.0	0.0	0.00	13.0	239	13.0	0.0	0.0	1.0	2.0	26.0	5886	146	6032	226.38	5.63	232.01
QC - Quebec	1.0	0.0	0.00	1.0	224	2.0	0.0	0.0	2.0	2.0	2.0	280	12	292	140.00	5.98	145.98
SubTotal UMED - University Medica	14.0	0.0	0.00	14.0	238	15.0	0.0	0.0	1.1	2.0	28.0	6166	158	6324	220.21	5.65	225.87
SubTotal - CORPORATION	37.0	1.0	2.70	36.0	221	59.0	0.0	0.0	1.6	1.9	69.0	12749	3218	15967	184.77	46.64	231.41