

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Abraham Lincoln

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Appointment														
Actual	0	0	0	0	0	0	0	2	0	0	0	0	0	2
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	0	0	0	0	0	0	2	0	0	0	0	0	2
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Chester A. Arthur

As of April

Activity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Site														
Actual	22	10	24	12	12	12	8	4	0	0	0	0	68	104
Adjust	(11)	(5)	(12)	10	(6)	(5)	1	0	0	0	0	0	(18)	(28)
Net	11	5	12	22	6	7	9	4	0	0	0	0	50	76
Goal	10	10	10	10	10	10	10	10	10	10	10	10	40	120
Var	1	(5)	2	12	(4)	(3)	(1)	(6)	(10)	(10)	(10)	(10)	10	(44)
Var %	10.00%	(50.00%)	20.00%	120.00%	(40.00%)	(30.00%)	(10.00%)	(60.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	25.00%	(36.67%)
Prospect														
Actual	8	52	138	162	170	138	170	193	0	0	0	0	360	1,031
Adjust	107	43	(40)	(50)	(44)	(41)	21	0	0	0	0	0	60	(4)
Net	115	95	98	112	126	97	191	193	0	0	0	0	420	1,027
Goal	50	50	50	50	50	50	70	70	70	70	70	70	200	720
Var	65	45	48	62	76	47	121	123	(70)	(70)	(70)	(70)	220	307
Var %	130.00%	90.00%	96.00%	124.00%	152.00%	94.00%	172.86%	175.71%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	110.00%	42.64%
Appointment														
Actual	12	18	14	44	32	38	26	40	0	0	0	0	88	224
Adjust	(6)	(9)	(7)	(22)	(16)	(18)	3	13	0	0	0	0	(44)	(62)
Net	6	9	7	22	16	20	29	53	0	0	0	0	44	162
Goal	7	7	7	7	7	7	7	7	7	7	7	7	28	84
Var	(1)	2	0	15	9	13	22	46	(7)	(7)	(7)	(7)	16	78
Var %	(14.29%)	28.57%	0.00%	214.29%	128.57%	185.71%	314.29%	657.14%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	57.14%	92.86%
Total														
Actual	42	80	176	218	214	188	204	237	0	0	0	0	516	1,359
Adjust	90	29	(59)	(62)	(66)	(64)	25	13	0	0	0	0	(2)	(94)
Net	132	109	117	156	148	124	229	250	0	0	0	0	514	1,265
Goal	67	67	67	67	67	67	87	87	87	87	87	87	268	924
Var	65	42	50	89	81	57	142	163	(87)	(87)	(87)	(87)	246	341
Var %	97.01%	62.69%	74.63%	132.84%	120.90%	85.07%	163.22%	187.36%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	91.79%	36.90%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Chester A. Arthur

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	78,880	113,202	50,315	110,953	149,808	117,796	85,776	156,582	126,768	107,027	75,021	15,869	353,350	1,187,997
Adjust	0	0	0	0	8,088	0	0	0	0	0	0	0	0	8,088
Net	78,880	113,202	50,315	110,953	157,896	117,796	85,776	156,582	126,768	107,027	75,021	15,869	353,350	1,196,084
Goal	80,949	89,071	54,746	147,777	104,786	145,467	87,708	114,773	160,776	126,230	111,512	46,668	372,543	1,270,463
Var	(2,069)	24,131	(4,431)	(36,824)	53,110	(27,671)	(1,932)	41,809	(34,008)	(19,203)	(36,492)	(30,799)	(19,193)	(74,379)
Var %	(2.56%)	27.09%	(8.09%)	(24.92%)	50.68%	(19.02%)	(2.20%)	36.43%	(21.15%)	(15.21%)	(32.72%)	(66.00%)	(5.15%)	(5.85%)
Food & Bev Revenue														
Actual	6,899	21,125	2,427	64,842	52,973	24,398	27,344	42,908	45,020	16,190	10,681	1,565	95,293	316,371
Adjust	0	0	0	0	2,469	0	0	0	0	0	0	0	0	2,469
Net	6,899	21,125	2,427	64,842	55,442	24,398	27,344	42,908	45,020	16,190	10,681	1,565	95,293	318,840
Goal	45,363	53,158	28,159	80,269	56,482	82,960	51,830	71,102	78,730	57,229	57,546	27,041	206,949	689,869
Var	(38,464)	(32,033)	(25,732)	(15,427)	(1,040)	(58,562)	(24,486)	(28,194)	(33,710)	(41,039)	(46,865)	(25,476)	(111,656)	(371,029)
Var %	(84.79%)	(60.26%)	(91.38%)	(19.22%)	(1.84%)	(70.59%)	(47.24%)	(39.65%)	(42.82%)	(71.71%)	(81.44%)	(94.21%)	(53.95%)	(53.78%)
Total														
Actual	85,779	134,327	52,742	175,795	202,781	142,194	113,120	199,490	171,788	123,217	85,702	17,434	448,643	1,504,368
Adjust	0	0	0	0	10,557	0	0	0	0	0	0	0	0	10,557
Net	85,779	134,327	52,742	175,795	213,338	142,194	113,120	199,490	171,788	123,217	85,702	17,434	448,643	1,514,925
Goal	126,312	142,229	82,905	228,046	161,268	228,427	139,538	185,875	239,506	183,459	169,058	73,709	579,492	1,960,332
Var	(40,533)	(7,902)	(30,163)	(52,251)	52,070	(86,233)	(26,418)	13,615	(67,718)	(60,242)	(83,356)	(56,275)	(130,849)	(445,407)
Var %	(32.09%)	(5.56%)	(36.38%)	(22.91%)	32.29%	(37.75%)	(18.93%)	7.32%	(28.27%)	(32.84%)	(49.31%)	(76.35%)	(22.58%)	(22.72%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Chester A. Arthur

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	116,320	105,557	294,230	143,571	95,068	109,660	103,372	132,280	0	0	0	0	659,678	1,100,058
Adjust	0	0	0	0	8,087	0	0	0	0	0	0	0	0	8,087
Net	116,320	105,557	294,230	143,571	103,155	109,660	103,372	132,280	0	0	0	0	659,678	1,108,145
Goal	123,749	123,749	123,749	123,749	123,749	123,749	123,749	123,749	123,749	123,749	123,749	123,749	494,996	1,484,988
Var	(7,429)	(18,192)	170,481	19,822	(20,594)	(14,089)	(20,378)	8,531	(123,749)	(123,749)	(123,749)	(123,749)	164,682	(376,844)
Var %	(6.00%)	(14.70%)	137.76%	16.02%	(16.64%)	(11.39%)	(16.47%)	6.89%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	33.27%	(25.38%)
Food & Bev Production														
Actual	18,006	20,054	144,372	33,411	19,084	28,320	18,471	40,238	0	0	0	0	215,843	321,956
Adjust	0	0	0	0	2,469	0	0	0	0	0	0	0	0	2,469
Net	18,006	20,054	144,372	33,411	21,553	28,320	18,471	40,238	0	0	0	0	215,843	324,425
Goal	61,580	61,580	61,580	61,580	61,580	61,580	61,580	61,580	61,580	61,580	61,580	61,580	246,320	738,960
Var	(43,574)	(41,526)	82,792	(28,169)	(40,027)	(33,260)	(43,109)	(21,342)	(61,580)	(61,580)	(61,580)	(61,580)	(30,477)	(414,535)
Var %	(70.76%)	(67.43%)	134.45%	(45.74%)	(65.00%)	(54.01%)	(70.00%)	(34.66%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(12.37%)	(56.10%)
Total														
Actual	134,326	125,611	438,602	176,982	114,152	137,980	121,843	172,518	0	0	0	0	875,521	1,422,014
Adjust	0	0	0	0	10,556	0	0	0	0	0	0	0	0	10,556
Net	134,326	125,611	438,602	176,982	124,708	137,980	121,843	172,518	0	0	0	0	875,521	1,432,570
Goal	185,329	185,329	185,329	185,329	185,329	185,329	185,329	185,329	185,329	185,329	185,329	185,329	741,316	2,223,948
Var	(51,003)	(59,718)	253,273	(8,347)	(60,621)	(47,349)	(63,486)	(12,811)	(185,329)	(185,329)	(185,329)	(185,329)	134,205	(791,378)
Var %	(27.52%)	(32.22%)	136.66%	(4.50%)	(32.71%)	(25.55%)	(34.26%)	(6.91%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	18.10%	(35.58%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Franklin Pierce

As of April

Activity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Site														
Actual	4	8	10	4	4	8	12	0	0	0	0	0	26	50
Adjust	(2)	(4)	(5)	(2)	(2)	(4)	(1)	0	0	0	0	0	(13)	(20)
Net	2	4	5	2	2	4	11	0	0	0	0	0	13	30
Goal	4	4	4	4	4	4	4	4	4	4	4	4	16	48
Var	(2)	0	1	(2)	(2)	0	7	(4)	(4)	(4)	(4)	(4)	(3)	(18)
Var %	(50.00%)	0.00%	25.00%	(50.00%)	(50.00%)	0.00%	175.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(18.75%)	(37.50%)
Prospect														
Actual	2	84	112	62	68	120	102	104	0	0	0	0	260	654
Adjust	105	87	70	51	28	28	46	0	0	0	0	0	313	415
Net	107	171	182	113	96	148	148	104	0	0	0	0	573	1,069
Goal	50	50	50	50	50	50	60	60	60	60	60	60	200	660
Var	57	121	132	63	46	98	88	44	(60)	(60)	(60)	(60)	373	409
Var %	114.00%	242.00%	264.00%	126.00%	92.00%	196.00%	146.67%	73.33%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	186.50%	61.97%
Appointment														
Actual	6	12	20	8	16	16	30	6	0	0	0	0	46	114
Adjust	(3)	(6)	(10)	(4)	(8)	(8)	6	0	0	0	0	0	(23)	(33)
Net	3	6	10	4	8	8	36	6	0	0	0	0	23	81
Goal	7	7	7	7	7	7	7	7	7	7	7	7	28	84
Var	(4)	(1)	3	(3)	1	1	29	(1)	(7)	(7)	(7)	(7)	(5)	(3)
Var %	(57.14%)	(14.29%)	42.86%	(42.86%)	14.29%	14.29%	414.29%	(14.29%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(17.86%)	(3.57%)
Total														
Actual	12	104	142	74	88	144	144	110	0	0	0	0	332	818
Adjust	100	77	55	45	18	16	51	0	0	0	0	0	277	362
Net	112	181	197	119	106	160	195	110	0	0	0	0	609	1,180
Goal	61	61	61	61	61	61	71	71	71	71	71	71	244	792
Var	51	120	136	58	45	99	124	39	(71)	(71)	(71)	(71)	365	388
Var %	83.61%	196.72%	222.95%	95.08%	73.77%	162.30%	174.65%	54.93%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	149.59%	48.99%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Franklin Pierce

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	89,721	143,364	294,817	172,742	171,675	141,020	69,339	131,259	132,086	205,523	87,581	59,813	700,644	1,698,940
Adjust	0	327	0	0	9,687	8,338	0	0	0	0	0	0	327	18,352
Net	89,721	143,691	294,817	172,742	181,362	149,358	69,339	131,259	132,086	205,523	87,581	59,813	700,971	1,717,292
Goal	79,566	165,371	255,543	158,270	164,848	89,630	91,647	114,982	178,038	124,364	152,392	47,788	658,750	1,622,439
Var	10,155	(21,680)	39,274	14,472	16,514	59,728	(22,308)	16,277	(45,952)	81,159	(64,811)	12,025	42,221	94,853
Var %	12.76%	(13.11%)	15.37%	9.14%	10.02%	66.64%	(24.34%)	14.16%	(25.81%)	65.26%	(42.53%)	25.16%	6.41%	5.85%
Food & Bev Revenue														
Actual	93,401	178,145	201,624	114,329	160,453	74,280	73,576	141,084	99,738	117,646	86,748	40,518	587,501	1,381,544
Adjust	335	7,710	0	7,393	350	994	458	0	0	0	0	0	15,439	17,240
Net	93,737	185,856	201,624	121,722	160,804	75,274	74,033	141,084	99,738	117,646	86,748	40,518	602,939	1,398,784
Goal	64,265	130,479	193,983	122,315	130,615	77,035	67,379	82,953	135,590	91,567	104,628	32,450	511,042	1,233,259
Var	29,472	55,377	7,641	(593)	30,189	(1,762)	6,654	58,131	(35,852)	26,079	(17,880)	8,068	91,897	165,525
Var %	45.86%	42.44%	3.94%	(.48%)	23.11%	(2.29%)	9.88%	70.08%	(26.44%)	28.48%	(17.09%)	24.86%	17.98%	13.42%
Total														
Actual	183,122	321,509	496,441	287,071	332,128	215,300	142,915	272,343	231,824	323,169	174,329	100,331	1,288,145	3,080,484
Adjust	335	8,037	0	7,393	10,037	9,331	458	0	0	0	0	0	15,766	35,592
Net	183,458	329,547	496,441	294,464	342,166	224,631	143,372	272,343	231,824	323,169	174,329	100,331	1,303,910	3,116,075
Goal	143,831	295,850	449,526	280,585	295,463	166,665	159,026	197,935	313,628	215,931	257,020	80,238	1,169,792	2,855,698
Var	39,627	33,697	46,915	13,879	46,703	57,966	(15,654)	74,408	(81,804)	107,238	(82,691)	20,093	134,118	260,377
Var %	27.55%	11.39%	10.44%	4.95%	15.81%	34.78%	(9.84%)	37.59%	(26.08%)	49.66%	(32.17%)	25.04%	11.47%	9.12%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Franklin Pierce

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	30,635	123,842	242,750	71,277	162,010	184,117	178,062	177,089	0	0	0	0	468,504	1,169,782
Adjust	0	327	0	0	9,687	8,338	0	0	0	0	0	0	327	18,352
Net	30,635	124,169	242,750	71,277	171,697	192,455	178,062	177,089	0	0	0	0	468,831	1,188,134
Goal	134,436	134,520	134,520	134,520	134,520	134,520	134,520	134,520	134,520	134,520	134,520	134,520	537,996	1,614,156
Var	(103,801)	(10,351)	108,230	(63,243)	37,177	57,935	43,542	42,569	(134,520)	(134,520)	(134,520)	(134,520)	(69,165)	(426,023)
Var %	(77.21%)	(7.69%)	80.46%	(47.01%)	27.64%	43.07%	32.37%	31.65%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(12.86%)	(26.39%)
Food & Bev Production														
Actual	75,017	69,292	202,320	73,651	148,394	113,393	83,347	129,225	0	0	0	0	420,279	894,639
Adjust	0	0	0	558	1,992	1,628	0	0	0	0	0	0	558	4,177
Net	75,017	69,292	202,320	74,208	150,386	115,020	83,347	129,225	0	0	0	0	420,837	898,815
Goal	102,193	102,193	102,193	102,193	102,193	102,193	102,193	102,193	102,193	102,193	102,193	102,193	408,772	1,226,316
Var	(27,176)	(32,901)	100,127	(27,985)	48,193	12,827	(18,846)	27,032	(102,193)	(102,193)	(102,193)	(102,193)	12,065	(327,501)
Var %	(26.59%)	(32.19%)	97.98%	(27.38%)	47.16%	12.55%	(18.44%)	26.45%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	2.95%	(26.71%)
Total														
Actual	105,652	193,134	445,070	144,928	310,404	297,510	261,409	306,314	0	0	0	0	888,783	2,064,421
Adjust	0	327	0	558	11,679	9,965	0	0	0	0	0	0	885	22,528
Net	105,652	193,461	445,070	145,485	322,083	307,475	261,409	306,314	0	0	0	0	889,668	2,086,949
Goal	236,629	236,713	236,713	236,713	236,713	236,713	236,713	236,713	236,713	236,713	236,713	236,713	946,768	2,840,472
Var	(130,977)	(43,252)	208,357	(91,228)	85,370	70,762	24,696	69,601	(236,713)	(236,713)	(236,713)	(236,713)	(57,100)	(753,523)
Var %	(55.35%)	(18.27%)	88.02%	(38.54%)	36.06%	29.89%	10.43%	29.40%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(6.03%)	(26.53%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Grover Cleveland

As of April

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity	Prospect														
	Actual	0	2	0	0	0	0	0	0	0	0	0	0	2	2
	Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Var	0	2	0	0	0	0	0	0	0	0	0	0	2	2
	Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Appointment														
	Actual	0	2	4	4	0	0	0	0	0	0	0	0	10	10
	Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Var	0	2	4	4	0	0	0	0	0	0	0	0	10	10
	Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Def Rev OTB	Food & Bev Revenue														
	Actual	0	629	2,099	0	1,560	0	0	250	0	0	0	0	2,728	4,538
	Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Var	0	629	2,099	0	1,560	0	0	250	0	0	0	0	2,728	4,538
	Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bookings	Food & Bev Production														
	Actual	1,498	629	601	1,348	212	0	0	250	0	0	0	0	4,076	4,538
	Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Var	1,498	629	601	1,348	212	0	0	250	0	0	0	0	4,076	4,538
	Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

James Monroe

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Prospect														
Actual	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Adjust	12	3	0	0	5	8	16	0	0	0	0	0	15	44
Net	12	3	0	0	5	8	16	0	0	0	0	0	15	44
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	12	3	0	0	5	8	16	0	0	0	0	0	15	44
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Def Rev OTB														
Group Revenue														
Actual	0	19,008	2,618	0	40,186	78,841	32,889	25,389	0	0	0	76,596	21,626	275,527
Goal	0	17,820	3,094	0	46,014	27,455	33,024	27,323	0	0	0	81,111	20,914	235,841
Var	0	1,188	(476)	0	(5,828)	51,386	(135)	(1,934)	0	0	0	(4,515)	712	39,686
Var %	0.00%	6.67%	(15.38%)	0.00%	(12.67%)	187.16%	(.41%)	(7.08%)	0.00%	0.00%	0.00%	(5.57%)	3.40%	16.83%
Food & Bev Revenue														
Actual	0	9,926	9,625	0	9,940	83,983	37,153	27,548	0	0	109	78,922	19,551	257,204
Adjust	0	0	0	0	6,103	918	0	0	0	0	0	0	0	7,021
Net	0	9,926	9,625	0	16,043	84,901	37,153	27,548	0	0	109	78,922	19,551	264,225
Goal	0	0	6,258	0	10,590	47,406	33,690	23,701	0	0	0	81,124	6,258	202,769
Var	0	9,926	3,367	0	5,453	37,495	3,463	3,847	0	0	109	(2,203)	13,293	61,456
Var %	0.00%	0.00%	53.80%	0.00%	51.49%	79.09%	10.28%	16.23%	0.00%	0.00%	0.00%	(2.71%)	212.41%	30.31%
Total														
Actual	0	28,934	12,243	0	50,126	162,824	70,042	52,937	0	0	109	155,518	41,177	532,731
Adjust	0	0	0	0	6,103	918	0	0	0	0	0	0	0	7,021
Net	0	28,934	12,243	0	56,229	163,742	70,042	52,937	0	0	109	155,518	41,177	539,752
Goal	0	17,820	9,352	0	56,604	74,861	66,714	51,024	0	0	0	162,235	27,172	438,610
Var	0	11,114	2,891	0	(375)	88,881	3,328	1,913	0	0	109	(6,718)	14,005	101,142
Var %	0.00%	62.37%	30.91%	0.00%	(.66%)	118.73%	4.99%	3.75%	0.00%	0.00%	0.00%	(4.14%)	51.54%	23.06%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

James Monroe

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	5,088	1,290	(2,043)	36,648	68,214	1,087	(6,547)	(3,097)	0	0	0	0	40,983	100,640
Adjust	0	0	0	0	3,060	0	0	0	0	0	0	0	0	3,060
Net	5,088	1,290	(2,043)	36,648	71,274	1,087	(6,547)	(3,097)	0	0	0	0	40,983	103,700
Goal	0	0	33,504	20,940	0	0	20,940	0	18,846	0	0	0	54,444	94,230
Var	5,088	1,290	(35,547)	15,708	71,274	1,087	(27,487)	(3,097)	(18,846)	0	0	0	(13,461)	9,470
Var %	0.00%	0.00%	(106.10%)	75.01%	0.00%	0.00%	(131.27%)	0.00%	(100.00%)	0.00%	0.00%	0.00%	(24.72%)	10.05%
Food & Bev Production														
Actual	9,308	114	(125)	43,423	(5,747)	16,961	(3,771)	4,150	0	0	0	0	52,720	64,312
Adjust	0	0	0	0	0	184	137	0	0	0	0	0	0	321
Net	9,308	114	(125)	43,423	(5,747)	17,144	(3,634)	4,150	0	0	0	0	52,720	64,633
Goal	0	0	13,926	9,284	0	0	9,284	0	9,284	0	0	0	23,210	41,778
Var	9,308	114	(14,051)	34,139	(5,747)	17,144	(12,918)	4,150	(9,284)	0	0	0	29,510	22,855
Var %	0.00%	0.00%	(100.90%)	367.72%	0.00%	0.00%	(139.14%)	0.00%	(100.00%)	0.00%	0.00%	0.00%	127.14%	54.71%
Total														
Actual	14,396	1,404	(2,168)	80,071	62,467	18,048	(10,318)	1,053	0	0	0	0	93,703	164,952
Adjust	0	0	0	0	3,060	184	137	0	0	0	0	0	0	3,381
Net	14,396	1,404	(2,168)	80,071	65,527	18,231	(10,181)	1,053	0	0	0	0	93,703	168,333
Goal	0	0	47,430	30,224	0	0	30,224	0	28,130	0	0	0	77,654	136,008
Var	14,396	1,404	(49,598)	49,847	65,527	18,231	(40,405)	1,053	(28,130)	0	0	0	16,049	32,325
Var %	0.00%	0.00%	(104.57%)	164.93%	0.00%	0.00%	(133.69%)	0.00%	(100.00%)	0.00%	0.00%	0.00%	20.67%	23.77%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

John Tyler

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB	Food & Bev Revenue													
Actual	2,600	0	6,120	0	0	0	0	0	0	0	0	0	8,720	8,720
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	2,600	0	6,120	0	0	0	0	0	0	0	0	0	8,720	8,720
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bookings	Food & Bev Production													
Actual	2,600	0	2,720	3,400	0	0	0	0	0	0	0	0	8,720	8,720
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	2,600	0	2,720	3,400	0	0	0	0	0	0	0	0	8,720	8,720
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Martin Van Buren

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Site														
Actual	2	2	8	8	12	6	2	2	0	0	0	0	20	42
Adjust	(1)	(1)	(4)	(4)	(6)	(1)	0	0	0	0	0	0	(10)	(17)
Net	1	1	4	4	6	5	2	2	0	0	0	0	10	25
Goal	4	4	4	4	4	4	4	4	4	4	4	4	16	48
Var	(3)	(3)	0	0	2	1	(2)	(2)	(4)	(4)	(4)	(4)	(6)	(23)
Var %	(75.00%)	(75.00%)	0.00%	0.00%	50.00%	25.00%	(50.00%)	(50.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(37.50%)	(47.92%)
Prospect														
Actual	86	146	232	192	178	156	154	196	0	0	0	0	656	1,340
Adjust	(25)	(52)	(93)	(96)	(70)	(58)	(6)	0	0	0	0	0	(266)	(400)
Net	61	94	139	96	108	98	148	196	0	0	0	0	390	940
Goal	75	75	75	75	75	75	85	85	85	85	85	85	300	960
Var	(14)	19	64	21	33	23	63	111	(85)	(85)	(85)	(85)	90	(20)
Var %	(18.67%)	25.33%	85.33%	28.00%	44.00%	30.67%	74.12%	130.59%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	30.00%	(2.08%)
Appointment														
Actual	0	0	28	48	66	12	4	12	0	0	0	0	76	170
Adjust	0	0	(14)	(7)	(33)	(2)	0	0	0	0	0	0	(21)	(56)
Net	0	0	14	41	33	10	4	12	0	0	0	0	55	114
Goal	10	10	10	10	10	10	10	10	10	10	10	10	40	120
Var	(10)	(10)	4	31	23	0	(6)	2	(10)	(10)	(10)	(10)	15	(6)
Var %	(100.00%)	(100.00%)	40.00%	310.00%	230.00%	0.00%	(60.00%)	20.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	37.50%	(5.00%)
Total														
Actual	88	148	268	248	256	174	160	210	0	0	0	0	752	1,552
Adjust	(26)	(53)	(111)	(107)	(109)	(61)	(6)	0	0	0	0	0	(297)	(473)
Net	62	95	157	141	147	113	154	210	0	0	0	0	455	1,079
Goal	89	89	89	89	89	89	99	99	99	99	99	99	356	1,128
Var	(27)	6	68	52	58	24	55	111	(99)	(99)	(99)	(99)	99	(49)
Var %	(30.34%)	6.74%	76.40%	58.43%	65.17%	26.97%	55.56%	112.12%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	27.81%	(4.34%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Martin Van Buren

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	222,133	248,157	44,670	205,562	73,035	182,881	134,342	153,058	162,426	173,513	96,206	18,298	720,521	1,714,279
Adjust	0	0	0	5,071	2,478	3,120	0	0	0	0	0	0	5,071	10,669
Net	222,133	248,157	44,670	210,633	75,512	186,001	134,342	153,058	162,426	173,513	96,206	18,298	725,592	1,724,948
Goal	182,178	146,462	48,076	267,469	99,355	124,785	149,188	166,128	252,085	322,654	156,672	56,516	644,185	1,971,568
Var	39,955	101,695	(3,406)	(56,836)	(23,843)	61,216	(14,846)	(13,071)	(89,659)	(149,141)	(60,466)	(38,218)	81,407	(246,620)
Var %	21.93%	69.43%	(7.09%)	(21.25%)	(24.00%)	49.06%	(9.95%)	(7.87%)	(35.57%)	(46.22%)	(38.59%)	(67.62%)	12.64%	(12.51%)
Food & Bev Revenue														
Actual	144,789	163,795	17,625	124,995	40,568	79,182	80,886	87,390	81,022	96,861	43,425	8,288	451,203	968,825
Adjust	1,252	880	0	8,067	0	1,102	915	0	0	0	0	0	10,200	12,217
Net	146,041	164,675	17,625	133,062	40,568	80,284	81,802	87,390	81,022	96,861	43,425	8,288	461,403	981,042
Goal	113,408	91,818	28,159	156,716	63,542	74,072	108,843	98,753	144,338	194,580	104,628	37,858	390,101	1,216,715
Var	32,633	72,857	(10,534)	(23,654)	(22,974)	6,212	(27,041)	(11,363)	(63,316)	(97,719)	(61,203)	(29,571)	71,302	(235,673)
Var %	28.77%	79.35%	(37.41%)	(15.09%)	(36.16%)	8.39%	(24.84%)	(11.51%)	(43.87%)	(50.22%)	(58.50%)	(78.11%)	18.28%	(19.37%)
Total														
Actual	366,921	411,951	62,294	330,557	113,602	262,063	215,228	240,448	243,448	270,374	139,631	26,586	1,171,724	2,683,104
Adjust	1,252	880	0	13,138	2,478	4,222	915	0	0	0	0	0	15,271	22,885
Net	368,174	412,831	62,294	343,695	116,080	266,285	216,144	240,448	243,448	270,374	139,631	26,586	1,186,995	2,705,989
Goal	295,586	238,280	76,235	424,185	162,897	198,857	258,031	264,881	396,423	517,234	261,300	94,374	1,034,286	3,188,283
Var	72,588	174,551	(13,941)	(80,490)	(46,817)	67,428	(41,887)	(24,433)	(152,975)	(246,860)	(121,669)	(67,789)	152,709	(482,294)
Var %	24.56%	73.25%	(18.29%)	(18.98%)	(28.74%)	33.91%	(16.23%)	(9.22%)	(38.59%)	(47.73%)	(46.56%)	(71.83%)	14.76%	(15.13%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Martin Van Buren

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	229,563	118,708	117,022	181,734	14,994	95,288	194,061	67,885	0	0	0	0	647,026	1,019,254
Adjust	0	0	0	5,071	2,478	3,120	0	0	0	0	0	0	5,071	10,669
Net	229,563	118,708	117,022	186,805	17,472	98,408	194,061	67,885	0	0	0	0	652,097	1,029,923
Goal	202,576	152,575	152,575	152,575	152,575	152,575	102,574	152,575	152,575	152,575	152,575	152,575	660,301	1,830,900
Var	26,987	(33,868)	(35,553)	34,230	(135,103)	(54,168)	91,487	(84,690)	(152,575)	(152,575)	(152,575)	(152,575)	(8,204)	(800,977)
Var %	13.32%	(22.20%)	(23.30%)	22.43%	(88.55%)	(35.50%)	89.19%	(55.51%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(1.24%)	(43.75%)
Food & Bev Production														
Actual	122,800	75,412	30,697	82,721	54,735	73,711	172,690	39,486	0	0	0	0	311,629	652,250
Adjust	246	0	0	2,947	1,102	220	7,035	0	0	0	0	0	3,193	11,550
Net	123,046	75,412	30,697	85,668	55,836	73,931	179,725	39,486	0	0	0	0	314,822	663,800
Goal	116,049	89,251	89,251	89,251	89,251	89,251	62,453	89,251	89,251	89,251	89,251	89,251	383,802	1,071,012
Var	6,997	(13,839)	(58,554)	(3,583)	(33,415)	(15,320)	117,272	(49,765)	(89,251)	(89,251)	(89,251)	(89,251)	(68,980)	(407,212)
Var %	6.03%	(15.51%)	(65.61%)	(4.01%)	(37.44%)	(17.16%)	187.78%	(55.76%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(17.97%)	(38.02%)
Total														
Actual	352,363	194,119	147,719	264,454	69,729	168,999	366,751	107,371	0	0	0	0	958,655	1,671,503
Adjust	246	0	0	8,018	3,579	3,340	7,035	0	0	0	0	0	8,264	22,219
Net	352,609	194,119	147,719	272,472	73,308	172,339	373,786	107,371	0	0	0	0	966,919	1,693,722
Goal	318,625	241,826	241,826	241,826	241,826	241,826	165,027	241,826	241,826	241,826	241,826	241,826	1,044,103	2,901,912
Var	33,984	(47,707)	(94,107)	30,646	(168,518)	(69,487)	208,759	(134,455)	(241,826)	(241,826)	(241,826)	(241,826)	(77,184)	(1,208,190)
Var %	10.67%	(19.73%)	(38.92%)	12.67%	(69.69%)	(28.73%)	126.50%	(55.60%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(7.39%)	(41.63%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Millard Fillmore

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Food & Bev Revenue														
Actual	0	280	0	0	0	0	0	215	0	0	0	0	280	495
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	280	0	0	0	0	0	215	0	0	0	0	280	495
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bookings														
Food & Bev Production														
Actual	0	280	0	0	0	0	0	215	0	0	0	0	280	495
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	280	0	0	0	0	0	215	0	0	0	0	280	495
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Theodore Roosevelt

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Appointment														
Actual	0	0	0	0	0	0	2	0	0	0	0	0	0	2
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	0	0	0	0	0	2	0	0	0	0	0	0	2
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Ulysses S. Grant

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Appointment														
Actual	0	2	4	4	0	0	0	0	0	0	0	0	10	10
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	2	4	4	0	0	0	0	0	0	0	0	10	10
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

William H. Harrison

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Activity														
Site														
Actual	8	14	6	10	10	6	12	0	0	0	0	0	38	66
Adjust	(4)	(7)	(3)	(5)	(5)	(3)	0	0	0	0	0	0	(19)	(27)
Net	4	7	3	5	5	3	12	0	0	0	0	0	19	39
Goal	3	3	3	3	3	3	3	3	3	3	3	3	12	36
Var	1	4	0	2	2	0	9	(3)	(3)	(3)	(3)	(3)	7	3
Var %	33.33%	133.33%	0.00%	66.67%	66.67%	0.00%	300.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	58.33%	8.33%
Prospect														
Actual	180	74	146	118	100	98	112	129	0	0	0	0	518	957
Adjust	(52)	(22)	(59)	(54)	(24)	(20)	25	0	0	0	0	0	(187)	(206)
Net	128	52	87	64	76	78	137	129	0	0	0	0	331	751
Goal	50	50	50	50	50	50	50	50	50	50	50	50	200	600
Var	78	2	37	14	26	28	87	79	(50)	(50)	(50)	(50)	131	151
Var %	156.00%	4.00%	74.00%	28.00%	52.00%	56.00%	174.00%	158.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	65.50%	25.17%
Appointment														
Actual	10	6	10	6	6	10	10	6	0	0	0	0	32	64
Adjust	(5)	(3)	(5)	(3)	(3)	(5)	(1)	0	0	0	0	0	(16)	(25)
Net	5	3	5	3	3	5	9	6	0	0	0	0	16	39
Goal	3	3	3	3	3	3	3	3	3	3	3	3	12	36
Var	2	0	2	0	0	2	6	3	(3)	(3)	(3)	(3)	4	3
Var %	66.67%	0.00%	66.67%	0.00%	0.00%	66.67%	200.00%	100.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	33.33%	8.33%
Total														
Actual	198	94	162	134	116	114	134	135	0	0	0	0	588	1,087
Adjust	(61)	(32)	(67)	(62)	(32)	(28)	24	0	0	0	0	0	(222)	(258)
Net	137	62	95	72	84	86	158	135	0	0	0	0	366	829
Goal	56	56	56	56	56	56	56	56	56	56	56	56	224	672
Var	81	6	39	16	28	30	102	79	(56)	(56)	(56)	(56)	142	157
Var %	144.64%	10.71%	69.64%	28.57%	50.00%	53.57%	182.14%	141.07%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	63.39%	23.36%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

William H. Harrison

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	2,631	1,032	0	0	119	0	4,417	2,975	2,261	0	0	6,150	3,663	19,585
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	2,631	1,032	0	0	119	0	4,417	2,975	2,261	0	0	6,150	3,663	19,585
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Food & Bev Revenue														
Actual	76,182	99,423	61,542	71,562	86,480	93,263	46,012	62,659	33,781	38,339	34,580	109,038	308,708	812,860
Adjust	3,231	1,314	0	1,030	1,821	623	995	0	0	0	0	0	5,574	9,013
Net	79,413	100,736	61,542	72,592	88,301	93,886	47,007	62,659	33,781	38,339	34,580	109,038	314,283	821,872
Goal	60,484	86,986	28,159	76,447	88,253	121,478	54,422	86,903	43,739	17,169	78,471	178,472	252,076	920,983
Var	18,929	13,750	33,383	(3,855)	48	(27,592)	(7,415)	(24,244)	(9,958)	21,170	(43,892)	(69,435)	62,207	(99,111)
Var %	31.30%	15.81%	118.55%	(5.04%)	0.05%	(22.71%)	(13.62%)	(27.90%)	(22.77%)	123.30%	(55.93%)	(38.90%)	24.68%	(10.76%)
Total														
Actual	78,813	100,455	61,542	71,562	86,599	93,263	50,429	65,634	36,042	38,339	34,580	115,188	312,371	832,445
Adjust	3,231	1,314	0	1,030	1,821	623	995	0	0	0	0	0	5,574	9,013
Net	82,044	101,768	61,542	72,592	88,420	93,886	51,424	65,634	36,042	38,339	34,580	115,188	317,946	841,457
Goal	60,484	86,986	28,159	76,447	88,253	121,478	54,422	86,903	43,739	17,169	78,471	178,472	252,076	920,983
Var	21,560	14,782	33,383	(3,855)	167	(27,592)	(2,998)	(21,269)	(7,697)	21,170	(43,892)	(63,285)	65,870	(79,526)
Var %	35.65%	16.99%	118.55%	(5.04%)	0.19%	(22.71%)	(5.51%)	(24.47%)	(17.60%)	123.30%	(55.93%)	(35.46%)	26.13%	(8.63%)
Bookings														
Rooms Production														
Actual	6,042	3,477	3,077	5,821	(7,841)	(696)	2,216	793	0	0	0	0	18,417	12,889
Adjust	(6,042)	(3,477)	(3,077)	(5,821)	7,841	696	(2,594)	0	0	0	0	0	(18,417)	(12,474)
Net	0	0	0	0	0	0	(378)	793	0	0	0	0	0	415
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	0	0	0	0	0	(378)	793	0	0	0	0	0	415
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Food & Bev Production														
Actual	80,625	67,420	56,082	80,050	58,035	49,288	146,561	1,943	0	0	0	0	284,176	540,003
Adjust	3,270	1,204	0	2,753	352	1,010	114	0	0	0	0	0	7,227	8,703
Net	83,895	68,624	56,082	82,803	58,387	50,297	146,675	1,943	0	0	0	0	291,404	548,706
Goal	80,000	60,000	104,073	104,073	104,073	116,110	116,110	104,073	104,073	118,765	118,765	118,765	348,146	1,248,880
Var	3,895	8,624	(47,991)	(21,270)	(45,686)	(65,813)	30,565	(102,130)	(104,073)	(118,765)	(118,765)	(118,765)	(56,742)	(700,174)
Var %	4.87%	14.37%	(46.11%)	(20.44%)	(43.90%)	(56.68%)	26.32%	(98.13%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(16.30%)	(56.06%)
Total														
Actual	86,667	70,897	59,159	85,871	50,194	48,592	148,777	2,736	0	0	0	0	302,593	552,892
Adjust	(2,772)	(2,273)	(3,077)	(3,068)	8,193	1,706	(2,480)	0	0	0	0	0	(11,190)	(3,771)
Net	83,895	68,624	56,082	82,803	58,387	50,297	146,297	2,736	0	0	0	0	291,404	549,121
Goal	80,000	60,000	104,073	104,073	104,073	116,110	116,110	104,073	104,073	118,765	118,765	118,765	348,146	1,248,880
Var	3,895	8,624	(47,991)	(21,270)	(45,686)	(65,813)	30,187	(101,337)	(104,073)	(118,765)	(118,765)	(118,765)	(56,742)	(699,759)
Var %	4.87%	14.37%	(46.11%)	(20.44%)	(43.90%)	(56.68%)	26.00%	(97.37%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(16.30%)	(56.03%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Zachary Taylor

As of April

Activity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Site														
Actual	2	4	12	0	2	10	10	2	0	0	0	0	18	42
Adjust	(1)	(2)	(6)	0	(1)	0	0	0	0	0	0	0	(9)	(10)
Net	1	2	6	0	1	10	10	2	0	0	0	0	9	32
Goal	3	3	3	3	3	3	3	3	3	3	3	3	12	36
Var	(2)	(1)	3	(3)	(2)	7	7	(1)	(3)	(3)	(3)	(3)	(3)	(4)
Var %	(66.67%)	(33.33%)	100.00%	(100.00%)	(66.67%)	233.33%	233.33%	(33.33%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(25.00%)	(11.11%)
Prospect														
Actual	72	32	80	8	14	68	90	66	0	0	0	0	192	430
Adjust	(36)	15	(38)	(5)	(1)	(15)	1	0	0	0	0	0	(64)	(79)
Net	36	47	42	3	13	53	91	66	0	0	0	0	128	351
Goal	50	50	50	50	50	50	50	50	50	50	50	50	200	600
Var	(14)	(3)	(8)	(47)	(37)	3	41	16	(50)	(50)	(50)	(50)	(72)	(249)
Var %	(28.00%)	(6.00%)	(16.00%)	(94.00%)	(74.00%)	6.00%	82.00%	32.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(36.00%)	(41.50%)
Appointment														
Actual	0	0	6	0	0	4	0	0	0	0	0	0	6	10
Adjust	0	0	(3)	0	0	(1)	0	0	0	0	0	0	(3)	(4)
Net	0	0	3	0	0	3	0	0	0	0	0	0	3	6
Goal	3	3	3	3	3	3	3	3	3	3	3	3	12	36
Var	(3)	(3)	0	(3)	(3)	0	(3)	(3)	(3)	(3)	(3)	(3)	(9)	(30)
Var %	(100.00%)	(100.00%)	0.00%	(100.00%)	(100.00%)	0.00%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(75.00%)	(83.33%)
Total														
Actual	74	36	98	8	16	82	100	68	0	0	0	0	216	482
Adjust	(37)	13	(47)	(5)	(2)	(16)	1	0	0	0	0	0	(76)	(93)
Net	37	49	51	3	14	66	101	68	0	0	0	0	140	389
Goal	56	56	56	56	56	56	56	56	56	56	56	56	224	672
Var	(19)	(7)	(5)	(53)	(42)	10	45	12	(56)	(56)	(56)	(56)	(84)	(283)
Var %	(33.93%)	(12.50%)	(8.93%)	(94.64%)	(75.00%)	17.86%	80.36%	21.43%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(37.50%)	(42.11%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Zachary Taylor

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	99	0	0	327	2,055	0	1,428	0	2,142	1,190	2,862	3,781	426	13,884
Adjust	(99)	0	0	(327)	(2,055)	0	(1,309)	0	0	0	0	0	(426)	(3,790)
Net	0	0	0	0	0	0	119	0	2,142	1,190	2,862	3,781	0	10,094
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	0	0	0	0	0	119	0	2,142	1,190	2,862	3,781	0	10,094
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Food & Bev Revenue														
Actual	55,785	86,013	72,583	124,008	72,851	55,521	63,218	102,555	45,160	29,704	39,380	140,122	338,388	886,899
Adjust	2,163	1,956	0	5,447	6,151	918	1,644	0	0	0	0	0	9,565	18,279
Net	57,948	87,968	72,583	129,454	79,002	56,439	64,862	102,555	45,160	29,704	39,380	140,122	347,954	905,178
Goal	60,484	86,986	28,159	76,447	88,253	121,478	54,422	86,903	43,739	17,169	78,471	178,472	252,076	920,983
Var	(2,536)	982	44,424	53,007	(9,251)	(65,039)	10,440	15,652	1,421	12,535	(39,091)	(38,350)	95,878	(15,805)
Var %	(4.19%)	1.13%	157.76%	69.34%	(10.48%)	(53.54%)	19.18%	18.01%	3.25%	73.01%	(49.82%)	(21.49%)	38.04%	(1.72%)
Total														
Actual	55,884	86,013	72,583	124,335	74,906	55,521	64,646	102,555	47,302	30,894	42,242	143,903	338,814	900,783
Adjust	2,064	1,956	0	5,120	4,096	918	335	0	0	0	0	0	9,139	14,489
Net	57,948	87,968	72,583	129,454	79,002	56,439	64,981	102,555	47,302	30,894	42,242	143,903	347,954	915,272
Goal	60,484	86,986	28,159	76,447	88,253	121,478	54,422	86,903	43,739	17,169	78,471	178,472	252,076	920,983
Var	(2,536)	982	44,424	53,007	(9,251)	(65,039)	10,559	15,652	3,563	13,725	(36,229)	(34,569)	95,878	(5,711)
Var %	(4.19%)	1.13%	157.76%	69.34%	(10.48%)	(53.54%)	19.40%	18.01%	8.15%	79.94%	(46.17%)	(19.37%)	38.04%	(.62%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

Zachary Taylor

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	(3,068)	86	3,787	(1,429)	3,365	3,400	(3,679)	(1,744)	0	0	0	0	(624)	718
Adjust	3,068	(86)	(3,787)	1,429	(3,365)	(3,400)	3,794	0	0	0	0	0	624	(2,347)
Net	0	0	0	0	0	0	115	(1,744)	0	0	0	0	0	(1,629)
Goal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Var	0	0	0	0	0	0	115	(1,744)	0	0	0	0	0	(1,629)
Var %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Food & Bev Production														
Actual	10,763	137,815	37,194	82,203	72,611	154,873	64,606	42,538	0	0	0	0	267,975	602,602
Adjust	391	5,633	0	1,587	4,621	536	1,284	0	0	0	0	0	7,611	14,052
Net	11,154	143,448	37,194	83,790	77,232	155,408	65,891	42,538	0	0	0	0	275,586	616,655
Goal	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	416,292	1,248,876
Var	(92,919)	39,375	(66,879)	(20,283)	(26,841)	51,335	(38,182)	(61,535)	(104,073)	(104,073)	(104,073)	(104,073)	(140,706)	(632,221)
Var %	(89.28%)	37.83%	(64.26%)	(19.49%)	(25.79%)	49.33%	(36.69%)	(59.13%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(33.80%)	(50.62%)
Total														
Actual	7,695	137,901	40,981	80,774	75,976	158,273	60,927	40,794	0	0	0	0	267,351	603,320
Adjust	3,459	5,547	(3,787)	3,016	1,256	(2,865)	5,078	0	0	0	0	0	8,235	11,705
Net	11,154	143,448	37,194	83,790	77,232	155,408	66,006	40,794	0	0	0	0	275,586	615,026
Goal	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	104,073	416,292	1,248,876
Var	(92,919)	39,375	(66,879)	(20,283)	(26,841)	51,335	(38,067)	(63,279)	(104,073)	(104,073)	(104,073)	(104,073)	(140,706)	(633,850)
Var %	(89.28%)	37.83%	(64.26%)	(19.49%)	(25.79%)	49.33%	(36.58%)	(60.80%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(33.80%)	(50.75%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

All Managers

As of April

Activity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Site														
Actual	38	38	60	34	40	42	44	8	0	0	0	0	170	304
Adjust	(19)	(19)	(30)	(1)	(20)	(13)	0	0	0	0	0	0	(69)	(102)
Net	19	19	30	33	20	29	44	8	0	0	0	0	101	202
Goal	24	24	24	24	24	24	24	24	24	24	24	24	96	288
Var	(5)	(5)	6	9	(4)	5	20	(16)	(24)	(24)	(24)	(24)	5	(86)
Var %	(20.83%)	(20.83%)	25.00%	37.50%	(16.67%)	20.83%	83.33%	(66.67%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	5.21%	(29.86%)
Prospect														
Actual	348	390	708	542	530	580	628	688	0	0	0	0	1,988	4,414
Adjust	111	74	(160)	(154)	(106)	(98)	103	0	0	0	0	0	(129)	(230)
Net	459	464	548	388	424	482	731	688	0	0	0	0	1,859	4,184
Goal	275	275	275	275	275	275	315	315	315	315	315	315	1,100	3,540
Var	184	189	273	113	149	207	416	373	(315)	(315)	(315)	(315)	759	644
Var %	66.91%	68.73%	99.27%	41.09%	54.18%	75.27%	132.06%	118.41%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	69.00%	18.19%
Appointment														
Actual	28	40	86	114	120	80	72	66	0	0	0	0	268	606
Adjust	(14)	(18)	(39)	(36)	(60)	(34)	8	13	0	0	0	0	(107)	(180)
Net	14	22	47	78	60	46	80	79	0	0	0	0	161	426
Goal	30	30	30	30	30	30	30	30	30	30	30	30	120	360
Var	(16)	(8)	17	48	30	16	50	49	(30)	(30)	(30)	(30)	41	66
Var %	(53.33%)	(26.67%)	56.67%	160.00%	100.00%	53.33%	166.67%	163.33%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	34.17%	18.33%
Total														
Actual	414	468	854	690	690	702	744	762	0	0	0	0	2,426	5,324
Adjust	78	37	(229)	(191)	(186)	(145)	111	13	0	0	0	0	(305)	(512)
Net	492	505	625	499	504	557	855	775	0	0	0	0	2,121	4,812
Goal	329	329	329	329	329	329	369	369	369	369	369	369	1,316	4,188
Var	163	176	296	170	175	228	486	406	(369)	(369)	(369)	(369)	805	624
Var %	49.54%	53.50%	89.97%	51.67%	53.19%	69.30%	131.71%	110.03%	(100.00%)	(100.00%)	(100.00%)	(100.00%)	61.17%	14.90%

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

All Managers

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Def Rev OTB														
Group Revenue														
Actual	393,464	524,763	392,420	489,584	436,878	520,538	328,191	469,263	425,683	487,253	261,670	180,507	1,800,230	4,910,211
Adjust	(99)	327	0	4,744	18,197	11,458	(1,309)	0	0	0	0	0	4,972	33,318
Net	393,365	525,090	392,420	494,328	455,075	531,996	326,882	469,263	425,683	487,253	261,670	180,507	1,805,202	4,943,529
Goal	342,693	418,724	361,459	573,516	415,003	387,337	361,567	423,206	590,899	573,248	420,576	232,083	1,696,392	5,100,311
Var	50,672	106,366	30,961	(79,188)	40,072	144,659	(34,685)	46,057	(165,216)	(85,995)	(158,907)	(51,576)	108,810	(156,782)
Var %	14.79%	25.40%	8.57%	(13.81%)	9.66%	37.35%	(9.59%)	10.88%	(27.96%)	(15.00%)	(37.78%)	(22.22%)	6.41%	(3.07%)
Food & Bev Revenue														
Actual	379,656	559,335	373,645	499,736	424,825	410,627	328,189	464,609	304,722	298,740	214,922	378,451	1,812,372	4,637,456
Adjust	6,982	11,860	0	21,937	16,894	4,554	4,012	0	0	0	0	0	40,778	66,237
Net	386,638	571,194	373,645	521,673	441,719	415,181	332,201	464,609	304,722	298,740	214,922	378,451	1,853,150	4,703,694
Goal	344,004	449,427	312,877	512,194	437,735	524,429	370,586	450,315	446,136	377,714	423,744	535,417	1,618,502	5,184,578
Var	42,634	121,767	60,768	9,479	3,984	(109,248)	(38,385)	14,294	(141,414)	(78,974)	(208,822)	(156,966)	234,648	(480,884)
Var %	12.39%	27.09%	19.42%	1.85%	0.91%	(20.83%)	(10.36%)	3.17%	(31.70%)	(20.91%)	(49.28%)	(29.32%)	14.50%	(9.28%)
Total														
Actual	773,120	1,084,097	766,064	989,320	861,703	931,165	656,380	933,871	730,405	785,993	476,592	558,958	3,612,601	9,547,668
Adjust	6,883	12,187	0	26,681	35,091	16,011	2,703	0	0	0	0	0	45,750	99,555
Net	780,002	1,096,284	766,064	1,016,001	896,794	947,176	659,083	933,871	730,405	785,993	476,592	558,958	3,658,351	9,647,223
Goal	686,697	868,151	674,336	1,085,710	852,738	911,766	732,153	873,521	1,037,035	950,962	844,320	767,500	3,314,894	10,284,889
Var	93,305	228,133	91,728	(69,709)	44,056	35,410	(73,070)	60,350	(306,630)	(164,969)	(367,729)	(208,542)	343,457	(637,666)
Var %	13.59%	26.28%	13.60%	(6.42%)	5.17%	3.88%	(9.98%)	6.91%	(29.57%)	(17.35%)	(43.55%)	(27.17%)	10.36%	(6.20%)

2008 SALES TEAM GOAL PERFORMANCE
Sample Hotel

All Managers

As of April

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Bookings														
Rooms Production														
Actual	384,580	352,960	658,823	437,622	335,810	392,856	467,485	373,206	0	0	0	0	1,833,984	3,403,340
Adjust	(2,974)	(3,236)	(6,864)	679	27,788	8,754	1,200	0	0	0	0	0	(12,395)	25,346
Net	381,606	349,724	651,959	438,301	363,598	401,609	468,685	373,206	0	0	0	0	1,821,589	3,428,687
Goal	460,761	410,844	444,348	431,784	410,844	410,844	381,783	410,844	429,690	410,844	410,844	410,844	1,747,737	5,024,274
Var	(79,155)	(61,121)	207,611	6,517	(47,246)	(9,235)	86,902	(37,638)	(429,690)	(410,844)	(410,844)	(410,844)	73,852	(1,595,587)
Var %	(17.18%)	(14.88%)	46.72%	1.51%	(11.50%)	(2.25%)	22.76%	(9.16%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	4.23%	(31.76%)
Food & Bev Production														
Actual	320,615	371,016	473,860	400,207	347,323	436,545	481,904	258,044	0	0	0	0	1,565,698	3,089,514
Adjust	3,907	6,837	0	7,844	10,536	3,577	8,571	0	0	0	0	0	18,589	41,272
Net	324,523	377,853	473,860	408,051	357,859	440,122	490,475	258,044	0	0	0	0	1,584,287	3,130,787
Goal	463,895	417,097	475,096	470,454	461,170	473,207	455,693	461,170	470,454	475,862	475,862	475,862	1,826,542	5,575,822
Var	(139,372)	(39,244)	(1,236)	(62,403)	(103,311)	(33,085)	34,782	(203,126)	(470,454)	(475,862)	(475,862)	(475,862)	(242,255)	(2,445,035)
Var %	(30.04%)	(9.41%)	(.26%)	(13.26%)	(22.40%)	(6.99%)	7.63%	(44.05%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(13.26%)	(43.85%)
Total														
Actual	705,195	723,976	1,132,683	837,828	683,133	829,401	949,388	631,250	0	0	0	0	3,399,682	6,492,855
Adjust	933	3,601	(6,864)	8,523	38,323	12,330	9,771	0	0	0	0	0	6,194	66,618
Net	706,129	727,577	1,125,819	846,351	721,457	841,731	959,159	631,250	0	0	0	0	3,405,876	6,559,473
Goal	924,656	827,941	919,444	902,238	872,014	884,051	837,476	872,014	900,144	886,706	886,706	886,706	3,574,279	10,600,096
Var	(218,527)	(100,364)	206,375	(55,887)	(150,557)	(42,320)	121,683	(240,764)	(900,144)	(886,706)	(886,706)	(886,706)	(168,403)	(4,040,623)
Var %	(23.63%)	(12.12%)	22.45%	(6.19%)	(17.27%)	(4.79%)	14.53%	(27.61%)	(100.00%)	(100.00%)	(100.00%)	(100.00%)	(4.71%)	(38.12%)