

Cove Management

Hot Sheet

Week of (previous): 1/26-2/1	Occupied Units: 361
ADR: 188.39	Room Revenue: 68,009.97
Occupancy %: 28.0	
Week of (projected): 2/2-2/8	Occupied Units: 142
ADR: 122.33	Room Revenue: 17,371.32
Occupancy %: 11.0	
Week of (last year): 1/28-2/3	Occupied Units: 468
ADR: 202.36	Room Revenue: 94,702.97
Occupancy %: 36.3	

Hourly Labor Report: Number of hours worked (non-salaried employees):

Week of (previous): 1/26-2/1

Front Desk & related: 301.97 **Cabana/Expresso Bar:** 9.47

Housekeeping: 835.22 **Security:** 99.23

Inspectors: 103.14

Common Area Attendants: 140.47 **Pool Staff:** 0.00

Housepersons: 101.99

Laundry: 128.99 **Banquets:** 0.00

Rooms: 306.83

Deep Cleaning: 53.80

Maintenance & Grounds: 255.98

Maintenance: 236.89

Grounds: 19.09

Total Hours: 1,501.87

Guest Relations

Guest/Owner Complaints/Compliments:

20 new reviews with a rating of 4.20. **Tripadvisor rating is #8.**

Marketing Initiative:

The "30th Anniversary" campaign has brought in \$53,057.00 so far.

Sales Updates:

Definite contracts: 7 – 3 Social blocks, 2 Events, 2 Room blocks + event space. Estimated room revenue: \$38,485.00

Tentative Contracts: 4 – Estimated room revenue: \$20,498.00

Proposals: 4 proposals sent out

Events:

2/5: Worldwide Ministries in the Lakeshore

2/7: Red Cross Blood Drive in the Lakeshore

2/8: Worldwide Ministries in the Lakeshore