

Cove Management

Hot Sheet

Week of (previous): 2/9-2/15	Occupied Units: 380
ADR: 166.27 Occupancy %: 29.5	Room Revenue: 63,182.91
Week of (projected): 2/16-2/22	Occupied Units: 398
ADR: 137.22 Occupancy %: 30.9	Room Revenue: 54,615.32
Week of (last year): 2/11-2/17	Occupied Units: 375
ADR: 165.34 Occupancy %: 29.1	Room Revenue: 62,003.45

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

Week of (previous): 2/9-2/15

Front Desk & related: 264.86
Night Audit: 58.50

Housekeeping: 785.01	Security: 88.69
Inspectors: 108.63	
Common Area Attendants: 135.14	Pool Staff: 0.00
Housepersons: 106.73	
Laundry: 103.49	Banquets: 0.00
Rooms: 278.50	
Deep Cleaning: 52.52	Cabana/Expresso Bar: 8.03

Maintenance & Grounds: 264.58

Grounds: 0.00

Total Hours: 1,411.17

Guest Relations

Guest/Owner Complaints/Compliments:

18 new reviews with a rating of 4.2. **Tripadvisor rating is #8.**

Marketing Initiative:

The "30th Anniversary" campaign has brought in \$63,600.00 so far.

Sales Updates:

Definite contracts: 4 – 4 Social blocks, 2 of these with event space. Estimated room revenue: \$23,578.00

Tentative Contracts: 3 – 3 Social blocks. Estimated room revenue: \$16,270.00

Proposals: 2 proposals sent out

Events:

2/19: Worldwide Ministries in the Lakeshore

2/21-23: Hannah's Scrapbooking in the Promenade