

# Cove Management

# Hot Sheet

<b>Week of (previous):</b> 1/19-1/25	<b>Occupied Units:</b> 278
<b>ADR:</b> 141.53 <b>Occupancy %:</b> 21.6	<b>Room Revenue:</b> 39,344.34
<b>Week of (projected):</b> 1/26-2/1	<b>Occupied Units:</b> 327
<b>ADR:</b> 184.44 <b>Occupancy %:</b> 25.4	<b>Room Revenue:</b> 60,311.71
<b>Week of (last year):</b> 1/21-1/27	<b>Occupied Units:</b> 325
<b>ADR:</b> 147.08 <b>Occupancy %:</b> 25.2	<b>Room Revenue:</b> 47,800.99

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

<b>Week of (previous):</b> 1/19-1/25	
<b>Front Desk &amp; related:</b> 318.38	<b>Cabana/Expresso Bar:</b> 0.00
<b>Housekeeping:</b> 896.56	<b>Security:</b> 97.20
Inspectors: 81.33	
Common Area Attendants: 122.78	<b>Pool Staff:</b> 0.00
Housepersons: 105.12	
Laundry: 138.00	<b>Banquets:</b> 0.00
Rooms: 373.49	
Deep Cleaning: 75.84	
<b>Maintenance &amp; Grounds:</b> 269.92	
Maintenance: 240.53	
Grounds: 29.39	<b>Total Hours:</b> 1,582.06

## Guest Relations

### **Guest/Owner Complaints/Compliments:**

15 new reviews with a rating of 4.40. **Tripadvisor rating is #8.**

### **Marketing Initiative:**

The January "30<sup>th</sup> Anniversary" campaign has brought in \$41,604.00 so far.

**Sales Updates:**

Definite contracts: 4 – 3 Social blocks, 1 Event. Estimated room revenue: \$26,210.00

Tentative Contracts: 3 – Estimated room revenue: \$25,920.00

Proposals: 12 proposals sent out

**Events:**

1/29: World Wide Ministries in the Lakeshore

1/29: Taco Bell Meeting in the Promenade