

Cove Management

Hot Sheet

Week of (previous): 1/5-1/11	Occupied Units: 200
ADR: 127.23 Occupancy %: 15.5	Room Revenue: 25,455.02
Week of (projected): 1/12-1/18	Occupied Units: 276
ADR: 131.23 Occupancy %: 21.4	Room Revenue: 36,220.34
Week of (last year): 1/7-1/13	Occupied Units: 191
ADR: 139.98 Occupancy %: 14.8	Room Revenue: 26,736.88

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

Week of (previous): 1/5-1/11

Front Desk & related: 361.06	Cabana/Expresso Bar: 4.73
Housekeeping: 934.05	Security: 88.48
Inspectors: 118.61	Pool Staff: 0.00
Common Area Attendants: 117.15	Banquets: 4.02
Housepersons: 76.75	
Laundry: 151.53	
Rooms: 202.48	
Deep Cleaning: 267.53	
Maintenance & Grounds: 303.56	
Maintenance: 261.87	
Grounds: 41.69	Total Hours: 1,695.90

Guest Relations

Guest/Owner Complaints/Compliments:

14 new reviews with a rating of 4.60. Tripadvisor rating is #8.

Marketing Initiative:

The new January "30th Anniversary" campaign has brought in \$16,257.00 so far.

Sales Updates:

Definite contracts: 6 – 5 Social blocks, 1 Event. Estimated room revenue: \$29,268.00

Tentative Contracts: 4 – Estimated room revenue: \$3,833.00

Proposals: 5 proposals sent out

Events:

1/15: World Wide Ministries in the Lakeshore

1/15: Cove Board Meeting in Promenade A

1/16: Lifeline Health Screening in the Lakeshore