

Cove Management

Hot Sheet

Week of (previous): 1/12-1/18	Occupied Units: 323
ADR: 135.29 Occupancy %: 25.1	Room Revenue: 43,697.16
Week of (projected): 1/19-1/25	Occupied Units: 249
ADR: 144.75 Occupancy %: 19.3	Room Revenue: 36,042.64
Week of (last year): 1/14-1/20	Occupied Units: 203
ADR: 141.30 Occupancy %: 15.8	Room Revenue: 28,684.07

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

Week of (previous): 1/12-1/18

Front Desk & related: 328.19 **Cabana/Expresso Bar:** 4.73

Housekeeping: 953.81	Security: 96.68
Inspectors: 95.89	Pool Staff: 0.00
Common Area Attendants: 112.98	Banquets: 1.38
Housepersons: 89.80	
Laundry: 126.87	
Rooms: 323.42	
Deep Cleaning: 204.85	

Maintenance & Grounds: 311.20

Maintenance: 285.38	Total Hours: 1,695.99
Grounds: 25.82	

Guest Relations

Guest/Owner Complaints/Compliments:

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

Marketing Initiative:

The January "30th Anniversary" campaign has brought in \$27,144.00 so far.

Sales Updates:

Definite contracts: 5 – 3 Social blocks, 2 Event. Estimated room revenue: \$25,130.00

Tentative Contracts: 1 – Estimated room revenue: \$2,433.00

Proposals: 10 proposals sent out

Events:

1/22: World Wide Ministries in the Lakeshore