

Benchmarking Comparative Analysis Report: CY ABC

Hotel Name: CY ABC

Set Criteria: Same brand

Period: Period 12 of 2010

Hotel # Rooms: 128

Set Average # Rooms: 107

Hotels in Set: 52

Key Statistics	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Revenues:											
Room Revenue	105.65	92.52	13.14	117.53	102.61	14.92	117.27	102.67	14.60	4.39	-0.04
Food Sales	6.50	5.38	1.12	4.67	5.05	-0.38	4.53	5.01	-0.48	-0.30	-0.21
Beverage Sales	2.20	1.32	0.88	1.09	1.19	-0.10	1.00	1.17	-0.18	0.43	0.37
Telephone/Internet	0.20	0.07	0.13	0.33	0.17	0.16	0.33	0.17	0.16	-0.02	-0.02
Other Revenue	2.39	1.05	1.34	3.42	1.42	2.00	3.41	1.40	2.01	0.11	0.34
Total Revenues	116.95	100.34	16.61	127.04	110.43	16.60	126.54	110.42	16.12	4.61	0.44
Expenses Categories:											
Wages - All Departments	28.17	27.21	0.96	20.95	22.11	-1.16	20.80	22.13	-1.33	0.79	-0.68
Benefits - All Departments	8.74	7.37	1.36	5.31	5.13	0.19	5.19	5.11	0.08	-0.12	-0.38
Rooms Expenses	3.73	7.77	-4.04	3.50	4.09	-0.58	3.51	4.12	-0.61	0.14	-0.03
Admin and General	7.29	7.08	0.22	7.13	5.57	1.55	7.07	5.61	1.46	1.82	-0.59
Sales and Marketing	12.77	11.07	1.70	7.61	8.12	-0.50	7.36	8.00	-0.64	1.03	0.18
Revenue Based Expenses	11.39	9.38	2.00	15.28	9.59	5.69	15.30	9.53	5.77	0.27	0.01
Maintenance and Repairs	3.30	4.98	-1.68	3.67	3.91	-0.24	3.66	3.94	-0.29	0.19	0.19
Utilities	7.97	6.43	1.54	5.12	5.25	-0.13	4.97	5.22	-0.25	-0.03	-0.25
Other Information:											
Rooms Department Profit*	101.93	84.74	17.18	114.03	98.52	15.51	113.76	98.54	15.22	4.25	0.00
Communication Dept. Profit	-0.84	-1.32	0.48	-0.34	-0.95	0.61	-0.34	-0.95	0.62	0.05	0.03
Food and Bev. Dept. Profit*	-2.74	-0.12	-2.62	-0.69	0.81	-1.50	-0.63	0.80	-1.43	-0.91	0.15
Gross Operating Profit	26.71	14.07	12.63	54.55	42.66	11.89	54.93	42.76	12.17	0.26	1.97
Property Insurance	1.45	1.48	-0.03	1.15	1.23	-0.09	1.16	1.20	-0.04	-0.25	-0.04
<i>*Excludes Wages and Benefits - See Page 2*</i>											

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Payroll	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Wages											
Guest Services	3.58	5.12	-1.54	2.97	4.19	-1.22	2.96	4.18	-1.21	-0.17	-0.09
Night Audit	0.00	0.90	-0.90	0.00	0.73	-0.73	0.00	0.73	-0.73	0.00	-0.09
Housekeeping	7.47	7.48	-0.02	7.29	6.54	0.75	7.33	6.52	0.81	0.12	-0.14
Laundry	0.00	0.65	-0.65	0.00	0.60	-0.60	0.00	0.60	-0.60	0.00	-0.01
Rooms Subtotal	11.05	14.16	-3.11	10.25	12.06	-1.80	10.29	12.03	-1.73	-0.05	-0.33
Food	4.82	3.09	1.73	2.63	2.37	0.25	2.49	2.36	0.13	0.61	-0.05
Beverage	0.78	0.16	0.61	0.58	0.16	0.43	0.57	0.16	0.42	0.10	-0.02
Food and Bev Wages Subtotal	5.59	3.25	2.34	3.21	2.53	0.68	3.06	2.51	0.55	0.71	-0.06
Sales and Marketing	1.53	2.30	-0.77	1.19	1.64	-0.45	1.18	1.62	-0.44	0.31	-0.01
Maintenance	2.37	2.58	-0.21	1.70	1.93	-0.23	1.68	1.91	-0.23	0.10	-0.08
Admin & IT	7.63	4.69	2.94	4.60	3.44	1.16	4.58	3.45	1.13	-0.28	-0.20
Undistributed Wages Subtotal	11.53	9.56	1.96	7.49	7.02	0.47	7.44	6.98	0.46	0.13	-0.29
Wages Subtotal	28.17	26.97	1.20	20.95	21.61	-0.66	20.80	21.52	-0.72	0.79	-0.68
Temporary Labor	0.00	0.24	-0.24	0.00	0.50	-0.50	0.00	0.61	-0.61	0.00	0.00
Total Wages	28.17	27.21	0.96	20.95	22.11	-1.16	20.80	22.13	-1.33	0.79	-0.68
Benefits											
Governmental:											
FICA, FUTA & SUTA	1.83	2.44	-0.61	1.99	2.10	-0.11	2.00	2.10	-0.10	-0.04	-0.05
Workers Comp	0.47	0.51	-0.04	0.49	0.37	0.13	0.48	0.36	0.12	0.21	-0.14
Governmental Subtotal	2.29	2.95	-0.65	2.48	2.47	0.01	2.48	2.46	0.02	0.18	-0.19
Operational:											
Insurance - Life / Disability	0.00	0.02	-0.02	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Insurance - Medical / Dental	1.77	1.36	0.41	1.28	1.07	0.21	1.29	1.07	0.21	-0.24	-0.19
Medical and Life Subtotal	1.77	1.38	0.39	1.28	1.07	0.20	1.29	1.08	0.21	-0.24	-0.19
401K, Pension	0.00	0.09	-0.09	0.00	0.06	-0.06	0.00	0.06	-0.06	-0.05	0.01
Retention / Awards	0.98	0.81	0.17	0.40	0.22	0.19	0.40	0.20	0.19	0.04	0.01
Communications	0.00	0.02	-0.02	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	-0.01
Employee Meals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Paid Days Off	3.46	1.31	2.15	0.96	0.79	0.17	0.84	0.79	0.04	-0.04	-0.05
Recruitment	0.00	0.07	-0.07	0.00	0.03	-0.03	0.00	0.03	-0.03	0.00	0.00
Training, TQM	0.04	0.29	-0.24	0.03	0.20	-0.17	0.03	0.20	-0.16	-0.02	0.01
Uniforms	0.19	0.16	0.03	0.16	0.15	0.01	0.16	0.16	0.00	0.01	0.02
Other Benefits	0.00	0.31	-0.31	0.00	0.12	-0.12	0.00	0.12	-0.12	0.00	0.01
Operational Subtotal	6.44	4.43	2.02	2.83	2.66	0.17	2.71	2.65	0.06	-0.30	-0.19
Total Benefits	8.74	7.37	1.36	5.31	5.13	0.19	5.19	5.11	0.08	-0.12	-0.38
Total Payroll	36.91	34.59	2.32	26.26	27.23	-0.97	25.99	27.23	-1.25	0.67	-1.06

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Hotels in Set: 52

Rooms Department	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Front Desk/Lobby:											
Equipment (excl. PMS)	0.00	0.06	-0.06	0.00	0.04	-0.04	0.00	0.04	-0.04	0.00	0.00
Front Desk Supplies	0.11	0.09	0.02	0.07	0.10	-0.04	0.06	0.11	-0.05	0.01	0.00
Front Desk Subtotal	0.11	0.15	-0.04	0.07	0.14	-0.08	0.06	0.14	-0.08	0.01	0.00
Guest Services:											
Comp. Beverage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Comp. Food	0.36	0.43	-0.07	0.46	0.42	0.05	0.47	0.44	0.04	0.08	-0.01
Decorations	0.00	0.03	-0.03	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Guest Amenities	1.47	2.75	-1.28	1.20	1.45	-0.25	1.19	1.46	-0.27	0.04	0.00
Guest Relations	-0.17	0.12	-0.29	0.31	0.10	0.21	0.34	0.11	0.22	-0.09	-0.09
Guest Transportation	0.00	0.09	-0.09	0.00	0.13	-0.13	0.00	0.13	-0.13	0.00	0.01
Guest Walk Exp	0.00	0.03	-0.03	0.00	0.06	-0.06	0.00	0.06	-0.06	-0.01	0.00
In-Room Entertainment	0.88	0.92	-0.05	0.52	0.70	-0.18	0.51	0.69	-0.19	0.02	0.00
Guest Services Subtotal	2.54	4.38	-1.84	2.50	2.86	-0.37	2.51	2.91	-0.40	0.04	-0.09
Housekeeping:											
Cleaning Equipment	0.00	0.01	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cleaning Supplies	0.49	0.33	0.16	0.38	0.27	0.11	0.40	0.27	0.13	0.09	-0.02
Contract Cleaning	0.00	0.08	-0.08	0.04	0.09	-0.05	0.04	0.09	-0.05	-0.01	-0.01
Laundry Supplies & Chem.	0.29	0.24	0.04	0.17	0.20	-0.03	0.17	0.21	-0.03	-0.04	-0.01
Linen Replacement	0.30	2.52	-2.22	0.35	0.49	-0.14	0.33	0.47	-0.14	0.05	0.09
Housekeeping Subtotal	1.08	3.19	-2.11	0.94	1.05	-0.11	0.94	1.04	-0.10	0.09	0.05
Unallocated Expenses	0.00	0.05	-0.05	0.00	0.03	-0.03	0.00	0.03	-0.03	0.00	0.00
Rooms Department Total	3.73	7.77	-4.04	3.50	4.09	-0.58	3.51	4.12	-0.61	0.14	-0.03
Other Income											
Other Income:											
Cancellation / GNS	0.43	0.15	0.28	0.26	0.20	0.06	0.25	0.20	0.05	0.03	0.00
Coin Laundry	0.04	0.01	0.03	0.03	0.01	0.02	0.03	0.01	0.02	0.00	0.00
Dry Cleaning (Net)	-0.02	0.01	-0.03	0.01	0.02	-0.01	0.02	0.02	-0.01	-0.02	0.01
Gift Shop / Market (Net)	0.48	0.41	0.07	0.50	0.46	0.04	0.48	0.46	0.03	0.00	0.18
Movies (Net)	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00	0.00	0.00	0.00
Parking / Valet (Net)	1.21	0.08	1.13	2.49	0.14	2.35	2.52	0.14	2.38	0.11	0.01
Rental Income	0.00	0.04	-0.04	0.00	0.04	-0.04	0.00	0.04	-0.04	0.00	0.00
Sales Tax Rebates	0.26	0.03	0.23	0.09	0.03	0.06	0.08	0.03	0.05	0.00	-0.01
Vending Machines	0.00	0.03	-0.03	0.03	0.07	-0.04	0.03	0.07	-0.04	0.00	0.01
Misc. Revenue	0.00	0.30	-0.30	0.00	0.45	-0.45	0.00	0.42	-0.42	0.00	0.15
Total Other Income	2.39	1.05	1.34	3.42	1.42	2.00	3.41	1.40	2.01	0.11	0.34

Benchmarking Comparative Analysis Report: CY ABC

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Set Average # Rooms: 107

Hotels in Set: 52

Food and Beverage	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Restaurant Department											
Food Revenue	5.24	3.72	1.52	3.97	3.55	0.42	3.86	3.53	0.33	-0.45	-0.19
Banquet/Catering Revenue	0.75	0.82	-0.08	0.33	0.65	-0.32	0.32	0.64	-0.32	0.09	-0.02
Meeting Room Rental	0.52	0.81	-0.30	0.37	0.84	-0.46	0.35	0.83	-0.48	0.07	-0.01
Room Service	0.00	0.03	-0.03	0.00	0.02	-0.02	0.00	0.02	-0.02	0.00	0.00
Other Food Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01
Total Sales	6.50	5.38	1.12	4.67	5.05	-0.38	4.53	5.01	-0.48	-0.30	-0.21
Labor Costs	4.82	3.09	1.73	2.63	2.37	0.25	2.49	2.36	0.13	0.61	-0.05
Food Costs	2.76	2.53	0.24	1.74	2.00	-0.26	1.70	1.98	-0.28	-0.02	-0.01
Departmental Expenses	2.03	0.51	1.52	0.85	0.45	0.40	0.78	0.45	0.33	0.19	0.01
Total Expenses	9.61	6.13	3.48	5.22	4.83	0.39	4.97	4.78	0.18	0.78	-0.05
Restaurant Profit*	-3.11	-0.75	-2.36	-0.55	0.22	-0.77	-0.44	0.23	-0.67	-1.07	-0.16
Beverage Department											
Beverage Revenue	2.20	1.32	0.88	1.09	1.19	-0.10	1.00	1.17	-0.18	0.43	0.37
Labor Costs	0.78	0.16	0.61	0.58	0.16	0.43	0.57	0.16	0.42	0.10	-0.02
Beverage Costs	0.69	0.44	0.25	0.31	0.39	-0.07	0.29	0.38	-0.09	0.08	0.09
Departmental Expenses	0.36	0.08	0.28	0.34	0.07	0.27	0.33	0.07	0.26	0.09	-0.02
Total Expenses	1.83	0.69	1.14	1.23	0.61	0.63	1.19	0.60	0.59	0.26	0.06
Beverage Profit*	0.37	0.63	-0.26	-0.14	0.58	-0.73	-0.19	0.57	-0.76	0.17	0.31
<i>*Excludes Benefits - See Page 2*</i>											

Benchmarking Comparative Analysis Report: CY ABC

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Hotel # Rooms: 128

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Communications	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Income:											
Local	0.10	0.03	0.07	0.10	0.03	0.07	0.10	0.03	0.07	0.00	-0.01
Long Distance	0.10	0.04	0.06	0.15	0.10	0.05	0.15	0.10	0.05	-0.01	-0.01
Commissions	0.00	0.00	0.00	0.08	0.03	0.05	0.08	0.03	0.05	0.00	0.00
Internet Revenue	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Total Income	0.20	0.07	0.13	0.33	0.17	0.16	0.33	0.17	0.16	-0.02	-0.02
Expenses:											
Line Costs	0.33	0.34	-0.01	0.15	0.25	-0.09	0.14	0.25	-0.10	-0.04	-0.02
Usage Expense	0.20	0.27	-0.07	0.15	0.20	-0.05	0.15	0.21	-0.06	0.00	-0.01
Access Expense Subtotal	0.53	0.61	-0.08	0.30	0.45	-0.15	0.29	0.45	-0.16	-0.04	-0.04
Telephone Contract	0.21	0.14	0.08	0.16	0.11	0.05	0.16	0.11	0.05	-0.01	-0.01
Internet Service Contract	0.29	0.60	-0.31	0.21	0.53	-0.32	0.21	0.53	-0.31	-0.02	0.00
Telephone Supplies	0.00	0.04	-0.04	0.00	0.03	-0.03	0.00	0.03	-0.03	0.00	0.00
Contracts Subtotal	0.50	0.78	-0.27	0.37	0.67	-0.30	0.37	0.67	-0.30	-0.03	-0.01
Total Expense	1.04	1.39	-0.36	0.67	1.12	-0.44	0.66	1.12	-0.46	-0.07	-0.05
Communication Dept. Profit	-0.84	-1.32	0.48	-0.34	-0.95	0.61	-0.34	-0.95	0.62	0.05	0.03

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Admin and General	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Corporate:											
Accounting Services	1.22	0.95	0.27	0.89	0.88	0.01	0.89	0.90	-0.01	-0.05	-0.56
Corp. Reimbursable	0.00	0.06	-0.06	0.00	0.05	-0.05	0.00	0.05	-0.05	0.00	-0.01
Insurance - General	1.26	0.36	0.90	0.28	0.22	0.07	0.25	0.23	0.02	0.11	-0.05
Internal Audit	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corporate Subtotal	2.48	1.37	1.11	1.18	1.15	0.03	1.14	1.18	-0.04	0.06	-0.63
Financial:											
Bank Fees	0.04	0.41	-0.37	0.01	0.29	-0.29	0.00	0.30	-0.30	-0.01	-0.03
Cash Over & Short	0.00	0.15	-0.15	-0.01	0.00	0.00	-0.01	-0.01	0.00	-0.01	-0.02
Bad Debts	0.62	0.03	0.59	0.05	0.06	0.00	0.03	0.07	-0.04	-0.01	0.00
Credit Card Comm.	4.00	3.05	0.95	3.25	2.65	0.60	3.19	2.63	0.56	0.05	0.01
Financial Subtotal	4.66	3.64	1.02	3.30	2.99	0.31	3.22	2.99	0.23	0.03	-0.04
Guest Relations:											
Loss & Damage Reimbursement	0.00	0.01	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Security Services	0.00	0.05	-0.05	0.00	0.05	-0.04	0.00	0.05	-0.05	0.00	-0.05
Guest Relations Subtotal	0.00	0.06	-0.06	0.00	0.05	-0.05	0.00	0.05	-0.05	0.00	-0.05
Operations:											
Licenses and Permits	0.00	0.23	-0.23	0.37	0.16	0.21	0.41	0.16	0.25	-0.03	0.00
Background Music	0.49	0.07	0.42	0.05	0.03	0.02	0.02	0.03	0.00	0.02	0.00
Office Equipment	0.00	0.04	-0.04	0.04	0.04	-0.01	0.04	0.05	0.00	-0.01	0.00
Office Supplies	0.11	0.60	-0.48	0.09	0.50	-0.41	0.09	0.49	-0.40	-0.01	0.02
Postage/Courier/Freight	0.08	0.06	0.01	0.06	0.05	0.01	0.06	0.05	0.02	0.02	0.00
Sales Tax	-1.02	0.01	-1.03	0.14	0.01	0.14	0.18	0.00	0.18	0.27	0.00
Storage (Documents)	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Telephone	0.23	0.05	0.17	0.18	0.04	0.13	0.18	0.04	0.14	0.02	-0.01
Operations Subtotal	-0.11	1.06	-1.17	0.93	0.84	0.09	1.00	0.83	0.17	0.29	0.01
Other:											
Dues & Subscriptions	0.09	0.11	-0.02	0.06	0.13	-0.07	0.05	0.13	-0.07	0.02	0.04
Professional Fees	0.17	0.72	-0.55	1.66	0.39	1.27	1.65	0.40	1.26	1.42	0.08
Unallocated Expenses	0.00	0.12	-0.12	0.00	0.02	-0.02	0.00	0.04	-0.04	0.00	-0.01
Other Subtotal	0.26	0.95	-0.69	1.71	0.54	1.17	1.71	0.56	1.15	1.44	0.11
Admin and General Total	7.29	7.08	0.22	7.13	5.57	1.55	7.07	5.61	1.46	1.82	-0.59

Benchmarking Comparative Analysis Report: CY ABC

Hotel Name: CY ABC
 Period: Period 12 of 2010

Hotel # Rooms: 128

Set Average # Rooms: 107

Set Criteria: Same brand
 Hotels in Set: 52

Sales, Marketing and Business Promotion	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Sales and Marketing:											
Adv. & Promotion Expense	0.67	1.53	-0.87	0.17	1.24	-1.07	0.13	1.25	-1.11	0.01	-0.16
Donations	0.00	0.01	-0.01	0.00	0.02	-0.02	0.00	0.02	-0.02	0.00	0.01
Dues & Subscriptions	0.03	0.06	-0.02	0.06	0.05	0.01	0.06	0.05	0.01	0.01	0.00
E Commerce/Web Pages	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Entertaining	0.02	0.32	-0.31	0.04	0.20	-0.16	0.04	0.20	-0.16	0.00	0.08
Franchise Mktg. Fees	2.12	1.94	0.19	2.36	1.86	0.49	2.35	1.85	0.50	0.05	0.06
Frequent Guest Prog.	2.96	2.20	0.76	0.40	1.02	-0.62	0.38	1.01	-0.63	0.60	0.03
Office Supplies	0.01	0.03	-0.02	0.05	0.02	0.03	0.05	0.02	0.03	-0.02	-0.01
Postage / Courier	0.03	0.01	0.02	0.01	0.01	0.01	0.02	0.01	0.01	-0.03	0.00
Reservations Center	0.00	0.02	-0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-0.01
Reservations System	2.31	1.64	0.67	2.47	1.79	0.68	2.41	1.75	0.66	0.20	0.16
Revenue Management	0.78	0.19	0.59	0.44	0.15	0.29	0.43	0.15	0.28	0.07	-0.01
Travel Agent Comm.	3.78	2.50	1.28	1.45	1.45	0.00	1.32	1.42	-0.10	0.16	0.04
Telephone	0.05	0.03	0.02	0.05	0.02	0.03	0.05	0.02	0.03	-0.02	0.00
Trade Outs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Travel	0.02	0.46	-0.45	0.12	0.20	-0.08	0.12	0.18	-0.07	0.01	-0.02
Unallocated Expenses	0.00	0.06	-0.06	0.00	0.04	-0.04	0.00	0.03	-0.03	0.00	0.00
Sales, Marketing and Promo	12.77	11.01	1.76	7.61	8.08	-0.46	7.36	7.96	-0.60	1.03	0.18
Revenue Based Expenses											
Expenses:											
Franchise Royalty Fees	5.31	5.53	-0.22	5.89	5.72	0.17	5.88	5.72	0.16	0.13	-0.05
Management Fees	6.08	3.86	2.22	9.39	3.87	5.52	9.42	3.81	5.61	0.14	0.06
Total Revenue Based Expenses	11.39	9.38	2.00	15.28	9.59	5.69	15.30	9.53	5.77	0.27	0.01

Benchmarking Comparative Analysis Report: CY ABC

Hotel Name: CY ABC

Set Criteria: Same brand

Period: Period 12 of 2010

Hotel # Rooms: 128

Set Average # Rooms: 107

Hotels in Set: 52

Maintenance and Repairs	Period to Date POR			Year to Date POR			Trailing 12 POR			YTD VAR to Last Year	
	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set	Variance	Hotel	Set
Equipment Repairs:											
Furniture/Fixtures	0.30	0.54	-0.23	0.05	0.44	-0.39	0.05	0.47	-0.42	0.01	0.05
Front Office Equipment	0.16	0.11	0.05	0.20	0.15	0.05	0.19	0.14	0.05	0.00	0.02
F & B Equipment	0.07	0.02	0.05	0.04	0.03	0.01	0.03	0.03	0.00	-0.03	-0.01
Guest Room Appliances	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Housekeeping Equip.	0.00	0.04	-0.04	0.03	0.04	0.00	0.03	0.04	0.00	0.00	0.00
Equipment Subtotal	0.54	0.72	-0.19	0.32	0.65	-0.33	0.31	0.69	-0.38	-0.02	0.07
Purchases/Rentals:											
Equipment Buy/Rent	0.00	0.26	-0.26	0.00	0.16	-0.16	0.00	0.16	-0.16	0.00	0.03
Supplies / Tools	0.01	0.25	-0.24	0.11	0.20	-0.10	0.11	0.20	-0.09	0.00	0.00
Warehouse Rental	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.01	-0.01	0.00	0.00
Purchases/Rentals Subtotal	0.01	0.51	-0.50	0.11	0.37	-0.26	0.11	0.37	-0.26	0.00	0.02
Systems and Contract											
Elevators	0.00	0.17	-0.17	0.30	0.14	0.16	0.30	0.14	0.16	-0.17	-0.02
Electric / HVAC / TV	0.16	0.33	-0.17	0.59	0.37	0.23	0.59	0.40	0.20	0.08	0.00
Grounds / Landscaping	0.43	0.92	-0.50	0.37	0.52	-0.15	0.38	0.51	-0.13	0.01	-0.03
Plumbing	0.00	0.15	-0.15	0.39	0.10	0.29	0.41	0.10	0.31	0.05	0.00
Pool / Spa	0.00	0.33	-0.33	0.10	0.19	-0.09	0.11	0.19	-0.08	-0.03	0.00
PMS Service Contract	0.29	0.22	0.08	0.44	0.27	0.17	0.44	0.26	0.18	0.00	-0.01
Safety and Security	0.00	0.18	-0.18	0.38	0.16	0.21	0.38	0.16	0.22	0.20	0.00
Signs	0.13	0.04	0.09	0.05	0.02	0.03	0.04	0.02	0.02	0.03	0.00
Vehicles	0.00	0.03	-0.03	0.00	0.03	-0.03	0.00	0.03	-0.03	0.00	0.00
Pest Control	0.16	0.13	0.04	0.19	0.11	0.08	0.21	0.11	0.10	-0.01	-0.02
Waste Removal	0.11	0.26	-0.15	0.18	0.22	-0.04	0.17	0.22	-0.04	0.04	0.01
Systems and Contracts Subtotal	1.28	2.76	-1.48	3.00	2.13	0.87	3.04	2.13	0.91	0.21	-0.07
Building Repairs	1.47	0.92	0.55	0.25	0.69	-0.44	0.19	0.68	-0.49	0.00	0.16
Unallocated Expenses	0.00	0.07	-0.07	0.00	0.07	-0.07	0.00	0.07	-0.07	0.00	-0.01
Maintenance and Repairs Total	3.30	4.98	-1.68	3.67	3.91	-0.24	3.66	3.94	-0.29	0.19	0.19
Utilities											
Electricity	5.92	4.12	1.79	3.32	3.34	-0.03	3.14	3.32	-0.18	0.21	-0.21
Fuel	0.84	1.11	-0.28	0.67	0.80	-0.13	0.68	0.80	-0.12	-0.15	-0.07
Water / Sewer	1.21	1.19	0.02	1.14	1.11	0.03	1.15	1.10	0.05	-0.09	0.03
Utilities Total	7.97	6.43	1.54	5.12	5.25	-0.13	4.97	5.22	-0.25	-0.03	-0.25

Benchmarking Comparative Analysis Report: CY ABC

Hotel Name: CY ABC

Period: Period 12 of 2010

Hotel # Rooms: 128

Set Average # Rooms: 107

Set Criteria: Same brand

Hotels in Set: 52

Hotel Properties included in Set:

Hotels in set are listed here based on client designated hotel name.