



Monthly P&L Dashboards

Reporting Options

Select your Market(s)

Dallas, TX

Select Timeframe for Reporting

R12

Select your Hotel(s)

All

Select Most Recent Month to Report

August 2020



1 | Glance

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4 | Labor Summary

5 | Flow-Through

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8 | Top/Bottom 10

9 | Full P&L

Note: these are screenshots from our interactive Monthly P&L Dashboards on Tableau. Participants will get direct access to the interactive tool.



Monthly P&L - At A Glance

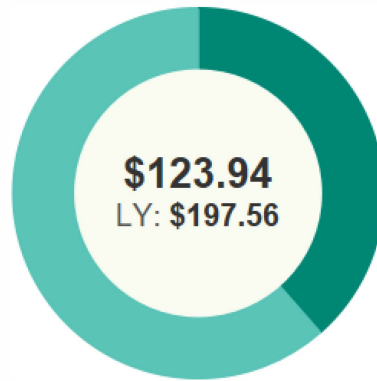
R12 - August 2020

RevPAR



% Change
-38.7%

TRevPAR



% Change
-37.3%

GOPPAR



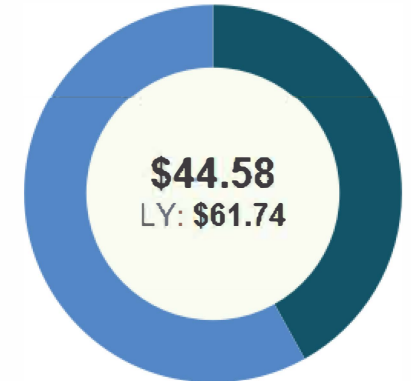
% Change
-46.0%

EBITDA PAR



% Change
-49.4%

LPAR



% Change
-27.8%



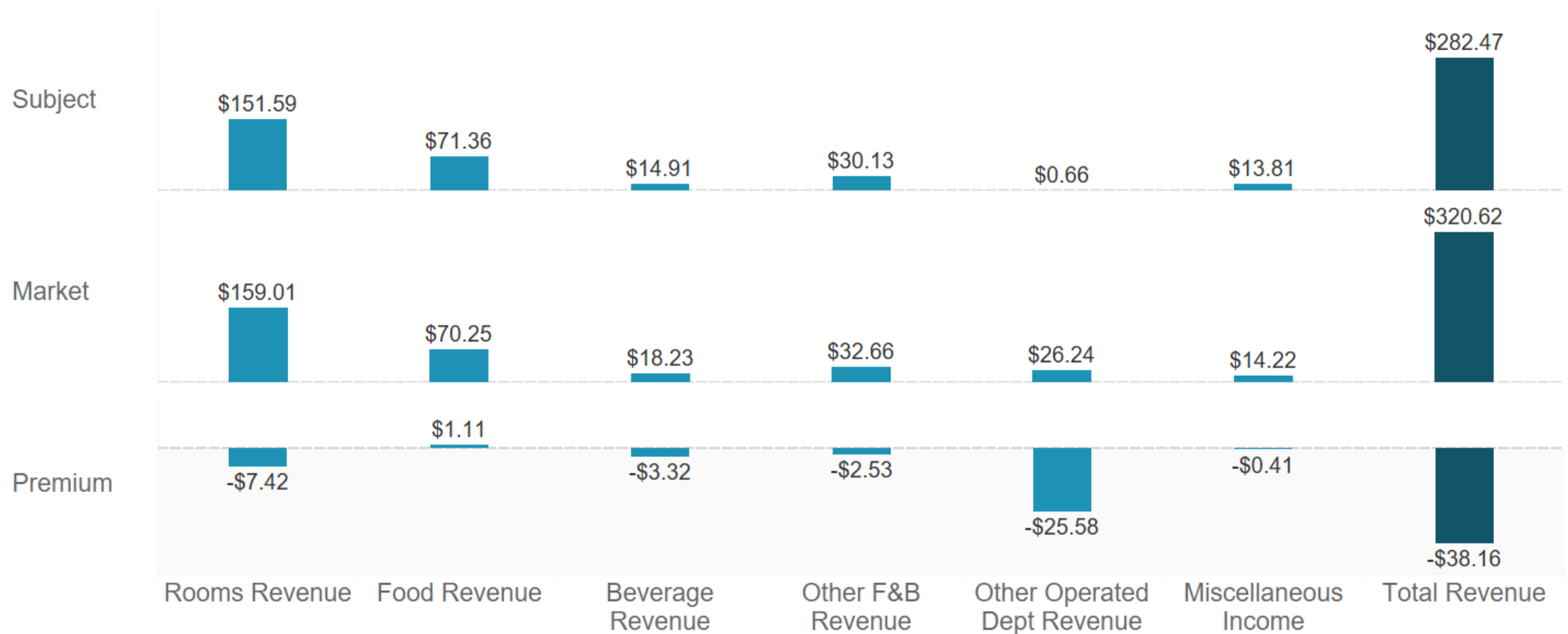
Source: STR. 2020 © CoStar Realty Information, Inc.

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Monthly P&L - Revenue Summary

Per Occupied Room Night
R12 - August 2020



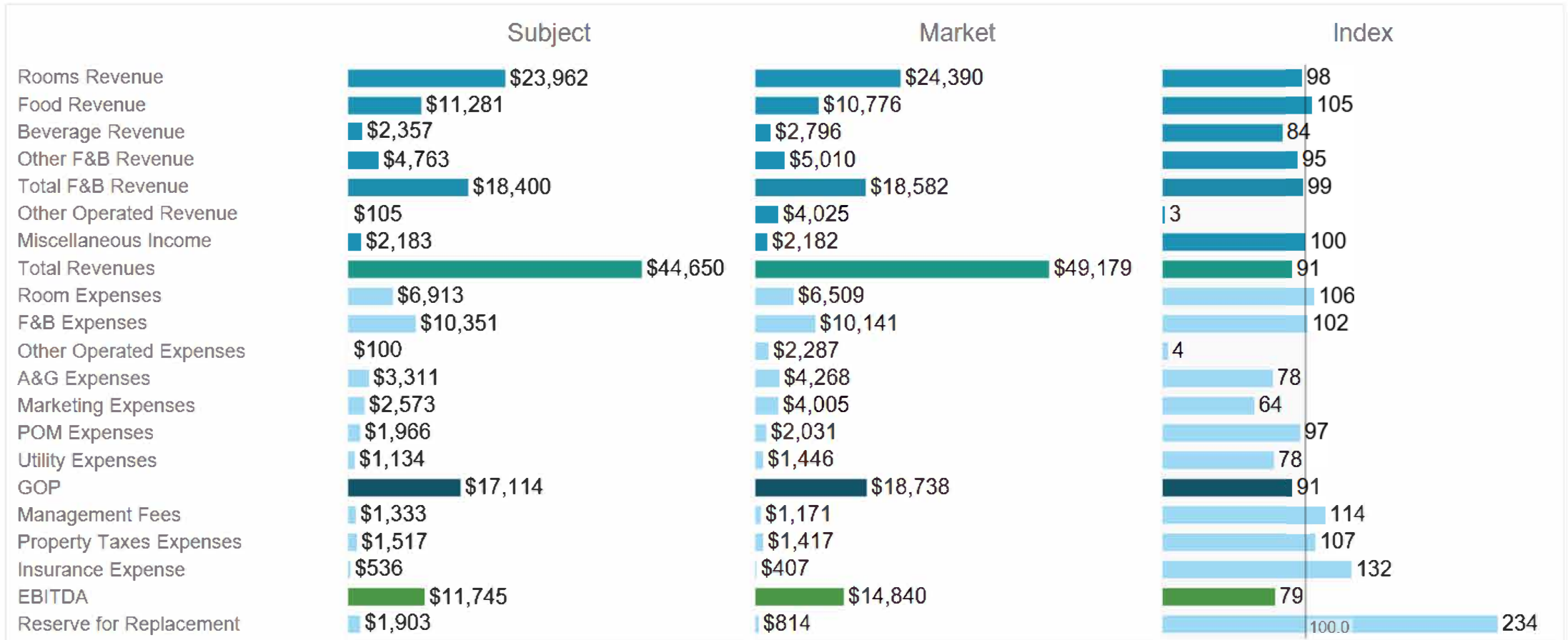
Source: STR. 2020 © CoStar Realty Information, Inc.

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Monthly P&L - Departmental Detail

Per Available Room
R12 - August 2020



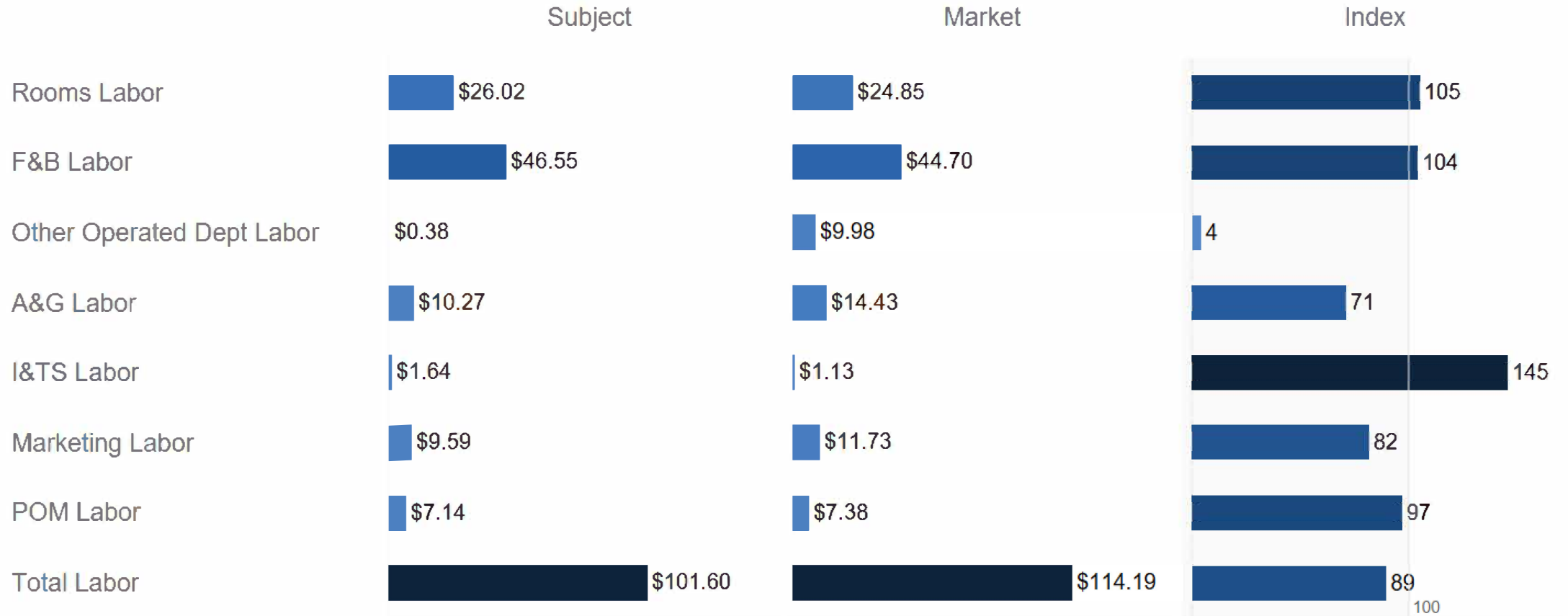
Source: STR. 2020 © CoStar Realty Information, Inc.

Note: these are screenshots from our interactive Monthly P&L Dashboards on Tableau. Participants will get direct access to the interactive tool.



Monthly P&L - Labor Cost Summary

Per Occupied Room
R12 - August 2020



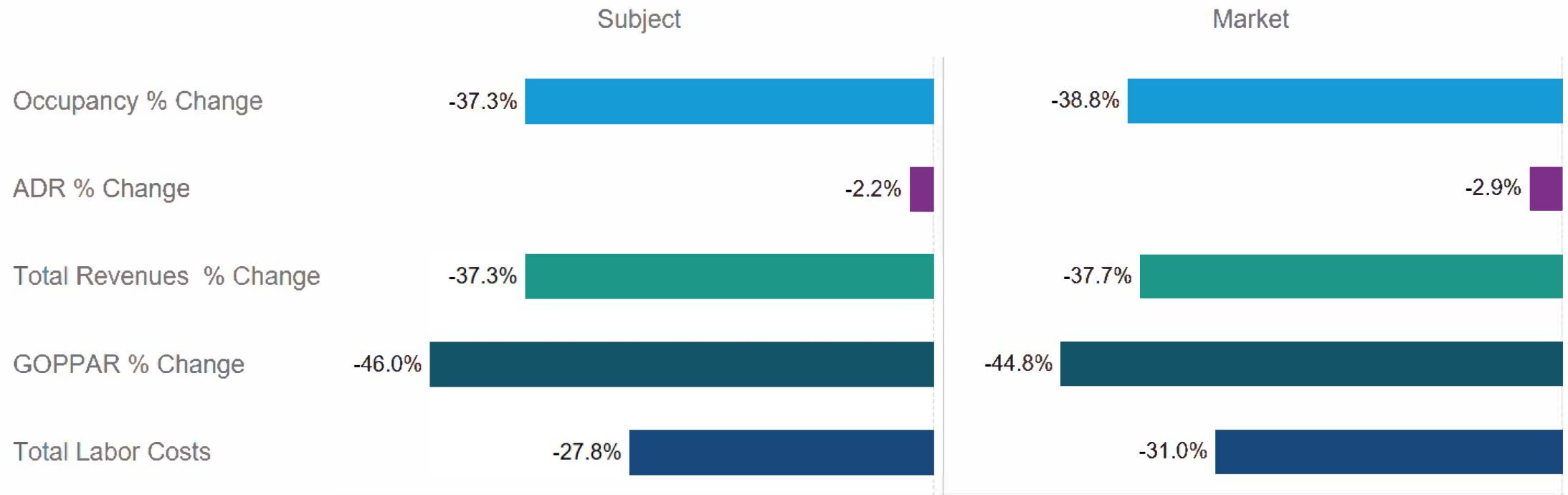
Source: STR, 2020 © CoStar Realty Information, Inc.

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Monthly P&L - Occ/ADR Flow-Through Comparison

R12 - August 2020



Incremental Flow-Through

50%

49%

Incremental Flow-Through is the growth in GOP divided by the growth in Total Revenues



Source: STR. 2020 © CoStar Realty Information, Inc.

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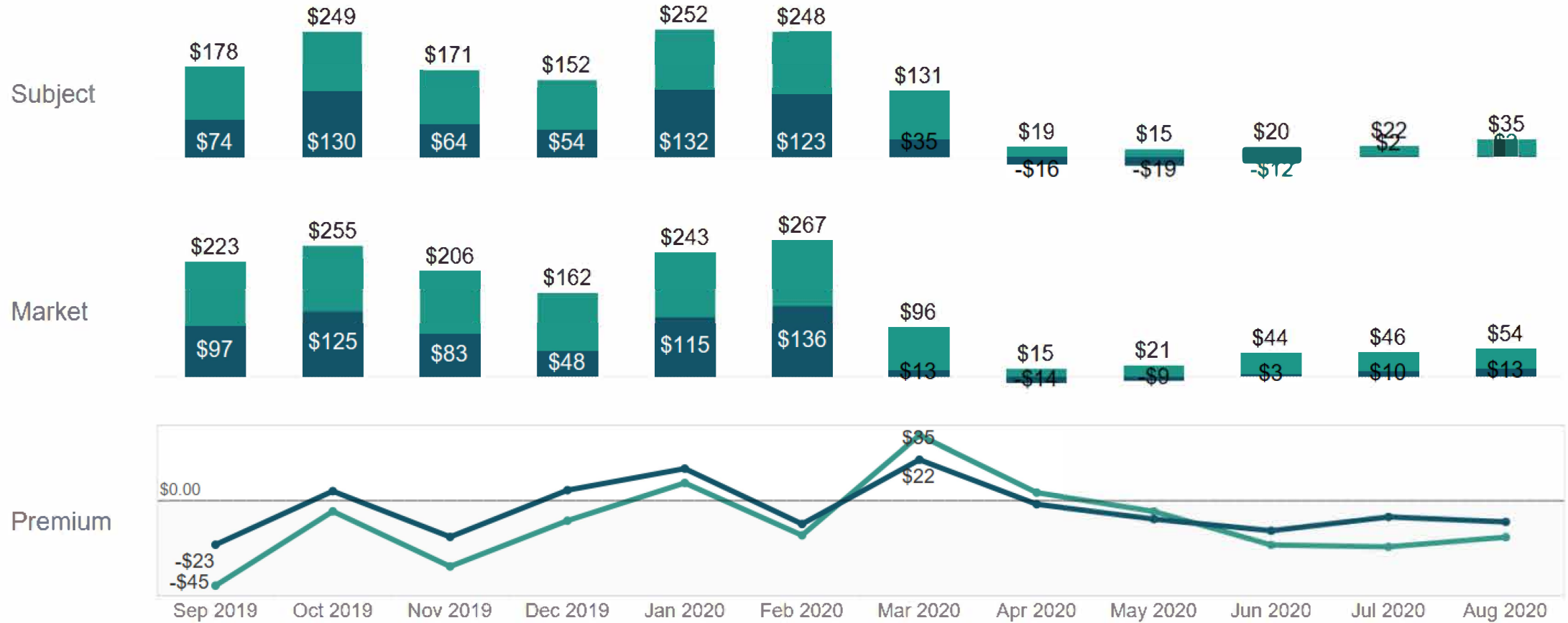


Monthly P&L - Seasonality

August 2020

■ GOPPAR

■ TRevPAR



Source: STR. 2020 © CoStar Realty Information, Inc.

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Monthly P&L - KPI Indices/Premium by Period

August 2020

	This Month	Running 3	YTD	Running 12
RevPAR Index	75	76	97	98
TRevPAR Index	64	53	92	91
LPAR Index	82	69	96	92
GOPPAR Premium	-\$11.14	-\$11.90	-\$3.50	-\$4.12
GOP Margin Premium	-18.3pp	-29.6pp	-0.9pp	0.2pp

GOPPAR Premium (\$) = (Subject GOPPAR) - (Market GOPPAR)

GOP Margin Premium (percentage points) = (Subject GOP % of Revenues) - (Market GOP % of Revenues)



Source: STR. 2020 © CoStar Realty Information, Inc.

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Monthly P&L - Top & Bottom Performers

R12 - August 2020

		GOPPAR - Subject	GOPPAR - Market	GOPPAR Premium
Top 10	EVEN Hotels Washington	\$64.21	\$38.09	\$26.11
	Westin New Jersey	\$52.67	\$28.73	\$23.94
	Kimpton Seattle	\$54.69	\$30.98	\$23.71
	Kimpton Washington	\$48.85	\$38.09	\$10.76
	Hyatt San Francisco	\$59.25	\$50.81	\$8.44
	Hotel Indigo Chicago	\$17.97	\$13.96	\$4.01
	Hyatt Anaheim/Santa Ana	\$36.76	\$33.00	\$3.76
	Hyatt Dallas	\$50.20	\$51.63	-\$1.43
	Hilton Washington	\$33.20	\$38.09	-\$4.90
	Hilton Anaheim/Santa Ana	\$27.30	\$33.00	-\$5.70
Bottom 10	Hyatt Regency Washington	\$26.99	\$38.09	-\$11.11
	Hyatt Orlando	\$51.24	\$64.32	-\$13.09
	Hilton Seattle	\$16.71	\$30.98	-\$14.28
	Hilton Orlando	\$49.14	\$64.32	-\$15.18
	Andaz San Diego	\$32.45	\$49.66	-\$17.21
	Hyatt San Diego	\$32.18	\$49.66	-\$17.48
	Hyatt Los Angeles	\$18.32	\$38.29	-\$19.97
	Conrad Fort Lauderdale	\$37.64	\$58.30	-\$20.66
	Marriott Chicago	-\$7.82	\$13.96	-\$21.78
	Hilton Los Angeles	-\$14.86	\$38.29	-\$53.15



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Monthly P&L - Full P&L

R12 - August 2020

	RTS (%) - Subject	PAR (\$) - Subject	POR (\$) - Subject	RTS (%) - Market	PAR (\$) - Market	POR (\$) - Market
Revenue						
Rooms	53.7	23,962	151.59	49.6	24,390	159.01
Food	25.3	11,281	71.36	21.9	10,776	70.25
Beverage	5.3	2,357	14.91	5.7	2,796	18.23
Other F&B	10.7	4,763	30.13	10.2	5,010	32.66
Other Operated Departments	0.2	105	0.66	8.2	4,025	26.24
Miscellaneous Income	4.9	2,183	13.81	4.4	2,182	14.22
Total Revenue	100.0	44,650	282.47	100.0	49,179	320.62
Departmental Expenses						
Rooms	28.9	6,913	43.73	26.7	6,509	42.43
F&B	56.3	10,351	65.48	54.6	10,141	66.11
Other Operated Departments	95.3	100	0.63	56.8	2,287	14.91
Total Departmental Expenses	38.9	17,364	109.85	38.5	18,937	123.46
Departmental Profits						
Rooms	71.1	17,049	107.85	73.3	17,881	116.58
F&B	43.7	8,049	50.92	45.4	8,441	55.03
Other Operated Departments	4.7	5	0.03	43.2	1,738	11.33
Total Departmental Profits	61.1	27,286	172.62	61.5	30,242	197.16
Undistributed Operating Expenses						
Administrative & General	7.4	3,311	20.95	8.7	4,268	27.83
Information & Telecommunications Systems	2.8	1,248	7.89	2.4	1,200	7.83
Marketing	5.8	2,573	16.28	8.1	4,005	26.11
Franchise Fees	1.8	814	5.15	1.7	841	5.48
Utility Costs	2.5	1,134	7.17	2.9	1,446	9.43
Property Operation & Maintenance	4.4	1,966	12.44	4.1	2,031	13.24
Total Undistributed Operating Expenses	24.7	11,046	69.88	28.0	13,792	89.91
Gross Operating Profit	38.3	17,114	108.27	38.1	18,738	122.16
Management Fees	3.0	1,333	8.44	2.4	1,171	7.64
Incentive Management Fees	1.6	727	4.60	0.6	298	1.94
Income Before Fixed Charges	42.9	19,175	121.30	41.1	1,521	131.74
Selected Fixed Charges						
Non-Operating Income	0.0	0	0.00	0.0	9	0.06
Rent	2.8	1,255	7.94	1.2	577	3.76
Property Taxes	3.4	1,517	9.60	2.9	1,417	9.24
Insurance	1.2	536	3.39	0.8	407	2.65
EBITDA	26.3	11,745	74.30	30.2	14,840	96.75



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Please find the Corporate Data File Sample [here](#).