

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 09 / 13 / 16

2. General Information:

Session: Open Executive - See instructions for the applicable laws, then choose one:

Proprietary - trade secrets/commercial/financial

Agenda Header: Exec - Reports

Accept as Information only

Action - please describe:

3. Supporting Materials

Report Resolution Contract

Other:

1. Radisson June Financials & STR Report

3. Wingate June Financials & STR Report

2. Radisson 3rd Quarter Financial Report

4. Wingate 3rd Quarter Financial Report

Business Committee signature required

4. Budget Information

Budgeted - Tribal Contribution

Budgeted - Grant Funded

Unbudgeted

5. Submission

Authorized Sponsor / Liaison: Trish King, Tribal Treasurer

Primary Requestor/Submitter: Janice Skenandore-Hirth - President
Your Name, Title / Dept. or Tribal Member

Additional Requestor: _____
Name, Title / Dept.

Additional Requestor: _____
Name, Title / Dept.

Oneida Business Committee Agenda Request

6. Cover Memo:

Describe the purpose, background/history, and action requested:

To update the Business Committee on the performance of OAHC d/b/a Radisson Hotel & Conference Center and Three Clans Airport d/b/a Wingate by Wyndham for the 3rd quarter of FY16.

- 1) Save a copy of this form for your records.
- 2) Print this form as a *.pdf *OR* print and scan this form in as *.pdf.
- 3) E-mail this form and all supporting materials in a **SINGLE** *.pdf file to: BC_Agenda_Requests@oneidanation.org

Oneida Airport Hotel Corporation
Radisson Hotel & Conference Center
Quarterly Report
For the quarter ended: June 30, 2016

Narrative Section

Business practice, market overview, place within market:

- STR report shows for the Quarter that we are up in Occupancy YOY 5.4% index, down in ADR YOY -2.1% index with a result of 3.2% index YOY for RevPar. Occupancy numbers up YOY due to reducing ADR to gain occupancy in transient.
- Sales team received “Sales Team of the Year” at the 2016 Aimbridge Management Company Conference in April, with over 400 properties in attendance. Sales team attended a Reunion Friendly Network Conference in June. The sales team continues to be at events including Chamber Networking breakfasts monthly; BNI meetings weekly; Current luncheons/events monthly; Management Women events monthly; MPI event Quarterly; WSAE event quarterly; WBTA event quarterly – to gain leverage for the Radisson in the Green Bay market.

Competitive analysis:

- Casino food outlets continue to be a source of competition for F&B revenue
- KI Expansion a source of competition for large convention groups

Strategies for improved value:

- Developed packaging in Corporate/Association Meetings, Tour & Travel, Wedding, Travel Agents and Transient markets to gain short term bookings for need months
- Working with Radisson Corporate in all Sales markets to gain leverage and recognition
- Working with Aimbridge Regional properties to gain leverage and recognition
- Working closely with Green Bay CVB in all Sales markets to keep top of mind and participate in all sales initiatives

Material changes or developments in market/business:

- Appleton will be adding a Convention Center on land near the Radisson Appleton; this will add 33,000 square feet of meeting space, groundbreaking end of Sept 2016 – due to open September 2017
- Radisson Appleton will undergo full renovation – in our STR comp set
- Ramada Plaza due to change to a Marriott Delta – in our STR comp set
- Holiday Inn Appleton due to change to a Marriott product – in our STR comp set

Market growth:

- Northland Hotel due to start construction on 147 room hotel downtown to compliment the KI Convention Center expansion, due to open July 2017
- Residence Inn 100 room property set to build and open 2017 in Green Bay, near Aloft
- 4 Star property due to be built on Packer property near the stadium with 200 rooms – Lodge Kohler due to open July 2017
- Home 2 Suites to be built on Holmgren Way across from Grainger
- TBD property online to be built downtown on Broadway near The Cannery

Pending legal action:

- Nothing at the moment

Financial Report

Executive Summary:

- Great 3rd Quarter Financial Report.
- Using Oneida Nations \$10.10 minimum wage increase where applicable in FY17 Budget.
- Continually assessing our new competition coming into market and then strategizing on maintaining our customer base and growing new customers.
- Beginning our planning for the Radisson 30th year and Wingate 15 year celebration. We're calling it the 30/15 Anniversary party.

Balance sheet (attachment 1):

Income Statement (attachment 2):

Cash Flow Statement (attachment 3):

STR Report (attachment 4):

Capital Expenditure needs (attachment 5):

182 - Radisson Green Bay
Statement of Operations
For Period Ending Jun 2016

CURRENT PERIOD											YEAR TO DATE											
ACTUAL			BUDGET			LAST YEAR			VARIANCES		ACTUAL			BUDGET			LAST YEAR			VARIANCES		
Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY	Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY	
Rooms Statistics																						
7,472			7,325			7,737			147	(265)	56,831			56,723			56,347			108	484	
10,620			10,620			10,590			0	30	56,996			56,996			56,369			0	627	
70.4%			69.0%			73.1%			1.4%	(2.7%)	58.6%			58.5%			58.5%			0.1%	0.1%	
\$98.88			\$98.89			\$102.32			(\$0.00)	(\$3.44)	\$104.11			\$106.85			\$106.46			(\$2.74)	(\$2.34)	
\$89.57			\$86.21			\$74.76			\$1.37	(\$5.18)	\$61.00			\$62.49			\$62.25			(\$1.48)	(\$1.24)	
\$130.71			\$261.77			\$262.96			(\$131.05)	(\$132.24)	\$120.67			\$118.29			\$119.98			\$2.38	\$0.69	
Revenues																						
738,854	53.2%	\$98.17	724,343	52.1%	\$98.22	791,671	56.9%	\$101.56	14,511	(\$2,817)	5,916,924	50.6%	\$102.78	6,060,946	52.8%	\$106.19	5,998,641	51.9%	\$105.26	(\$4,022)	(\$1,717)	
601,338	43.3%	\$79.93	617,338	44.4%	\$83.71	550,119	39.5%	\$70.57	(15,800)	51,419	5,348,344	45.7%	\$92.91	4,988,697	43.5%	\$97.40	5,126,891	44.3%	\$89.97	189.97	396,647	231,453
7,718	0.6%	\$1.03	8,313	0.6%	\$1.13	9,225	0.7%	\$1.18	(595)	(1,507)	67,897	0.6%	\$1.17	64,579	0.5%	\$1.13	63,511	0.5%	\$1.11	2,518	3,586	
40,856	2.9%	\$5.22	39,588	2.9%	\$5.42	41,339	3.0%	\$5.30	70	(1,283)	372,188	3.2%	\$6.47	399,874	3.1%	\$6.30	373,283	3.2%	\$6.56	12,314	(1,096)	
1,388,166	100.0%	\$184.45	1,389,980	100.0%	\$188.47	1,392,354	100.0%	\$178.62	(1,814)	(4,188)	11,704,553	100.0%	\$203.32	11,474,096	100.0%	\$201.02	11,562,326	100.0%	\$202.89	230,456	143,227	
Expenses																						
169,146	22.9%	\$22.47	175,057	24.2%	\$23.74	167,711	21.2%	\$21.52	(5,911)	1,435	1,461,915	24.7%	\$25.40	1,480,250	24.4%	\$25.93	1,478,432	24.6%	\$25.94	(18,335)	(16,517)	
434,503	72.2%	\$57.73	414,515	67.1%	\$56.21	393,269	71.5%	\$50.45	19,888	41,234	3,818,735	71.4%	\$66.34	3,574,803	71.7%	\$62.63	3,545,435	69.2%	\$62.21	243,952	273,320	
5,715	74.0%	\$0.76	5,426	65.3%	\$0.74	7,359	79.8%	\$0.94	289	(1,644)	49,294	73.5%	\$0.86	45,748	70.8%	\$0.80	51,655	81.3%	\$0.91	3,545	(2,360)	
609,364	43.9%	\$80.97	594,998	42.8%	\$80.68	568,338	40.8%	\$72.91	14,366	41,025	5,329,965	45.5%	\$92.59	5,100,802	44.5%	\$89.36	5,075,522	43.9%	\$89.06	229,163	254,443	
Profits																						
589,708	77.1%	\$75.70	549,286	75.8%	\$74.48	623,960	76.8%	\$80.05	20,422	(\$4,252)	4,459,609	75.3%	\$77.39	4,580,695	75.6%	\$80.25	4,520,209	75.4%	\$79.32	(125,687)	(65,202)	
167,036	27.8%	\$22.19	202,803	32.9%	\$27.80	158,851	28.5%	\$20.12	(35,787)	10,185	1,529,580	28.6%	\$26.57	1,413,894	28.3%	\$24.77	1,581,456	30.6%	\$22.75	115,695	(\$1,807)	
2,003	26.0%	\$0.27	2,887	34.7%	\$0.39	1,866	20.2%	\$0.24	(884)	138	17,803	26.5%	\$0.31	18,830	29.2%	\$0.33	11,856	18.7%	\$0.21	(1,028)	5,946	
40,856	100.0%	\$5.22	39,586	100.0%	\$5.42	41,339	100.0%	\$5.30	70	(1,283)	372,188	100.0%	\$6.47	399,874	100.0%	\$6.30	373,283	100.0%	\$6.55	12,314	(1,096)	
778,603	56.1%	\$103.48	794,982	57.2%	\$107.79	824,016	59.2%	\$105.71	(16,180)	(45,213)	6,374,388	54.5%	\$110.73	6,373,294	55.5%	\$111.66	6,486,804	56.1%	\$113.83	1,294	(11,216)	
Undistributed Expenses																						
121,028	8.7%	\$16.08	118,551	8.5%	\$16.07	114,388	8.2%	\$14.67	2,475	6,640	1,123,317	9.6%	\$19.51	1,089,545	9.5%	\$19.09	1,079,407	9.3%	\$18.94	33,772	43,910	
12,030	1.2%	\$2.13	16,874	1.2%	\$2.29	18,018	1.2%	\$2.21	(844)	(1,989)	162,015	1.4%	\$2.81	155,866	1.4%	\$2.75	146,937	1.3%	\$2.58	5,149	15,078	
118,215	8.5%	\$15.71	116,688	8.4%	\$15.82	144,479	10.4%	\$18.53	1,527	(26,264)	1,024,936	8.8%	\$17.98	1,086,103	9.5%	\$19.03	1,069,188	9.2%	\$18.76	(51,167)	(24,262)	
34,861	2.5%	\$4.63	34,750	2.5%	\$4.71	37,463	2.7%	\$4.81	111	(2,603)	279,459	2.4%	\$4.85	286,852	2.5%	\$5.03	283,171	2.4%	\$4.97	(7,394)	(3,713)	
63,464	4.6%	\$8.43	62,503	4.5%	\$8.53	51,364	3.7%	\$6.99	561	12,100	539,422	4.6%	\$9.37	561,630	4.9%	\$9.84	540,152	4.7%	\$9.48	(22,208)	(770)	
70,547	5.1%	\$9.27	68,471	4.9%	\$9.28	83,056	4.5%	\$8.09	2,075	7,451	344,446	4.7%	\$9.46	330,439	4.6%	\$9.29	574,325	5.0%	\$10.09	14,007	(30,389)	
424,142	30.6%	\$56.36	418,237	30.1%	\$56.71	428,806	30.8%	\$55.01	5,905	(4,665)	3,683,595	31.5%	\$63.99	3,711,435	32.3%	\$65.02	3,693,740	31.9%	\$64.82	(27,840)	(10,145)	
354,661	25.5%	\$47.12	376,745	27.1%	\$51.08	395,209	28.4%	\$50.70	(22,084)	(40,548)	2,690,993	23.0%	\$46.75	2,661,859	23.2%	\$46.63	2,793,064	24.2%	\$49.01	29,134	(102,071)	
27,338	2.0%	\$3.63	27,800	2.0%	\$3.77	27,560	2.0%	\$3.84	(462)	(222)	230,484	2.0%	\$4.00	229,482	2.0%	\$4.02	278,310	2.4%	\$4.88	972	(47,856)	
327,323	23.6%	\$43.49	348,946	25.1%	\$47.31	367,649	26.4%	\$47.16	(21,622)	(40,326)	2,460,539	21.0%	\$42.74	2,432,377	21.2%	\$42.61	2,514,755	21.7%	\$44.13	28,162	(54,216)	
Non-operating Income & Expenses																						
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	
4,953	0.4%	\$0.66	5,791	0.4%	\$0.79	5,550	0.4%	\$0.75	(838)	(897)	51,676	0.4%	\$0.90	52,119	0.5%	\$0.91	53,199	0.5%	\$0.93	(443)	(1,523)	
15,838	1.1%	\$2.10	15,797	1.1%	\$2.14	15,422	1.2%	\$2.11	41	(584)	143,808	1.2%	\$2.50	145,488	1.3%	\$2.55	144,698	1.3%	\$2.54	(1,682)	(892)	
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	
5,211	0.4%	\$0.69	7,243	0.5%	\$0.98	8,462	0.4%	\$1.09	(2,032)	(3,251)	121,890	1.0%	\$2.12	137,451	1.2%	\$2.41	128,098	1.1%	\$2.25	(15,562)	(6,180)	
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	
26,002	1.9%	\$3.45	28,831	2.1%	\$3.91	30,735	2.2%	\$3.94	(2,829)	(4,733)	317,372	2.7%	\$5.51	335,058	2.9%	\$5.87	325,966	2.8%	\$5.72	(17,687)	(8,594)	
301,321	21.7%	\$40.04	320,115	23.0%	\$43.41	336,014	24.2%	\$43.22	(18,793)	(35,593)	2,143,167	18.3%	\$37.23	2,097,319	18.3%	\$36.74	2,188,789	18.9%	\$38.41	45,848	(45,621)	
53,791	3.9%	\$7.15	53,791	3.9%	\$7.25	53,791	3.9%	\$6.80	0	0	484,121	4.1%	\$8.41	484,119	4.2%	\$8.48	484,121	4.2%	\$8.50	2	0	
247,530	17.8%	\$32.89	266,324	19.2%	\$36.11	283,123	20.3%	\$36.32	(18,794)	(35,593)	1,659,047	14.2%	\$28.82	1,613,200	14.1%	\$28.26	1,704,668	14.7%	\$29.91	45,846	(45,621)	
(53,791)	(3.9%)	(\$7.15)	(53,791)	(3.9%)	(\$7.25)	(53,791)	(3.9%)	(\$6.90)	0	0	(484,121)	(4.1%)	(\$8.41)	(484,119)	(4.2%)	(\$8.48)	(484,121)	(4.2%)	(\$8.50)	(2)	0	
Interest, Depreciation & Amort																						
58,305	4.2%	\$7.75	65,491	4.7%	\$8.88	63,186	4.5%	\$8.11	(7,186)	(4,882)	542,428	4.6%	\$9.42	569,419	5.1%	\$10.33	586,442	5.1%	\$10.29	(46,991)	(44,014)	
143,394	10.3%	\$19.05	140,708	10.1%	\$19.08	141,637	10.2%	\$18.17	2,686	1,757	1,266,004	10.8%	\$21.99	1,266,372	11.0%	\$22.19	1,282,180	11.1%	\$22.50	(368)	(16,177)	
265	0.0%	\$0.04	265	0.0%	\$0.04	265	0.0%	\$0.03	0	0	2,381	0.0%	\$0.04	2,385	0.0%	\$0.04	2,361	0.0%	\$0.04	(4)	0	
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	

182 - Radisson Green Bay
Statement of Operations
For Period Ending Jun 2016

CURRENT PERIOD											YEAR TO DATE										
ACTUAL			BUDGET			LAST YEAR			VARIANCES		ACTUAL			BUDGET			LAST YEAR			VARIANCES	
Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY	Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY
201,963	14.5%	\$26.84	206,464	14.9%	\$28.00	205,088	14.7%	\$26.31	(4,501)	(3,124)	1,810,812	15.5%	\$31.46	1,858,176	16.2%	\$32.55	1,871,003	16.2%	\$32.83	(47,364)	(60,191)
99,358	7.2%	\$13.20	113,651	8.2%	\$15.41	131,827	9.5%	\$16.91	(14,293)	(32,469)	332,355	2.8%	\$5.77	339,143	2.1%	\$4.19	317,786	2.7%	\$5.58	93,212	14,569
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
99,358	7.2%	\$13.20	113,651	8.3%	\$15.41	131,827	9.5%	\$16.91	(14,293)	(32,469)	332,355	2.8%	\$5.77	339,143	2.1%	\$4.19	317,786	2.7%	\$5.58	93,212	14,569

RADISSON GREEN BAY

Cash Flow 2015 - 2016

As of 07-26-2016	Actual	Forecast	Forecast	Forecast													
	JUN	JULY	AUG	SEPT 2015	OCT 2015	NOV	DEC	JAN 2016	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEPT 2016	Fiscal year
Occupancy %	73.0%	80.8%	75.5%	81.0%	75.5%	53.6%	42.1%	48.0%	57.3%	55.2%	64.0%	61.5%	70.4%	78.3%	75.4%	67.2%	
Average Rate	102.32	106.58	104.97	111.94	116.49	118.68	118.37	108.93	96.99	95.89	95.76	94.01	98.88	103.86	97.90	\$113.29	
Total Revenue	1,392,354	1,542,841	1,499,721	1,596,019	1,717,955	1,266,404	1,153,534	1,145,112	1,208,077	1,154,072	1,353,010	1,318,223	1,388,166	1,526,420	1,667,750	1,554,240	16,352,963
GOP \$	395,209	493,226	463,086	548,466	577,346	287,798	207,417	179,700	260,619	217,665	299,959	305,828	354,661	474,524	480,443	493,508	4,139,468
GOP %	28.4%	32.0%	30.9%	34.4%	33.6%	22.7%	18.0%	15.7%	21.6%	18.9%	22.2%	23.2%	25.5%	31.1%	30.6%	31.8%	25.3%
Beginning Cash	1,293,317	1,474,324	1,734,891	1,974,562	1,999,476	1,911,063	1,906,557	1,643,007	1,965,069	1,833,156	1,649,380	1,688,125	1,804,773	1,775,195	1,797,453	2,046,734	
Sources of Funds:																	
Net income (Loss)	131,827	221,912	186,295	145,198	301,102	25,484	(62,639)	(82,697)	3,552	(39,431)	40,205	47,420	99,358	208,491	213,683	172,028	926,556
Adjust Depreciation/Amortization	141,901	141,012	141,011	140,725	140,029	139,642	139,377	138,693	139,040	141,331	142,392	144,222	143,659	140,973	140,973	140,973	1,691,304
Total Sources / CASH FLOW	273,728	362,924	327,306	285,923	441,131	165,126	76,738	55,996	142,592	101,900	182,597	191,642	243,017	349,464	354,656	313,001	2,617,859
(cash used)																	
Changes in Working Capital																	
A/R City Ledger & other	59,687	(31,512)	40,711	(114,016)	(171,894)	89,272	(18,175)	199,491	33,425	(1,175)	(27,636)	70,676	(22,194)	(12,000)	(15,000)	(19,000)	
Guest Ledger	(29,130)	(5,661)	(9,597)	(40,939)	(55,913)	37,012	26,938	71,092	(44,817)	(2,846)	(20,964)	84,343	(42,473)	(4,000)	(7,000)	(3,000)	
Guest & other Advance Deposits	(9,139)	(16,079)	7,529	(28,385)	(18,345)	13,138	22,371	37,630	46,348	39,700	6,229	(20,202)	19,469	3,000	(10,000)	(15,000)	
Inventory	3,539	(5,024)	3,435	(16,690)	(5,576)	16,612	(20,898)	15,123	(9,628)	(5,173)	5,383	3,280	788	(1,000)	1,000	(1,000)	
Prepays & vendor deposits	26,206	(84,937)	13,458	12,745	3,538	(8,074)	33,989	(7,083)	50,105	(84,386)	(1,776)	(1,067)	(40,561)	15,000	15,000	15,000	
Accounts Payable & Accrued	(195,760)	188,857	(72,740)	53,627	18,860	25,624	(329,026)	(2,810)	(121,344)	(18,683)	154,779	(300,421)	(71,783)	5,000	(5,000)	(40,000)	
Accrued Payroll and Related	47,702	43,713	19,160	55,121	(156,956)	(53,383)	13,480	53,558	23,269	(3,950)	(68,559)	42,803	38,014	15,000	(6,000)	(6,700)	
Hotel, Bvg, & Sales Taxes Payable	26,275	6,847	7,491	13,771	(9,309)	(41,363)	(20,036)	3,277	2,112	(814)	7,797	3,653	15,731	(6,175)	4,133	(1,351)	
Due Almbriage, Franchise, Wingate	(30,720)	(28,948)	(55,164)	246,471	(43,007)	(212,654)	76,409	95,365	(45,484)	(46,148)	(35,635)	45,096	61,517	-	45,749	45,749	
(cash used)																	
Total Changes Working Capital	(101,337)	67,057	(45,716)	181,706	(438,600)	(133,815)	(214,940)	465,663	(66,015)	(123,474)	18,618	(71,830)	(41,492)	14,825	22,882	(25,302)	(593,480)
Application of Funds:																	
FF&E / Capital Purchases	(5,313)	(99,621)	(9,339)	(17,523)	(94,305)	(54,594)	(138,405)	(62,114)	(159,859)	(146,008)	(163,779)	(21,156)	(37,904)	(253,774)	(40,000)		(1,171,898)
Principal, & Other	13,930	(69,794)	(32,580)	(425,192)	3,362	18,777	13,057	(137,483)	(48,630)	(16,194)	1,309	17,992	(193,198)	(88,257)	(88,257)	(88,257)	(605,781)
Changes in capex & debt/other	8,616	(169,415)	(41,919)	(442,715)	(90,944)	(35,817)	(125,348)	(199,597)	(208,489)	(162,202)	(162,470)	(3,164)	(231,102)	(342,031)	(128,257)	(88,257)	(1,777,679)
Increase/(Decrease) in Cash	181,007	260,566	239,671	24,914	(88,413)	(4,506)	(263,550)	322,062	(131,912)	(183,776)	38,745	116,648	(29,578)	22,258	249,281	199,442	246,700
Depository Account Balances	949,284	1,213,728	1,472,155	713,790	625,283	680,623	493,772	869,227	832,506	739,921	816,837	1,039,057	1,002,339	1,149,549	1,387,710	1,526,123	
FF&E Reserve Account Balance	195,498	190,970	150,049	911,139	910,152	848,234	771,775	715,186	617,625	596,638	585,525	477,384	481,305	324,133	304,032	363,835	
Insurance Reserve Account Bal.	156,079	156,106	176,135	196,166	196,198	196,227	196,257	196,254	196,342	121,338	121,356	121,375	121,392	151,412	181,434	181,460	
Benefit Advantage Flex Acct Bal	19,502	21,106	23,241	25,400	26,449	26,492	28,221	31,421	33,702	38,502	40,406	42,958	46,158	51,358	58,558	66,758	
State Unemployment Reserve Bal.	54,981	54,981	54,981	54,981	54,981	54,981	54,981	54,981	54,981	54,981	56,000	56,000	56,000	57,000	57,000	57,000	
House Banks & Mgr Checking acct	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	98,000	
Ending Cash All Accounts	1,474,324	1,734,891	1,974,562	1,999,476	1,911,063	1,906,557	1,643,007	1,965,069	1,833,156	1,649,380	1,688,125	1,804,773	1,775,195	1,797,453	2,046,734	2,246,176	246,700

Sept 15'vs16'

Oneida Airport Hotel Corporation
Three Clans Airport, LLC
Quarterly Report
For the quarter ended: June 30, 2016

Business practice, market overview, place within market:

- Ranking for the third quarter from the STR Report the Wingate is 1 out of 5 based on REVPAR and 3 out of 5 based on Occupancy. Wingate is continuing to gain and maintain fair market share within the competitive set while increasing rate growth.
- In the third quarter, the Wingate changed its focus from growing occupancy to growing rate. The Wingate was able to grow rate by 3.4% and only loss -1.9% in occupancy.
- The Wingate averaged a 76.4% occupancy for the third quarter.

Competitive analysis:

- The competitors ran a REVPAR of \$75.77 to Wingate's \$57.82 for the quarter.
- The competitive set had an occupancy of 75.5% to the Wingate's 76.4%.

Strategies for improved value:

- The Wingate's strategy is to continually grow rate is to yield rates sooner especially on high demand dates and to offer less heavily discounted rates on slow dates. Discounted rates will still be offered for slower dates but not as much as they have been in the past.
- The Wingate continues to use all 3rd party booking channels to increase bookings on low demand dates but is not using opaque rates as often.
- The Radisson Sales team continues to cross sell the hotel. We have begun to see new leads and new bookings from this joint effort.

Material changes or developments in market/business:

- The Wingate continues to see increases in the corporate business traveler while a slight decrease in the leisure traveler.
- We also were able to negotiate rates with some new local companies to add to the Wingate's preferred list.

Market growth:

- For the third Quarter, the Wingate ended with 76.3% REVPAR Index. The Wingate saw an increase 2.7% year over year for REVPAR Index.
- Revenues for the second quarter were \$416,043 which were up from prior year by \$9778.00.

Pending legal action:

- Nothing at the moment

Financial Report

- Great Financial 3rd Quarter
- New rate strategy introduced and new customer base followed the strategy
- Will be using Oneida Nation \$10.10 minimum wage where applicable in FY17 Budget.

Executive Summary:

Balance sheet (attachment 1):

Income Statement (attachment 2):

Cash Flow Statement (attachment 3):

STR Report (attachment 4):

Capital Expenditure needs (attachment 5):

183 - Wingate Green Bay
Statement of Operations
For Period Ending Jun 2016

CURRENT PERIOD										
ACTUAL			BUDGET			LAST YEAR			VARIANCES	
Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY
1,986			2,069			2,110			(83)	(124)
2,370			2,370			2,370			0	0
83.0%			87.3%			89.0%			(3.5%)	(3.2%)
\$74.32			\$74.00			\$76.57			\$5.33	\$2.35
\$66.47			\$64.60			\$66.53			\$1.87	(\$2.05)
\$69.61			\$133.17			\$140.61			(\$64.57)	(\$72.01)
157,534	96.5%	\$76.89	153,099	97.0%	\$73.64	162,405	97.5%	\$76.79	4,435	(4,871)
4,166	2.6%	\$2.99	3,908	2.5%	\$1.88	3,429	2.1%	\$1.62	738	737
657	0.4%	\$0.33	523	0.3%	\$0.25	308	0.2%	\$0.15	132	349
239	0.1%	\$0.12	280	0.2%	\$0.13	485	0.3%	\$0.23	(41)	(246)
162,596	100.0%	\$81.42	157,812	100.0%	\$75.91	166,627	100.0%	\$78.78	4,784	(4,032)
51,040	32.4%	\$25.56	48,770	31.9%	\$23.46	49,837	30.7%	\$23.56	2,270	1,204
2,299	55.2%	\$1.15	1,766	45.7%	\$0.86	1,914	55.8%	\$0.90	513	385
246	37.4%	\$0.12	(185)	(35.3%)	(\$0.09)	0	0.0%	\$0.00	431	246
53,585	33.0%	\$26.83	50,371	31.9%	\$24.23	51,751	31.1%	\$24.47	3,214	1,835
106,494	67.6%	\$53.33	104,329	68.1%	\$50.18	112,569	69.2%	\$53.22	2,165	(6,075)
1,867	44.8%	\$0.93	2,122	54.3%	\$1.02	1,515	44.2%	\$0.72	(255)	352
411	62.4%	\$0.21	710	135.3%	\$0.34	308	100.0%	\$0.15	(209)	103
239	100.0%	\$0.12	280	100.0%	\$0.13	485	100.0%	\$0.23	(41)	(246)
109,011	67.0%	\$54.59	107,441	68.1%	\$51.68	114,877	68.9%	\$54.32	1,570	(5,866)
15,752	9.7%	\$7.89	16,208	10.3%	\$7.80	(2,052)	(1.2%)	(\$0.97)	(456)	17,804
4,818	3.0%	\$2.41	4,110	2.6%	\$1.98	3,477	2.1%	\$1.64	708	1,340
11,252	6.9%	\$5.63	9,724	6.2%	\$4.68	10,559	6.3%	\$4.99	1,529	694
7,094	4.4%	\$3.55	8,022	5.2%	\$4.23	7,299	4.4%	\$3.45	(1,718)	(216)
7,166	4.4%	\$3.59	8,599	5.4%	\$4.12	12,933	7.8%	\$6.11	(1,403)	(5,767)
4,027	2.5%	\$2.02	5,867	4.4%	\$3.35	4,779	2.9%	\$2.26	(2,921)	(742)
50,109	30.8%	\$25.09	54,381	34.5%	\$26.16	36,995	22.2%	\$17.49	(4,272)	13,113
56,902	36.2%	\$29.50	53,060	33.6%	\$25.52	77,881	46.7%	\$36.82	5,841	(18,980)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
58,902	36.2%	\$29.50	53,060	33.6%	\$25.52	77,881	46.7%	\$36.82	5,841	(18,980)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
4,253	2.6%	\$2.12	4,266	2.8%	\$2.11	4,375	2.6%	\$2.07	(144)	(123)
1,193	0.7%	\$0.60	1,288	0.8%	\$0.62	1,193	0.7%	\$0.56	(95)	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
5,445	3.3%	\$2.73	5,684	3.6%	\$2.73	5,568	3.3%	\$2.63	(239)	(123)
53,457	32.9%	\$26.77	47,376	30.0%	\$22.79	72,314	43.4%	\$34.19	6,080	(18,857)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
53,457	32.9%	\$26.77	47,376	30.0%	\$22.79	72,314	43.4%	\$34.19	6,080	(18,857)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
21,512	13.2%	\$10.77	18,483	11.7%	\$8.89	22,727	13.6%	\$10.75	3,029	(1,215)
20,752	12.8%	\$10.39	20,026	12.7%	\$9.63	19,264	11.6%	\$9.11	726	1,488
147	0.1%	\$0.07	110	0.1%	\$0.05	147	0.1%	\$0.07	37	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0

YEAR TO DATE										
ACTUAL			BUDGET			LAST YEAR			VARIANCES	
Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY
15,920			14,750			14,556			270	464
21,646			21,567			21,567			79	79
69.4%			68.4%			67.5%			1.0%	1.0%
\$76.46			\$76.73			\$76.74			(\$2.25)	(\$2.26)
\$53.07			\$53.84			\$53.14			(\$0.77)	(\$0.07)
\$54.26			\$54.21			\$54.21			(\$0.65)	\$0.05
1,148,756	97.8%	\$75.54	1,161,272	96.1%	\$76.35	1,146,109	98.0%	\$76.13	4,435	(4,871)
16,241	1.4%	\$1.07	14,553	1.2%	\$0.98	15,573	1.3%	\$1.06	1,668	668
7,992	0.6%	\$0.47	6,005	0.5%	\$0.40	5,432	0.5%	\$0.37	1,067	1,659
2,478	0.2%	\$0.16	2,378	0.2%	\$0.16	2,073	0.2%	\$0.14	101	405
1,174,567	100.0%	\$77.54	1,184,208	100.0%	\$79.80	1,169,187	100.0%	\$79.70	(9,641)	5,379
441,866	38.5%	\$29.17	414,289	35.7%	\$27.92	403,226	35.2%	\$27.99	27,578	38,641
8,282	51.0%	\$0.55	4,217	29.0%	\$0.28	7,456	47.9%	\$0.51	4,065	826
664	9.4%	\$0.04	(1,667)	(27.8%)	(\$0.11)	1,794	33.2%	\$0.12	2,330	(1,131)
450,812	38.4%	\$29.76	416,838	35.2%	\$28.09	412,476	35.3%	\$28.12	33,974	38,336
706,890	61.5%	\$46.67	746,964	64.3%	\$50.34	742,863	64.8%	\$50.64	(40,094)	(39,994)
7,969	48.0%	\$0.53	10,336	71.0%	\$0.70	8,117	62.1%	\$0.55	(2,377)	(158)
6,438	90.6%	\$0.42	7,672	127.8%	\$0.52	3,638	67.0%	\$0.25	(1,244)	3,790
2,478	100.0%	\$0.16	2,378	100.0%	\$0.16	2,073	100.0%	\$0.14	101	405
723,755	61.6%	\$47.78	767,269	64.8%	\$51.71	756,711	64.7%	\$51.59	(43,614)	(32,956)
143,122	12.2%	\$9.45	136,816	11.7%	\$9.35	138,068	11.8%	\$9.41	4,306	5,054
42,112	3.6%	\$2.78	39,890	3.1%	\$2.49	39,609	3.0%	\$2.43	5,122	5,501
77,455	6.6%	\$5.11	77,814	6.6%	\$5.24	76,541	6.5%	\$5.22	(339)	914
51,610	4.4%	\$3.41	57,151	4.8%	\$3.85	50,351	4.3%	\$3.43	(5,541)	1,259
76,811	6.5%	\$5.07	75,674	6.4%	\$5.10	82,957	7.1%	\$5.63	1,137	(5,747)
46,804	4.1%	\$3.17	58,275	4.9%	\$3.93	51,339	4.4%	\$3.50	(10,270)	(3,335)
439,114	37.4%	\$28.99	444,720	37.6%	\$29.97	434,466	37.2%	\$29.82	(5,606)	4,648
284,641	24.2%	\$18.79	323,649	27.2%	\$21.74	322,245	27.6%	\$21.97	(38,009)	(37,604)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
284,641	24.2%	\$18.79	323,649	27.2%	\$21.74	322,245	27.6%	\$21.97	(38,009)	(37,604)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
37,651	3.2%	\$2.49	39,313	3.3%	\$2.65	39,491	3.4%	\$2.69	(1,662)	(1,811)
10,734	0.9%	\$0.71	11,020	0.9%	\$0.74	10,734	0.9%	\$0.73	(286)	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
40,384	4.1%	\$3.19	50,333	4.3%	\$3.39	50,225	4.3%	\$3.42	(1,948)	(1,841)
236,256	20.1%	\$15.60	272,317	23.0%	\$18.35	272,020	23.3%	\$18.54	(36,060)	(35,764)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
236,256	20.1%	\$15.60	272,317	23.0%	\$18.35	272,020	23.3%	\$18.54	(36,060)	(35,764)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
200,243	17.0%	\$13.22	196,594	16.6%	\$13.25	210,378	18.0%	\$14.34	3,650	(10,135)
184,551	15.7%	\$12.18	178,953	15.1%	\$12.06	175,829	15.0%	\$11.99	5,398	8,722
1,324	0.1%	\$0.09	1,212	0.1%	\$0.08	1,324	0.1%	\$0.09	111	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0

183 - Wingate Green Bay
Statement of Operations
For Period Ending Jun 2016

CURRENT PERIOD											YEAR TO DATE											
ACTUAL			BUDGET			LAST YEAR			VARIANCES			ACTUAL			BUDGET			LAST YEAR			VARIANCES	
Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY		Amount	% Tot	POR	Amount	% Tot	POR	Amount	% Tot	POR	vs Bud	vs LY
42,410	26.1%	\$21.24	38,619	24.5%	\$18.58	42,138	25.3%	\$19.92	3,791	272	Total Interest, Depreciation & Amort	286,118	32.9%	\$25.49	376,759	31.8%	\$25.39	387,530	33.1%	\$26.42	9,358	(1,413)
11,046	6.8%	\$5.53	8,757	5.5%	\$4.21	30,176	18.1%	\$14.27	3,289	(19,129)	INCOME BEFORE TAXES	(149,862)	(12.8%)	(\$9.89)	(104,443)	(8.8%)	(\$7.04)	(115,511)	(9.8%)	(\$7.87)	(45,419)	(34,351)
0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0	Income Taxes	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0.0%	\$0.00	0	0
11,046	6.8%	\$5.53	8,757	5.5%	\$4.21	30,176	18.1%	\$14.27	2,289	(19,129)	NET INCOME	(149,862)	(12.8%)	(\$9.89)	(104,443)	(8.8%)	(\$7.04)	(115,511)	(9.9%)	(\$7.87)	(45,419)	(34,351)

WINGATE GREEN BAY

Cash Flow 2015 - 2016

As of 07-26-2016

	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	
	JUN	JULY	AUG	Sept 2015	OCT	NOV	DEC	JAN 2016	FEB	MAR	APR	MAY	JUN	JULY	AUG	Sept 2016	Fiscal year
Occupancy %	89.0%	84.3%	88.3%	80.7%	80.8%	70.2%	69.2%	59.2%	56.5%	60.9%	65.9%	77.4%	83.8%	78.8%	90.4%	85.3%	
Average Rate	76.97	83.04	77.59	87.45	84.54	83.70	74.52	77.07	67.44	67.46	72.81	76.36	79.32	83.92	83.13	80.72	
Total Revenue	166,627	173,257	169,160	169,282	172,819	140,772	127,790	113,494	89,151	102,715	118,913	146,317	162,596	163,828	188,233	185,265	1,691,893
GOP \$	77,881	67,981	74,033	64,717	66,189	31,488	25,461	14,012	2,030	14,812	17,591	54,156	58,902	61,313	78,560	63,109	487,623
GOP %	46.7%	39.2%	43.8%	38.2%	38.3%	22.4%	19.9%	12.3%	2.3%	14.4%	14.8%	37.0%	36.2%	37.4%	41.7%	36.2%	28.8%
Beginning Cash	178,397	242,226	304,136	438,384	151,170	197,784	295,398	257,681	105,399	143,107	179,548	215,107	149,691	143,378	153,409	129,620	
Sources of Funds:																	
Net Income (Loss)	30,176	19,487	26,443	17,667	17,395	(16,424)	(23,175)	(34,746)	(45,375)	(33,984)	(30,306)	5,708	11,046	12,493	29,740	14,289	(93,339)
Adjust Depreciation/Amortization	19,411	18,998	19,213	19,213	20,297	20,414	20,414	20,438	20,838	20,838	20,838	20,899	20,899	20,136	20,136	20,136	246,283
Total Sources / CASH FLOW	49,587	38,485	45,656	36,880	37,692	3,990	(2,761)	(14,308)	(24,537)	(13,146)	(9,468)	26,607	31,945	32,629	49,876	34,425	152,944
(cash used)																	
Changes in Working Capital																	
A/R City Ledger & other	(51,221)	(2,402)	75,529	(43,666)	(23,188)	51,459	(23,700)	4,566	10,872	19,265	23,521	(4,313)	(81,525)	1,000	(13,900)	37,000	
Guest Ledger	37,650	(1,729)	(14,496)	5,130	(5,415)	451	3,539	8,758	2,619	3,579	(7,823)	(41,893)	35,004	(2,000)	2,000	(2,500)	
Guest & other Advance Deposits	1,415	(1,316)	1,740	(2,540)	(1,549)	(2,793)	1,063	414	356	2,058	118	72	(46)	(500)	(500)	(500)	
Inventory	(267)	180	(250)	87	(743)	142	741	(17)	675	(420)	(27)	(292)	(44)	(50)	50	(50)	
Prepays & vendor deposits	(2,664)	(1,186)	721	1,251	(2,986)	2,831	(4,433)	(1,598)	914	118	1,174	(5,550)	(222)	(2,664)	500	500	
Accounts Payable & Accrued Other	(5,308)	26,925	(9,184)	(23,535)	26,967	(5,008)	(11,677)	(4,406)	(9,117)	(1,522)	4,727	10,674	(11,679)	500	500	(2,500)	
Accrued Payroll and Related	6,136	(13,068)	(5,315)	4,284	5,835	3,685	(14,812)	1,893	3,161	1,845	2,403	4,974	177	1,200	1,200	1,200	
Hotel, Bvg. & Sales Taxes Payable	256	2,231	5,365	(281)	(5,938)	1,430	(6,002)	536	(2,427)	1,103	(2,214)	6,942	(4,760)	123	2,441	(2,287)	
Due Airbridge, Franchise, Radisson	48,451	47,740	46,403	(235,269)	43,392	45,132	40,367	(94,843)	45,749	46,155	48,644	(44,817)	(47,161)	-	(45,749)	(45,749)	
(cash used)																	
Total Changes Working Capital	34,450	57,375	100,514	(294,538)	36,375	96,328	(14,913)	(84,907)	52,804	72,182	70,523	(74,203)	(110,256)	(2,391)	(53,459)	(14,896)	(26,811)
Application of Funds:																	
FF&E / Capital Purchases	-	(12,885)	(4,396)	(13,440)	(19,532)	(1,518)	(8,500)	(32,141)				(4,252)					(65,944)
Principal & Other	(20,208)	(21,065)	(7,526)	(16,116)	(7,921)	(1,166)	(11,543)	(20,926)	9,441	(22,595)	(21,244)	(17,820)	71,998	(20,207)	(20,207)	(20,207)	(82,417)
Net Cash Provided/(Used)	(20,208)	(33,950)	(11,922)	(29,556)	(27,453)	(2,704)	(20,043)	(53,067)	9,441	(22,595)	(25,497)	(17,820)	71,998	(20,207)	(20,207)	(20,207)	(148,361)
Increase/(Decrease) in Cash	63,829	61,910	134,248	(287,214)	46,614	97,614	(37,717)	(152,282)	37,708	36,441	35,559	(65,416)	(6,313)	10,031	(23,790)	(678)	(22,228)
Depository Account (Associated)	201,953	269,578	287,394	76,830	123,752	268,236	232,314	73,915	114,513	145,103	178,816	120,102	97,856	128,109	104,320	103,642	
Bay Bank Depository account	36,973	31,258	145,690	69,040	68,732	21,862	20,067	26,184	23,294	29,144	30,990	24,289	40,222	20,000	20,000	20,000	
House banks & Manager checking	3,300	3,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	5,300	
Ending Cash All Accounts	242,226	304,136	438,384	151,170	197,784	295,398	257,681	105,399	143,107	179,548	215,107	149,691	143,378	153,409	129,620	128,942	(22,228)

Sept 15'vs16'

STR # 22515 / Created July 18, 2016

Monthly STAR Report : Radisson Hotel & Conference Center Green Bay

For the Month of: June 2016

Currency: US Dollar / Competitive Set Data Excludes Subject Property



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Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

June 2016

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	70.4	67.6	104.1	98.88	99.59	99.3	69.57	67.28	103.4
Year To Date	59.3	57.4	103.4	97.54	100.81	96.7	57.86	57.82	100.1
Running 3 Month	65.2	61.5	106.1	96.31	99.53	96.8	62.84	61.20	102.7
Running 12 Month	63.7	59.6	107.0	105.29	109.24	96.4	67.10	65.08	103.1

June 2016 vs. 2015 Percent Change (%)

	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	-3.7	-6.1	2.6	-3.4	-2.6	-0.8	-6.9	-8.6	1.8
Year To Date	1.7	-0.4	2.1	-1.5	2.0	-3.5	0.2	1.6	-1.4
Running 3 Month	3.0	-2.3	5.4	-1.2	1.0	-2.1	1.8	-1.4	3.2
Running 12 Month	4.0	1.8	2.2	0.9	3.6	-2.6	4.9	5.4	-0.5

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Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Occupancy (%)

Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Radisson Hotel & Conference Center Green	70.4	-3.7	59.3	1.7	65.2	3.0	63.7	4.0
Market: Wisconsin North	63.5	-1.5	49.1	0.0	54.7	1.6	53.7	0.4
Market Class: Upscale Class	69.3	-5.5	60.2	0.8	64.8	1.7	63.2	1.7
Tract: Green Bay, WI	66.5	-5.0	54.6	1.2	60.2	0.5	57.8	0.8
Tract Scale: Upscale Chains	74.8	-4.5	65.1	2.4	70.1	0.6	68.2	2.9
Competitive Set: Competitors	67.6	-6.1	57.4	-0.4	61.5	-2.3	59.6	1.8

Supply

Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
0.3	0.8	0.3	0.5
1.5	0.5	0.7	0.6
8.7	2.2	4.2	1.1
4.1	-4.1	4.1	3.4
0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0

Average Daily Rate

Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Radisson Hotel & Conference Center Green	98.88	-3.4	97.54	-1.5	96.31	-1.2	105.29	0.9
Market: Wisconsin North	90.83	1.5	86.28	3.8	86.76	3.0	90.08	4.8
Market Class: Upscale Class	107.17	-1.0	102.75	2.0	102.85	0.7	109.21	2.9
Tract: Green Bay, WI	86.36	-4.2	88.45	2.5	86.54	1.7	98.35	5.6
Tract Scale: Upscale Chains	103.73	-3.6	103.30	-0.1	102.61	0.4	113.45	3.1
Competitive Set: Competitors	99.59	-2.6	100.81	2.0	99.53	1.0	109.24	3.6

Demand

Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
-3.4	2.5	3.3	4.5
0.0	0.5	2.4	1.0
2.7	3.0	6.1	2.7
-1.0	5.4	4.7	4.2
-4.5	2.4	0.6	2.9
-6.1	-0.4	-2.3	1.8

RevPAR

Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Radisson Hotel & Conference Center Green	69.57	-6.9	57.86	0.2	62.84	1.8	67.10	4.9
Market: Wisconsin North	57.70	0.0	42.36	3.8	47.47	4.6	48.33	5.2
Market Class: Upscale Class	74.31	-6.4	61.88	2.8	66.64	2.5	68.99	4.6
Tract: Green Bay, WI	57.38	-8.9	48.32	3.8	52.10	2.2	56.85	6.4
Tract Scale: Upscale Chains	77.54	-7.9	67.22	2.3	71.97	1.0	77.42	6.1
Competitive Set: Competitors	67.28	-8.6	57.82	1.6	61.20	-1.4	65.08	5.4

Revenue

Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
-6.7	1.0	2.1	5.4
1.5	4.3	5.4	5.8
1.7	5.0	6.8	5.8
-5.2	8.1	6.5	10.0
-7.9	2.3	1.0	6.1
-8.6	1.6	-1.4	5.4

Census/Sample - Properties & Rooms

Census		Sample		Sample %	
Properties	Rooms	Properties	Rooms	Rooms	
Market: Wisconsin North	494	27432	203	16572	60.4
Market Class: Upscale Class	37	3090	18	2411	78.0
Tract: Green Bay, WI	46	4116	35	3643	88.5
Tract Scale: Upscale Chains	6	997	6	997	100.0
Competitive Set: Competitors	8	1528	8	1528	100.0

Pipeline

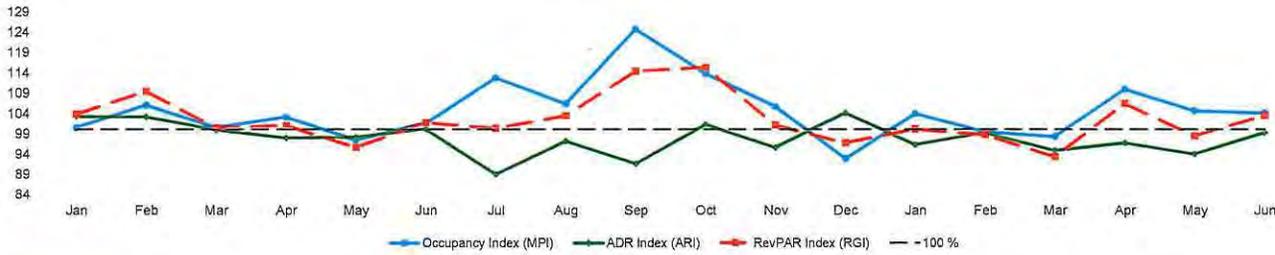
Market: Wisconsin North			
Under Construction		Planning	
Properties	Rooms	Properties	Rooms
2	145	9	877
See Help page for pipeline definitions.			

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Tab 4 - Competitive Set Report

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR #22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Monthly Indexes



RevPAR Percent Change



Occupancy (%)	2015												2016						Year To Date			Running 3 Month			Running 12 Month		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016
My Property	46.9	54.7	58.3	60.4	56.8	73.1	80.8	75.5	81.0	75.5	53.6	42.1	48.0	57.2	55.2	64.0	61.5	70.4	52.1	58.3	59.3	57.0	63.4	65.2	55.6	61.3	63.7
Competitive Set	46.7	51.6	58.1	58.7	58.3	72.0	71.7	71.0	65.0	66.4	50.8	45.4	46.2	57.6	56.2	58.3	58.7	67.6	54.8	57.6	57.4	58.1	62.9	61.5	55.6	58.5	59.6
Index (MPI)	100.4	106.0	100.4	103.0	97.4	101.5	112.7	106.3	124.7	113.8	105.6	92.8	103.9	99.4	98.3	109.9	104.7	104.1	95.1	101.3	103.4	98.1	100.7	106.1	100.1	104.7	107.0
Rank	4 of 9	4 of 9	5 of 9	4 of 9	5 of 9	5 of 9	2 of 9	3 of 9	1 of 9	2 of 9	4 of 9	6 of 9	4 of 9	6 of 9	6 of 9	5 of 9	4 of 9	5 of 9	7 of 9	4 of 9	5 of 9	6 of 9	5 of 9	5 of 9	6 of 9	4 of 9	4 of 9
% Chg																											
My Property	18.5	9.5	11.7	-7.3	6.6	38.5	12.4	4.1	26.1	1.0	-5.3	-5.7	2.3	4.7	-5.4	6.0	8.2	-3.7	-6.4	11.9	1.7	-4.6	11.1	3.0	-4.3	10.1	4.0
Competitive Set	8.4	-5.3	2.0	-3.0	8.9	19.0	10.3	1.3	11.4	5.2	-9.0	2.3	-1.1	11.6	-3.4	-0.7	0.7	-6.1	8.6	-5.1	-0.4	4.6	8.3	-2.3	5.8	5.3	1.8
Index (MPI)	9.3	15.6	9.4	-4.4	-2.1	16.3	1.9	2.7	13.1	-4.0	4.1	-7.9	3.5	-6.2	-2.1	6.7	7.4	2.6	-13.8	6.5	2.1	-8.8	2.6	5.4	-9.5	4.6	2.2
Rank	2 of 9	2 of 9	3 of 9	6 of 9	4 of 9	1 of 9	5 of 9	4 of 9	3 of 9	5 of 9	4 of 9	7 of 9	6 of 9	6 of 9	7 of 9	4 of 9	3 of 9	5 of 9	9 of 9	3 of 9	5 of 9	8 of 9	3 of 9	3 of 9	9 of 9	3 of 9	3 of 9
ADR	2015												2016						Year To Date			Running 3 Month			Running 12 Month		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016
My Property	106.27	97.77	99.33	94.34	94.55	102.32	106.58	104.97	111.94	116.58	118.68	118.37	104.93	96.99	95.89	95.76	94.01	98.88	93.62	99.03	97.34	92.16	97.44	96.31	102.02	104.36	105.29
Competitive Set	102.94	94.83	99.42	98.34	96.41	102.21	119.89	108.03	122.23	115.17	124.18	113.70	109.00	97.72	101.08	98.98	99.99	99.59	93.98	98.81	100.81	93.82	98.58	99.53	101.87	105.47	109.24
Index (ARI)	103.2	103.1	99.9	97.9	98.1	100.1	88.9	97.2	91.6	101.2	95.6	104.1	96.3	99.3	94.9	96.7	94.0	99.3	99.6	100.2	96.7	98.4	98.8	96.8	100.1	98.9	98.4
Rank	4 of 9	2 of 9	3 of 9	3 of 9	5 of 9	5 of 9	5 of 9	5 of 9	6 of 9	4 of 9	5 of 9	3 of 9	4 of 9	3 of 9	4 of 9	4 of 9	5 of 9	4 of 9	4 of 9	4 of 9	5 of 9	4 of 9	5 of 9	5 of 9	5 of 9	5 of 9	6 of 9
% Chg																											
My Property	7.7	2.7	6.7	-0.1	2.0	15.3	12.0	4.0	10.2	6.5	-10.9	-5.6	-1.3	-0.8	-3.5	1.5	-0.6	-3.4	-0.7	5.8	-1.5	-1.8	5.7	-1.2	2.9	2.3	0.9
Competitive Set	10.2	3.8	1.8	1.5	3.5	10.2	9.6	1.4	17.3	3.9	-2.6	-1.8	5.9	3.1	1.7	2.7	3.7	-2.6	0.1	5.1	2.0	0.9	5.3	1.0	1.0	3.5	3.6
Index (ARI)	-2.3	-1.1	4.9	-1.6	-1.5	4.7	2.2	2.5	-6.0	2.5	-8.4	-3.8	-8.7	-3.7	-5.1	-1.2	-4.1	-0.8	-0.8	0.6	-3.5	-2.7	0.4	-2.1	1.9	-1.2	-2.6
Rank	6 of 9	5 of 9	3 of 9	6 of 9	5 of 9	3 of 9	5 of 9	6 of 9	7 of 9	5 of 9	9 of 9	6 of 9	7 of 9	7 of 9	5 of 9	6 of 9	7 of 9	5 of 9	7 of 9	4 of 9	5 of 9	8 of 9	3 of 9	6 of 9	3 of 9	7 of 9	7 of 9
RevPAR	2015												2016						Year To Date			Running 3 Month			Running 12 Month		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016
My Property	49.87	53.45	57.96	57.01	53.71	74.76	86.15	79.23	90.70	88.03	63.66	49.88	50.37	55.52	52.95	61.32	57.78	69.57	48.81	57.77	57.86	52.57	61.73	62.84	58.77	63.95	67.10
Competitive Set	48.10	48.92	57.77	58.52	58.22	73.58	86.02	76.73	79.42	76.43	63.06	51.60	50.35	56.26	56.77	57.68	58.73	67.28	51.50	56.90	57.82	54.43	62.04	61.20	58.63	61.74	65.08
Index (RGI)	103.7	109.3	100.3	100.9	95.5	101.6	100.2	103.3	114.2	115.2	101.0	96.7	100.0	98.7	93.3	106.3	98.4	103.4	94.8	101.5	100.1	96.6	99.5	102.7	100.2	103.6	103.1
Rank	4 of 9	5 of 9	4 of 9	6 of 9	5 of 9	6 of 9	5 of 9	4 of 9	4 of 9	2 of 9	5 of 9	5 of 9	5 of 9	6 of 9	6 of 9	6 of 9	5 of 9	6 of 9	6 of 9	6 of 9	6 of 9	7 of 9	6 of 9	6 of 9	4 of 9	6 of 9	5 of 9
% Chg																											
My Property	27.5	12.4	19.2	-7.5	8.7	59.7	25.9	8.2	39.0	7.6	-15.6	-11.0	1.0	3.9	-8.6	7.6	7.6	-6.9	-7.0	18.4	0.2	-6.3	17.4	1.8	-1.5	12.7	4.9
Competitive Set	19.4	-1.7	3.8	-1.6	12.7	31.1	20.9	2.8	30.7	9.3	-11.4	0.5	4.7	15.0	-1.7	2.0	4.5	-8.6	8.7	10.5	1.6	5.5	14.0	-1.4	6.8	9.0	5.4
Index (RGI)	6.8	14.4	14.8	-6.0	-3.6	21.8	4.1	5.3	6.4	-1.6	-4.7	-11.4	-3.5	-9.7	-7.0	5.4	3.0	1.8	-14.5	7.1	-1.4	-11.3	3.0	3.2	-7.8	3.3	-0.5
Rank	2 of 9	2 of 9	3 of 9	5 of 9	6 of 9	1 of 9	4 of 9	4 of 9	5 of 9	6 of 9	7 of 9	8 of 9	7 of 9	7 of 9	6 of 9	3 of 9	4 of 9	4 of 9	9 of 9	2 of 9	7 of 9	8 of 9	2 of 9	2 of 9	9 of 9	3 of 9	5 of 9

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Tab 5 - Response Report

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016

This Year

Jun 7th - First Day of Ramadan
 Jun 19th - Father's Day

June 2016 (This Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

June 2015 (Last Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Last Year

Jun 18th - First Day of Ramadan
 Jun 21st - Father's Day

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
22515	Radisson Hotel & Conference Center Green Bay	Green Bay, WI	54313-5538	(920) 494-7300	353	198606
3801	Best Western Green Bay Inn Conference Center	Green Bay, WI	54304-4528	(920) 499-3161	145	196806
8054	Ramada Plaza Green Bay	Green Bay, WI	54304-5728	(920) 499-0631	145	197306
9554	Hyatt Regency Green Bay	Green Bay, WI	54301-5121	(920) 432-4555	241	198508
14996	Radisson Paper Valley Hotel	Appleton, WI	54911-5898	(920) 733-8000	388	198206
19478	Comfort Suites Green Bay	Green Bay, WI	54303-4627	(920) 499-7449	115	199106
20705	Holiday Inn Appleton	Appleton, WI	54914-3947	(920) 735-9955	226	198601
47364	The Tundra Lodge	Green Bay, WI	54304-3732	(920) 405-8700	162	200308
54202	Country Inn & Suites Green Bay East	Green Bay, WI	54311-8315	(920) 288-0101	106	200605
					1881	

2014												2015												2016											
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

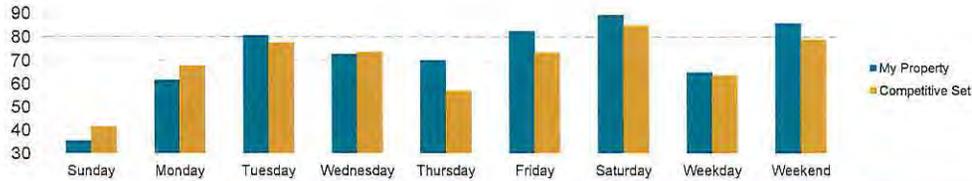
Data received:
 = Monthly Only
 = Monthly & Daily

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Tab 6 - Day of Week and Weekday/Weekend Report

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Airbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month Occupancy



Current Month ADR



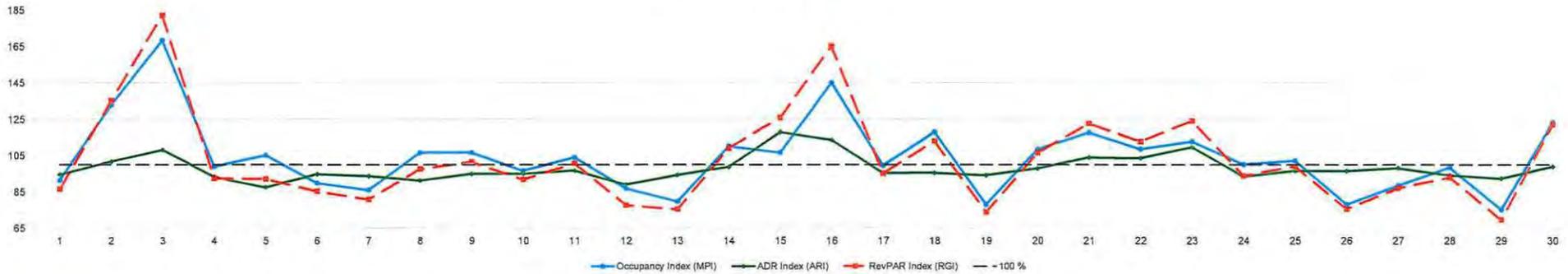
Day of Week	Time Period	Occupancy (%)			Average Daily Rate			RevPAR											
		My Property	Competitive Set	Index (MPI)	My Property	Competitive Set	Index (ARI)	My Property	Competitive Set	Index (RGI)									
Sunday	Current Month	35.4	-40.0	41.2	-25.1	85.8	-20.0	81.46	-18.8	88.91	-11.1	91.6	-8.6	28.82	-51.3	36.65	-33.4	78.6	-26.9
	Year To Date	35.6	-5.7	32.3	-8.1	110.2	2.6	96.15	-3.5	104.34	4.9	92.2	-8.0	34.23	-9.0	33.71	-3.6	101.5	-5.6
	Running 3 Month	35.8	-19.6	32.8	-19.0	109.1	-0.8	84.26	-9.3	89.97	-6.2	93.7	-3.2	30.16	-27.0	29.52	-24.0	102.2	-4.0
	Running 12 Month	45.6	2.6	39.0	-4.4	116.7	7.3	120.52	-4.1	130.03	3.7	92.7	-7.5	54.94	-1.6	50.77	-0.9	108.2	-0.7
Monday	Current Month	61.6	-13.3	67.5	2.3	91.2	-15.3	88.89	-4.4	92.35	-0.9	96.3	-3.5	54.74	-17.1	62.33	1.4	87.8	-18.2
	Year To Date	45.3	-3.4	49.6	-3.9	91.4	0.5	86.76	-1.2	92.57	2.6	93.7	-3.7	39.32	-4.5	45.92	-1.3	85.6	-3.2
	Running 3 Month	51.3	-6.8	54.2	-6.7	94.7	0.0	86.50	-4.5	92.52	0.7	93.5	-5.2	44.39	-11.0	50.16	-6.1	88.5	-5.2
	Running 12 Month	51.9	4.6	53.0	0.4	97.8	4.2	95.68	1.8	100.51	4.2	95.2	-2.3	49.64	6.4	53.30	4.6	93.1	1.8
Tuesday	Current Month	80.6	4.8	77.4	5.7	104.1	-0.8	95.28	5.1	96.87	1.9	98.4	3.2	76.84	10.2	75.02	7.7	102.4	2.3
	Year To Date	80.5	2.7	62.8	1.6	96.4	1.1	90.14	2.4	94.72	3.4	95.2	-0.9	54.56	5.2	59.48	5.0	91.7	0.2
	Running 3 Month	67.9	-0.1	67.4	-0.9	100.7	0.8	91.87	2.2	95.84	3.1	95.9	-0.9	62.33	2.1	64.59	2.2	96.5	-0.2
	Running 12 Month	64.9	8.4	63.3	2.6	102.5	5.7	92.06	2.2	96.70	4.0	95.2	-1.7	59.71	10.9	61.17	6.8	97.6	3.8
Wednesday	Current Month	72.6	-5.3	73.4	-4.9	98.9	-0.5	98.12	7.9	95.61	3.1	102.6	4.6	71.23	2.2	70.21	-1.9	101.5	4.1
	Year To Date	57.3	-4.3	64.4	2.9	88.9	-7.0	90.26	-0.2	95.22	3.2	94.8	-3.3	51.68	-4.5	61.31	6.3	84.3	-10.1
	Running 3 Month	65.0	-4.8	69.4	3.5	93.6	-8.0	92.38	2.3	96.47	3.4	95.8	-1.1	60.05	-2.7	66.99	7.0	89.7	-9.0
	Running 12 Month	63.3	0.2	65.3	3.2	97.0	-2.8	94.70	-1.7	99.66	4.9	95.0	-6.3	59.91	-1.5	65.04	8.2	92.1	-9.0
Thursday	Current Month	70.1	18.7	56.8	-10.5	123.5	32.7	98.03	2.4	92.99	1.0	105.4	1.3	68.73	21.5	52.81	-9.6	130.1	34.5
	Year To Date	56.4	12.3	54.4	2.5	103.7	9.6	90.93	-1.2	93.71	2.4	97.0	-3.5	51.24	10.9	50.94	4.9	100.6	5.8
	Running 3 Month	65.9	26.3	58.1	2.7	113.5	23.0	93.15	3.3	93.72	2.7	99.4	0.6	61.40	30.5	54.45	5.5	112.8	23.7
	Running 12 Month	60.2	6.5	56.8	5.0	105.9	1.5	100.99	6.3	102.24	4.8	98.8	1.4	60.74	13.2	58.08	10.0	104.6	2.9
Friday	Current Month	82.3	10.2	73.1	-8.3	112.6	20.3	107.14	-12.0	108.95	-5.5	98.3	-6.9	88.23	-3.0	79.68	-13.4	110.7	12.0
	Year To Date	73.1	7.0	64.3	1.6	113.8	5.3	101.10	-5.1	105.84	0.1	95.5	-5.2	73.91	1.6	68.01	1.7	108.7	-0.2
	Running 3 Month	79.7	14.8	69.3	0.3	115.1	14.5	101.77	-4.4	106.22	-0.1	95.8	-4.3	81.15	9.7	73.59	0.2	110.3	9.5
	Running 12 Month	73.9	5.7	63.8	3.9	115.8	1.7	103.98	0.0	110.01	2.0	94.5	-1.9	76.89	5.7	70.24	5.9	109.5	-0.2
Saturday	Current Month	89.3	-4.6	84.7	-6.4	105.5	2.0	109.93	-10.2	114.80	-6.4	95.8	-4.1	98.21	-14.3	97.19	-12.4	101.0	-2.2
	Year To Date	87.1	0.7	73.7	-2.7	118.1	3.5	114.92	-1.1	115.75	0.9	99.3	-1.9	100.11	-0.4	85.35	-1.9	117.3	1.5
	Running 3 Month	91.1	5.8	79.2	-2.5	115.0	8.5	110.19	-2.4	112.53	0.2	97.9	-2.6	100.36	3.3	89.12	-2.3	112.6	5.7
	Running 12 Month	86.5	1.1	75.7	0.2	114.3	0.9	125.00	2.6	128.25	3.5	97.5	-0.9	108.16	3.7	97.09	3.7	111.4	0.0
Weekday (Sun-Thu)	Current Month	64.7	-6.2	63.4	-5.6	102.0	-0.7	94.20	0.7	93.93	-0.5	100.3	1.2	60.97	-5.6	59.59	-6.1	102.3	0.5
	Year To Date	51.0	0.7	52.7	-0.1	96.8	0.9	90.58	-0.6	95.41	3.1	94.9	-3.6	46.21	0.2	50.27	3.0	91.9	-2.7
	Running 3 Month	57.2	-0.7	56.4	-2.9	101.4	2.2	90.36	-0.3	94.24	1.4	95.9	-1.7	51.67	-1.0	53.14	-1.5	97.2	0.5
	Running 12 Month	57.2	4.5	55.5	1.8	103.0	2.7	99.70	0.7	103.93	4.1	95.9	-3.2	57.01	5.3	57.70	5.9	98.8	-0.6
Weekend (Fri-Sat)	Current Month	85.8	2.0	78.9	-7.3	108.8	10.1	108.59	-11.1	112.09	-6.0	96.9	-5.4	93.22	-9.3	88.44	-12.8	105.4	4.1
	Year To Date	80.1	3.5	69.0	-0.8	116.1	4.3	108.61	-2.9	111.14	0.4	97.7	-3.4	87.01	0.4	76.68	-0.3	113.5	0.7
	Running 3 Month	85.4	9.8	74.2	-1.2	115.0	11.2	106.26	-3.4	109.58	0.0	97.0	-3.5	90.76	6.1	81.35	-1.2	111.6	7.3
	Running 12 Month	80.2	3.1	69.8	1.8	115.0	1.3	115.31	1.3	119.90	2.7	96.2	-1.4	92.52	4.5	83.66	4.6	110.6	-0.1
Total	Current Month	70.4	-3.7	67.6	-6.1	104.1	2.6	98.88	-3.4	99.59	-2.6	99.3	-0.8	69.57	-6.9	67.28	-8.6	103.4	1.8
	Year To Date	59.3	1.7	57.4	-0.4	103.4	2.1	97.54	-1.5	100.81	2.0	96.7	-3.5	57.86	0.2	57.82	1.6	100.1	-1.4
	Running 3 Month	65.2	3.0	61.5	-2.3	106.1	5.4	96.31	-1.2	99.53	1.0	96.8	-2.1	62.84	1.8	61.20	-1.4	102.7	3.2
	Running 12 Month	63.7	4.0	59.6	1.8	107.0	2.2	105.29	0.9	109.24	3.6	96.4	-2.6	67.10	4.9	65.08	5.4	103.1	-0.5

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Tab 7 - Daily Data for the Month

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Almbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Daily Competitive Set Data Excludes Subject Property

Daily Indexes for the Month of June



Occupancy (%)	June																														
	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	
My Property	44.5	52.7	98.6	74.5	31.7	51.3	56.9	73.7	69.1	72.5	92.9	46.2	62.3	97.7	99.7	100.0	71.4	93.5	28.6	73.7	95.8	91.8	78.2	87.8	97.5	35.4	59.8	73.1	54.4	51.6	
Competitive Set	48.6	39.7	58.6	75.3	30.2	57.1	68.2	69.0	64.8	75.1	89.4	53.1	78.1	88.8	93.4	88.8	71.7	79.2	36.6	67.8	81.3	84.4	69.2	67.6	95.3	45.3	67.4	74.1	72.2	41.8	
Index (MPI)	91.5	132.9	168.3	99.0	105.2	89.8	86.1	106.7	106.7	96.6	103.9	87.0	79.8	110.3	106.8	145.2	99.6	118.1	78.2	108.8	117.8	108.7	112.9	100.2	102.3	78.2	88.7	99.6	75.3	123.3	
% Chg																															
My Property	-31.1	8.6	108.4	-13.2	-65.6	-46.6	-42.6	-16.5	73.0	-7.9	-2.1	29.4	-18.2	3.0	44.9	61.2	-16.8	-6.5	-58.6	8.8	5.6	10.6	-8.9	1.0	3.9	-8.8	-7.9	80.4	69.9	16.7	
Competitive Set	-29.9	-32.4	-13.4	-5.3	-48.6	-11.3	-6.7	-2.4	13.3	2.8	-0.7	22.5	11.1	4.6	2.7	-2.1	-19.2	-18.7	-55.6	-19.8	-6.1	8.1	1.8	-2.8	-0.1	26.3	32.4	35.4	92.2	38.2	
Index (MPI)	-1.8	61.0	140.7	-8.4	-33.2	-39.8	-38.4	-16.5	52.8	-10.4	-1.4	5.6	-28.4	-1.5	41.0	64.7	3.0	15.0	-6.8	35.6	12.4	2.3	-10.5	-3.8	4.0	-27.7	-30.4	33.3	-11.6	-14.4	

ADR	June																														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
My Property	85.50	91.31	116.25	103.71	77.64	88.69	90.72	88.42	89.14	99.95	111.84	83.79	87.96	99.86	117.04	111.66	105.92	112.42	79.58	89.25	98.47	98.32	100.05	103.91	110.56	83.40	89.63	88.60	85.82	87.42	
Competitive Set	91.57	89.87	107.48	111.19	88.75	93.58	96.79	96.84	93.93	105.31	115.56	94.01	93.20	101.06	89.23	98.18	110.91	117.52	84.38	91.00	94.64	94.81	91.08	110.97	114.12	86.27	91.17	93.82	92.76	88.24	
Index (ARI)	94.5	101.6	108.2	93.3	87.5	94.8	93.7	91.3	94.9	94.9	96.6	89.1	94.4	98.8	118.0	113.7	95.5	95.7	94.3	98.1	104.1	103.7	109.8	93.6	96.9	96.7	98.3	94.4	92.5	99.1	
% Chg																															
My Property	1.4	3.4	17.6	-5.1	-22.5	-8.6	-2.2	-5.8	-3.6	-0.5	4.3	-3.5	-1.8	6.3	30.6	21.7	-32.4	-24.5	-24.6	-7.7	10.2	5.3	-4.3	-12.9	-9.4	-19.7	-2.9	-0.9	-5.2	-1.0	
Competitive Set	0.0	-3.9	4.5	5.7	-2.4	8.9	7.2	8.9	2.1	1.7	8.2	5.9	3.3	4.2	8.8	5.5	-17.7	-25.4	-24.7	-8.7	-4.3	-2.1	1.5	-3.6	-1.7	-14.1	-3.8	-1.9	8.9	-0.7	
Index (ARI)	1.4	7.7	12.6	-10.2	-20.6	-16.0	-8.8	-13.5	-5.6	-2.2	-3.6	-8.8	-4.9	2.0	22.3	15.3	-17.9	1.3	0.1	1.1	15.1	7.5	-5.7	-9.6	-7.8	-6.5	1.0	0.9	-11.3	-0.3	

RevPAR	June																														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
My Property	38.47	48.11	114.61	77.27	24.63	45.48	51.66	65.13	61.61	72.49	103.92	38.69	54.82	97.60	116.71	111.66	75.61	105.09	22.77	65.74	94.29	90.25	78.22	91.25	107.74	29.53	53.57	64.76	46.68	45.07	
Competitive Set	44.53	35.64	62.96	83.88	26.78	53.41	64.04	66.86	80.86	78.05	103.31	49.90	72.77	89.55	92.67	87.60	79.48	93.06	30.87	61.70	76.93	80.04	83.07	97.24	108.75	39.07	61.46	69.56	66.96	38.90	
Index (RGI)	86.4	135.0	182.0	92.3	92.0	85.2	80.7	97.4	101.2	91.7	100.8	77.5	75.3	109.0	125.9	165.2	95.1	112.9	73.8	106.5	122.6	112.8	124.0	93.8	99.1	75.6	87.2	93.1	69.7	122.1	
% Chg																															
My Property	-30.2	12.5	145.1	-17.6	-73.4	-51.2	-43.8	-23.2	66.8	-8.4	2.1	24.9	-19.7	9.4	89.2	96.1	-43.8	-29.4	-68.8	0.4	16.4	16.5	-12.8	-12.0	-5.8	-26.7	-10.5	78.7	61.1	15.5	
Competitive Set	-29.9	-35.1	-9.5	0.1	-48.8	-3.4	0.0	8.3	15.7	4.5	7.4	29.7	14.7	8.9	8.7	3.3	-33.5	-39.4	-66.6	-26.7	-10.1	5.9	3.3	-6.3	-1.8	8.4	27.3	32.8	105.4	35.3	
Index (RGI)	-0.4	73.3	171.0	-17.7	-46.9	-49.5	-43.8	-27.7	44.2	-12.4	-4.9	-3.7	-30.0	0.5	72.4	89.9	-15.5	16.4	-6.6	37.1	29.5	10.0	-15.7	-6.1	-4.1	-32.4	-29.7	34.5	-21.6	-14.6	

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Tab 8 - Segmentation at a Glance - My Property vs. Competitive Set

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

June 2016

	Transient			Group			Contract			Total		
			% Chg			% Chg			% Chg			% Chg
Occupancy (%)	My Property	35.5	-4.9	My Property	34.9	-2.5	My Property	0.0	0.0	My Property	70.4	-3.7
	Comp set			Comp set			Comp set			Comp set	67.6	-6.1
	Index (MPI)			Index (MPI)			Index (MPI)			Index (MPI)	104.1	2.6
ADR	My Property	99.14	-6.9	My Property	98.63	0.6	My Property	0.00	0.0	My Property	98.88	-3.4
	Comp set			Comp set			Comp set			Comp set	99.59	-2.6
	Index (ARI)			Index (ARI)			Index (ARI)			Index (ARI)	99.3	-0.8
RevPAR	My Property	35.15	-11.4	My Property	34.43	-1.8	My Property	0.00	0.0	My Property	69.57	-6.9
	Comp set			Comp set			Comp set			Comp set	67.28	-8.6
	Index (RGI)			Index (RGI)			Index (RGI)			Index (RGI)	103.4	1.8

Year To Date

	Transient			Group			Contract			Total		
			% Chg			% Chg			% Chg			% Chg
Occupancy (%)	My Property	37.0	-1.1	My Property	22.4	6.6	My Property	0.0	0.0	My Property	59.3	1.7
	Comp set			Comp set			Comp set			Comp set	57.4	-0.4
	Index (MPI)			Index (MPI)			Index (MPI)			Index (MPI)	103.4	2.1
ADR	My Property	97.82	-1.9	My Property	97.06	-0.8	My Property	0.00	0.0	My Property	97.54	-1.5
	Comp set			Comp set			Comp set			Comp set	100.81	2.0
	Index (ARI)			Index (ARI)			Index (ARI)			Index (ARI)	96.7	-3.5
RevPAR	My Property	36.16	-2.9	My Property	21.71	5.7	My Property	0.00	0.0	My Property	57.86	0.2
	Comp set			Comp set			Comp set			Comp set	57.82	1.6
	Index (RGI)			Index (RGI)			Index (RGI)			Index (RGI)	100.1	-1.4

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Tab 9 - Segmentation Occupancy Analysis

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month	Occupancy (%)												Percent Change (%)												
	Transient			Group			Contract			Total			Transient			Group			Contract			Total			
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	
2015	Jan	30.8	22.1	25.6	16.1	17.8	12.8	0.0	6.8	2.5	46.9	46.7	40.9	1.8	10.5	5.4	72.0	-11.2	13.0	0.0	123.3	54.3	18.5	8.4	9.8
	Feb	41.0	25.9	29.9	13.6	20.0	13.5	0.0	5.7	2.3	54.7	51.6	45.6	6.3	-7.3	-0.3	20.5	-9.6	-4.2	-100.0	28.8	14.3	9.5	-5.3	-0.8
	Mar	38.9	26.8	28.1	19.4	25.5	15.7	0.0	5.7	2.1	58.3	58.1	45.9	-5.0	-3.6	-11.5	72.1	-0.9	9.0	0.0	70.9	56.9	11.7	2.0	-3.4
	Apr	38.1	27.4	27.7	22.3	24.8	15.8	0.0	6.5	2.6	60.4	58.7	46.1	14.1	11.8	3.9	-29.8	-21.5	-11.8	0.0	47.1	46.0	-7.3	-3.0	-0.6
	May	36.5	26.3	30.8	18.3	27.6	17.8	0.0	4.3	2.2	56.8	58.3	50.8	8.8	7.6	2.2	2.4	14.6	8.7	0.0	-12.9	-31.3	6.6	8.9	2.1
	Jun	37.3		40.3	35.8		22.3	0.0		1.9	73.1	72.0	64.5	-4.3		8.5	158.9		8.8	0.0		-48.3	38.5	19.0	5.2
	Jul	41.2		48.1	39.6		23.6	0.0		1.2	80.8	71.7	72.8	-9.9		4.7	51.5		8.5	0.0		-42.3	12.4	10.3	4.5
	Aug	49.5		48.7	26.0		18.2	0.0		1.2	75.5	71.0	68.1	3.9		6.6	4.5		-13.8	0.0		-60.9	4.1	1.3	-2.5
	Sep	42.9		36.7	38.1		26.2	0.0		0.8	81.0	65.0	63.7	26.3		0.2	25.8		14.8	0.0		-63.9	26.1	11.4	3.4
	Oct	39.0		37.4	36.5		21.8	0.0		0.7	75.5	66.4	59.9	-4.1		7.2	7.1		-1.6	0.0		-69.5	1.0	5.2	0.9
	Nov	35.5		31.1	18.1		11.6	0.0		1.0	53.6	50.8	43.7	7.7		13.2	-23.3		-22.2	0.0		-58.5	-5.3	-9.0	-2.5
	Dec	30.1		27.8	12.0		10.0	0.0		1.0	42.1	45.4	38.7	-1.0		3.6	-15.8		-4.4	0.0		-51.5	-5.7	2.3	-1.3
2016	Jan	32.4		26.9	15.6		11.9	0.0		0.7	48.0	46.2	39.5	5.3		5.1	-3.4		-7.3	0.0		-72.5	2.3	-1.1	-3.5
	Feb	39.7		29.1	17.5		15.8	0.0		0.9	57.2	57.6	45.8	-3.2		-2.6	28.4		17.7	0.0		-60.1	4.7	11.6	0.4
	Mar	38.0		31.7	17.2		12.1	0.0		0.7	55.2	56.2	44.5	-2.3		12.9	-11.5		-23.3	0.0		-65.7	-5.4	-3.4	-3.1
	Apr	37.0		31.7	27.1		15.3	0.0		1.4	64.0	58.3	48.4	-3.0		14.2	21.3		-3.0	0.0		-44.4	6.0	-0.7	5.1
	May	39.3		32.4	22.1		18.6	0.0		1.0	61.5	58.7	52.0	2.3		5.2	20.7		4.5	0.0		-56.8	8.2	0.7	2.3
	Jun	35.5		38.2	34.9		24.2	0.0		1.1	70.4	67.6	63.5	-4.9		-5.3	-2.5		8.7	0.0		-41.9	-3.7	-6.1	-1.5

Year To Date												
2014	36.2	25.7	30.0	15.9	24.8	15.8	0.0	4.3	2.3	52.1	54.8	48.1
2015	37.4	27.9	30.4	21.0	24.1	16.4	0.0	5.6	2.2	58.3	57.6	49.1
2016	37.0		31.7	22.4		16.4	0.0		1.0	59.3	57.4	49.1

10.7		-0.8	-25.1		2.5	-99.9		128.6		-6.4	8.6	3.1
3.2	8.7	1.4	31.7	-3.0	3.8	-100.0	30.1	-1.0	11.9	5.1	2.1	
-1.1		4.3	6.6		0.0	0.0		-57.2	1.7	-0.4	0.0	

Running 3 Month												
2014	35.9	26.3	31.4	21.1	26.9	18.3	0.0	5.0	2.9	57.0	58.1	52.5
2015	37.9	30.9	33.0	25.4	27.0	18.7	0.0	5.0	2.2	63.4	62.9	53.9
2016	37.3		34.1	28.0		19.5	0.0		1.1	65.2	61.5	54.7

10.0		-6.6	-18.0		12.2	-100.0		100.1		-4.6	4.6	2.3
5.7	17.8	5.2	20.2	0.2	2.2	0.0	1.6	-23.2	11.1	8.3	2.6	
-1.8		3.4	10.1		4.3	0.0		-48.0	3.0	-2.3	1.6	

Running 12 Month												
2014	37.1	28.6	33.1	18.6	24.0	16.7	0.0	3.0	1.7	55.6	55.6	51.5
2015	38.0	30.1	33.5	23.3	23.4	17.7	0.0	5.0	2.3	61.3	58.5	53.4
2016	38.3		35.1	25.4		17.5	0.0		1.0	63.7	59.6	53.7

14.2		4.0	-18.1		-4.9	-100.0		37.2		-4.3	5.8	1.8
2.5	5.4	1.0	25.3	-2.6	6.2	-100.0	67.7	32.0	10.1	5.3	3.7	
0.9		5.0	9.1		-0.8	0.0		-57.8	4.0	1.8	0.4	

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Tab 10 - Segmentation ADR Analysis

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month	Average Daily Rate												Percent Change (%)												
	Transient			Group			Contract			Total			Transient			Group			Contract			Total			
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	
2015	Jan	101.48	124.52	87.80	115.42	92.14	77.33	0.00	61.40	50.60	106.27	102.94	82.27	10.4	23.9	12.5	-4.2	-0.8	-2.5	0.0	19.6	14.8	7.7	10.2	6.9
	Feb	99.44	107.01	87.29	92.75	89.00	73.91	0.00	59.86	51.99	97.77	94.83	81.55	3.8	2.5	5.6	-0.6	7.4	3.7	-100.0	14.9	14.1	2.7	3.8	5.2
	Mar	99.55	111.99	86.41	98.91	95.46	76.31	0.00	58.24	48.91	99.33	99.42	81.25	5.5	2.2	6.8	11.9	5.0	5.6	0.0	13.8	14.4	6.7	1.8	5.2
	Apr	95.53	106.67	84.16	92.32	94.64	75.68	0.00	58.91	50.47	94.34	96.34	79.38	-4.3	-0.4	5.4	3.9	4.1	4.1	0.0	5.6	7.1	-0.1	1.5	4.6
	May	96.25	108.60	86.07	91.00	90.80	78.45	0.00	58.02	52.24	94.55	96.41	81.92	5.5	3.3	7.0	-4.9	2.3	3.9	0.0	5.8	5.2	2.0	3.5	6.6
	Jun	106.48		93.90	97.99		83.96	0.00		60.33	102.32	102.21	89.50	21.3		8.3	7.4		3.8	0.0		11.7	15.3	10.2	8.0
	Jul	119.86		105.49	92.77		90.30	0.00		62.84	106.58	119.89	99.90	21.2		9.5	4.7		-0.1	0.0		22.4	12.0	9.6	7.2
	Aug	109.07		96.55	97.14		83.56	0.00		59.46	104.97	108.03	92.43	10.2		1.9	-7.4		-5.4	0.0		6.0	4.0	1.4	1.5
	Sep	108.48		94.66	115.85		94.53	0.00		56.03	111.94	122.23	94.13	9.6		7.0	10.9		12.8	0.0		-7.6	10.2	17.3	9.8
	Oct	120.31		95.07	112.59		89.41	0.00		56.51	116.58	115.17	92.56	13.7		7.7	-1.1		2.7	0.0		-1.5	6.5	3.9	6.9
	Nov	110.97		90.17	133.77		88.16	0.00		52.01	118.68	124.18	88.77	-13.3		-0.8	-4.7		3.7	0.0		0.6	-10.9	-2.6	2.2
	Dec	110.04		87.32	139.21		85.40	0.00		51.71	118.37	113.70	85.93	-8.3		3.4	1.8		-0.8	0.0		5.8	-5.6	-1.8	3.4
2016	Jan	101.14		89.86	112.82		85.94	0.00		60.03	104.93	109.00	88.16	-0.3		2.3	-2.3		11.1	0.0		18.6	-1.3	5.9	7.2
	Feb	98.07		90.28	94.55		78.09	0.00		59.06	96.99	97.72	85.44	-1.4		3.4	1.9		5.7	0.0		13.6	-0.8	3.1	4.8
	Mar	96.71		87.68	94.07		73.56	0.00		73.30	95.89	101.08	83.61	-2.8		1.5	-4.9		-3.6	0.0		49.9	-3.5	1.7	2.9
	Apr	98.37		87.31	92.20		77.61	0.00		56.38	95.76	98.98	83.33	3.0		3.7	-0.1		2.5	0.0		11.7	1.5	2.7	5.0
	May	94.30		84.77	93.50		86.35	0.00		59.72	94.01	99.99	84.87	-2.0		-1.5	2.8		10.1	0.0		14.3	-0.6	3.7	3.6
	Jun	99.14		93.69	98.63		87.63	0.00		61.22	98.88	99.59	90.83	-6.9		-0.2	0.6		4.4	0.0		1.5	-3.4	-2.6	1.5

Year To Date												
2014	93.39	105.40	81.76	94.15	89.06	75.56	69.00	53.91	48.60	93.62	93.98	78.16
2015	99.69	110.55	88.03	97.86	94.12	78.23	0.00	60.14	52.19	99.03	98.81	83.11
2016	97.82		89.01	97.06		82.49	0.00		60.82	97.54	100.81	86.28

-6.1		2.9	6.4		8.7	2.2		-6.7	-0.7	0.1	3.4
6.7	4.9	7.7	3.9	5.7	3.5	-100.0	11.6	7.4	5.8	5.1	6.3
-1.9		1.1	-0.8		5.4	0.0		16.5	-1.5	2.0	3.8

Running 3 Month												
2014	92.64	105.51	82.76	91.36	89.05	76.63	0.00	55.57	50.97	92.16	93.62	78.88
2015	99.32	107.64	88.75	94.63	95.31	79.89	0.00	60.39	53.86	97.44	98.58	84.25
2016	97.15		88.88	95.20		84.68	0.00		58.87	96.31	99.53	86.76

-9.2		5.5	7.3		3.8	-100.0		-3.5	-1.8	0.9	3.4
7.2	2.0	7.2	3.6	7.0	4.3	0.0	8.7	5.7	5.7	5.3	6.8
-2.2		0.2	0.6		6.0	0.0		9.3	-1.2	1.0	3.0

Running 12 Month												
2014	100.83	112.80	84.57	104.41	94.83	79.08	69.00	54.22	48.99	102.02	101.87	81.60
2015	103.43	116.87	89.82	105.88	100.30	82.97	0.00	61.37	53.41	104.36	105.47	86.00
2016	105.78		92.89	104.54		86.19	0.00		58.80	105.29	109.24	90.08

-4.5		1.0	11.6		9.4	-2.2		-6.8	2.9	1.0	3.3
2.6	3.6	6.2	1.4	5.8	4.9	-100.0	13.2	9.0	2.3	3.5	5.4
2.3		3.4	-1.3		3.9	0.0		10.1	0.9	3.6	4.8

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Tab 11 - Segmentation RevPAR Analysis

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5536 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month	RevPAR												Percent Change (%)											
	Transient			Group			Contract			Total			Transient			Group			Contract			Total		
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market
2015 Jan	31.24	27.49	22.50	18.63	16.42	9.93	0.00	4.19	1.25	49.87	48.10	33.68	12.4	37.0	18.6	64.7	-11.9	10.1	0.0	166.9	77.2	27.5	19.4	17.4
Feb	40.81	27.75	26.07	12.64	17.76	9.94	0.00	3.42	1.21	53.45	48.92	37.22	10.3	-4.9	5.3	19.8	-2.9	-0.6	-100.0	48.0	30.4	12.4	-1.7	4.3
Mar	38.73	30.06	24.25	19.22	24.37	12.02	0.00	3.35	1.01	57.96	57.77	37.28	0.2	-1.4	-5.5	92.6	4.0	15.0	0.0	94.5	79.6	19.2	3.8	1.7
Apr	36.39	29.27	23.34	20.62	23.45	11.97	0.00	3.80	1.29	57.01	56.52	36.59	9.2	11.3	9.5	-27.1	-18.3	-8.3	0.0	55.3	56.4	-7.5	-1.6	4.0
May	37.01	28.61	26.50	16.70	25.10	13.98	0.00	2.51	1.16	53.71	56.22	41.64	14.8	11.1	9.3	-2.6	17.3	13.0	0.0	-7.8	-27.8	8.7	12.7	8.9
Jun	39.69		37.89	35.07		18.71	0.00		1.13	74.76	73.58	57.73	16.1		17.5	178.0		12.9	0.0	-42.3	59.7	31.1	13.7	
Jul	49.40		50.77	36.75		21.27	0.00		0.73	86.15	86.02	72.77	9.1		14.6	58.6		8.4	0.0	-29.3	25.9	20.9	12.0	
Aug	54.01		47.02	25.22		15.22	0.00		0.70	79.23	76.73	62.94	14.5		8.6	-3.2		-18.4	0.0	-58.6	8.2	2.8	-1.1	
Sep	46.59		34.76	44.12		24.75	0.00		0.44	90.70	79.42	59.95	38.4		7.3	39.5		29.5	0.0	-66.6	39.0	30.7	13.5	
Oct	46.93		35.54	41.10		19.50	0.00		0.39	88.03	76.43	55.44	9.0		15.5	6.0		1.0	0.0	-70.0	7.6	9.3	7.9	
Nov	39.41		28.03	24.26		10.25	0.00		0.52	63.66	63.06	38.80	-6.7		12.2	-26.9		-19.3	0.0	-58.2	-15.6	-11.4	-0.3	
Dec	33.12		24.24	16.76		8.52	0.00		0.50	49.88	51.60	33.26	-9.2		7.1	-14.3		-5.1	0.0	-48.6	-11.0	0.5	2.1	
2016 Jan	32.78		24.21	17.59		10.23	0.00		0.41	50.37	50.35	34.84	4.9		7.6	-5.6		3.0	0.0	-67.4	1.0	4.7	3.5	
Feb	38.97		26.25	16.55		12.37	0.00		0.55	55.52	56.26	39.17	-4.5		0.7	30.9		24.4	0.0	-54.7	3.9	15.0	5.2	
Mar	36.78		27.78	16.18		8.88	0.00		0.52	52.95	56.77	37.18	-5.1		14.5	-15.9		-26.1	0.0	-48.6	-8.6	-1.7	-0.3	
Apr	36.35		27.65	24.97		11.91	0.00		0.80	61.32	57.68	40.36	-0.1		18.5	21.1		-0.5	0.0	-37.9	7.6	2.0	10.3	
May	37.08		27.46	20.70		16.08	0.00		0.57	57.78	58.73	44.11	0.2		3.6	24.0		15.0	0.0	-50.6	7.6	4.5	5.9	
Jun	35.15		35.80	34.43		21.24	0.00		0.66	69.57	67.28	57.70	-11.4		-5.5	-1.8		13.5	0.0	-41.0	-6.9	-8.6	0.0	

Year To Date												
2014	33.82	27.11	24.54	14.99	22.08	11.94	0.00	2.31	1.10	48.81	51.50	37.59
2015	37.25	30.90	26.80	20.53	22.65	12.83	0.00	3.35	1.17	57.77	56.90	40.80
2016	36.16		28.25	21.71		13.53	0.00		0.59	57.86	57.82	42.36

3.9		2.1	-20.3		11.4	-99.9		113.4	-7.0	8.7	6.6
10.1	14.0	9.2	36.9	2.6	7.4	-100.0	45.2	6.3	18.4	10.5	8.5
-2.9		5.4	5.7		5.4	0.0		-50.1	0.2	1.6	3.8

Running 3 Month												
2014	33.25	27.71	25.96	19.32	23.96	13.99	0.00	2.76	1.47	52.57	54.43	41.42
2015	37.69	33.31	29.28	24.05	25.69	14.91	0.00	3.04	1.19	61.73	62.04	45.37
2016	36.20		30.32	26.63		16.47	0.00		0.68	62.84	61.20	47.47

-0.2		-1.5	-12.0		16.4	-100.0		93.1	-6.3	5.5	5.9
13.3	20.2	12.8	24.4	7.2	6.6	0.0	10.4	-18.9	17.4	14.0	9.6
-3.9		3.6	10.8		10.5	0.0		-43.2	1.8	-1.4	4.6

Running 12 Month												
2014	37.38	32.23	28.02	19.39	22.77	13.17	0.00	1.63	0.85	56.77	56.63	42.04
2015	39.31	35.20	30.06	24.64	23.46	14.68	0.00	3.09	1.22	63.95	61.74	45.96
2016	40.56		32.64	26.54		15.12	0.00		0.57	67.10	65.08	48.33

9.0		5.1	-8.6		4.1	-100.0		27.9	-1.5	6.8	5.1
5.2	9.2	7.3	27.1	3.0	11.5	-100.0	89.8	43.9	12.7	9.0	9.3
3.2		8.6	7.7		3.0	0.0		-53.5	4.9	5.4	5.2

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Tab 13 - Segmentation Ranking Analysis

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month	Ranking												Percent Change (%)											
	Transient			Group			Contract			Total			Transient			Group			Contract			Total		
	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR
2015	Jan	1 of 4	4 of 4	3 of 4	2 of 4	2 of 4	2 of 4					4 of 9	4 of 9	4 of 9	4 of 4	3 of 4	4 of 4	1 of 4	2 of 4	1 of 4	2 of 9	6 of 9	2 of 9	
	Feb	1 of 4	3 of 4	2 of 4	3 of 4	4 of 4	3 of 4					4 of 9	2 of 9	5 of 9	1 of 4	1 of 4	1 of 4	2 of 4	3 of 4	2 of 4	2 of 9	5 of 9	2 of 9	
	Mar	2 of 4	3 of 4	2 of 4	4 of 4	3 of 4	4 of 4					5 of 9	3 of 9	4 of 9	2 of 4	2 of 4	2 of 4	1 of 4	2 of 4	1 of 4	3 of 9	3 of 9	3 of 9	
	Apr	1 of 4	3 of 4	2 of 4	3 of 4	4 of 4	4 of 4					4 of 9	3 of 9	6 of 9	3 of 4	3 of 4	3 of 4	2 of 4	3 of 4	3 of 4	6 of 9	6 of 9	5 of 9	
	May	1 of 4	4 of 4	1 of 4	4 of 4	4 of 4	4 of 4					5 of 9	5 of 9	5 of 9	3 of 4	1 of 4	2 of 4	2 of 4	4 of 4	4 of 4	4 of 9	5 of 9	6 of 9	
	Jun											5 of 9	5 of 9	6 of 9							1 of 9	3 of 9	1 of 9	
	Jul											2 of 9	5 of 9	5 of 9							5 of 9	5 of 9	4 of 9	
	Aug											3 of 9	5 of 9	4 of 9							4 of 9	6 of 9	4 of 9	
	Sep											1 of 9	6 of 9	4 of 9							3 of 9	7 of 9	5 of 9	
	Oct											2 of 9	4 of 9	2 of 9							5 of 9	5 of 9	6 of 9	
	Nov											4 of 9	5 of 9	5 of 9							4 of 9	9 of 9	7 of 9	
	Dec											6 of 9	3 of 9	5 of 9							7 of 9	6 of 9	8 of 9	
2016	Jan											4 of 9	4 of 9	5 of 9							6 of 9	7 of 9	7 of 9	
	Feb											6 of 9	3 of 9	6 of 9							6 of 9	7 of 9	7 of 9	
	Mar											6 of 9	4 of 9	6 of 9							7 of 9	5 of 9	6 of 9	
	Apr											5 of 9	4 of 9	6 of 9							4 of 9	6 of 9	3 of 9	
	May											4 of 9	5 of 9	5 of 9							3 of 9	7 of 9	4 of 9	
	Jun											5 of 9	4 of 9	6 of 9							5 of 9	5 of 9	4 of 9	

Year To Date																							
2014	1 of 4	4 of 4	2 of 4	4 of 4	4 of 4	4 of 4	3 of 4	1 of 4	3 of 4	7 of 9	4 of 9	6 of 9								9 of 9	7 of 9	9 of 9	
2015	1 of 4	4 of 4	2 of 4	3 of 4	4 of 4	3 of 4				4 of 9	4 of 9	6 of 9	3 of 4	2 of 4	2 of 4	1 of 4	2 of 4	1 of 4		3 of 9	4 of 9	2 of 9	
2016										5 of 9	5 of 9	6 of 9								5 of 9	5 of 9	7 of 9	

Running 3 Month																							
2014	1 of 4	4 of 4	2 of 4	4 of 4	4 of 4	4 of 4				6 of 9	4 of 9	7 of 9								8 of 9	8 of 9	9 of 9	
2015	1 of 4	4 of 4	2 of 4	3 of 4	4 of 4	3 of 4				5 of 9	5 of 9	6 of 9	3 of 4	1 of 4	2 of 4	1 of 4	4 of 4	1 of 4		3 of 9	3 of 9	2 of 9	
2016										5 of 9	5 of 9	6 of 9								3 of 9	6 of 9	2 of 9	

Running 12 Month																							
2014	1 of 4	4 of 4	2 of 4	4 of 4	2 of 4	4 of 4	3 of 4	1 of 4	3 of 4	6 of 9	5 of 9	4 of 9								9 of 9	3 of 9	9 of 9	
2015	1 of 4	4 of 4	3 of 4	3 of 4	3 of 4	3 of 4				4 of 9	5 of 9	6 of 9	3 of 4	4 of 4	4 of 4	1 of 4	4 of 4	1 of 4		3 of 9	7 of 9	3 of 9	
2016										4 of 9	6 of 9	5 of 9								3 of 9	7 of 9	5 of 9	

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Tab 14 - Segmentation Day Of Week - Current Month

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Market: Wisconsin North

	Current Month												Percent Change (%)													
	Transient			Group			Contract			Total			Transient			Group			Contract			Total				
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market		
Occupancy (%)																										
Sunday	23.4	28.3	12.0	9.3	0.0	1.6	35.4	41.2	39.1	-12.4	13.5	-62.8	-39.7	0.0	24.4	-40.0	-25.1	-5.8								
Monday	30.7	41.0	30.9	20.3	0.0	1.6	61.6	67.5	62.9	-17.8	1.0	-8.3	7.2	0.0	34.3	-13.3	2.3	3.5								
Tuesday	35.9	40.1	44.8	26.9	0.0	1.7	80.6	77.4	68.7	-11.2	-5.0	22.6	16.3	0.0	56.7	4.8	5.7	3.4								
Wednesday	33.2	37.3	39.4	25.5	0.0	1.6	72.6	73.4	64.4	-30.3	-17.2	35.7	22.0	0.0	55.6	-5.3	-4.9	-3.8								
Thursday	27.3	31.1	42.8	25.2	0.0	1.2	70.1	56.8	57.5	-25.9	-22.8	93.0	35.6	0.0	-4.1	18.7	-10.5	-4.4								
Weekday	30.1	35.4	34.6	21.8	0.0	1.5	64.7	63.4	58.7	-20.5	-8.8	11.2	11.5	0.0	31.1	-6.2	-5.6	-1.4								
Friday	30.9	37.7	51.4	33.0	0.0	1.1	82.3	73.1	71.8	-0.3	-4.7	17.7	1.9	0.0	-12.3	10.2	-8.3	-1.9								
Saturday	37.8	41.9	51.6	38.9	0.0	0.9	89.3	84.7	81.7	-5.9	-4.0	-3.6	2.3	0.0	-33.1	-4.6	-6.4	-1.6								
Weekend	34.4	39.8	51.5	36.0	0.0	1.0	85.8	78.9	76.8	-3.4	-4.4	6.0	2.1	0.0	-23.2	2.0	-7.3	-1.7								
Total	35.5	38.2	34.9	24.2	0.0	1.1	70.4	67.6	63.5	-4.9	-5.3	-2.5	8.7	0.0	-41.9	-3.7	-6.1	-1.5								
ADR																										
Sunday	80.10	83.48	84.10	82.01	0.00	65.24	81.46	88.91	82.39	-22.5	0.2	-13.9	-6.6	0.0	5.9	-18.8	-11.1	-2.3								
Monday	88.73	87.17	89.05	84.97	0.00	66.28	88.89	92.35	85.93	-5.9	3.6	-2.6	4.3	0.0	10.4	-4.4	-0.9	3.8								
Tuesday	100.08	89.13	91.44	85.52	0.00	66.91	95.28	96.87	87.18	5.9	3.1	5.8	6.7	0.0	11.2	5.1	1.9	4.0								
Wednesday	97.13	88.41	98.95	85.72	0.00	66.00	98.12	95.61	86.79	3.3	1.4	15.3	8.2	0.0	7.2	7.9	3.1	3.0								
Thursday	96.21	85.22	99.19	85.43	0.00	65.26	98.03	92.99	84.90	-2.0	-1.4	8.1	9.4	0.0	10.1	2.4	1.0	2.0								
Weekday	93.62	86.94	94.71	85.18	0.00	65.96	94.20	93.93	85.75	-2.6	1.5	4.8	5.2	0.0	9.1	0.7	-0.5	2.5								
Friday	121.92	108.86	98.25	90.44	0.00	62.17	107.14	108.95	99.70	-6.8	0.3	-14.8	-0.3	0.0	8.6	-12.0	-5.5	-0.1								
Saturday	125.27	113.88	98.69	92.38	0.00	63.83	109.93	114.80	103.09	-13.0	-1.5	-7.2	1.4	0.0	2.8	-10.2	-6.4	-0.4								
Weekend	123.76	111.50	98.47	91.49	0.00	62.93	108.59	112.09	101.51	-10.4	-0.7	-10.8	0.6	0.0	5.3	-11.1	-6.0	-0.3								
Total	99.14	93.69	98.63	87.63	0.00	61.22	98.88	99.59	90.83	-6.9	-0.2	0.6	4.4	0.0	1.5	-3.4	-2.6	1.5								
RevPAR																										
Sunday	18.72	23.62	10.10	7.59	0.00	1.03	28.82	36.65	32.24	-32.2	13.7	-68.0	-43.7	0.0	31.7	-51.3	-33.4	-8.0								
Monday	27.26	35.71	27.48	17.27	0.00	1.05	54.74	62.33	54.02	-22.7	4.6	-10.7	11.7	0.0	48.3	-17.1	1.4	7.4								
Tuesday	35.91	35.74	40.94	23.02	0.00	1.11	76.84	75.02	59.87	-5.9	-2.1	29.6	24.1	0.0	74.2	10.2	7.7	7.5								
Wednesday	32.27	32.94	38.97	21.86	0.00	1.06	71.23	70.21	55.86	-28.0	-16.0	56.4	32.0	0.0	66.9	2.2	-1.9	-1.0								
Thursday	26.31	26.50	42.42	21.50	0.00	0.78	68.73	52.81	48.78	-27.3	-23.8	108.6	48.4	0.0	5.6	21.5	-9.6	-2.5								
Weekday	28.20	30.79	32.77	18.56	0.00	1.00	60.97	59.59	50.35	-22.6	-7.5	16.5	17.3	0.0	43.0	-5.6	-6.1	1.1								
Friday	37.71	41.08	50.51	29.87	0.00	0.66	88.23	79.68	71.60	-7.0	-4.4	0.2	1.6	0.0	-4.7	-3.0	-13.4	-2.0								
Saturday	47.33	47.72	50.88	35.97	0.00	0.57	98.21	97.19	84.26	-18.1	-5.5	-10.5	3.7	0.0	-31.2	-14.3	-12.4	-2.0								
Weekend	42.52	44.40	50.70	32.92	0.00	0.61	93.22	88.44	77.93	-13.5	-5.0	-5.4	2.8	0.0	-19.2	-9.3	-12.8	-2.0								
Total	35.15	35.80	34.43	21.24	0.00	0.66	69.57	67.28	57.70	-11.4	-5.5	-1.8	13.5	0.0	-41.0	-6.9	-8.6	0.0								

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Tab 15 - Segmentation Day Of Week - Year to Date

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Market: Wisconsin North

	Year To Date												Percent Change (%)														
	Transient			Group			Contract			Total			Transient			Group			Contract			Total					
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market			
Occupancy (%)																											
Sunday	25.6	21.3	10.0	6.2	0.0	1.2	35.6	32.3	28.7	2.3	10.6	-21.3	-17.5	0.0	-43.9	-5.7	-8.1	-0.7	-7.5	9.5	5.9	-12.0	0.0	-49.2	-3.4	-3.9	0.1
Monday	30.1	33.6	15.2	11.8	0.0	1.3	45.3	49.6	46.7	-7.7	4.6	25.5	-2.0	0.0	-46.2	2.7	1.6	0.2	-7.7	4.6	25.5	-2.0	0.0	-46.2	2.7	1.6	0.2
Tuesday	37.4	36.4	23.1	16.5	0.0	1.3	60.5	62.8	54.2	-12.4	0.6	15.4	5.6	0.0	-51.2	-4.3	2.9	-0.1	-12.4	0.6	15.4	5.6	0.0	-51.2	-4.3	2.9	-0.1
Wednesday	37.2	34.2	20.1	18.1	0.0	1.2	57.3	64.4	53.4	0.0	1.2	39.2	5.3	0.0	-51.9	12.3	2.5	0.0	0.0	1.2	39.2	5.3	0.0	-51.9	12.3	2.5	0.0
Thursday	34.4	28.3	21.9	16.0	0.0	1.1	56.4	54.4	45.5	-5.7	5.0	14.9	-2.0	0.0	-48.5	0.7	-0.1	0.1	0.0	5.0	14.9	-2.0	0.0	-48.5	0.7	-0.1	0.1
Weekday	32.9	30.8	18.1	13.7	0.0	1.2	51.0	52.7	45.7	9.2	8.7	4.0	-6.9	0.0	-47.7	7.0	1.6	0.2	9.2	8.7	4.0	-6.9	0.0	-47.7	7.0	1.6	0.2
Friday	42.5	31.5	30.6	21.5	0.0	0.9	73.1	64.3	53.9	-2.6	5.9	4.8	-5.9	0.0	-46.3	0.7	-2.7	-0.2	-2.6	5.9	4.8	-5.9	0.0	-46.3	0.7	-2.7	-0.2
Saturday	46.9	37.2	40.2	23.3	0.0	0.8	87.1	73.7	61.4	2.7	7.2	4.5	-6.4	0.0	-47.0	3.5	-0.8	0.0	2.7	7.2	4.5	-6.4	0.0	-47.0	3.5	-0.8	0.0
Weekend	44.7	34.4	35.4	22.4	0.0	0.9	80.1	69.0	57.6	-1.1	4.3	6.6	0.0	0.0	-57.2	1.7	-0.4	0.0	2.7	7.2	4.5	-6.4	0.0	-47.0	3.5	-0.8	0.0
Total	37.0	31.7	22.4	16.4	0.0	1.0	59.3	57.4	49.1	-1.1	4.3	6.6	0.0	0.0	-57.2	1.7	-0.4	0.0	-1.1	4.3	6.6	0.0	0.0	-57.2	1.7	-0.4	0.0
ADR																											
Sunday	92.78	82.06	104.73	86.36	0.00	61.25	96.15	104.34	82.13	-6.3	1.5	3.8	9.5	0.0	18.5	-3.5	4.9	5.0	-6.3	1.5	3.8	9.5	0.0	18.5	-3.5	4.9	5.0
Monday	85.90	82.99	88.46	82.21	0.00	74.66	86.76	92.57	82.56	-1.8	2.1	-0.1	5.1	0.0	35.1	-1.2	2.6	4.5	-1.8	2.1	-0.1	5.1	0.0	35.1	-1.2	2.6	4.5
Tuesday	90.40	84.73	89.71	83.71	0.00	67.61	90.14	94.72	84.00	2.5	1.5	2.2	8.4	0.0	23.9	2.4	3.4	4.7	2.5	1.5	2.2	8.4	0.0	23.9	2.4	3.4	4.7
Wednesday	89.58	84.72	91.53	83.73	0.00	66.26	90.26	95.22	83.98	-0.9	1.2	1.1	8.2	0.0	21.7	-0.2	3.2	4.5	-0.9	1.2	1.1	8.2	0.0	21.7	-0.2	3.2	4.5
Thursday	90.23	82.09	92.02	81.99	0.00	69.06	90.93	93.71	81.74	-0.6	0.8	-3.0	5.5	0.0	30.9	-1.2	2.4	3.8	-0.6	0.8	-3.0	5.5	0.0	30.9	-1.2	2.4	3.8
Weekday	89.73	83.49	92.13	83.30	0.00	67.86	90.58	95.41	83.02	-1.0	1.4	0.0	7.2	0.0	26.1	-0.6	3.1	4.5	-1.0	1.4	0.0	7.2	0.0	26.1	-0.6	3.1	4.5
Friday	104.49	97.48	96.38	81.47	0.00	58.86	101.10	105.84	90.46	-3.5	0.8	-7.4	1.5	0.0	16.5	-5.1	0.1	2.6	-3.5	0.8	-7.4	1.5	0.0	16.5	-5.1	0.1	2.6
Saturday	122.91	101.76	105.61	84.98	0.00	56.05	114.92	115.75	94.77	-2.7	-0.9	2.0	6.3	0.0	13.2	-1.1	0.9	2.8	-2.7	-0.9	2.0	6.3	0.0	13.2	-1.1	0.9	2.8
Weekend	114.15	99.80	101.62	83.30	0.00	57.51	108.61	111.14	92.75	-3.5	-0.2	-2.1	4.0	0.0	14.9	-2.9	0.4	2.7	-3.5	-0.2	-2.1	4.0	0.0	14.9	-2.9	0.4	2.7
Total	97.82	89.01	97.06	82.49	0.00	60.82	97.54	100.81	86.28	-1.9	1.1	-0.8	5.4	0.0	16.5	-1.5	2.0	3.8	-1.9	1.1	-0.8	5.4	0.0	16.5	-1.5	2.0	3.8
RevPAR																											
Sunday	23.73	17.50	10.50	5.36	0.00	0.73	34.23	33.71	23.59	-4.2	12.3	-18.3	-9.7	0.0	-33.5	-9.0	-3.6	4.3	-4.2	12.3	-18.3	-9.7	0.0	-33.5	-9.0	-3.6	4.3
Monday	25.88	27.89	13.45	9.68	0.00	0.96	39.32	45.92	38.54	-9.1	11.8	5.8	-7.5	0.0	-31.3	-4.5	-1.3	4.7	-9.1	11.8	5.8	-7.5	0.0	-31.3	-4.5	-1.3	4.7
Tuesday	33.80	30.80	20.76	13.85	0.00	0.89	54.56	59.48	45.54	-5.3	6.2	28.3	6.2	0.0	-33.3	5.2	5.0	5.0	-5.3	6.2	28.3	6.2	0.0	-33.3	5.2	5.0	5.0
Wednesday	33.28	28.94	18.40	15.12	0.00	0.78	51.68	61.31	44.83	-13.2	1.8	16.6	14.3	0.0	-40.7	-4.5	6.3	4.3	-13.2	1.8	16.6	14.3	0.0	-40.7	-4.5	6.3	4.3
Thursday	31.06	23.26	20.18	13.15	0.00	0.75	51.24	50.94	37.16	-0.5	2.0	34.9	11.1	0.0	-37.0	10.9	4.9	3.7	-0.5	2.0	34.9	11.1	0.0	-37.0	10.9	4.9	3.7
Weekday	29.55	25.68	16.66	11.43	0.00	0.82	46.21	50.27	37.93	-6.6	6.5	15.0	5.1	0.0	-35.1	0.2	3.0	4.6	-6.6	6.5	15.0	5.1	0.0	-35.1	0.2	3.0	4.6
Friday	44.42	30.72	29.49	17.51	0.00	0.52	73.91	68.01	48.75	5.4	9.6	-3.7	-5.5	0.0	-39.1	1.6	1.7	2.8	5.4	9.6	-3.7	-5.5	0.0	-39.1	1.6	1.7	2.8
Saturday	57.62	37.87	42.49	19.82	0.00	0.46	100.11	85.35	58.15	-5.2	4.9	6.9	0.0	0.0	-39.2	-0.4	-1.9	2.6	-5.2	4.9	6.9	0.0	0.0	-39.2	-0.4	-1.9	2.6
Weekend	51.02	34.29	35.99	18.67	0.00	0.49	87.01	76.68	53.45	-0.8	7.0	2.3	-2.7	0.0	-39.1	0.4	-0.3	2.7	-0.8	7.0	2.3	-2.7	0.0	-39.1	0.4	-0.3	2.7
Total	36.16	28.25	21.71	13.53	0.00	0.59	57.86	57.82	42.36	-2.9	5.4	5.7	5.4	0.0	-50.1	0.2	1.6	3.8	-2.9	5.4	5.7	5.4	0.0	-50.1	0.2	1.6	3.8

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Tab 16 - Segmentation Day Of Week - Running 3 Month

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Market: Wisconsin North

	Running 3 Month												Percent Change (%)											
	Transient			Group			Contract			Total			Transient			Group			Contract			Total		
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market
Occupancy (%)																								
Sunday	26.3	23.8	9.5	7.1	0.0	1.5	35.8	32.8	32.4	-3.9	11.1	-44.7	-28.8	0.0	-21.5	-19.6	-19.0	-2.7						
Monday	30.7	36.1	20.6	14.2	0.0	1.6	51.3	54.2	51.8	-11.0	9.3	0.3	-15.2	0.0	-29.2	-6.8	-6.7	-0.2						
Tuesday	37.9	39.1	30.0	19.6	0.0	1.6	67.9	67.4	60.3	-10.7	5.1	17.6	-4.9	0.0	-25.0	-0.1	-0.9	0.6						
Wednesday	38.1	37.0	26.9	21.0	0.0	1.4	65.0	69.4	59.4	-16.3	-1.3	17.9	12.8	0.0	-34.7	-4.8	3.5	2.0						
Thursday	34.8	30.2	31.1	19.7	0.0	1.2	65.9	58.1	51.1	-1.4	-2.8	84.2	14.9	0.0	-42.0	26.3	2.7	1.6						
Weekday	33.6	33.2	23.6	16.3	0.0	1.5	57.2	56.4	51.0	-9.3	3.8	14.8	-1.8	0.0	-30.7	-0.7	-2.9	0.5						
Friday	40.0	32.9	39.8	25.7	0.0	1.1	79.7	69.3	59.7	7.0	7.2	23.9	1.1	0.0	-34.2	14.8	0.3	3.3						
Saturday	43.8	38.4	47.3	29.0	0.0	0.9	91.1	79.2	68.3	1.1	8.1	10.7	2.1	0.0	-38.6	5.8	-2.5	4.4						
Weekend	41.9	35.7	43.5	27.4	0.0	1.0	85.4	74.2	64.0	3.8	7.7	16.3	1.6	0.0	-36.3	9.8	-1.2	3.9						
Total	37.3	34.1	28.0	19.5	0.0	1.1	65.2	61.5	54.7	-1.8	3.4	10.1	4.3	0.0	-48.0	3.0	-2.3	1.6						
ADR																								
Sunday	82.59	79.99	88.90	81.91	0.00	62.05	84.26	89.97	79.58	-10.7	-0.3	-4.9	-0.4	0.0	16.1	-9.3	-6.2	0.4						
Monday	84.34	83.60	89.73	84.78	0.00	66.05	86.50	92.52	83.40	-6.9	1.7	-1.0	5.3	0.0	18.9	-4.5	0.7	3.6						
Tuesday	92.12	85.06	91.54	85.78	0.00	65.59	91.87	95.84	84.78	0.2	0.3	5.9	9.9	0.0	19.1	2.2	3.1	4.1						
Wednesday	91.65	85.15	93.42	85.53	0.00	64.85	92.38	96.47	84.81	-0.3	0.8	7.0	9.6	0.0	19.0	2.3	3.4	4.3						
Thursday	92.11	81.83	94.32	83.68	0.00	63.90	93.15	93.72	82.10	1.2	0.5	6.7	7.4	0.0	21.5	3.3	2.7	3.9						
Weekday	89.09	83.45	92.17	84.70	0.00	64.53	90.36	94.24	83.31	-2.7	0.6	3.6	7.2	0.0	19.0	-0.3	1.4	3.5						
Friday	107.78	98.52	95.73	84.60	0.00	56.68	101.77	106.22	91.77	-1.8	0.5	-6.7	1.8	0.0	9.8	-4.4	-0.1	1.8						
Saturday	122.99	103.27	98.34	85.92	0.00	57.11	110.19	112.53	95.27	-1.7	-0.9	-2.2	3.8	0.0	11.0	-2.4	0.2	1.7						
Weekend	115.73	101.07	97.15	85.30	0.00	56.88	106.26	109.58	93.64	-1.9	-0.3	-4.2	2.9	0.0	10.4	-3.4	0.0	1.7						
Total	97.15	88.88	95.20	84.68	0.00	58.87	96.31	99.53	86.76	-2.2	0.2	0.6	6.0	0.0	9.3	-1.2	1.0	3.0						
RevPAR																								
Sunday	21.74	19.04	8.42	5.81	0.00	0.93	30.16	29.52	25.77	-14.2	10.8	-47.4	-29.1	0.0	-8.8	-27.0	-24.0	-2.4						
Monday	25.91	30.14	18.48	12.05	0.00	1.03	44.39	50.16	43.22	-17.1	11.2	-0.7	-10.7	0.0	-15.9	-11.0	-6.1	3.3						
Tuesday	34.88	33.29	27.45	16.79	0.00	1.04	62.33	64.59	51.12	-10.6	5.4	24.5	4.5	0.0	-10.6	2.1	2.2	4.8						
Wednesday	34.89	31.51	25.17	17.98	0.00	0.90	60.05	66.99	50.40	-16.5	-0.5	26.2	23.6	0.0	-22.4	-2.7	7.0	6.4						
Thursday	32.04	24.68	29.37	16.48	0.00	0.80	61.40	54.45	41.96	-0.2	-2.3	96.6	23.3	0.0	-29.5	30.5	5.5	5.6						
Weekday	29.89	27.73	21.78	13.83	0.00	0.94	51.67	53.14	42.50	-11.8	4.4	18.9	5.3	0.0	-17.6	-1.0	-1.5	4.1						
Friday	43.09	32.46	38.07	21.74	0.00	0.61	81.15	73.59	54.82	5.0	7.7	15.6	2.9	0.0	-27.7	9.7	0.2	5.1						
Saturday	53.85	39.63	46.51	24.94	0.00	0.53	100.36	89.12	65.09	-0.6	7.1	8.2	6.0	0.0	-31.8	3.3	-2.3	6.2						
Weekend	48.47	36.04	42.29	23.34	0.00	0.57	90.76	81.35	59.96	1.8	7.3	11.4	4.5	0.0	-29.7	6.1	-1.2	5.7						
Total	36.20	30.32	26.63	16.47	0.00	0.68	62.84	61.20	47.47	-3.9	3.6	10.8	10.5	0.0	-43.2	1.8	-1.4	4.6						

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Tab 17 - Segmentation Day Of Week - Running 12 Month

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

	Running 12 Month												Percent Change (%)														
	Transient			Group			Contract			Total			Transient			Group			Contract			Total					
	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market			
Occupancy (%)																											
Sunday	28.5	24.1	17.0	8.8	0.0	1.1	45.6	39.0	34.1	-1.4	7.1	10.9	-4.4	0.0	-51.7	2.6	-4.4	-0.1									
Monday	34.2	36.7	17.7	13.3	0.0	1.2	51.9	53.0	51.2	-0.9	6.6	23.8	-4.0	0.0	-54.4	4.6	0.4	0.6									
Tuesday	39.3	39.7	25.6	16.9	0.0	1.2	64.9	63.3	57.8	-0.5	4.3	26.9	1.2	0.0	-52.3	8.4	2.6	1.0									
Wednesday	38.8	37.1	24.4	18.8	0.0	1.1	63.3	65.3	56.9	-1.3	1.3	3.7	2.4	0.0	-55.3	0.2	3.2	-0.7									
Thursday	35.8	32.7	24.4	16.9	0.0	1.0	60.2	56.8	50.6	4.2	3.7	11.2	0.5	0.0	-57.0	6.5	5.0	-0.2									
Weekday	35.3	34.1	21.8	15.0	0.0	1.1	57.2	55.5	50.2	0.0	4.3	14.4	-0.2	0.0	-54.2	4.5	1.8	0.1									
Friday	43.0	36.1	31.0	21.4	0.0	1.0	73.9	63.8	58.5	6.8	9.8	4.7	-6.9	0.0	-50.0	5.7	3.9	1.2									
Saturday	46.5	41.4	40.0	24.1	0.0	1.0	86.5	75.7	66.4	-3.8	8.7	8.1	-7.3	0.0	-47.0	1.1	0.2	0.9									
Weekend	44.7	38.7	35.5	22.7	0.0	1.0	80.2	69.8	62.5	1.0	9.2	6.6	-7.1	0.0	-48.6	3.1	1.8	1.0									
Total	38.3	35.1	25.4	17.5	0.0	1.0	63.7	59.6	53.7	0.9	5.0	9.1	-0.8	0.0	-57.8	4.0	1.8	0.4									
ADR																											
Sunday	117.36	91.73	125.81	95.86	0.00	59.03	120.52	130.03	91.71	-4.5	2.6	-3.9	7.2	0.0	7.5	-4.1	3.7	5.4									
Monday	95.31	85.93	96.41	84.04	0.00	68.26	95.68	100.51	85.03	2.5	3.5	0.0	4.3	0.0	23.7	1.8	4.2	5.0									
Tuesday	93.84	86.85	89.32	82.32	0.00	64.81	92.06	96.70	85.08	5.1	3.1	-2.5	6.8	0.0	17.4	2.2	4.0	5.1									
Wednesday	94.19	87.49	95.52	83.69	0.00	63.61	94.70	99.66	85.79	-0.7	2.6	-3.5	6.6	0.0	15.7	-1.7	4.9	4.8									
Thursday	100.66	87.64	101.44	83.43	0.00	64.33	100.98	102.24	85.77	8.9	4.1	2.3	2.8	0.0	17.4	6.3	4.8	4.8									
Weekday	99.37	87.64	100.25	84.81	0.00	64.05	99.70	103.93	86.27	2.1	3.2	-1.9	5.4	0.0	16.4	0.7	4.1	5.0									
Friday	106.19	100.72	100.91	84.26	0.00	57.46	103.98	110.01	93.97	1.9	4.2	-2.6	-1.2	0.0	5.2	0.0	2.0	3.6									
Saturday	132.45	107.83	116.34	91.57	0.00	54.94	125.00	128.25	101.18	5.0	3.5	0.1	3.9	0.0	-1.3	2.6	3.5	4.8									
Weekend	119.84	104.52	109.61	88.13	0.00	56.22	115.31	119.90	97.81	3.1	3.8	-0.9	1.6	0.0	2.0	1.3	2.7	4.3									
Total	105.78	92.89	104.54	86.19	0.00	58.80	105.29	109.24	90.08	2.3	3.4	-1.3	3.9	0.0	10.1	0.9	3.6	4.8									
RevPAR																											
Sunday	33.50	22.14	21.44	8.47	0.00	0.67	54.94	50.77	31.29	-5.8	9.8	6.6	2.5	0.0	-48.1	-1.6	-0.9	5.3									
Monday	32.57	31.58	17.07	11.17	0.00	0.81	49.64	53.30	43.56	1.5	10.3	23.8	0.1	0.0	-43.6	6.4	4.6	5.7									
Tuesday	36.86	34.49	22.85	13.90	0.00	0.76	59.71	61.17	49.15	4.6	7.5	23.8	8.1	0.0	-44.0	10.9	6.8	6.1									
Wednesday	36.58	32.43	23.33	15.74	0.00	0.67	59.91	65.04	48.85	-1.9	3.9	0.0	9.2	0.0	-48.3	-1.5	8.2	4.1									
Thursday	36.00	28.63	24.74	14.11	0.00	0.66	60.74	58.08	43.40	13.5	7.9	13.7	3.3	0.0	-49.6	13.2	10.0	4.6									
Weekday	35.11	29.86	21.90	12.70	0.00	0.71	57.01	57.70	43.27	2.1	7.6	12.3	5.2	0.0	-46.6	5.3	5.9	5.2									
Friday	45.62	36.35	31.27	18.03	0.00	0.56	76.89	70.24	54.94	8.9	14.4	1.9	-8.0	0.0	-47.4	5.7	5.9	4.8									
Saturday	61.59	44.64	46.56	22.06	0.00	0.52	108.16	97.09	67.23	1.0	12.5	8.2	-3.7	0.0	-47.7	3.7	3.7	5.7									
Weekend	53.61	40.50	38.92	20.05	0.00	0.54	92.52	83.66	61.09	4.2	13.3	5.6	-5.7	0.0	-47.6	4.5	4.6	5.3									
Total	40.56	32.64	26.54	15.12	0.00	0.57	67.10	65.08	48.33	3.2	8.6	7.7	3.0	0.0	-53.5	4.9	5.4	5.2									

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Tab 18 - Additional Revenue ADR Analysis (TrevPOR)

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

		Revenue Per Rooms Sold											Percent Change (%)											Ranking								
		Room			F&B			Other			Total (TrevPOR**)			Room			F&B			Other			Total (TrevPOR**)			My Prop vs. Comp Set						
Current Month		My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	Room	F&B	Other	Total
2015	Jan	106.27	102.94	82.27	103.36	65.78	55.47	9.06	2.52	3.25	218.69	171.24	140.99	7.7	10.2	6.9	-7.7	-12.8	-2.9	-13.0	126.4	25.4	-1.1	0.8	3.1	4 of 9	1 of 4	1 of 4	1 of 4			
	Feb	97.77	94.83	81.55	113.54	65.44	65.14	8.34	1.12	2.49	219.66	161.39	149.18	2.7	3.8	5.2	7.1	-10.0	20.0	-10.1	-16.5	1.9	4.3	-2.4	11.1	2 of 9	1 of 4	1 of 4	1 of 4			
	Mar	99.33	99.42	81.25	86.42	26.16	36.09	8.15	30.76	14.39	193.90	156.34	131.73	6.7	1.8	5.2	1.2	-52.6	-20.4	5.8	1168.9	507.9	4.2	0.6	5.5	3 of 9	2 of 4	2 of 4	2 of 4			
	Apr	94.34	96.34	79.38	89.55	46.76	45.11	7.50	4.15	3.59	191.38	147.25	128.08	-0.1	1.5	4.6	20.8	-11.9	5.8	3.8	171.0	51.6	8.9	-1.5	6.0	3 of 9	1 of 4	2 of 4	1 of 4			
	May	94.55	96.41	81.92	63.54	32.34	35.60	0.00	26.60	12.02	158.09	155.36	129.55	2.0	3.5	6.6	-24.2	-46.7	-27.2	-100.0	1110.3	411.3	-14.2	-0.4	1.1	5 of 9	2 of 4		3 of 4			
	Jun	102.32	102.21	89.50	71.09	39.82	39.82	6.98	2.56	180.39	180.39	131.68	15.3	10.2	8.0	8.2	10.2	0.7	-8.7				22.2	11.3		5 of 9						
	Jul	106.58	119.89	99.90	62.04	32.37	32.37	5.81	2.86	174.43	174.43	135.13	12.0	9.6	7.2	-1.5	7.3	-0.8	-7.5				6.3	6.9		5 of 9						
	Aug	104.97	108.03	92.43	11.31	16.15	16.15	0.00	0.23	116.28	116.28	108.81	4.0	1.4	1.5	-82.6	-55.2	-100.0	-87.9				-32.5	-15.7		5 of 9						
	Sep	111.94	122.23	94.13	68.07	44.98	44.98	5.59	2.49	185.61	185.61	141.61	10.2	17.3	9.8	0.0	94.6	0.0	214.7				82.8	29.1		6 of 9						
	Oct	116.58	115.17	92.56	83.46	50.90	50.90	5.76	3.01	205.80	205.80	146.47	6.5	3.9	6.9	13.4	0.6	467.5				235.4	11.8	6.0		4 of 9						
	Nov	118.68	124.18	88.77	94.58	43.27	43.27	7.49	2.80	220.75	220.75	134.83	-10.9	-2.6	2.2	11.1	7.0	-10.1	-3.6				-2.6	3.6		5 of 9						
	Dec	118.37	113.70	85.93	120.65	54.72	54.72	9.37	3.66	248.39	248.39	144.31	-5.6	-1.8	3.4	8.4	11.6	-3.1	13.1				0.9	6.6		3 of 9						
2016	Jan	104.93	109.00	88.16	104.13	53.29	53.29	8.32	3.29	217.38	217.38	144.74	-1.3	5.9	7.2	0.7	-3.9	-8.1				1.2	-0.6	2.7		4 of 9						
	Feb	96.99	97.72	85.44	100.50	67.65	67.65	7.51	2.52	205.00	205.00	155.62	-0.8	3.1	4.8	-11.5	3.9	-9.9				1.3	-6.7	4.3		3 of 9						
	Mar	95.89	101.08	83.61	86.26	48.65	48.65	9.59	2.98	191.75	191.75	135.25	-3.5	1.7	2.9	-0.2	34.8	17.8				-79.3	-1.1	2.7		4 of 9						
	Apr	95.76	98.98	83.33	95.55	53.47	53.47	7.16	3.62	198.46	198.46	140.42	1.5	2.7	5.0	6.7	18.5	-4.5	0.6				3.7	9.6		4 of 9						
	May	94.01	99.99	84.87	94.17	60.42	60.42	6.71	3.09	194.89	194.89	148.38	-0.6	3.7	3.6	48.2	69.7	0.0	-74.3				23.3	14.5		5 of 9						
	Jun	98.88	99.59	90.83	80.41	43.19	43.19	6.05	2.09	185.35	185.35	136.11	-3.4	-2.6	1.5	13.1	9.0	-13.3	-18.3				2.7	3.4		4 of 9						

Year To Date		Revenue Per Rooms Sold											Percent Change (%)											Ranking								
Year		My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	Room	F&B	Other	Total
2014		93.62	93.98	78.16	86.00	59.60	47.11	8.17	1.72	2.35	187.80	155.30	127.62	-0.7	0.1	3.4	21.2	13.9	74.5	58.6	-5.5	7.8	4 of 9	1 of 4	1 of 4	1 of 4						
2015		99.03	98.81	83.11	86.22	42.90	45.01	6.59	11.32	6.40	191.84	153.03	134.52	5.8	5.1	6.3	0.3	-28.0	-4.5	-19.4	559.3	172.5	2.2	-1.5	5.4	4 of 9	1 of 4	2 of 4	1 of 4			
2016		97.54	100.81	86.28	92.82	53.73	53.73	7.46	2.89	2.89	197.82	142.89	142.89	-1.5	2.0	3.8	7.6	19.4	13.3	-54.9	3.1	6.2	5 of 9									

Running 3 Month		Revenue Per Rooms Sold											Percent Change (%)											Ranking								
Year	Month	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	Room	F&B	Other	Total
2014	Dec	92.16	93.62	78.88	74.84	53.29	43.41	7.50	1.74	2.26	174.30	148.66	124.55	-1.8	0.9	3.4	-26.0	5.1	360.5	293.9	-11.2	5.4	4 of 9	1 of 4	1 of 4	2 of 4						
2015	Jan	97.44	98.58	84.25	74.59	36.70	39.83	5.01	10.00	5.92	177.04	145.27	129.99	5.7	5.3	6.8	-0.1	-31.1	-8.3	-33.2	474.1	162.1	1.6	-2.3	4.4	5 of 9	1 of 4	3 of 4	2 of 4			
2016	Feb	96.31	99.53	86.76	89.72	51.73	6.82	2.85	2.85	2.85	192.65	141.33	141.33	-1.2	1.0	3.0	20.3	29.9	32.1	-51.8	8.8	8.7	5 of 9									

Running 12 Month		Revenue Per Rooms Sold											Percent Change (%)											Ranking								
Year	Month	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	Room	F&B	Other	Total
2014	Dec	102.02	101.87	81.60	88.98	55.80	44.60	6.34	1.32	1.79	197.34	159.00	127.99	2.9	1.0	3.3			30.3		57.8		11.9	5 of 9	1 of 4	1 of 4	1 of 4					
2015	Jan	104.36	105.47	86.00	74.51	47.12	40.67	5.65	6.82	4.02	184.51	159.41	130.69	2.3	3.5	5.4	-16.3	-15.6	-8.8	-10.9	415.9	123.9	-6.5	0.3	2.1	5 of 9	1 of 4	2 of 4	2 of 4			
2016	Feb	105.29	109.24	90.08	79.53	45.33	6.28	2.60	2.60	2.60	191.10	138.02	138.02	0.9	3.6	4.8	6.7	11.4	11.2	-35.2	3.6	5.6	6 of 9									

** TrevPOR = Total revenue per occupied room (sum of Room, F&B, and Other revenue divided by total occupied rooms).

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Tab 19 - Additional Revenue RevPAR Analysis (TrevPAR)

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300

STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp

Market: Wisconsin North

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

		Revenue Per Rooms Available											Percent Change (%)											Ranking								
		Room			F&B			Other			Total (TrevPAR**)			Room			F&B			Other			Total (TrevPAR**)			My Prop vs. Comp Set						
Current Month		My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	My Prop	Comp Set	Market	Room	F&B	Other	Total
2015	Jan	49.87	48.10	33.68	48.50	30.74	22.70	4.25	1.18	1.33	102.62	80.02	57.71	27.5	19.4	17.4	9.3	-5.4	6.7	3.0	145.4	37.7	17.1	9.2	13.3	4 of 9	2 of 4	1 of 4	2 of 4			
	Feb	53.45	48.92	37.22	62.07	33.78	29.74	4.56	0.58	1.14	120.07	83.26	88.10	12.4	-1.7	4.3	17.3	-14.8	19.0	-1.5	-20.9	1.1	14.2	-7.6	10.2	5 of 9	1 of 4	1 of 4	1 of 4			
	Mar	57.96	57.77	37.28	50.42	15.20	16.56	4.75	17.88	6.60	113.13	90.85	60.45	19.2	3.8	1.7	13.0	-51.7	-23.1	18.1	1194.8	487.4	16.3	2.7	1.9	4 of 9	2 of 4	2 of 4	1 of 4			
	Apr	57.01	56.52	36.59	54.11	27.44	20.79	4.53	2.44	1.66	115.64	86.40	59.04	-7.5	-1.6	4.0	12.0	-14.6	5.1	-3.8	162.7	50.7	0.9	-4.5	5.3	6 of 9	1 of 4	2 of 4	1 of 4			
	May	53.71	56.22	41.64	36.09	18.86	18.10	0.00	15.51	6.11	89.80	90.60	65.84	8.7	12.7	8.9	-19.2	-42.0	-25.7	-100.0	1217.5	422.2	-8.5	8.4	3.3	5 of 9	2 of 4		3 of 4			
	Jun	74.76	73.58	57.73	51.94		25.55	5.10		1.65	131.79		84.94	59.7	31.1	13.7	49.8		5.9	26.4		28.6	54.1		11.5	6 of 9						
	Jul	86.15	86.02	72.77	50.15		23.58	4.69		2.08	140.99		98.43	25.9	20.9	12.0	10.7		12.2	11.5		-3.3	19.5		11.7	5 of 9						
	Aug	79.23	76.73	62.94	8.54		11.00	0.00		0.15	87.77		74.09	8.2	2.8	-1.1	-81.9		-56.3	-100.0		-88.2	-29.7		-17.8	4 of 9						
	Sep	90.70	79.42	59.95	55.16		28.85	4.53		1.59	150.39		90.19	39.0	30.7	13.5	0.0		101.2	0.0		225.3	130.4		33.5	4 of 9						
	Oct	88.03	76.43	55.44	63.02		30.49	4.35		1.80	155.41		87.73	7.6	9.3	7.9	14.5		1.5	473.2		238.5	12.9		7.0	2 of 9						
	Nov	63.66	63.06	38.80	50.74		18.91	4.02		1.22	118.42		58.93	-15.6	-11.4	-0.3	5.2		4.4	-14.8		-6.0	-7.7		1.0	5 of 9						
	Dec	49.88	51.60	33.26	50.84		21.18	3.95		1.42	104.66		55.85	-11.0	0.5	2.1	2.2		10.1	-8.6		11.6	-4.9		5.2	5 of 9						
2016	Jan	50.37	50.35	34.84	49.99		21.06	3.99		1.30	104.35		57.20	1.0	4.7	3.5	3.1		-7.3	-6.0		-2.3	1.7		-0.9	5 of 9						
	Feb	55.52	56.26	39.17	57.53		31.01	4.30		1.16	117.36		71.34	3.9	15.0	5.2	-7.3		4.3		-5.7	1.8	-2.3		4.8	6 of 9						
	Mar	52.95	56.77	37.18	47.64		21.63	5.30		1.33	105.89		60.14	-8.6	-1.7	-0.3	-5.5		30.6	11.4		-79.9	-6.4		-0.5	6 of 9						
	Apr	61.32	57.68	40.36	61.19		25.90	4.58		1.75	127.09		68.01	7.6	2.0	10.3	13.1		24.6	1.2		5.7	9.9		15.2	6 of 9						
	May	57.78	58.73	44.11	57.88		31.40	4.12		1.61	119.79		77.12	7.6	4.5	5.9	60.4		73.5	0.0		-73.7	33.4		17.1	5 of 9						
	Jun	69.57	67.28	57.70	56.58		27.44	4.26		1.33	130.41		86.47	-6.9	-8.6	0.0	8.9		7.4	-16.5		-19.6	-1.1		1.8	6 of 9						

Year To Date																													
2014		48.81	51.50	37.59	44.84	32.66	22.66	4.26	0.94	1.13	97.91	85.10	61.38	-7.0	8.7	6.6	13.5		17.4	63.4		63.4	-17.4		11.1	6 of 9	2 of 4	1 of 4	3 of 4
2015		57.77	56.90	40.80	50.30	24.70	22.09	3.84	6.52	3.14	111.92	88.11	66.04	18.4	10.5	8.5	12.2	-24.4	-2.5	-9.8	592.8	178.2	14.3	3.5	7.6	6 of 9	1 of 4	2 of 4	1 of 4
2016		57.86	57.82	42.36	55.07		26.36	4.43		1.42	117.36		70.16	0.2	1.6	3.8	9.5		19.4	15.2		-54.9	4.9		6.2	6 of 9			

Running 3 Month																													
2014		52.57	54.43	41.42	42.58	30.98	22.79	4.28	1.01	1.19	99.43	86.43	65.39	-6.3	5.5	5.9	-29.4		7.5	339.4		303.1	-15.3		7.9	7 of 9	2 of 4	1 of 4	3 of 4
2015		61.73	62.04	45.37	47.26	23.10	21.45	3.17	6.29	3.19	112.16	91.44	70.01	17.4	14.0	9.6	11.0	-25.5	-5.9	-25.8	521.5	168.9	12.8	5.8	7.1	6 of 9	1 of 4	3 of 4	2 of 4
2016		62.84	61.20	47.47	58.54		28.31	4.32		1.56	125.70		77.34	1.8	-1.4	4.6	23.9		32.0	36.1		-51.1	12.1		10.5	6 of 9			

Running 12 Month																													
2014		56.77	56.63	42.04	49.51	31.02	22.97	3.53	0.73	0.92	109.81	88.38	65.93	-1.5	6.8	5.1			32.6		60.6				13.9	4 of 9	1 of 4	1 of 4	1 of 4
2015		63.95	61.74	45.96	45.66	27.59	21.74	3.46	3.99	2.15	113.08	93.32	69.84	12.7	9.0	9.3	-7.8	-11.1	-5.4	-1.9	443.3	132.3	3.0	5.6	5.9	6 of 9	1 of 4	2 of 4	1 of 4
2016		67.10	65.08	48.33	50.69		24.32	4.00		1.40	121.79		74.05	4.9	5.4	5.2	11.0		11.9	15.6		-34.9	7.7		6.0	5 of 9			

** TrevPAR = Total revenue per available room (sum of Room, F&B, and Other revenue divided by total available rooms).

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Tab 20 - Segmentation Response Report

Radisson Hotel & Conference Center Green Bay 2040 Airport Dr Green Bay, WI 54313-5538 Phone: (920) 494-7300
 STR # 22515 ChainID: GBAY MgtCo: Aimbridge Hospitality Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016

This Year

Jun 7th - First Day of Ramadan
 Jun 19th - Father's Day

June 2016 (This Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

June 2015 (Last Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Last Year

Jun 18th - First Day of Ramadan
 Jun 21st - Father's Day

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
22515	Radisson Hotel & Conference Center Green Bay	Green Bay, WI	54313-5538	(920) 494-7300	353	198606
3801	Best Western Green Bay Inn Conference Center	Green Bay, WI	54304-4528	(920) 499-3161	145	196806
8054	Ramada Plaza Green Bay	Green Bay, WI	54304-5728	(920) 499-0631	145	197306
9554	Hyatt Regency Green Bay	Green Bay, WI	54301-5121	(920) 432-4555	241	198508
14996	Radisson Paper Valley Hotel	Appleton, WI	54911-5898	(920) 733-8000	388	198206
19478	Comfort Suites Green Bay	Green Bay, WI	54303-4627	(920) 499-7449	115	199106
20705	Holiday Inn Appleton	Appleton, WI	54914-3947	(920) 735-9955	226	198601
47364	The Tundra Lodge	Green Bay, WI	54304-3732	(920) 405-8700	162	200308
54202	Country Inn & Suites Green Bay East	Green Bay, WI	54311-8315	(920) 288-0101	106	200605
					1881	

2014		2015												2016										
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B
B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B
B	B	B	B	B	B	B	B	B	B	B														
B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B

Data received:

- s = Segmentation (Transient, Group, Contract) Only
- r = Additional Revenue Only
- B = Both Segmentation & Additional Revenue

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Tab 21 - Help

Definitions

- ADR (Average Daily Rate)** - Room revenue divided by rooms sold, displayed as the average rental rate for a single room.
- Competitive (Comp) Set** - A peer group of competitive hotels selected by hotel management to benchmark the subject property's performance.
- Contract** - Rooms sold/revenue from bookings sold at rates stipulated by contracts including airline crews and permanent guests.
- Exchange Rate** - The factor used to convert revenue from US Dollars to the local currency. Reports display the monthly exchange rates (the rate on the last day of the month) and the daily exchange rates on the Daily by Month pages. STR obtains exchange rate data from Oanda.com. Any aggregated number in the report (YTD, Running 3 month, Running 12 month) uses the exchange rate of each relative month when calculating the data.
- Fiscal Year To Date (YTD)** - Custom fiscal year as specified by individual hotel or hotel group, if a non-calendar Fiscal Year to Date calculation is more applicable (e.g. July - June) to coincide with hotel/hotel groups operations and financial reporting.
- Food & Beverage Revenue (F&B)** - Revenue derived from food and beverage sales.
- Group** - Rooms sold/revenue from bookings sold simultaneously in blocks of ten (10) or more.
- Index (Occupancy, ADR, RevPar)** - Property performance divided by competitive set performance multiplied by 100. Internationally, indexes are also referred to as MPI - Market Penetration Index (Occupancy Index), ARI - Average Rate Index (ADR Index), and RGI - Revenue/RevPAR Generation Index (RevPAR Index).
- Market Class** - Class is an industry categorization which includes chain-affiliated and independent hotels. The class for a chain-affiliated hotel is the same as its chain scale. An independent hotel is assigned a class based on its ADR, relative to that of the chain hotels in their geographic proximity. There are six (6) class groups: Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale and Economy.
- Market Class Combined (or Collapsed)** - If a single class segment is insufficient for reporting, classes are combined. There are three combined class segments: Luxury and Upper Upscale, Upscale and Upper Midscale, and Midscale and Economy.
- Market Scale** - Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are seven (7) scale groups: Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale, Economy and Independent.
- Market Scale (Collapsed)** - Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are two (2) market scale (collapsed) groups: Upscale (includes Luxury, Upper Upscale, Upscale, Independent) and Midscale/Economy (includes Upper Midscale, Midscale and Economy).
- MTD (Month to Date)** - If a month ends during the current week, the MTD number would represent the month that ended.
- Occupancy** - Rooms sold divided by rooms available multiplied by 100. Occupancy is always displayed as a percentage of rooms occupied.
- Other Revenue** - All hotel revenue other than room and food and beverage revenue.
- Percent Change (% Chg)** - Amount of growth - up, down or flat - this period versus same period last year (day, week, running 28 days, running month-to-date). Calculated as $((TY-LY)/LY)*100$.
- Percent Change Rank (Occupancy, ADR, RevPar)** - The percent change for the property is compared to the percent change of each hotel in the comp set.
- Rank (Occupancy, ADR, RevPar)** - Property performance ranked versus hotels in the competitive set (e.g. a "3 of 6" ADR ranking means the subject hotel's absolute ADR is third highest of the six competitors).
- RevPAR (Revenue per Available Room)** - Room revenue divided by rooms available
- Room Revenue** - Revenue derived from guestroom rental.
- Segmented Data** - Rooms sold and revenue data broken down by Transient, Group, and Contract.
- Tract Scale** - Hotels located in the subject property's tract and classified in the subject property's STR chain scale segment. There are four (4) tract scale groups: Upscale (includes Luxury, Upper Upscale, Upscale), Midscale (includes Upper Midscale and Midscale), Economy and Independent.
- Transient** - Rooms sold/revenue from guests with reservations at Rack, Corporate, Corporate Negotiated, Package, Government or foreign traveler rates.
- Planning** - The project will go out for bids, construction will start within 4 months, or an architect/engineer has been selected for the project and plans are underway.
- Under Construction** - Ground has been broken or the owner is finalizing bids on the prime (general) contract.

FAQ

- How is my hotel performing versus competition?**
The monthly STAR report provides timely occupancy, average room rate, revenue per available room benchmarking of your hotel's performance versus your own selected competitors and an STR defined industry segment.
- Is my hotel's data included in the competitive numbers?**
It depends on your preference. Check the summary page to see if your hotel's data is included or excluded in the competitive set numbers.
- How does STR determine currency and exchange rates?**
Currency is user-defined and is displayed at the top of the report. STR obtains exchange rate data from Oanda.com.
- How are percentage changes computed?**
Hotel and competitive performance changes are measured against same period prior year.
- Why do my percentage change numbers have such a large range?**
The data for this year vs. the same period last year may vary greatly. Consider if you sold 2294 rooms this year vs. 743 last year, the percent change would be 208.7% $((2294-743)/743)*100$.
- What is an index?**
An index is an easy way to compare your hotel's performance versus competition. An index of 100 or higher means your hotel's absolute performance is the same or better than competition.
- What does the "Rank" information mean?**
Your hotel's performance is ranked against the other properties in your competitive set. If your hotel's RevPAR rank is "2 of 6", that means your hotel's RevPAR was second highest of the six hotels in your competitive set.
- What does "running 28 days" mean?**
The most recent 28 days historical performance. The running 28 day numbers are based on the most current 28-day period, ending with the last day included in the weekly report.
- What does "run MTD" mean?**
Running month-to-date. The MTD numbers are based on a calendar month and include all days of the same month, through the most recent calendar day included in the report. If the most recent week's reporting includes data in two calendar months, the MTD numbers only include data from the recently ended month.
- What if there are blanks in my competitive set numbers?**
Your competitive set did not include sufficient data for reporting. A minimum of three (3) hotels excluding the subject property must report data in order for STR to provide competitive set performance.
- What if there are blanks in my competitive set percentage change?**
Your competitive set did not include sufficient data for reporting prior year data.
- What is "Pipeline" on the Summary Tab?**
Pipeline data is generated based on the STR/McGraw-Hill Construction Dodge Supply Pipeline database and details hotels that are being planned but not yet open. Every month STR receives data feeds from its hotel clients and Dodge Construction to create the definitive database for hotels in planning, pre-planning or under construction. The data is widely used by investment banks, development groups and hotel owners to estimate future nationwide supply growth and track supply changes in the market.
- Who can I contact if I have more questions?**
Check out the glossary and FAQ at www.str.com or e-mail support@str.com
- If I'm an all-inclusive hotel, how can I benchmark my package rate?**
In order to benchmark your package rate, you'll need to participate in the Segmentation program which will break out your revenues by Rooms, F&B, & Other. This will provide you with a TrevPAR which is the total revenue per available room and is the same as an all-inclusive package rate.

STR # 42343 / Created July 18, 2016

Monthly STAR Report : Wingate By Wyndham Green Bay

For the Month of: June 2016

Currency: US Dollar / Competitive Set Data Excludes Subject Property



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Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000

STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

June 2016

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	84.3	80.3	105.0	78.82	100.09	78.8	66.42	80.35	82.7
Year To Date	68.0	69.6	97.7	73.44	100.97	72.7	49.95	70.28	71.1
Running 3 Month	76.4	75.5	101.1	75.72	100.32	75.5	57.82	75.77	76.3
Running 12 Month	73.9	71.4	103.6	78.49	116.07	67.6	58.04	82.86	70.0

June 2016 vs. 2015 Percent Change (%)

	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	-5.8	-3.9	-2.0	1.5	-9.3	11.9	-4.5	-12.9	9.7
Year To Date	0.4	1.4	-1.0	-1.5	-1.5	0.0	-1.1	-0.1	-1.0
Running 3 Month	-1.9	1.1	-3.0	3.4	-3.2	6.8	1.4	-2.2	3.6
Running 12 Month	3.2	0.3	3.0	-0.5	2.5	-2.9	2.8	2.8	0.0

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Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000

STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp

For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

	Occupancy (%)								Supply			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Wingate By Wyndham Green Bay	84.3	-5.8	68.0	0.4	76.4	-1.9	73.9	3.2	0.0	0.6	0.0	-0.3
Market: Wisconsin North	63.5	-1.5	49.1	0.0	54.7	1.6	53.7	0.4	1.5	0.5	0.7	0.6
Market Class: Midscale Class	63.8	-0.9	46.7	-1.0	53.1	1.0	51.8	-0.4	-0.1	-0.1	-0.1	0.0
Tract: Green Bay, WI	66.5	-5.0	54.6	1.2	60.2	0.5	57.8	0.8	4.1	4.1	4.1	3.4
Tract Scale: Midscale Chains	66.7	-6.0	53.2	-0.3	59.6	0.7	56.5	-0.5	9.7	9.7	9.7	7.9
Competitive Set: Competitors	80.3	-3.9	69.6	1.4	75.5	1.1	71.4	0.3	0.0	0.0	0.0	0.0

	Average Daily Rate								Demand			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Wingate By Wyndham Green Bay	78.82	1.5	73.44	-1.5	75.72	3.4	78.49	-0.5	-5.8	1.0	-1.9	3.0
Market: Wisconsin North	90.83	1.5	86.28	3.8	86.76	3.0	90.08	4.8	0.0	0.5	2.4	1.0
Market Class: Midscale Class	91.31	2.4	84.22	3.3	85.82	3.2	89.11	4.8	-0.9	-1.0	1.0	-0.4
Tract: Green Bay, WI	86.36	-4.2	88.45	2.5	86.54	1.7	98.35	5.6	-1.0	5.4	4.7	4.2
Tract Scale: Midscale Chains	88.06	-3.4	90.14	4.3	88.61	3.1	100.71	6.5	3.1	9.4	10.5	7.4
Competitive Set: Competitors	100.09	-9.3	100.97	-1.5	100.32	-3.2	116.07	2.5	-3.9	1.4	1.1	0.3

	RevPAR								Revenue			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Wingate By Wyndham Green Bay	66.42	-4.5	49.95	-1.1	57.82	1.4	58.04	2.8	-4.5	-0.5	1.4	2.5
Market: Wisconsin North	57.70	0.0	42.36	3.8	47.47	4.6	48.33	5.2	1.5	4.3	5.4	5.8
Market Class: Midscale Class	58.25	1.5	39.30	2.3	45.55	4.3	46.20	4.4	1.5	2.3	4.2	4.4
Tract: Green Bay, WI	57.38	-8.9	48.32	3.8	52.10	2.2	56.85	6.4	-5.2	8.1	6.5	10.0
Tract Scale: Midscale Chains	58.71	-9.3	47.91	4.0	52.78	3.8	56.87	6.1	-0.4	14.1	13.9	14.5
Competitive Set: Competitors	80.35	-12.9	70.28	-0.1	75.77	-2.2	82.86	2.8	-12.9	-0.1	-2.2	2.8

	Census/Sample - Properties & Rooms					
	Census		Sample		Sample %	
	Properties	Rooms	Properties	Rooms	Rooms	
Market: Wisconsin North	494	27432	203	16572	60.4	
Market Class: Midscale Class	122	7270	71	4896	67.3	
Tract: Green Bay, WI	46	4116	35	3643	88.5	
Tract Scale: Midscale Chains	21	1892	20	1857	98.2	
Competitive Set: Competitors	4	394	4	394	100.0	

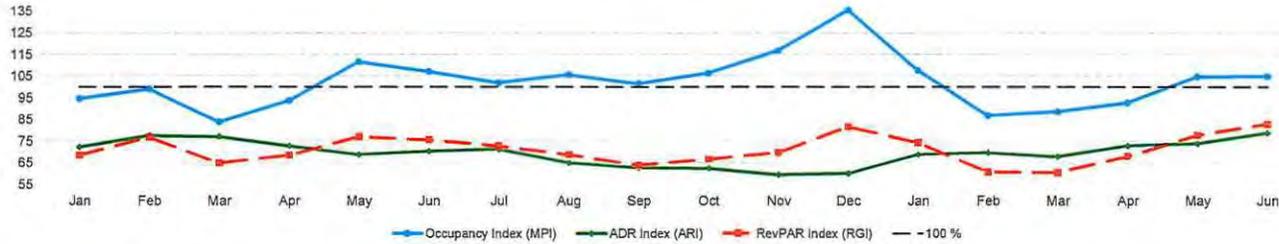
Pipeline			
Market: Wisconsin North			
Under Construction		Planning	
Properties	Rooms	Properties	Rooms
2	145	9	877
See Help page for pipeline definitions.			

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Tab 4 - Competitive Set Report

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000
 STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Monthly Indexes



RevPAR Percent Change



Occupancy (%)	2015												2016						Year To Date			Running 3 Month			Running 12 Month			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016	
My Property	51.4	65.1	56.7	68.2	75.9	89.5	84.9	90.8	81.9	81.4	70.9	69.9	59.9	57.3	61.7	66.9	77.9	84.3	73.0	67.7	68.0	63.3	77.9	76.4	70.1	71.6	73.9	
Competitive Set	54.4	65.8	67.7	72.8	68.0	83.6	83.3	86.0	80.7	76.5	60.7	51.5	55.7	65.9	69.5	72.0	74.3	80.3	65.3	68.6	69.6	61.1	74.7	75.5	68.3	71.2	71.4	
Index (MPI)	94.6	98.9	83.7	93.7	111.7	107.1	101.8	105.6	101.4	106.4	116.9	135.7	107.7	86.9	88.7	92.8	104.8	105.0	111.8	98.7	97.7	117.1	104.2	101.1	102.6	100.6	103.6	
Rank	3 of 5	3 of 5	4 of 5	4 of 5	2 of 5	3 of 5	1 of 5	1 of 5	3 of 5	3 of 5	4 of 5	3 of 5	3 of 5	3 of 5	2 of 5	3 of 5	3 of 5	1 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5					
% Chg																												
My Property	-2.7	-9.5	-11.4	-10.3	-10.0	0.1	7.0	0.4	8.9	5.7	5.8	10.2	16.5	-12.0	8.8	-1.9	2.5	-5.6	22.8	-7.2	0.4	17.5	-6.5	-1.9	12.3	2.2	3.2	
Competitive Set	7.6	2.9	5.8	-3.2	8.9	9.8	2.9	4.0	8.6	-3.7	-11.2	-8.7	2.4	0.2	2.6	-1.0	9.2	-3.9	0.9	5.2	1.4	0.0	5.0	1.1	2.1	-4.2	0.3	
Index (MPI)	-9.6	-12.1	-16.2	-7.3	-17.4	-8.9	3.9	-3.4	0.3	9.8	19.1	20.6	13.8	-12.2	6.0	-0.9	-6.1	-2.0	21.7	-11.8	-1.0	17.6	-11.0	-3.0	10.0	-2.0	3.0	
Rank	4 of 5	4 of 5	5 of 5	4 of 5	5 of 5	5 of 5	1 of 5	4 of 5	2 of 5	1 of 5	1 of 5	1 of 5	1 of 5	5 of 5	1 of 5	3 of 5	5 of 5	4 of 5	1 of 5	4 of 5	4 of 5	1 of 5	4 of 5	5 of 5	1 of 5	4 of 5	2 of 5	
ADR	2015												2016						Year To Date			Running 3 Month			Running 12 Month			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016	
My Property	78.80	72.75	77.79	71.24	69.90	77.69	83.18	78.70	88.87	86.58	84.21	74.54	78.36	68.42	66.47	71.65	75.86	78.82	88.52	74.54	73.44	89.99	73.24	75.72	76.49	78.84	78.49	
Competitive Set	109.17	93.91	100.90	97.87	101.62	110.39	116.70	121.14	141.80	138.73	141.46	124.12	113.72	95.17	97.80	98.16	102.59	100.09	96.01	102.49	100.97	96.59	103.65	100.32	107.09	113.24	116.07	
Index (ARI)	72.2	77.5	77.1	72.8	68.8	70.4	71.3	85.0	62.7	62.4	59.5	60.1	68.9	69.8	68.0	73.0	73.9	78.8	71.4	72.7	72.7	72.5	70.7	75.5	71.4	69.6	67.6	
Rank	5 of 5	4 of 5	5 of 5	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	5 of 5														
% Chg																												
My Property	12.6	15.3	15.7	2.1	0.6	9.9	9.9	-3.9	11.7	1.2	-6.7	-12.0	-0.6	-8.7	-14.5	0.6	8.5	1.5	-9.1	8.8	-1.5	-8.4	4.6	3.4	-5.4	3.1	-0.5	
Competitive Set	8.5	3.2	6.2	-0.6	7.7	14.3	10.7	9.7	21.7	4.1	-7.2	-2.0	4.2	1.3	-3.1	0.3	1.0	-9.3	2.8	8.8	-1.5	5.2	7.3	-3.2	4.1	5.7	2.5	
Index (ARI)	3.8	11.8	9.0	2.7	-6.5	-3.8	-0.7	-12.4	-8.2	0.5	-10.2	-10.2	-4.5	-9.9	-11.8	0.3	7.5	11.9	-11.5	1.9	0.0	-12.9	-2.5	6.8	-9.1	-2.5	-2.9	
Rank	2 of 5	1 of 5	1 of 5	1 of 5	5 of 5	4 of 5	3 of 5	5 of 5	5 of 5	4 of 5	3 of 5	5 of 5	4 of 5	5 of 5	5 of 5	2 of 5	1 of 5	1 of 5	5 of 5	2 of 5	3 of 5	5 of 5	4 of 5	1 of 5	5 of 5	4 of 5	5 of 5	
RevPAR	2015												2016						Year To Date			Running 3 Month			Running 12 Month			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2014	2015	2016	2014	2015	2016	2014	2015	2016	
My Property	40.54	47.36	44.09	48.58	53.09	69.52	70.57	71.49	72.75	70.50	59.73	52.08	46.97	38.04	40.99	47.92	59.07	66.42	50.02	50.49	49.95	58.29	57.02	57.82	53.63	56.47	58.04	
Competitive Set	59.38	61.78	68.31	71.22	69.12	92.25	97.23	104.19	114.43	106.16	85.83	63.91	63.32	62.73	67.96	70.72	76.22	80.35	62.67	70.36	70.28	68.72	77.44	75.77	73.17	80.63	82.86	
Index (RGI)	68.3	76.7	64.5	68.2	76.8	75.4	72.6	68.6	63.6	66.4	69.6	81.5	74.2	60.6	60.3	67.8	77.5	82.7	79.8	71.8	71.1	84.8	73.6	76.3	73.3	70.0	70.0	
Rank	4 of 5	5 of 5	4 of 5	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5								
% Chg																												
My Property	9.6	4.4	2.6	-8.4	-9.5	10.0	17.6	-3.5	21.6	6.9	-1.3	-3.0	15.9	-19.7	-7.0	-1.4	11.3	-4.5	11.7	0.9	-1.1	7.7	-2.2	1.4	6.2	5.3	2.8	
Competitive Set	16.8	6.2	12.4	-3.8	17.3	25.5	13.9	14.1	32.1	0.2	-17.6	-10.5	6.6	1.5	-0.5	-0.7	10.3	-12.9	3.7	12.3	-0.1	5.2	12.7	-2.2	6.2	10.2	2.8	
Index (RGI)	-6.2	-1.7	-6.7	-4.7	-22.8	-12.3	3.3	-15.4	-8.0	6.7	19.7	8.4	8.6	-20.9	-6.6	-0.7	0.9	9.7	7.7	-10.1	-1.0	2.3	-13.2	3.6	-0.1	-4.5	0.0	
Rank	4 of 5	3 of 5	5 of 5	4 of 5	5 of 5	4 of 5	3 of 5	5 of 5	4 of 5	1 of 5	1 of 5	2 of 5	2 of 5	5 of 5	5 of 5	4 of 5	3 of 5	1 of 5	1 of 5	4 of 5	4 of 5	3 of 5	4 of 5	1 of 5	3 of 5	4 of 5	3 of 5	

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Tab 5 - Response Report

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000
 STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016

This Year

Jun 7th - First Day of Ramadan
 Jun 19th - Father's Day

June 2016 (This Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

June 2015 (Last Year)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Last Year

Jun 18th - First Day of Ramadan
 Jun 21st - Father's Day

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
42343	Wingate By Wyndham Green Bay	Green Bay, WI	54313-5539	(920) 617-2000	79	200109
27881	Hampton Inn Green Bay	Green Bay, WI	54304-5730	(920) 498-9200	114	199006
32333	Country Inn & Suites Green Bay	Green Bay, WI	54304-5505	(920) 336-6600	75	199510
38636	Hilton Garden Inn Green Bay	Green Bay, WI	54304-3956	(920) 405-0400	125	199907
58110	Holiday Inn Express & Suites Green Bay East	Green Bay, WI	54311-6275	(920) 593-4600	80	200811
					473	

2014				2015				2016																
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Data received:

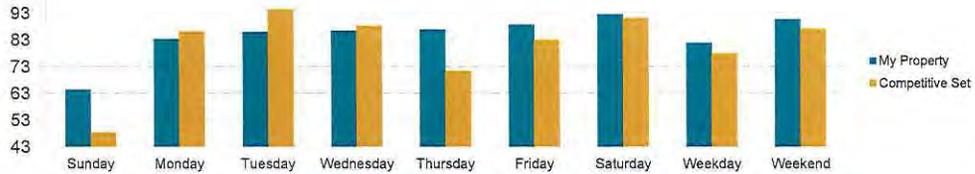
- = Monthly Only
- = Monthly & Daily

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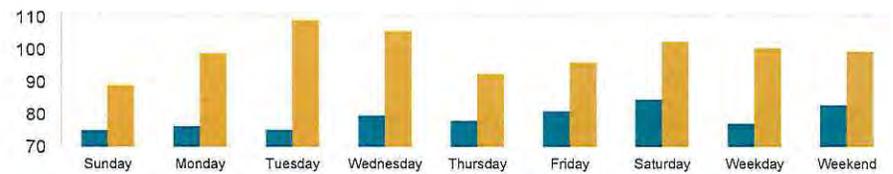
Tab 6 - Day of Week and Weekday/Weekend Report

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000
 STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Monthly Competitive Set Data Excludes Subject Property

Current Month Occupancy



Current Month ADR



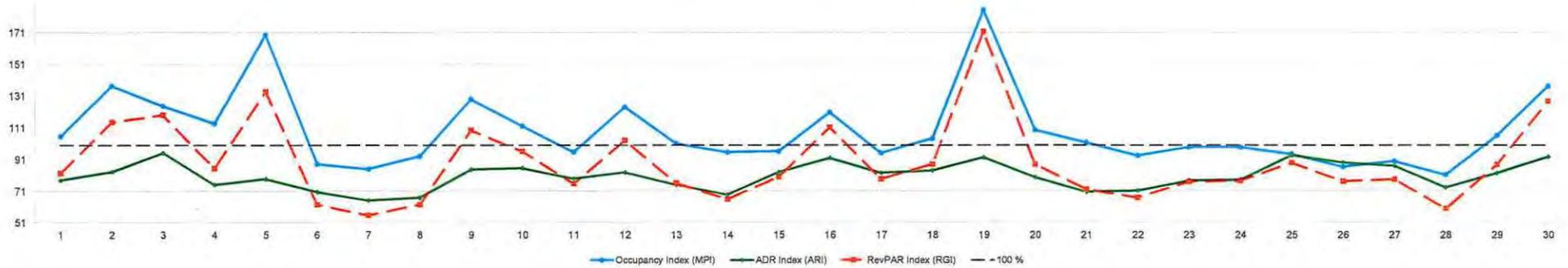
Day of Week	Time Period	Occupancy (%)						Average Daily Rate						RevPAR					
		My Property		Competitive Set		Index (MPI)		My Property		Competitive Set		Index (ARI)		My Property		Competitive Set		Index (RGI)	
		% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg	% Chg
Sunday	Current Month	64.5	-14.4	48.4	-17.9	133.3	4.2	75.18	2.5	88.98	-18.5	84.5	25.8	48.46	-12.3	43.02	-33.1	112.6	31.1
	Year To Date	49.7	0.8	35.3	-3.7	140.8	4.6	75.47	2.8	110.32	4.5	68.4	-1.6	37.50	3.6	38.92	0.7	96.4	2.9
	Running 3 Month	55.3	-7.1	37.5	-8.3	147.6	1.3	72.40	4.9	89.47	-10.3	80.9	17.0	40.07	-2.5	33.56	-17.8	119.4	18.6
	Running 12 Month	57.6	-1.5	44.6	-3.2	129.2	1.7	85.74	-2.8	153.84	4.1	55.7	-6.6	49.40	-4.3	68.61	0.7	72.0	-5.0
Monday	Current Month	83.4	-5.6	86.0	3.3	97.0	-8.6	76.39	5.9	98.77	-6.8	77.3	13.6	63.73	0.0	84.98	-3.7	75.0	3.9
	Year To Date	62.7	3.0	72.5	1.5	86.5	1.5	70.22	-0.3	97.72	-2.0	71.9	1.7	44.01	2.7	70.93	-0.5	62.1	3.2
	Running 3 Month	71.3	-4.6	77.5	-1.4	92.0	-3.3	74.21	5.7	99.04	-4.7	74.9	10.9	52.89	0.8	76.71	-6.0	68.9	7.3
	Running 12 Month	69.8	3.2	74.1	-1.2	94.1	4.5	74.57	1.4	108.46	1.8	68.8	-0.4	52.04	4.7	80.41	0.6	64.7	4.0
Tuesday	Current Month	85.9	-4.1	94.4	-0.2	91.0	-3.9	75.26	4.0	108.98	-2.1	69.1	6.3	64.69	-0.3	102.89	-2.3	62.9	2.1
	Year To Date	70.3	-0.2	85.4	-1.1	82.3	0.9	70.37	-0.5	104.43	-2.0	67.4	1.6	49.50	-0.6	89.20	-3.1	55.5	2.6
	Running 3 Month	79.7	-4.1	90.4	-1.5	88.1	-2.7	74.27	4.5	106.51	-2.9	69.7	7.6	59.20	0.2	96.32	-4.4	61.5	4.7
	Running 12 Month	75.2	1.1	84.9	-0.3	88.5	1.4	74.41	3.3	109.21	0.4	68.1	2.9	55.93	4.4	92.75	0.1	60.3	4.3
Wednesday	Current Month	86.5	-2.8	88.1	-5.3	98.2	2.7	79.69	11.1	105.66	-4.4	75.4	16.2	68.89	8.0	93.06	-9.5	74.0	19.4
	Year To Date	70.7	-2.6	85.6	0.7	82.6	-3.3	71.39	-2.3	103.49	-2.1	69.0	-0.2	50.49	-4.8	88.63	-1.3	57.0	-3.5
	Running 3 Month	77.5	-3.2	89.7	2.5	86.4	-5.5	76.00	6.2	106.16	-1.3	71.6	7.6	58.89	2.8	95.19	1.2	61.9	1.7
	Running 12 Month	76.5	2.3	84.5	0.0	90.5	2.3	74.24	-2.7	111.43	0.8	66.6	-3.5	56.77	-0.5	94.13	0.8	60.3	-1.3
Thursday	Current Month	87.0	-3.6	71.3	-1.2	121.9	-2.4	78.00	1.9	92.49	-10.0	84.3	13.1	67.83	-1.8	65.97	-11.1	102.8	10.5
	Year To Date	69.8	0.1	65.5	1.1	106.5	-0.9	73.87	0.5	94.71	-0.9	78.0	1.4	51.58	0.6	62.07	0.1	83.1	0.5
	Running 3 Month	79.2	-0.5	72.2	4.0	109.8	-4.3	74.89	3.7	95.41	-0.1	78.5	3.8	59.34	3.2	68.87	3.9	86.2	-0.7
	Running 12 Month	76.2	5.1	67.4	-2.3	113.1	7.6	78.66	1.2	108.97	2.3	72.2	-1.1	59.95	6.3	73.46	0.0	81.6	6.4
Friday	Current Month	88.8	-8.0	82.9	-2.6	107.1	-5.5	81.08	-3.1	95.97	-15.7	84.5	15.0	72.00	-10.9	79.59	-17.9	90.5	8.6
	Year To Date	74.9	4.8	65.8	3.8	113.7	1.0	74.18	-2.9	92.69	-3.6	80.0	0.7	55.55	1.7	61.03	0.0	91.0	1.7
	Running 3 Month	82.6	1.6	75.7	3.5	109.1	-1.8	76.49	1.8	94.58	-5.6	80.9	7.8	63.19	3.4	71.63	-2.3	88.2	5.8
	Running 12 Month	78.2	7.2	66.3	4.3	118.0	2.8	75.34	-1.2	102.88	3.4	73.2	-4.4	58.90	6.0	68.17	7.8	86.4	-1.7
Saturday	Current Month	92.6	-5.3	91.1	-4.2	101.6	-1.2	84.65	-9.9	102.45	-12.7	82.6	3.2	78.37	-14.7	93.35	-16.3	84.0	2.0
	Year To Date	77.9	-2.4	77.0	4.9	101.2	-7.0	78.27	-4.9	105.52	-1.3	74.2	-3.6	61.01	-7.2	81.29	3.5	75.1	-10.3
	Running 3 Month	88.8	2.6	85.7	5.0	103.6	-2.3	80.09	-1.8	102.79	-1.5	77.9	-0.3	71.14	0.8	88.10	3.4	80.7	-2.6
	Running 12 Month	84.1	4.3	77.7	3.9	108.2	0.4	87.13	-1.6	131.82	5.6	66.1	-6.9	73.27	2.6	102.47	9.7	71.5	-6.5
Weekday/Weekend																			
Weekday (Sun-Thu)	Current Month	81.9	-5.5	77.8	-4.1	105.3	-1.5	77.18	5.5	100.38	-7.3	76.9	13.8	63.23	-0.3	78.12	-11.1	80.9	12.1
	Year To Date	64.7	0.2	68.9	0.2	93.9	0.0	72.10	-0.1	101.54	-1.2	71.0	1.0	46.62	0.1	69.93	-0.9	66.7	1.0
	Running 3 Month	72.6	-3.7	73.4	-0.2	98.9	-3.5	74.48	5.0	100.93	-3.1	73.8	8.4	54.08	1.1	74.13	-3.4	73.0	4.6
	Running 12 Month	71.1	2.2	71.1	-1.2	99.9	3.4	77.15	0.0	115.10	1.6	67.0	-1.6	54.85	2.2	81.89	0.4	67.0	1.8
Weekend (Fri-Sat)	Current Month	90.7	-6.7	87.0	-3.4	104.2	-3.3	82.90	-6.7	99.36	-14.1	83.4	8.7	75.18	-12.9	86.47	-17.1	86.9	5.1
	Year To Date	76.4	1.0	71.4	4.4	107.0	-3.2	76.27	-4.1	99.61	-2.3	76.6	-1.9	58.28	-3.1	71.16	2.0	81.9	-5.0
	Running 3 Month	85.7	2.1	80.7	4.3	106.2	-2.1	78.36	-0.1	98.94	-3.4	79.2	3.4	67.16	2.0	79.87	0.8	84.1	1.2
	Running 12 Month	81.1	5.7	72.0	4.0	112.7	1.6	81.45	-1.5	118.50	4.7	68.7	-6.0	66.08	4.0	85.32	8.9	77.5	-4.5
Total	Current Month	84.3	-5.8	80.3	-3.9	105.0	-2.0	78.82	1.5	100.09	-9.3	78.8	11.9	66.42	-4.5	80.35	-12.9	82.7	9.7
	Year To Date	68.0	0.4	69.6	1.4	97.7	-1.0	73.44	-1.5	100.97	-1.5	72.7	0.0	49.95	-1.1	70.28	-0.1	71.1	-1.0
	Running 3 Month	76.4	-1.9	75.5	1.1	101.1	-3.0	75.72	3.4	100.32	-3.2	75.5	6.8	57.82	1.4	75.77	-2.2	76.3	3.6
	Running 12 Month	73.9	3.2	71.4	0.3	103.6	3.0	78.49	-0.5	116.07	2.5	67.6	-2.9	58.04	2.8	82.86	2.8	70.0	0.0

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Tab 7 - Daily Data for the Month

Wingate By Wyndham Green Bay 2065 Airport Dr Green Bay, WI 54313-5539 Phone: (920) 617-2000
 STR # 42343 ChainID: 12715 MgtCo: None Owner: Oneida Airport Hotel Corp
 For the Month of: June 2016 Date Created: July 18, 2016 Daily Competitive Set Data Excludes Subject Property

Daily Indexes for the Month of June



		We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
Occupancy (%)	June	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	My Property	73.4	82.3	97.5	94.9	65.8	77.2	82.3	84.6	87.3	89.9	84.8	84.6	91.1	94.9	94.9	96.2	78.5	97.5	73.4	88.6	94.9	92.4	91.1	89.9	93.7	54.4	77.2	72.2	87.3	78.5
	Competitive Set	69.5	59.9	78.2	83.5	38.8	87.6	96.7	91.1	67.8	80.2	88.6	82.0	90.1	89.2	98.7	79.7	82.5	93.4	39.6	80.7	93.1	98.7	92.1	90.9	99.0	62.9	85.8	88.6	82.2	57.1
	Index (MPI)	105.6	137.4	124.7	113.7	169.5	86.2	85.1	93.1	128.9	112.1	95.7	124.1	101.2	95.7	96.2	120.7	95.1	104.4	185.4	109.8	101.9	93.6	98.9	98.9	94.6	86.5	90.0	81.5	108.2	137.4
% Chg	My Property	-19.4	4.8	0.0	-1.3	-30.7	-17.6	-15.6	-11.8	-10.4	-9.0	-15.2	-21.5	-4.0	-6.3	8.7	10.1	-12.7	2.7	-4.9	-6.7	-3.8	14.1	-6.5	-10.1	-6.3	16.2	1.7	11.8	38.0	-1.6
	Competitive Set	-16.7	-3.3	6.2	-7.3	-48.9	1.5	1.1	-5.0	-6.3	3.6	-2.5	-17.8	5.7	0.0	0.5	8.3	-12.2	-6.4	-50.0	-16.1	-5.4	4.6	13.8	-5.0	-0.8	61.0	18.6	-1.4	36.7	37.2
	Index (MPI)	-3.3	8.4	-5.8	6.5	30.5	-19.8	-16.5	-7.2	-4.3	-12.1	-13.0	-33.4	-9.1	-6.3	6.1	1.7	-0.6	9.6	90.2	11.2	1.7	9.1	-17.8	-5.4	-5.6	-27.8	-12.8	13.4	0.9	-28.3

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
ADR	June	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	My Property	73.58	73.20	87.74	71.58	70.84	71.68	72.64	68.90	78.56	78.19	76.20	75.78	76.53	77.30	94.71	86.58	82.74	91.59	76.94	78.57	79.67	83.10	78.17	77.86	100.98	80.20	81.08	72.63	78.48	76.21
	Competitive Set	94.50	88.01	92.17	95.47	89.99	101.57	111.31	102.97	80.38	91.32	96.56	91.40	101.97	112.30	114.10	94.14	100.15	108.84	83.25	98.22	112.62	116.38	101.95	99.54	107.59	89.96	93.06	98.87	85.09	82.15
	Index (ARI)	77.9	83.2	95.2	75.0	78.7	70.6	65.3	86.9	84.7	85.6	78.9	82.9	75.1	68.8	83.0	92.0	82.6	84.2	92.4	80.0	70.7	71.4	77.7	78.2	93.9	89.2	87.1	73.5	82.5	92.8
% Chg	My Property	7.6	8.3	30.2	1.5	-0.1	-4.7	-0.5	-2.2	-4.2	7.1	-1.2	7.2	-0.2	0.3	22.3	8.1	-18.8	-30.8	-3.7	8.8	6.9	17.4	2.3	-18.9	4.5	11.0	19.7	4.1	20.8	13.2
	Competitive Set	-15.1	-9.6	-14.5	0.4	-16.7	-1.0	2.0	-6.5	-6.1	-1.8	-2.6	-12.8	-2.4	-0.1	3.4	-11.1	-26.9	-28.4	-27.7	-11.3	0.7	5.2	-7.2	-11.7	-9.8	-9.4	-10.9	-10.7	-4.2	-1.8
	Index (ARI)	26.7	19.7	52.3	1.1	22.9	-3.7	-2.5	4.5	2.1	9.0	1.4	22.9	2.2	0.4	18.2	21.6	11.1	-3.3	33.1	20.4	6.2	11.6	10.2	-5.9	15.8	22.6	34.3	16.6	26.1	15.3

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
RevPAR	June	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	My Property	54.02	60.23	85.52	67.96	46.63	55.35	59.78	58.43	66.86	70.27	64.62	48.92	69.75	73.39	89.92	83.29	64.94	89.27	56.49	69.61	75.64	76.79	72.15	69.98	94.59	43.66	62.60	52.40	68.55	59.81
	Competitive Set	65.72	52.72	72.05	79.72	34.85	88.93	107.64	93.83	61.25	73.24	85.54	47.56	91.87	111.45	112.85	75.03	82.61	101.85	32.88	79.28	104.90	114.91	93.92	90.45	108.50	56.82	79.83	87.58	78.19	46.92
	Index (RGI)	82.2	114.3	118.7	85.2	133.4	62.2	55.5	82.3	109.2	96.0	75.6	102.9	75.9	85.9	79.8	111.0	78.6	87.8	171.4	87.8	72.1	66.6	78.8	77.4	88.8	77.1	78.4	59.8	87.7	127.5
% Chg	My Property	-13.3	13.5	30.2	0.1	-30.7	-21.4	-16.0	-13.8	-14.1	-2.5	-16.2	-15.9	-4.2	-6.0	32.9	19.1	-29.1	-29.0	-8.4	-0.3	2.8	33.9	-4.3	-25.3	-2.1	29.0	21.7	16.3	66.7	11.4
	Competitive Set	-29.3	-12.5	-9.2	-6.9	-56.8	0.4	3.1	-11.2	-12.1	1.8	-5.0	2.7	3.2	-0.1	4.0	-3.8	-35.8	-33.0	-63.8	-25.6	-4.7	10.0	5.6	-18.1	-10.5	45.9	3.9	-12.0	30.9	34.7
	Index (RGI)	22.6	29.8	43.4	7.6	60.4	-21.8	-18.5	-3.0	-2.3	-4.3	-11.8	-18.1	-7.1	-5.9	27.8	23.7	10.5	6.0	153.2	33.9	7.9	21.7	-9.5	-10.9	9.3	-11.5	17.1	32.2	27.3	-17.3

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Tab 8 - Help

Definitions

- ADR (Average Daily Rate)** - Room revenue divided by rooms sold, displayed as the average rental rate for a single room.
- Competitive (Comp) Set** - A peer group of competitive hotels selected by hotel management to benchmark the subject property's performance.
- Contract** - Rooms sold/revenue from bookings sold at rates stipulated by contracts including airline crews and permanent guests.
- Exchange Rate** - The factor used to convert revenue from US Dollars to the local currency. Reports display the monthly exchange rates (the rate on the last day of the month) and the daily exchange rates on the Daily by Month pages. STR obtains exchange rate data from Oanda.com. Any aggregated number in the report (YTD, Running 3 month, Running 12 month) uses the exchange rate of each relative month when calculating the data.
- Fiscal Year To Date (YTD)** - Custom fiscal year as specified by individual hotel or hotel group, if a non-calendar Fiscal Year to Date calculation is more applicable (e.g. July – June) to coincide with hotel/hotel groups operations and financial reporting.
- Food & Beverage Revenue (F&B)** - Revenue derived from food and beverage sales.
- Group** - Rooms sold/revenue from bookings sold simultaneously in blocks of ten (10) or more.
- Index (Occupancy, ADR, RevPar)** - Property performance divided by competitive set performance multiplied by 100. Internationally, indexes are also referred to as MPI – Market Penetration Index (Occupancy Index), ARI – Average Rate Index (ADR Index), and RGI – Revenue/RevPAR Generation Index (RevPAR Index).
- Market Class** - Class is an industry categorization which includes chain-affiliated and independent hotels. The class for a chain-affiliated hotel is the same as its chain scale. An independent hotel is assigned a class based on its ADR, relative to that of the chain hotels in their geographic proximity. There are six (6) class groups: Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale and Economy.
- Market Class Combined (or Collapsed)** – If a single class segment is insufficient for reporting, classes are combined. There are three combined class segments: Luxury and Upper Upscale, Upscale and Upper Midscale, and Midscale and Economy.
- Market Scale** - Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are seven (7) scale groups: Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale, Economy and Independent.
- Market Scale (Collapsed)** – Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are two (2) market scale (collapsed) groups: Upscale (includes Luxury, Upper Upscale, Upscale, Independent) and Midscale/Economy (includes Upper Midscale, Midscale and Economy).
- MTD (Month to Date)** - If a month ends during the current week, the MTD number would represent the month that ended.
- Occupancy** - Rooms sold divided by rooms available multiplied by 100. Occupancy is always displayed as a percentage of rooms occupied.
- Other Revenue** - All hotel revenue other than room and food and beverage revenue.
- Percent Change (% Chg)** - Amount of growth – up, down or flat – this period versus same period last year (day, week, running 28 days, running month-to-date). Calculated as $((TY-LY)/LY)*100$.
- Percent Change Rank (Occupancy, ADR, RevPar)** - The percent change for the property is compared to the percent change of each hotel in the comp set.
- Rank (Occupancy, ADR, RevPar)** - Property performance ranked versus hotels in the competitive set (e.g. a "3 of 6" ADR ranking means the subject hotel's absolute ADR is third highest of the six competitors).
- RevPAR (Revenue per Available Room)** - Room revenue divided by rooms available
- Room Revenue** - Revenue derived from guestroom rental.
- Segmented Data** - Rooms sold and revenue data broken down by Transient, Group, and Contract.
- Tract Scale** – Hotels located in the subject property's tract and classified in the subject property's STR chain scale segment. There are four (4) tract scale groups: Upscale (includes Luxury, Upper Upscale, Upscale), Midscale (includes Upper Midscale and Midscale), Economy and Independent.
- Transient** - Rooms sold/revenue from guests with reservations at Rack, Corporate, Corporate Negotiated, Package, Government or foreign traveler rates.
- Planning** - The project will go out for bids, construction will start within 4 months, or an architect/engineer has been selected for the project and plans are underway.
- Under Construction** - Ground has been broken or the owner is finalizing bids on the prime (general) contract.

FAQ

- How is my hotel performing versus competition?**
The monthly STAR report provides timely occupancy, average room rate, revenue per available room benchmarking of your hotel's performance versus your own selected competitors and an STR defined industry segment.
- Is my hotel's data included in the competitive numbers?**
It depends on your preference. Check the summary page to see if your hotel's data is included or excluded in the competitive set numbers.
- How does STR determine currency and exchange rates?**
Currency is user-defined and is displayed at the top of the report. STR obtains exchange rate data from Oanda.com.
- How are percentage changes computed?**
Hotel and competitive performance changes are measured against same period prior year.
- Why do my percentage change numbers have such a large range?**
The data for this year vs. the same period last year may vary greatly. Consider if you sold 2294 rooms this year vs. 743 last year, the percent change would be 208.7% $((2294-743)/743)*100$.
- What is an index?**
An index is an easy way to compare your hotel's performance versus competition. An index of 100 or higher means your hotel's absolute performance is the same or better than competition.
- What does the "Rank" information mean?**
Your hotel's performance is ranked against the other properties in your competitive set. If your hotel's RevPAR rank is "2 of 6", that means your hotel's RevPAR was second highest of the six hotels in your competitive set.
- What does "running 28 days" mean?**
The most recent 28 days historical performance. The running 28 day numbers are based on the most current 28-day period, ending with the last day included in the weekly report.
- What does "run MTD" mean?**
Running month-to-date. The MTD numbers are based on a calendar month and include all days of the same month, through the most recent calendar day included in the report. If the most recent week's reporting includes data in two calendar months, the MTD numbers only include data from the recently ended month.
- What if there are blanks in my competitive set numbers?**
Your competitive set did not include sufficient data for reporting. A minimum of three (3) hotels excluding the subject property must report data in order for STR to provide competitive set performance.
- What if there are blanks in my competitive set percentage change?**
Your competitive set did not include sufficient data for reporting prior year data.
- What is "Pipeline" on the Summary Tab?**
Pipeline data is generated based on the STR/McGraw-Hill Construction Dodge Supply Pipeline database and details hotels that are being planned but not yet open. Every month STR receives data feeds from its hotel clients and Dodge Construction to create the definitive database for hotels in planning, pre-planning or under construction. The data is widely used by investment banks, development groups and hotel owners to estimate future nationwide supply growth and track supply changes in the market.
- Who can I contact if I have more questions?**
Check out the glossary and FAQ at www.str.com or e-mail support@str.com
- If I'm an all-inclusive hotel, how can I benchmark my package rate?**
In order to benchmark your package rate, you'll need to participate in the Segmentation program which will break out your revenues by Rooms, F&B, & Other.
This will provide you with a TrevPAR which is the total revenue per available room and is the same as an all-inclusive package rate.