Oneida Business Committee Agenda Request

1. Meeting Date Requested: ~~12 / 14 / 16~~

EXCERPT FROM DECEMBER 14, 2016: Motion Jennifer Webster to adjourn at 11:59 a.m.; and to defer the remaining agenda items to the December 28, 2016, regular Business Committee meeting, with item "VIII.A. Review concern # 2016-CC-21 regarding Tsyunhehkwa operations" to be addressed first on that agenda, seconded by Melinda J. Danforth. Motion carried unanimously.

2. General Information:

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

Agenda Header: Reports

☐ Accept as Information only

☒ Action - please describe:

Motion to accept the FY16 4th Quarter Report

3. Supporting Materials

☒ Report ☐ Resolution ☐ Contract

☐ Other:

1. OAHC d/b/a Radisson 4th Quarter Report
3.
2. Three Clans Airport d/b/a Wingate 4th Qtr Report
4.

☐ 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.

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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 4th Quarter of FY16.

Request a motion to accept the OAHC 4th Quarter Report for 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: September 30, 2016

Narrative Section

Business practice, market overview, place within market:

- STR report shows for the Quarter that we are down in Occupancy YOY -14.4% index, up in ADR YOY 10.9% index with a result of -5.1% index YOY for RevPar. Occupancy numbers down YOY due to less Packers games in September YOY as well as a National Conference rotated out of Wisconsin that was here in September 2015. ADR up due to Badger vs LSU in September.
- STR report show for the Year that we are down in Occupancy YOY -1.0% index, down in ADR -1.4% index with a result of -2.4% index YOY for RevPar. FY2015 had citywide events that FY2016 did not have including Hockey, Concert at Lambeau, Soccer Tournament and Bowling Tournaments.
- Sales team attended a Connect Marketplace in August as well as hosted the AIANTA reception in Tulalip in September. 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 Radisson in forefront of Sales efforts 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 December 2016 in Green Bay, near Aloft
- 4 Star Lodge Kohler property being built on Packer property near the stadium with 200 rooms – 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

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

Business practice, market overview, place within market:

- Ranking for the fourth quarter from the STR Report the Wingate is 4 out of 5 based on REVPAR and 3 out 5 based on Occupancy. Wingate continues to maintain fair market share within the competitive set while increasing rate.
- The Wingate continued to change its focus in the fourth quarter to growing rate over occupancy. The Wingate was able to grow rate by 2.6% and only loss -1.8% in occupancy.
- The Wingate averaged an 82.7% occupancy for the fourth quarter.

Competitive analysis:

- The competitors ran a REVPAR of $105.85 to Wingate's $70.80 for the fourth quarter.
- The competitive set had an occupancy of 81.9% to the Wingate's 82.7%.

Strategies for improved value:

- The Wingate is focused on growing rate for the fourth quarter and first quarter of the new budget.
- The Wingate's strategy is to yield rates sooner especially on high demand dates and to offer less heavily discounted rates on slow dates.
- 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. The Radisson sales team uses the Wingate to sell to large convention groups as an overflow property.

Material changes or developments in market/business:

- The Wingate continues to see increases in the corporate business traveler and is starting to see the corporate business traveler using travel agents again while shying away from the third party websites.
- We also were able to negotiate rates with some new local companies to add to the Wingate's preferred list.

Market growth:

- For the fourth Quarter, the Wingate ended with 66.9% REVPAR Index. The Wingate saw a decrease of -1.2% year over year for REVPAR Index.
- Revenues for the fourth quarter were $515053 which were up from prior year by $8610.00.

Pending legal action:

- Nothing at the moment