

Oneida Airport Hotel Corporation
Three Clans Airport, LLC
Quarterly Report
For the quarter ended: December 31, 2021

Narrative Section

Business practice, market overview, place within market:

- Q1 STR Occupancy was 45.9%; ADR was \$110.16; and RevPar was 50.56%.
- Green Bay hotels continue to be in competition for the same piece of business.
- The Wingate as of November 1st 2021 has A new part-time remote sales associate through Wyndham.

Competitive analysis:

- Corporate guest are traveling more than last quarter, but not as much as prior to Covid due to state/ travel restrictions.
- Government restrictions are still in place for those who travel.
- Green Bay area hotels are still fighting for the same pieces of transient business.

Strategies for improved value:

- The Wingate's strategy is to continually grow rate. 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 Wingate is also focusing on growing its small meeting business.
- We continue to focus our attention on customer service to ensure the best possible service for all our guest.
- Ensuring all safety protocols are being enforced throughout the hotel.
- Wyndham now allows us to run our own mobile deals, flash sales and member deals to help increase occupancy.
- The Wingate continues to reach out to existing and new companies.

Material changes or developments in market/business:

- Microtel Hotel closed in Ashwaubenon. This hotel was in our competitive set.

Market growth:

- Legacy hotel to tentatively open 2022. This is 5 story luxury hotel with 79 suite rooms. Will be located at 1004 Brett Favre Way GB.

- Cobblestone Hotel & Suites De Pere WI 60 rooms. This hotel will include a restaurant called Wissota Chophouse.

Pending legal action:

- Nothing at the moment

Oneida Airport Hotel Corporation
Radisson Hotel & Conference Center
Quarterly Report
For the quarter ended: December 31, 2021

Narrative Section

Business practice, market overview, place within market:

- Q1 STR Occupancy index was 43.2%; ADR was \$149.68; and RevPar index was 64.63%.
- Q1 saw a few cancellations for social events due to the Delta variant, but were able to combat this with Packers fans for home games YOY, where last year there were none. Continuing with the sports blocks and holiday parties picked up. Sports Booking started at Casino early December, ensure Casino packaging marketed.
- Sales team currently at Director Sales, 2 Sales Manager's, Corporate Revenue Manager, 2 Catering Manager's, Sales Admin and Catering Coordinator

Competitive analysis:

- Green Bay area hotels currently fighting for same pieces of transient business and putting offers and deals/packages out to gain occupancy.
- Corporate guests just starting to travel a little, not as much as prior due to state restrictions/travel restrictions etc. Also, government restrictions still in place for those who travel for government.

Strategies for improved value:

- Developed packaging & incentive bookings for 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, as well as utilizing their Meeting Planner incentive programs and transient booking promotions.
- Working with Aimbridge Regional properties to gain leverage and recognition.
- Working closely with Discover Green Bay (formerly CVB) in all Sales markets to keep top of mind and participate in all sales initiatives.
- Attended Holiday Showcase in December gain exposure and leads for Association and Social groups. Also attended AIANTA in October to network with potential future business.
- Ensuring all Safety Protocols being enforced in meeting and catering groups booked.

Material changes or developments in market/business:

- Red Lion in Appleton announced soon to be a Hilton, due to change over in March 2022 – in our STR comp set.
- Holiday Inn Appleton now a DoubleTree by Marriott – in our STR comp set.

Market growth:

- Legacy Hotel due to break ground 2022 – 79 room property
- Cobblestone in DePere broke ground & due to open in 2022 – 60 room property
- Hampton Inn property to be built near SpringHill Suites in 2022– 89 room property

Pending legal action:

Yes