

Oneida Airport Hotel Corporation
Three Clans Airport, LLC
Quarterly Report
For the quarter ended: December 31, 2022

Narrative Section:

- Q1 STR Occupancy for the quarter is at 62.3%; ADR \$102.27; RevPAR \$63.75. To the comp set we are up in Occupancy and down in ADR and RevPAR.
- Green Bay hotels continue to be in competition for the same piece of business.

Competitive analysis:

- Government has increased.
- Green Bay area hotels are still fighting for the same pieces of transient business but not as much as last quarter.
- Leisure and group have seen the biggest increase.

Strategies for improved value:

- No strategies for improved value due to sale of Wingate.

Material changes or developments in market/business:

- Wingate and Aimbridge are working on a new comp set to be in compliance with the STAR. This is due to Choice acquiring all Country Inns & Suites by Radisson properties in the competitive set and the Microtel in Green Bay closing.

Market growth:

- Legacy Hotel to tentatively open spring of 2023. This is 5 story luxury hotel with 77 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.
- Hampton Inn Ashwaubenon WI 89 rooms. This hotel will include a pool, fitness center, meeting room and lobby/breakfast area.

Pending legal action:

- Nothing at the moment.

Oneida Airport Hotel Corporation
Radisson Hotel & Conference Center
Quarterly Report
For the quarter ended: December 31, 2022

Narrative Section

Business practice, market overview, place within market:

- Q1 STR Occupancy 50.3% down to comp set; ADR \$149.77 up to comp set; RevPar \$75.31 down slightly to comp set
- 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, which is resulting in higher occupancy over comp set and slightly lower ADR
- Corporate guests traveling a bit more, growing ADR in this segment as well. Group strong in October and tapered in November and December.

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.
- Working with Wingate to gain occupancy and meetings with Sales teams efforts
- Completed a Association promotional Sales blitz in November in the Madison Area with DGB.
- Attended Holiday Showcase in Chicago to gain leverage with future conferences in the Association and SMERF markets.
- Attended Aianta in Funer to gain leverage for Tribal market.

Material changes or developments in market/business:

- Red Lion in Appleton now a Hilton – in our STR comp set.
- Holiday Inn Appleton now a DoubleTree by Marriott – in our STR comp set.

Market growth:

- Legacy Hotel broke ground, due to open Spring 2023 – 79 room property
- Cobblestone in DePere opened Fall 2022 – 60 room property
- Hampton Inn property broke ground due to open 2023– 89 room property

Pending legal action:

- Nothing at this time