

*Hotel Runs By Night*

DATE	CONTRACTED ROOMS-PLUS	HIGHEST PICKUP	FINAL -ACTUAL
5/15/2018 - TUES	0	38	26
5/16/2018 - WED	25	186	136
5/17/2018 - THURS	200 + 69	423	288
5/18/2018 - FRI	300 + 69	435	304
5/19/2018 - SAT	300 + 69	429	286
5/20/2018 - SUN	0	35	15
TOTAL SLEEP NIGHTS	1032	1546	1055

PLEASE NOTE: COMPARISON OF ORIGINAL CONTRACTED ESTIMATE AND ACTUAL

Highest pickup is due to duplicate reservations and cancellations, due to early reservation hysteria about room availability. Places host chapter in a precarious position to stick with their original number plus attrition or match "the hysteria" placing chapter in financial jeopardy of cancellations without penalty.