

REMINGTON

The premier service provider to the hospitality industry.™

DOSM Conference Call

Tuesday, August 10, 2019





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**Crossover Challenge
Booking Policy-Set Up Fee
2019 Pinnacle Incentive Trip**

GROUP PACE DETAILS FOR THE CURRENT YEAR - AS OF AUGUST 31, 2019

Group Pace Details for the Current Year - as of August 31, 2019							
Definite Revenues Only (x1000) - Change from Same Time Last Year							
68 Remington Managed Properties Included							
Name		Q1	Q2	Q3	Q4	Total	
Chad Goodnough	(Marriott + CMH)	-216	1	247	-794	-762	-7
Paula Zeller	(FS Marriott)	431	32	470	82	1,015	759
Tara Jordan	(SS Marriott)	-221	48	188	112	126	383
Loretta Macke	(Starwood+Hyatt)	-482	-245	457	-364	-633	248
Shawn Anderson	(FS Hilton+HGI)	-450	-486	422	111	-404	-108
Kristi Pearce	(SS Hilton)	-5	-41	-72	-47	-164	14
Nickole Valdov	(Embassy)	-30	54	-829	-376	-1,181	-437
Jay Hubbs	(Indep/Luxury)	133	-818	474	33	-178	-402
Total Portfolio		-841	-1,455	1,357	-1,242	-2,181	450
Definite Rev. On Books % Change YoY		-2.5%	-3.5%	4.5%	-5.9%	-1.7%	0.4%
June 30th, 2019 Report		-2.4%	-3.9%	4.3%	-7.0%	-2.1%	

GROUP PACE FOR THE YEAR 2020 - AS OF AUGUST 31, 2019

Group Pace Details for the Year 2020 - as of August 31, 2019							
Definite Revenues Only (x1000) - Change from Same Time Last Year							
68 Remington Managed Properties Included							
Name		Q1	Q2	Q3	Q4	Total	
Chad Goodnough	(Marriott + CMH)	268	205	-984	76	-435	91
Paula Zeller	(FS Marriott)	-199	2	-124	148	-174	-1,029
Tara Jordan	(SS Marriott)	-89	-160	-135	-118	-502	-162
Loretta Macke	(Starwood+Hyatt)	146	-28	-803	-412	-1,097	-52
Shawn Anderson	(FS Hilton+HGI)	991	400	109	-238	1,262	636
Kristi Pearce	(SS Hilton)	-34	-4	70	19	51	-29
Nickole Valdov	(Embassy)	-98	-20	-160	8	-269	-77
Jay Hubbs	(Indep/Luxury)	195	-148	-137	10	-80	77
Total Portfolio		1,180	247	-2,163	-506	-1,243	-545
Definite Rev. On Books % Change YoY		8.3%	1.7%	-22.0%	-7.2%	-2.7%	-1.0%
June 30th, 2019 Report		12.1%	0.0%	-20.6%	-6.6%	-1.7%	

**CROSSOVER
CHALLENGE**



REMINGTON

CROSSOVER CHALLENGE

Goal

- Finish 2019 Positive in Group Pace
- Reach our 2020 Group Crossover Goals

Challenge

- Develop Stretch Goals based on Property Current and Historical Performance
- Focus and Track our performance through EOY
- Create “Friendly Competition”

CROSSOVER CHALLENGE

		2018 2019 CROSSOVER									2019 OTB			HISTORICAL BOOKING TREND			REACH / ADJUSTMENT (+ or -)			
PROPERTY	12/31/2018			2019 YE PROJECTION			ITYFTY 19 PROJECTION			AS OF 7/31/2019			8/1 TO 12/31/2018 FOR 2018						PROPERTY	
	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE		
AHG	14,997	\$225.66	\$3,384,180	22,170	\$203.95	\$4,521,680	7,173	\$158.58	\$1,137,500	19,302	\$209.41	\$4,041,975	1,768	\$172.40	\$304,805	1,100	\$159.00	\$174,900	AHG	
FWA	563	\$202.32	\$113,907	1,738	\$197.10	\$342,562	1,175	\$194.60	\$228,655	1,388	\$200.20	\$277,881	350	\$184.80	\$64,681	0	\$0.00	\$0	FWA	
FWW	23,770	\$172.90	\$4,109,934	30,754	\$162.11	\$4,985,611	6,984	\$125.38	\$875,677	29,233	\$167.66	\$4,901,134	2,121	\$173.38	\$367,749	-600	\$171.00	-\$102,600	FWW	
MAR	4,408	\$126.80	\$558,926	15,225	\$129.20	\$1,967,013	10,817	\$130.17	\$1,408,087	13,792	\$130.41	\$1,798,667	2,033	\$117.63	\$239,146	-600	\$118.00	-\$70,800	MAR	
MNH	10,809	\$134.58	\$1,454,651	21,132	\$139.11	\$2,939,616	10,323	\$143.85	\$1,484,965	19,141	\$137.99	\$2,641,311	2,991	\$143.20	\$428,305	-1,000	\$130.00	-\$130,000	MNH	
NBH	5,024	\$115.18	\$578,640	15,917	\$113.11	\$1,800,341	10,893	\$112.15	\$1,221,701	13,163	\$112.53	\$1,481,202	2,754	\$115.88	\$319,139	0	\$0.00	\$0	NBH	
PHA	1,539	\$162.46	\$250,033	5,795	\$139.35	\$807,544	4,256	\$130.99	\$557,511	3,833	\$153.45	\$588,163	1,537	\$107.20	\$164,768	425	\$128.50	\$54,613	PHA	
PHL	10,165	\$147.05	\$1,494,752	26,880	\$142.42	\$3,828,151	16,715	\$139.60	\$2,333,399	23,671	\$147.53	\$3,492,259	2,709	\$98.15	\$265,892	500	\$140.00	\$70,000	PHL	
STP	21,063	\$163.30	\$3,439,563	34,746	\$161.85	\$5,623,759	13,683	\$159.63	\$2,184,196	30,724	\$163.70	\$5,029,418	4,022	\$147.77	\$594,341	0	\$0.00	\$0	STP	
TWH	6,279	\$146.68	\$921,013	15,946	\$142.68	\$2,275,250	9,667	\$140.09	\$1,354,237	13,642	\$146.33	\$1,996,277	2,154	\$120.88	\$260,373	150	\$124.00	\$18,600	TWH	
	98,617	\$165.34	\$16,305,599	190,303	\$153.82	\$29,272,199	91,686	\$141.42	\$12,966,600	167,889	\$156.34	\$26,248,287	22,439	\$134.11	\$3,009,199	-25	-\$588.50	\$14,713		
	51.8%		55.7%				48.2%		44.3%				39.8%	ITYFTY	35.8%					
		2019 2020 CROSSOVER TARGET									2020 OTB			HISTORICAL BOOKING TREND			REACH / ADJUSTMENT (+ or -)			
PROPERTY	12/31/2019			2020 YE PROJECTION			ITYFTY 20 PROJECTION			AS OF 7/31/2019			8/1 TO 12/31/2018 FOR 2019						PROPERTY	
	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE	RM NTS	ADR	REVENUE		
AHG	15,881	\$223.04	\$3,542,128	24,100	\$198.00	\$4,771,800	8,219	\$149.61	\$1,229,672	12,117	\$233.73	\$2,832,153	4,764	\$195.00	\$928,975	-1,000	\$219.00	-\$219,000	AHG	
FWA	684	\$204.83	\$140,106	1,900	\$195.00	\$370,500	1,216	\$189.47	\$230,394	100	\$213.40	\$21,340	384	\$207.72	\$79,766	200	\$195.00	\$39,000	FWA	
FWW	25,090	\$173.20	\$4,345,565	33,000	\$165.00	\$5,445,000	7,910	\$138.99	\$1,099,435	18,843	\$175.45	\$3,306,084	5,747	\$166.52	\$956,981	500	\$165.00	\$82,500	FWW	
MAR	5,187	\$129.33	\$670,823	16,000	\$128.00	\$2,048,000	10,813	\$127.36	\$1,377,177	2,264	\$130.82	\$296,176	2,423	\$128.21	\$310,647	500	\$128.00	\$64,000	MAR	
MNH	10,999	\$134.45	\$1,478,824	23,500	\$135.00	\$3,172,500	12,501	\$135.48	\$1,693,676	6,662	\$135.61	\$903,416	3,587	\$132.19	\$474,158	750	\$135.00	\$101,250	MNH	
NBH	5,206	\$112.94	\$587,962	16,000	\$114.00	\$1,824,000	10,794	\$114.51	\$1,236,038	2,315	\$108.07	\$250,183	2,641	\$117.49	\$310,279	250	\$110.00	\$27,500	NBH	
PHA	1,380	\$127.43	\$175,858	8,000	\$122.00	\$976,000	6,620	\$120.87	\$800,143	362	\$117.45	\$42,518	693	\$134.02	\$92,877	325	\$124.50	\$40,463	PHA	
PHL	13,538	\$135.16	\$1,829,734	32,500	\$140.00	\$4,550,000	18,962	\$143.46	\$2,720,266	4,363	\$123.07	\$536,957	4,975	\$142.80	\$710,447	4,200	\$138.65	\$582,330	PHL	
STP	19,014	\$176.74	\$3,360,610	35,200	\$161.00	\$5,667,200	16,186	\$142.51	\$2,306,590	13,210	\$173.66	\$2,294,090	5,804	\$183.76	\$1,066,520	0	\$0.00	\$0	STP	
TWH	7,522	\$144.18	\$1,084,507	16,300	\$145.00	\$2,363,500	8,778	\$145.70	\$1,278,993	4,439	\$135.04	\$599,462	2,983	\$157.57	\$470,045	100	\$150.00	\$15,000	TWH	
	104,501	\$164.75	\$17,216,117	206,500	\$151.03	\$31,188,500	101,999	\$136.99	\$13,972,384	64,675	\$171.35	\$11,082,379	34,001	\$158.84	\$5,400,695	5,825	\$125.84	\$733,043		
	50.6%		55.2%				49.4%		44.8%				60.2%	FUTURE YR	64.2%					

CROSSOVER CHALLENGE

Goal

- Finish 2019 Positive in Group Pace
- Reach our 2020 Group Crossover Goals

Challenge

- Develop Stretch Goals based on Property Current and Historical Performance
- Focus and Track our performance through EOY
- Create “Friendly Competition”

Competition

Each DVP Sale Divisions -College Football Conference
Each Property is a Team within the Conference

CROSSOVER CHALLENGE TEAMS



Shawn Anderson

Big 10

Property	Assigned School
Austin - Hilton Garden Inn Downtown	Indiana University Bloomington
Fort Worth - Ashton	University of Illinois at Urbana-Champaign
Fort Worth - Hilton	The Ohio State University
Houston - Hilton NASA Clearlake	Northwestern University
Marietta - Hilton Conference Center	Purdue University
Minneapolis/St. Paul - Airport Hilton	University of Minnesota Twin Cities
Parsippany - Hampton Inn	University of Iowa
Parsippany - Hilton Hotel	Penn State University
St. Petersburg - Hilton	University of Michigan
Tampa - Hilton Westshore	Michigan State University



Nickole Valdov

PAC 12

Property	Assigned School
Austin - Embassy Suites	University of Southern California
Dallas - Embassy Suites	University of Alaska
Dulles - Embassy Suites	University of California, Los Angeles
Flagstaff - Embassy Suites	University of Colorado
Houston - Embassy Suites	University of Arizona
Hilton Santa Cruz	University of Oregon
Las Vegas - Embassy Suites	Arizona State University
West Palm Beach - Embassy Suites	University of Washington
Philadelphia - Embassy Suites Airport	University of Hawai'i
Walnut Creek - Embassy Suites	University of California, Berkeley



Loretta Macke

American Athletic Conference (AAC)

Property	Assigned School
Anchorage - Sheraton	North Carolina
Ann Arbor - Sheraton	Miami
Atlanta - Indigo Midtown	Pittsburgh
Bucks County Sheraton Hotel	North Carolina State
Indianapolis - Sheraton City Center	Louisville
Long Island - Hyatt Regency	Clemson
Minneapolis - Sheraton	Florida State
Princeton - Westin at Forrestal Village	Wake Forest
La Posada De Santa Fe	Georgia Tech
San Diego - Sheraton Mission Valley	Syracuse
Santa Fe - Hilton	Duke



Paula Zeller

Big 12

Property	Assigned School
Beverly Hills - Marriott	Texas Christian University
Dallas - Marriott Suites	Oklahoma State University
Durham - Marriott RTP	University of Kansas
Fremont - Marriott	University of Oklahoma
Marriott Memphis East	Texas Tech University
Manhattan Embassy Suites	West Virginia University
Omaha - Marriott	Iowa State University
Sugar Land - Marriott Town Square	University of Texas

CROSSOVER CHALLENGE TEAMS



Chad Goodnough
FBS Independents

Property	Assigned School
Costa Mesa - Hilton Orange County	Notre Dame
Boston - Backbay Hilton	University of Massachusetts
Irving - Marriott DFW	Brigham Young
Palm Springs - Renaissance Hotel	Army



Jay Hubbs
Ivy League Football

Property	Assigned School
Austin Lakeway Resort	Cornell
Chicago - Silversmith Hotel & Suites	Dartmouth
Jacksonville - One Ocean Resort	Columbia
New Orleans - Le Pavillion	Brown
Washington DC - Churchill Hotel	Pennsylvania
Washington DC - Melrose Hotel	Princeton
Yountville - Hotel Yountville	Yale
Yountville - Bardessono	Harvard



Tara Jordan
Southeastern Conference

Property	Assigned School
Boston - Courtyard	University of Alabama
Bloomington (IN) - Courtyard by Marriott	University of Tennessee
Columbus (IN) - Courtyard by Marriott	Louisiana State University
Lake Buena Vista - Residence Inn	University of Florida
Louisville - Courtyard by Marriott	University of Kentucky
Newark - Courtyard	Auburn University
Newark - Residence Inn	University of South Carolina
Oakland - Courtyard	University of Missouri
Wichita - Courtyard	University of Georgia



Kristi Pearce
The American Conference

Property	Assigned School
Annapolis - Historic Inns	Temple University
Annapolis - Crowne Plaza	Navy
Virginia Beach - Hilton Garden Inn Town Ctr	East Carolina University

CROSSOVER CHALLENGE BOARD

The Competition

Each Property with Group Goal has received a Remington Challenge Football Field Board along with 2 footballs.

Footballs represent:

- 2019-Progress to Positive 2019 Group Pace
- 2020-Progress to reaching assigned 2020 Group Crossover Goal

The Board

Example:

- Your Team is 60% to your 2019 Group Pace Goal- your 2019 Football would be on the 40 Yard line.
- Your Team is 80% to their 2020 Crossover Goal-your 2020 Football is on the 20 Yard line.



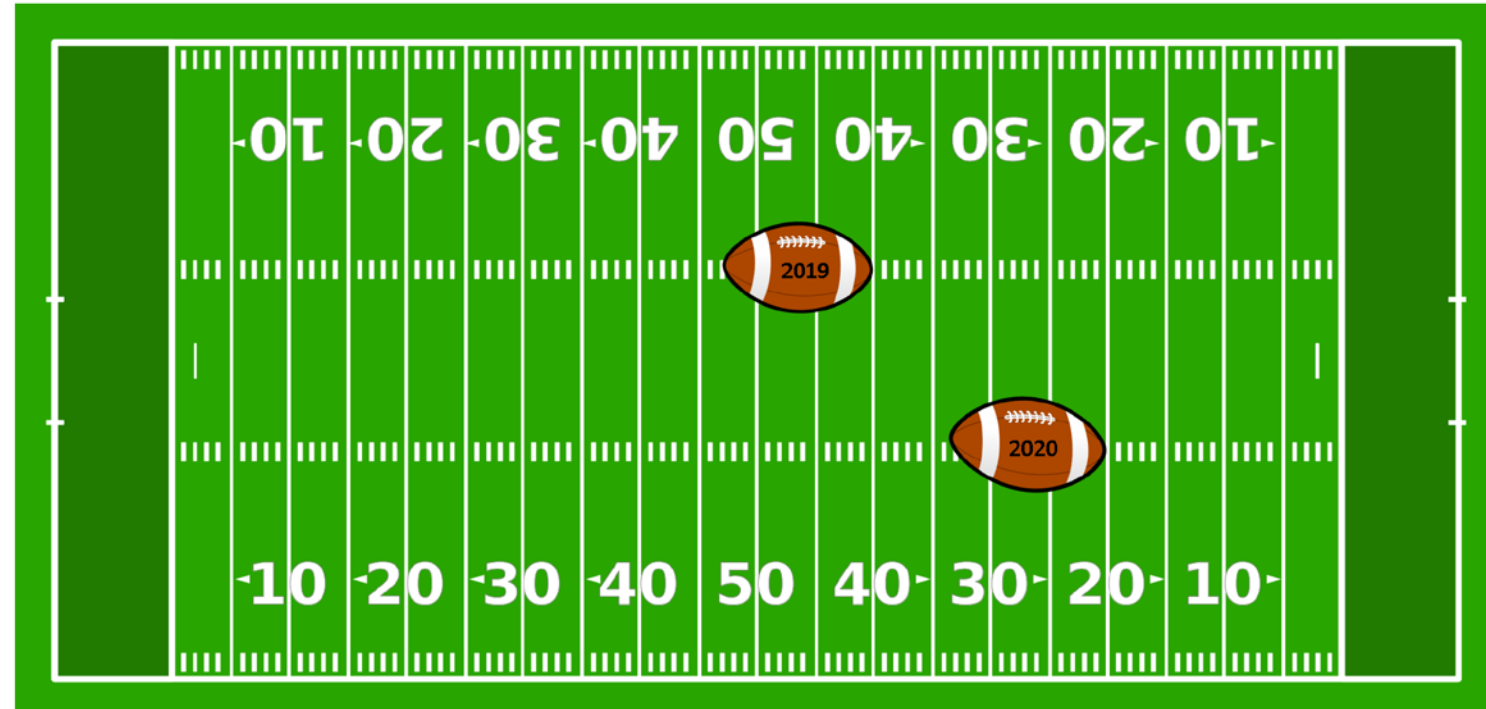
CROSSOVER CHALLENGE ANN ARBOR SHERATON

January _____
February _____
March _____

April _____
May _____
June _____

July _____
August 40% / 20%
September _____

October _____
November _____
December _____



CROSSOVER BI DASHBOARD

2020 Crossover Tracking

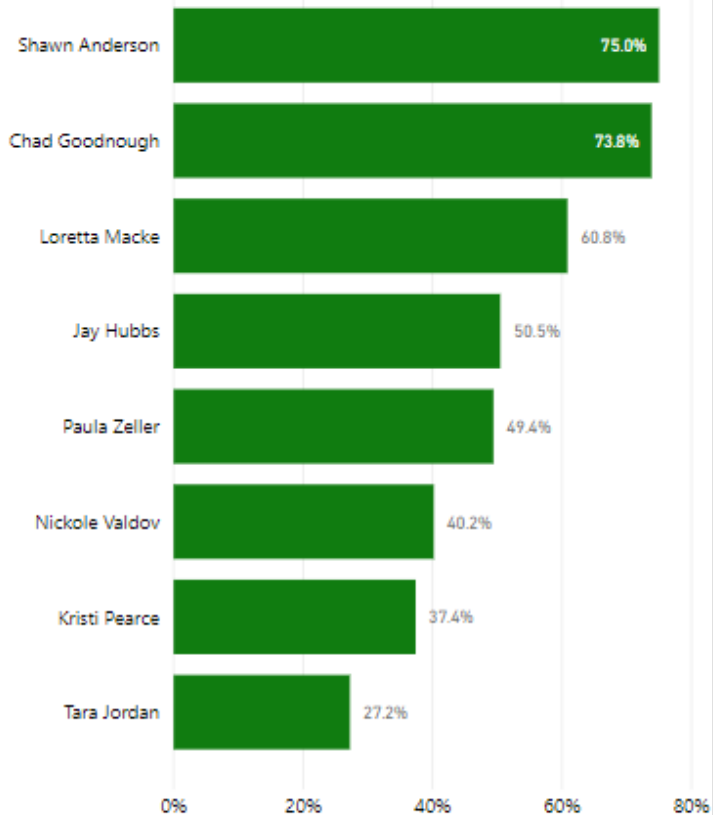
Property

All

As of Date

August, 2019

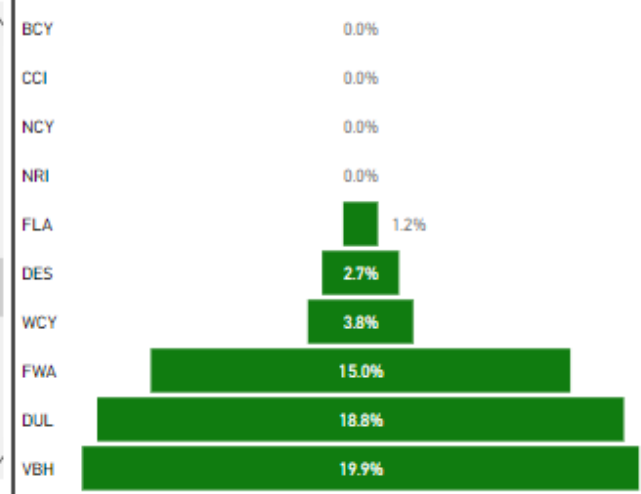
2020 Pace Crossover Results by Sales Division



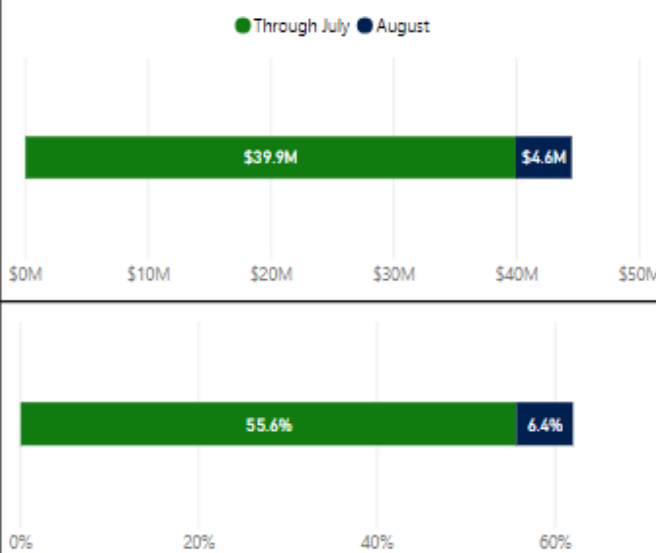
2020 Pace Crossover Results by Property

Property	OTB Revenue	Target Revenue	% of Target
DMS	\$348,445	\$765,431	45.5 %
MAR	\$355,115	\$670,823	52.9 %
DUR	\$378,541	\$710,402	53.3 %
SLP	\$416,932	\$784,387	53.2 %
NOL	\$439,688	\$900,000	48.9 %
MEM	\$456,069	\$828,418	55.1 %
SND	\$473,645	\$886,529	53.4 %
WCH	\$588,003	\$1,055,000	55.7 %
ALR	\$606,351	\$1,075,000	56.4 %
PBF	\$654,491	\$1,043,703	62.7 %
Total	\$44,481,980	\$71,739,159	62.0 %

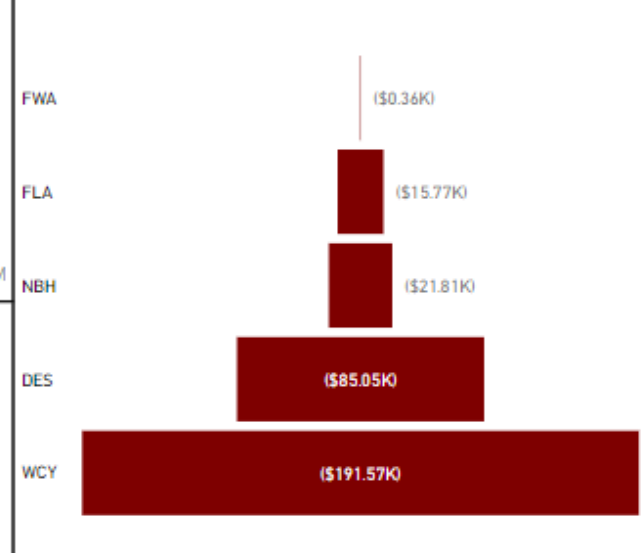
Properties with Lowest % to Target



OTB Trend - Revenue & Percent to Target



Properties with MoM OTB Loss
















CROSSOVER CHALLENGE

Here is what we need from YOU!!!













- Roll this out to your Team-explain the “W’s”
 - Why are we focusing on this?
 - Where is the team to this Goal?
 - What is the responsibility of each Sales Manager?
- Add your Sales Managers Individual Performance to the Boards
- Update the tracking weekly and monthly
- Talk about your assigned Teams performance each Monday
 - Your Team is Michigan-who do/did they play this week-did they win?
 - What is their ranking?
 - How are we doing to our goal?
 - Is there a correlations between the Sales Team Performance and their Football Team Performance?
- Be Creative in pulling the theme through into B.O.A.R.D and Weekly Sales meetings
- Create friendly competition within your Teams/Divisions/Company using the Monthly reporting
- Send in Pictures of your customizations and we will share with all Teams
- Make it Fun!!!!

CURRENT NCAA RANKINGS

AP Top 25

Team	Overall	Home	Away	Strk
1  Clemson	2-0	2-0	0-0	W2
2  Alabama	2-0	1-0	0-0	W2
3  Georgia	2-0	1-0	1-0	W2
4  LSU	2-0	1-0	1-0	W2
5  Oklahoma	2-0	2-0	0-0	W2
6  Ohio State	2-0	2-0	0-0	W2
7  Notre Dame	1-0	0-0	1-0	W1
8  Auburn	2-0	1-0	0-0	W2
9  Florida	2-0	1-0	0-0	W2
10  Michigan	2-0	2-0	0-0	W2
11  Utah	2-0	1-0	1-0	W2
12  Texas	1-1	1-1	0-0	L1
13  Penn State	2-0	2-0	0-0	W2

AP Top 25

Team	Overall	Home	Away	Strk
14  Wisconsin	2-0	1-0	1-0	W2
15  Oregon	1-1	1-0	0-0	W1
16  Texas A&M	1-1	1-0	0-1	L1
17  UCF	2-0	1-0	1-0	W2
18  MI State	2-0	2-0	0-0	W2
19  Iowa	2-0	2-0	0-0	W2
20  Washington St	2-0	2-0	0-0	W2
21  Maryland	2-0	2-0	0-0	W2
22  Boise State	2-0	1-0	1-0	W2
23  Washington	1-1	1-1	0-0	L1
24  USC	2-0	2-0	0-0	W2
25  Virginia	2-0	1-0	1-0	W2



NEW BOOKING POLICY

5% SET UP FEE

Beginning Sept 1, 2019, any Group or Catering Contract with function space rental waived will be subject to a 5% set up fee. The fee is calculated on the clients Banquet/Catering spend.

Marriott Properties-

Marriott is in process of updating contracts in CI/TY with the following clause:

Example:

FUNCTION AGENDA

Fremont Marriott Silicon Valley does not guarantee specific rooms. We only guarantee adequate space. Meeting room assignments can be re-evaluated based on decreases in guest room pick up or event attendance. A required 5% Set-Up fee of your total food and beverage cost is applied with no room rental applied.



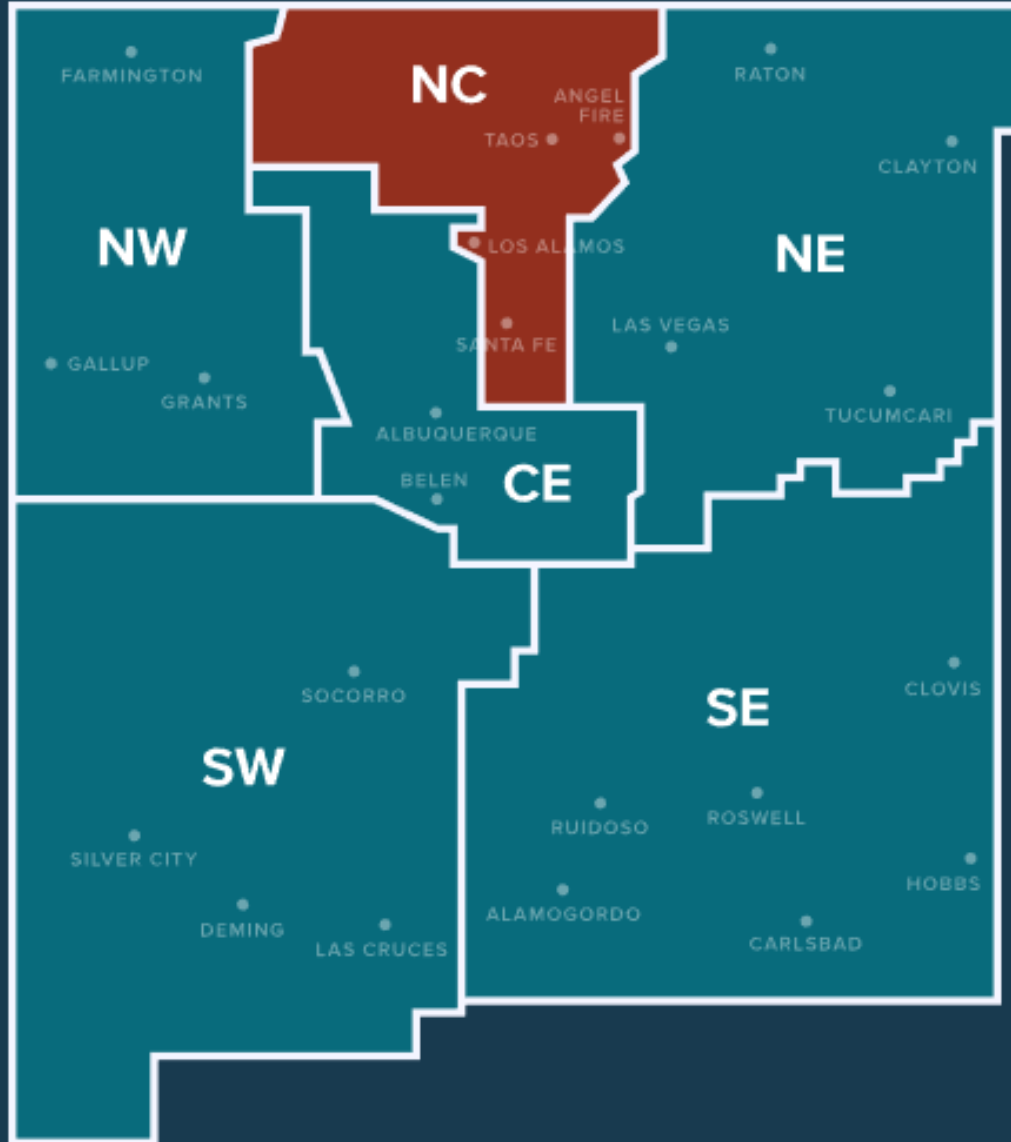
Delphi FDC Properties-Hilton/IHG/Independents:

See the Sales Portal or New Booking Policy email from Whitney Bradshaw to view step-by-step instructions on updating your Group and Catering contracts. Please reach out to Michael Cole if you have any questions.



PINNACLE INCENTIVE TRIP

NEW MEXICO



HILTON SANTA FE

November 22-24, 2109

- Housed in a 300 year old hacienda; cultural heritage in an elegant hotel
- 158 guestrooms including 3 casitas
- Food & Beverage prepared by our award-winning chef at Ortiz Restaurant and Ortiz Café
- Hilton Santa Fe Historic Plaza is just two blocks from the historic Santa Fe Plaza, featuring fantastic shopping opportunities, fine dining and a range of museums at Museum Hill.

GM – John Rickey
DOS – Mike Edwards
DVP of Ops – Robert Kisabeth
DVP of Sales – Loretta Macke



2019 PINNACLE CRITERIA

2019 PINNACLE CRITERIA		
POSITIONS	PLAN YEAR	PINNACLE
Director of Sales	10/1/2018 to 9/30/2019	1. Top 5 DOS qualify
Director of Marketing		2. Must achieve min 100% of team booking goal
Multi-Property DOS		3. Must have positive RPI YOY for TTM
		4. Must be employed by October 1, 2018
Assistant DOS	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip
		2. Must achieve min 100% of individual booking goal
		3. Must be employed by October 1, 2018
Sales Manager	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip
Multi-Property Sales Manager		2. Must achieve min 100% of individual booking goal
		3. Must be employed by October 1, 2018
Area Sales Manager	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip
		2. Must achieve min 100% of individual booking goal
		3. Must be employed by October 1, 2018
Director of Catering	1/1/2019 to 9/30/2019	1. Top DOC & Top 4 Catering Sales Managers qualify
Catering Sales Managers		2. Top achieving booking performance (% to goal)
		3. Must be employed by January 1, 2019

PINNACLE STANDINGS – AS OF AUGUST 2019

Director of Sales

Property	Employee	Booking to Goal (%)	RPI to Goal (%)	Ranking
TWH	Bonnie Taylor	121.6 %	0.2 %	1
VBH	Lori Parker	112.4 %	1.0 %	2
STP	Zulma Diaz	111.2 %	3.5 %	3
ANC	Teresa Wasson	102.9 %	0.7 %	4
NCY/NRI/OCY	Monica Lopez	100.0 %	1.9 %	5

Director of Catering

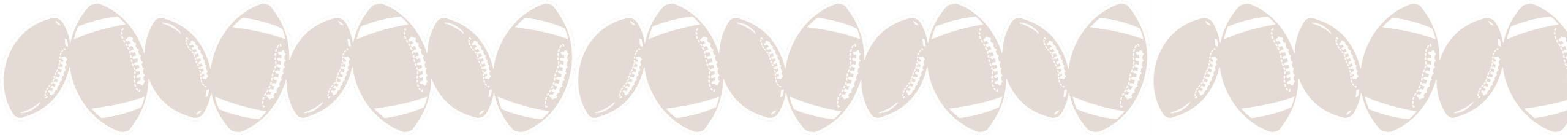
Property	Employee	Position	Booking to Goal (%)	Ranking
LIH	Miriam Lucas	DOC	111.2 %	1

Catering Sales Manager

Property	Employee	Position	Booking to Goal (%)	Ranking
TWH	Corryne Rich	CSM	192.5 %	1
STP	Katie Zimmerman	CSM	159.3 %	2
WCR	Danielle Payne	CSM	139.0 %	3
LIH	Jazmine Olson	CSM	129.6 %	4

Sales Manager

Property	Employee	Position	Booking to Goal (%)	Ranking
TWH	Alicia Fish	SM	169.8 %	1
MEM	Alicia Williams	SM	152.5 %	2
ANC	Misty Dahlstrom	SM	139.7 %	3
WML	Ella Savon	Pref SM	138.5 %	4
CMH	Corina De La Isla	SM	137.3 %	5
STP	Kristina Mitchell	SM	136.9 %	6
YBA/YVI	Hannah Freda	SM	134.4 %	7
TWH	Nadine Leheta	SM	134.0 %	8
STP	Lydia Lopez	SM	133.2 %	9
BVH	Kristen Longley	SM	132.7 %	10
PWE	Shawna Valentine	SM	131.6 %	11
TWH	Josue Reyes	SM	131.3 %	12
BVH	Michelle Cho	SM	130.3 %	13
JCK	Trey Caruso	SM	128.5 %	14
WML/WCH	Christopher Chamoun	Pref SM	124.7 %	15
PHS/PMH/PTH	Amber Harkleroad	ASM	124.5 %	16
BCY	Kim Machado	SM	124.0 %	17
LIH	Brielle DeLuca	SM	123.6 %	18
JCK	Leigh Harris	SM	122.2 %	19
FRM	Annie Rathore	SM	121.6 %	20
LIH	Ashley Feldman	SM	117.4 %	21
DUR	Ashley Gehringer	SM	116.0 %	22
STP	Gene Schroeder	SM	115.7 %	23
ITM	Holly Maldonado	SM	113.6 %	24
SND	Thiago Da Silva	SM	108.9 %	25



THANK YOU

