

Sales Manager Arrival Goals

<i>Dimensions and Facts</i>	<i>Description</i>
Activity Type	
Activity Type	
Description	
Arrival Goal Info	
Activity Type	
End Date	
Goal Type	
Market Code	
Property	
Start Date	
Goal Period	
Arrival Period End Date	
Arrival Period Start Date	
Period Code	
Property	
Year	
Market	
All Markets	
Market Code	
Market Description	
Market Group	
Market Group Description	
Order By	
Owner	
All Owners	
Full Name	
Name ID	
Property	
Srep Code	
Srep Email	
Srep Fax	
Srep Phone	
Srep Title	
Property	
All Properties	
Chain Code	
Chain Description	
City	
City Desc	
Country	
Country Code	

Sales Manager Arrival Goals

<i>Dimensions and Facts</i>	<i>Description</i>
Country Name	
Currency Code	
Ownership	
Postal Code	
Property	
Property Long Description	
Property Name	
Property Type	
Region	
Region Code	
Region Description	
State	
State Desc	
Activity Fact	
Activity Goal	
Completed Activities	
Variance: Completed Activities - Goal	
Catering Fact	
Catering Avg Check	The sum of Catering F&B Revenue + Catering Other Revenue ÷ Covers
Catering Avg Check Goal	The sum of Catering F&B Revenue Goal + Catering Other Revenue Goal ÷ Covers Goal
Catering Covers	
Catering Covers Goal	
Catering F&B Avg Check	Catering F&B Revenue ÷ Covers
Catering F&B Avg Check Goal	
Catering F&B Revenue	
Catering F&B Revenue Goal	
Catering Other Revenue	
Catering Other Revenue Goal	
Total Catering Revenue	The sum of Catering F&B Revenue + Catering Other Revenue
Total Catering Revenue Goal	The sum of Catering F&B Revenue Goal + Catering Other Revenue Goal
Variance: Cat Avg Check - Goal	
Variance: Cat Covers - Goal	
Variance: Cat F&B Avg Check - Goal	
Variance: Cat F&B Revenue - Goal	
Variance: Cat Other Revenue - Goal	
Variance: Total Cat Revenue - Goal	
Room Fact	
Blocked Avg Rate (Gross)	
Blocked Avg Rate (Net)	

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<i>Dimensions and Facts</i>	<i>Description</i>
Blocked Room Revenue (Gross)	
Blocked Room Revenue (Net)	
Blocked Rooms	
Contracted Avg Rate	Contracted Room Revenue ÷ Rate from Room Grid
Contracted Room Revenue	Contracted Rooms * Contracted Avg Rate
Contracted Rooms	
Picked-Up Avg Rate	
Picked-Up Room Revenue	
Picked-Up Rooms	
Room Avg Rate Goal	
Room Nights Goal	
Room Revenue Goal	
Variance: Blocked Avg Rate (Gross) - Goal	
Variance: Blocked Avg Rate (Net) - Goal	
Variance: Blocked Room Rev (Gross) - Goal	
Variance: Blocked Room Rev (Net) - Goal	
Variance: Blocked Rooms - Goal	
Variance: Contracted Avg Rate - Goal	Contracted Avg Rate – Room Avg Rate Goal
Variance: Contracted Room Rev - Goal	Contract Room Revenue – Room Revenue Goal
Variance: Contracted Rooms - Goal	Contracted Rooms – Room Nights Goal
Variance: Picked-Up Avg Rate - Goal	Picked-Up Avg Rate – Room Avg Rate Goal
Variance: Picked-Up Room Rev - Goal	Picked-Up Room Revenue – Room Revenue Goal
Variance: Picked-Up Rooms - Goal	Picked-Up Rooms – Room Nights Goal