# Offsets

Offset revenue is the difference between the inventoried revenue and the offset room multiplied by the offset rate amount. The following two formulas are applied to calculate net and gross offset revenues:

**Total Offset Revenue Net:**

(booked rooms * booked net room rate) - (((booked room - offset rooms) * booked net room rate) + (offset rooms * offset net room rate))

**Total Offset Revenue Gross:**

(booked rooms * booked gross room rate) - (((booked room - offset rooms) * booked gross room rate) + (offset rooms * offset gross room rate))

In the following revenue calculation examples, the rate code setup is based on:

- Rate Amount in Rate Details = 50.00
- Package Element BFST is 12.00 INCLUDED in the rate
- Package Element GOLF is 75.00 EXCLUDED in the rate
- Room has an EXCLUDED 10% generate
- Breakfast Package has an INCLUDED 10% generate
- Golf Package has an INCLUDED 20% generate

### Scenario 1 - Inventory Room Type = Offset Room Type - BB #3519881 / 1287132

| | # Rooms | Room Type | Room Rate | Total Room Revenue | ADR |
|---|---|---|---|---|---|
| Inventory | 10 | STT | 100.00 | 1,000.00 | |
| Offset | 5 | STT | 35.00 | 175.00 | |
| Total Inventory Rooms | 10 | | | | |
| Room Revenue Not Considering Offset | | | | 1,000.00 | 100.00 |
| Room Revenue Considering Offset | | | | 675.00 | 67.50 |

### Scenario 2 - Inventory Room Type = Offset Room Type - 2 Room Types - BB #3519882 / 1287133

| | # Rooms | Room Type | Room Rate | Total Room Revenue | ADR |
|---|---|---|---|---|---|
| Inventory | 10 | STT | 100.00 | 1,000.00 | |
| Offset | 3 | STT | 35.00 | 105.00 | |
| Inventory | 7 | STK | 100.00 | 700.00 | |
| Offset | 5 | STK | 75.00 | 375.00 | |
| Total Inventory Rooms | 17 | | | | |
| Room Revenue Not Considering Offset | | | | 1,700.00 | 100.00 |
| Room Revenue Considering Offset | | | | 1,380.00 | 81.18 |

### Scenario 3 - Offset Rooms Higher than Booked Rooms - BB #3519883 / 1287134

| | # Rooms | Room Type | Room Rate | Total Room Revenue | ADR |
|---|---|---|---|---|---|
| Inventory | 10 | STT | 100.00 | 1,000.00 | |
| Offset | 15 | STT | 35.00 | 525.00 | |
| Total Inventory Rooms | 10 | | | | |
| Room Revenue Not Considering Offset | | | | 1,000.00 | 100.00 |
| Room Revenue Considering Offset | | | | 350.00 | 35.00 |

An exception is included when the Offset Rooms are > the Inventory Rooms. When calculating Rev including Offsets in this scenario, only as many Offset Rooms as Inventoried rooms are considered. In this case that is 10.

### Scenario 4 - Inventory in 1 Room Type - Offsets in 2 Room Types - BB #3519884 / 1287135

| | # Rooms | Room Type | Room Rate | Total Room Revenue | ADR |
|---|---|---|---|---|---|
| Inventory | 10 | STT | 200.00 | 2,000.00 | |
| Offset | 5 | STT | 100.00 | 500.00 | |
| Inventory | 10 | STK | 150.00 | 1,500.00 | |
| Total Inventory Rooms | 20 | | | | |
| Room Revenue Not Considering Offset | | | | 3,500.00 | 175.00 |

| | | | | | |
|---|---|---|---|---|---|
| **Room Revenue Considering Offset** | | | | 3,000.00 | 150.00 |

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| Scenario 5 - Inventory Room Type <> Offset Room Type - BB #3519885 / 1287136 | | | | | |
|---|---|---|---|---|---|
| | **# Rooms** | **Room Type** | **Room Rate** | **Total Room Revenue** | **ADR** |
| **Inventory** | 20 | STT | 300.00 | 6,000.00 | |
| **Offset** | 10 | STK | 100.00 | 1,000.00 | |
| **Total Inventory Rooms** | 20 | | | | |
| **Room Revenue Not Considering Offset** | | | | 6,000.00 | 300.00 |
| **Room Revenue Considering Offset** | | | | 6,000.00 | 300.00 |

An exception is included when the Offset Rooms are > the Inventory Rooms. When calculating Rev including Offsets in this scenario, no Offsets are considered because the Offset is against a room with no Inventory.

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| Scenario 6 - Inventory Occ 1 <> Offset Occ 2 - Same Room Type - BB #3520131 / 1287137 | | | | | |
|---|---|---|---|---|---|
| | **# Rooms** | **Room Type** | **Room Rate** | **Total Room Revenue** | **ADR** |
| **Inventory** | 10 | STT / Occ 1 | 100.00 | 1,000.00 | |
| **Inventory** | 0 | STT / Occ 2 | 0.00 | 0.00 | |
| **Offset** | 0 | STT / Occ 1 | 0.00 | 0.00 | |
| **Offset** | 2 | STT / Occ 2 | 35.00 | 70.00 | |
| **Total Inventory Rooms** | 10 | | | | |
| **Room Revenue Not Considering Offset** | | | | 1,000.00 | 100.00 |
| **Room Revenue Considering Offset** | | | | 1,000.00 | 100.00 |

An exception is included when the Offset Rooms are > the Inventory Rooms. When calculating Rev including Offsets in this scenario, no Offsets are considered because the Offset is against a room type + occupancy with no Inventory.

# Rate Codes

## Scenario 1 - Inventory Room Type = Offset Room Type - BB # / 1289136

| | No Rooms | Room Type | Offset Pickup | Rate In Grid | Net Room Rate | Gross Room Rate | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Inventory | 10 | KNCV | | 50.00 | 38.00 | 41.80 | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Offset | 2 | KNCV | 2 | 35.00 | 23.00 | 25.30 | 10.91 | 21.82 | 62.50 | 125.00 | 15.89 | 46.00 | 192.82 | |
| Total Inventory Rooms | 10 | | | | | | | | | | | | | |
| Not Considering Offset | | | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/Out Package | | | | | | | | 87.28 | | 500.00 | | 374.00 | 961.28 | 37.40 |
| Considering Offset w/ Package | | | | | | | | 109.10 | | 625.00 | | 350.00 | 1,084.10 | 35.00 |

## Scenario 2 - Inventory Room Type = Offset Room Type - 2 Room Types - BB #1289137

(booked rooms * booked net room rate) - (((booked room - offset rooms) * booked net room rate) + (offset rooms * offset net room rate))

(booked rooms * booked gross room rate) - (((booked rooms - offset pickup) * booked gross room rate) + (offset pickup * offset gross room rate))

| | No Rooms | Room Type | | Rate In Grid | Room Rate | | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Inventory | 10 | KNCV | | 50.00 | 38.00 | | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Offset | 3 | KNCV | 2 | 35.00 | 23.00 | | 10.91 | 32.73 | 62.50 | 187.50 | 15.89 | 69.00 | 289.23 | |
| Inventory | 7 | KNMV | | 50.00 | 38.00 | | 10.91 | 76.37 | 62.50 | 437.50 | 17.39 | 266.00 | 779.87 | |
| Offset | 5 | KNMV | 2 | 75.00 | 63.00 | | 10.91 | 54.55 | 62.50 | 312.50 | 15.89 | 315.00 | 682.05 | |
| Total Inventory Rooms | 17 | | | | | | | | | | | | | |
| Not Considering Offset | | | | | | | | 185.47 | | 1,062.50 | | 646.00 | 1,893.97 | 38.00 |
| Considering Offset w/Out Package | | | | | | | | 98.19 | | 562.50 | | 822.00 | 1,482.69 | 48.35 |
| Considering Offset w/ Package | | | | | | | | 185.47 | | 1,062.50 | | 726.00 | 1,973.97 | 42.71 |

B Total Offset Revenue Net
Boo Total Offset Revenue Gross

## Scenario 3 - Offset Rooms Higher than Booked Rooms - BB #1289382

| | No Rooms | Room Type | | Rate In Grid | Room Rate | | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Inventory | 10 | KNCV | | 50.00 | 38.00 | | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Offset | 15 | KNCV | | 35.00 | 23.00 | | 10.91 | 163.65 | 62.50 | 937.50 | 15.89 | 345.00 | 1,446.15 | |
| Total Inventory Rooms | 10 | | | | | | | | | | | | | |
| Not Considering Offset | | | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/Out Package | | | | | | | | 0.00 | | 0.00 | | 350.00 | 350.00 | 35.00 |
| Considering Offset w/ Package | | | | | | | | 109.10 | | 625.00 | | 230.00 | 964.10 | 23.00 |

## Scenario 4 - Inventory in 1 Room Type - Offsets in 2 Room Types - BB #1289383

(booked rooms * booked net room rate) - (booked total room rev) - ((booked net room rate - offset room rate) * offset rooms))

(booked rooms * booked gross room rate) - (((booked rooms - offset pickup) * booked gross room rate) + (offset pickup * offset gross room rate))

| | No Rooms | Room Type | | Rate In Grid | Room Rate | | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Inventory | 10 | KNCV | | 50.00 | 38.00 | 41.80 | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Offset | 5 | KNCV | 3 | 35.00 | 23.00 | 25.30 | 10.91 | 54.55 | 62.50 | 312.50 | 15.89 | 115.00 | 482.05 | |
| Inventory | 10 | KNMV | | 50.00 | 38.00 | 41.80 | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Total Inventory Rooms | 20 | | | | | | | | | | | | | |
| Not Considering Offset | | | | | | | | 218.20 | | 1,250.00 | | 760.00 | 2,228.20 | 38.00 |
| Considering Offset w/Out Package | | | | | | | | 163.65 | | 937.50 | | 745.00 | 1,846.15 | 37.25 |
| Considering Offset w/ Package | | | | | | | | 218.20 | | 1,250.00 | | 685.00 | 2,153.20 | 34.25 |

| | |
|---|---|
| Boo Total Offset Revenue Net | 75 |
| B Total Offset Revenue Gross | 82.5 |
| Bo Pickup Offset Revenue Net | 45 |
| Boo Pickup Offset Room Revenue | 49.5 |
| Available Offset Revenue Net | 30 |
| Available Offset Revenue Gros | 33 |

| | No Rooms | Room Type | Rate In Grid | Room Rate | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Scenario 5 - Inventory Room Type <> Offset Room Type - BB #1289384** | | | | | | | | | | | | |
| Inventory | 10 | KNCV | | 50.00 | 38.00 | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Offset | 10 | KNMV | 2 | 35.00 | 23.00 | 10.91 | 109.10 | 62.50 | 625.00 | 15.89 | 230.00 | 964.10 | |
| Total Inventory Rooms | 10 | | | | | | | | | | | |
| Not Considering Offset | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/Out Package | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/ Package | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |

*Note: In Scenario 5, the "Rate In Grid / Room Rate" values read: Inventory 50.00 / 38.00, Offset 35.00 / 23.00. The "2" appears in the Rate In Grid column for Offset.*

| | No Rooms | Room Type | Rate In Grid | Room Rate | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Scenario 6 - Inventory Occ 1 <> Offset Occ 2 - Same Room Type - BB #1289385** | | | | | | | | | | | | |
| Inventory | 10 | KNCV Occ 1 | | 50.00 | 38.00 | 10.91 | 109.10 | 62.50 | 625.00 | 17.39 | 380.00 | 1,114.10 | |
| Inventory | 0 | KNCV Occ 2 | | 0.00 | 0.00 | | 0.00 | | 0.00 | | 0.00 | 0.00 | |
| Offset | 0 | KNCV Occ 1 | | 0.00 | 0.00 | | 0.00 | | 0.00 | | 0.00 | 0.00 | |
| Offset | 2 | KNCV Occ 2 | | 35.00 | 23.00 | 10.91 | 21.82 | 62.50 | 125.00 | 15.89 | 46.00 | 192.82 | |
| Total Inventory Rooms | 10 | | | | | | | | | | | |
| Not Considering Offset | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/Out Package | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/ Package | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |

| | No Rooms | Room Type | Offset Pickup | Rate In Grid | Net Room Rate | Gross Room | F&B | Total F&B | Other | Total Other | Taxes | Total Room Rev | Total Total Revenue | ADR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Scenario 1 - Inventory Room Type = Offset Room Type - BB #1289136 | | | | | | | | | | | | | | |
| Inventory | 10 | KNCV | | 50.00 | 38.00 | 41.80 | 10.91 | 109.10 | 62.50 | 625.00 | 13.59 | 380.00 | 1,114.10 | |
| Offset | 2 | KNCV | 1 | 35.00 | 23.00 | 25.30 | 10.91 | 21.82 | 62.50 | 125.00 | 13.59 | 46.00 | 192.82 | |
| Total Inventory Rooms | 10 | | | | | | | | | | | | | |
| Not Considering Offset | | | | | | | | 109.10 | | 625.00 | | 380.00 | 1,114.10 | 38.00 |
| Considering Offset w/Out Package | | | | | | | | 87.28 | | 500.00 | | 374.00 | 961.28 | 37.40 |
| Considering Offset w/ Package | | | | | | | | 109.10 | | 625.00 | | 350.00 | 1,084.10 | 35.00 |

| | | |
|---|---|---|
| Boo Total Offset Revenue  Net | 30 | (booked rooms * booked net room rate) - (((booked room - offset rooms) * booked net room rate) + (offset rooms * offset net room rate)) |
| B Total Offset Revenue Gross | 33 | (booked rooms * booked gross room rate) - (((booked room - offset rooms) * booked gross room rate) + (offset rooms * offset gross room rate)) |
| Bo Pickup Offset Revenue Net | 15 | (booked rooms * booked net room rate) - (booked total room rev) - ((booked net room rate - offset room rate) * offset rooms)) |
| Boo Pickup Offset Room Revenue | 16.5 | (booked rooms * booked gross room rate) - (((booked rooms - offset pickup) * booked gross room rate) + (offset pickup * offset gross room rate)) |
| Available Offset Revenue Net | 15 | |
| Available Offset Revenue Gros | 16.5 | |