Actual sleeping room night usage

(“Blocked rooms” may vary from sample contracts due to later amendments.)

St. Louis 2012

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 10/24 | 10/25 | 10/26 | 10/27 | Total |
|  | Wed | Thu | Fri | Sat |  |
| Blocked Rooms | 30 | 50 | 50 | checkout | 130 |
| Picked up | 35 | 53 | 43 |  | 126 |
|  |  |  |  |  |  |

80% usage was required.

Omaha 2013

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 10/16 | 10/17 | 10/18 | 10/19 | Before or after | Total |
|  | Wed | Thu | Fri | Sat |  |  |
| Blocked Rooms | 35 | 60 | 57 | 3 |  | 155 |
| Picked up | 29 | 41 | 37 | 4 | 4 | 115 |
|  |  |  |  |  |  |  |

MAALL did not make contracted 85% room usage, but hotel overlooked because catering minimum was exceeded and because they were able to sell the rooms. Also contract allowed credit for rooms used up to 3 days before or after contracted dates.