

Army Lodging At-A-Glance

	<u>Bednights</u>	<u>NIBD</u>	<u>Revenue</u>
FY03	7,366,236	\$36.2 million	\$203.1 million
FY04	7,657,940	\$35.0 million	\$215.9 million
FY05	7,413,749	\$30.6 million	\$215.6 million
FY06	7,142,132	\$26.9 million	\$215.1 million
FY07	6,876,254	\$21.6 million	\$221.0 million
FY08	6,896,960	\$19.0 million	\$244.9 million

*Net Income Before Depreciation (NIBD)

Total Number of Employees

(APF/NAF/local nationals): 3,529 full-time equivalents

Number of Guest Rooms: 18,947 (as of Sept. 30, 2008)

Properties: 76

Average Room Occupancy Rate: 75 percent of inventory; 80.7 percent of available room nights

Number of Occupied Room Nights: 5,169,756

Revenue Per Occupied Room: \$42.95

Standard Room Size: 300 sq. ft.

Army Lodging Wellness Program Standards: Army Lodging has four different standard room layouts, to include ADA-accessible rooms, with state-of-the-art enhanced furniture packages.

Standard Amenities: Under the Wellness Program, all new lodging facilities and renovations include high-speed Internet access in every room, computer workstations with built-in phone data ports, a Micro-Fridge or kitchenettes and an automatic-drip coffeemaker, coffee and condiments.

Air Force Lodging At-A-Glance

	<u>Bednights</u>	<u>NIBD</u>	<u>Revenue</u>
FY03	9.1 million	\$235 million	\$39 million
FY04	8.8 million	\$242 million	\$35 million
FY05	8.4 million	\$249 million	\$39 million
FY06	8.3 million	\$263 million	\$49 million
FY07	7.7 million	\$267 million	\$50 million
FY08	7.8 million	\$268 million	\$44 million

Total Number of Employees: 5,532

Number of Guest Rooms: 28,993

Number of Properties: 93

Average Room Occupancy Rate: 74 percent

Average Room Rates: \$32.00

Standard Room Size: 280 sq. ft.

Standard Amenities: hair dryer, iron/ironing board, clock radio/alarm, microwave and refrigerator

Navy Gateway Inns and Suites At-A-Glance

	<u>Bednights</u>	<u>NIBD</u>	<u>Revenue</u>
FY03	7.5 million	\$13.4 million	\$95.2 million
FY04	10 million	\$7.2 million	\$97 million
FY05	7.2 million	\$12.8 million	\$112.5 million
FY06	6.4 million	\$15.4 million	\$119.6 million
FY07	6.6 million	\$15.5 million	\$124.9 million
FY08	7.3 million	\$16.1 million	\$152.5 million

Total Number of Employees: 2,992

Guest Rooms (lockable units): 25,043

Number of Properties: 74

Average Room Occupancy Rate: 63 percent

Average Room Rates: \$23.83

Standard Room Size: 280 sq. ft.

Standard Amenities: hair dryer, iron/ironing board, clock radio/alarm, TV, VCR/DVD, pen/paper, beverage kit, microwave and refrigerator

Navy Lodging At-A-Glance

	<u>Revenue</u>
FY03	\$57 million
FY04	\$60 million
FY05	\$64 million
FY06	\$65 million
FY07	\$66 million
FY08	\$64 million (estimate)

Total Number of Employees: Approximately 1,200

Number of Guest Rooms: More than 3,300

Number of Properties: 43

Average Room Occupancy Rate: 78 percent (estimate)

Standard Room Size: 425 sq. ft.

Standard Amenities: All suites and rooms are oversized and feature private baths, queen-sized beds, kitchens, coming 32-inch televisions, expanded cable TV with premium channels, high-speed Internet connection, free local phone calls, free newspapers and coffee. Guest services available include toll-free numbers for reservations in the United States, Japan and throughout Europe; Internet reservation capability, 24/7 live reservation center, live guest-service center for information and directions, on-site guest laundry, children's playground, movie rentals and pet-friendly rooms.

Coming in 2009: new bedding package, continuation of 32-inch flat-screen television rollout, energy savings systems including electricity, upgraded kitchen alternatives, environmentally friendly guest bath amenities and a new lobby design incorporating a community gathering area.

Marine Corps Lodging At-A-Glance

	<u>Total Rooms Sold</u>	<u>Income</u>
FY03	250,187	\$15.2 million
FY04	246,218	\$16.1 million
FY05	263,689	\$16.6 million
FY06	265,825	\$17.7 million
FY07	277,574	\$18.7 million
FY08	279,212	\$19.8 million

Total Number of Employees: 219 full-time employees

Number of Guest Rooms: 897

Number of Properties: 13 (on 11 installations)

Average Annual Occupancy Rate: 85 percent

Average Daily Rate: \$66.60

Standard Room Size: two queen beds, 345 sq. ft.

Standard Amenities: color television, DVD/video player, clock radio, iron/ironing board, hair dryers, coffee maker, work desk, table, lounge chair; basic amenity package of name-brand soap, shampoo, lotion, shoeshine cloth and sewing kit; kitchenettes with stove, microwave, refrigerator, dishwasher, dishes, pots/pans and dining table/chairs; complimentary Internet access, guest laundry, outdoor children's playground and barbecue grills



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Coast Guard Lodging At-A-Glance

	<u>Total Rooms Sold</u>	<u>Income</u>
FY03	62,421	\$2,466,745
FY04	66,615	\$2,985,034
FY05	78,281	\$3,024,908
FY06	70,827	\$3,157,155
FY07	71,963	\$2,614,273
FY08	73,701	\$2,891,144

(not including the 4th quarter)

Total Number of Employees: 49

Number of Guest Rooms: 341

Number of Properties: 26

Average Occupancy Rate: 59 percent

Average Room Rate: \$68.34

Standard Room Size: determined locally

Standard Amenities: determined locally

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