



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT January 2009 (Released March 3, 2009)

| | | | |
|---|-------|---|---------------------------|
| Number of Hotels in GHRA | 25 | Number of Rooms under Construction | 0 |
| Number of Existing Hotel Rooms | 7,169 | Capacity in Room Nights | 222,239 |
| Number of Rooms under Renovation | 86 | Room-Employee Ratio: | 1.56 (Room to 1 Employee) |
| | | Rev Par | 2009 \$79.19 |
| | | Rev Par | 2008 \$86.02 |

| | 2008 YTD | 2009 YTD | YTD CHANGE | Jan-08 | Jan-09 | CHANGE |
|-----------------------------------|-------------|-------------|------------|-------------|-------------|---------|
| NUMBER OF HOTELS REPORTING | 21 | 20 | -1 | 21 | 20 | -1 |
| Room Nights Available for Sale | 232,624 | 222,239 | -4% | 232,624 | 222,239 | -4% |
| Room Nights Sold | 166,641 | 153,239 | -8% | 166,641 | 153,239 | -8% |
| HOTEL OCCUPANCY RATES | | | | | | |
| Low Average | 19% | 12% | (7pts.) | 19% | 12% | (7pts.) |
| Mean Average | 67% | 69% | 2 pts. | 67% | 69% | 2 pts. |
| Weighted Average | 72% | 69% | (3pts.) | 72% | 69% | (3pts.) |
| High Average | 88% | 150% | 62 pts. | 88% | 150% | 62 pts. |
| HOTEL ROOM RATES | | | | | | |
| Low Average | \$40 | \$57 | 43% | \$40 | \$57 | 43% |
| Mean Average | \$112 | \$109 | -3% | \$112 | \$109 | -3% |
| Weighted Average | \$120 | \$114 | -5% | \$120 | \$114 | -5% |
| High Average | \$208 | \$215 | 3% | \$208 | \$215 | 3% |
| GROSS RECEIPTS TAX PAID | \$1,421,500 | \$1,287,014 | -9% | \$1,421,500 | \$1,287,014 | -9% |
| ROOM OCCUPANCY TAX PAID | \$2,158,446 | \$1,844,278 | -15% | \$2,158,446 | \$1,844,278 | -15% |
| PAX ARRIVAL COUNT - JGTA | 83,724 | 78,286 | -6% | 83,724 | 78,286 | -6% |
| PAX ARRIVAL COUNT - KOREA | 11,782 | 7,241 | -39% | 11,782 | 7,241 | -39% |
| PAX ARRIVAL COUNT - TAIWAN | 1,832 | 3,244 | 77% | 1,832 | 3,244 | 77% |
| GVB TOTAL ARRIVAL COUNT | 104,792 | 96,098 | -8% | 104,792 | 96,098 | -8% |

ANALYSIS: The month of January reflected a decrease of -4% in the number of room nights available for sale and -8% decrease in the number of room nights sold compared to the same period last year, 2008. The Weighted Average Occupancy Rate decreased 3 points at 69%. The Weighted Average Room Rate decreased by -5 at \$114. Preliminary arrival numbers from the Guam Visitors Bureau reported -6% decrease in total arrivals, with JGTA showing -6% decrease, Korea showing a -39% decrease, and Taiwan with a 77% increase for January 2009.

Weighted Average Occupancy = Sum of Room Nights Sold divided by total number of Room Nights Available for sale by reporting hotels.

Weighted Average Room Rate = Sum of all Room Sales divided by sum of all Room Nights Sold by Reporting Hotels.

Room Employee Ratio = (Total Number of Employees from Reporting Hotels/ Hotel Rooms).

* As of release date, five hotels have not reported information to the Guam Hotel & Restaurant Association.