



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DECEMBER 2009 (Released January 28, 2010)

| | | | |
|-----------------------------------------|-------|-------------------------------------------|---------------------------|
| Number of Hotels in GHRA | 25 | Number of Rooms under Construction | 0 |
| Number of Existing Hotel Rooms | 7,507 | Capacity in Room Nights | 232,717 |
| Number of Rooms under Renovation | 89 | Room-Employee Ratio: | 1.61 (Room to 1 Employee) |
| | | Rev Par | 2009 \$79.00 |
| | | Rev Par | 2008 \$76.28 |

| | 2008 YTD | 2009 YTD | YTD CHANGE | Dec-08 | Dec-09 | CHANGE |
|-----------------------------------|--------------|--------------|-----------------|-------------|-------------|------------------|
| NUMBER OF HOTELS REPORTING | | | | 20 | 20 | 0 |
| Room Nights Available for Sale | 2,683,375 | 2,821,760 | 5% | 236,623 | 232,717 | -2% |
| Room Nights Sold | 1,696,669 | 1,783,977 | 5% | 135,411 | 149,342 | 10% |
| HOTEL OCCUPANCY RATES | | | | | | |
| Low Average | 15% | 6% | (9 pts.) | 15% | 0% | (15 pts.) |
| Mean Average | 60% | 58% | (2 pts.) | 60% | 59% | (1 pt.) |
| Weighted Average | 64% | 60% | (4 pts.) | 64% | 64% | 0 pts. |
| High Average | 84% | 91% | 7 pts. | 84% | 84% | 0 pts. |
| HOTEL ROOM RATES | | | | | | |
| Low Average | \$45 | \$46 | 2% | \$55 | \$43 | -22% |
| Mean Average | \$103 | \$98 | -5% | \$120 | \$110 | -8% |
| Weighted Average | \$116 | \$108 | -7% | \$132 | \$123 | -7% |
| High Average | \$191 | \$203 | 6% | \$227 | \$240 | 6% |
| GROSS RECEIPTS TAX PAID | \$14,229,451 | \$13,835,548 | -3% | \$1,350,609 | \$1,374,507 | 2% |
| ROOM OCCUPANCY TAX PAID | \$20,800,976 | \$19,441,133 | -7% | \$2,015,335 | \$1,994,438 | -1% |
| PAX ARRIVAL COUNT - JGTA | 846,599 | 825,129 | -3% | 69,628 | 73,237 | 5% |
| PAX ARRIVAL COUNT - KOREA | 110,234 | 82,978 | -25% | 6,183 | 8,524 | 38% |
| PAX ARRIVAL COUNT - TAIWAN | 22,495 | 22,088 | -2% | 1,604 | 1,617 | 1% |
| GVB TOTAL ARRIVAL COUNT | 1,135,459 | 1,051,364 | -7% | 87,441 | 92,865 | 6% |

ANALYSIS: The month of December reflected -2% change in the number of room nights available for sale and a 10% increase in the number of room nights sold compared to the same period last year, 2008. The Weighted Average Occupancy Rate reflects no change at 64%. The Weighted Average Room Rate decreased by -7% at \$123. Preliminary arrival numbers from the Guam Visitors Bureau show an increase in total arrivals at 6%, with JGTA showing a 5% increase, Korea showing a 38% increase, and Taiwan showing a 1% increase for the month of December 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 = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

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