

Convention & Tourism Committee - **MINUTES**

January 15, 2019 at 4:00 p.m.

El Dorado State Park Office

**Attendees:**

Randy Just  
Steve Reynolds  
Jean Plummer  
Natalie Donges  
Seth Turner  
Molly Denton

**Absent:**

Ross Viner  
Kaytlan Berry  
Rachael Lacerda  
Kim Smith  
Matt Guthrie

The meeting was called to order at 4:05 p.m. Since there was not a quorum, the minutes from the September 18, 2018 meeting were not approved. Approval for these minutes will be added to the March 19<sup>th</sup> meeting. Molly also announced that she is expecting and is due in July!

We currently have four open member spots. Rachael and Kim are both up for renewal and can fill two of those spots. Tiya Tonn, new director of the Kansas Oil Museum has expressed interested in joining and has been given an application. Tyler Brickley was mentioned as being a good addition to the group. Molly will reach out to Tyler and will also follow up with Ray from Days Inn to see if he would consider joining.

The fourth quarter transient guest tax numbers are in. In 2018, the total number of bed tax dollars brought in was \$192,462.52. This is \$31,198.49 more that was brought in in 2017. The increase in 2018 is a result from the refinery's turnaround that occur in October and November. See full report attached.

Other ongoing projects and updates:

- The City's website ([www.eldoks.com](http://www.eldoks.com)) is getting a new look and will launch February 11<sup>th</sup>. Take a look!
- The four promotional videos will be complete by the end of January and can be viewed on the CVB YouTube channel. The first video is up now: <https://youtu.be/oJbvV9r1VZo>
  - Molly will continue to find new ways to have these videos reach their targeted audiences. A portion of the 2019 CVB budget will be designated for the marketing of these videos.
- The annual Mayor's Dinner will be February 21<sup>st</sup> at the Performing Arts Center. The CVB organizes and works this event.
- The Tulip Festival in Wamego is April 27<sup>th</sup> & 28<sup>th</sup>. The CVB will have a booth with the South Central Kansas group.
- Wichita recently had a "snow day" and hired a company to make snow for people to play in and sled down. The group discussed if this would be an event idea to do at the Lake dam. Most felt it was a fun idea but the uncertainty of weather would be a risk.

#### Possible Projects/Expenses in 2019:

- The four new promotional videos will be complete by the end of January. These will be released on the City's social media, YouTube, website and media screens at City Hall. However, there are ways to reach a wider range of people and target those specific audiences the videos were made for. This will require putting in a substantial amount of money. Molly will look into options.
- The banner program is a partnership between the City and Main Street. The committee, with the help of Westar Energy, has developed a program to have banners up year round. Future plans are to expand the banners beyond the downtown and have them welcome our residents and visitors in all areas of El Dorado. To do this the CVB would need to purchase additional welcome banners at a cost of \$2,900 for 25 banners. The average banner life should be about 3 years.
- Creating custom disc golf discs with our new city flag on them, would be a fun give-away item to encourage people to play on our new disc golf course. These discs could also be given to the hotels to be loaned out to visitors. The quoted price from Dynamic Discs was about \$400 for 70 discs.
- The Belle Plaine Travel Information Center on the Turnpike has backlit displays available for advertising. Last year we did a 3 month display for \$600 for our events that happened in the summer. This year, we're considering doing a full year display for \$1,800 and have a general ad for El Dorado.
- The 2019 El Dorado wall calendars were a big hit as giveaways. To do this again it would cost about \$4,100 for an order of 500. These were given away for free to the public.

#### Events in 2019:

- An Evening with Amy Brown – January 18<sup>th</sup> at the Performing Arts Center
- Summer Concerts at the Depot – Dates TBD
- Drums Across Kansas – July 15<sup>th</sup> at BG Stadium
- Dam Music Festival – July 26<sup>th</sup> & 27<sup>th</sup> at the Lake
- Holly Frontier Western Celebration – August 8<sup>th</sup> – 11<sup>th</sup> Downtown/Civic Center
- Lantern Festival – September 14<sup>th</sup> at the Lake

#### Meeting Schedule for 2019:

March 19<sup>th</sup> at 4:00 p.m. – Performing Arts Center (500 W. Central)

May 21<sup>st</sup> at 4:00 p.m. – Kansas Oil Museum (383 E. Central)

July – NO MEETING

September 17<sup>th</sup> at 4:00 p.m. – El Dorado Middle School (440 E. Wildcat Way)

November 19<sup>th</sup> at 4:00 p.m. – Charley's Appliance (130 N. Main St.)

Meeting adjourned 5:02 p.m.

Minutes submitted by Molly Denton

2013-2018 Bed Tax Monthly Breakdown

Year 2013	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total
AJ	\$4,076.29		\$4,775.45	\$13,255.13	\$7,644.94		\$6,175.89	\$13,446.79		\$13,198.40		\$12,370.17	\$74,943.06
El Dorado Super 8	\$2,128.28	\$3,503.48	\$1,635.54	\$3,573.42	\$3,053.72	\$2,770.73	\$2,820.85	\$2,727.70	\$2,848.56	\$2,985.60	\$2,379.73	\$2,695.32	\$33,122.93
Heritage Inn	\$439.27		\$1,047.87	\$1,043.23	\$605.08		\$917.64	\$991.43	\$1,798.23	\$986.42		\$2,249.33	\$10,078.50
Sunset Inn	\$491.40		\$392.26	\$463.92	\$1,728.11		\$733.33	\$606.56	\$1,460.53	\$491.35		\$1,257.33	\$7,624.79
Red Coach Inn	\$3,264.45	\$2,384.05		\$9,017.17	\$378.41	\$9,181.34	\$4,545.14	\$3,149.88	\$4,112.47	\$3,674.32	\$4,049.48	\$2,826.52	\$46,204.82
Stardust Motel	\$207.65				\$338.72		\$289.50	\$203.96	\$239.86	\$243.16	\$190.38	\$217.09	\$2,598.45
El Dorado Motel		\$186.85	\$14.65	\$130.50	\$206.75	\$139.25	\$189.15	\$148.15	\$129.85	\$108.15		\$125.10	\$1,378.40
Kansas Kabins	\$67.29		\$15.10	\$190.13	\$100.22	\$206.44	\$51.32	\$126.50				\$53.40	\$810.40
<b>Total:</b>	<b>\$10,674.63</b>	<b>\$6,074.38</b>	<b>\$7,880.87</b>	<b>\$28,051.91</b>	<b>\$13,677.54</b>	<b>\$12,587.26</b>	<b>\$15,723.04</b>	<b>\$21,252.82</b>	<b>\$10,607.80</b>	<b>\$21,709.10</b>	<b>\$6,727.74</b>	<b>\$21,794.26</b>	<b>\$176,761.35</b>

Year 2014	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Total
AJ		\$ 5,082.59	\$ 9,231.82		\$ 13,635.93	\$ 7,299.35	\$ 6,970.13	\$ 7,355.41		\$ 15,207.40		\$ 9,880.93	\$ 74,663.56
El Dorado Super 8	\$ 2,118.97	\$ 2,637.24	\$ 2,703.00	\$ 3,476.90	\$ 2,571.11	\$ 2,801.23	\$ 2,758.78	\$ 2,433.79	\$ 2,981.71	\$ 3,342.91	\$ 3,535.11	\$ 2,670.61	\$ 34,031.36
Heritage Inn	\$ 603.59		\$ 1,221.18	\$ 1,790.25	\$ 1,022.96	\$ 959.45		\$ 1,271.69		\$ 2,368.41		\$ 1,375.50	\$ 10,613.03
Sunset Inn	\$ 472.75		\$ 934.67		\$ 2,152.23		\$ 1,159.01	\$ 1,184.76		\$ 1,704.24		\$ 1,580.64	\$ 9,188.30
Red Coach Inn	\$ 1,804.52	\$ 2,523.45	\$ 2,100.19	\$ 3,494.07	\$ 3,159.16	\$ 3,432.58	\$ 4,117.32	\$ 3,217.76		\$ 8,135.23		\$ 6,697.65	\$ 38,681.84
Stardust Motel	\$ 284.93	\$ 95.66	\$ 245.70	\$ 211.56	\$ 131.19	\$ 229.18	\$ 258.91	\$ 292.29	\$ 233.60	\$ 112.58	\$ 28.12	\$ 236.69	\$ 2,360.41
El Dorado Motel	\$ 69.48	\$ 43.41	\$ 61.15	\$ 74.24	\$ 115.40	\$ 132.10	\$ 102.66		\$ 237.80	\$ 197.52	\$ 341.63	\$ 296.65	\$ 1,672.04
Kansas Kabins	\$ 59.06	\$ 57.55	\$ 106.38	\$ 164.60	\$ 53.18	\$ 13.11	\$ 97.71	\$ 136.46	\$ 214.59	\$ 177.89	\$ 32.69	\$ 19.19	\$ 1,132.41
<b>Total:</b>	<b>\$ 5,413.30</b>	<b>\$ 10,439.90</b>	<b>\$ 16,604.09</b>	<b>\$ 9,211.62</b>	<b>\$ 22,841.16</b>	<b>\$ 14,867.00</b>	<b>\$ 15,464.43</b>	<b>\$ 15,892.16</b>	<b>\$ 3,667.70</b>	<b>\$ 31,246.18</b>	<b>\$ 3,937.55</b>	<b>\$ 22,757.86</b>	<b>\$ 172,342.95</b>

Year 2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total
Holiday Inn (AJ)	\$ 14,119.83	\$ 6,808.33	\$ -	\$ 14,178.59	\$ 170.84	\$ 16,294.65	\$ 8,749.12	\$ 8,016.88	\$ 7,351.62	\$ 8,354.62	\$ 8,414.43	\$ 7,985.57	\$ 100,444.48
El Dorado Super 8	\$ -	\$ 3,748.92	\$ 2,110.96	\$ 2,370.37	\$ 2,878.85	\$ 3,022.29	\$ 4,597.42	\$ 3,057.82	\$ 2,699.57	\$ 2,639.70	\$ 3,235.00	\$ 3,095.94	\$ 33,456.84
Heritage Inn	\$ 611.00	\$ -	\$ 598.64	\$ 626.73	\$ 901.84	\$ 2,294.07	\$ 1,286.76	\$ 1,084.72	\$ 722.54	\$ 659.03	\$ 905.81	\$ 1,510.47	\$ 11,201.61
Sunset Inn	\$ -	\$ 363.58	\$ 674.82	\$ 627.28	\$ 411.92	\$ 1,620.90	\$ 958.93	\$ 979.62	\$ 969.14	\$ 1,048.08	\$ 1,095.95	\$ 979.51	\$ 9,729.73
Red Coach Inn	\$ 5,539.65	\$ 2,363.21	\$ 1,992.80	\$ 3,193.11	\$ 3,506.18	\$ 3,544.09	\$ 4,918.07	\$ 3,811.96	\$ 3,153.89	\$ 3,587.34	\$ 4,669.84	\$ 3,913.11	\$ 44,193.25
Stardust Motel	\$ 275.12	\$ 241.54	\$ 318.88	\$ 313.90	\$ 184.47	\$ 324.31	\$ 359.38	\$ 297.94	\$ 445.09	\$ 325.63	\$ 414.13	\$ 412.05	\$ 3,912.44
El Dorado Motel	\$ -	\$ 316.59	\$ 148.52	\$ 187.52	\$ 188.85	\$ 139.36	\$ 186.59	\$ 233.77	\$ 104.32	\$ 116.37	\$ 210.70	\$ 162.09	\$ 1,994.68
Kansas Kabins	\$ 35.31	\$ 189.64	\$ 27.04	\$ 108.12	\$ 42.72	\$ 95.59	\$ 24.41	\$ 17.38	\$ 169.02	\$ 67.79	\$ 36.50	\$ 17.38	\$ 830.90
Days Inn	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 989.59	\$ 3,447.39	\$ 4,436.98
<b>Total:</b>	<b>\$ 20,580.91</b>	<b>\$ 14,031.81</b>	<b>\$ 5,871.66</b>	<b>\$ 21,605.62</b>	<b>\$ 8,285.67</b>	<b>\$ 27,335.26</b>	<b>\$ 21,080.68</b>	<b>\$ 17,500.09</b>	<b>\$ 15,615.19</b>	<b>\$ 16,798.56</b>	<b>\$ 19,971.95</b>	<b>\$ 21,523.51</b>	<b>\$ 210,200.91</b>

Year 2016	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Total
Holiday Inn (AJ)	\$ 4,799.73	\$ 6,891.47	\$ 4,949.31	\$ 6,547.69	\$ 6,056.83	\$ 6,735.34	\$ 6,787.24	\$ 6,746.54	\$ 6,602.35	\$ 7,072.08	\$ 5,796.59	\$ 5,616.85	\$ 74,602.02
El Dorado Super 8	\$ 1,877.32	\$ 1,429.45	\$ 1,436.54	\$ 1,851.40	\$ 2,155.07	\$ 2,126.11	\$ 2,125.47	\$ 1,931.15	\$ 2,193.48	\$ 1,920.64	\$ 1,937.43	\$ 1,960.21	\$ 22,944.27
Heritage Inn	\$ 489.25	\$ 345.95	\$ 394.05	\$ 393.15	\$ 586.90	\$ 508.33	\$ 867.73	\$ 871.04	\$ 1,086.92	\$ 1,007.67	\$ 655.43	\$ 698.19	\$ 7,904.61
Sunset Inn	\$ 477.66	\$ 395.59	\$ 770.38	\$ 603.27	\$ 474.35	\$ 1,159.00	\$ 404.25	\$ 696.05	\$ 575.39	\$ 727.65	\$ 538.69	\$ 393.97	\$ 7,216.25
Red Coach Inn	\$ 2,315.32	\$ 1,773.27	\$ 1,387.46	\$ 2,261.81	\$ 1,664.62	\$ 2,128.25	\$ 2,414.60	\$ 1,850.51	\$ 2,475.49	\$ 2,413.14	\$ 2,269.71	\$ 1,973.30	\$ 24,927.48
Stardust Motel	\$ 97.02	\$ 186.16	\$ 136.30	\$ 140.06	\$ 190.99	\$ 240.31	\$ 291.62	\$ 311.25	\$ 254.91	\$ 161.70	\$ 142.82	\$ 180.77	\$ 2,333.91
El Dorado Motel	\$ 92.31	\$ 68.25	\$ 126.32	\$ 65.95	\$ 82.56	\$ 91.63	\$ 92.26	\$ 131.27	\$ 81.92	\$ 106.91	\$ -	\$ 122.35	\$ 1,061.73
Kansas Kabins	\$ 19.99	\$ 22.16	\$ 45.62	\$ 40.41	\$ 60.88	\$ 11.76	\$ -	\$ 19.99	\$ 108.21	\$ 29.11	\$ -	\$ -	\$ 358.13
Days Inn	\$ 1,201.48	\$ 1,369.88	\$ 1,451.62	\$ 2,014.29	\$ 2,706.60	\$ 2,362.38	\$ 2,617.07	\$ 2,317.08	\$ 3,066.38	\$ 2,742.82	\$ 2,715.20	\$ 2,381.49	\$ 26,946.29
<b>Total:</b>	<b>\$ 11,370.08</b>	<b>\$ 12,482.18</b>	<b>\$ 10,697.60</b>	<b>\$ 13,918.03</b>	<b>\$ 13,978.80</b>	<b>\$ 15,363.11</b>	<b>\$ 15,600.24</b>	<b>\$ 14,874.88</b>	<b>\$ 16,445.05</b>	<b>\$ 16,181.72</b>	<b>\$ 14,055.87</b>	<b>\$ 13,327.13</b>	<b>\$ 168,294.69</b>

Year 2017	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total
Holiday Inn (AJ)	\$ 3,955.37	\$ 3,528.31	\$ 4,627.20	\$ 7,210.91	\$ 5,253.06	\$ 6,767.90	\$ 7,180.37	\$ 6,552.49	\$ 6,246.12	\$ 6,365.09	\$ 6,083.17	\$ 5,412.22	\$ 69,182.21
El Dorado Super 8	\$ 1,332.32	\$ 1,279.24	\$ 1,422.86	\$ 2,976.74	\$ 2,322.60	\$ 2,332.49	\$ 1,925.74	\$ 2,111.72	\$ 2,153.57	\$ 2,130.16	\$ 2,037.76	\$ 2,270.04	\$ 24,295.24
Heritage Inn	\$ 518.42	\$ 530.26	\$ 554.25	\$ 1,603.29	\$ 853.63	\$ 966.64	\$ 1,052.15	\$ 628.52	\$ 957.43	\$ 664.88	\$ 1,100.36	\$ 967.75	\$ 10,397.18
Sunset Inn	\$ 301.38	\$ 268.16	\$ 424.93	\$ 1,089.07	\$ 534.48	\$ 587.98	\$ 325.75	\$ 383.05	\$ 418.50	\$ 601.88	\$ 830.34	\$ 419.05	\$ 6,184.57
Red Coach Inn	\$ 1,125.94	\$ 912.70	\$ 866.23	\$ 1,942.50	\$ 907.45	\$ 1,040.91	\$ 1,575.84	\$ 1,519.64	\$ 1,761.20	\$ 1,651.55	\$ 1,543.34	\$ 1,058.91	\$ 15,906.21
Stardust Motel	\$ 169.14	\$ 43.57	\$ 190.12	\$ 129.48	\$ 153.10	\$ 147.80	\$ 155.44	\$ 156.42	\$ 74.92	\$ 157.59	\$ 156.55	\$ 66.46	\$ 1,600.59
El Dorado Motel	\$ 71.63	\$ 86.33	\$ 121.52	\$ 101.77	\$ 100.79	\$ 210.74	\$ 178.99	\$ 237.35	\$ 153.66	\$ 156.21	\$ 145.18	\$ 149.40	\$ 1,713.57
Kansas Kabins	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Days Inn	\$ 2,164.69	\$ 1,466.21	\$ 1,927.15	\$ 3,009.10	\$ 2,329.68	\$ 3,414.53	\$ 2,916.81	\$ 2,557.63	\$ 3,325.10	\$ 3,521.05	\$ 2,688.52	\$ 2,663.99	\$ 31,984.46
<b>Total:</b>	<b>\$ 9,638.89</b>	<b>\$ 8,114.78</b>	<b>\$ 10,134.26</b>	<b>\$ 18,062.86</b>	<b>\$ 12,454.79</b>	<b>\$ 15,468.99</b>	<b>\$ 15,311.09</b>	<b>\$ 14,146.82</b>	<b>\$ 15,090.50</b>	<b>\$ 15,248.01</b>	<b>\$ 14,585.22</b>	<b>\$ 13,007.82</b>	<b>\$ 161,264.03</b>

Year 2018	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
Holiday Inn (AJ)	\$ 5,005.77	\$ 6,800.40	\$ 3,962.62	\$ 6,964.15	\$ 6,439.41	\$ 8,149.12	\$ 7,910.36	\$ 8,227.05	\$ 6,915.56	\$ 8,101.71	\$ 9,161.80	\$ 5,979.60	\$ 83,617.55
El Dorado Super 8	\$ 1,703.20	\$ 1,226.84	\$ 1,318.25	\$ 2,635.59	\$ 2,284.58	\$ 2,534.66	\$ 2,103.03	\$ 2,212.13	\$ 2,097.94	\$ 2,673.12	\$ 3,987.24	\$ 1,877.06	\$ 26,653.64
Heritage Inn	\$ 493.19	\$ 695.31	\$ 393.38	\$ 692.08	\$ 821.19	\$ 1,110.63	\$ 978.99	\$ 1,486.08	\$ 1,384.50	\$ 1,626.85	\$ 2,827.65	\$ 680.91	\$ 13,190.76
Sunset Inn	\$ 310.42	\$ 467.81	\$ 384.90	\$ 981.09	\$ 660.30	\$ 306.69	\$ 160.88	\$ 234.86	\$ 569.07	\$ 1,177.72	\$ 2,098.40	\$ 590.64	\$ 7,942.78
Red Coach Inn	\$ 754.89	\$ 807.83	\$ 755.44	\$ 1,632.66	\$ 1,640.60	\$ 1,692.31	\$ 1,330.77	\$ 1,713.36	\$ 1,046.01	\$ 1,930.75	\$ 2,019.56	\$ 1,073.73	\$ 16,397.91
Stardust Motel	\$ 55.34	\$ 19.67	\$ 102.96	\$ 84.26	\$ 112.46	\$ 54.90	\$ 80.36	\$ 206.69	\$ 147.45	\$ 306.12	\$ 208.81	\$ 61.78	\$ 1,440.80
El Dorado Motel	\$ 129.85	\$ 58.40	\$ 57.52	\$ 124.70	\$ 112.40	\$ 224.61	\$ 121.61	\$ 117.11	\$ 221.57	\$ 420.91	\$ 610.54	\$ 179.58	\$ 2,378.80
Kansas Kabins							\$ 79.52	\$ 76.22	\$ 238.96	\$ 196.00	\$ 118.95	\$ 134.26	\$ 843.91
Days Inn	\$ 1,880.31	\$ 2,089.21	\$ 1,784.11	\$ 3,527.12	\$ 2,776.62	\$ 3,815.12	\$ 3,860.83	\$ 4,774.81	\$ 3,070.30	\$ 3,822.24	\$ 5,857.10	\$ 2,432.91	\$ 39,690.68
AIRBNB INC	\$ 2.50			\$ 17.50	\$ 30.95	\$ 46.90	\$ 18.75	\$ 78.90	\$ 37.00	\$ 63.71	\$ 9.48	\$ -	\$ 30

Year 2017	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total
Holiday Inn (AJ)	\$ 3,955.37	\$ 3,528.31	\$ 4,627.20	\$ 7,210.91	\$ 5,253.06	\$ 6,767.90	\$ 7,180.37	\$ 6,552.49	\$ 6,246.12	\$ 6,365.09	\$ 6,083.17	\$ 5,412.22	\$ 69,182.21
El Dorado Super 8	\$ 1,332.32	\$ 1,279.24	\$ 1,422.86	\$ 2,976.74	\$ 2,322.60	\$ 2,332.49	\$ 1,925.74	\$ 2,111.72	\$ 2,153.57	\$ 2,130.16	\$ 2,037.76	\$ 2,270.04	\$ 24,295.24
Heritage Inn	\$ 518.42	\$ 530.26	\$ 554.25	\$ 1,603.29	\$ 853.63	\$ 966.64	\$ 1,052.15	\$ 628.52	\$ 957.43	\$ 664.48	\$ 1,100.36	\$ 967.75	\$ 10,397.18
Sunset Inn	\$ 301.38	\$ 268.16	\$ 424.93	\$ 1,089.07	\$ 534.48	\$ 587.98	\$ 325.75	\$ 383.05	\$ 418.50	\$ 601.88	\$ 830.34	\$ 419.05	\$ 6,184.57
Red Coach Inn	\$ 1,125.94	\$ 912.70	\$ 866.23	\$ 1,942.50	\$ 907.45	\$ 1,040.91	\$ 1,575.84	\$ 1,519.64	\$ 1,761.20	\$ 1,651.55	\$ 1,543.34	\$ 1,058.91	\$ 15,906.21
Stardust Motel	\$ 169.14	\$ 43.57	\$ 190.12	\$ 129.48	\$ 153.10	\$ 147.80	\$ 155.44	\$ 156.42	\$ 74.92	\$ 157.59	\$ 156.55	\$ 66.46	\$ 1,600.59
El Dorado Motel	\$ 71.63	\$ 86.33	\$ 121.52	\$ 101.77	\$ 100.79	\$ 210.74	\$ 178.99	\$ 237.35	\$ 153.66	\$ 156.21	\$ 145.18	\$ 149.40	\$ 1,713.57
Kansas Kabins	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Days Inn	\$ 2,164.69	\$ 1,466.21	\$ 1,927.15	\$ 3,009.10	\$ 2,329.68	\$ 3,414.53	\$ 2,916.81	\$ 2,557.63	\$ 3,325.10	\$ 3,521.05	\$ 2,688.52	\$ 2,663.99	\$ 31,984.46
<b>Total:</b>	<b>\$ 9,638.89</b>	<b>\$ 8,114.78</b>	<b>\$ 10,134.26</b>	<b>\$ 18,062.86</b>	<b>\$ 12,454.79</b>	<b>\$ 15,468.99</b>	<b>\$ 15,311.09</b>	<b>\$ 14,146.82</b>	<b>\$ 15,090.50</b>	<b>\$ 15,248.01</b>	<b>\$ 14,585.22</b>	<b>\$ 13,007.82</b>	<b>\$ 161,264.03</b>
<b>Year 2018</b>	<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>	<b>Total</b>
Holiday Inn (AJ)	\$ 5,005.77	\$ 6,800.40	\$ 3,962.62	\$ 6,964.15	\$ 6,439.41	\$ 8,149.12	\$ 7,910.36	\$ 8,227.05	\$ 6,915.56	\$ 8,101.71	\$ 9,161.80	\$ 5,979.60	\$ 83,617.55
El Dorado Super 8	\$ 1,703.20	\$ 1,226.84	\$ 1,318.25	\$ 2,635.59	\$ 2,284.58	\$ 2,534.66	\$ 2,103.03	\$ 2,212.13	\$ 2,097.94	\$ 2,673.12	\$ 3,987.24	\$ 1,877.06	\$ 26,653.64
Heritage Inn	\$ 493.19	\$ 695.31	\$ 393.38	\$ 692.08	\$ 821.19	\$ 1,110.63	\$ 978.99	\$ 1,486.08	\$ 1,384.50	\$ 1,626.85	\$ 2,827.65	\$ 680.91	\$ 13,190.76
Sunset Inn	\$ 310.42	\$ 467.81	\$ 384.90	\$ 981.09	\$ 660.30	\$ 306.69	\$ 160.88	\$ 234.86	\$ 569.07	\$ 1,177.72	\$ 2,098.40	\$ 590.64	\$ 7,942.78
Red Coach Inn	\$ 754.89	\$ 807.83	\$ 755.44	\$ 1,632.66	\$ 1,640.60	\$ 1,692.31	\$ 1,330.77	\$ 1,713.36	\$ 1,046.01	\$ 1,930.75	\$ 2,019.56	\$ 1,073.73	\$ 16,397.91
Stardust Motel	\$ 55.34	\$ 19.67	\$ 102.96	\$ 84.26	\$ 112.46	\$ 54.90	\$ 80.36	\$ 206.69	\$ 147.45	\$ 306.12	\$ 208.81	\$ 61.78	\$ 1,440.80
El Dorado Motel	\$ 129.85	\$ 58.40	\$ 57.52	\$ 124.70	\$ 112.40	\$ 224.61	\$ 121.61	\$ 117.11	\$ 221.57	\$ 420.91	\$ 610.54	\$ 179.58	\$ 2,378.80
Kansas Kabins							\$ 79.52	\$ 76.22	\$ 238.96	\$ 196.00	\$ 118.95	\$ 134.26	\$ 843.91
Days Inn	\$ 1,880.31	\$ 2,089.21	\$ 1,784.11	\$ 3,527.12	\$ 2,776.62	\$ 3,815.12	\$ 3,860.83	\$ 4,774.81	\$ 3,070.30	\$ 3,822.24	\$ 5,857.10	\$ 2,432.91	\$ 39,690.68
AIRBNB INC	\$ 2.50			\$ 17.50	\$ 30.95	\$ 46.90	\$ 18.75	\$ 78.90	\$ 37.00	\$ 63.71	\$ 9.48	\$ -	\$ 305.69
<b>Total:</b>	<b>\$ 10,335.47</b>	<b>\$ 12,165.47</b>	<b>\$ 8,759.18</b>	<b>\$ 16,659.15</b>	<b>\$ 14,878.51</b>	<b>\$ 17,934.94</b>	<b>\$ 16,645.10</b>	<b>\$ 19,127.21</b>	<b>\$ 15,728.36</b>	<b>\$ 20,319.13</b>	<b>\$ 26,899.53</b>	<b>\$ 13,010.47</b>	<b>\$ 192,462.52</b>
<b>Comparision:</b>													
<b>2017</b>	\$ 9,638.89	\$ 8,114.78	\$ 10,134.26	\$ 18,062.86	\$ 12,454.79	\$ 15,468.99	\$ 15,311.09	\$ 14,146.82	\$ 15,090.50	\$ 15,248.01	\$ 14,585.22	\$ 13,007.82	\$ 161,264.03
<b>2018</b>	\$ 10,335.47	\$ 12,165.47	\$ 8,759.18	\$ 16,659.15	\$ 14,878.51	\$ 17,934.94	\$ 16,645.10	\$ 19,127.21	\$ 15,728.36	\$ 20,319.13	\$ 26,899.53	\$ 13,010.47	\$ 192,462.52
<b>Difference:</b>	\$ 696.58	\$ 4,050.69	\$ (1,375.08)	\$ (1,403.71)	\$ 2,423.72	\$ 2,465.95	\$ 1,334.01	\$ 4,980.39	\$ 637.86	\$ 5,071.12	\$ 12,314.31	\$ 2.65	\$ 31,198.49