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**From:** Stephen Hanson [REDACTED] >  
**Sent:** Thursday, January 5, 2017 12:56 PM  
**To:** jeffrey E.  
**Subject:** Re: FYI

Agree. Staff reduced like crazy at this time so low overhead - DB maybe looked at LY vs budget and came up with 750  
Anyway I'll try you Monday see if you have time

Sent from my iPad

On Jan 5, 2017, at 7:44 AM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com>> wrote:

not net

On Thu, Jan 5, 2017 at 7:37 AM, Stephen Hanson [REDACTED] >>  
wrote:

\$99 rate \*100 rooms \* 30 days\*3 mos. ==891\$k  
These months he did not get 99 Nor 100 occupancy  
So last years \$ was + - 750 k DB is asking for

Sent from my iPad

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please note

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