

fb39492c-e8c9-4fa1-a606-d11d0908d363																				
Reunion # & Year	Tues Rms	Wed Rms	Thur Rms	Fri Rms	Sat Rms	Sun Rms	Mon Rms	Total Rms	Total Attend	Impacts	Hotel & Cost Including Breakfast+Tax	Reunion Fee	Hootch Supplies	Fri M&G	Fri #s	Sat Bang	Sat #s	Sun BBO	BBQ #s	
17 - FWB, FL											Ramada Plaza Beach Resort	\$121	\$25							
16 - 2015 St Louis, MO	9	20	70	110	120	60	10	400	181	RiverBoat Dinner_Cruie; STL Downtown Tour; NEW Location; large Hootch	Airport Crowne Plaza	\$115	\$25		\$29		\$37		\$30	
15 - 2014 Albuquerque. NM	21	78	108	111	108	65	6	500	240	Location; optional activities; price; large Hootch with high usage; Legacy Squadron supported activity but not much 71st attendance	MCM Elegante @ \$81	\$87	\$25	\$1360 +220 Admin +265 TV/DVD	\$28	211	\$34	240	\$28	
14-2013 San Antonio, TX	15	25	75	115	120	80	10	440	238	Location; Full Breakfast included; on River Walk; LOTS to see & do; Reunion Rm Rate 3 days before & 3 days after (Sun before thru Tues after)	El Tropicano @ \$105	\$122	\$25	\$1729 Hootch + \$285 Admin	\$29	203	\$35	230	\$28	
13-2012 Ft Walton Beach, FL	5	15	60	85	85	50	5	305	216	Room rates are 'no breakfast included' but gave us full breakfast at ½ price of \$4.50 + tax per person (\$5.73); expect lower numbers (no matter what, it's still FWB 'again') & lower hotel registrants (FWB retirees)	Four Points FWB @ \$119	\$134.50	\$25	Est \$750	\$29	191	\$21	210	\$30	
12-2011 Charleston, SC	18	49	70	91	90	59	2	379	185	Location; lots to see; many did self or local tours (Historic CHS); low #s but not clear "why"; almost no 71st or AC-47s; Assoc pd mbr rms (JP, Doug, Ev \$1080); did not meet 1 bar minimum + "misc" hotel; Banq wine \$1550; xtra P-51 model \$150; R Coord Transfer & overload	Embassy Suites North Charleston @ \$119	\$135	\$25	\$755 supplies	\$29	180	\$36	185	\$30	
11-2010 Fairfield, CA	3	4	39	66	89	88	53	342	210	Location brought out 20+ west coasters & tours brought some who wanted to do local area but despite applying \$5 of R Fees to offset higher rm costs - only had 75% of forecast attendance based on prior yr interest in SF area; NO CA State Tax exemption; AC-47s had reunion the week prior; economy impacted all, including very low 71st participation	Hilton Garden Inn @ \$119 incl 5 adjoining rm sets	\$133 minus \$5 R Fee offset	\$20	\$800 cleaning, ice tray, ice \$1600 supplies	\$28	201	\$35	210	\$30	
10-2009 St Augustine, FL	6	42	91	115	116	67	6	442	251	Location; Thurs Casino Cruise: Fri Northrop-Grumman Tour; Hist Bk; Rifle/Pistol Set Raffle; water & partial beer donated; high usage Hootch	Holiday Inn & Suites @ \$109	\$109	\$15	\$1,300	\$25	244	\$30	246	\$20	
9-2008 Branson, MO	6	46	93	102	101	67	1	416	254	Location; Dinner Cruise; theaters/shows; high gas prices reduced expected attendance	Radisson Hotel @ \$97	\$108	\$15	\$1,174	\$22	233	\$35	236	\$29	
8-2007 San Destin, FL	1	11	58	112	112	72	3	369	222	Location; Joint reunion but AC-130 #s low; Hotel not flexible-small Hootch+food & drink charges; Parking Fee	Hilton San Destin Beach @ \$139	\$160	\$15	\$1,800	\$20	194	\$45	180	\$40	
7-2006 Albuquerque, NM	1	10	60	125	130	95	5	426	263	Location; optional activities; large Hootch with high usage; Legacy Squadron supported activity	MCM Elegante @ \$81	\$91	\$0	\$2,940	\$20	249	\$26	263	\$20	
6-2005 FWB, FL		8	46	115	115	75	4	363	221	Stinger Monument; Hurricane; Rm Upgrade \$100	Four Points @ \$78	\$86	\$0	\$1,047	\$15	199	\$25	221	\$20	
5-2004 Dayton, OH				150	175	115		440	368	Location; Breakfast not included	Hope Hotel WPAFB @ \$74	\$89	\$0	\$1,050	\$23	316	\$35	368	\$27	
4-2003 FWB, FL		10	44	100	97	70	4	325	170	Memorial Plaque Dedication; Rm Upgrade \$100	Four Points @ \$78	\$86	\$0	\$875		171		170		
3-2002 FWB, FL									225	Rm Upgrade \$100	Four Points @ \$78	\$86	\$0			205		225		
2-2001 FWB, FL									190	9-11 impacted participation	Four Points @ \$75	\$83	\$0		\$15	175	\$25	190	\$15	
1-2000 Fort Walton Beach, FL									404	1st Reunion!!	Sheraton Four Points @ \$72	\$79	\$0		\$15	360	\$25	404	\$15	
Averages	6	23	63	108	114	79	10	389	247					\$1,455	\$23	222	\$32	239	\$26	
Historical Sign-up Nbrs	-60	%	-45	%	-30	%	-21	%	-14	%	Final									
R17 Ft Walton																				
R16 St Louis	103	57%			168	93%														
R15 Albuquerque	137	57%	175	73%	199	83%	214	89%	216	90%	240									
R14 San Antonio 238	147	62%	177	74%	200	84%	221	93%	228	96%	238									
R13 Ft Walton 216	97	45%	122	56%	138	64%	167	77%	200	93%	216									
R12 Charleston 185	108	58%	150	81%	160	86%	174	94%	179	97%	185									
R11 Fairfield 210	105	50%	141	67%	167	80%	186	89%	210	100%	210									
R10 St Augustine 251	116	46%	190	76%	220	88%	232	92%	251	100%	251									
R9 Branson 254	163	64%	169	67%	178	70%	232	91%	244	96%	254									
R8 Destin (Joint) 222	81	36%	136	61%	145	65%	202	91%	210	95%	222									
R7 Albuquerque 263	154	59%	189	72%	197	75%	224	85%	263	100%	263									
R6 Ft Walton 221			166	75%			189	86%			221									
R5 Dayton 368	180	49%	245	67%	292	79%	319	87%	336	91%	368									

Forecast Averages	129	53%	169	70%	190	79%	215	89%	234	96%	243
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Rm Nites + Event #s

Reunion # & Year	Tues Rms	Wed Rms	Thur Rms	Fri Rms	Sat Rms	Sun Rms	Mon Rms	Total Rms	Total Attend	Impacts	Hotel & Cost Including Breakfast+Tax		Reunion Fee	Hootch Supplies	Fri M&G	Fri #s	Sat Banq	Sat #s	Sun BBQ	BBQ #s	Video
17-2016 FWB, FL											Ramada Plaza Beach Resort	\$121	\$25		\$32		\$40		\$35		
16-2015 St Louis	9	20	70	110	120	60	10	400	181	RiverBoat Dinner_Cruise; STL Downtown Tour; NEW Location ; large Hootch	Airport Crowne Plaza	\$115	\$25		\$29		\$37		\$30		
15-2014 Albuquerque, NM	21	78	108	111	108	65	6	500	240	Location; optional activities; price; large Hootch with high usage ; Legacy Squadron supported activity but not much 71st attendance	MCM Elegante @\$81	\$87	\$25	\$1360 + 220 Admin + \$265 TV/DVD	\$28	211	\$34	240	\$28	119	\$750
14-2013 San Antonio, TX	15	25	75	115	120	80	10	440	238	Location; Full Breakfast included; on River Walk; LOTS to see & do; Reunion Rm Rate 3 days before & 3 days after (Sun before thru Tues after)	El Tropicano @\$105	\$122	\$25	\$1729 Hootch + \$285 Admin	\$29	203	\$35	230	\$28	115	\$1,000
13-2012 FWB, FL	5	15	60	85	85	50	5	305	216	Room rates are "no breakfast included" but they gave us full breakfast at ½ price of \$4.50 + tax per person (\$5.73); expect lower numbers (no matter what, it's still FWB "again") & lower hotel registrants (FWB retirees)	Four Points FWB @\$119	\$134.50	\$25	Est \$750	\$29	191	\$21	210	\$30	121	\$1,000
12-2011 Charleston, SC	18	49	70	91	90	59	2	379	185	Location; lots to see; many did self or local tours (Historic CHS); low #s but not clear "why"; almost no 71st or AC-47s ; Assoc pd mbr rms (JP, Doug, Ev \$1080); did not meet 1 bar minimum + "misc" hotel; Banq wine \$1550 ; xtra P-51 model \$150; R Coord Transfer & overload	Embassy Suites North Charleston @\$119	\$135	\$25	\$755 supplies	\$29	180	\$36	185	\$30	145	\$1,000
11-2010 Fairfield, CA	3	4	39	66	89	88	53	342	210	Location brought out 20+ west coasters & tours brought some who wanted to do local area but despite applying \$5 of R Fees to offset higher rm costs - only had 75% of forecast attendance based on prior yr interest in SF area; NO CA State Tax exemption; AC-47s had reunion the week prior ; economy impacted all, including very low 71st participation	Hilton Garden Inn @\$119 incl 5 adjoining rm sets	\$133 minus \$5 R Fee offset \$128.80	\$20	\$800 cleaning, ice tray, ice \$1600 supplies	\$28	201	\$35	210	\$30	131	17-\$1000
10-2009 St Augustine, FL	6	42	91	115	116	67	6	442	251	Location; Thurs Casino Cruise: Fri Northrop-Grumman Tour; Hist Bk; Rifle/Pistol Set Raffle ; water & partial beer donated; high usage Hootch	Holiday Inn & Suites @\$109	\$109	\$15	\$1,300	\$25	244	\$30	246	\$20	149	9-\$1000
9-2008 Branson, MO	6	46	93	102	101	67	1	416	254	Location; Dinner Cruise; theaters/shows; high gas prices reduced expected attendance	Radisson Hotel @\$97	\$108	\$15	\$1,174	\$22	233	\$35	236	\$29	161	30-\$1500
8-2007 San Destin, FL	1	11	58	112	112	72	3	369	222	Location; Joint reunion but AC-130 #s low; Hotel not flexible-small Hootch+food & drink charges; Parking Fee	Hilton San Destin Beach @\$139	\$160	\$15	\$1,800	\$20	194	\$45	180	\$40	129	1-\$900
7-2006 Albuquerque, NM	1	10	60	125	130	95	5	426	263	Location; optional activities; large Hootch with high usage; Legacy Squadron supported activity	MCM Elegante @\$81	\$91	\$0	\$2,940	\$20	249	\$26	263	\$20	192	\$900
6-2005 FWB, FL		8	46	115	115	75	4	363	221	Stinger Monument; Hurricane; Rm Upgrade \$100	Four Points @\$78	\$86	\$0	\$1,047	\$15	199	\$25	221	\$20	141	
5-2004 Dayton, OH				150	175	##		440	368	Location; Breakfast not included	Hope Hotel WPAFB @\$74	\$89	\$0	\$1,050	\$23	316	\$35	368	\$27	235	29 Ind+36 Gp-\$2270
4-2003 FWB, FL		10	44	100	97	70	4	325	170	Memorial Plaque Dedication; Rm Upgrade \$100	Four Points @\$78	\$86	\$0	\$875		171		170		143	
3-2002 FWB, FL									225	Rm Upgrade \$100	Four Points @\$78	\$86	\$0			205		225		170	
2-2001 FWB, FL									190	9-11 impacted participation	Four Points @\$75	\$83	\$0		\$15	175	\$25	190	\$15	140	
1-2000 Fort Walton Beach, FL									404	1st Reunion!!	Sheraton Four Points @\$72	\$79	\$0		\$15	360	\$25	404	\$15	250	
Averages	6	23	63	108	114	79	10	389	247					\$1,455	\$19	235	\$31	250	\$23	171	

RegisTrends

Historical Sign-ups	-60	%	-45	%	-30	%	-21	%	-14	%	Final	Impacts
R16 St Louis											181	
R15 Albuquerque	137	57%	175	73%	199	83%	214	89%	216	90%	240	Location; optional activities; price; large Hootch with high usage; Legacy Squadron supported activity but not much 71st attendance
R14 San Antonio 238	147	62%	177	74%	200	84%	221	93%	228	96%	238	Location; Full Breakfast included; on River Walk; LOTs to see & do; Reunion Rm Rate 3 days before & 3 days after (Sun before thru Tues after)
R13 Ft Walton 216	97	45%	122	56%	138	64%	167	77%	200	93%	216	Room rates are "no breakfast included" but they gave us full breakfast at ½ price of \$4.50 + tax per person (\$5.73); expect lower numbers (no matter what, it's still FWB "again") & lower hotel registrants (FWB retirees)
R12 Charleston 185	108	58%	150	81%	160	86%	174	94%	179	97%	185	Location; lots to see; many did self or local tours (Historic CHS); low #s but not clear "why"; almost no 71st or AC-47s; Assoc pd mbr rms (JP, Doug, Ev \$1080); did not meet 1 bar minimum + "misc" hotel; Banq wine \$1550; xtra P-51 model \$150; R Coord Transfer & overload
R11 Fairfield 210	105	50%	141	67%	167	80%	186	89%	210	100%	210	Location brought out 20+ west coasters & tours brought some who wanted to do local area but despite applying \$5 of R Fees to offset higher rm costs - only had 75% of forecast attendance based on prior yr interest in SF area; NO CA State Tax exemption; AC-47s had reunion the week prior; economy impacted all, including very low 71st participation
R10 St Augustine 251	116	46%	190	76%	220	88%	232	92%	251	100%	251	Location; Thurs Casino Cruise; Fri Northrop-Grumman Tour; Hist Bk; Rifle/Pistol Set Raffle; water & partial beer donated; high usage Hootch
R9 Branson 254	163	64%	169	67%	178	70%	232	91%	244	96%	254	Location; Dinner Cruise; theaters/shows; high gas prices reduced expected attendance
R8 Destin (Joint) 222	81	36%	136	61%	145	65%	202	91%	210	95%	222	Location; Joint reunion but AC-130 #s low; Hotel not flexible-small Hootch+food & drink charges; Parking Fee
R7 Albuquerque 263	154	59%	189	72%	197	75%	224	85%	263	100%	263	Location; optional activities; large Hootch with high usage; Legacy Squadron supported activity
R6 Ft Walton 221			166	75%			189	86%			221	Stinger Monument; Hurricane; Rm Upgrade \$100
R5 Dayton 368	180	49%	245	67%	292	79%	319	87%	336	91%	368	Location; Breakfast not included
Forecast Averages	129	53%	169	70%	190	77%	215	89%	234	96%	243	

The more publicity, the higher and earlier the # of sign-ups.....the more 'personalized' contacts we make, the higher the sign ups.

Hotels included buffet breakfast except 2004. We get State Tax Exemption for Assoc Paid activities: M&G, Banq, BBQ, Tours, Dinners, Shirts, etc

Negative Impacts: LOCATION & things to do there (especially, new things at REpeat or THREEpeat locations); Room costs more than \$119 or don't include full buffet breakfasts; Prices higher than M&G \$25ish, Banquet \$30-32ish, BBQ \$25-28ish.

Lesson Learned: on Buffets do LARGE QUANTITY of good tasting main dishes & NOT lots of individual piece dishes - without servers for specialty dishes (brisket, etc) too many folks take plates full of those.

Regis Differences

Reunions NOT AT Ft Walton	WITH Dayton	WithOUT Dayton
R16 St Louis	181	181
R15 Albuquerque	240	240
R14 San Antonio	238	238
R12 Charleston	185	185
R11 Fairfield	210	210
R10 St Augustine	251	251
R9 Branson	254	254
R8 Destin	222	222
R7 Albuquerque	263	263
R5 Dayton	368	
Averages	241	227

Reunions AT Ft Walton	WITH First	WithOUT First
R13 Ft Walton	216	216
R6 Ft Walton	221	221
R4 Ft Walton	170	170
R3 Ft Walton	225	225
R2 Ft Walton	190	190
R1 Ft Walton	404	
Averages	238	204

The more publicity, the higher and earlier the # of sign-ups
BLUF: Room \$119 or lower that includes full buffet breakfasts & any service charges;
M&G \$25; Banquet \$30-32; BBQ \$25-28;
Buffets: do A FEW good tasting main dishes & NOT MULTIPLE dishes (they take plates full of those)