

# MILITARY LODGING

## ARMY LODGING

At-A-Glance

	Bed nights	*NIBD	Revenue
FY06	7,142,132	\$26.9 million	\$215.1 million
FY07	6,876,254	\$21.6 million	\$221.0 million
FY08	6,896,960	\$19.0 million	\$244.9 million
FY09	5,012,566	\$20.0 million	\$231.1 million
FY10	5,118,409	\$19.4 million	\$186.7 million
FY11	2,367,581	-\$59.0 million	\$196.0 million
FY12	2,133,346	\$30.1 million	\$137.4 million
FY13	1,591,039	-\$60.1 million	\$130.9 million
FY14	1,086,135	\$31.2 million	\$107.9 million
FY15	1,102,062	\$31.6 million	\$121.3 million

\*Net Income Before Depreciation (NIBD)

Additional lodging, providing more than 15,000 rooms on 42 Army installations, is operated under the Privatization of Army Lodging (PAL) program by the InterContinental Hotels Group (IHG), parent company of the Holiday Inn, Crowne Plaza and other hotel chains.

**Total Number of Employees (APF/NAF/local nationals):**  
609 (Full-time equivalents)

**Number of Guest Rooms:** 4,189

**Properties:** 20

**Average Room Occupancy Rate:** 76.6 percent based on inventory

**Number of Occupied Room Nights:** 1,102,062

**Revenue Per Occupied Room:** \$74.50 (includes funding for future re-capitalization)

**Room Size:** 300 sq. ft.

**Army Lodging Wellness Program Standards:** Army Lodging has four standard room types, which include ADA-accessible rooms

**Standard Amenities:** Standard Amenities: Army Lodging rooms offer high-speed internet access, computer desk, phone data ports, micro-fridge or kitchenette, coffeemaker, coffee, condiments, hair dryer, iron and ironing board.

As of Sept. 30, 2015

## AIR FORCE LODGING

At-A-Glance

	Bed nights	Revenue	Income
FY06	8.3 million	\$263 million	\$49 million
FY07	7.7 million	\$267 million	\$50 million
FY08	7.8 million	\$268 million	\$44 million
FY09	7.6 million	\$289 million	\$56 million
FY10	7.5 million	\$302 million	\$63 million
FY11	7.2 million	\$292 million	\$48 million
FY12	7.3 million	\$300 million	\$50 million
FY13	6.7 million	\$367 million	\$124 million
FY14	6.5 million	\$365 million	\$149 million
FY15	6.3 million	\$372 million	\$149 million

**Total Number of Employees:** 4,791

**Number of Guest Rooms:** 27,237

**Number of Properties:** 89

**Average Room Occupancy Rate:** 70 percent

**Average Room Rates:** \$60.00

**Standard Room Size:** 280 sq. ft.

**Standard Amenities:** hair dryer, iron/ironing board, MP3 clock radio/ alarm, 32-inch televisions, free coffee, pen/paper, microwave and refrigerator, free Internet access

## NAVY GATEWAY INNS and SUITES

At-A-Glance

	Bed nights	*NIBD	Revenue
FY06	6.4 million	\$15.4 million	\$119.6 million
FY07	6.6 million	\$15.5 million	\$124.9 million
FY08	7.3 million	\$16.1 million	\$152.5 million
FY09	6.0 million	\$26.3 million	\$184.8 million
FY10	5.8 million	\$50.5 million	\$216.4 million
FY11	5.4 million	\$38.4 million	\$216.9 million
FY12	5.2 million	\$33.2 million	\$217.2 million
FY13	4.8 million	\$34.7 million	\$235.8 million
FY14	4.7 million	\$47.1 million	\$259.9 million
FY15	4.8 million	\$46.4 million	\$264.7 million

\*Net Income Before Depreciation (NIBD)

**Total number of employees (Includes NAF/APF full-time employees; military; and local national full-time employees):** 3,152

**Guest rooms (lockable units):** 17,062

**Number of Properties:** 70

**Average Room Occupancy Rate:** 66 percent

**Average Room Rate:** \$49.06

**Standard Room Size:** 300 sq. ft.

**Standard Amenities:** hair dryer, iron/ironing board, clock radio/alarm/ mp3 player, TV with cable and premium channel, pen/paper, microwave and refrigerator, Keurig coffee maker, complimentary wireless Internet, newspaper, daily housekeeping

**Signature Amenities:** NGIS Signature Bed: Sealy or Simmons queen mattress, signature duvet and bed scarf, soft and firm pillows. Bath: Signature soaps and shampoos, bath linens, curved shower rod and hook-less shower curtain.

# MILITARY LODGING

## NAVY LODGE At-A-Glance

	Revenue
FY06	\$65 million
FY07	\$66 million
FY08	\$64 million
FY09	\$65 million
FY10	\$67 million
FY11	\$66 million
FY12	\$75 million
FY13	\$73 million
FY14	\$76 million
FY15	\$78 million

### Total Number of Employees:

Approximately 1,200

### Number of Guest Rooms:

More than 3,100

### Number of Properties: 39

### Average Room Occupancy Rate:

83 percent

**Standard Room Size:** family suites (830 sq. ft.) and extended-stay rooms (425 sq. ft.)

### Standard Amenities:

All suites and rooms are oversized and feature private baths, queen-sized beds, kitchens, 32-inch televisions, expanded cable TV with premium channels, high-speed Internet connection, free local phone calls, free breakfast, free Wi-Fi, free newspapers and coffee. Guest services available include toll-free numbers for reservations in the United States, Japan and throughout Europe, Internet reservation capability, 24/7 live reservation center, live guest-service center for information and directions, on-site guest laundry, children's playground, movie rentals and pet-friendly rooms.

### In 2015

Reset projects were completed on 620 rooms worldwide. Family suites continue to be added, bathroom and kitchen upgrades, and lobby remodels to support amenity changes as we strive to maintain our charter, to better serve PCS members and families.

Guest room resets were completed at the Navy Lodge Kings Bay, Ga., the Navy Lodge Atsugi, Japan, and Navy Lodge Mayport, Fla.

Lobby and room resets were completed and one-bedroom family suites were developed at the Navy Lodge Lemoore, Calif., and the Navy Lodge Everett, Wash.

Renovation at Navy Lodge Guantanamo Bay, Cuba, included a totally new lobby design to meet the social needs of today's sailor and family with breakfast area, all-new guest rooms with furniture, bedding, window treatments and paint.

### Coming in 2016

Navy Lodge will continue upgraded design elements in all guest rooms. It will continue adding family suites at various properties including Sigonella, Italy, and New London, Conn. Lobby remodels that are comfortable, inviting and functionally stylish, will also continue at various properties including Key West, Fla.; Port Hueneme, Calif.; Bethesda, Md.; Memphis (Millington), Tenn., and Fort Worth, Texas.

In addition, Navy Lodge has introduced a Mattress Recycling Program as part of its Green Initiatives; 138 tons of mattresses will be kept out of landfills and recycled in 2016.

## INNS of the CORPS At-A-Glance

**Total Number of Employees:** 205 (full time)

**Number of Guest Rooms:** 1059

**Number of Properties:** 13 (on 10 installations) (Barstow converted out of the TLF Program to Recreational Lodging mid-year 2015)

**Occupancy Rate:** 73.6 percent

**Average Daily Rate:** \$93.31

**Standard Room Size:** 375 sq. ft.

**Standard Amenities:** Choice of one king bed or two queen beds, cable television, 42-inch flat-screen televisions, clock radio, iron/ironing board, hair dryer, in-room coffee/coffee maker, work desk, table, lounge chair, branded guest amenity package featuring "H2O" products (soap, lotion, shampoo and conditioner). Select rooms feature kitchenettes with stove, microwave, refrigerator, dishwasher, dishes, pots/pans and dining tables/chairs. All Inns of the Corps hotels also feature free Wi-Fi, complimentary breakfast, guest laundry facilities, and vending machines. Several hotels also feature fitness centers, pet-friendly rooms, outdoor children's playgrounds and barbecue grills.

**Guest Service:** All Inns of the Corps associates have been trained to deliver a personalized and best-in-class hotel experience for our guests. Our associates embody our brand motto of "Clean Crisp Comfort" every day for our guests. We take tremendous pride in our shared mission of taking care of Marines, sailors and their families.

	Total Rooms Sold	Annual Sales
FY06	265,825	\$17.7 million
FY07	277,574	\$18.7 million
FY08	279,212	\$19.8 million
FY09	279,853	\$21.5 million
FY10	280,184	\$21.0 million
FY11	289,991	\$23.3 million
FY12	278,523	\$23.4 million
FY13	263,776	\$20.7 million
FY14	276,488	\$25.8 Million
FY15	287,600	\$27.4 Million

## COAST GUARD LODGING At-A-Glance

	Total Rooms Sold	Revenue
FY06	70,827	\$3,157,155
FY07	71,963	\$3,256,785
FY08	73,701	\$3,535,137
FY09	82,638	\$3,816,729
FY10	83,715	\$3,895,550
FY11	81,311	\$3,897,333
FY12	83,482	\$4,304,865
FY13	107,925	\$4,941,533
FY14	111,296	\$5,241,781
FY15	114,773	\$4,792,522

**Total Number of Employees:** 53

**Number of Guest Rooms:** 595

**Number of Properties:** 23

**Average Occupancy Rate:** 53 percent

**Average Room Rate:** \$82

**Standard Room Size:** determined locally

**Standard Amenities:** determined locally