



'Twas the
night before
deadline for
budgets in
Newport

**WITH LOVE,
TIM HAYES**

DIRECTOR OF FINANCIAL ANALYSIS

'Twas the night before deadline for budgets in Newport
Not a GM was sleeping through this numerical discord
They entered metrics and revenues here and there
And payroll expenses with the utmost care
This season of entries was a trying affair
For other departments this burden was shared
Housekeeping, Maintenance, Rooms, F&B
All seeking funds for the year they foresee
Directors of Sales were awake in their beds
As visions of group business danced in their heads
ADRs and RevPARs wrinkled their brains
Loading circles of death drove all of them insane
With keyboards in reach, they clicked and they clacked
Rooms sold were entered from Discount to Rack
When on their software arose such error
They reached out to corporate and screamed "Make it better!"
They hoped to be finished and focus on guests
Knowing they really had given their best
Then VPs were up and had their reviews
Along with the Sales Team, a collab renewed
They compared and contrasted in all sorts of ways
Seeking performance of halcyon days
On came the changes with aim to refine
They reworked those budgets. Every. Single. Line.
"Now Revenue! Now Payroll! PTEB!"
"On Occ! On ADR! Taxes and Fees!"
They submitted to owners and lend them their ear
So they could then rest with holiday cheer
With approval pending and the new year in sight
Happy Budget Season to all, and all a good night!

