

FONTAINEBLEAU MIAMI BEACH

F&B Summary 2018

Time: December

F&B BY OUTLET

| | Month to Date | | | | | Year to Date | | | | |
|---|---------------|--------|------------|-----------|---------|--------------|---------|------------|-----------|---------|
| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Avg. Total Cover | | | | | -2.5 % | | | | | -1.7 % |
| Cost of Sales - Food | | | | | -8.0 % | | | | | -11.5 % |
| Cost of Sales - Beverage | | | | | -13.4 % | | | | | -15.3 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | -9.5 % | | | | | -12.5 % |
| Cost of Food % | | | | | -3.5 % | | | | | -1.2 % |
| Cost of Beverage % | | | | | -7.5 % | | | | | -5.0 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 9.0 % | | | | | -6.3 % |
| Other Operating Expenses | | | | | 2.8 % | | | | | -5.9 % |
| Total Expenses | | | | | 1.7 % | | | | | -8.0 % |
| Profit | | | | | -26.8 % | | | | | -25.9 % |
| Margin | | | | | | | | | | |
| Scarpetta | | | | | | | | | | |
| Food Revenue | | | | | -18.0 % | | | | | -20.9 % |
| Beverage Revenue | | | | | -16.6 % | | | | | -14.2 % |
| Other F&B Revenue | | | | | 668.3 % | | | | | 143.9 % |
| Total Revenue | | | | | -16.3 % | | | | | -17.9 % |
| Covers | 8,151 | 8,534 | 7,410 | -383 | -4.5 % | 71,546 | 78,471 | 65,460 | -6,925 | -8.8 % |
| Avg. Food Cover | | | | | -14.1 % | | | | | -13.3 % |
| Avg. Beverage Cover | | | | | -12.6 % | | | | | -5.9 % |
| Avg. Total Cover | | | | | -12.3 % | | | | | -10.0 % |
| Cost of Sales - Food | | | | | -30.2 % | | | | | -23.7 % |
| Cost of Sales - Beverage | | | | | -16.6 % | | | | | -17.2 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | -26.3 % | | | | | -21.7 % |
| Cost of Food % | | | | | -14.9 % | | | | | -3.5 % |
| Cost of Beverage % | | | | | 0.0 % | | | | | -3.6 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | -4.2 % | | | | | -18.1 % |
| Other Operating Expenses | | | | | -7.7 % | | | | | -3.8 % |
| Total Expenses | | | | | -13.2 % | | | | | -16.0 % |
| Profit | | | | | -24.4 % | | | | | -28.3 % |
| Margin | | | | | | | | | | |
| Vida | | | | | | | | | | |
| Food Revenue | | | | | -5.5 % | | | | | -13.1 % |
| Food Revenue - Allowance | | | | | 18.5 % | | | | | -38.8 % |
| Food Revenue - Breakfast | | | | | 17.5 % | | | | | -7.0 % |
| Food Revenue - Lunch | | | | | -37.4 % | | | | | -14.7 % |
| Food Revenue - Dinner | | | | | -4.7 % | | | | | -22.5 % |
| Food Revenue - Late Night | | | | | 0.0 % | | | | | 0.0 % |
| Beverage Revenue | | | | | 18.4 % | | | | | -8.0 % |
| Beverage Revenue - Cash | | | | | 0.0 % | | | | | 0.0 % |
| Beverage Revenue - Allowan | | | | | 0.0 % | | | | | 0.0 % |
| Beverage Revenue - Beer | | | | | 3.7 % | | | | | -9.8 % |
| Beverage Revenue - Wine | | | | | 6.6 % | | | | | -11.7 % |
| Beverage Revenue - Liquor | | | | | 39.5 % | | | | | -2.9 % |
| Other F&B Revenue | | | | | | | | | | |
| Total Revenue | | | | | -2.6 % | | | | | -12.5 % |
| Covers | 23,989 | 26,153 | 21,707 | (2,164) | -8.3 % | 230,086 | 273,027 | 235,013 | (42,941) | -15.7 % |

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F&B BY OUTLET

| | Month to Date | | | | | Year to Date | | | | |
|---|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|---------------|----------------|
| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Covers - Breakfast | 13,234 | 13,289 | 12,007 | (55) | -0.4 % | 125,885 | 146,095 | 129,688 | (20,210) | -13.8 % |
| Covers - Lunch | 4,839 | 6,923 | 4,307 | (2,084) | -30.1 % | 55,070 | 67,252 | 55,469 | (12,182) | -18.1 % |
| Covers - Dinner | 5,916 | 5,941 | 5,393 | (25) | -0.4 % | 49,131 | 59,680 | 49,856 | (10,549) | -17.7 % |
| Avg Food Check | | | | | 3.0 % | | | | | 3.2 % |
| Avg. - Breakfast Cover | | | | | 17.9 % | | | | | 8.0 % |
| Avg. - Lunch Cover | | | | | -10.4 % | | | | | 4.2 % |
| Avg. - Dinner Cover | | | | | -4.3 % | | | | | -5.9 % |
| Avg Beverage Check | | | | | 29.0 % | | | | | 9.2 % |
| Avg. Total Cover | | | | | 6.2 % | | | | | 3.8 % |
| Cost of Sales - Food | | | | | 5.8 % | | | | | -10.1 % |
| Cost of Sales - Beverage | | | | | 20.8 % | | | | | -14.2 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 6.7 % | | | | | -10.4 % |
| Cost of Food % | | | | | 12.0 % | | | | | 3.4 % |
| Cost of Beverage % | | | | | 2.0 % | | | | | -6.7 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | -2.9 % | | | | | -2.6 % |
| Other Operating Expenses | | | | | 2.5 % | | | | | -3.0 % |
| Total Expenses | | | | | 0.4 % | | | | | -4.7 % |
| Profit | | | | | -20.3 % | | | | | -82.8 % |
| Margin | | | | | | | | | | |
| La Cote | | | | | | | | | | |
| Food Revenue | | | | | 54.6 % | | | | | 1.7 % |
| Food Revenue - Lunch | | | | | 11.5 % | | | | | -6.1 % |
| Food Revenue - Dinner | | | | | 0.0 % | | | | | 0.0 % |
| Beverage Revenue | | | | | 69.4 % | | | | | 15.3 % |
| Other F&B Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Total Revenue | | | | | 77.4 % | | | | | 9.1 % |
| Covers | 12,323 | 13,355 | 13,380 | -1,032 | -7.7 % | 137,250 | 145,138 | 132,666 | -7,888 | -5.4 % |
| Covers - Lunch | 12,155 | 13,355 | 13,085 | -1,200 | -9.0 % | 131,649 | 145,138 | 126,250 | -13,489 | -9.3 % |
| Covers - Dinner | 133 | 0 | 273 | 133 | 0.0 % | 5,325 | 0 | 6,234 | 5,325 | 0.0 % |
| Avg Food Check | | | | | 67.5 % | | | | | 7.6 % |
| Avg. - Lunch Cover | | | | | 22.2 % | | | | | 3.3 % |
| Avg. - Dinner Cover | | | | | NaN | | | | | NaN |
| Avg Beverage Check | | | | | 83.6 % | | | | | 22.0 % |
| Avg. Total Cover | | | | | 92.2 % | | | | | 15.3 % |
| Cost of Sales - Food | | | | | 53.3 % | | | | | 0.7 % |
| Cost of Sales - Beverage | | | | | 55.4 % | | | | | 5.9 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 53.8 % | | | | | 2.4 % |
| Cost of Food % | | | | | -0.9 % | | | | | -1.0 % |
| Cost of Beverage % | | | | | -8.3 % | | | | | -8.2 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 19.3 % | | | | | -1.6 % |
| Other Operating Expenses | | | | | 40.1 % | | | | | 3.5 % |
| Total Expenses | | | | | 34.2 % | | | | | 0.7 % |
| Profit | | | | | 233.1 % | | | | | 31.9 % |
| Margin | | | | | | | | | | |
| Beach Food | | | | | | | | | | |
| Food Revenue | | | | | 485.3 % | | | | | -0.8 % |

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| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Beverage Revenue | | | | | -28.7 % | | | | | -16.9 % |
| Other F&B Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Total Revenue | | | | | 181.0 % | | | | | -10.3 % |
| Cost of Sales - Food | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales - Beverage | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Food % | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Beverage % | | | | | 0.0 % | | | | | 0.0 % |
| Other Operating Expenses | | | | | -40.5 % | | | | | -48.5 % |
| Total Expenses | | | | | -40.5 % | | | | | -48.5 % |
| Profit | | | | | 200.5 % | | | | | -7.0 % |
| Margin | | | | | | | | | | |
| Solo | | | | | | | | | | |
| Food Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Other F&B Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Total Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Checks | | | | | 0.0 % | | | | | 0.0 % |
| Avg. Food Cover | | | | | 0.0 % | | | | | 0.0 % |
| Avg. Total Cover | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales - Food | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Food % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 0.0 % | | | | | 0.0 % |
| Other Operating Expenses | | | | | 0.0 % | | | | | 0.0 % |
| Total Expenses | | | | | 0.0 % | | | | | 0.0 % |
| Profit | | | | | 0.0 % | | | | | 0.0 % |
| Margin | | | | | | | | | | |
| Fresh | | | | | | | | | | |
| Food Revenue | | | | | 16.4 % | | | | | -7.1 % |
| Total Revenue | | | | | 17.6 % | | | | | -7.1 % |
| Checks | 8,370 | 6,572 | 8,225 | 1,798 | 27.4 % | 86,253 | 87,960 | 85,196 | -1,707 | -1.9 % |
| Avg. Food Cover | | | | | -8.6 % | | | | | -5.2 % |
| Avg. Total Cover | | | | | -7.7 % | | | | | -5.3 % |
| Cost of Sales - Food | | | | | 10.8 % | | | | | -2.0 % |
| Cost of Sales | | | | | 10.5 % | | | | | -2.1 % |
| Cost of Food % | | | | | -4.8 % | | | | | 5.4 % |
| Total Payroll, Taxes & Benefit | | | | | 8.7 % | | | | | -6.3 % |
| Other Operating Expenses | | | | | 46.6 % | | | | | 0.0 % |
| Total Expenses | | | | | 20.4 % | | | | | -3.0 % |
| Profit | | | | | 10.4 % | | | | | -16.5 % |
| Margin | | | | | | | | | | |
| Dine In | | | | | | | | | | |
| Food Revenue | | | | | -0.6 % | | | | | -9.7 % |
| Beverage Revenue | | | | | -2.3 % | | | | | 6.6 % |
| Other F&B Revenue | | | | | 13.9 % | | | | | -4.6 % |
| Total Revenue | | | | | 0.6 % | | | | | -7.2 % |

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F&B Summary 2018

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F&B BY OUTLET

| | Month to Date | | | | | Year to Date | | | | |
|---|---------------|--------|------------|-----------|----------------|--------------|---------|------------|------------|-----------------|
| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Covers | 15,524 | 18,928 | 14,510 | (\$3,404) | -18.0 % | 148,608 | 176,454 | 151,244 | (\$27,846) | -15.8 % |
| Avg. Food Cover | | | | | 21.2 % | | | | | 7.2 % |
| Avg. Beverage Cover | | | | | 19.1 % | | | | | 26.6 % |
| Avg. Total Cover | | | | | 22.6 % | | | | | 10.2 % |
| Cost of Sales - Food | | | | | 5.1 % | | | | | -6.6 % |
| Cost of Sales - Beverage | | | | | -13.6 % | | | | | 1.3 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 3.0 % | | | | | -6.5 % |
| Cost of Food % | | | | | 5.7 % | | | | | 3.5 % |
| Cost of Beverage % | | | | | -11.5 % | | | | | -5.0 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 9.7 % | | | | | 0.4 % |
| Other Operating Expenses | | | | | 31.8 % | | | | | 8.4 % |
| Total Expenses | | | | | 11.6 % | | | | | 0.1 % |
| Profit | | | | | -84.4 % | | | | | -102.6 % |
| Margin | | | | | | | | | | |
| Private Bar | | | | | | | | | | |
| Food Revenue | | | | | 4.3 % | | | | | 3.1 % |
| Beverage Revenue | | | | | 4.2 % | | | | | 9.2 % |
| Other F&B Revenue | | | | | -70.2 % | | | | | -63.9 % |
| Total Revenue | | | | | 0.6 % | | | | | 0.3 % |
| Cost of Sales - Food | | | | | 5.3 % | | | | | -0.1 % |
| Cost of Sales - Beverage | | | | | 7.1 % | | | | | 7.4 % |
| Cost of Sales - Other | | | | | -77.2 % | | | | | -28.1 % |
| Cost of Sales | | | | | 2.1 % | | | | | 0.6 % |
| Cost of Food % | | | | | 1.0 % | | | | | -3.2 % |
| Cost of Beverage % | | | | | 2.8 % | | | | | -1.6 % |
| Cost of Other % | | | | | -23.6 % | | | | | 99.0 % |
| Total Payroll, Taxes & Benefit | | | | | 8.8 % | | | | | 0.8 % |
| Other Operating Expenses | | | | | 7.5 % | | | | | -5.4 % |
| Total Expenses | | | | | 5.5 % | | | | | -0.2 % |
| Profit | | | | | -3.1 % | | | | | 0.8 % |
| Margin | | | | | | | | | | |
| Glow Bar | | | | | | | | | | |
| Beverage Revenue | | | | | -27.4 % | | | | | -5.3 % |
| Other F&B Revenue | | | | | 160.6 % | | | | | 10.1 % |
| Total Revenue | | | | | -25.9 % | | | | | -5.2 % |
| Checks | 6,853 | 10,000 | 6,977 | (\$3,147) | -31.5 % | 114,650 | 124,955 | 111,508 | (\$10,305) | -8.2 % |
| Avg. Beverage Cover | | | | | 5.9 % | | | | | 3.2 % |
| Avg. Total Cover | | | | | 8.1 % | | | | | 3.3 % |
| Cost of Sales - Beverage | | | | | -18.4 % | | | | | 2.2 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | -23.4 % | | | | | 6.2 % |
| Cost of Beverage % | | | | | 12.5 % | | | | | 7.9 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 63.9 % | | | | | 13.6 % |
| Other Operating Expenses | | | | | 17.7 % | | | | | 1.2 % |
| Total Expenses | | | | | 13.0 % | | | | | 7.9 % |

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| | Month to Date | | | | | Year to Date | | | | |
|---|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|-------------------|----------------|
| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Profit | | | | | -41.6 % | | | | | -10.1 % |
| Margin | | | | | | | | | | |
| <u>Bleau Bar</u> | | | | | | | | | | |
| Beverage Revenue | | | | | 12.1 % | | | | | 1.6 % |
| Other F&B Revenue | | | | | 0.0 % | | | | | 80.6 % |
| Total Revenue | | | | | 13.5 % | | | | | 2.2 % |
| Checks | 18,553 | 18,785 | 15,579 | (\$232) | -1.2 % | 188,917 | 201,271 | 171,599 | (\$12,354) | -6.1 % |
| Avg. Beverage Cover | | | | | 13.5 % | | | | | 8.2 % |
| Avg. Total Cover | | | | | 14.9 % | | | | | 8.9 % |
| Cost of Sales - Beverage | | | | | 6.5 % | | | | | -3.5 % |
| Cost of Sales - Other | | | | | 0.0 % | | | | | 0.0 % |
| Cost of Sales | | | | | 6.5 % | | | | | -3.5 % |
| Cost of Beverage % | | | | | -5.0 % | | | | | -5.0 % |
| Cost of Other % | | | | | 0.0 % | | | | | 0.0 % |
| Total Payroll, Taxes & Benefit | | | | | 25.5 % | | | | | 1.1 % |
| Other Operating Expenses | | | | | 24.4 % | | | | | 6.1 % |
| Total Expenses | | | | | 15.6 % | | | | | -0.1 % |
| Profit | | | | | 12.4 % | | | | | 3.4 % |
| Margin | | | | | | | | | | |
| <u>Chez Bon Bon</u> | | | | | | | | | | |
| Food Revenue | | | | | 8.7 % | | | | | -0.9 % |
| Other F&B Revenue | | | | | 291.5 % | | | | | 16.3 % |
| Total Revenue | | | | | 9.7 % | | | | | -0.9 % |
| Checks | 28,367 | 25,161 | 24,979 | \$3,206 | 12.7 % | 277,249 | 275,546 | 265,288 | \$1,703 | 0.6 % |
| Avg. Food Cover | | | | | -3.6 % | | | | | -1.5 % |
| Avg. Total Cover | | | | | -2.7 % | | | | | -1.5 % |
| Cost of Sales - Food | | | | | 1.3 % | | | | | -3.9 % |
| Cost of Sales - Other | | | | | -100.0 | | | | | -29.6 % |
| Cost of Sales | | | | | 1.0 % | | | | | -3.8 % |
| Cost of Food % | | | | | -6.8 % | | | | | -3.0 % |
| Cost of Other % | | | | | -100.0 | | | | | -39.5 % |
| Total Payroll, Taxes & Benefit | | | | | 23.1 % | | | | | -19.9 % |
| Other Operating Expenses | | | | | 62.0 % | | | | | 19.9 % |
| Total Expenses | | | | | 28.6 % | | | | | 1.2 % |
| Profit | | | | | -16.3 % | | | | | -4.6 % |
| Margin | | | | | | | | | | |
| <u>Michael Mina Pizza & Bu</u> | | | | | | | | | | |
| Food Revenue | | | | | 47.5 % | | | | | 1.1 % |
| Beverage Revenue | | | | | 47.8 % | | | | | 26.8 % |
| Other F&B Revenue | | | | | 4363.5 | | | | | 22.7 % |
| Total Revenue | | | | | 50.3 % | | | | | 13.5 % |
| Checks | 11,068 | 8,198 | 9,088 | \$2,870 | 35.0 % | 120,234 | 113,972 | 106,024 | \$6,262 | 5.5 % |
| Avg. Food Cover | | | | | 9.2 % | | | | | -4.2 % |
| Avg. Beverage Cover | | | | | 9.5 % | | | | | 20.2 % |
| Avg. Total Cover | | | | | 11.3 % | | | | | 7.6 % |
| Cost of Sales - Food | | | | | 61.1 % | | | | | 1.9 % |

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| | Actual | Budget | Prior Year | Var + (-) | % | Actual | Budget | Prior Year | Var + (-) | % |
| Banquets | | | | | | | | | | |
| Food Revenue | | | | | 70.6 % | | | | | -7.2 % |
| Food Revenue - Allowance | | | | | 198.8 % | | | | | -16.6 % |
| Local Food Revenue | | | | | 200.4 % | | | | | 84.4 % |
| Food Rev - Coffee Local Bnq | | | | | 307.0 % | | | | | -23.6 % |
| Food Rev - Reception Local B | | | | | 492.9 % | | | | | -2.2 % |
| Food Rev - Cont Breakfast Loc | | | | | 0.0 % | | | | | 0.0 % |
| Food Rev - Breakfast Local Bn | | | | | 210.5 % | | | | | 129.0 % |
| Food Rev - Lunch Local Bnq | | | | | 779.0 % | | | | | 229.0 % |
| Food Rev - Dinner Local Bnq | | | | | 110.5 % | | | | | 145.9 % |
| Group Food Revenue | | | | | 60.3 % | | | | | -9.8 % |
| Food Rev - Coffee Group Bnq | | | | | 95.7 % | | | | | -0.3 % |
| Food Rev - Reception Group | | | | | 125.3 % | | | | | -20.9 % |
| Food Rev - Cont Breakfast Gr | | | | | -100.0 | | | | | -100.0 |
| Food Rev - Breakfast Group B | | | | | 67.6 % | | | | | -3.7 % |
| Food Rev - Lunch Group Bnq | | | | | 39.7 % | | | | | -8.1 % |
| Food Rev - Dinner Group Bnq | | | | | 10.1 % | | | | | -14.0 % |
| Beverage Revenue | | | | | 55.1 % | | | | | -26.5 % |
| Local Beverage Revenue | | | | | 125.1 % | | | | | 48.0 % |
| Beverage Rev - Beer Local | | | | | 0.0 % | | | | | 267.9 % |
| Beverage Rev - Wine Local | | | | | -23.3 % | | | | | 28.5 % |
| Beverage Rev - Liquor Local | | | | | 262.8 % | | | | | 50.4 % |
| Group Beverage Revenue | | | | | 44.1 % | | | | | -29.5 % |
| Beverage Revenue - Allowanc | | | | | 0.0 % | | | | | 0.0 % |
| Beverage Rev - Beer Group | | | | | 27.6 % | | | | | -19.4 % |
| Beverage Rev - Wine Group | | | | | 884.9 % | | | | | -33.1 % |
| Beverage Rev - Liquor Group | | | | | -2.3 % | | | | | -29.5 % |
| Other Revenue | | | | | 48.5 % | | | | | -10.0 % |
| Public Room Rental | | | | | 0.0 % | | | | | 0.0 % |
| Service Charge Revenue | | | | | 535.3 % | | | | | 79.1 % |
| Public Room Rental - Group | | | | | 35.7 % | | | | | -30.6 % |
| Service Charge Rev - Group | | | | | 81.3 % | | | | | -12.1 % |
| Service Charge Revenue | | | | | 0.0 % | | | | | 0.0 % |
| Other Revenue - F&B | | | | | -8.3 % | | | | | -11.7 % |
| Other Rev - F&B Group | | | | | 0.0 % | | | | | 0.0 % |
| Total Revenue | | | | | 64.6 % | | | | | -10.5 % |
| 1) Group | | | | | 57.0 % | | | | | -13.2 % |
| 2) Local | | | | | 99.4 % | | | | | 25.5 % |
| 3) Allowance | | | | | 198.8 % | | | | | -16.6 % |
| Covers | 13,269 | 9,685 | 7,069 | 3,584 | 37.0 % | 291,910 | 309,347 | 225,300 | -17,437 | -5.6 % |
| Local Covers | 748 | 598 | 1,395 | 150 | 25.1 % | 8,324 | 5,180 | 7,219 | 3,144 | 60.7 % |
| Covers - Cont. Breakfast | 0 | 0 | 0 | 0 | 0.0 % | 0 | 0 | 0 | 0 | 0.0 % |
| Covers - Breakfast | 259 | 14 | 42 | 245 | 1750.0 | 1,211 | 498 | 635 | 713 | 143.2 % |
| Covers - Lunch | 285 | 51 | 319 | 234 | 458.8 % | 2,589 | 1,361 | 1,444 | 1,228 | 90.2 % |
| Covers - Dinner | 204 | 533 | 1,034 | -329 | -61.7 % | 4,524 | 3,321 | 5,140 | 1,203 | 36.2 % |
| Group Covers | 12,521 | 9,087 | 5,674 | 3,434 | 37.8 % | 283,586 | 304,167 | 218,081 | -20,581 | -6.8 % |
| Covers - Cont. Breakfast | 0 | 0 | 0 | 0 | 0.0 % | 0 | 0 | 0 | 0 | 0.0 % |
| Covers - Breakfast | 4,753 | 3,086 | 2,946 | 1,667 | 54.0 % | 120,259 | 130,117 | 81,895 | -9,858 | -7.6 % |
| Covers - Lunch | 5,209 | 3,159 | 2,029 | 2,050 | 64.9 % | 114,601 | 119,515 | 84,999 | -4,914 | -4.1 % |
| Covers - Dinner | 2,559 | 2,842 | 699 | -283 | -9.9 % | 48,726 | 54,535 | 51,187 | -5,809 | -10.7 % |
| Avg Food Check | | | | | 24.5 % | | | | | -1.6 % |
| Avg. Local Cont. Bkfst Cover | | | | | 0.0 % | | | | | 0.0 % |
| Avg. Local Breakfast Cover | | | | | -83.2 % | | | | | -5.8 % |
| Avg. Local Lunch Cover | | | | | 57.3 % | | | | | 72.9 % |

MBCC VALET PARKING PLAN

MIAMI BEACH






1

MBCC VALET PARKING PLAN

Priorities:

- Expedited Vehicle Arrival and Departure.
- Accessible Valet Storage and Traffic Patterns.
- Streamline Convention Center Drive and Washington Avenue.
- Valet Parking "White Glove" Experience.

Strategies:

- Event Based - Identify Creative Solutions based on event intensity and transportation and parking needs
- Use of Expanded Vehicle Storage Capacity and Passenger Loading Areas
- Control of Traffic Circulation
- Weekly Meetings with MBCC Events staff to refine valet plan for current conditions

2

VALET VENUES – COMPARABLES

| | |
|--|---|
| <p>Venues:</p> <ul style="list-style-type: none"> • Loews • Fontainebleau • Mandarin Oriental Miami • JW Marriott Marquis • Trump National Doral | <p>Events:</p> <ul style="list-style-type: none"> Gala Corporate events Weddings Art Basel (2016) MBSH Prom |
|--|---|

| | |
|---------------------------------|-------------|
| Mode of Arrival (Galas): | |
| Valet Parking: | 40% |
| Shared-ride: | 40% |
| Self-park: | 20% |
| Total: | 100% |

3

GRAND BALLROOM – PEAK EVENT

| | |
|-----------------------------|-------|
| Demand: | |
| • Attendees: | 3,600 |
| • Vehicles (2 per vehicle): | 1,800 |

| | |
|-------------------------|--------------|
| Arrival Modes: | |
| • Valet Vehicles: | 720 |
| • Self-park Vehicles: | <u>+ 360</u> |
| • Total parking spaces: | 1,080 |

| | |
|--------------------------|--------------|
| • Shared Ride/Black Car: | <u>+ 720</u> |
|--------------------------|--------------|

| | |
|-----------------|-------|
| Total Vehicles: | 1,800 |
|-----------------|-------|

4

GRAND BALLROOM PEAK EVENT

| | |
|---|---------------------------|
| Valet Vehicle Storage: | |
| • MBCC Garage (4 th & 5 th Levels): stacked. | 440 spaces = 551 vehicles |
| • P-29 (CCD at 17 th Street): stacked. | 160 spaces = 200 vehicles |
| • Convention Center Drive: vehicles stacked. | 24 spaces = 60 |
| • Total: stacked. | 624 spaces = 811 vehicles |

Self-Parking

- Entrance on Washington Avenue (East - Hellix)
- MBCC Garage 5th Level: 360 Spaces Reserved.

• Shared-Ride Space- Convention Center Drive and Washington Avenue

5

GRAND BALLROOM – PEAK EVENT

Based on research, Galas typically offer Pre-Event Reception

Valet Arrivals (1 Hour Pre- Event):

- 1st 20 Mins: 144 Vehicles (20%)
- 2nd 20 Mins: 144 Vehicles (20%)
- 3rd 20 Mins: 216 Vehicles (30%)
- 20 Mins late: 216 Vehicles (30%)

6

Sarah Fiol

From: Dan Stevens <dstevens@fbdev.com>
Sent: Tuesday, October 15, 2019 2:53 PM
To: Kevin Bryant; Juan Espinosa
Cc: Alejandro Matos Fermin; Timothy J. Plummer
Subject: RE: Parking Survey - 2016
Attachments: Trip Gen Analysis.pdf

Juan,

Per 2016 survey, 36% employees used public transportation or carpoled. Can you please send updated trip gen analysis based on the information provided for review. For grand ballroom use 16,247 and jr use 9,038 s.f.

Thanks,

From: Dan Stevens
Sent: Tuesday, October 15, 2019 2:46 PM
To: Kevin Bryant <kbryant@fontainebleau.com>
Cc: Silvia Pereda <SPereda@fontainebleau.com>
Subject: RE: Parking Survey - 2016

Understood.

Based on call you indicated full time employees of approximately 2,400.

Per below that would work out to approx. 528 using public transportation (22%) and 336 carpooling (14%) = 36% or 864.

From: Kevin Bryant <kbryant@fontainebleau.com>
Sent: Tuesday, October 15, 2019 11:44 AM
To: Dan Stevens <dstevens@fbdev.com>
Cc: Silvia Pereda <SPereda@fontainebleau.com>
Subject: FW: Parking Survey - 2016

Dan,

See below. This is from an employee survey that was done a few years ago. Silvia has the backup data if needed. I would suggest we triple the numbers below to scale up to our full employee count. This would include all our third party vendors for departments that our outsourced (Beach operations, valet, overnight housekeeping).

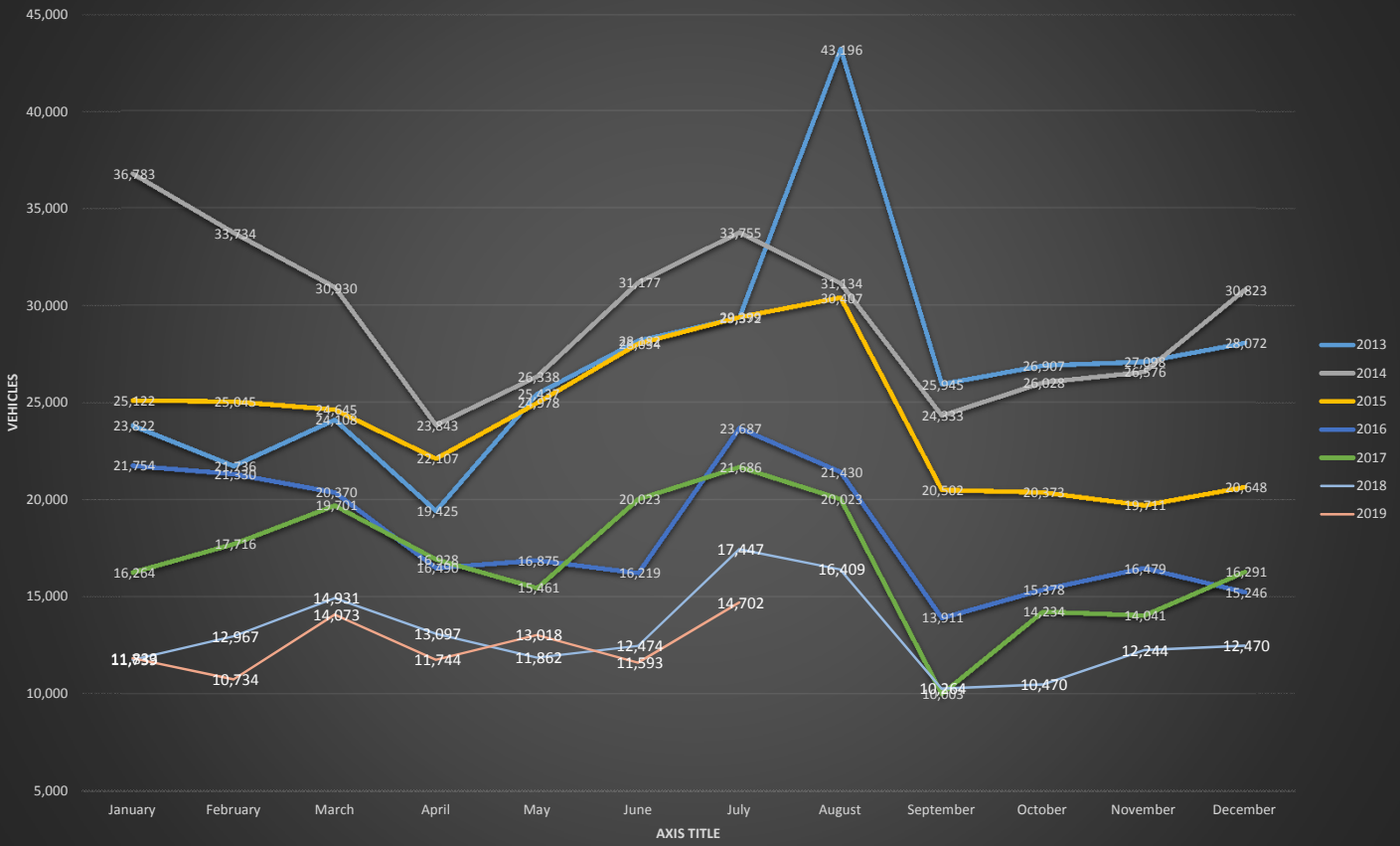
Call me if you would like to discuss.

Kevin

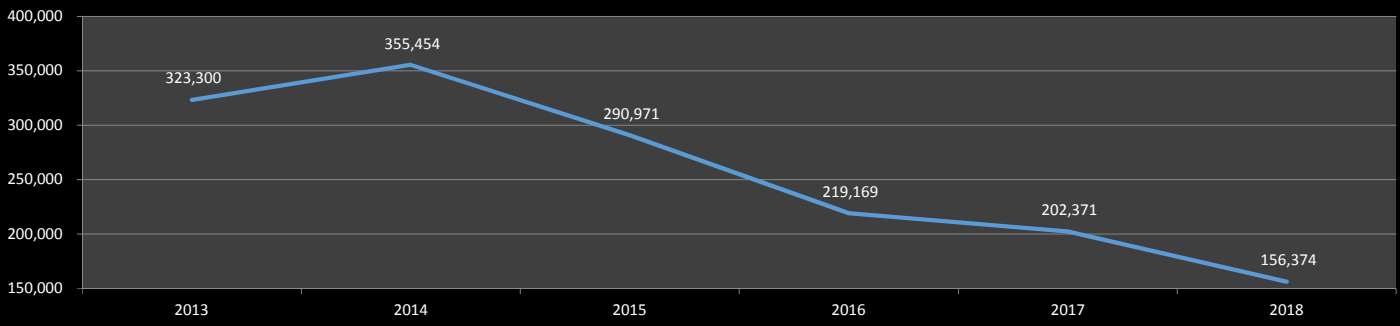
KEVIN BRYANT | VICE PRESIDENT, SALES

Fontainebleau Miami Beach | 4441 Collins Avenue | Miami Beach FL 33140
O 305 535 3222 | F 305 675 8218 | kbryant@fontainebleau.com
fontainebleau.com | #fontainebleau | #bleaulive

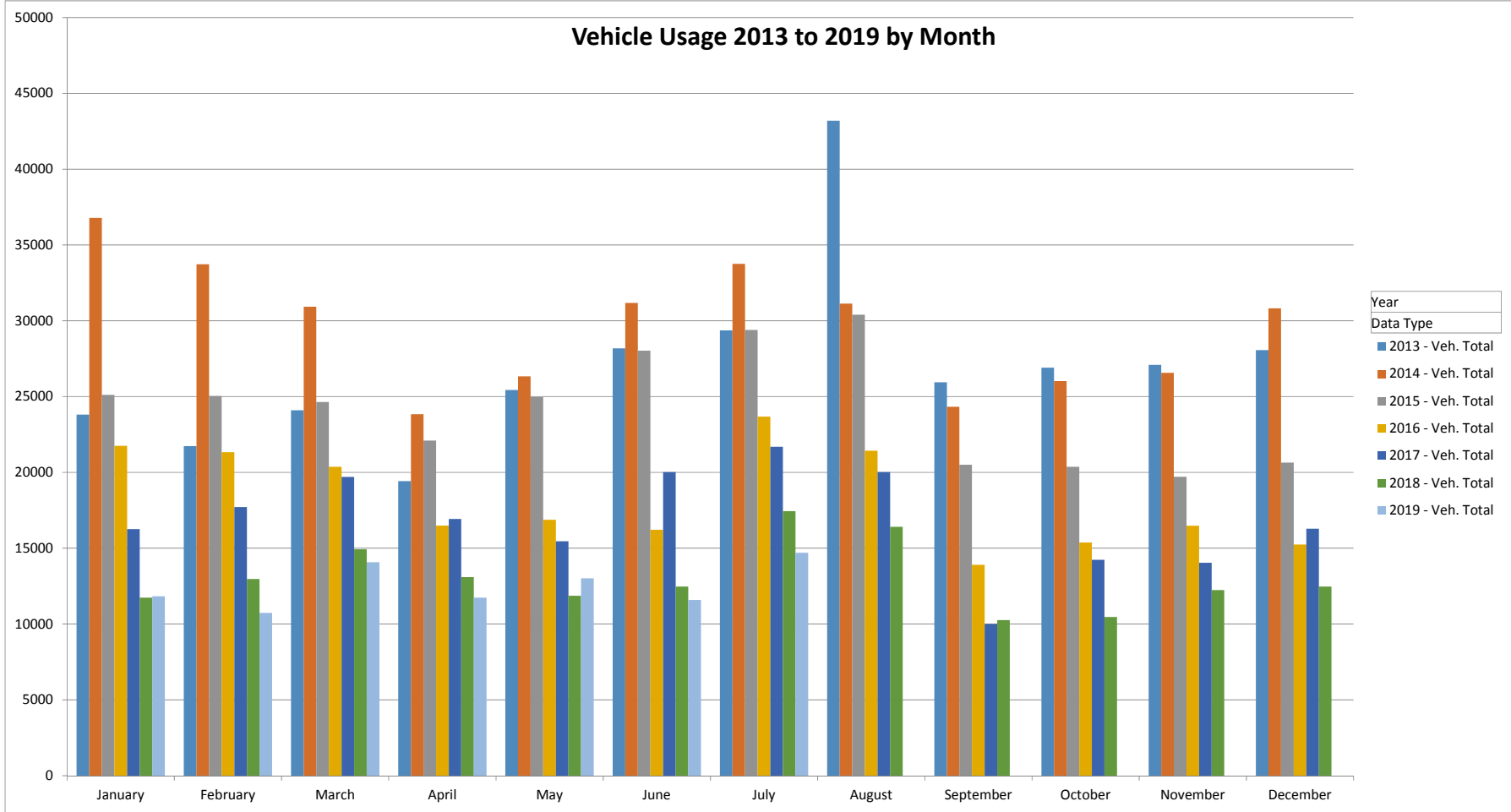
2013-2019 Vehicles by Month



Total Vehicle Full Year

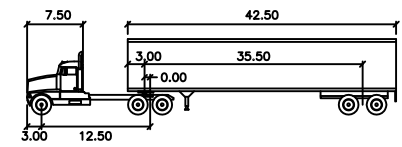


Vehicle Usage 2013 to 2019 by Month



ATTACHMENT E

AutoTURN Analysis



WB-50

| feet | | | |
|---------------|--------|--------------------|--------|
| Tractor Width | : 8.00 | Lock to Lock Time | : 6.0 |
| Trailer Width | : 8.50 | Steering Angle | : 17.7 |
| Tractor Track | : 8.00 | Articulating Angle | : 70.0 |
| Trailer Track | : 8.50 | | |



INDIAN CREEK DR

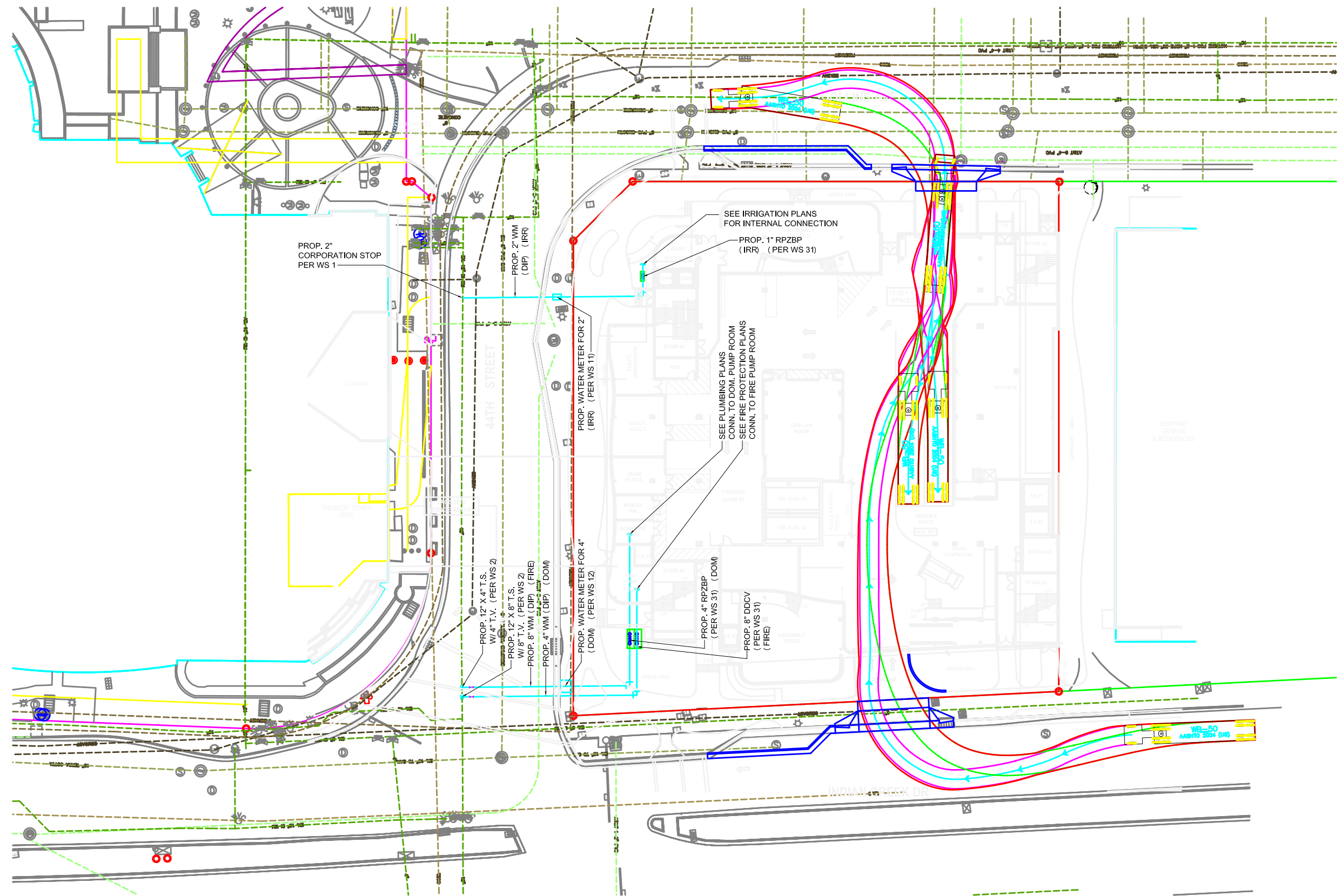
**FONTAINEBLEAU GARAGE &
BALLROOM EXPANSION**
4441 COLLINS AVE. MIAMI BEACH, FLORIDA
DEVELOPED BY: FONTAINEBLEAU DEVELOPMENT

| Revisions | | |
|-----------|-------------|------|
| # | Description | Date |
| | | |

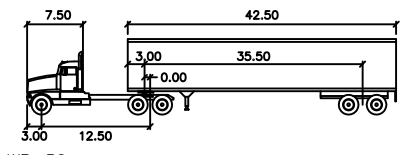
**DAVID PLUMMER
& ASSOCIATES**
1750 PONCE DE LEON
CORAL GABLES, FL 33134
(305) 447-0900
http://www.dplummer.com
CERTIFICATE
EB 2690

19012

C-701



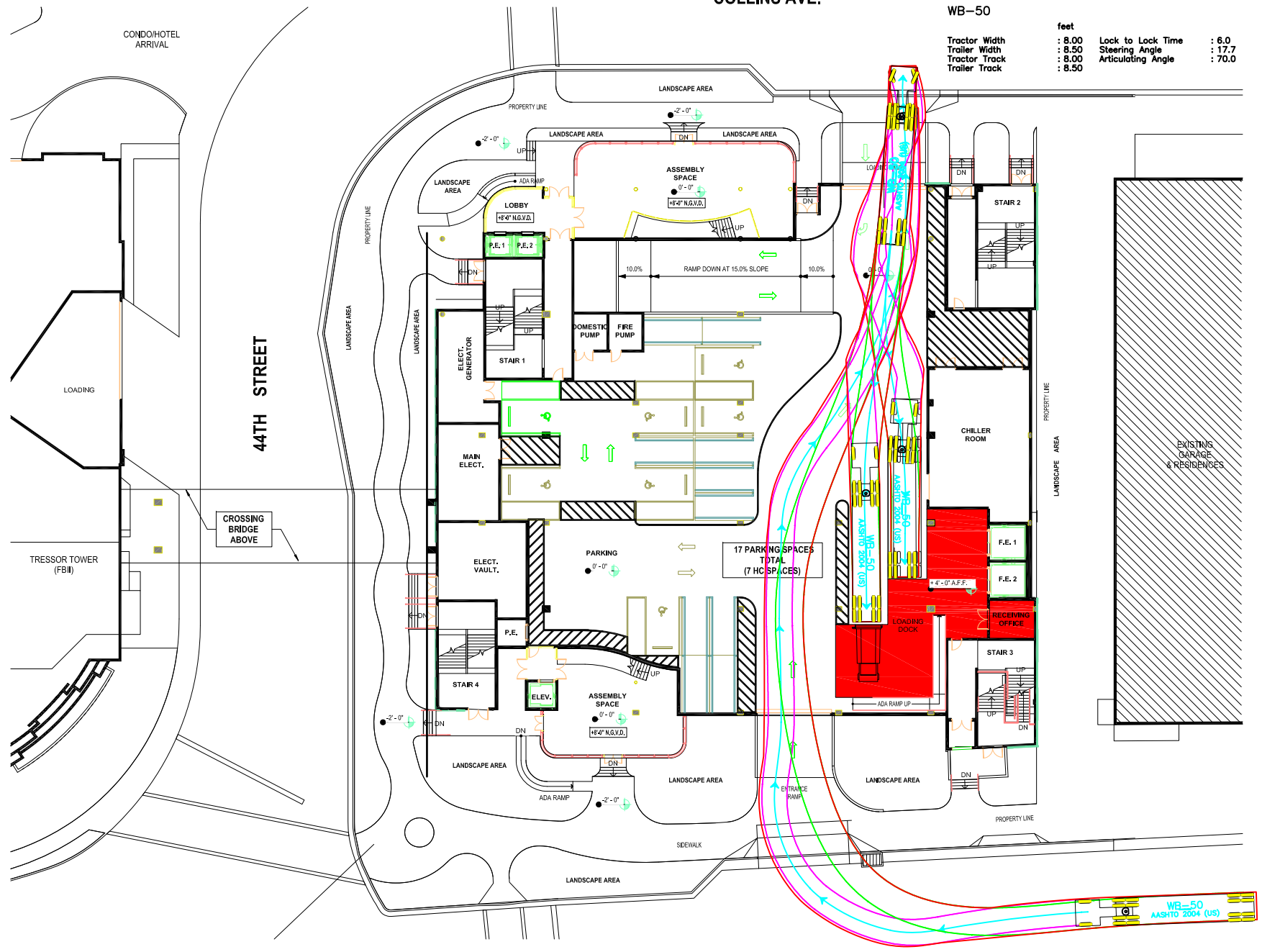
1 WATER DISTRIBUTION PLAN
A-701 1" = 20'-0"



COLLINS AVE.

WB-50

| feet | | | |
|---------------|--------|--------------------|--------|
| Tractor Width | : 8.00 | Lock to Lock Time | : 6.0 |
| Trailer Width | : 8.50 | Steering Angle | : 17.7 |
| Tractor Track | : 8.00 | Articulating Angle | : 70.0 |
| Trailer Track | : 8.50 | | |



INDIAN CREEK DR



ATTACHMENT F

Transit

103 Route C
 - Weekday (Northbound)
COLLINS AV 43 ST



Map

6:37 AM

Dest: C- Mt Sinai

7:08 AM

Dest: C- Mt Sinai

7:39 AM

Dest: C- Mt Sinai

8:10 AM

Dest: C- Mt Sinai

8:40 AM

Dest: C- Mt Sinai

9:11 AM

Dest: C- Mt Sinai

9:43 AM

Dest: C- Mt Sinai

10:13 AM

Dest: C- Mt Sinai

10:43 AM

Dest: C- Mt Sinai

11:13 AM

Dest: C- Mt Sinai

11:43 AM (16 min)

Dest: C- Mt Sinai

12:13 PM

Dest: C- Mt Sinai

12:43 PM

Dest: C- Mt Sinai

1:13 PM

Dest: C- Mt Sinai

1:43 PM

Dest: C- Mt Sinai

2:13 PM

Dest: C- Mt Sinai

2:43 PM

Dest: C- Mt Sinai

3:13 PM

Dest: C- Mt Sinai

3:43 PM

Dest: C- Mt Sinai

4:13 PM

Dest: C- Mt Sinai

4:43 PM

Dest: C- Mt Sinai

5:13 PM

Dest: C- Mt Sinai

5:43 PM

Dest: C- Mt Sinai

6:13 PM

Dest: C- Mt Sinai

6:43 PM

Dest: C- Mt Sinai

7:10 PM

Dest: C- Mt Sinai

7:38 PM

Dest: C- Mt Sinai

8:08 PM

Dest: C- Mt Sinai

8:53 PM

Dest: C- Mt Sinai

9:38 PM

Dest: C- Mt Sinai

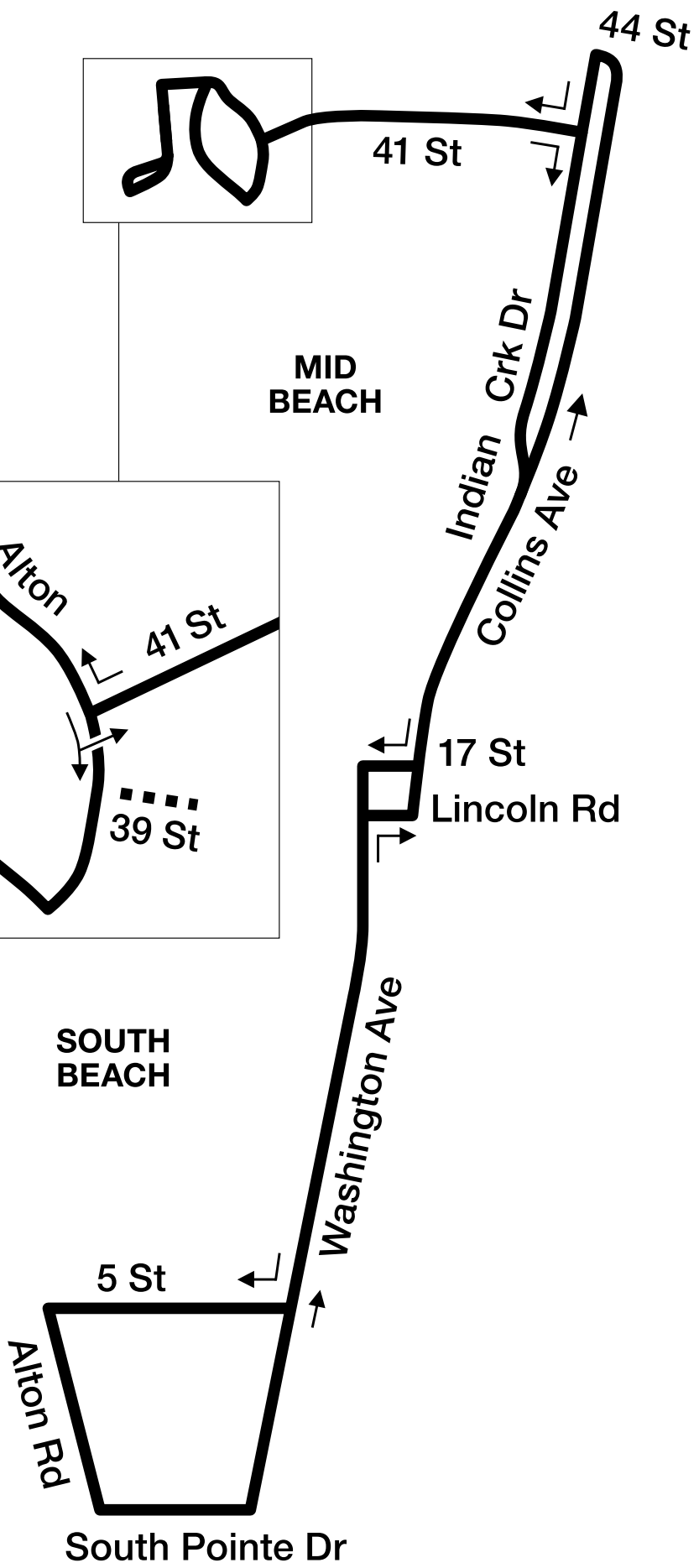
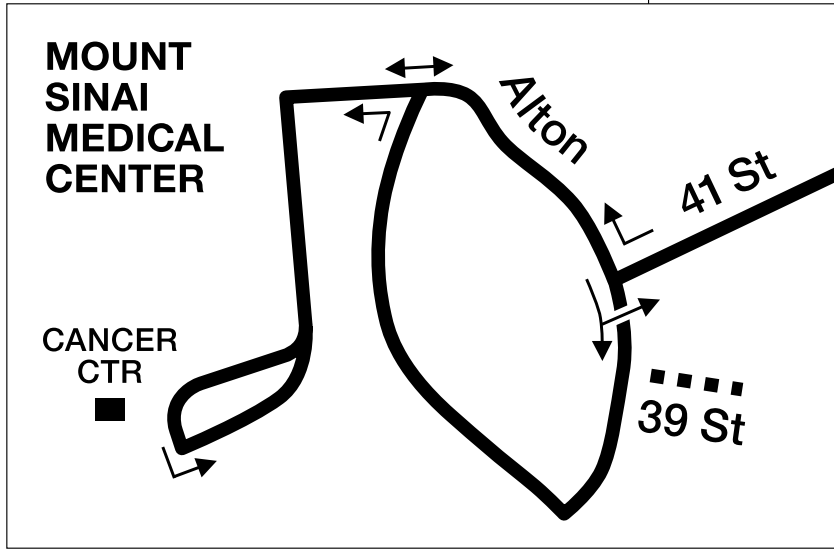
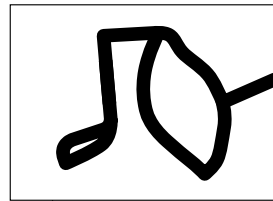
10:24 PM

Dest: C- Mt Sinai





C



NORTH
08/2017



110 Route J
- Weekday (Eastbound)
COLLINS AV 43 ST


5:02 AM

Dest: J - Beach / 41 St

5:53 AM

Dest: J - Beach / 41 St

6:33 AM

Dest: J - Beach / 41 St

6:55 AM

Dest: J - Beach / 41 St

7:14 AM

Dest: J - Beach / 41 St

7:35 AM

Dest: J - Beach / 41 St

7:55 AM

Dest: J - Beach / 41 St

8:15 AM

Dest: J - Beach / 41 St

8:35 AM

Dest: J - Beach / 41 St

8:55 AM

Dest: J - Beach / 41 St

9:17 AM

Dest: J - Beach / 41 St

9:37 AM

Dest: J - Beach / 41 St

9:57 AM

Dest: J - Beach / 41 St

10:17 AM

Dest: J - Beach / 41 St

10:37 AM

Dest: J - Beach / 41 St

11:07 AM

Dest: J - Beach / 41 St

11:37 AM

Dest: J - Beach / 41 St

12:07 PM

Dest: J - Beach / 41 St

12:37 PM (27 min)

Dest: J - Beach / 41 St

1:07 PM

Dest: J - Beach / 41 St

1:37 PM

Dest: J - Beach / 41 St

2:07 PM

Dest: J - Beach / 41 St

2:37 PM

Dest: J - Beach / 41 St

3:07 PM

Dest: J - Beach / 41 St

3:38 PM

Dest: J - Beach / 41 St

4:09 PM

Dest: J - Beach / 41 St

4:29 PM

Dest: J - Beach / 41 St

4:49 PM

Dest: J - Beach / 41 St

5:09 PM

Dest: J - Beach / 41 St

5:29 PM

Dest: J - Beach / 41 St

5:49 PM

Dest: J - Beach / 41 St

6:09 PM

Dest: J - Beach / 41 St

6:26 PM

Dest: J - Beach / 41 St

6:45 PM

Dest: J - Beach / 41 St

7:05 PM

Dest: J - Beach / 41 St

7:22 PM

Dest: J - Beach / 41 St

7:49 PM

Dest: J - Beach / 41 St

8:29 PM

Dest: J - Beach / 41 St

9:24 PM

Dest: J - Beach / 41 St

10:21 PM

Dest: J - Beach / 41 St

11:20 PM

Dest: J - Beach / 41 St

12:24 AM

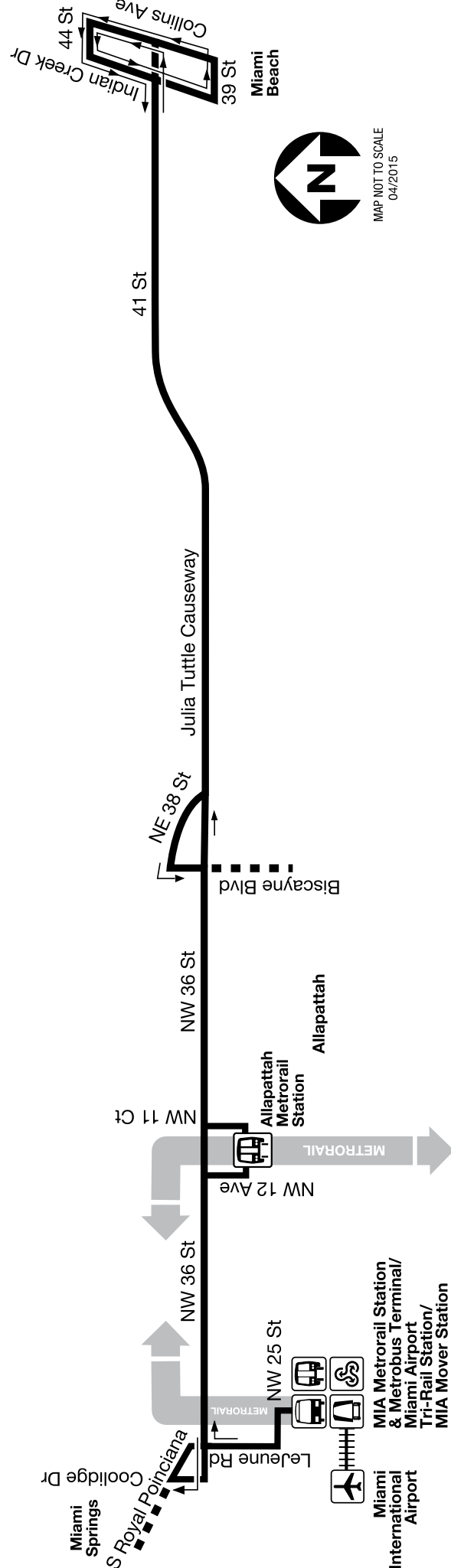
Dest: J - Beach / 41 St

12:48 AM

Dest: J - Beach / 41 St



Route J



MAP NOT TO SCALE
04/2015

112 Route L**- Weekday (Eastbound)
COLLINS AV 4500 BLK****5:36 AM**

Dest: L - Lincoln Road

5:57 AM

Dest: L - Lincoln Road

6:22 AM

Dest: L - Lincoln Road

6:32 AM

Dest: L - Lincoln Road

6:46 AM

Dest: L - Lincoln Road

6:56 AM

Dest: L - Lincoln Road

7:10 AM

Dest: L - Lincoln Road

7:22 AM

Dest: L - Lincoln Road

7:34 AM

Dest: L - Lincoln Road

7:46 AM

Dest: L - Lincoln Road

7:58 AM

Dest: L - Lincoln Road

8:10 AM

Dest: L - Lincoln Road

8:22 AM

Dest: L - Lincoln Road

8:34 AM

Dest: L - Lincoln Road

8:46 AM

Dest: L - Lincoln Road

8:58 AM

Dest: L - Lincoln Road

9:10 AM

Dest: L - Lincoln Road

9:22 AM

Dest: L - Lincoln Road

9:34 AM

Dest: L - Lincoln Road

9:46 AM

Dest: L - Lincoln Road

10:00 AM

Dest: L - Lincoln Road

10:15 AM

Dest: L - Lincoln Road

10:30 AM

Dest: L - Lincoln Road

10:45 AM

Dest: L - Lincoln Road

11:00 AM

Dest: L - Lincoln Road

11:15 AM

Dest: L - Lincoln Road

11:30 AM

Dest: L - Lincoln Road

11:45 AM (14 min)

Dest: L - Lincoln Road

12:00 PM

Dest: L - Lincoln Road

12:15 PM

Dest: L - Lincoln Road

12:30 PM

Dest: L - Lincoln Road

12:45 PM

Dest: L - Lincoln Road

1:00 PM

Dest: L - Lincoln Road

1:15 PM

Dest: L - Lincoln Road

1:30 PM

Dest: L - Lincoln Road

1:45 PM

Dest: L - Lincoln Road

2:00 PM

Dest: L - Lincoln Road

2:16 PM

Dest: L - Lincoln Road

2:31 PM

Dest: L - Lincoln Road

2:47 PM

Dest: L - Lincoln Road

2:59 PM

Dest: L - Lincoln Road

3:10 PM

Dest: L - Lincoln Road

3:21 PM

Dest: L - Lincoln Road

3:33 PM

Dest: L - Lincoln Road

3:46 PM

Dest: L - Lincoln Road

3:59 PM

Dest: L - Lincoln Road

4:11 PM

Dest: L - Lincoln Road

4:23 PM

Dest: L - Lincoln Road

4:36 PMDest: L - Lincoln Road

4:47 PMDest: L - Lincoln Road

4:59 PMDest: L - Lincoln Road

5:11 PMDest: L - Lincoln Road

5:23 PMDest: L - Lincoln Road

5:35 PMDest: L - Lincoln Road

5:47 PMDest: L - Lincoln Road

5:59 PMDest: L - Lincoln Road

6:11 PMDest: L - Lincoln Road

6:23 PMDest: L - Lincoln Road

6:36 PMDest: L - Lincoln Road

6:48 PMDest: L - Lincoln Road

7:11 PMDest: L - Lincoln Road

7:24 PMDest: L - Lincoln Road

7:40 PMDest: L - Lincoln Road

8:06 PMDest: L - Lincoln Road

8:42 PMDest: L - Lincoln Road

9:09 PMDest: L - Lincoln Road

9:42 PMDest: L - Lincoln Road

10:24 PMDest: L - Lincoln Road

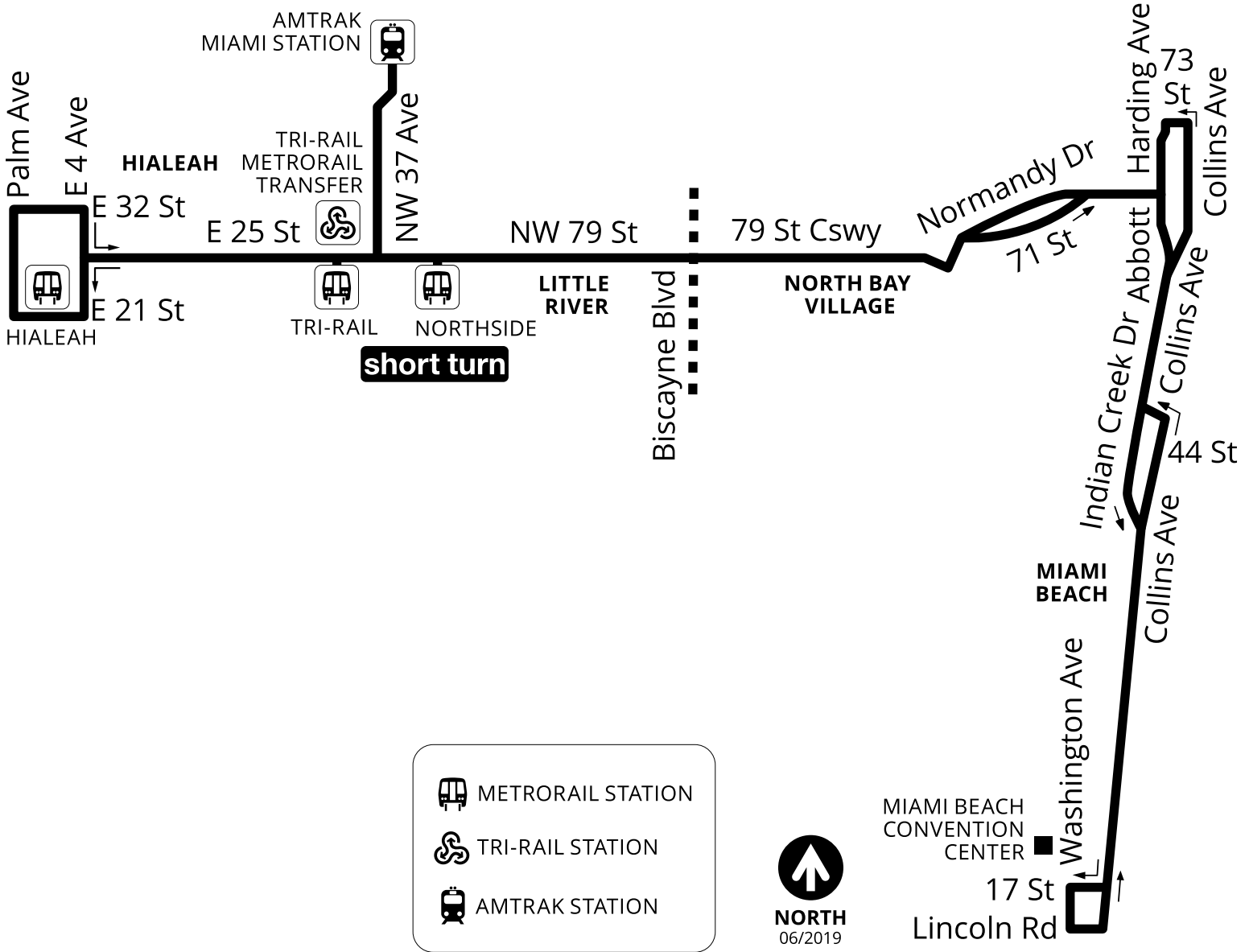
10:42 PMDest: L - Lincoln Road




11:22 PMDest: L - Lincoln Road

12:02 AMDest: L - Lincoln Road

1:14 AMDest: L - Lincoln Road

2:14 AMDest: L - Lincoln Road



-  METRORAIL STATION
-  TRI-RAIL STATION
-  AMTRAK STATION




   @GoMiamiDade



MDT Tracker | EASY Pay Miami

www.miamidade.gov/transit

 311 or 305.468.5900 TTY/Fla Relay: 711



113 Route M
 - Weekday (Eastbound)
COLLINS AV 43 ST

**6:34 AM**

Dest: M - Mt Sinai Hospital

7:19 AM

Dest: M - Mt Sinai Hospital

7:58 AM

Dest: M - Mt Sinai Hospital

8:50 AM

Dest: M - Mt Sinai Hospital

9:36 AM

Dest: M - Mt Sinai Hospital

10:22 AM

Dest: M - Mt Sinai Hospital

11:02 AM

Dest: M - Mt Sinai Hospital

12:02 PM (27 min)

Dest: M - Mt Sinai Hospital

1:02 PM

Dest: M - Mt Sinai Hospital

2:02 PM

Dest: M - Mt Sinai Hospital

3:02 PM

Dest: M - Mt Sinai Hospital

4:02 PM

Dest: M - Mt Sinai Hospital

4:48 PM

Dest: M - Mt Sinai Hospital

5:38 PM

Dest: M - Mt Sinai Hospital

6:23 PM

Dest: M - Mt Sinai Hospital

7:08 PM

Dest: M - Mt Sinai Hospital

7:48 PM

Dest: M - Mt Sinai Hospital

8:36 PM

Dest: M - Mt Sinai Hospital

9:36 PM

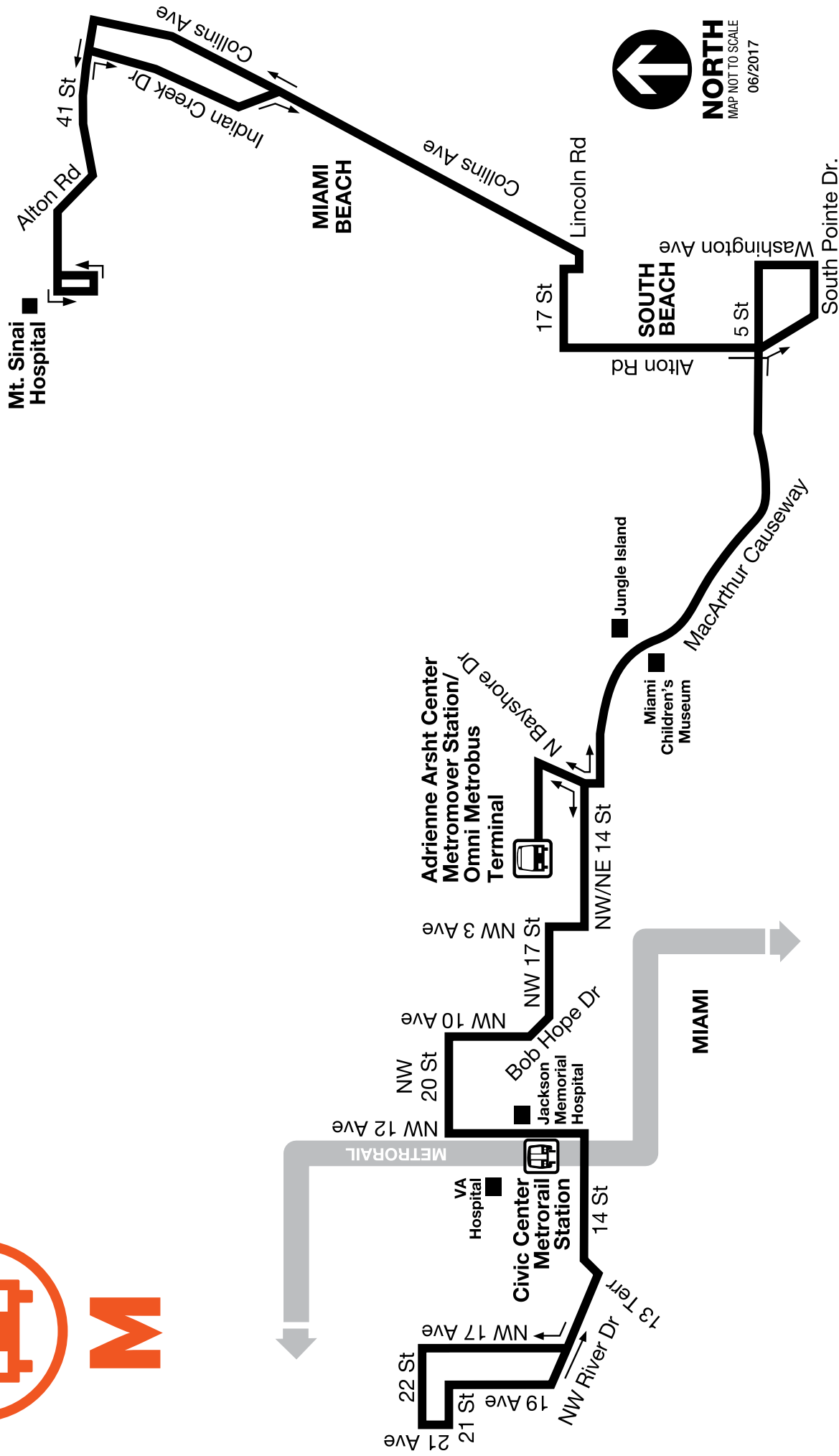
Dest: M - Mt Sinai Hospital

10:32 PM

Dest: M - Mt Sinai Hospital



M



www.miamidade.gov/transit DEPARTMENT OF TRANSPORTATION AND PUBLIC WORKS



MDT TRACKER | EASY PAY MIAMI | MDT TRANSIT WATCH



INFORMATION: ENFOMASYON 311 OR 305.468.5900 (TDD: 305.468.5402)



19 Route S

- Weekday (Northbound)

COLLINS AV # 4441(FONTAINEBLEAU)

Map

5:34 AM

Dest: S - Aventura Mall

5:58 AM

Dest: S - Aventura Mall

6:13 AM

Dest: S - Aventura Mall

6:27 AM

Dest: S - Aventura Mall

6:42 AM

Dest: S - Aventura Mall

6:58 AM

Dest: S - Aventura Mall

7:13 AM

Dest: S - Aventura Mall

7:31 AM

Dest: S - Aventura Mall

7:46 AM

Dest: S - Aventura Mall

8:03 AM

Dest: S - Aventura Mall

8:19 AM

Dest: S - Aventura Mall

8:35 AM

Dest: S - Aventura Mall

8:51 AM

Dest: S - Aventura Mall

9:08 AM

Dest: S - Aventura Mall

9:25 AM

Dest: S - Aventura Mall

9:41 AM

Dest: S - Aventura Mall

9:58 AM

Dest: S - Aventura Mall

10:13 AM

Dest: S - Aventura Mall

10:28 AM

Dest: S - Aventura Mall

10:43 AM

Dest: S - Aventura Mall

10:58 AM

Dest: S - Aventura Mall

11:13 AM

Dest: S - Aventura Mall

11:28 AM

Dest: S - Aventura Mall

11:43 AM (5 min)

Dest: S - Aventura Mall

11:58 AM

Dest: S - Aventura Mall

12:13 PM

Dest: S - Aventura Mall

12:28 PM

Dest: S - Aventura Mall

12:43 PM

Dest: S - Aventura Mall

12:58 PM

Dest: S - Aventura Mall

1:13 PM

Dest: S - Aventura Mall

1:28 PM

Dest: S - Aventura Mall

1:43 PM

Dest: S - Aventura Mall

1:58 PM

Dest: S - Aventura Mall

2:15 PM

Dest: S - Aventura Mall

2:31 PM

Dest: S - Aventura Mall

2:47 PM

Dest: S - Aventura Mall

3:02 PM

Dest: S - Aventura Mall

3:17 PM

Dest: S - Aventura Mall

3:32 PM

Dest: S - Aventura Mall

3:47 PM

Dest: S - Aventura Mall

4:02 PM

Dest: S - Aventura Mall

4:16 PM

Dest: S - Aventura Mall

4:31 PM

Dest: S - Aventura Mall

4:43 PM

Dest: S - Aventura Mall

4:55 PM

Dest: S - Aventura Mall

5:07 PM

Dest: S - Aventura Mall

5:19 PM

Dest: S - Aventura Mall

5:31 PM

Dest: S - Aventura Mall

5:43 PMDest: S - Aventura Mall

5:55 PMDest: S - Aventura Mall

6:07 PMDest: S - Aventura Mall

6:19 PMDest: S - Aventura Mall

6:31 PMDest: S - Aventura Mall

6:43 PMDest: S - Aventura Mall

6:55 PMDest: S - Aventura Mall

7:06 PMDest: S - Aventura Mall

7:17 PMDest: S - Aventura Mall

7:28 PMDest: S - Aventura Mall

7:37 PMDest: S - Aventura Mall

7:50 PMDest: S - Aventura Mall

8:06 PMDest: S - Aventura Mall

8:20 PMDest: S - Aventura Mall

8:38 PMDest: S - Aventura Mall

9:00 PMDest: S - Aventura Mall

9:25 PMDest: S - Aventura Mall

9:50 PMDest: S - Aventura Mall

10:15 PMDest: S - Aventura Mall

10:37 PMDest: S - Aventura Mall

11:01 PMDest: S - Aventura Mall

11:26 PMDest: S - Aventura Mall

11:56 PMDest: S - Aventura Mall

12:22 AMDest: S - Aventura Mall

12:50 AMDest: S - Aventura Mall

1:20 AM

Dest: S - Aventura Mall

1:50 AM

Dest: S - Aventura Mall

2:50 AM

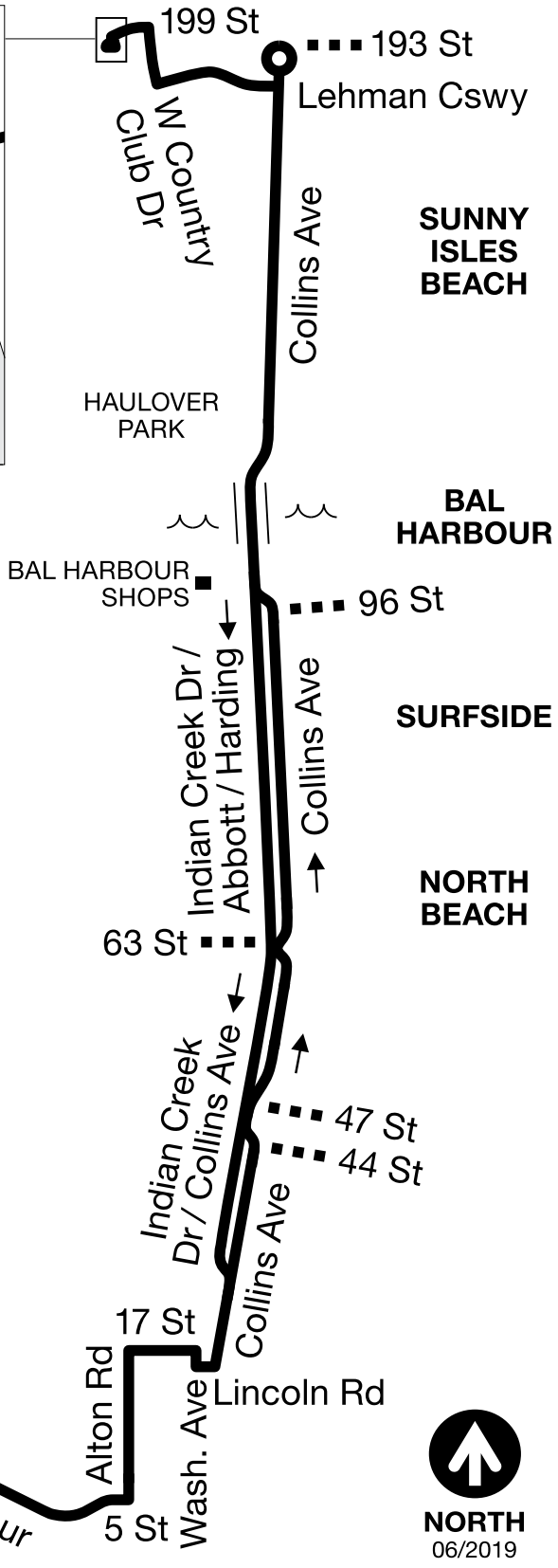
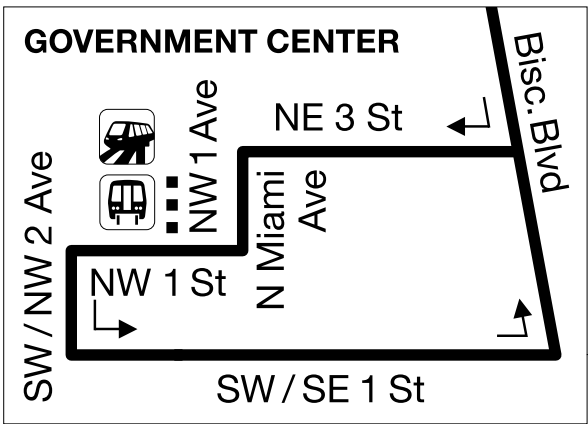
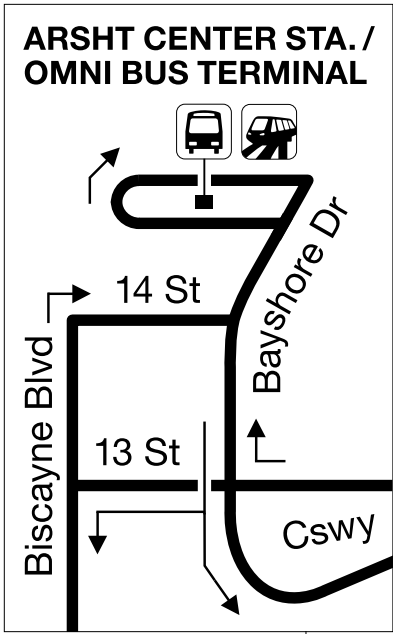
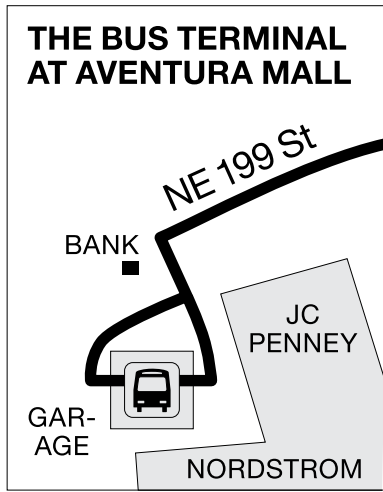
Dest: S - Aventura Mall

3:50 AM

Dest: S - Aventura Mall

4:50 AM

Dest: S - Aventura Mall






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