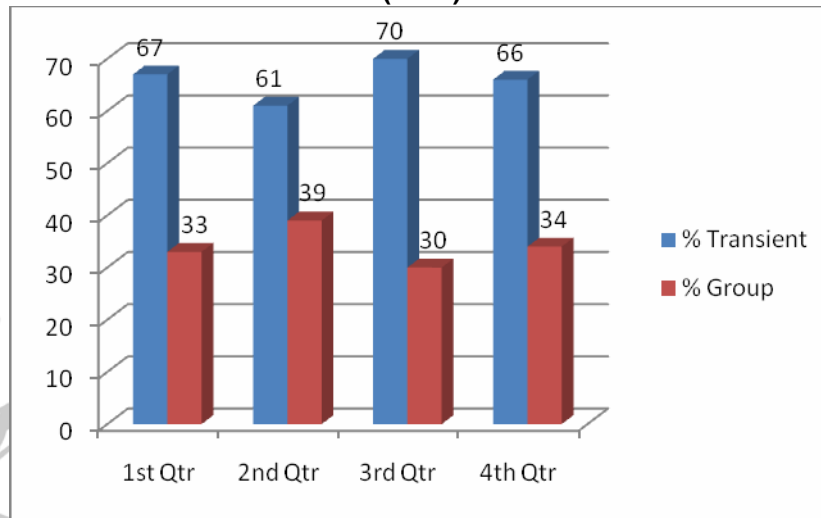


A survey of several Lancaster County hotels/motels regarding 2007 transient and group business revealed that, on average, 68% of their business was transient and 32% was group. The quarterly stats, incorporated in the chart below, show the greatest percentage of transient business in the 3<sup>rd</sup> Qtr. versus the greatest percentage of group business in the 2<sup>nd</sup> Qtr. The smallest percentages for transient and group business were, respectively, in the 2<sup>nd</sup> and 3<sup>rd</sup> Qtrs.

**2007 Transient vs. Group Business**  
(n=14)



#### 1<sup>st</sup> Qtr. 2007 vs. 1<sup>st</sup> Qtr. 2006

- 8 member hotels/motels reported increases in Transient business
- 6 member hotels/motels reported decreases in Transient business
- On average, survey participants experienced a 1% increase in Transient business in 2007
- 11 member hotels/motels reported increases in Group business
- 2 member hotels/motels reported decreases in Group business
- On average, survey participants experienced a 0% increase in Group business in 2007

#### 2<sup>nd</sup> Qtr. 2007 vs. 2<sup>nd</sup> Qtr. 2006

- 7 member hotels/motels reported increases in Transient business
- 3 member hotels/motels reported decreases in Transient business
- On average, survey participants experienced a 5% increase in Transient business in 2007
- 9 member hotels/motels reported increases in Group business
- 1 member hotels/motels reported decreases in Group business
- On average, survey participants experienced a 6% increase in Group business in 2007

**3<sup>rd</sup> Qtr. 2007 vs. 3<sup>rd</sup> Qtr. 2006**

- 5 member hotels/motels reported increases in Transient business
- 4 member hotels/motels reported decreases in Transient business
- On average, survey participants experienced a 0% change in Transient business in 2007
  
- 7 member hotels/motels reported increases in Group business
- 2 member hotels/motels reported decreases in Group business
- On average, survey participants experienced a 15% increase in Group business in 2007

**4<sup>th</sup> Qtr. 2007 vs. 4<sup>th</sup> Qtr. 2006**

- 3 member hotels/motels reported increases in Transient business
- 5 member hotels/motels reported decreases in Transient business
- On average, survey participants experienced a 5% decrease in Transient business in 2007
  
- 6 member hotels/motels reported increases in Group business
- 3 member hotels/motels reported decreases in Group business
- On average, survey participants experienced a 2% increase in Group business in 2007

**2007 vs. 2006**

- 5 member hotels/motels reported increases in Transient business
- 4 member hotels/motels reported decreases in Transient business
- On average, survey participants experienced a 2% increase in Transient business in 2007
  
- 6 member hotels/motels reported increases in Group business
- 2 member hotels/motels reported decreases in Group business
- On average, survey participants experienced a 5% increase in Group business in 2007