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## Great Wolf Resorts Q2 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### **Operator**

Thank you sir. If anybody's on would like to ask a question, please press the star followed by the one on your telephone. If you wish to cancel this request, please press star followed by the two. Your questions will be polled in the order they are received. The first question comes from Mr. Steve Bachinsky from (inaudible), please go ahead.

#### **Steve Bachinsky**

Hey good morning guys.

#### **James A. Calder**

Good morning Steve.

#### **Steve Bachinsky**

First question on the SG&A front, it looked like it was, you know a little high during the quarter. Was part of that the separation payment in there? And what can we look, you know, going forward.

#### **James A. Calder**

Yes, I mean just on the pure SG&A, Steve, yeah, part is due to the separation payment. Part is due to the fact that, obviously here in 2009, if you're looking at 2009 versus 2008, we have an additional resort open, our Grapevine Resort. Each of our resorts has SG&A expense associated with it. So, so part of it's due to that as well.

#### **Steve Bachinsky**

And then I don't know if I'm looking too much into this, but the RevPAR was, you know, was pretty strong across all the properties. The RevPOR was, you know, I don't want to say was, was weak, but it was, you know, up only two percent. So it's that, you know, is that saying that people are still coming but, you know, once they get there they're spending less?

#### **Kimberly K. Schaefer**

Hi Steve, this is Kim. The RevPOR really is more a function of a little bit of the shift with the group room. So we're getting higher occupancy, but those groups are not spending the same traditional manner that the leisure guests do, so it throws that statistic off just a little bit.

**Steve Bachinsky**

And then last question. In terms of, you mentioned international development, can you give a little more insight in terms of which, you know, which markets you're looking at right now?

**Randy Churchey**

Steve, I really wouldn't want to do that at this day and point. But I do believe that before the end of the year we will have a few things to announce on the international front.

**Steve Bachinsky**

Okay, got you. Thanks guys, good quarter.

**James A. Calder**

Thank you.

**Operator**

The next question comes from Bill Craft from Raymond James, please go ahead.

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