

Bachelor of Science

Post Graduate Report

for the Class of 2004



Cornell University
School of Hotel Administration

Post Graduate Report, Class of 2004 *Bachelor of Science*

Base Salaries

	<i>Mean</i>	<i>Median</i>	<i>Range</i>
Class of 2004	\$39,644	\$38,000	\$25,000 - \$55,000

Note: Twenty-five percent of respondents received an average relocation and/or signing bonus of \$3,760

Base Salaries by Industry Segment and Job Function

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of Respondents</i>	<i>Percent of Class</i>
Hotel/Resort – Property	\$35,190	\$36,000	\$27,000 - \$46,000	37	24.0%	18.5%
<i>General Management/Rooms</i>	\$34,508	\$35,600	\$27,000 - \$44,400	19	12.3%	9.5%
<i>Food and Beverage</i>	\$36,250	\$36,500	\$32,000 - \$40,000	8	5.2%	4.0%
<i>Revenue Management/IT</i>	\$40,000	\$39,000	\$35,000 - \$46,000	5	3.2%	2.5%
<i>Conference Services</i>	\$33,053	\$33,000	\$30,160 - \$36,000	3	2.0%	1.5%
<i>Sales & Marketing</i>	\$33,150	\$33,150	\$30,000 - \$36,300	2	1.3%	1.0%
Hotel/Resort – Corporate	\$44,433	\$45,000	\$37,000 - \$55,000	19	12.3%	9.5%
<i>Acquisitions, Asset Management, Development, Finance, IT, Marketing, Revenue Management</i>						
Restaurants	\$36,167	\$35,500	\$25,000 - \$48,000	15	9.7%	7.5%
Managed Services	\$35,889	\$35,000	\$32,000 - \$40,000	14	9.1%	7.0%
<i>Operations – Unit Level</i>	\$36,000	\$35,000	\$35,000 - \$38,000	11	7.1%	5.5%
<i>Corporate</i>	\$35,667	\$35,000	\$32,000 - \$40,000	3	2.0%	1.5%
Hospitality Consulting	\$42,770	\$43,000	\$32,240 - \$50,000	14	9.1%	7.0%
<i>Feasibility, Finance & Real Estate Advisory, Foodservice Design, Valuation</i>						
Consulting	\$47,000	\$45,000	\$43,000 - \$53,000	4	2.6%	2.0%
<i>Finance, IT, Real Estate Advisory</i>						
Banking & Financial Services	\$51,500	\$55,000	\$40,000 - \$55,000	8	5.2%	4.0%
Real Estate	\$38,625	\$40,250	\$32,000 - \$42,000	6	3.9%	3.0%
<i>Brokerage, Construction Management, Property Management</i>						
Gaming Hotels – Property	\$32,750	\$32,000	\$29,000 - \$38,000	6	3.9%	3.0%
Gaming Hotels – Corporate	\$37,000	\$37,000	\$36,000 - \$38,000	2	1.3%	1.0%
E-Commerce/Travel Distribution	\$39,667	\$40,000	\$37,000 - \$42,000	5	3.3%	2.5%
Clubs/Resorts	\$34,750	\$34,000	\$34,000 - \$37,000	5	3.2%	2.5%
Information Technology	\$36,000	\$36,000	\$36,000 - \$36,000	2	1.3%	1.0%
<i>Property Management Systems</i>						
Event Planning	\$32,000	\$32,000	\$28,000 - \$36,000	2	1.3%	1.0%
Other	\$42,300	\$42,100	\$30,000 - \$55,000	10	6.6%	5.0%
<i>Advertising, Consumer Products, Education, Entrepreneur, Spa, Theme Park, Tourism</i>						
Graduate School				5	3.2%	2.5%
<i>Law School & Public Affairs</i>						

Percentages reflect the number of students who have accepted a position whether or not they reported a salary.

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Class of 2004 Profile

Employment Status

		<i>Number of Students</i>	<i>Percent of Class</i>
Number of Students	200	Reporting Job Offers*	154 77%
Women	48%	Reporting Job Acceptances	150 75%
Minority*	25%	Seeking Employment	13 7%
International	12%	Not Seeking Employment	6 3%
		Continuing Education	5 2%
		Not responding to survey	22 11%

* Includes Asian American, African American, Native American, Hispanic, Bi-Racial, and Multi-Racial

*Includes responses from students and employers

Number One Reason for Job Choice

Sources of Accepted Offers

Type of Work Activity	35%	Cornell Sources	65%
Advancement Potential	17%	CSO On-campus Interviews	47%
Company Culture	15%	Permanent Job Listings	7%
Geographic Location	11%	SHA Faculty Contact	5%
Type of Organization	11%	Cornell Career Services	3%
First/Only Offer	7%	Other CSO Resources*	3%
Highest Salary/Benefits	3%	Other Sources	35%
Other	1%	Personal Contact	13%
		Alumni Contact	10%
		Summer Job Contact	8%
		Other	4%

*Includes: Management Intern Program, Career Day and CSO Staff Referral

Accepted Salaries by Geographic Location

<i>Location</i>	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of Respondents</i>	<i>Percent of Class</i>
<i>United States</i>						
New York Metro	\$43,814	\$44,700	\$30,000 - \$55,000	31	22%	15.5%
Mid Atlantic	\$38,365	\$38,000	\$28,000 - \$50,000	22	15%	11.0%
Northeast	\$37,647	\$35,000	\$25,000 - \$55,000	21	15%	10.5%
Mountain/Southwest	\$39,767	\$38,000	\$29,000 - \$55,000	19	13%	9.5%
West	\$41,869	\$42,000	\$30,000 - \$55,000	16	11%	8.0%
Southeast	\$35,073	\$35,000	\$27,000 - \$43,000	15	11%	7.5%
Midwest	\$35,833	\$34,500	\$32,000 - \$45,000	10	7%	5.0%
<i>International</i>	N/A			8	6%	4.0%

Note: All statistics in this report are based on the students who responded to each section of the survey.

12/04

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2004 BS Graduates follow many paths to success

Affinia Dumont PM Housekeeping Office Coordinator	Expedia* Hotel Market Manager Market Manager of Revenue, Nordic - UK	Kimpton Hotel Group Guest Services Supervisor
American Food & Vending* Accounting/Systems Controls Coordinator Catering Manager Manager in Training Financial Analyst	Exxon Mobil Corporation Territory Manager	LaSalle Hotel Properties Financial Analyst
ARAMARK* Conference Planning Manager Design Specialist Human Resources Associate Pathways to Leadership Manager	Fairmont Hotels & Resorts Revenue Analyst	The Leading Hotels of the World Project Analyst
Banc of America Securities Financial Analyst	Fannie Mae Financial Analyst	The Light Group Director of Operations
BRAVO! Development* Manager	Four Seasons Hotels & Resorts* Assistant Director Assistant Food and Beverage Manager Assistant Manager Assistant Restaurant Manager Management Trainee Rooms Manager	Loews Hotels Front Desk Agent
The Breakers Palm Beach* Conference Concierge Corporate Communications Analyst Housekeeping Floor Manager	Frisson Line Cook	Mandarin Oriental Hotel Group* Management Trainee Sales Coordinator Spa Systems Coordinator
Caesars Palace Las Vegas - Terrazza Sommelier	Golden Nugget Laughlin Financial Analyst	Marriott International* Assistant Event Manager Assistant Front Desk Manager Executive Meeting Manager Operations Manager Restaurant Manager Sales Benchmark Trainee
Canyon Ranch Enterprises Assistant to CEO	Great Performances Personnel Administrator	MeriStar Hospitality Business Analyst
Capco Research Analyst	Grill Concepts Manager	Merrill Lynch Capital Underwriter
Capitol Services Event Planner	HEI Hospitality Asset Manager	MGM Mirage Management Associate Program - F & B
Cheil Communications Account Planner	Harrah's Entertainment* Financial Analyst	Mitchell Madison Group Business Analyst
Chevy Chase Club Assistant Manager	The Heights Café Restaurant Manager	Molinaro Koger Financial Analyst
Cini-Little International Associate/Project Coordinator	Hilton Hotels Corporation Revenue Analyst	Newmark & Company Real Estate Associate
ClubCorp* Leader in Development Program	Houston's Restaurants Manager In Training	NVR - NVHomes Production Supervisor
CNL Hospitality Analyst	HVS International* Consulting & Valuation Analyst	Orlando Welcome Center Customer Service
Credit Suisse First Boston Financial Analyst	Hyatt Corporation Development Analyst	The Peninsula Beverly Hills* Assistant Housekeeping Manager Assistant Front Office Manager
E-site Marketing Accounts Manager	Interstate Hotels & Resorts Director of Revenue Management	The Peninsula Chicago Conference Concierge/Coordinator
Ernst & Young* Consultant	J.P. Morgan Chase Financial Analyst	

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per se Assistant to Director of Operations	UBS Investment Bank Financial Analyst
Pinnacle Entertainment Executive Development Program	Urban Systems/The Innovation Group Analyst
PKF Consulting* Consultant	US Realty Consultants Associate Consultant
Plates Restaurant General Manager	The Venetian* Special Events Coordinator Special Projects
The Plaza Hotel Manager in Development	Village Green Companies Manager In Training
PricewaterhouseCoopers Consultant	The Waldorf=Astoria Hospitality Sales Manager
Rheingold Brewing Co. Brand Captain	Weitzman Group* Associate Consultant
The Ritz Carlton Boston Dining Services Supervisor	WR Hambrecht + Co. Financial Analyst
The Sanctuary at Kiawah Island Manager in Training	Wyndham International* Associate Financial Analyst Development Analyst Executive Project Analyst Project Analyst
Shinhan Bank Associate Credit Analyst	
Six Flags New England Guest Relations/Admissions Supervisor	
Soho House New York Front Desk and Conceirge	
Springer-Miller Systems* Installation & Training Specialist	
Starr Restaurant Organization* Restaurant Manager	
Starwood Hotels & Resorts Worldwide* e-Distribution Channel Analyst Management Trainee	
The Statler Hotel Student Employment Coordinator	
Sweet Life Café Line Chef	
Teach for America Junior High Math & Science Teacher	
Tishman Hotel Corporation Real Estate Analyst	
Tishman Realty & Construction Real Estate Analyst	
Travelocity.com Hotel Coordinator	

* More than one person accepted a position with this company. All titles may not be listed.

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Recent Employers

ACCOR – Malaysia
Amari Hotels and Resorts – Thailand
Amelia Island Plantation
American Food & Vending
ARAMARK
ARAMARK Harrison Lodging
Asqew Grill
B.R. Guest, Atlantic Grill
Bain & Company – Korea
Banc of America Securities
Bear Stearns
The Bernstein Companies
Bora Bora Pearl Beach Resort – French Polynesia
Borgata Hotel Casino & Spa
BRAVO! Development
The Breakers Palm Beach
The Briar Group
Caesars Palace Las Vegas - Terrazza
Cambridge Consulting
Canyon Ranch Health Resort
Capco
Capitol Services
The Carlyle
Casa De Los Migueletes Hotel – Spain
CB Richard Ellis
Cendant Corporation
Charmer Industries
Chase Securities
Cheil Communications
Chevy Chase Club
Chicago Marriott O’Hare
Chipotle Mexican Grill
CIBC World Markets
Cini-Little International
Cintas Corporation
Citigroup – Korea
ClubCorp
Clyde’s Restaurant Group
CNL Hospitality
The Colonnade
Conrad Centennial Singapore - Singapore
Conrad Istanbul Hotel – Turkey
Copacabana Palace Hotel – Brazil
The Cornell Club
Credit Suisse First Boston
Crystal Cruises
Cushman & Wakefield
CWCcapital
Damon & Pythias
Deloitte Consulting
Delta Hotels – Canada
Destination Hotels & Resorts
Deutsche Banc Alex. Brown
E & J Gallo Winery
Eastdil Realty
Eleven Madison Park Restaurant
Elite Concepts – Hong Kong
Ernst & Young, Real Estate Advisory Services
E-site Marketing
ESPN
Essex House, A Westin Hotel
The Excelsior – Hong Kong
Expedia
Exxon Mobil Corporation
The Fairmont Banff Springs – Canada
The Fairmont Copley Plaza Boston
Fairmont Hotels & Resorts
Fannie Mae
FelCor Lodging Trust
First Union Securities
Fitch Ratings
Four Seasons Hotels & Resorts
Fresh Concepts
Frisson
GMAC Commercial Mortgage
Golden Nugget Laughlin
Goldman Sachs
Grand Hyatt – U.S., Hong Kong & China
Great Performances
Greystone Hotel
Grill Concepts
Grupo Marta – Costa Rica
HEI Hospitality
Harrah’s Entertainment
Hawaii Prince Hotel Waikiki
Hayman Island Resort – Australia
The Heights Café
Hershey Entertainment & Resorts Company
Hilton Dallas Park Cities
Hilton Hotels Corporation
Hirsch Bedner Associates
Hodges Ward Elliott
Host Marriott
Hotel Nikko Kuala Lumpur – Malaysia
Hotel Villa Morra Suites – Paraguay
Houston’s Restaurants
HVS International
Hyatt Corporation
Hyatt Hotels & Resorts
Inn at Beaver Creek – Vail Resorts
InterContinental Hotels & Resorts – Hong Kong
InterContinental Miramar Panama
International Creative Management
Interstate Hotels & Resorts
Island Shangri-La – Hong Kong
J.P. Morgan Chase
Jet Blue Airways
JHM Hotels
Jones Lang LaSalle Hotels – Germany & USA
The Ken Blanchard Companies
Kiawah Island Resorts
Kimpton Hotel Group
KPMG Real Estate and Hospitality Consulting Group
Lapa Rios – Costa Rica
LaSalle Hotel Properties
The Leading Hotels of the World
Le Parker Meridien
Lehman Brothers
Levy Restaurants
The Light Group
Lincoln Financial Group
The Lodge at Sea Island Golf Club
Loews Hotels
Madison Square Garden

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Recent Employers

Mandarin Oriental Hotel Group
Marriott International
Marriott Vacation Club International
MeriStar Hospitality
Merrill Lynch
Merrill Lynch Capital
MGM Mirage
Michael Skurnik Wines
Millenium Hilton
Mitchell Madison Group
Miyako Hotel Tokyo – Japan
Molinaro Koger
Montauk Yacht Club
Morgan Stanley
Muttontown Golf & Country Club
Nantucket Island Resorts
National Realty & Development
New York Marriott Marquis
The New York Palace
Newmark & Company Real Estate
NVR - NVHomes
Occidental Hotels & Resorts – Dominican Republic
OppenheimerFunds
Orlando Welcome Center
Oxford Capital Partners
P.F. Chang's China Bistro
Pacific Peninsula Group
PaineWebber
Pan Pacific Hotels and Resorts - Canada
Paramount's Kings Island
Park Place Entertainment
The Peninsula Beverly Hills
The Peninsula Chicago
per se
Philadelphia Convention & Visitor's Center
Pinehurst Resort
Pinnacle Advisory Group
Pinnacle Entertainment
PKF Consulting
Plates Restaurant
The Plaza Hotel
PricewaterhouseCoopers
Procter & Gamble
Prudential Financial
Prudential Real Estate Investors
Punta Cana Resort & Club Hotel – Dominican Republic
Raffles International – Singapore
RARE Hospitality International
The Regent Beverly Wilshire
Restaurant Associates
Revenue Management Solutions
Rheingold Brewing
Rio Suite Hotel & Casino
The Ritz-Carlton – U.S. & Korea
Rosen Hotels & Resorts
Royal Caribbean International
Salomon Smith Barney
The Sanctuary at Kiawah Island
Saybrook Point Inn & Spa
Sea Island Company
SEB Realty
Seoul Hilton Hotel – Korea
Shangri-La Hotels and Resorts
Sheraton New York Hotel & Towers
Shinhan Bank
Singapore Tourism Board
Six Flags New England
Soho House New York
Sol Meliá Hotels & Resorts
The Sports Club/LA
Springer-Miller Systems
St. Regis Monarch Beach
St. Regis New York
Standard & Poor's
Starbucks Coffee Company
Starr Restaurant Organization
Starwood Hotels & Resorts Worldwide
The Statler Hotel
Stella Notte
Stratton Mountain Resort
SushiSamba
Sweet Life Café
Teach for America
Thayer Lodging Group
Thomson Financial Services
Tishman Hotel Corporation
Tishman Realty & Construction
Toll Brothers
Towers Perrin
Travelocity.com
TriMont Real Estate Advisors
Trinity Hotel Investors
Trump Hotels and Casino Resorts
U.S. Department of State
UBS Investment Bank
UBS Warburg
Urban Systems/The Innovation Group
US Realty Consultants
The Venetian
Village Green Companies
Voyager Capital
W Chicago Lakeshore
W Mexico City – Mexico
W New York
The Waldorf=Astoria
Weitzman Group
Wells Fargo
Westin Hotels & Resorts
Willowbend Country Club
Wilson & Associates
Wimberley Allison Tong & Goo
Woodmont Country Club
WR Hambrecht + Co.
Wyndham International
Yesawich, Pepperdine, Brown & Russell

Includes both permanent & summer positions.