

Bachelor of Science

Post Graduate Report

for the Class of 2005



Cornell University
School of Hotel Administration

Post Graduate Report, Class of 2005

Bachelor of Science

Base Salaries

Mean	Median	Range	Mean Relocation/Bonus
\$40,047	\$39,000	\$17,500 - \$75,000	\$3,052

- Additional compensation may include commission or year-end bonus.
- Forty-seven percent of respondents received an average relocation and/or signing bonus of \$3,052

Base Salaries by Industry Segment and Job Function

	Mean	Median	Range	Number of Students	Percent of Respondents	Percent of Class
Hotel/Resort – Property	\$34,666	\$35,000	\$21,840 - \$43,000	42	30.2%	21.4%
<i>General Management/Rooms</i>	\$34,895	\$35,000	\$31,000 - \$39,000	17	12.2%	8.7%
<i>Food & Beverage</i>	\$33,731	\$35,000	\$21,840 - \$42,000	13	9.4%	6.6%
<i>Human Resources</i>	\$35,250	\$35,250	\$35,000 - \$35,500	2	1.4%	1.0%
<i>Revenue Management</i>	\$35,000	\$35,000	\$35,000 - \$35,000	3	2.2%	1.5%
<i>Sales/Marketing</i>	\$38,000	\$38,000	\$33,000 - \$43,000	5	3.6%	2.6%
<i>Spa</i>	\$30,500	\$30,500	\$25,000 - \$36,000	2	1.4%	1.0%
Real Estate	\$46,789	\$45,000	\$38,000 - \$75,000	21	15.1%	10.7%
<i>Finance</i>	\$52,409	\$45,000	\$38,000 - \$75,000	12	8.6%	6.1%
<i>Development/Feasibility</i>	\$46,000	\$50,000	\$38,000 - \$52,000	5	3.6%	2.6%
<i>Asset Management</i>		N/A		2	1.4%	1.0%
<i>Brokerage</i>	\$41,250	\$41,250	\$40,000 - \$42,500	2	1.4%	1.0%
Restaurants	\$42,188	\$43,000	\$17,500 - \$52,000	20	14.4%	10.2%
Banking & Financial Services	\$48,714	\$51,000	\$35,000 - \$55,000	7	5.0%	3.6%
<i>Audit, Corporate Finance, Fixed Income/Structured Finance, Investment Banking</i>						
Consulting	\$48,500	\$50,000	\$45,000 - \$50,000	6	4.3%	3.1%
<i>Management, Real Estate</i>						
Hotel/Resort/Vacation Ownership	\$44,929	\$45,000	\$40,000 - \$51,000	7	5.0%	3.6%
Corporate						
<i>Development/Feasibility, Finance, Strategic Planning</i>						
Managed Services	\$36,286	\$36,000	\$34,000 - \$39,000	7	5.0%	3.6%
<i>Catering, Conference Services, Food & Beverage</i>						
Clubs/Resorts	\$32,000	\$34,000	\$23,000 - \$35,000	5	3.6%	2.6%
<i>Food & Beverage, Sales/Marketing</i>						
E-Commerce	\$42,000	\$42,000	\$42,000 - \$42,000	5	3.6%	2.6%
<i>Human Resources, Sales/Marketing, Website Development</i>						
Casino Gaming – Hotel Operations	\$38,050	\$36,500	\$31,200 - \$48,000	4	2.9%	2.0%
<i>Food & Beverage, General Management/Rooms, Revenue Management</i>						
Other	\$34,556	\$35,000	\$26,000 - \$45,000	15	10.8%	7.7%
<i>Advertising, Beverage Distribution, Destination Management, Government, Law, Military, Nightclub, Non-profit, Retail, Sales/Marketing, Sports and Theme Park Operations.</i>						

Percentages reflect the number of students who have accepted a position in the industry segment, whether or not a salary was reported. Numbers are based on 196 graduates and 139 respondents. Responses are from students and employers.

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Class of 2005 Profile

Employment Status

		<i>Number of Students</i>	<i>Percent of Class</i>	
Number of Students	196	Reporting Job Offers*	145	74%
Women	59%	Reporting Job Acceptances	139	71%
Minority*	20%	Seeking Employment	13	7%
International	16%	Not Seeking Employment	2	1%
		Continuing Education	1	1%
		Not responding to survey	35	17%

* 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	33%	Cornell Sources	67%
Company Culture	18%	On-campus Interviews	49%
Type of Organization	14%	SHA Faculty Contact	5%
Advancement Potential	12%	Cornell Career Services	4%
Geographic Location	10%	Permanent Job Listings	2%
First/Only Offer	5%	Other Resources*	7%
Highest Salary/Benefits	2%	Other Sources	33%
Other	6%	Personal Contact	11%
		Alumni Contact	8%
		Summer Job Contact	7%
		Other	7%

*Includes: Career Day and Management Intern Program

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	\$43,222	\$40,000	\$31,500 - \$55,000	29	21%	15%
Northeast	\$40,727	\$38,000	\$17,500 - \$75,000	29	21%	15%
Mid Atlantic	\$37,984	\$35,500	\$30,000 - \$50,000	18	13%	9%
West	\$40,367	\$40,000	\$23,000 - \$48,000	17	13%	9%
Southeast	\$35,953	\$35,500	\$21,840 - \$51,000	17	13%	9%
Mountain/Southwest	\$38,420	\$37,500	\$31,200 - \$48,000	12	9%	6%
Midwest	\$39,850	\$41,000	\$34,000 - \$45,000	11	8%	5%
<i>International</i>		N/A		3	2%	1%

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

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2005 BS Graduates follow many paths to success

Aisi Realty Capital LLC
Director

ARAMARK
Assistant Food Service Director*
Management Trainee*
Location Manager

The Bear Stearns Companies Inc.
Analyst

The Breakers Palm Beach, Inc.
Spa Consultant
Assistant Front Office Manager

Bruce S. Brickman & Associates, Inc.
Analyst

The Catered Affair
Assistant Sales Associate

Catered Living of Ocean Pines
Director of Sales & Marketing

Charmer Industries

China Grill
Restaurant Manager*

ClubCorp
Leader in Development*

The Cornell Club

Crowne Plaza Hotels & Resorts
Food and Beverage Manager

Cushman & Wakefield
Appraiser

Deloitte & Touche LLP
Audit Assistant

Ernst & Young LLP
Staff Analyst*

Fairmont Hotels & Resorts
Management Trainee*
Integration & Product Analyst

Federated Department Stores, Inc.
Product Assistant

FedEx
Supervisor

Four Seasons Hotels & Resorts
Assistant Manager*
Management Trainee*

Frederick's
Concierge/Event Planner/Manager

Haberhill LLC
Financial Analyst

Harrah's Entertainment, Inc.
Revenue Marketing Manager
Hotel Operations Supervisor

HEI Hospitality
Asset Management Analyst
Feasibility Analyst
Sales & Marketing Analyst

Hillstone Restaurant Group
Management Trainee*
Manager

Hilton Hotels Corporation
Leader-in-Training*

Hyatt Hotels Corporation
Development Analyst

Hyatt Hotels & Resorts
Management Trainee*
Development Analyst

InterContinental Hotels Group
Analyst

J. Alexander's
Coach in Training

Jones Lang LaSalle
Financial Analyst

KeyBank
Financial Analyst

Kitchen and Cocktail
Assistant GM

Kramer Levin Naftalis & Frankel LLP
Paralegal

Krisam Group & Global Events Partners
Associate

LaSalle Hotel Properties
Analyst*

The Leading Hotels of the World
Project Analyst

Legg Mason
Analyst

Lehman Brothers
Analyst

**More than one person accepted a position with this company.*

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Levy Restaurants
Mirabelle Manager

The Light Group
Director of Special Projects

The Little Nell
Bar Server

Loews Hotels
Management Trainee

Marlon Abela Restaurant Corporation (MARC)
Project Coordinator

Marriott International
Management Trainee*
Restaurant Supervisor

Marriott Vacation Club International
Manager, Feasibility & Business Planning

Max Rosin & Associates, Inc.
Real Estate Financial Analyst

Merrill Lynch
Investment Banking Analyst

Molinaro Koger
Broker's Assistant

Monitor Company Group
Consultant

Mugzee's Wings
President

Neptune Hospitality Advisors, Inc.
Analyst

Ninety-Nine Restaurants & Pub
Restaurant Manager

Office of the Governor, Georgia
Policy Fellow

The Palace at Somerset Park
Assistant Food and Beverage Manager

Potbelly Sandwich Works
Restaurant Manager

Prudential Financial
Investment Analyst*

Publicis
Assistant Account Executive

Restaurant Associates
Cafe Manager

The Ritz-Carlton Hotel Company, LLC
Supervisor

Rochester Raging Rhinos
Professional Hockey Player

Rosewood Hotels & Resorts
Group Sales Manager

Sage Hospitality Resources
Development Analyst

Starr Restaurant Organization
Restaurant Manager

Starwood Hotels & Resorts Worldwide, Inc.
Management Trainee*
Assistant Manager
Maitre D'Etage

Starwood Vacation Ownership
Project Coordinator, Architecture

Stewart Howe Alumni Service
Client Service Coordinator

Tishman Hotel Corporation
Analyst*

Tompkins Trust Company
Assistant Auditor

TravelCLICK
Human Resources and Training Project Manager
Sales Manager*
Production Designer

Union Square Hospitality Group
Dining Room Manager

United States Marine Corps
Second Lieutenant

The Venetian Resort Hotel Casino
Front Desk Agent
Manager in Training

The Waldorf=Astoria
Catering Sales Management Trainee
New Business Development Manager
Leader-in-Training

Walt Disney World Resort
Management Trainee

Walton Street Capital, LLC
Analyst

Winegardner & Hammons, Inc.
Department Supervisor

Wyndham Hotels & Resorts
Assistant Guest Services Manager

** More than one person accepted a position with this company.*