

Bachelor of Science

Post Graduate Report

for the Class of 2006



Cornell University
School of Hotel Administration

Post Graduate Report, Class of 2006

Bachelor of Science

U.S. Base Salaries

<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Mean Relocation/Bonus</i>
\$44,486	\$44,000	\$20,000 - \$80,000	\$4,769

- 70% of respondents' salaries are within the range of \$35,000 - \$55,000.
- *Additional compensation may include commission or year-end bonus.*
- *42 percent of respondents reported receiving a relocation and/or signing bonus.*

U.S. Base Salaries by Industry Segment

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>No. of Students</i>	<i>% Respondents</i>	<i>%Class</i>
Hotel/Resorts/Vacation Ownership – Property	\$36,956	\$36,000	\$27,997 - \$50,000	31	20.1%	14.2%
<i>Rooms Division (10), Food & Beverage/Catering (9), Sales/Marketing/Events (10), Revenue Management (1), Finance (1)</i>						
Banking & Financial Services	\$55,900	\$55,000	\$45,000 - \$65,000	22	14.3%	10.1%
<i>Accounting (2) Asset Management (2), Brokerage (1), Finance (3), Fixed Income/Structured Finance (3), Human Resources (1), Investment Banking (6), Real Estate (4)</i>						
Restaurants	\$41,750	\$41,500	\$27,040 - \$58,000	21	13.6%	9.6%
Real Estate	\$50,472	\$50,000	\$42,000 - \$63,000	19	12.3%	8.7%
<i>Asset Management (3), Finance (10), Project Management (3), Property Management (1), Sales/Marketing (2)</i>						
Consulting	\$51,083	\$53,000	\$39,000 - \$56,000	14	9.0%	6.4%
<i>Accounting (2), Finance (2), General Management (1), Human Resources (1), Marketing (1), Real Estate (7)</i>						
Casino Gaming	\$37,813	\$40,000	\$30,000 - \$45,000	8	5.2%	3.7%
<i>Development (1), Food & Beverage (3), Marketing (2), Rooms Division (1), Slots Operations (1)</i>						
Managed Services	\$37,600	\$38,000	\$34,000 - \$40,000	5	3.2%	2.3%
<i>Food & Beverage</i>						
Clubs	\$55,333	\$50,000	\$36,000 - \$80,000	3	2.0%	1.4%
<i>Food & Beverage, Management Training, Sales & Marketing</i>						
Hotel/Resort – Corporate	\$50,333	\$50,000	\$45,000 - \$56,000	3	2.0%	1.4%
<i>Development, Information Systems, Marketing</i>						
Retail	\$42,000	\$40,000	\$35,000 - \$51,000	3	2.0%	1.4%
<i>Purchasing, Development, Revenue Management</i>						
Beverage Industry	\$28,333	\$25,000	\$20,000 - \$40,000	3	2.0%	1.4%
<i>Event Planning, Sales/Marketing, Harvesting</i>						
Other	\$36,867	\$38,000	\$27,000 - \$45,000	11	7.1%	5.0%
<i>E-Commerce, Entertainment, Hotel Design, Information Technology Services, Marketing, Military (2), Ecotourism, Peace Corps, Professional Sports (NFL), Theme Park</i>						

International Base Salaries by Industry Segment

Hotel/Resort – Property & Corporate	\$35,185	\$37,871	\$15,000 - \$50,000	4	2.6%	1.8%
<i>Development, Food and Beverage, Management Training, Spa</i>						
Banking/Financial	\$67,398	\$69,242	\$63,350 - \$72,000	4	2.6%	1.8%
<i>Investment Banking, Risk Management</i>						
Other	\$9,000	\$9,000	\$6,000 - \$12,000	3	2.0%	1.4%
<i>Restaurant, Sustainability, Education</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 218 graduates and 154 accepted job offers.

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U.S. Base Salaries – Top Five Job Functions

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>No. of Students</i>	<i>% Respondents</i>	<i>%Class</i>
Food and Beverage	\$39,601	\$38,000	\$20,000 - \$58,000	40	26.0%	18.4%
<i>Industry Segments: Restaurant (21), Hotel – Property (9), Managed Services (5), Casino/Gaming (3), Beverage Industry (1), Clubs (1)</i>						
Finance	\$54,077	\$55,000	\$33,000 - \$65,000	27	17.5%	12.4%
<i>Industry Segments: Banking and Financial Services (14), Real Estate (10), Consulting (2), Hotel – Property (1)</i>						
Real Estate	\$49,868	\$50,000	\$30,000 - \$60,000	21	13.0%	9.2%
<i>Industry Segments: Consulting (7), Real Estate (7), Banking and Financial Services (5), Hotel – Corporate (1), Casino Development (1)</i>						
Sales/Marketing	\$41,200	\$40,000	\$27,997 - \$80,000	19	12.3%	8.7%
<i>Industry Segments: Hotel – Property (10), Casino (2), Real Estate (2), Beverage Industry (1), Clubs (1), Consulting (1), Hotel – Corporate (1), Communications (1)</i>						
Rooms Division	\$38,869	\$38,400	\$30,500 - \$50,000	11	7.1%	5.1%
<i>Industry Segments: Hotel - Property (10), Casino/Gaming (1)</i>						

Salaries by Geographic Location

<i>Location</i>	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>No. of Students</i>	<i>% Respondents</i>	<i>% Class</i>
<i>United States</i>						
New York Metro	\$49,383	\$53,000	\$27,040 - \$65,000	43	28%	20%
Northeast	\$49,235	\$52,500	\$20,000 - \$55,000	18	12%	8%
Mid Atlantic	\$43,647	\$43,000	\$32,000 - \$63,000	19	12%	9%
West	\$43,837	\$40,000	\$25,000 - \$60,000	24	16%	11%
Southeast	\$39,534	\$34,500	\$31,200 - \$80,000	17	11%	8%
Mountain/Southwest	\$39,167	\$38,500	\$28,000 - \$52,000	13	8%	6%
Midwest	\$45,741	\$46,667	\$35,000 - \$55,000	9	6%	4%
<i>International</i>						
	\$42,833	\$45,000	\$6,000 - \$72,000	11	7%	5%

Afghanistan, China, Costa Rica, England (2), France, Hong Kong (2), Spain, Taiwan, Thailand

2006 Class Profile

Employment Status

Number of Students	218		<i># of Students</i>	<i>% of Students</i>
		Reporting Job Acceptances	154	76%
Women	56%	Reporting Job Offers*	12	71%
Minority*	22%	Seeking Employment	9	4%
International	12%	Not Seeking Employment	1	1%
		Continuing Education	4	2%
		Not responding to survey	38	17%

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

* These students had not accepted an offer at the time of completing their survey.

Sources of Accepted Offers

Cornell Sources	63%	Other Sources	34%
On-campus Interviews	43%	Personal Contact	11%
Summer Job Contact*	9%	Summer Job Contact	10%
Faculty Contact	8%	Internet Job Postings	6%
Career Fair	3%	Alumni Contact	4%
* Original summer job obtained through Career Services.		Other	3%

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

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2006 BS Graduates follow many paths to success

ABN AMRO
Investment Banking Analyst

Alvarez & Marsal
Jr. Financial Analyst

ARAMARK
Assistant Food Service Director
Management Trainee*

Bain & Co.
Associate Consultant

Bellagio
Management Trainee, Hotel Division

BlackRock
Account Management Analyst

Blu at Sports Club/LA
Restaurant Manager

BR Guest Restaurants
Restaurant Manager

The Breakers Palm Beach, Inc.
Food & Beverage Management Trainee
Front Office Manager

Brookfield Financial Properties
Financial Analyst

Can Fabes Restaurant – Spain
Stage

Cayuga Sustainable Hospitality – Costa Rica
Sustainability Coordinator

China Grill Management
Restaurant Manager*

CIM Group
Investments & Development Analyst

Citigroup
Analyst

Clark Construction Group, LLC
Office/Field Engineer*

Clos Pegase
Harvest Intern

ClubCorp
Leader in Development Trainee

Commonwealth Wine & Spirits
Sales Representative

Coopers Square Realty, Inc.
Junior Property Manager

Countrywide Financial Corporation
Analyst

Credit Suisse
Analyst – Real Estate Finance & Securitization

Cushman & Wakefield
Valuation Analyst

Darden Restaurants
Management Trainee

Deutsche Bank
Global Banking Analyst

Dresdner Kleinwort Wasserstein Securities
Capital Markets Analyst

Dynamics Associates
Executive Recruiter

The Endeavor Agency
Motion Picture Literary Agent Assistant

Ernst & Young LLP
Staff Analyst*
Real Estate Consultant

FactSet Research Systems
Investment Banking Consultant

Fairmont Hotels & Resorts
Management Trainee

Four Seasons Hotels & Resorts
Assistant Manager*
Management Trainee* – France (1)

The French Laundry
Culinary Assistant

Fresh City Restaurant
Catering Manager

Gaylord Opryland Resort and Convention Center
Rooms Division Leader in Training

Gildea Financial Group
Registered Representative

Harrah's Entertainment, Inc.
College Assistant Manager Program *
Marketing Analyst
Promotions Coordinator
Slots Management Associate

HEI Hotels & Resorts
Financial Analyst
Asset Management Analyst
Operations Analyst

The Hillsboro Club
Director of Sales and Marketing

Hillstone Restaurant Group
Kitchen Manager
Management Trainee*

Hilton Hotels Corporation
Banquet/Conference Manager
Leader-in-Training*
Sales Manager

Hospitality 3
Junior Associate

HSBC – England
Analyst

Hyatt Hotels Corporation
Development Analyst

Hyatt Hotels & Resorts
Catering Administrative Assistant
Corporate Management Sales Trainee

Hyatt International – China
Corporate Trainee

IBM

ING – England
Corporate Finance Analyst

The International Ecotourism Society
Assistant to the Executive Director

Investors Service
Analyst

John's Island Country Club
Restaurant Manager

Jones Lang LaSalle
Financial Analyst

Joseph Freed & Associates
Marketing Assistant

KPMG
Valuation Associate

LaSalle Hotel Properties
Analyst*

Le Parker Meridien
Supervisor

Lehman Brothers
Analyst*
Manager

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

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Lia's Restaurant Manager	PricewaterhouseCoopers Associate	Valassis Communications, Inc. Account Coordinator
Lincoln Financial Group	Prudential Financial Assistant Metals Trader	The Walt Disney Company Attractions Manager
Loews Hotels Reservation Manager	Publicis Assistant Account Executive	Walton Street Capital, LLC Asset Management Analyst
Macquarie Holdings – Hong Kong Business Analyst	Regina School – Thailand Teacher	The Weitzman Group Associate Consultant
Mandarin Oriental Hotel Group – Hong Kong Group Spa Analyst	The Ritz-Carlton Hotel Company, LLC Catering and Conference Services Assistant Financial Analyst	Wells Fargo Financial Analyst
Marriott International Assistant Events Services Manager Trainee	RLJ Development, LLC Assistant Project Manager	Winston Hotels, Inc. Financial Analyst
Marriott Vacation Club International Sales/Marketing*	Rosetta Marketing Strategies Associate Consultant	WR Hambrecht & Co. Investment Banking Analyst
Max Rosin & Associates, Inc. Real Estate Financial Analyst	Serena Hotels – Afghanistan Director of Operations	
Molinaro Koger Financial Analyst	Starr Restaurant Organization Manager*	
Neiman Marcus Corporate Assistant Buyer	Starwood Hotels & Resorts Worldwide, Inc. Management Trainee* Revenue Management Senior Coordinator Web Analyst/Consultant	
New York Palace Hotel Assistant Food & Beverage Manager	Steve & Barry's University Sportswear Business Analyst	
New York Wine & Culinary Center Events & Catering Services Coordinator	Sungard – Taiwan Regional Sales Manager	
NFL	Tiffany and Company Demand Planning Analyst	
Nomura Securities International (NSI) CMBS Securitization Analyst	Tishman Hotel Corporation Analyst	
NVR Homes Sales and Marketing Associate	Towers Perrin Associate	
The Patina Group Special Events Coordinator	TravelCLICK Sales Coordinator	
Peace Corps	Union Square Hospitality Group Cook/Supervisor Manager	
per se Commis	United States Air Force Crypto Linguist	
Pinnacle Advisory Group Consultant		
Pinnacle Entertainment Management Trainee		
PM Hospitality Strategies Assistant Outlets Manager		

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