

Springfield University Plaza 267	Full Year - Detail P&L - Amount - No Compare - US Dollars - Show Variance - All Columns Compare													
	Budget Period 1-Period 12, 2017													
	Period 1, 2017 Bud	Period 2, 2017 Bud	Period 3, 2017 Bud	Period 4, 2017 Bud	Period 5, 2017 Bud	Period 6, 2017 Bud	Period 7, 2017 Bud	Period 8, 2017 Bud	Period 9, 2017 Bud	Period 10, 2017 Bud	Period 11, 2017 Bud	Period 12, 2017 Bud	Total	
	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	
AVAIL ROOMS	8,277	7,476	8,277	8,010	8,277	8,010	8,277	8,277	8,010	8,277	8,010	8,277	97,455	
REV PAR	40.85	45.44	54.75	70.91	55.38	68.36	64.21	51	69.81	55.78	40.42	31.95	54.05	
OCC ROOMS	4,085	3,793	4,852	6,162	4,948	5,983	5,969	4,607	5,799	4,787	3,570	3,032	57,587	
AVERAGE RATE	82.77	89.56	93.41	92.18	92.63	91.51	89.04	91.62	96.42	96.44	90.68	87.22	91.47	
OCCUPANCY	49.4	50.7	58.6	76.9	59.8	74.7	72.1	55.7	72.4	57.8	44.6	36.6	59.1	
ROOMS DEPARTMENT														
ROOMS REV														
GUEST ROOMS	334,635	337,570	453,793	568,015	458,746	549,950	531,302	418,605	557,228	459,586	321,517	261,548	5,252,497	
GTD NO SHOW REVENUE	4,017	4,117	4,761	4,537	2,666	4,612	7,514	5,916	5,629	5,463	4,352	3,974	57,558	
ERRORS & CONCESS-ROOMS	-540	-1,971	-5,351	-4,530	-3,058	-7,036	-7,333	-2,411	-3,708	-3,378	-2,133	-1,074	-42,523	
ROOM REBATES/ 100% GTD														
TOTAL ROOMS REV	338,112	339,716	453,203	568,022	458,354	547,526	531,483	422,110	559,149	461,671	323,736	264,448	5,267,532	
LABOR COST														
FRONT DESK	19,536	18,843	20,103	22,052	22,745	21,435	21,842	20,489	21,201	20,386	19,260	18,898	246,789	
HOUSEKEEPING	33,744	29,689	41,916	47,970	40,619	40,279	38,316	35,640	38,079	36,296	31,257	28,222	442,028	
LAUNDRY	7,990	6,911	7,297	12,577	11,410	10,008	10,258	10,579	11,283	7,023	6,930	6,509	108,775	
SERVICE	3,514	3,263	4,174	5,404	4,340	5,247	5,235	4,041	5,086	4,199	3,131	2,659	50,293	
COMP BREAKFAST LABOR	0	0	0	0	0	0	0	0	0	0	0	0	0	
COMP RECEPTION LABOR														
REVENUE MANAGEMENT														
CONCIERGE FLOOR														
TEMP LABOR, ROOM ATTENDANT	1,550	1,402	2,474	3,317	2,280	4,549	3,386	1,995	3,317	0	1,493	0	25,763	
TEMP LABOR, LAUNDRY	0	0	365	365	0	365	365	0	365	0	0	0	1,825	
TOTAL SALARIES AND WAGES	66,334	60,108	76,329	91,686	81,394	81,883	79,402	72,744	79,332	67,903	62,070	56,288	875,473	
PTO	2,454	2,224	2,824	3,392	3,012	3,030	2,938	2,692	2,935	2,512	2,297	2,083	32,393	
PAYROLL TAXES	5,373	4,869	6,183	7,427	6,593	6,632	6,432	5,892	6,426	5,500	5,028	4,559	70,913	
WORKERS COMP TAX	730	661	840	1,009	895	901	873	800	873	747	683	619	9,630	
MEDICAL/LIFE INSURANCE	3,648	3,306	4,198	5,043	4,477	4,504	4,367	4,001	4,363	3,735	3,414	3,096	48,151	
RETIREMENT PLAN 401K	677	613	779	935	830	835	810	742	809	693	633	574	8,930	
EMPLOYEE MEALS & UNIFORMS	53	48	61	73	65	66	64	58	63	54	50	45	700	
TOTAL BENEFITS	12,935	11,721	14,884	17,879	15,872	15,967	15,483	14,185	15,470	13,241	12,104	10,976	170,717	
TOTAL LABOR COST	79,269	71,829	91,214	109,564	97,266	97,850	94,885	86,929	94,802	81,145	74,174	67,265	1,046,190	
OTHER														
CLEANING SUPPLIES	467	433	554	704	565	683	682	526	662	547	408	346	6,576	
COMM-TRAY AGENT	3,874	5,191	9,260	9,984	5,134	10,757	6,798	10,085	6,325	4,326	3,337	3,472	78,542	
COMP BEVERAGE														
COMP BREAKFAST														
COMP BREAKFAST FOOD	0	0	0	0	0	0	0	0	0	0	0	0	0	
COMP MISCELLANEOUS														
CONTRACT CLEAN AND LABOR	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	30,600	
EQUIPMENT PURCHASES	400	1,400	400	400	600	400	400	400	400	400	400	400	6,000	
EQUIPMENT RENTAL														
GUEST SUPPLIES	4,779	5,438	5,677	7,210	5,789	7,000	6,984	5,390	6,785	5,601	4,177	3,547	68,377	
LAUNDRY CHEMICALS	1,797	1,669	2,135	2,711	2,677	2,633	2,626	2,027	2,552	2,106	1,571	1,334	25,838	
LINEN	1,023	4,379	3,500	3,167	4,000	3,090	0	4,000	1,000	1,000	1,000	1,000	27,159	
MISCELLANEOUS	0	0	0	0	0	0	0	0	0	0	0	0	0	
MUSIC EXPENSE	159	159	159	159	159	159	159	159	159	159	159	159	1,907	
PAY TV STD FEE	3,221	3,221	3,221	3,221	3,221	3,221	3,374	3,374	3,374	3,374	3,374	3,374	39,570	
PRINT & STATION	500	0	1,800	300	0	500	1,800	0	0	1,800	300	0	7,000	
REG ALLOC AREA REV MGT	3,325	3,022	3,476	3,022	3,476	3,325	3,173	3,476	3,173	3,325	3,325	3,173	39,291	

RESERVATION EXPENSE													
ROOMS PROMO-MEDIA (JQH ONLY)													
ROOMS PROMO-OTHER	3,268	3,034	3,882	6,930	3,958	4,786	2,775	3,686	4,639	3,830	2,856	2,426	46,070
COMP EVENING RECEPTION													
UNHONORED GUARANTEED RESERV.	200	200	200	200	200	200	200	200	200	200	200	200	2,400
UNIFORMS	531	493	631	801	643	778	776	599	754	622	464	394	7,486
TOTAL OTHER	26,094	31,190	37,444	41,358	32,973	40,082	32,296	36,471	32,572	29,840	24,121	22,376	386,816
ROOMS DEPT PROFIT	232,749	236,697	324,546	417,100	328,115	409,595	404,303	298,710	431,775	350,687	225,441	174,808	3,834,525
COVERS													
FOOD COVERS													
BREAKFAST	2,900	2,693	4,410	4,923	4,057	4,291	4,932	3,271	1,014	3,656	2,982	2,723	41,853
LUNCH	1,250	1,350	1,700	1,608	1,351	1,561	1,557	1,202	1,513	1,431	1,200	1,100	16,823
DINNER	0	0	0	0	0	0	0	0	0	0	0	0	0
BRUNCH													
TOTAL FOOD	4,150	4,043	6,110	6,531	5,408	5,852	6,489	4,473	2,527	5,087	4,182	3,823	58,675
ROOM SERVICE AM	10	10	10	10	10	10	10	10	10	54	36	0	180
ROOM SERVICE PM	200	172	132	168	135	163	162	125	158	136	145	102	1,798
BOTTLED WATER SALES	332	400	422	489	475	524	595	422	600	387	297	274	5,218
TOTAL ROOM SERVICE	542	582	564	667	620	697	767	558	768	577	478	376	7,195
LOUNGE FOOD	797	750	679	882	900	1,188	855	862	1,090	682	564	546	9,795
TOTAL LOBBY	797	750	679	882	900	1,188	855	862	1,090	682	564	546	9,795
CAFFEINA'S FOOD	4,085	3,900	4,852	6,162	5,443	5,983	5,969	4,607	5,799	4,787	3,570	3,032	58,189
PIZZA SALES	23	31	63	15	12	18	10	22	29	22	26	25	296
TOTAL MISC	4,108	3,931	4,915	6,177	5,455	6,001	5,979	4,629	5,828	4,809	3,596	3,057	58,485
TRADE CTR FOOD													
BANQUET BREAKFAST - GROUP	430	682	482	319	0	251	467	74	1,400	91	515	47	4,758
BANQUET LUNCH - GROUP	1,055	542	1,054	1,958	270	869	500	311	1,400	1,151	925	91	10,125
BANQUET DINNER - GROUP	59	1,279	739	1,200	330	2,400	860	25	527	2,224	1,259	600	11,503
BQT COFFEE BREAKS - GROUP	798	721	2,015	2,163	190	3,809	900	894	1,098	1,283	601	254	14,726
BQT RECEPTIONS - GROUP	0	278	152	228	74	190	925	89	255	353	1,088	937	4,569
BANQUET BREAKFAST - SOCIAL	381	764	813	1,080	1,106	1,658	500	661	350	309	257	260	8,139
BANQUET LUNCH - SOCIAL	1,633	1,310	1,784	1,436	2,075	575	1,200	900	2,000	1,288	700	950	15,851
BANQUET DINNER - SOCIAL	5,797	300	2,000	4,624	1,375	4,050	590	1,363	1,205	2,845	1,200	2,356	27,705
BQT COFFEE BREAKS - SOCIAL	806	2,144	3,161	2,611	1,273	3,860	1,500	2,871	4,722	900	1,114	555	25,517
BQT RECEPTIONS - SOCIAL	646	728	674	2,000	55	937	1,023	1,187	600	715	600	1,598	10,763
TOTAL BANQUET	11,605	8,748	12,874	17,619	6,748	18,599	8,465	8,375	13,557	11,159	8,259	7,648	133,656
TOTAL COVERS	21,202	18,054	25,143	31,876	19,131	32,337	22,555	18,896	23,770	22,315	17,079	15,450	267,806
TOTAL BANQUET	11,605	8,748	12,874	17,619	6,748	18,599	8,465	8,375	13,557	11,159	8,259	7,648	133,656
A LA CARTE COVERS	4,150	4,043	6,110	6,531	5,408	5,852	6,489	4,473	2,527	5,087	4,182	3,823	58,675
TOTAL COVERS W/O TRADE CENTR	5,447	5,263	6,158	7,726	6,974	7,886	7,601	6,048	7,686	6,069	4,638	3,979	75,475
FOOD													
RESTAURANT REVENUE													
BREAKFAST ALA CARTE	12,036	11,257	13,230	14,769	20,287	12,873	19,955	13,346	9,133	15,798	8,946	8,729	160,359
BREAKFAST ALA CARTE	4.15	4.18	3	3	5	3	4.05	4.08	9.01	4.32	3	3.21	3.83
LUNCH ALA CARTE	11,000	11,812	15,726	13,746	12,495	14,111	13,829	11,419	13,148	12,879	11,100	9,900	151,164
LUNCH ALA CARTE	8.8	8.75	9.25	8.55	9.25	9.04	8.88	9.5	8.69	9	9.25	9	8.99
DINNER ALA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
DINNER ALA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
BRUNCH													
BRUNCH													

TOTAL RESTAURANT	23,037	23,069	28,956	28,515	32,782	26,984	33,784	24,764	22,281	28,677	20,046	18,629	311,523
TOTAL RESTAURANT	5.55	5.71	4.74	4.37	6.06	4.61	5.21	5.54	8.82	5.64	4.79	4.87	5.31
ROOM SERVICE AM	90	90	90	90	90	90	90	90	90	469	360	0	1,639
ROOM SERVICE AM	9	9	9	9	9	9	9	9	9	8.69	10	0	9.11
ROOM SERVICE PM	2,252	2,234	1,980	2,514	2,019	2,441	2,435	1,880	3,155	2,046	1,740	1,530	26,225
ROOM SERVICE PM	11.25	13	15	15	15	15	15	15	20	15	12	15	14.59
BOTTLED WATER SALES	996	1,200	1,266	1,467	1,425	1,572	1,785	1,267	1,801	1,161	891	822	15,653
BOTTLED WATER SALES	3	3	3	3	3	3	3	3	3	3	3	3	3
TOTAL ROOM SERVICE	3,338	3,524	3,336	4,071	3,534	4,103	4,310	3,237	5,045	3,676	2,991	2,352	43,517
TOTAL ROOM SERVICE	6.16	6.06	5.91	6.11	5.7	5.89	5.62	5.8	6.57	6.37	6.26	6.26	6.05
DELI BREAKFAST - POOL BAR FOOD													
TOTAL DELI													
LOUNGE FOOD	7,265	7,311	6,012	8,736	9,747	10,694	7,505	7,978	9,103	6,821	5,077	5,196	91,444
LOUNGE FOOD	9.12	9.75	8.85	9.9	10.83	9	8.78	9.26	8.35	10	9	9.52	9.34
TOTAL LOBBY	7,265	7,311	6,012	8,736	9,747	10,694	7,505	7,978	9,103	6,821	5,077	5,196	91,444
CAFFEINA'S FOOD	23,693	24,375	28,869	34,939	30,480	33,804	33,426	26,030	33,344	27,286	20,528	17,434	334,207
CAFFEINA'S FOOD	5.8	6.25	5.95	5.67	5.6	5.65	5.6	5.65	5.75	5.7	5.75	5.75	5.74
PIZZA SALES	271	365	741	177	141	212	118	259	341	259	306	294	3,484
PIZZA SALES	11.78	11.77	11.76	11.8	11.75	11.78	11.8	11.77	11.76	11.77	11.77	11.76	11.77
TOTAL MISC	23,964	24,740	29,610	35,116	30,621	34,016	33,544	26,289	33,685	27,545	20,834	17,728	337,691
TRADE CTR FOOD													
TRADE CTR FOOD													
BANQUET BREAKFAST - GROUP	5,269	10,235	6,088	4,788	0	2,476	6,071	808	11,199	1,146	7,210	680	55,970
BANQUET BREAKFAST - GROUP	12.26	15	12.63	15	0	9.86	13	10.96	8	12.59	14	14.47	11.76
BANQUET LUNCH - GROUP	16,881	11,932	20,023	44,654	4,112	15,352	10,000	5,669	27,201	20,718	8,998	1,911	187,451
BANQUET LUNCH - GROUP	16	22	19	22.81	15.25	17.67	20	18.25	19.43	18	9.73	21	18.51
BANQUET DINNER - GROUP	1,664	22,581	19,363	29,802	8,264	60,720	26,310	530	7,300	34,251	41,547	6,600	258,931
BANQUET DINNER - GROUP	28.01	17.66	26.19	24.83	25.04	25.3	30.59	21	13.85	15.4	33	11	22.51
BQT COFFEE BREAKS - GROUP	4,548	2,306	8,622	14,368	2,536	13,729	5,229	3,980	9,116	8,271	6,236	715	79,656
BQT COFFEE BREAKS - GROUP	5.7	3.2	4.28	6.64	13.35	3.6	5.81	4.45	8.3	6.45	10.38	2.82	5.41
BQT RECEPTIONS - GROUP	0	5,004	4,000	5,917	1,337	1,791	19,425	1,350	8,155	4,339	9,640	7,496	68,455
BQT RECEPTIONS - GROUP	0	18	26.32	25.97	18	9.44	21	15.17	31.98	12.29	8.86	8	14.98
BANQUET BREAKFAST - SOCIAL	3,396	9,550	9,146	16,040	15,774	18,663	8,625	9,337	4,200	3,708	4,941	3,120	106,500
BANQUET BREAKFAST - SOCIAL	8.91	12.5	11.25	14.85	14.26	11.26	17.25	14.13	12	12	19.23	12	13.09
BANQUET LUNCH - SOCIAL	19,605	20,305	28,245	23,924	35,808	9,700	24,900	11,619	30,360	12,004	9,821	14,725	241,016
BANQUET LUNCH - SOCIAL	12.01	15.5	15.83	16.66	17.26	16.87	20.75	12.91	15.18	9.32	14.03	15.5	15.21
BANQUET DINNER - SOCIAL	130,133	9,300	49,900	103,427	34,375	43,375	15,299	35,438	62,633	42,757	26,400	75,392	628,429
BANQUET DINNER - SOCIAL	22.45	31	24.95	22.37	25	10.71	25.93	26	51.98	15.03	22	32	22.68
BQT COFFEE BREAKS - SOCIAL	7,658	12,292	43,638	10,778	5,983	7,302	8,625	11,484	15,251	13,500	4,456	8,492	149,458
BQT COFFEE BREAKS - SOCIAL	9.5	5.73	13.81	4.13	4.7	1.89	5.75	4	3.23	15	4	15.3	5.86
BQT RECEPTIONS - SOCIAL	9,690	24,752	10,000	32,000	1,375	8,208	18,414	25,446	13,800	14,960	8,640	31,960	199,245
BQT RECEPTIONS - SOCIAL	15	34	14.84	16	25	8.76	18	21.44	23	20.92	14.4	20	18.51
OUTSIDE CATERING													
TOTAL BANQUET	198,843	128,258	199,025	285,698	109,563	181,316	142,898	105,660	189,215	155,654	127,889	151,091	1,975,111
ERRORS & CONCESSIONS-FOOD	-189	-155	-348	-129	-158	-238	-114	-150	-165	-182	-164	-141	-2,134
REST WALK OUTS BAD DEBT	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-240
TOTAL FOOD REVENUE	256,237	186,726	266,571	361,986	186,069	256,855	221,908	167,758	259,144	222,172	176,652	194,835	2,756,912
BEVERAGE													
RESTAURANT BEVERAGE													
RESTAURANT LIQUOR	54	54	55	55	55	59	59	61	56	55	46	44	654
RESTAURANT BEER	48	46	47	51	47	50	50	51	48	46	40	38	561
RESTAURANT WINE	63	63	65	66	64	68	69	70	65	64	55	52	763
TOTAL RESTAURANT BEV	165	162	167	173	167	176	177	182	169	165	141	133	1,978

LOBBY BAR LIQUOR	5,378	4,992	6,414	8,175	6,544	7,938	7,918	6,078	7,696	6,325	3,823	3,982	75,262
LOBBY BAR BEER	6,970	6,467	5,361	6,497	5,460	6,006	5,992	5,554	8,141	5,284	3,927	4,589	70,248
LOBBY BAR WINE	2,309	1,915	1,436	3,244	2,453	3,450	2,844	1,684	2,560	2,085	1,756	1,471	27,208
TOTAL LOBBY	14,657	13,374	13,212	17,916	14,458	17,393	16,754	13,316	18,397	13,694	9,506	10,041	172,717
BANQUET LIQUOR - GROUP	1,649	316	5,218	4,190	1,287	2,040	4,667	949	1,217	2,229	1,600	845	26,207
BANQUET BEER - GROUP	1,201	1,024	1,952	2,096	558	1,360	2,800	1,727	1,000	2,124	1,200	710	17,752
BANQUET WINE - GROUP	560	200	577	5,979	147	117	1,020	98	1,606	174	800	171	11,451
BANQUET LIQUOR SOCIAL	5,734	1,400	9,391	11,142	7,644	10,000	7,748	3,895	4,995	6,891	3,000	8,700	80,540
BANQUET BEER SOCIAL	3,500	3,000	5,373	6,948	10,141	6,524	5,202	2,625	5,375	5,916	2,365	7,500	64,469
BANQUET WINE SOCIAL	2,832	2,000	4,300	6,283	1,602	1,725	3,495	1,900	2,106	2,575	1,495	7,895	38,208
TOTAL BANQUET	15,476	7,940	26,811	36,638	21,379	21,766	24,932	11,194	16,299	19,909	10,460	25,821	238,626
PROPITS LIQUOR TAX													
LIQUOR SPECIAL LOCATION 1													
HONOR BAR													
BEER SPECIAL LOCATION #1													
WINE SPECIAL LOCATION #1													
ERRORS & CONCESSION BEV	-58	-58	-58	-58	-58	-58	-58	-58	-58	-58	-58	-58	-696
BEV WALK-OUT/BAD DEBT	-10	-10	-10	-10	-10	-10	-10	-10	-10	-10	-10	-10	-120
TOTAL MISC.	-68	-68	-68	-68	-68	-68	-68	-68	-68	-68	-68	-68	-816
TOTAL BEVERAGE REVENUE	30,231	21,408	40,122	54,658	35,935	39,268	41,796	24,624	34,797	33,700	20,039	35,927	412,505
FOOD OTHER													
FOOD OTHER INCOME													
MEETING RM RENT/SETUP INC	15,000	18,000	23,655	20,000	14,250	34,517	25,104	13,000	26,000	18,002	23,798	0	231,326
EXEC BOARD ROOM RENT													
ERR&CONCESS-FOOD OTH													
EQ&AV NON-COMMISSION.	24,000	18,467	27,000	40,000	13,500	29,000	25,000	13,000	40,429	17,500	11,000	9,000	267,896
EQ&AV COMMISSIONABLE													
TRADE CENTER RENT													
CAFFENIA'S NON FOOD	450	463	549	664	579	642	635	495	634	518	390	331	6,350
MISC REVENUE - Rest/Bar/ BQT	0	0	0	0	0	0	0	0	0	0	0	0	0
BQT SERVICE CHARGE INCOME	49,691	35,274	53,142	75,570	30,501	53,986	43,369	27,671	52,757	37,562	44,772	35,732	540,027
ROOM SERVICE DELIVERY FEE	710	387	343	326	243	395	336	260	327	283	300	211	4,121
TOTAL FOOD OTHER INCOME	89,851	72,591	104,688	136,560	59,073	118,541	94,444	54,425	120,146	73,865	80,260	45,275	1,049,720
TOTAL F&B REVENUE	376,319	280,725	411,382	553,204	281,077	414,664	358,148	246,807	414,088	329,737	276,951	276,037	4,219,138
COST OF SALES													
COST OF FOOD													
COST OF FOOD - CAFFEINA'S	8,174	8,409	9,960	12,054	10,515	11,662	11,532	8,980	11,504	9,414	7,082	6,015	115,301
COST FOOD CONS	59,447	41,080	58,646	79,637	40,935	56,508	41,164	36,907	51,829	48,878	38,863	42,864	596,757
FOOD INCENTIVES	-2,093	-1,446	-2,064	-2,803	-1,441	-1,989	-1,449	-1,299	-1,824	-1,720	-1,368	-1,509	-21,006
PURCHASING PROGRAM MANAGEMENT													
COST EMP MEALS	-1,179	-859	-1,226	-1,665	-856	-1,182	-1,021	-772	-1,192	-1,022	-813	-896	-12,682
BOTTLE WATER EXPENSE	199	240	253	293	285	314	357	253	360	232	178	164	3,131
SOFT DRINK INCENTIVES	-193	-135	-193	-186	-379	-193	-193	-193	-193	-193	-192	-192	-2,432
TOTAL FOOD COST OF SALES	64,357	47,290	65,376	87,330	49,059	65,122	50,391	43,877	60,484	55,589	43,751	46,445	679,069
BEV. COST													
COS LIQUOR	1,531	804	2,523	2,820	1,857	2,397	2,440	1,311	1,669	1,853	1,009	1,621	21,836
COS BEER	3,176	2,855	3,451	4,226	4,392	3,778	3,806	2,698	3,947	3,624	2,041	3,479	41,471
COS WINE	1,314	952	1,454	3,550	973	1,222	1,694	856	1,445	1,117	936	2,186	17,700
COS MIXES	635	450	843	1,148	755	825	878	517	731	708	421	754	8,663
COS SPECIAL													
TOTAL BEVERAGE COST OF SALES	6,656	5,062	8,270	11,744	7,976	8,222	8,817	5,382	7,791	7,301	4,407	8,041	89,669
TOTAL COST OF SALES	71,012	52,351	73,646	99,075	57,035	73,343	59,208	49,259	68,275	62,889	48,158	54,486	768,738

OTHER INCOME**COST OF OTHER INCOME**

CAFFEINA'S NON-FOOD	587	587	587	587	587	587	587	587	587	587	587	7,044
EQUIPT RENT EXPENSE	4,800	3,693	5,400	8,000	2,700	5,800	5,000	2,600	8,086	3,500	2,200	53,579
OUTLET EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL COST OF OTHER INCOME	5,387	4,280	5,987	8,587	3,287	6,387	5,587	3,187	8,673	4,087	2,787	60,623
TOTAL F&B GROSS PROFIT/ (LOSS)	299,920	224,093	331,749	445,542	220,754	334,934	293,353	194,361	337,140	262,761	226,006	3,389,776

F&B LABOR COST**FOOD LABOR COST**

KITCHEN	28,225	25,057	31,258	33,517	29,514	30,934	31,432	26,238	32,382	30,130	24,525	27,331	350,542
RESTAURANT	9,152	8,877	10,557	10,706	10,175	10,845	11,279	10,329	9,181	10,239	9,447	9,339	120,126
SERVICES (Branson Spa)													
AUDIOVISUAL LABOR	0	0	0	0	0	0	0	0	0	0	0	0	0
ROOM SERVICE SERVER	0	0	0	0	0	0	0	0	0	0	0	0	0
CAFFENIA'S/DELI LABOR	5,124	4,868	5,466	6,271	6,620	7,752	7,142	6,358	6,097	6,097	5,226	5,226	72,247
TRADECENTER SERVICE													
BANQUET	43,162	31,843	46,119	60,494	36,015	45,431	35,452	29,666	42,259	38,543	33,268	35,270	477,522
SWEET SHOPPE													
TRAINING	0	0	0	0	0	0	0	0	0	0	0	0	0
TEMP LABOR, CULINARY	0	378	944	413	330	1,298	696	378	1,369	944	189	189	7,128
TEMP LABOR, BANQUET	2,360	2,360	5,900	5,900	1,180	3,493	5,900	0	7,080	7,670	1,180	2,360	45,383
TOTAL SALARIES AND WAGES	88,024	73,383	100,244	117,301	83,834	99,753	91,901	72,968	98,368	93,624	73,835	79,715	1,072,949
PTO	2,993	2,495	3,408	3,988	2,850	3,392	3,125	2,481	3,344	3,183	2,510	2,710	36,480
PAYROLL TAXES	6,593	5,496	7,508	8,786	6,279	7,472	6,883	5,465	7,368	7,012	5,530	5,971	80,364
WORKER'S COMP INSURANCE	968	807	1,103	1,290	922	1,097	1,011	803	1,082	1,030	812	877	11,802
MEDICAL/LIFE INSURANCE	5,105	4,256	5,814	6,803	4,862	5,786	5,330	4,232	5,705	5,430	4,282	4,623	62,231
RETIREMENT PLAN 401K	1,232	1,027	1,403	1,642	1,174	1,397	1,287	1,022	1,377	1,311	1,034	1,116	15,021
EMP MEAL & UNIF	158	132	180	211	151	180	165	131	177	169	133	143	1,931
TRAINING													
TOTAL BENEFITS	17,050	14,214	19,417	22,721	16,239	19,322	17,801	14,134	19,054	18,135	14,302	15,441	207,830
TOTAL FOOD LABOR COST	105,074	87,597	119,661	140,022	100,072	119,075	109,702	87,102	117,421	111,758	88,137	95,156	1,280,779

BEVERAGE LABOR COST

BANQUET BAR													
LOUNGE SUPV/MIXOLOGIST	1,565	1,429	1,413	1,946	1,574	1,890	1,822	1,452	1,998	1,491	1,038	1,095	18,714
MIXOLOGIST													
SERVICE													
TRAINING													
TOTAL SALARIES AND WAGES	1,565	1,429	1,413	1,946	1,574	1,890	1,822	1,452	1,998	1,491	1,038	1,095	18,714
PTO	48	44	43	60	48	58	56	44	61	46	32	34	573
PAYROLL TAAES	101	93	92	126	102	123	118	94	129	97	67	71	1,213
WORKERS COMP TAX	17	16	16	21	17	21	20	16	22	16	11	12	206
MEDICAL/LIFE INSURANCE	4	5	5	6	5	5	5	5	5	5	5	5	59
RETIREMENT PLAN 401K	30	27	27	37	30	36	35	28	38	29	20	21	359
EMP MEALS & UNIF													
TOTAL BENEFITS	200	184	182	250	203	242	234	187	256	192	135	143	2,410
TOTAL BEVERAGE LABOR COST	1,765	1,614	1,595	2,197	1,776	2,133	2,056	1,640	2,254	1,684	1,173	1,237	21,123

TOTAL F&B LABOR COST**F&B OTHER EXPENSES****FOOD OTHER EXPENSES**

A-V PURCH	0	1,586	0	0	1,500	0	0	1,695	0	0	1,500	0	6,282
CHINA - GLASS - SILVER	38,350	3,000	350	350	3,000	1,350	350	3,000	350	3,000	350	350	53,800
WARE WASHING CHEMICALS	794	579	826	1,122	577	796	688	520	803	689	548	604	8,546
CONTRACT CLEAN	2,550	2,550	3,197	2,550	2,550	3,197	2,550	2,550	3,197	2,550	2,550	3,197	33,188
EQUIP. PURCHASES, SMALLWARES	1,025	747	1,066	1,448	1,191	1,027	888	671	1,037	889	707	779	11,474
EQUIPMENT RENTAL	231	168	240	326	167	231	200	151	233	200	159	175	2,481

FOOD DEPT CLEANING CHEM	333	243	347	471	242	334	288	218	337	289	230	253	3,584
LICENSES	1,000	0	0	0	0	0	0	0	0	0	0	0	1,000
LINEN	0	2,000	0	0	2,500	0	0	2,000	0	0	2,000	0	8,500
MENU	0	0	0	0	0	0	0	0	700	0	0	0	700
MISCELLANEOUS	0	400	3,150	0	400	150	0	400	150	0	0	0	4,650
PAPER SUPPLIES	4,869	3,548	5,065	6,878	3,535	5,651	4,216	3,187	4,924	4,221	3,356	3,702	53,152
PIZZA ROYALTY													
PROPS/DECOR/DECORATION	0	0	0	0	0	0	0	0	0	0	0	0	0
REFUSE REMOVAL (NO POST)													
MEDIA PROMO	600	600	600	600	600	600	600	600	600	600	600	600	7,200
OTHER FOOD PROMO	1,537	1,120	1,599	2,172	1,116	1,541	1,331	1,007	1,555	1,333	1,060	1,169	16,541
REST SUPPLIES (NO POST)													
TRAINING CLASSES	0	0	25	0	0	0	0	50	0	25	0	0	100
UNIFORMS	0	317	0	326	0	334	0	336	0	333	0	312	1,958
T&E NON-DEDUCT													
TRADE CENTER SUPPLIES													
TRAINING													
TRAVEL & BUS MEALS													
TOTAL FOOD OTHER EXPENSES	51,289	16,858	16,465	16,242	17,379	15,212	11,111	16,385	13,886	11,479	15,709	11,142	213,156
BEVERAGE OTHER EXPENSES													
BAR PROMO - OTHER	10	10	10	10	995	10	10	10	10	10	10	10	1,105
BEV CLEANING CHEMICALS													
CHINA - GLASS - SILVER	0	0	0	0	0	0	0	0	0	0	0	0	0
CONTRACT CLEAN AND LABOR													
EQUIP PURCHASES-BEV SUPPLIES	0	0	0	208	0	0	0	194	0	0	0	0	402
EQUIPMENT RENTAL													
LICENSES & PERMITS	128	147	128	1,797	2,438	995	0	78	365	0	0	3,000	9,075
LIVE ENTERTAINMENT	0	0	0	0	350	0	0	0	0	0	0	11,000	11,350
MISCELLANEOUS	0	0	0	0	0	0	0	0	0	0	0	0	0
OTHER ENTERTAINMENT COSTS													
PAPER SUPPLIES	0	0	0	0	0	0	0	0	0	0	0	0	0
UNIFORMS													
TOTAL BEVERAGE OTHER EXPENSES	138	157	138	2,014	3,783	1,005	10	282	375	10	10	14,010	21,931
TOTAL F&B OTHER EXPENSES	51,427	17,015	16,603	18,256	21,162	16,216	11,121	16,667	14,261	11,489	15,719	25,152	235,088
F&B DEPARTMENT PROFIT	141,653	117,867	193,890	285,067	97,744	197,509	170,474	88,952	203,204	137,830	120,977	97,619	1,852,786
TELECOMMUNICATIONS													
TELECOM REVENUE													
TELEPHONE SALES - LOCAL													
DENIED LOCAL													
ROOM INTERNET REVENUE													
DENIED ROOM INTERNET													
TELEPHONE SALES-LD	21	172	361	242	236	228	149	183	451	188	309	45	2,585
DENIED LONG DISTANCE	-38	-38	-38	-38	-38	-38	-38	-38	-38	-38	-38	-38	-456
MISC REVENUE													
MEETING RM INTERNET REV	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL TELEPHONE REVENUE	-17	134	323	204	198	190	111	145	413	150	271	7	2,129
TELECOM COST OF SALES													
LOCAL CALLS	2,520	2,520	2,520	3,395	3,395	3,395	3,395	3,395	2,369	3,395	3,395	3,395	37,089
ROOM INTERNET EXPENSE	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	14,016
T1 CHARGES	120	120	120	120	120	120	120	120	120	120	120	120	1,440
TELEPHONE TAXES	189	189	189	255	255	255	255	255	255	255	255	255	2,862
BANQUET INTERNET EXPENSE	453	453	453	453	453	453	453	453	453	453	453	453	5,436
RENTAL-CALL ACCT													
TOTAL TELECOM COS	4,450	4,450	4,450	5,391	5,391	5,391	5,391	5,391	4,365	5,391	5,391	5,391	60,843
OTHER EXPENSES													

TELECOM REPAIR	4,400	100	100	100	100	100	100	100	100	100	100	100	5,500
TELEPHONE CONSULTANT	88	88	88	88	88	88	88	88	88	88	88	88	1,056
TOTAL TELEPHONE OTHER EXPENSES	4,488	188	188	188	188	188	188	188	188	188	188	188	6,556
TELECOMMUNICATIONS DEPT PROFIT	-8,955	-4,504	-4,315	-5,375	-5,381	-5,389	-5,468	-5,434	-4,140	-5,429	-5,308	-5,572	-65,270
OTHER DEPARTMENTS													
OTHER OPERATED DEPTS													
DAYCARE REVENUE													
DAYCARE RENTAL													
TOTAL DAYCARE LABOR													
TOTAL DAYCARE PTEB													
DAYCARE OPER. COST													
TOTAL DAYCARE PROFIT													
RENT & OTHER													
RENTS & OTHER INCOME													
GIFT SHOP REVENUE													
GIFT SHOP EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL GIFT SHOP PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0
OUTLET #1													
OUTLET #1 REVENUE													
OUTLET #1 EXPENSE													
TOTAL OUTLET #1 PROFIT													
MISC INCOME													
ENERGY SURCHARGE													
ATTRITION	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	15,600
BANQUET ATTRITION	250	250	250	250	250	250	250	250	250	250	250	250	3,000
RENTAL INCOME - OTHER	150	200	150	200	150	200	150	200	150	200	150	200	2,100
OTH INC FEE ERN/HOTEL CONST													
SALVAGE SALES	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL MISC INCOME PROFIT	1,700	1,750	1,700	1,750	1,700	1,750	1,700	1,750	1,700	1,750	1,700	1,750	20,700
SPA													
SPA REVENUE	1,801	1,801	1,801	1,801	1,801	1,801	1,801	1,801	1,801	1,801	1,801	1,801	21,612
VENDING MACHINE/COMM	433	275	275	275	275	275	275	275	275	275	275	275	3,458
SPA EXPENSE													
TOTAL SPA PROFIT	2,234	2,076	2,076	2,076	2,076	2,076	2,076	2,076	2,076	2,076	2,076	2,076	25,070
PAY TV													
PAY T.V. REVENUE	0	0	0	0	0	0	0	0	0	0	0	0	0
PAY T.V. EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL PAY TV PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0
GUEST LAUNDRY													
VALET & LAUNDRY	123	114	146	185	148	179	179	138	174	144	107	91	1,728
GUEST LAUNDRY EXPENSE	110	102	131	166	134	162	161	124	157	129	96	82	1,555
NET GUEST LAUNDRY	12	11	15	18	15	18	18	14	17	14	11	9	173
PARKING													
PARKING NON-COMMISSIONABLE	333	333	333	333	333	333	333	333	333	333	333	333	3,996
PARKING COMMISSIONABLE													
PARKING GARAGE EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL PARKING PROFIT	333	333	333	333	333	333	333	333	333	333	333	333	3,996
MISC INCOME #2													
MISCELLANEOUS	1,481	1,035	1,481	1,427	2,919	1,481	1,481	1,481	1,481	1,481	1,480	1,480	18,708
MISCELLANEOUS EXPENSE													
NET MISC INCOME #2 PROFIT	1,481	1,035	1,481	1,427	2,919	1,481	1,481	1,481	1,481	1,481	1,480	1,480	18,708
RENTAL INCOME													
RENTAL INCOME - MOTEL	100,476	105,980	134,237	152,009	133,769	197,831	168,101	127,123	106,499	106,499	106,499	106,499	1,545,522
RENTAL INCOME - REST. / BAR	-50,169	-31,500	-82,351	-69,693	-42,437	-26,771	-21,566	-51,675	-56,000	-56,000	-56,000	-56,000	-600,162
RENT EXPENSE - MOTEL	100,476	105,980	134,237	152,009	133,769	197,831	168,101	127,123	106,499	106,499	106,499	106,499	1,545,522
RENT EXPENSE - REST. / BAR	-50,169	-31,500	-82,351	-69,693	-42,437	-26,771	-21,566	-51,675	-56,000	-56,000	-56,000	-56,000	-600,162
TOTAL RENT & OTHER INCOME PROFIT	5,760	5,205	5,605	5,604	7,043	5,658	5,608	5,654	5,608	5,654	5,600	5,648	68,647

ADM & GEN**A&G PAYROLL**

SALARIES-ADMIN	23,778	22,411	24,290	24,113	24,782	24,023	23,921	24,296	26,091	24,951	23,782	26,595	293,033
SALARIES-SECURITY	2,482	2,242	2,482	2,450	2,532	2,450	2,532	2,532	2,450	2,532	2,450	2,532	29,666
MGT INCENT. COMP.	2,613	2,362	2,613	2,574	2,665	2,574	2,665	2,665	2,574	2,665	2,574	2,665	31,209
TOTAL SALARIES AND WAGES	28,873	27,015	29,385	29,137	29,979	29,047	29,118	29,493	31,115	30,148	28,806	31,792	353,908
PTO	1,831	1,713	1,863	1,847	1,901	1,842	1,846	1,870	1,973	1,911	1,826	2,016	22,438
PAYROLL TAXES	2,379	2,226	2,421	2,401	2,470	2,393	2,399	2,430	2,564	2,484	2,374	2,620	29,162
WORKERS COMP TAX	318	297	323	321	330	320	320	324	342	332	317	350	3,893
MEDICAL/LIFE INSURANCE	2,633	2,207	2,042	2,392	2,383	2,463	2,600	2,277	2,050	2,439	2,443	2,334	28,264
RETIREMENT PLAN 401K	901	843	917	909	935	906	908	920	971	941	899	992	11,042
EMP MEALS & UNIFORMS	52	49	53	52	54	52	52	53	56	54	52	57	637
TOTAL BENEFITS	8,113	7,335	7,620	7,922	8,073	7,976	8,127	7,875	7,956	8,161	7,910	8,368	95,436
TOTAL A&G PAYROLL	36,986	34,350	37,005	37,060	38,052	37,023	37,245	37,368	39,071	38,309	36,716	40,160	449,344

A&G OTHER EXPENSES

ALLOCATION #2 REGION/PORTFOLIO	2,681	2,437	2,803	2,437	2,803	2,681	2,559	2,803	2,559	2,681	2,681	2,559	31,684
BAD DEBT	25	22	30	38	24	38	29	24	30	27	21	19	326
BANK REL. SERVICES	450	450	450	450	450	450	450	450	450	450	450	450	5,400
CASH OVER AND SHORT	0	0	0	0	0	0	0	0	0	0	0	0	0
CO. EYP INTERCO													
COM CREDIT CARD	12,965	11,266	15,672	20,290	13,442	17,428	14,149	12,147	17,629	14,352	9,828	9,832	169,000
CONTRIBUTIONS	0	0	0	0	0	0	0	0	0	0	0	0	0
COPYING MACHINE SUPPLIES	1,261	1,261	1,261	1,261	1,261	1,261	1,261	1,261	1,261	1,261	1,261	1,261	15,132
DUES AND SUBSCRIPTIONS	1,376	0	0	2,012	0	172	150	0	50	0	0	0	3,760
EMPLOYEE RELATIONS	1,300	1,300	2,200	2,100	1,900	1,400	2,100	1,800	1,200	1,400	1,100	2,300	20,100
EMPLOYMENT COSTS	1,842	247	247	936	247	2,300	126	126	1,277	126	126	126	7,726
EQUIPMENT PURCHASES A&G	0	0	0	0	0	0	0	0	0	0	0	0	0
EQUIPMENT RENTAL	467	467	467	467	467	467	467	467	467	467	467	467	5,604
EXPRESS MAIL DELIVERY	175	175	175	175	175	175	175	175	175	175	175	175	2,100
FREIGHT													
HOTEL SOFTWARE	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200
HRIS SOFTWARE	0	0	0	0	0	0	0	0	8,007	0	0	0	8,007
IT SOFTWARE	1,887	1,359	881	209	1,389	1,213	108	1,317	208	3,914	1,258	2,508	16,251
LEGAL FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
LOSS & DAMAGE													
MISCELLANEOUS	166	166	166	166	166	166	166	166	166	166	166	166	1,992
MOVING EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
OFFICE SUPPLIES	422	422	422	422	422	422	422	422	422	422	422	422	5,064
OPERATIONS SOFTWARE	123	123	123	123	123	123	123	123	123	123	123	123	1,476
PC REFRESH	900	900	900	900	900	900	900	0	0	0	0	3,000	9,300
PERSONNEL AGENCY FEE													
POSTAGE EXPENSE	88	88	88	88	88	88	88	88	88	88	88	88	1,056
PRINTING & STATIONERY	158	158	158	158	158	158	158	158	158	158	158	158	1,896
PROFESSIONAL FEES	10	10	10	87	10	10	10	10	10	10	10	10	197
PROTECTION EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
SERVICE AWARDS	5	412	70	528	37	42	16	53	0	9	0	0	1,172
T & E NON-DEDUCTIBLE	0	0	0	0	0	0	0	0	0	0	0	0	0
TELEPHONE EXP (NO POST)													
TRAINING EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAN EXPENSE	1,033	958	1,232	1,537	1,188	1,514	1,480	1,156	1,508	1,186	968	884	14,644
TRAVEL & BUS EXPENSE	306	275	345	415	299	418	334	289	348	322	262	245	3,857
UNIVERSITY FUND													
WAREHOUSE SERVICE													
WHI ACCOUNTING FEES	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	64,500
TOTAL A&G OTHER EXPENSES	34,115	28,971	34,175	41,273	32,024	37,901	31,745	29,510	42,612	33,812	26,039	31,267	403,443
TOTAL A&G EXPENSES	71,101	63,321	71,179	78,333	70,076	74,924	68,990	66,877	81,683	72,121	62,755	71,427	852,788

MARKETING**MARKETING PAYROLL**

SALARY - CATERING	13,088	11,776	13,088	12,850	13,346	12,850	13,346	13,346	12,850	13,346	12,568	13,346	155,800
SALARIES SALES	17,806	16,272	17,806	17,510	18,118	17,510	18,157	18,157	17,548	18,157	17,238	18,157	212,436
INCENTIVE - DOS, DOC, ARM, RM	2,465	2,465	2,465	2,465	2,465	2,465	2,465	2,465	2,465	2,465	2,465	2,465	29,580
INCENTIVE - SM, CM, EMM	1,387	1,387	1,387	1,387	1,387	1,387	1,387	1,387	1,387	1,387	1,387	1,387	16,644
TOTAL SALARIES AND WAGES	34,746	31,900	34,746	34,212	35,316	34,212	35,355	35,355	34,250	35,355	33,658	35,355	414,460
PTO	2,258	2,074	2,258	2,224	2,296	2,224	2,298	2,227	2,226	2,298	2,188	2,298	26,869
PAYROLL TAXES	2,884	2,648	2,884	2,840	2,931	2,840	2,934	2,934	2,843	2,934	2,794	2,934	34,400
WORKERS COMP TAX	382	351	382	376	388	376	389	389	377	389	370	389	4,559
MEDICAL/LIFE INSURANCE	2,849	2,616	2,849	2,805	2,896	2,805	2,899	2,899	2,809	2,899	2,760	2,899	33,986
RETIREMENT PLAN 401K	598	549	598	588	607	588	608	608	589	608	579	608	7,129
EMP MEALS & UNIFORMS	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL BENEFITS	8,971	8,237	8,971	8,834	9,119	8,834	9,129	9,058	8,843	9,129	8,690	9,129	106,943
TOTAL MARKETING PAYROLL	43,717	40,137	43,717	43,046	44,435	43,046	44,484	44,413	43,093	44,484	42,348	44,484	521,403

MARKETING OTHER EXPENSES

ADV AGENCY RETAINER													
ADVERTISING FEES													
BKFST PACKAGE COST-LNR	5,311	4,552	6,774	6,312	5,938	6,120	7,163	5,528	5,901	5,744	4,641	3,942	67,925
CLIENT RELATIONS	5,140	4,633	5,121	2,606	3,249	3,083	3,146	5,182	5,000	2,624	2,877	4,459	47,120
CONSORTIA PROGRAMS													
DIRECT MAIL MARKETING													
DUES & SUBSCRIPTIONS	400	0	0	0	0	1,300	275	600	0	0	0	700	3,275
FAM TRIPS & BLITZES	0	0	0	0	200	0	0	0	0	0	0	0	200
FRANCHISE FEES													
FRANCHISE FREQUENCY PROG													
GDS AD & INTELLIGENCE RPT	2,140	0	0	0	0	0	0	0	0	0	0	0	2,140
GROUP BOOKING EXPENSES	2,259	7,300	5,300	800	1,800	1,850	500	2,400	7,000	3,200	3,200	750	36,359
INTERNET MARKETING	0	100	100	100	100	100	316	100	4,100	100	100	100	5,316
LITERATURE	0	0	0	0	0	0	0	0	0	0	0	0	0
LOYALTY PROGRAM													
MARRIOTT C/ITY	250	250	250	250	250	250	250	250	250	250	250	250	3,000
NATIONAL MKTG ALLOCATION	224	224	224	224	224	224	224	224	224	224	224	224	2,688
NEWS/MAGAZINE ADV	3,113	1,493	1,493	1,493	1,493	1,493	1,493	1,493	1,493	1,493	1,493	1,493	19,936
OFFSITE RESERVATIONS	9,762	6,893	11,160	7,764	12,271	12,445	9,505	11,149	9,336	11,895	5,167	5,797	113,142
PHOTOGRAPHY	0	0	0	0	0	0	0	0	0	0	0	0	0
PROMO / CLIENT GIFTS	0	0	0	0	0	0	0	0	0	0	500	100	600
RADIO AND TELEVISION													
REG SALES & REV MGT ALLOC	5,421	4,928	5,667	4,928	5,667	5,421	5,174	5,667	5,174	5,421	5,421	5,174	64,063
SALES SOFTWARE EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
SALES TRAINING	0	0	0	0	0	0	0	0	0	0	0	0	0
SHOPPING SERVICES	340	340	340	340	340	340	170	170	170	170	170	170	3,060
SIGN PRODUCTION	0	0	0	0	0	0	0	0	8,000	0	0	0	8,000
SIGN RENTAL	2,062	2,062	2,062	2,062	2,062	2,062	2,062	2,062	6,156	2,062	2,062	2,062	28,838
TRADE SHOW PARTICIPATION	0	0	0	2,000	0	0	500	0	2,400	0	0	700	5,600
TRADE SHOW TRAVEL	1,000	0	0	0	0	0	1,400	0	500	1,500	0	400	4,800
TRAINING TRAVEL													
TRAVEL EXPENSE SALES	200	200	200	200	200	206	200	207	200	210	192	178	2,393
HILTON EDGE													
TRAVEL CLICK	13,922	1,723	0	0	0	0	0	0	11,048	0	0	0	26,693
NEWMARKET	0	0	4,874	0	0	4,874	0	0	4,874	0	0	4,874	19,496
TOTAL MARKETING OTHER EXPENSES	51,543	34,697	43,565	29,079	33,793	39,768	32,378	35,033	72,226	34,894	26,296	31,372	464,644
TOTAL MARKETING EXPENSES	95,260	74,834	87,282	72,124	78,228	82,813	76,862	79,446	115,320	79,378	68,644	75,856	986,047

UTILITIES**H - L - P**

ELECTRICITY	23,275	21,506	22,851	24,263	23,790	26,353	26,961	26,999	26,958	25,390	22,355	20,189	290,890
FUEL	13,796	10,023	8,768	8,096	8,267	6,993	6,332	5,202	5,798	10,084	10,698	11,483	105,540

WATER	4,502	4,811	5,479	5,288	5,900	7,615	7,949	7,859	7,839	7,619	5,841	5,060	75,762
CONSULTING FEES	100	100	100	100	100	100	100	100	100	100	100	100	1,200
TOTAL H - L - P	41,673	36,440	37,198	37,747	38,057	41,061	41,342	40,160	40,695	43,193	38,994	36,832	473,392
PROPERTY OPERATIONS MAINT.													
R&M LABOR													
SALARIES-R & M	11,414	10,383	11,116	11,443	11,511	14,273	14,711	13,859	11,151	11,164	10,197	11,950	143,172
SAL. R&M UTIL.													
TOTAL SALARIES AND WAGES	11,414	10,383	11,116	11,443	11,511	14,273	14,711	13,859	11,151	11,164	10,197	11,950	143,172
PTO	594	540	578	595	599	742	765	721	580	581	530	621	7,445
PAYROLL TAXES	959	872	934	961	967	1,199	1,236	1,164	937	938	857	1,004	12,026
WORKERS COMP TAX	126	114	122	126	127	157	162	152	123	123	112	131	1,575
MEDICAL/LIFE INSURANCE	969	968	738	746	1,052	1,316	855	748	720	1,107	1,008	1,083	11,311
RETIREMENT PLAN 401K	398	362	388	399	402	498	513	484	389	390	356	417	4,997
EMP MEALS & UNIFORMS													
TOTAL BENEFITS	3,045	2,856	2,760	2,828	3,146	3,912	3,531	3,269	2,749	3,138	2,863	3,256	37,354
TOTAL R&M LABOR	14,459	13,239	13,876	14,271	14,657	18,185	18,242	17,128	13,900	14,302	13,060	15,206	180,526
R&M OTHER													
AIR COND & HEATING	1,430	1,328	1,698	2,157	1,732	2,094	2,089	1,612	2,030	1,675	930	1,061	19,836
AUDIO VISUAL	0	0	0	0	0	0	0	0	0	0	0	0	0
AUTOMOBILES	200	200	200	200	200	200	200	200	200	200	200	200	2,400
BUILDING	1,621	1,090	14,294	1,538	1,408	1,795	1,349	1,382	1,740	1,436	1,071	910	29,635
ELEC & MECH	327	303	388	391	396	379	378	369	464	383	286	243	4,305
ELECTRIC BULBS	572	531	679	658	750	1,224	638	541	712	565	500	424	7,795
ELEVATORS	5,700	0	0	5,700	0	0	5,700	0	0	5,700	0	0	22,800
EXTERIOR BLDG. MAINTENANCE													
FLOOR COVERING													
FURNISHINGS													
GROUPS & LANDSCAPING													
GROUPS-EXTERIOR	0	0	0	4,139	4,137	4,025	4,025	4,025	4,025	4,025	3,150	0	31,551
GROUPS-INTERIOR	1,314	1,323	1,256	1,252	1,252	1,252	1,252	1,252	1,252	1,252	1,252	1,252	15,162
INTERIOR PAINTING													
KITCHEN AND F&B EQUIPMENT	1,973	1,512	1,439	1,810	2,363	1,567	1,176	1,258	1,373	600	901	1,013	16,986
LAUNDR REPAIRS	531	493	631	801	643	778	776	599	754	622	464	394	7,486
LIFE/SAFETY	1,000	934	1,181	1,415	1,122	1,397	1,384	1,079	1,414	1,094	200	816	13,036
MISC.-EQUIPMENT	368	241	437	452	445	438	337	415	422	431	321	273	4,580
OFFICE EQUIPMENT	2,219	0	0	0	0	0	0	0	0	0	0	0	2,219
OTHER													
PAINTING & DECORATING	123	114	146	185	148	179	179	138	174	144	107	91	1,728
PLUMBING	327	303	388	493	396	379	378	369	464	383	286	243	4,407
PREVENTATIVE MAINT.	368	341	437	452	445	438	437	415	422	431	321	273	4,780
REFRIGERATION													
REG FACILITIES MGT ALLOC	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182	38,184
ROOFS													
SIGNS													
SMALL TOOLS	20	19	24	31	25	30	30	23	29	24	18	15	288
SNOW REMOVAL													
SWIMMING POOL	2,000	2,000	2,000	2,000	2,500	2,500	2,000	2,000	2,000	2,000	2,000	2,000	25,000
UNBUDG PROJ <5K	0	0	0	0	0	0	0	0	0	0	0	0	0
UNIFORMS	0	400	0	0	400	0	0	400	0	0	0	0	1,200
WASTE REMOVAL	700	700	700	700	700	700	700	700	700	700	700	700	8,400
BUDGETED PROJECT													
TOTAL R&M OTHER	23,974	15,015	29,080	27,557	22,246	22,556	26,210	19,958	21,357	24,847	15,889	13,090	261,779
TOTAL POM EXPENSES	38,434	28,255	42,956	41,827	36,903	40,742	44,452	37,086	35,257	39,149	28,949	28,296	442,305
TOTAL UNDISTRIBUTED EXPENSES	246,468	202,849	238,616	230,031	223,264	239,540	231,646	223,570	272,954	233,841	199,342	212,411	2,754,531
GROSS OPERATING PROFIT	124,739	152,416	281,109	472,365	204,257	367,833	343,271	164,313	363,493	254,901	147,368	60,092	2,936,157
FIXED EXPENSES													
INN MGMT.													

BASE MANAGEMENT FEES	20,528	17,838	24,813	32,125	21,284	27,594	25,522	19,233	27,913	22,724	17,290	15,567	272,432
TOTAL INN MNGMT	20,528	17,838	24,813	32,125	21,284	27,594	25,522	19,233	27,913	22,724	17,290	15,567	272,432
REAL/PP TAXES													
PROP TX-RL PROP	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	528,000
TOTAL PROP TAXES	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	528,000
INSURANCE													
UNINSURED LOSSES	0	0	0	0	0	0	0	0	0	0	0	0	0
INSURANCE	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	34,104
PROPERTY INS	1,617	1,617	1,617	1,617	1,617	1,617	1,617	1,617	1,617	1,617	1,617	1,617	19,404
UMBRELLA & OTHER INS	808	808	808	808	808	808	808	808	808	808	808	808	9,696
TOTAL INSURANCE	5,267	5,267	5,267	5,267	5,267	5,267	5,267	5,267	5,267	5,267	5,267	5,267	63,204
RENT													
PRP/TRAN EQ RENT	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	450,000
PROP RENT AFFL.													
TOTAL RENT	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	450,000
OTHER													
LEGAL FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
PROFESSIONAL FEES													
LICENSES & TAXES	0	0	0	0	0	0	0	0	0	0	0	0	0
MISC EXP MGT FEE	0	0	0	0	0	0	0	0	0	0	0	0	0
PRIOR YEAR(S) ADJUSTMENT	0	0	0	0	0	0	0	0	0	0	0	0	0
BUSINESS & OCCUPATION TAX													
TOTAL OTHER	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL FIXED	107,295	104,605	111,580	118,892	108,051	114,361	112,289	106,000	114,680	109,491	104,057	102,334	1,313,636
EBITDA (P FEE)	37,972	65,649	194,342	385,598	117,490	281,066	256,504	77,546	276,726	168,134	60,601	-26,675	1,894,953
EBITDA	17,444	47,811	169,529	353,473	96,206	253,473	230,982	58,313	248,812	145,410	43,311	-42,242	1,622,521
MISCELLANEOUS													
INTEREST, NET													
DEBT EXTINGUISHMENT													
US TRUSTEE FEES	4,875	0	0	4,875	0	0	4,875	0	0	4,875	0	0	19,500
INT-MOR DEBT - Grt Southern/UMB/Morton	38,200	34,700	38,000	36,600	37,400	36,500	37,500	37,400	36,000	35,900	34,700	35,700	438,600
INT NON-MOR DBT	300	300	300	300	300	300	300	300	300	300	400	400	3,800
AMORT. LOAN COST - Fees on LOC	10,549			10,549			10,549			10,549			42,196
INTEREST INCOME													
NET INCOME	-36,480	12,811	131,229	301,149	58,506	216,673	177,758	20,613	212,512	93,786	8,211	-78,342	1,118,425
PRINCIPAL-MOR DEBT - Great Southern	21,451	23,510	21,664	22,412	21,873	22,615	22,083	22,188	22,922	22,402	23,129	22,617	268,867
PRINCIPAL-MOR DEBT - UMB	0	0	0	0	0	0	0	0	585,000	0	0	0	585,000
PRINCIPAL-MOR DEBT - Morton Bank	5,462	6,748	5,520	5,964	5,574	6,017	5,629	5,656	6,096	5,711	6,151	5,768	70,297
OWNER DISTRIBUTIONS													
NET CASH	-63,393	-17,447	104,045	272,772	31,059	188,041	150,045	-7,231	-401,506	65,673	-21,069	-106,727	194,261

236,600 Gr Southern int
50,200 UMB int - hotel only (rest on Exp
151,800 Morton int
438,600 **correction made to May Int-MK

so)

OR DEBT

E Peoria Embassy 226	Full Year - Detail P&L - Amount - No Compare - US Dollars - Show Variance - All Columns Compare												
	Budget Period 1-Period 12, 2017												
	Period 1, 2017 Bud	Period 2, 2017 Bud	Period 3, 2017 Bud	Period 4, 2017 Bud	Period 5, 2017 Bud	Period 6, 2017 Bud	Period 7, 2017 Bud	Period 8, 2017 Bud	Period 9, 2017 Bud	Period 10, 2017 Bud	Period 11, 2017 Bud	Period 12, 2017 Bud	Total
	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT	AMT
AVAIL ROOMS	7,006	6,328	7,006	6,780	7,006	6,780	7,006	7,006	6,780	7,006	6,780	7,006	82,490
REV PAR	83.56	108.34	112.25	107.11	115.71	123.95	110.28	88.29	127.63	116.77	95.97	83.48	106.01
OCC ROOMS	4,046	4,641	5,253	5,088	5,175	5,781	4,906	4,427	5,711	5,389	4,514	4,307	59,238
AVERAGE RATE	144.69	147.72	149.71	142.74	156.65	145.37	157.48	139.72	151.52	151.81	144.14	135.79	147.62
OCCUPANCY	57.8	73.3	75	75	73.9	85.3	70	63.2	84.2	76.9	66.6	61.5	71.8
ROOMS DEPARTMENT													
ROOMS REV													
GUEST ROOMS	580,268	681,941	781,944	722,787	806,971	836,069	768,807	624,234	860,705	813,489	647,044	585,412	8,709,671
GTD NO SHOW REVENUE	5,500	4,000	5,000	3,800	4,000	4,800	4,200	3,000	5,000	5,000	4,000	3,000	51,300
ERRORS & CONCESS-ROOMS	-350	-350	-500	-350	-300	-500	-400	-200	-375	-400	-400	-375	-4,500
ROOM REBATES/ 100% GTD	0	0	0	0	0	0	0	-8,500	0	0	0	-3,210	-11,710
TOTAL ROOMS REV	585,418	685,591	786,444	726,237	810,671	840,369	772,607	618,534	865,330	818,089	650,644	584,827	8,744,761
LABOR COST													
FRONT DESK	19,092	19,250	21,501	20,183	20,898	21,927	20,889	20,790	21,999	21,299	19,081	19,311	246,220
HOUSEKEEPING	34,104	37,275	40,000	41,218	41,794	43,996	41,069	37,593	44,161	43,854	37,070	37,420	479,555
LAUNDRY	6,050	6,720	7,716	7,394	7,390	8,358	7,088	6,703	8,377	7,905	6,332	6,205	86,238
SERVICE	5,567	5,056	5,698	5,657	5,854	5,306	5,708	5,308	5,891	7,143	6,799	6,635	70,622
COMP BREAKFAST LABOR	7,925	8,700	10,182	10,157	10,668	11,037	10,434	8,684	10,577	10,265	9,070	8,200	115,899
COMP RECEPTION LABOR	1,712	1,747	1,905	1,844	1,787	1,652	1,742	1,759	1,838	1,946	1,887	1,613	21,432
REVENUE MANAGEMENT													
CONCIERGE FLOOR													
TEMP LABOR, ROOM ATTENDANT	1,276	1,276	1,276	1,276	1,276	1,276	1,276	1,276	1,276	1,276	1,276	1,276	15,312
TEMP LABOR, LAUNDRY	180	180	180	180	180	180	180	180	180	180	180	180	2,160
TOTAL SALARIES AND WAGES	75,905	80,204	88,459	87,909	89,847	93,733	88,386	82,293	94,299	93,868	81,695	80,840	1,037,438
PTO	3,264	3,721	3,928	5,503	4,124	4,040	3,518	3,465	4,385	4,205	3,366	3,274	46,792
PAYROLL TAXES	8,350	8,421	8,846	8,791	8,985	9,373	8,839	8,229	9,430	9,387	8,169	8,084	104,904
WORKERS COMP TAX	797	842	929	923	943	984	928	864	990	986	858	849	10,893
MEDICAL/LIFE INSURANCE	8,432	8,343	8,260	5,765	8,260	7,820	7,565	7,738	4,850	8,623	8,280	8,280	92,216
RETIREMENT PLAN 401K	2,025	1,638	1,260	1,760	1,877	1,850	1,950	1,850	1,850	1,850	1,850	1,850	21,610
EMPLOYEE MEALS & UNIFORMS													
TOTAL BENEFITS	22,867	22,966	23,222	22,742	24,189	24,067	22,799	22,146	21,505	25,051	22,523	22,337	276,415
TOTAL LABOR COST	98,772	103,170	111,681	110,651	114,036	117,800	111,186	104,439	115,804	118,918	104,218	103,177	1,313,853
OTHER													
CLEANING SUPPLIES	950	950	950	900	900	900	725	900	950	900	900	900	10,825
COMM-TRAY AGENT	12,000	11,000	15,000	15,000	12,000	15,500	15,500	15,000	15,500	12,500	14,500	15,000	168,500
COMP BEVERAGE	2,428	2,970	3,362	3,053	3,209	3,469	3,091	2,745	3,769	3,341	2,799	2,670	36,905
COMP BREAKFAST													
COMP BREAKFAST FOOD	14,485	16,615	18,806	18,215	18,527	20,696	17,563	15,849	20,445	19,293	16,160	15,419	212,072
COMP MISCELLANEOUS	498	223	300	250	250	500	200	300	100	100	300	100	3,121
CONTRACT CLEAN AND LABOR	500	1,000	2,000	1,500	2,000	1,500	500	500	1,500	1,500	1,000	1,000	14,500
EQUIPMENT PURCHASES	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
EQUIPMENT RENTAL													
GUEST SUPPLIES	4,289	5,105	7,092	6,869	6,728	9,539	6,623	6,641	8,567	7,113	5,958	5,599	80,122
LAUNDRY CHEMICALS	1,875	1,700	1,800	2,200	2,200	2,150	2,400	1,800	2,000	1,900	1,600	1,500	23,125
LINEN	3,000	3,000	4,000	3,000	4,000	5,000	2,500	5,000	3,000	3,000	3,000	4,000	42,500
MISCELLANEOUS	100	100	100	100	100	100	100	100	100	100	100	100	1,200
MUSIC EXPENSE	221	221	221	221	221	221	221	221	221	221	221	221	2,652
PAY TV STD FEE	2,726	2,726	2,726	2,726	2,726	2,726	2,856	2,856	2,856	2,856	2,856	2,856	33,492
PRINT & STATION	0	0	100	0	0	100	0	0	100	0	0	100	400
REG ALLOC AREA REV MGT	2,814	2,558	2,942	2,558	2,942	2,814	2,686	2,942	2,686	2,814	2,814	2,686	33,256

RESERVATION EXPENSE	1,567	1,567	1,567	1,567	1,567	1,567	1,567	1,567	1,567	1,567	1,567	1,567	18,804
ROOMS PROMO-MEDIA (JQH ONLY)													
ROOMS PROMO-OTHER	1,500	1,600	1,600	1,500	1,500	1,650	23,000	2,300	1,500	2,800	2,100	2,100	43,150
COMP EVENING RECEPTION	1,699	682	946	992	518	318	736	863	1,085	970	813	840	10,461
UNHONORED GUARANTEED RESERV.	300	300	500	300	500	500	300	300	500	500	300	300	4,400
UNIFORMS	800	800	800	1,500	1,000	600	1,000	1,000	1,500	1,500	1,000	1,000	12,500
TOTAL OTHER	52,751	54,117	65,811	63,451	61,886	70,849	82,568	61,883	68,746	63,975	58,988	58,958	763,985
ROOMS DEPT PROFIT	433,894	528,303	608,952	552,135	634,749	651,720	578,853	452,212	680,779	635,195	487,438	422,692	6,666,923
COVERS													
FOOD COVERS													
BREAKFAST													
LUNCH	0	0	0	0	0	0	0	0	0	0	0	0	0
DINNER	0	0	0	0	0	0	0	0	0	0	0	0	0
BRUNCH													
TOTAL FOOD	0	0	0	0	0	0	0	0	0	0	0	0	0
ROOM SERVICE AM													
ROOM SERVICE PM	162	190	210	137	147	150	186	199	210	205	167	164	2,129
BOTTLED WATER SALES	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ROOM SERVICE	162	190	210	137	147	150	186	199	210	205	167	164	2,129
LOUNGE FOOD	1,073	921	1,282	944	1,035	1,295	1,006	946	1,159	1,078	950	882	12,572
TOTAL LOBBY	1,073	921	1,282	944	1,035	1,295	1,006	946	1,159	1,078	950	882	12,572
CAFFEINA'S FOOD													
PIZZA SALES													
TOTAL MISC													
TRADE CTR FOOD													
BANQUET BREAKFAST - GROUP	0	150	0	410	741	0	233	0	250	300	0	500	2,584
BANQUET LUNCH - GROUP	350	950	1,525	1,550	1,467	1,700	716	889	1,566	1,600	775	500	13,588
BANQUET DINNER - GROUP	983	1,025	1,065	1,150	300	2,675	1,250	599	587	1,500	600	600	12,334
BQT COFFEE BREAKS - GROUP	1,500	1,990	1,418	3,100	2,000	1,707	388	1,655	2,706	2,955	500	735	20,654
BQT RECEPTIONS - GROUP	725	109	371	882	625	434	625	240	800	1,385	169	225	6,590
BANQUET BREAKFAST - SOCIAL	144	317	140	180	270	100	345	152	288	269	850	0	3,055
BANQUET LUNCH - SOCIAL	675	800	687	450	325	815	815	442	1,376	1,525	650	600	9,160
BANQUET DINNER - SOCIAL	1,400	825	831	1,575	1,385	1,365	1,243	507	1,556	1,150	375	2,950	15,162
BQT COFFEE BREAKS - SOCIAL	800	800	3,534	1,900	1,273	1,311	312	472	1,180	1,355	900	1,730	15,567
BQT RECEPTIONS - SOCIAL	125	234	2,273	450	850	110	225	97	318	0	500	300	5,482
TOTAL BANQUET	6,702	7,200	11,844	11,647	9,236	10,217	6,152	5,053	10,627	12,039	5,319	8,140	104,176
TOTAL COVERS	7,938	8,311	13,336	12,729	10,418	11,662	7,344	6,199	11,996	13,322	6,436	9,186	118,876
TOTAL BANQUET	6,702	7,200	11,844	11,647	9,236	10,217	6,152	5,053	10,627	12,039	5,319	8,140	104,176
A LA CARTE COVERS	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL COVERS W/O TRADE CENTR	1,236	1,111	1,492	1,082	1,182	1,445	1,192	1,146	1,369	1,283	1,117	1,046	14,700
FOOD													
RESTAURANT REVENUE													
BREAKFAST A LA CARTE													
BREAKFAST A LA CARTE													
LUNCH A LA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
LUNCH A LA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
DINNER A LA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
DINNER A LA CARTE	0	0	0	0	0	0	0	0	0	0	0	0	0
BRUNCH													
BRUNCH													

TOTAL RESTAURANT	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RESTAURANT	0	0	0	0	0	0	0	0	0	0	0	0	0
ROOM SERVICE AM													
ROOM SERVICE AM													
ROOM SERVICE PM	3,204	3,710	3,677	2,713	2,802	2,969	3,626	3,855	4,088	4,003	3,299	3,249	41,195
ROOM SERVICE PM	19.75	19.5	17.5	19.75	19	19.75	19.5	19.35	19.45	19.55	19.75	19.85	19.35
BOTTLED WATER SALES	1,175	1,275	1,520	1,500	1,350	1,700	1,100	1,175	1,500	1,200	1,100	1,050	15,645
BOTTLED WATER SALES	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ROOM SERVICE	4,379	4,985	5,197	4,213	4,152	4,669	4,726	5,030	5,588	5,203	4,399	4,299	56,840
TOTAL ROOM SERVICE	26.99	26.2	24.73	30.67	28.15	31.06	25.42	25.25	26.59	25.41	26.34	26.27	26.7
DELI BREAKFAST - POOL BAR FOOD													
TOTAL DELI													
LOUNGE FOOD	10,391	8,471	10,459	8,461	9,253	11,331	9,001	8,670	10,341	9,733	8,514	7,992	112,616
LOUNGE FOOD	9.68	9.2	8.16	8.96	8.94	8.75	8.95	9.16	8.92	9.03	8.96	9.06	8.96
TOTAL LOBBY	10,391	8,471	10,459	8,461	9,253	11,331	9,001	8,670	10,341	9,733	8,514	7,992	112,616
CAFFEINA'S FOOD	4,975	4,350	5,200	4,800	4,000	4,995	4,429	4,000	2,753	4,069	3,965	3,300	50,836
CAFFEINA'S FOOD													
PIZZA SALES													
PIZZA SALES													
TOTAL MISC	4,975	4,350	5,200	4,800	4,000	4,995	4,429	4,000	2,753	4,069	3,965	3,300	50,836
TRADE CTR FOOD													
TRADE CTR FOOD													
BANQUET BREAKFAST - GROUP	0	2,993	0	4,613	8,892	0	2,435	0	3,488	2,775	0	7,750	32,946
BANQUET BREAKFAST - GROUP	0	19.95	0	11.25	12	0	10.45	0	13.95	9.25	0	15.5	12.75
BANQUET LUNCH - GROUP	9,888	21,850	38,125	40,688	35,942	31,450	25,060	24,003	34,452	41,600	21,700	13,000	337,758
BANQUET LUNCH - GROUP	28.25	23	25	26.25	24.5	18.5	35	27	22	26	28	26	24.86
BANQUET DINNER - GROUP	70,285	28,956	34,080	41,400	12,600	64,200	40,000	25,158	32,285	54,000	22,800	23,400	449,164
BANQUET DINNER - GROUP	71.5	28.25	32	36	42	24	32	42	55	36	38	39	36.42
BQT COFFEE BREAKS - GROUP	13,875	34,527	19,498	22,475	39,500	26,885	5,723	11,999	34,502	35,460	6,000	9,004	259,448
BQT COFFEE BREAKS - GROUP	9.25	17.35	13.75	7.25	19.75	15.75	14.75	7.25	12.75	12	12	12.25	12.56
BQT RECEPTIONS - GROUP	15,950	4,387	11,872	14,994	3,750	2,713	7,500	4,500	8,400	34,625	2,366	5,400	116,457
BQT RECEPTIONS - GROUP	22	40.25	32	17	6	6.25	12	18.75	10.5	25	14	24	17.67
BANQUET BREAKFAST - SOCIAL	2,700	3,804	1,113	2,871	4,293	1,400	5,158	2,888	6,322	4,842	5,100	0	40,491
BANQUET BREAKFAST - SOCIAL	18.75	12	7.95	15.95	15.9	14	14.95	19	21.95	18	6	0	13.25
BANQUET LUNCH - SOCIAL	16,200	22,360	15,114	10,125	8,775	14,059	17,930	12,597	23,392	39,269	17,225	15,600	212,646
BANQUET LUNCH - SOCIAL	24	27.95	22	22.5	27	17.25	22	28.5	17	25.75	26.5	26	23.21
BANQUET DINNER - SOCIAL	48,650	31,350	26,592	56,700	52,630	67,909	32,007	30,420	70,020	41,400	13,500	129,800	600,978
BANQUET DINNER - SOCIAL	34.75	38	32	36	38	49.75	25.75	60	45	36	36	44	39.64
BQT COFFEE BREAKS - SOCIAL	15,960	15,200	14,136	15,675	6,365	7,538	2,808	7,198	16,225	10,840	6,300	10,813	129,058
BQT COFFEE BREAKS - SOCIAL	19.95	19	4	8.25	5	5.75	9	15.25	13.75	8	7	6.25	8.29
BQT RECEPTIONS - SOCIAL	3,369	7,488	25,003	6,750	12,750	1,183	1,519	2,401	6,360	0	12,500	7,200	86,523
BQT RECEPTIONS - SOCIAL	26.95	32	11	15	15	10.75	6.75	24.75	20	0	25	24	15.78
OUTSIDE CATERING													
TOTAL BANQUET	196,877	172,915	185,533	216,291	185,497	217,337	140,140	121,164	235,446	264,811	107,491	221,967	2,265,469
ERRORS & CONCESSIONS-FOOD	0	0	0	0	0	0	0	0	0	0	0	0	0
REST WALK OUTS BAD DEBT	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL FOOD REVENUE	216,622	190,722	206,389	233,765	202,902	238,331	158,296	138,864	254,128	283,816	124,368	237,557	2,485,761
BEVERAGE													
RESTAURANT BEVERAGE													
RESTAURANT LIQUOR	0	0	0	0	0	0	0	0	0	0	0	0	0
RESTAURANT BEER	0	0	0	0	0	0	0	0	0	0	0	0	0
RESTAURANT WINE	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RESTAURANT BEV	0	0	0	0	0	0	0	0	0	0	0	0	0

LOBBY BAR LIQUOR	4,730	5,854	11,384	6,030	9,380	6,207	7,114	6,853	12,064	7,814	5,597	5,298	88,325
LOBBY BAR BEER	4,257	5,607	6,425	5,183	5,859	5,102	6,383	6,029	8,270	6,952	4,528	4,652	69,245
LOBBY BAR WINE	1,669	1,485	2,333	1,779	2,225	2,875	2,364	2,053	2,668	2,671	1,964	1,880	25,967
TOTAL LOBBY	10,656	12,946	20,143	12,992	17,464	14,184	15,861	14,935	23,002	17,437	12,088	11,829	183,537
BANQUET LIQUOR - GROUP	6,500	3,500	2,800	1,175	772	1,350	1,285	2,000	3,000	7,000	3,200	5,000	37,582
BANQUET BEER - GROUP	5,600	3,800	3,000	1,150	1,105	1,250	1,500	2,000	3,200	6,500	2,100	5,000	36,205
BANQUET WINE - GROUP	5,500	3,500	2,500	1,500	750	2,000	1,550	2,500	3,000	6,000	2,900	5,000	36,700
BANQUET LIQUOR SOCIAL	4,000	2,300	3,500	1,700	3,700	4,500	2,000	3,500	8,000	3,200	2,100	7,000	45,500
BANQUET BEER SOCIAL	4,000	2,400	2,000	1,800	5,615	4,500	3,000	3,500	8,000	4,500	2,400	8,000	49,715
BANQUET WINE SOCIAL	4,000	2,400	2,000	1,800	4,878	3,200	2,000	3,000	7,000	3,800	3,000	7,000	44,078
TOTAL BANQUET	29,600	17,900	15,800	9,125	16,820	16,800	11,335	16,500	32,200	31,000	15,700	37,000	249,780
PROPITS LIQUOR TAX													
LIQUOR SPECIAL LOCATION 1													
HONOR BAR													
BEER SPECIAL LOCATION #1													
WINE SPECIAL LOCATION #1													
ERRORS & CONCESSION BEV	0	0	0	0	0	0	0	0	0	0	0	0	0
BEV WALK-OUT/BAD DEBT													
TOTAL MISC.	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL BEVERAGE REVENUE	40,256	30,846	35,943	22,117	34,284	30,984	27,196	31,435	55,202	48,437	27,788	48,829	433,317
FOOD OTHER													
FOOD OTHER INCOME													
MEETING RM RENT/SETUP INC	40,000	26,000	21,000	33,000	29,800	38,000	19,000	18,000	28,850	38,100	24,000	25,000	340,750
EXEC BOARD ROOM RENT													
ERR&CONCESS-FOOD OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
EQ&AV NON-COMMISSION.	25,000	25,000	20,000	24,000	20,000	22,000	11,500	16,000	18,000	25,000	15,000	10,000	231,500
EQ&AV COMMISSIONABLE													
TRADE CENTER RENT													
CAFFENIA'S NON FOOD	250	375	375	375	450	450	300	300	375	375	300	325	4,250
MISC REVENUE - Rest/Bar/ BQT	500	500	500	200	400	500	500	200	3,000	2,000	500	500	9,300
BQT SERVICE CHARGE INCOME	65,874	54,167	53,313	63,544	56,726	71,181	42,764	39,483	72,334	82,550	37,304	67,612	706,851
ROOM SERVICE DELIVERY FEE													
TOTAL FOOD OTHER INCOME	131,624	106,042	95,188	121,119	107,376	132,131	74,064	73,983	122,559	148,025	77,104	103,437	1,292,651
TOTAL F&B REVENUE	388,502	327,609	337,520	377,001	344,563	401,446	259,556	244,281	431,889	480,277	229,261	389,824	4,211,729
COST OF SALES													
COST OF FOOD													
COST OF FOOD - CAFFEINA'S	413	535	624	390	300	125	160	160	395	390	350	340	4,182
COST FOOD CONS	53,072	46,155	49,533	56,104	49,711	57,795	38,783	35,410	62,261	69,535	31,092	60,601	610,052
FOOD INCENTIVES	0	0	-3,000	-4,000	-1,000	-2,000	-4,000	-2,000	-2,200	-2,300	-2,000	-2,500	-25,000
PURCHASING PROGRAM MANAGEMENT	300	300	300	300	460	323	387	500	306	375	390	389	4,330
COST EMP MEALS	-350	-325	-350	-275	-275	-225	-225	-200	-200	-275	-200	-240	-3,140
BOTTLE WATER EXPENSE	225	250	260	450	400	425	275	350	340	325	225	375	3,900
SOFT DRINK INCENTIVES	0	-50	-600	-575	0	-350	-300	0	-300	0	0	0	-2,175
TOTAL FOOD COST OF SALES	53,660	46,865	46,767	52,394	49,596	56,093	35,080	34,220	60,602	68,050	29,857	58,965	592,149
BEV. COST													
COS LIQUOR	5,178	2,482	4,952	1,892	2,382	2,122	2,288	2,471	4,152	3,513	2,016	3,200	36,648
COS BEER	2,841	2,495	2,742	1,871	2,516	3,185	2,204	2,337	4,011	3,716	1,878	3,654	33,448
COS WINE	1,072	1,758	733	868	1,963	1,615	1,272	1,435	2,407	2,307	1,455	2,776	19,660
COS MIXES	266	200	144	88	137	124	136	141	276	218	117	220	2,067
COS SPECIAL													
TOTAL BEVERAGE COST OF SALES	9,357	6,935	8,571	4,719	6,999	7,046	5,899	6,384	10,845	9,754	5,465	9,850	91,823
TOTAL COST OF SALES	63,017	53,800	55,338	57,112	56,595	63,139	40,979	40,604	71,448	77,804	35,322	68,815	683,973

OTHER INCOME**COST OF OTHER INCOME**

CAFFEINA'S NON-FOOD	500	800	800	350	500	150	500	500	800	450	450	800	6,600
EQUIPT RENT EXPENSE	500	100	100	100	100	100	100	100	100	100	100	100	1,600
OUTLET EXPENSE	0	0	500	0	200	100	100	0	400	400	100	0	1,800
TOTAL COST OF OTHER INCOME	1,000	900	1,400	450	800	350	700	600	1,300	950	650	900	10,000
TOTAL F&B GROSS PROFIT/ (LOSS)	324,485	272,909	280,782	319,438	287,168	337,957	217,877	203,077	359,142	401,523	193,288	320,109	3,517,756

F&B LABOR COST**FOOD LABOR COST**

KITCHEN	22,731	20,736	22,012	23,188	20,353	20,095	22,099	21,832	22,460	23,971	19,000	21,521	259,998
RESTAURANT	3,665	3,297	3,733	3,678	4,266	3,820	3,678	4,124	2,443	3,950	3,798	3,874	44,326
SERVICES (Branson Spa)													
AUDIOVISUAL LABOR	0	0	0	0	0	0	0	0	0	0	0	0	0
ROOM SERVICE SERVER	777	576	614	819	819	736	819	819	819	819	819	819	9,255
CAFFENIA'S/DELI LABOR	3,611	3,360	3,611	3,608	3,663	3,608	3,663	3,663	3,608	3,663	3,608	3,597	43,263
TRADECENTER SERVICE													
BANQUET	36,956	31,147	27,857	31,984	27,807	33,773	24,863	20,891	32,359	41,944	21,038	33,825	364,446
SWEET SHOPPE													
TRAINING													
TEMP LABOR, CULINARY	1,274	1,247	1,994	3,199	1,247	1,994	1,994	1,496	4,197	3,795	1,496	3,795	27,728
TEMP LABOR, BANQUET	2,408	2,408	3,596	5,005	4,499	2,043	808	808	4,008	4,499	2,503	4,800	37,385
TOTAL SALARIES AND WAGES	71,422	62,771	63,417	71,481	62,654	66,069	57,924	53,633	69,894	82,641	52,262	72,231	786,401
PTO	2,014	2,210	2,232	3,467	2,149	2,273	2,433	2,392	4,166	2,909	1,840	2,701	30,785
PAYROLL TAXES	7,142	6,277	6,342	5,718	5,012	5,286	4,634	4,291	6,989	8,264	5,226	7,223	72,405
WORKER'S COMP INSURANCE	650	496	653	550	520	621	579	536	699	661	418	650	7,034
MEDICAL/LIFE INSURANCE	3,465	3,375	3,361	2,335	2,600	2,600	2,275	2,000	2,177	5,850	5,965	5,220	41,223
RETIREMENT PLAN 401K	1,478	1,094	1,054	1,217	952	1,214	877	1,120	1,235	1,663	1,419	1,310	14,633
EMP MEAL & UNIF													
TRAINING													
TOTAL BENEFITS	14,749	13,451	13,642	13,288	11,233	11,993	10,798	10,339	15,266	19,347	14,868	17,105	166,080
TOTAL FOOD LABOR COST	86,172	76,222	77,059	84,769	73,887	78,063	68,722	63,973	85,160	101,988	67,130	89,336	952,481

BEVERAGE LABOR COST

BANQUET BAR	1,040	997	1,693	904	907	620	1,244	1,128	1,104	2,664	1,355	3,461	17,116
LOUNGE SUPV/MIXOLOGIST	2,547	2,028	2,379	2,451	2,451	2,570	2,541	2,677	2,586	2,684	2,518	2,511	29,943
MIXOLOGIST													
SERVICE													
TRAINING													
TOTAL SALARIES AND WAGES	3,587	3,025	4,072	3,355	3,358	3,190	3,785	3,805	3,690	5,348	3,873	5,972	47,059
PTO	77	70	79	100	77	80	77	77	172	187	176	182	1,354
PAYROLL TAAES	375	363	608	295	336	191	379	190	184	267	194	299	3,682
WORKERS COMP TAX	18	16	33	36	26	22	36	36	40	33	26	31	353
MEDICAL/LIFE INSURANCE	385	385	375	255	375	375	315	806	629	882	882	1,322	6,986
RETIREMENT PLAN 401K	70	50	116	141	96	137	56	105	109	109	109	109	1,207
EMP MEALS & UNIF													
TOTAL BENEFITS	925	884	1,211	827	910	805	863	1,214	1,134	1,478	1,387	1,943	13,582
TOTAL BEVERAGE LABOR COST	4,512	3,909	5,283	4,182	4,268	3,995	4,648	5,019	4,824	6,826	5,259	7,915	60,641

TOTAL F&B LABOR COST

	90,684	80,131	82,343	88,951	78,155	82,058	73,370	68,992	89,985	108,814	72,389	97,251	1,013,122
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F&B OTHER EXPENSES**FOOD OTHER EXPENSES**

A-V PURCH	200	300	500	1,500	1,500	500	500	1,500	500	1,500	500	500	9,500
CHINA - GLASS - SILVER	0	0	4,000	4,000	4,000	3,000	3,000	2,000	3,000	3,000	0	0	26,000
WARE WASHING CHEMICALS	800	1,150	1,050	1,275	900	800	1,000	1,050	1,400	1,800	750	1,500	13,475
CONTRACT CLEAN	500	1,500	500	1,000	1,000	1,000	1,500	1,500	1,500	1,500	1,000	500	13,000
EQUIP. PURCHASES, SMALLWARES	1,200	1,200	1,200	1,200	1,200	3,000	1,500	1,000	1,000	1,500	2,000	0	16,000
EQUIPMENT RENTAL	0	0	0	0	0	0	0	0	0	0	0	0	0

FOOD DEPT CLEANING CHEM	225	225	400	500	500	450	200	250	200	200	200	300	3,650
LICENSES													
LINEN	0	0	3,000	3,000	0	0	0	5,000	0	0	2,000	0	13,000
MENU	0	0	0	0	0	0	0	0	0	0	0	0	0
MISCELLANEOUS	0	0	0	0	0	0	0	0	0	0	0	0	0
PAPER SUPPLIES	1,800	1,800	2,600	1,500	1,500	2,200	2,400	1,500	2,200	2,100	2,000	2,400	24,000
PIZZA ROYALTY													
PROPS/DECOR/DECORATION	0	0	0	0	0	0	0	0	0	0	0	0	0
REFUSE REMOVAL (NO POST)													
MEDIA PROMO													
OTHER FOOD PROMO	100	100	100	100	100	100	100	100	100	100	100	100	1,200
REST SUPPLIES (NO POST)													
TRAINING CLASSES	0	0	0	200	0	0	200	0	0	0	0	0	400
UNIFORMS	500	500	500	2,000	1,000	1,500	500	500	500	1,000	300	300	9,100
T&E NON-DEDUCT													
TRADE CENTER SUPPLIES													
TRAINING													
TRAVEL & BUS MEALS													
TOTAL FOOD OTHER EXPENSES	5,325	6,775	13,850	16,275	11,700	12,550	10,900	14,400	10,400	12,700	8,850	5,600	129,325
BEVERAGE OTHER EXPENSES													
BAR PROMO - OTHER													
BEV CLEANING CHEMICALS													
CHINA - GLASS - SILVER													
CONTRACT CLEAN AND LABOR	100	100	100	100	100	100	100	100	100	100	100	100	1,200
EQUIP PURCHASES-BEV SUPPLIES													
EQUIPMENT RENTAL	100	120	100	200	200	200	200	100	100	200	100	100	1,720
LICENSES & PERMITS	0	63	287	1,900	0	270	0	1,000	1,800	1,900	0	0	7,220
LIVE ENTERTAINMENT													
MISCELLANEOUS													
OTHER ENTERTAINMENT COSTS													
PAPER SUPPLIES													
UNIFORMS													
TOTAL BEVERAGE OTHER EXPENSES	200	283	487	2,200	300	570	300	1,200	2,000	2,200	200	200	10,140
TOTAL F&B OTHER EXPENSES	5,525	7,058	14,337	18,475	12,000	13,120	11,200	15,600	12,400	14,900	9,050	5,800	139,465
F&B DEPARTMENT PROFIT	228,276	185,721	184,102	212,012	197,013	242,779	133,307	118,485	256,757	277,809	111,849	217,059	2,365,169
TELECOMMUNICATIONS													
TELECOM REVENUE													
TELEPHONE SALES - LOCAL	25	30	35	40	50	35	50	40	50	40	40	40	475
DENIED LOCAL	0	0	0	0	0	0	0	0	0	0	0	0	0
ROOM INTERNET REVENUE	1,200	1,000	800	1,100	1,200	400	1,200	200	800	800	600	400	9,700
DENIED ROOM INTERNET	-300	-250	-350	-250	-200	-150	-250	-200	-200	-200	-200	-200	-2,750
TELEPHONE SALES-LD	125	250	250	350	300	135	200	300	300	300	200	250	2,960
DENIED LONG DISTANCE	-15	-35	-50	-50	-50	-35	-40	-35	-50	-40	-35	-35	-470
MISC REVENUE													
MEETING RM INTERNET REV	2,000	2,200	2,500	4,500	4,000	3,000	800	1,800	1,200	2,000	500	0	24,500
TOTAL TELEPHONE REVENUE	3,035	3,195	3,185	5,690	5,300	3,385	1,960	2,105	2,100	2,900	1,105	455	34,415
TELECOM COST OF SALES													
LOCAL CALLS	4,275	4,275	4,275	4,275	4,275	4,275	4,275	4,275	4,275	4,275	4,275	4,275	51,300
ROOM INTERNET EXPENSE	807	807	807	807	807	807	807	807	807	807	807	807	9,684
T1 CHARGES	1,550	1,550	1,550	1,400	1,400	1,400	1,400	1,400	1,400	1,350	1,350	1,000	16,750
TELEPHONE TAXES	321	321	321	321	321	321	321	321	321	321	321	321	3,852
BANQUET INTERNET EXPENSE	610	610	610	610	610	610	610	610	610	610	610	610	7,320
RENTAL-CALL ACCT													
TOTAL TELECOM COS	7,563	7,563	7,563	7,413	7,413	7,413	7,413	7,413	7,413	7,363	7,363	7,013	88,906
OTHER EXPENSES													

TELECOM REPAIR	2,000	0	0	0	0	0	0	0	0	0	0	0	2,000
TELEPHONE CONSULTANT	73	73	73	73	73	73	73	73	73	73	73	73	876
TOTAL TELEPHONE OTHER EXPENSES	2,073	73	73	73	73	73	73	73	73	73	73	73	2,876
TELECOMMUNICATIONS DEPT PROFIT	-6,601	-4,441	-4,451	-1,796	-2,186	-4,101	-5,526	-5,381	-5,386	-4,536	-6,331	-6,631	-57,367
OTHER DEPARTMENTS													
OTHER OPERATED DEPTS													
DAYCARE REVENUE													
DAYCARE RENTAL													
TOTAL DAYCARE LABOR													
TOTAL DAYCARE PTEB													
DAYCARE OPER. COST													
TOTAL DAYCARE PROFIT													
RENT & OTHER													
RENTS & OTHER INCOME													
GIFT SHOP REVENUE													
GIFT SHOP EXPENSE													
TOTAL GIFT SHOP PROFIT													
OUTLET #1													
OUTLET #1 REVENUE													
OUTLET #1 EXPENSE													
TOTAL OUTLET #1 PROFIT													
MISC INCOME													
ENERGY SURCHARGE													
ATTRITION	1,065	1,065	2,065	6,065	4,065	6,065	3,065	1,715	6,065	6,065	1,065	1,065	39,430
BANQUET ATTRITION	435	435	2,435	435	1,435	3,435	935	685	15,435	3,435	435	2,435	31,970
RENTAL INCOME - OTHER	0	0	0	0	0	0	0	0	0	0	0	0	0
OTH INC FEE ERN/HOTEL CONST													
SALVAGE SALES	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL MISC INCOME PROFIT	1,500	1,500	4,500	6,500	5,500	9,500	4,000	2,400	21,500	9,500	1,500	3,500	71,400
SPA													
SPA REVENUE													
VENDING MACHINE/COMM	0	100	100	100	100	100	300	400	100	100	100	100	1,600
SPA EXPENSE													
TOTAL SPA PROFIT	0	100	100	100	100	100	300	400	100	100	100	100	1,600
PAY TV													
PAY T.V. REVENUE	0	0	0	0	0	0	0	0	0	0	0	0	0
PAY T.V. EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL PAY TV PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0
GUEST LAUNDRY													
VALET & LAUNDRY	320	200	450	500	500	100	200	275	300	400	300	300	3,845
GUEST LAUNDRY EXPENSE	200	200	300	400	400	200	250	265	250	300	225	200	3,190
NET GUEST LAUNDRY	120	0	150	100	100	-100	-50	10	50	100	75	100	655
PARKING													
PARKING NON-COMMISSIONABLE													
PARKING COMMISSIONABLE													
PARKING GARAGE EXPENSE													
TOTAL PARKING PROFIT													
MISC INCOME #2													
MISCELLANEOUS	1,200	3,000	3,000	1,000	1,200	1,200	1,500	675	1,200	2,000	1,800	2,000	19,775
MISCELLANEOUS EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
NET MISC INCOME #2 PROFIT	1,200	3,000	3,000	1,000	1,200	1,200	1,500	675	1,200	2,000	1,800	2,000	19,775
RENTAL INCOME													
RENTAL INCOME - MOTEL													
RENTAL INCOME - REST. / BAR	227,922	181,942	181,649	280,020	282,590	325,989	100,471	127,107	192,096	257,207	175,781	111,742	2,444,516
RENT EXPENSE - MOTEL													
RENT EXPENSE - REST. / BAR	227,922	181,942	181,649	280,020	282,590	325,989	100,471	127,107	192,096	257,207	175,781	111,742	2,444,516
TOTAL RENT & OTHER INCOME PROFIT	2,820	4,600	7,750	7,700	6,900	10,700	5,750	3,485	22,850	11,700	3,475	5,700	93,430

ADM & GEN**A&G PAYROLL**

SALARIES-ADMIN	28,111	27,914	28,570	26,871	29,401	29,042	29,831	28,360	29,081	30,021	29,191	29,129	345,522
SALARIES-SECURITY	4,224	4,096	4,224	4,800	4,960	4,160	4,960	3,968	4,160	4,160	4,160	4,160	52,032
MGT INCENT. COMP.	2,922	2,459	2,489	2,489	2,459	3,074	2,489	2,459	2,489	2,489	2,459	3,074	31,351
TOTAL SALARIES AND WAGES	35,257	34,469	35,283	34,160	36,820	36,276	37,280	34,787	35,730	36,670	35,810	36,363	428,905
PTO	1,280	1,000	1,660	1,388	1,557	1,818	1,418	2,168	2,238	2,224	2,206	2,247	21,204
PAYROLL TAXES	3,399	2,482	2,823	2,733	2,946	2,902	2,982	2,783	2,858	2,934	2,865	2,909	34,615
WORKERS COMP TAX	370	362	370	359	387	381	391	365	375	385	376	382	4,504
MEDICAL/LIFE INSURANCE	1,647	1,580	1,580	617	1,698	1,746	1,683	1,683	717	1,953	1,953	1,953	18,810
RETIREMENT PLAN 401K	918	3,000	875	875	900	875	1,055	1,200	1,000	775	850	950	13,273
EMP MEALS & UNIFORMS													
TOTAL BENEFITS	7,614	8,424	7,308	5,971	7,487	7,722	7,530	8,199	7,189	8,271	8,250	8,441	92,405
TOTAL A&G PAYROLL	42,871	42,893	42,591	40,131	44,307	43,998	44,810	42,986	42,919	44,941	44,060	44,804	521,310

A&G OTHER EXPENSES

ALLOCATION #2 REGION/PORTFOLIO	2,881	2,619	3,012	2,619	3,012	2,881	2,750	3,012	2,750	2,881	2,881	2,750	34,048
BAD DEBT	0	0	0	0	0	0	0	0	0	0	0	0	0
BANK REL. SERVICES	550	550	550	550	550	550	550	550	550	550	550	550	6,600
CASH OVER AND SHORT	0	0	0	0	0	0	0	0	0	0	0	0	0
CO. EYP INTERCO													
COM CREDIT CARD	19,600	20,424	22,704	24,575	25,692	26,378	22,883	19,111	26,448	28,892	19,464	21,582	277,752
CONTRIBUTIONS													
COPYING MACHINE SUPPLIES	550	550	550	550	550	550	550	550	550	550	550	550	6,600
DUES AND SUBSCRIPTIONS	0	0	0	0	0	0	0	0	0	0	0	0	0
EMPLOYEE RELATIONS	4,000	1,100	1,000	1,000	1,000	2,000	2,000	1,500	3,000	2,000	3,000	4,000	25,600
EMPLOYMENT COSTS	1,636	306	306	881	306	2,000	205	205	1,165	205	205	205	7,625
EQUIPMENT PURCHASES A&G	0	0	0	0	0	0	0	0	0	0	0	0	0
EQUIPMENT RENTAL	1,259	1,259	1,259	1,259	1,259	1,259	1,259	1,259	1,259	1,259	1,259	1,259	15,108
EXPRESS MAIL DELIVERY	300	300	300	300	300	300	300	300	300	300	300	300	3,600
FREIGHT													
HOTEL SOFTWARE	2,125	100	100	100	100	100	100	100	100	100	100	100	3,225
HRIS SOFTWARE	0	0	0	0	0	0	0	0	6,677	0	0	0	6,677
IT SOFTWARE	2,466	1,433	955	283	1,464	1,287	203	1,411	203	3,424	1,353	2,287	16,769
LEGAL FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
LOSS & DAMAGE	0	0	0	0	0	0	0	0	0	0	0	0	0
MISCELLANEOUS	125	125	125	125	125	125	125	125	125	125	125	125	1,500
MOVING EXPENSE													
OFFICE SUPPLIES	1,500	1,600	1,500	1,500	1,800	1,800	1,500	1,500	1,800	1,800	1,800	1,500	19,600
OPERATIONS SOFTWARE	123	123	123	123	123	123	123	123	123	123	123	123	1,476
PC REFRESH	0	0	1,250	1,250	0	900	0	900	0	900	0	3,000	8,200
PERSONNEL AGENCY FEE													
POSTAGE EXPENSE	100	100	100	100	100	100	100	100	100	100	100	100	1,200
PRINTING & STATIONERY	0	0	100	50	50	100	50	50	100	100	0	0	600
PROFESSIONAL FEES	8	8	8	72	8	8	8	8	8	8	8	8	160
PROTECTION EXPENSE													
SERVICE AWARDS	21	11	21	14	14	24	26	16	22	0	11	151	331
T & E NON-DEDUCTIBLE													
TELEPHONE EXP (NO POST)													
TRAINING EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAN EXPENSE	800	800	800	800	800	800	800	800	800	800	800	800	9,600
TRAVEL & BUS EXPENSE	100	800	200	100	3,500	100	100	100	100	300	1,000	100	6,500
UNIVERSITY FUND													
WAREHOUSE SERVICE	785	785	785	785	785	785	785	785	785	785	785	785	9,420
WHI ACCOUNTING FEES	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	5,375	64,500
TOTAL A&G OTHER EXPENSES	44,304	38,368	41,123	42,411	46,913	47,545	39,792	37,880	52,340	50,577	39,789	45,650	526,691
TOTAL A&G EXPENSES	87,174	81,261	83,714	82,542	91,221	91,543	84,602	80,866	95,259	95,517	83,848	90,454	1,048,001

MARKETING**MARKETING PAYROLL**

SALARY - CATERING

SALARIES SALES

INCENTIVE - DOS, DOC, ARM, RM

INCENTIVE - SM, CM, EMM

TOTAL SALARIES AND WAGES

PTO

PAYROLL TAXES

WORKERS COMP TAX

MEDICAL/LIFE INSURANCE

RETIREMENT PLAN 401K

EMP MEALS & UNIFORMS

TOTAL BENEFITS**TOTAL MARKETING PAYROLL****MARKETING OTHER EXPENSES**

ADV AGENCY RETAINER

ADVERTISING FEES

BKFST PACKAGE COST-LNR

CLIENT RELATIONS

CONSORTIA PROGRAMS

DIRECT MAIL MARKETING

DUES & SUBSCRIPTIONS

FAM TRIPS & BLITZES

FRANCHISE FEES

FRANCHISE FREQUENCY PROG

GDS AD & INTELLIGENCE RPT

GROUP BOOKING EXPENSES

INTERNET MARKETING

LITERATURE

LOYALTY PROGRAM

MARRIOTT C/ITY

NATIONAL MKTG ALLOCATION

NEWS/MAGAZINE ADV

OFFSITE RESERVATIONS

PHOTOGRAPHY

PROMO / CLIENT GIFTS

RADIO AND TELEVISION

REG SALES & REV MGT ALLOC

SALES SOFTWARE EXPENSE

SALES TRAINING

SHOPPING SERVICES

SIGN PRODUCTION

SIGN RENTAL

TRADE SHOW PARTICIPATION

TRADE SHOW TRAVEL

TRAINING TRAVEL

TRAVEL EXPENSE SALES

HILTON EDGE

TRAVEL CLICK

NEWMARKET

TOTAL MARKETING OTHER EXPENSES**TOTAL MARKETING EXPENSES****UTILITIES****H - L - P**

ELECTRICITY

FUEL

6,478	6,227	6,684	6,414	6,665	6,624	6,014	6,933	6,624	6,661	6,314	6,355	77,993
21,822	20,888	23,004	22,579	22,809	22,640	19,088	23,882	22,439	23,346	22,092	21,912	266,501
1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	17,340
1,498	1,498	1,498	1,498	1,498	1,498	1,498	1,498	1,498	1,498	1,498	1,498	17,976
31,243	30,058	32,631	31,936	32,417	32,207	28,045	33,758	32,006	32,950	31,349	31,210	379,810
1,662	1,599	1,736	1,699	1,725	1,713	1,492	1,796	1,703	1,753	1,668	1,660	20,206
2,849	2,741	2,976	2,913	2,956	2,937	2,558	3,079	2,919	3,005	2,859	2,846	34,639
328	316	343	335	340	338	294	354	336	346	329	328	3,988
1,576	1,467	1,449	875	1,525	1,030	1,030	1,858	800	1,490	1,490	1,490	16,080
778	902	1,240	639	908	902	617	945	800	824	878	874	10,306
7,193	7,025	7,744	6,461	7,454	6,921	5,991	8,032	6,558	7,418	7,224	7,198	85,218
38,436	37,083	40,375	38,397	39,871	39,128	34,036	41,790	38,564	40,368	38,573	38,408	465,028
14,635	17,140	19,661	18,156	20,267	21,009	19,315	15,463	21,633	20,452	16,266	14,621	218,619
2,200	4,800	2,800	2,000	2,000	2,300	2,500	3,000	2,800	2,800	2,000	3,000	32,200
0	0	0	0	0	0	0	0	0	0	0	0	0
1,015	0	150	620	0	0	2,620	100	0	1,620	0	550	6,675
23,417	27,424	31,458	29,049	32,427	33,615	30,904	24,741	34,613	32,724	26,026	23,393	349,790
18,600	15,500	22,000	25,850	22,575	24,000	23,650	28,000	23,000	23,200	23,000	23,000	272,375
1,983	0	0	0	0	0	0	0	0	0	0	0	1,983
0	0	0	0	0	0	0	0	0	0	0	0	0
850	100	600	100	600	100	829	100	400	100	100	100	3,979
0	0	0	1,000	0	0	0	0	0	0	0	0	1,000
1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
442	442	442	442	442	442	442	442	442	442	442	442	5,304
600	600	600	600	1,275	600	600	600	600	1,275	4,025	600	11,975
13,200	13,500	13,500	14,500	13,000	22,400	17,800	15,800	14,500	14,500	16,500	14,500	183,700
0	0	0	3,500	0	0	0	0	0	0	0	0	3,500
0	0	1,200	0	0	0	0	1,000	0	0	2,000	0	4,200
4,202	3,820	4,393	3,820	4,393	4,202	4,011	4,393	4,011	4,202	4,202	4,011	49,660
0	0	0	0	0	0	0	0	0	0	0	0	0
128	128	160	128	128	160	128	128	160	128	128	160	1,664
340	340	1,530	340	340	1,530	170	170	1,360	170	170	1,360	7,820
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	5,084	0	0	5,084	0	0	5,084	0	0	5,084	20,336
445	0	0	0	0	0	0	0	0	0	0	0	445
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	0
300	500	500	500	2,500	500	500	500	500	500	500	500	7,800
1,000	1,000	1,100	1,000	1,000	1,100	1,200	1,100	1,100	1,000	1,000	1,000	12,600
14,155	1,000	0	0	0	0	0	0	0	0	0	0	15,155
0	0	4,847	0	0	4,847	0	0	4,847	0	0	4,847	19,388
98,512	87,293	111,025	102,605	101,947	122,889	105,669	96,538	116,050	104,113	97,359	98,168	1,242,168
136,949	124,376	151,399	141,002	141,818	162,017	139,706	138,328	154,614	144,480	135,932	136,576	1,707,197
29,233	26,698	29,719	29,586	32,730	38,761	39,410	30,805	35,233	32,511	27,458	27,743	379,887
12,640	13,626	9,230	8,099	6,506	5,813	3,359	3,680	5,061	5,821	9,102	12,987	95,924

WATER	11,240	10,748	9,234	12,191	12,692	14,300	16,085	14,300	17,076	15,813	15,243	11,751	160,673
CONSULTING FEES	100	100	100	100	100	100	100	100	100	100	100	100	1,200
TOTAL H - L - P	53,213	51,172	48,283	49,976	52,028	58,974	58,954	48,885	57,470	54,245	51,903	52,581	637,684
PROPERTY OPERATIONS MAINT.													
R&M LABOR													
SALARIES-R & M	20,148	19,633	20,757	19,884	20,618	20,532	20,596	21,203	20,331	21,238	20,864	21,027	246,831
SAL. R&M UTIL.													
TOTAL SALARIES AND WAGES	20,148	19,633	20,757	19,884	20,618	20,532	20,596	21,203	20,331	21,238	20,864	21,027	246,831
PTO	967	1,041	1,038	1,670	1,105	1,160	1,127	1,162	1,073	956	876	1,110	13,285
PAYROLL TAXES	2,015	1,963	2,076	1,988	2,062	2,053	2,060	2,120	2,033	2,124	2,086	2,103	24,683
WORKERS COMP TAX	228	236	218	219	227	226	227	233	224	234	230	231	2,730
MEDICAL/LIFE INSURANCE	2,296	2,227	2,227	1,469	2,227	2,227	2,227	2,228	1,258	1,962	1,962	1,962	24,272
RETIREMENT PLAN 401K	322	314	332	318	330	329	330	339	325	340	334	336	3,949
EMP MEALS & UNIFORMS													
TOTAL BENEFITS	5,828	5,781	5,891	5,665	5,951	5,995	5,969	6,083	4,914	5,615	5,488	5,743	68,920
TOTAL R&M LABOR	25,976	25,414	26,648	25,549	26,569	26,527	26,565	27,286	25,245	26,853	26,352	26,770	315,751
R&M OTHER													
AIR COND & HEATING	2,000	3,500	2,000	4,000	2,000	3,000	3,000	2,500	2,000	2,000	2,000	2,000	30,000
AUDIO VISUAL	300	300	300	300	300	100	300	300	300	300	300	300	3,400
AUTOMOBILES	200	200	200	200	200	100	200	200	200	700	200	200	2,800
BUILDING	3,000	3,000	4,500	10,000	4,500	4,500	4,500	4,500	4,500	4,500	3,000	3,000	53,500
ELEC & MECH	800	800	800	800	800	800	800	800	800	800	800	800	9,600
ELECTRIC BULBS	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
ELEVATORS	6,260	0	0	6,260	0	0	6,260	0	0	6,260	0	0	25,040
EXTERIOR BLDG. MAINTENANCE													
FLOOR COVERING	0	0	100	0	0	100	0	0	100	0	0	100	400
FURNISHINGS	100	100	200	100	100	100	100	100	200	100	100	200	1,500
GROUPS & LANDSCAPING													
GROUPS-EXTERIOR	3,000	4,000	4,000	5,000	6,000	3,200	3,200	3,200	3,200	3,200	3,200	3,000	44,200
GROUPS-INTERIOR	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	6,000	1,000	17,000
INTERIOR PAINTING													
KITCHEN AND F&B EQUIPMENT	1,000	1,200	1,500	2,500	2,500	2,500	2,500	2,000	2,000	2,000	1,000	2,000	22,700
LAUNDR REPAIRS	800	700	4,000	800	800	800	500	500	700	500	500	500	11,100
LIFE/SAFETY	1,200	1,000	2,000	1,500	500	9,000	2,000	125	4,350	1,000	1,000	8,300	31,975
MISC.-EQUIPMENT	600	600	200	600	600	600	600	600	600	600	600	600	6,800
OFFICE EQUIPMENT	2,700	0	6,500	500	500	0	400	400	0	0	400	0	11,400
OTHER													
PAINTING & DECORATING	0	100	0	100	0	100	0	0	100	0	0	100	500
PLUMBING	1,500	2,500	1,800	2,000	2,000	1,000	1,000	500	500	1,000	1,500	1,500	16,800
PREVENTATIVE MAINT.	800	800	200	800	800	1,200	800	800	1,200	800	800	800	9,800
REFRIGERATION													
REG FACILITIES MGT ALLOC	566	566	566	566	566	566	566	566	566	566	566	566	6,792
ROOFS													
SIGNS													
SMALL TOOLS	300	300	300	300	300	100	100	100	300	300	300	300	3,000
SNOW REMOVAL													
SWIMMING POOL	1,000	1,000	1,000	1,000	1,000	1,800	1,000	1,000	1,000	1,000	1,000	1,000	12,800
UNBUDG PROJ <5K													
UNIFORMS	100	500	100	500	100	100	100	100	500	100	100	100	2,400
WASTE REMOVAL	2,800	3,200	2,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	37,000
BUDGETED PROJECT													
TOTAL R&M OTHER	31,526	26,866	34,966	43,526	29,266	35,366	33,626	23,991	28,816	31,426	28,066	31,066	378,507
TOTAL POM EXPENSES	57,502	52,280	61,614	69,075	55,835	61,893	60,191	51,277	54,061	58,279	54,418	57,836	694,258
TOTAL UNDISTRIBUTED EXPENSES	334,838	309,088	345,010	342,595	340,901	374,426	343,452	319,356	361,404	352,522	326,101	337,447	4,087,140
GROSS OPERATING PROFIT	323,551	405,095	451,343	427,457	495,575	526,671	368,932	249,446	593,596	567,646	270,331	301,373	4,981,016
FIXED EXPENSES													
INN MGMT.													

BASE MANAGEMENT FEES	18,620	19,403	21,569	21,224	22,189	23,866	19,762	16,505	25,126	24,952	16,809	18,639	248,663	
TOTAL INN MNGMT	18,620	19,403	21,569	21,224	22,189	23,866	19,762	16,505	25,126	24,952	16,809	18,639	248,663	
REAL/PP TAXES														
PROP TX-RL PROP	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	1,044,000	
TOTAL PROP TAXES	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	87,000	1,044,000	
INSURANCE														
UNINSURED LOSSES														
INSURANCE	4,225	4,225	4,225	4,225	4,225	4,225	4,225	4,225	4,225	4,225	4,225	4,225	50,700	
PROPERTY INS	3,808	3,808	3,808	3,808	3,808	3,808	3,809	3,809	3,809	3,809	3,809	3,809	45,702	
UMBRELLA & OTHER INS	1,133	1,133	1,133	1,133	1,133	1,133	1,133	1,133	1,133	1,133	1,133	1,133	13,596	
TOTAL INSURANCE	9,166	9,166	9,166	9,166	9,166	9,166	9,167	9,167	9,167	9,167	9,167	9,167	109,998	
RENT														
PRP/TRAN EQ RENT	650	650	650	650	650	650	650	650	650	650	650	650	7,800	
PROP RENT AFFL.														
TOTAL RENT	650	650	650	650	650	650	650	650	650	650	650	650	7,800	
OTHER														
LEGAL FEES	0	0	0	0	0	0	0	0	0	0	0	0	0	
PROFESSIONAL FEES	807	807	807	807	807	807	800	900	800	900	800	900	9,942	
LICENSES & TAXES	0	0	300	300	0	0	0	0	0	0	0	0	600	
MISC EXP MGT FEE	0	0	0	0	0	0	0	0	0	0	0	0	0	
PRIOR YEAR(S) ADJUSTMENT	0	0	0	0	0	0	0	0	0	0	0	0	0	
BUSINESS & OCCUPATION TAX														
TOTAL OTHER	807	807	1,107	1,107	807	807	800	900	800	900	800	900	10,542	
TOTAL FIXED	116,243	117,026	119,492	119,147	119,812	121,489	117,379	114,222	122,743	122,669	114,426	116,356	1,421,003	
EBITDA (P FEE)	225,928	307,472	353,420	329,534	397,952	429,048	271,315	151,729	495,979	469,929	172,714	203,656	3,808,676	
EBITDA	207,309	288,069	331,851	308,310	375,763	405,182	251,552	135,224	470,853	444,977	155,904	185,017	3,560,013	
MISCELLANEOUS														
INTEREST, NET														
DEBT EXTINGUISHMENT														
US TRUSTEE FEES	15,350	0	0	15,350	0	0	15,350	0	0	15,350	0	0	61,400	
INT-MOR DEBT	144,700	130,500	144,100	139,100	143,400	138,600	142,900	142,600	137,600	141,900	137,000	141,200	1,683,600	
INT NON-MOR DBT	43,850	43,850	43,850	43,850	43,850	43,850	43,850	43,850	43,850	43,850	43,850	43,850	526,200	
AMORT. LOAN COST														
INT INCOME/NOTE RECEIVABLE REC'D	-18,462	-18,548	-18,520	-18,464	-18,474	-18,517	-18,529	-18,556	-18,496	-18,511	-18,551	-18,468	-222,097	
NET INCOME	21,871	132,267	162,421	128,474	206,987	241,249	67,981	-32,670	307,899	262,388	-6,395	18,435	1,510,910	
PRINCIPAL-MOR DEBT	53,700	65,595	54,265	58,384	54,799	58,903	55,337	55,599	59,680	56,144	60,210	56,694	689,310	
PRINCIPAL-MOR DEBT	4,921	6,025	4,973	5,355	5,022	5,403	5,071	5,095	5,474	5,145	5,522	5,196	63,202	
PRINCIPAL-MOR DEBT	5,462	6,748	5,520	5,964	5,574	6,017	5,629	5,656	6,096	5,711	6,151	5,768	70,297	
OWNER DISTRIBUTIONS														
NET CASH	-42,213	53,899	97,663	58,771	141,592	170,927	1,944	-99,020	236,649	195,388	-78,279	-49,223	688,101	

1,401,600 Morton \$25M
130,200 Morton \$2.3M
151,800 Morton \$2.7M (Univ Plaza)
1,683,600