

Holiday Inn Express, Baker, CA

Operating projections, 71 Units

	Year 2 (Q1)		Year 2 (Q2)		Year 2 (Q3)		Year 2 (Q4)	
Occupancy Percent	67%%		67%		67%		67%%	
Average Daily Rate	\$75.00		\$75.00		\$75.00		\$75.00	
Revenues								
Room Revenue	325,557	98.5%	325,557	98.5%	325,557	98.5%	325,557	98.5%
Gift Shop	1,800	0.5%	1,800	0.5%	1,800	0.5%	1,800	0.3%
Meeting Room		0.0%		0.0%		0.0%		
Telephone	1,325	0.4%	1,325	0.4%	1,325	0.4%	1,325	0.2%
Vending	1,375	0.4%	1,375	0.4%	1,375	0.4%	1,375	0.2%
Other	427	0.1%	427	0.1%	427	0.1%	427	0.1%
Total Revenue	330,484	100%	330,484	100%	330,484	100%	330,484	99%
Expenses								
Advertising	16,524	5.0%	16,524	5.0%	16,524	5.0%	16,524	5.0%
Bank Charges	455	0.0%	483	0.0%	520	0.0%	573	0.0%
Continental Breakfast	8,262	2.5%	8,262	2.5%	8,262	2.5%	8,262	2.5%
Credit Card Discount	4,957	1.5%	4,957	1.5%	4,957	1.5%	4,957	1.5%
Commission	3,305	1.0%	3,305	1.0%	3,305	1.0%	3,305	1.0%
Dues & Subscription	330	0.1%	330	0.1%	330	0.1%	330	0.1%
Education & Seminars	330	0.1%	330	0.1%	330	0.1%	330	0.1%
Franchisee Fee	16,524	5.0%	16,524	5.0%	16,524	5.0%	16,524	5.0%
Insurance	2,313	0.7%	2,313	0.7%	2,313	0.7%	2,313	0.7%
Internet	1,652	0.5%	1,652	0.5%	1,652	0.5%	1,652	0.5%
Legal & Accounting	661	0.2%	661	0.2%	661	0.2%	661	0.2%
Laundry & Uniform	2,313	0.7%	2,313	0.7%	2,313	0.7%	2,313	0.7%
Management Fee	13,219	4.0%	13,219	4.0%	13,219	4.0%	13,219	4.0%
Miscellaneous	661	0.2%	661	0.2%	661	0.2%	661	0.2%
Office Supplies	661	0.2%	661	0.2%	661	0.2%	661	0.2%
Pest Control	330	0.1%	330	0.1%	330	0.1%	330	0.1%
Repairs & Maint	6,610	2.0%	6,610	2.0%	6,610	2.0%	6,610	2.0%
Salary - Front Desk	24,786	7.5%	24,786	7.5%	24,786	7.5%	24,786	7.5%
Salary - Housekeeping	21,481	6.5%	21,481	6.5%	21,481	6.5%	21,481	6.5%
Supplies	4,957	1.5%	4,957	1.5%	4,957	1.5%	4,957	1.5%
Payroll Taxes	6,610	2.0%	6,610	2.0%	6,610	2.0%	6,610	2.0%
License & Permits	330	0.1%	330	0.1%	330	0.1%	330	0.1%
Telephone	991	0.3%	991	0.3%	991	0.3%	991	0.3%
Television & Cable	2,313	0.7%	2,313	0.7%	2,313	0.7%	330	0.1%
Travel	661	0.2%	661	0.2%	661	0.2%	661	0.2%
Trash Removal	661	0.2%	661	0.2%	661	0.2%	661	0.2%
Utilities	4,957	1.5%	4,957	1.5%	4,957	1.5%	4,957	1.5%
Water	1,652	0.5%	1,652	0.5%	1,652	0.5%	1,652	0.5%
Workmans Comp	2,313	0.7%	2,313	0.7%	2,313	0.7%	2,313	0.7%
Total Expenses	150,825	45.5%	150,853	45.5%	150,890	45.5%	148,960	44.9%
Net Operating Profit	179,659	54.5%	179,631	54.5%	179,594	54.5%	181,524	54.4%
Loan Payment	124,408		124,408		124,408		124,408	
Ratio	1.44		1.44		1.44		1.46	
Net Cash Flow	55,251		55,223		55,186		57,116	