

Quarterly Projections Y3

Holiday Inn Express, Baker, CA									
Operating projections, 71 Units									
	Year 3 (Q1)		Year 3 (Q2)		Year 3 (Q3)		Year 3 (Q4)		
Occupancy Percent	70%		70%		70%		70%		
Average Daily Rate	\$84.00		\$84.00		\$84.00		\$84.00		
Revenues									
Room Revenue	364,624	98.7%	364,624	98.7%	364,624	98.7%	364,624	98.7%	
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	369,551	100%	369,551	100%	369,551	100%	369,551	99%	
Expenses									
Advertising	18,478	5.0%	18,478	5.0%	18,478	5.0%	18,478	5.0%	
Bank Charges	455	0.0%	483	0.0%	520	0.0%	573	0.0%	
Continental Breakfast	9,239	2.5%	9,239	2.5%	9,239	2.5%	9,239	2.5%	
Credit Card Discount	5,543	1.5%	5,543	1.5%	5,543	1.5%	5,543	1.5%	
Commission	3,696	1.0%	3,696	1.0%	3,696	1.0%	3,696	1.0%	
Dues & Subscription	370	0.1%	370	0.1%	370	0.1%	370	0.1%	
Education & Seminars	370	0.1%	370	0.1%	370	0.1%	370	0.1%	
Franchisee Fee	18,478	5.0%	18,478	5.0%	18,478	5.0%	18,478	5.0%	
Insurance	2,587	0.7%	2,587	0.7%	2,587	0.7%	2,587	0.7%	
Internet	1,848	0.5%	1,848	0.5%	1,848	0.5%	1,848	0.5%	
Legal & Accounting	739	0.2%	739	0.2%	739	0.2%	739	0.2%	
Laundry & Uniform	2,587	0.7%	2,587	0.7%	2,587	0.7%	2,587	0.7%	
Management Fee	14,782	4.0%	14,782	4.0%	14,782	4.0%	14,782	4.0%	
Miscellaneous	739	0.2%	739	0.2%	739	0.2%	739	0.2%	
Office Supplies	739	0.2%	739	0.2%	739	0.2%	739	0.2%	
Pest Control	370	0.1%	370	0.1%	370	0.1%	370	0.1%	
Repairs & Maint	7,391	2.0%	7,391	2.0%	7,391	2.0%	7,391	2.0%	
Salary - Front Desk	27,716	7.5%	27,716	7.5%	27,716	7.5%	27,716	7.5%	
Salary - Housekeeping	24,021	6.5%	24,021	6.5%	24,021	6.5%	24,021	6.5%	
Supplies	5,543	1.5%	5,543	1.5%	5,543	1.5%	5,543	1.5%	
Payroll Taxes	7,391	2.0%	7,391	2.0%	7,391	2.0%	7,391	2.0%	
License & Permits	370	0.1%	370	0.1%	370	0.1%	370	0.1%	
Telephone	1,109	0.3%	1,109	0.3%	1,109	0.3%	1,109	0.3%	
Television & Cable	2,587	0.7%	2,587	0.7%	2,587	0.7%	370	0.1%	
Travel	739	0.2%	739	0.2%	739	0.2%	739	0.2%	
Trash Removal	739	0.2%	739	0.2%	739	0.2%	739	0.2%	
Utilities	5,543	1.5%	5,543	1.5%	5,543	1.5%	5,543	1.5%	
Water	1,848	0.5%	1,848	0.5%	1,848	0.5%	1,848	0.5%	
Workmans Comp	2,587	0.7%	2,587	0.7%	2,587	0.7%	2,587	0.7%	
Total Expenses	168,601	45.5%	168,629	45.5%	168,666	45.5%	166,501	44.9%	
Net Operating Profit	200,950	54.5%	200,923	54.5%	200,886	54.5%	203,050	54.6%	
Loan Payment	124,408		124,408		124,408		124,408		
Ratio	1.62		1.62		1.61		1.63		
Net Cash Flow	76,542		76,515		76,478		78,642		