

Company: Spectrum Hotels, Inc Property: Wingate by Wyndham Orlando
For Property: Wingate by Wyndham Orlando
Profit & Loss Statement
As of 12/31/2018

Actual %/POR	Budget %/ POR	Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var	YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	%/POR	Act vs LY Var			
SUMMARY																
3,131	0	3,131	3,131		0	TOTAL ROOMS AVAILABLE	36,865	0		36,865	36,865		0			
2,261	0	2,261	2,886		-625	TOTAL ROOMS SOLD	30,242	0		30,242	30,861		-619			
72.21%	0.00%	72.21%	92.18%		-19.96%	OCCUPANCY %	82.03%	0.00%		82.03%	83.71%		-1.68%			
107.61	0.00	107.61	105.76		1.86	AVERAGE DAILY RATE	98.32	0.00		98.32	91.29		7.03			
77.71	0.00	77.71	97.48		-19.77	REV PAR	80.66	0.00		80.66	76.42		4.23			
REVENUES																
243,316.42	0.93	0.00	0.00	243,316.42	305,212.96	1.01	-61,896.54	ROOMS	2,973,486.33	0.99	0.00	0.00	973,486.33	2,817,402.56	1.01	156,083.77
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TELEPHONE	0.00	0.00	0.00	0.00	0.00	31.85	0.00	-31.85
18,809.42	0.07	0.00	0.00	18,809.42	-3,652.60	-0.01	22,462.02	MISC/MEETING ROOM	37,339.61	0.01	0.00	0.00	37,339.61	-14,819.19	-0.01	52,158.80
262,125.84	1.00	0.00	0.00	262,125.84	301,560.36	1.00	-39,434.52	TOTAL REVENUES	3,010,825.94	1.00	0.00	0.00	3,010,825.94	2,802,615.22	1.00	208,210.72
DEPARTMENT EXPENSES																
79,991.92	0.31	0.00	0.00	79,991.92	54,869.15	0.18	25,122.77	ROOMS EXPENSE	853,829.78	0.28	0.00	0.00	853,829.78	458,429.42	0.16	395,400.36
3,398.00	0.00	0.00	0.00	3,398.00	1,142.27	0.00	2,255.73	TELEPHONE EXPENSE	20,299.84	0.00	0.00	0.00	20,299.84	9,013.58	283.00	11,286.26
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	MISC/MEETING ROOM EXPEN:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
83,389.92	0.32	0.00	0.00	83,389.92	56,011.42	0.19	27,378.50	TOTAL DEPT EXPENSES	874,129.62	0.29	0.00	0.00	874,129.62	467,443.00	0.17	406,686.62
DEPARTMENTAL PROFIT																
163,324.50	0.67	0.00	0.00	163,324.50	250,343.81	0.82	-87,019.31	ROOMS PROFIT	2,119,656.55	0.71	0.00	0.00	1,119,656.55	2,358,973.14	0.84	-239,316.59
-3,398.00	0.00	0.00	0.00	-3,398.00	-1,142.27	0.00	-2,255.73	TELEPHONE PROFIT	-20,299.84	0.00	0.00	0.00	-20,299.84	-8,981.73	-282.00	-11,318.11
18,809.42	1.00	0.00	0.00	18,809.42	-3,652.60	1.00	22,462.02	MISC/MEETING ROOM PROFIT	37,339.61	1.00	0.00	0.00	37,339.61	-14,819.19	1.00	52,158.80
178,735.92	0.68	0.00	0.00	178,735.92	245,548.94	0.81	-66,813.02	TOTAL DEPT PROFIT	2,136,696.32	0.71	0.00	0.00	136,696.32	2,335,172.22	0.83	-198,475.90
TOTAL ADMIN EXPENSES																
23,691.05	0.09	0.00	0.00	23,691.05	-1,118.07	0.00	24,809.12	A&G EXPENSES	223,958.03	0.07	0.00	0.00	223,958.03	6,077.06	0.00	217,880.97
4,633.88	0.02	0.00	0.00	4,633.88	2,030.00	0.01	2,603.88	SALES EXPENSE	62,570.95	0.02	0.00	0.00	62,570.95	9,299.66	0.00	53,271.29
58,384.00	0.22	0.00	0.00	58,384.00	10,327.13	0.03	48,056.87	MAINT EXPENSE	484,066.31	0.16	0.00	0.00	484,066.31	154,058.62	0.05	330,007.69
8,493.13	0.03	0.00	0.00	8,493.13	9,372.39	0.03	-879.26	UTILITIES EXPENSE	107,126.98	0.04	0.00	0.00	107,126.98	81,161.00	0.03	25,965.98
95,202.06	0.36	0.00	0.00	95,202.06	20,611.45	0.07	74,590.61	TOTAL ADMIN EXPENSES	877,722.27	0.29	0.00	0.00	877,722.27	250,596.34	0.09	627,125.93
83,533.86	0.32	0.00	0.00	83,533.86	224,937.49	0.75	141,403.63	HOUSE PROFIT	1,258,974.05	0.42	0.00	0.00	258,974.05	2,084,575.88	0.74	-825,601.83
FIXED EXPENSES																
22,368.36	0.09	0.00	0.00	22,368.36	22,803.66	0.07	-435.30	FRANCHISE FEES	294,063.46	0.10	0.00	0.00	294,063.46	185,321.75	0.07	108,741.71
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	MANAGEMENT FEES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2,500.00	0.01	0.00	0.00	2,500.00	2,762.45	0.01	-262.45	FIXED EXPENSES	162,480.85	0.05	0.00	0.00	162,480.85	151,260.08	0.05	11,220.77
58,665.50	0.22	0.00	0.00	58,665.50	199,371.38	0.66	140,705.88	NET OPERATING INCOME	802,429.74	0.27	0.00	0.00	302,429.74	1,747,994.05	0.62	-945,564.31
23,947.36	0.09	0.00	0.00	23,947.36	39,565.01	0.13	-15,617.65	OTHER EXPENSES	297,396.34	0.10	0.00	0.00	297,396.34	209,656.36	0.07	87,739.98
34,718.14	0.13	0.00	0.00	34,718.14	159,806.37	0.53	125,088.23	N.I. AFTER OTHER	505,033.40	0.17	0.00	0.00	505,033.40	1,538,337.69	0.55	-1,033,304.29

Actual	%/POR	Budget	%/ POR	Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var		YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	% /POR	Act vs LY Var
Rooms Department																
243,316.42	1.00	0.00	0.00	243,316.42	305,212.96	1.00	-61,896.54	Rack/Premium	,973,486.33	1.00	0.00	0.00	73,486.33	2,817,402.56	1.00	156,083.77
243,316.42	1.00	0.00	0.00	243,316.42	305,212.96	1.00	-61,896.54	Total Transient Revenue	2,973,486.33	1.00	0.00	0.00	73,486.33	2,817,402.56	1.00	156,083.77
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Total Group Revenues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
243,316.42	1.00	0.00	0.00	243,316.42	305,212.96	1.00	-61,896.54	Total Rooms Revenue	2,973,486.33	1.00	0.00	0.00	73,486.33	2,817,402.56	1.00	156,083.77
Payroll & Related Expense																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	FOM/Guest Service Mgr	2,704.50	0.09	0.00	0.00	-2,704.50	0.00	0.00	-2,704.50
6,993.23	0.00	0.00	0.00	-6,993.23	5,269.89	0.06	-1,723.34	FD/Guest Service Reps	84,143.88	0.00	0.00	0.00	-84,143.88	45,523.45	0.03	-38,620.43
0.00	0.00	0.00	0.00	0.00	176.00	0.06	176.00	FD/Supervisor	241.14	0.01	0.00	0.00	-241.14	1,035.02	0.03	793.88
2,775.00	1.23	0.00	0.00	-2,775.00	2,220.00	0.77	-555.00	Executive Housekeeper	31,950.36	1.06	0.00	0.00	-31,950.36	16,705.00	0.54	-15,245.36
2,513.26	1.11	0.00	0.00	-2,513.26	2,668.51	0.92	155.25	Asst Exec Housekeeper/Inspecctr	31,493.57	1.04	0.00	0.00	-31,493.57	20,564.97	0.67	-10,928.60
13,796.85	6.10	0.00	0.00	-13,796.85	11,637.55	4.03	-2,159.30	Housekeepers	153,919.02	5.09	0.00	0.00	-153,919.02	97,949.83	3.17	-55,969.19
3,007.13	1.33	0.00	0.00	-3,007.13	2,073.60	0.72	-933.53	Housemen	30,933.23	1.02	0.00	0.00	-30,933.23	17,846.75	0.58	-13,086.48
3,257.03	1.44	0.00	0.00	-3,257.03	2,391.65	0.83	-865.38	Laundry	30,739.13	1.02	0.00	0.00	-30,739.13	20,794.65	0.67	-9,944.48
3,058.32	1.35	0.00	0.00	-3,058.32	2,173.01	0.75	-885.31	Comp Breakfast Hostess	29,615.42	0.98	0.00	0.00	-29,615.42	18,574.44	0.60	-11,040.98
3,292.50	1.46	0.00	0.00	-3,292.50	864.00	0.30	-2,428.50	Night Audit	40,433.77	1.34	0.00	0.00	-40,433.77	9,828.74	0.32	-30,605.03
292.81	0.13	0.00	0.00	-292.81	0.00	0.00	-292.81	Payroll Taxes-Rooms	1,135.84	0.04	0.00	0.00	-1,135.84	4,104.29	0.13	2,968.45
38,986.13	17.24	0.00	0.00	38,986.13	29,474.21	10.21	9,511.92	Total P/R & R/Benefits	437,309.86	14.46	0.00	0.00	437,309.86	252,927.14	8.20	184,382.72
Operating Expense																
0.00	0.00	0.00	0.00	0.00	78.75	0.03	78.75	Newspapers: USA Today	557.84	0.02	0.00	0.00	-557.84	932.40	0.03	374.56
20,122.40	8.90	0.00	0.00	-20,122.40	7,699.10	2.67	-12,423.30	Comp Breakfast	154,251.03	5.10	0.00	0.00	-154,251.03	63,102.85	2.04	-91,148.18
2,400.00	1.06	0.00	0.00	-2,400.00	850.00	0.29	-1,550.00	Guest Transportation	14,750.00	0.49	0.00	0.00	-14,750.00	6,800.00	0.22	-7,950.00
585.65	0.26	0.00	0.00	-585.65	786.54	0.27	200.89	Laundry and Hskp Chemicals	3,819.01	0.13	0.00	0.00	-3,819.01	2,144.93	0.07	-1,674.08
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Linen Supplies	11,216.99	0.37	0.00	0.00	-11,216.99	21,663.57	0.70	10,446.58
2,598.00	1.15	0.00	0.00	-2,598.00	1,166.27	0.40	-1,431.73	Cable or satellite - no movies	12,489.00	0.41	0.00	0.00	-12,489.00	6,997.97	0.23	-5,491.03
0.00	0.00	0.00	0.00	0.00	252.50	0.09	252.50	HSIA Support	2,693.33	0.09	0.00	0.00	-2,693.33	2,909.84	0.09	216.51
1,978.33	0.87	0.00	0.00	-1,978.33	1,980.27	0.69	1.94	Reservations: Bus. systems Maint	7,919.14	0.26	0.00	0.00	-7,919.14	3,960.54	0.13	-3,958.60
876.43	0.39	0.00	0.00	-876.43	122.40	0.04	-754.03	Guest Room Supplies	11,260.98	0.37	0.00	0.00	-11,260.98	9,192.53	0.30	-2,068.45
3,713.60	1.64	0.00	0.00	-3,713.60	1,407.68	0.49	-2,305.92	Cleaning Supplies: Other than che	22,775.55	0.75	0.00	0.00	-22,775.55	9,471.18	0.31	-13,304.37
8,731.38	3.86	0.00	0.00	-8,731.38	11,051.43	3.83	2,320.05	Travel Agents Commission	173,927.28	5.75	0.00	0.00	-173,927.28	78,326.47	2.54	-95,600.81
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Uniforms : For All Departments	479.51	0.02	0.00	0.00	-479.51	0.00	0.00	-479.51
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Walk Expense	380.26	0.01	0.00	0.00	-380.26	0.00	0.00	-380.26
41,005.79	18.14	0.00	0.00	41,005.79	25,394.94	8.80	15,610.85	Total Operating-Rooms	416,519.92	13.77	0.00	0.00	416,519.92	205,502.28	6.66	211,017.64
79,991.92	35.38	0.00	0.00	79,991.92	54,869.15	19.01	25,122.77	Total Expenses-Rooms	853,829.78	28.23	0.00	0.00	353,829.78	458,429.42	14.85	395,400.36
163,324.50	72.24	0.00	0.00	163,324.50	250,343.81	86.74	-87,019.31	Net Income-Rooms	2,119,656.55	70.09	0.00	0.00	119,656.55	2,358,973.14	76.44	-239,316.59

Actual %/POR		Budget %/ POR		Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var		YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	% /POR	Act vs LY Var
TELEPHONE																
TELEPHONE REVENUES																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	2.24	0.07	-2.24
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	29.61	0.93	-29.61
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL TELEPHONE REVENU	0.00	0.00	0.00	0.00	0.00	31.85	1.00	-31.85
COST OF SALES TELEPHONE																
748.00	0.00	0.00	0.00	-748.00	0.00	0.00	-748.00	Cost of Sales Long Distance Tele	3,678.45	0.00	0.00	0.00	-3,678.45	0.00	0.00	-3,678.45
2,650.00	0.00	0.00	0.00	-2,650.00	1,142.27	0.00	-1,507.73	HSIA Internet Conn, Paetec, A	15,024.79	0.00	0.00	0.00	-15,024.79	8,423.15	0.00	-6,601.64
3,398.00	0.00	0.00	0.00	3,398.00	1,142.27	0.00	2,255.73	TOTAL COS-TELEPHONE	18,703.24	0.00	0.00	0.00	18,703.24	8,423.15	264.46	10,280.09
-3,398.00	0.00	0.00	0.00	-3,398.00	-1,142.27	0.00	-2,255.73	GROSS MARGIN-TELEPHON	-18,703.24	0.00	0.00	0.00	-18,703.24	-8,391.30	263.46	-10,311.94
OPERATING EXP -TELEPHO																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Equipment Cost	0.00	0.00	0.00	0.00	0.00	590.43	18.54	590.43
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Equipment Maintenance	1,596.60	0.00	0.00	0.00	-1,596.60	0.00	0.00	-1,596.60
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL OPER- TELEPHONE	1,596.60	0.00	0.00	0.00	1,596.60	590.43	18.54	1,006.17
-3,398.00	0.00	0.00	0.00	-3,398.00	-1,142.27	0.00	-2,255.73	NET INCOME-TELEPHONE	-20,299.84	0.00	0.00	0.00	-20,299.84	-8,981.73	282.00	-11,318.11

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MISCELLANEOUS																
MISCELLANEOUS REVENUES																
-101.74	-0.01	0.00	0.00	-101.74	-6.00	0.00	-95.74	Laundry Valet	-372.49	-0.09	0.00	0.00	-372.49	-114.03	0.00	-258.46
230.00	0.01	0.00	0.00	230.00	380.00	-0.06	-150.00	Rollaways	2,210.00	0.54	0.00	0.00	2,210.00	1,790.00	-0.04	420.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Smoking Fee	1,172.25	0.00	0.00	0.00	1,172.25	1,589.44		-417.19
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Fax	148.70	0.04	0.00	0.00	148.70	-259.00	0.01	407.70
8,001.28	0.52	0.00	0.00	8,001.28	-828.24	0.13	8,829.52	Misc-make attempt to classify con	963.48	0.23	0.00	0.00	963.48	-5,852.86	0.12	6,816.34
7,314.88	0.00	0.00	0.00	7,314.88	-5,890.31		13,205.19	Guest Paid Out	0.00	0.00	0.00	0.00	0.00	-44,943.97		44,943.97
15,444.42	1.00	0.00	0.00	15,444.42	-6,344.55	1.00	21,788.97	TOTAL MISCELLANEOUS RE	4,121.94	1.00	0.00	0.00	4,121.94	-47,790.42	1.00	51,912.36
COS SALES-MISCELLANEOI																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL COS-MISCELLANEOI	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEETING ROOM REVENUE																
3,365.00	1.00	0.00	0.00	3,365.00	2,691.95	1.00	673.05	Meeting Room Rental	33,203.67	1.00	0.00	0.00	33,203.67	32,935.90	1.00	267.77
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Meeting Room F&B	14.00	0.00	0.00	0.00	14.00	35.33	0.00	-21.33
3,365.00	1.00	0.00	0.00	3,365.00	2,691.95	1.00	673.05	TOTAL MEETING ROOM RE	33,217.67	1.00	0.00	0.00	33,217.67	32,971.23	1.00	246.44
COST OF SALE -MEETING																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL COS-MEETING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
18,809.42	1.00	0.00	0.00	18,809.42	-3,652.60	1.00	22,462.02	N.I-MISCELLANEOUS/MTG	37,339.61	1.00	0.00	0.00	37,339.61	-14,819.19	1.00	52,158.80

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ADMIN & GENERAL																
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P/R & RELATED BENEFITS-																
3,400.00	0.01	0.00	0.00	-3,400.00	0.00	0.00	-3,400.00	General Manager	45,800.00	0.02	0.00	0.00	-45,800.00	0.00	0.00	-45,800.00
260.10	0.00	0.00	0.00	-260.10	0.00	0.00	-260.10	Payroll Taxes-Admin	6,295.69	0.00	0.00	0.00	-6,295.69	0.00	0.00	-6,295.69
756.00	0.00	0.00	0.00	-756.00	0.00	0.00	-756.00	Employee Benefits-Admin	9,072.00	0.00	0.00	0.00	-9,072.00	0.00	0.00	-9,072.00
4,416.10	0.02	0.00	0.00	4,416.10	0.00	0.00	4,416.10	TOTAL P/R & R/B - A&G	61,167.69	0.02	0.00	0.00	61,167.69	0.00	0.00	61,167.69
OPERATING EXPENSES- A&G																
6,808.99	0.03	0.00	0.00	-6,808.99	0.00	0.00	-6,808.99	Emp. Relations: EOM, Gifts, Lunch	6,808.99	0.00	0.00	0.00	-6,808.99	0.00	0.00	-6,808.99
5,891.38	0.02	0.00	0.00	-5,891.38	370.69	0.00	-5,520.69	Accounting Fees: Do Not Use	27,030.97	0.01	0.00	0.00	-27,030.97	18,019.52	0.01	-9,011.45
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Data Processing: Frame Relat, M3	24.00	0.00	0.00	0.00	-24.00	220.00	0.00	196.00
1,084.25	0.00	0.00	0.00	-1,084.25	0.00	0.00	-1,084.25	Office Supplies	6,802.22	0.00	0.00	0.00	-6,802.22	899.47	0.00	-5,902.75
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Computer and Office Equipment	1,296.97	0.00	0.00	0.00	-1,296.97	1,716.81	0.00	419.84
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Travel & Lodging	0.00	0.00	0.00	0.00	0.00	996.06	0.00	996.06
307.65	0.00	0.00	0.00	-307.65	446.21	0.00	138.56	Tele: Cells, Admin FAX Line	5,822.94	0.00	0.00	0.00	-5,822.94	3,358.76	0.00	-2,464.18
145.35	0.00	0.00	0.00	-145.35	0.00	0.00	-145.35	Postage	687.26	0.00	0.00	0.00	-687.26	141.59	0.00	-545.67
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Bad Debt	731.30	0.00	0.00	0.00	-731.30	0.00	0.00	-731.30
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Dues & Subscription	1,040.00	0.00	0.00	0.00	-1,040.00	0.00	0.00	-1,040.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Professional fees	6,021.80	0.00	0.00	0.00	-6,021.80	5,750.00	0.00	-271.80
10,122.94	0.04	0.00	0.00	-10,122.94	4,631.86	0.02	-5,491.08	Credit Card Commissions	85,228.90	0.03	0.00	0.00	-85,228.90	29,566.82	0.01	-55,662.08
-7,093.09	-0.03	0.00	0.00	7,093.09	0.00	0.00	7,093.09	Miscellaneous	3,262.79	0.00	0.00	0.00	-3,262.79	0.00	0.00	-3,262.79
175.00	0.00	0.00	0.00	-175.00	0.00	0.00	-175.00	Bank Charges	276.65	0.00	0.00	0.00	-276.65	0.00	0.00	-276.65
0.00	0.00	0.00	0.00	0.00	-7,430.36	-0.02	-7,430.36	Cash Over & Short	3.27	0.00	0.00	0.00	-3.27	-99,034.38	-0.04	-99,037.65
846.17	0.00	0.00	0.00	-846.17	0.00	0.00	-846.17	Chargebacks	5,819.20	0.00	0.00	0.00	-5,819.20	1,112.06	0.00	-4,707.14
122.78	0.00	0.00	0.00	-122.78	0.00	0.00	-122.78	Payroll Services	1,570.72	0.00	0.00	0.00	-1,570.72	0.00	0.00	-1,570.72
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Workers Comp Insurance	0.00	0.00	0.00	0.00	0.00	30.32	0.00	30.32
863.53	0.00	0.00	0.00	-863.53	863.53	0.00	0.00	Auto Loan Payments	10,362.36	0.00	0.00	0.00	-10,362.36	6,908.24	0.00	-3,454.12
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Cap Ex Item	0.00	0.00	0.00	0.00	0.00	36,391.79	0.00	36,391.79
19,274.95	0.07	0.00	0.00	19,274.95	-1,118.07	0.00	20,393.02	TOTAL OPERATING- A&G	162,790.34	0.05	0.00	0.00	162,790.34	6,077.06	0.00	156,713.28
3,691.05	0.09	0.00	0.00	23,691.05	-1,118.07	0.00	4,809.12	TOTAL EXPENSES -	123,958.03	0.07	0.00	0.00	123,958.03	6,077.06	0.00	17,880.97

Actual	%/POR	Budget	%/ POR	Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var		YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	% /POR	Act vs LY Var
SALES DEPARTEMENT																
SALES																
P/R & R/B																
2,846.16	0.01	0.00	0.00	-2,846.16	0.00	0.00	-2,846.16	Director of Sales	37,000.08	0.01	0.00	0.00	-37,000.08	3,629.66	0.00	-33,370.42
217.72	0.00	0.00	0.00	-217.72	0.00	0.00	-217.72	Payroll Taxes-Sales	870.88	0.00	0.00	0.00	-870.88	0.00	0.00	-870.88
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Bonus/Incentive Pay	6,000.00	0.00	0.00	0.00	-6,000.00	0.00	0.00	-6,000.00
3,063.88	0.01	0.00	0.00	3,063.88	0.00	0.00	3,063.88	TOTAL P/R & R/B-SALES	43,870.96	0.01	0.00	0.00	43,870.96	3,629.66	0.00	40,241.30
OPERATING EXPENSES-SAI																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Office Supplies	5,509.99	0.00	0.00	0.00	-5,509.99	0.00	0.00	-5,509.99
0.00	0.00	0.00	0.00	0.00	1,510.00	0.01	1,510.00	National Advertising	0.00	0.00	0.00	0.00	0.00	1,510.00	0.00	1,510.00
1,570.00	0.01	0.00	0.00	-1,570.00	520.00	0.00	-1,050.00	Internet Advertising	13,190.00	0.00	0.00	0.00	-13,190.00	4,160.00	0.00	-9,030.00
1,570.00	0.01	0.00	0.00	1,570.00	2,030.00	0.01	-460.00	TOTAL OPERATING-SALES	18,699.99	0.01	0.00	0.00	18,699.99	5,670.00	0.00	13,029.99
4,633.88	0.02	0.00	0.00	4,633.88	2,030.00	0.01	2,603.88	TOTAL EXPENSES-SALES	62,570.95	0.02	0.00	0.00	62,570.95	9,299.66	0.00	53,271.29

Actual %/POR	Budget %/ POR	Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var	YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	% /POR	Act vs LY Var			
MAINTENANCE REPAIRS & MAINTENANCE P/R & RELATED EXPENSES																
3,816.92	0.01	0.00	0.00	-3,816.92	992.00	0.00	-2,824.92	Chief Engineer	45,684.33	0.02	0.00	0.00	-45,684.33	10,171.60	0.00	-35,512.73
2,302.89	0.01	0.00	0.00	-2,302.89	1,372.25	0.00	-930.64	Asst Engineer	19,381.26	0.01	0.00	0.00	-19,381.26	14,039.75	0.01	-5,341.51
10,258.27	0.00	0.00	0.00	-10,258.27	0.00	0.00	-10,258.27	General Maintenance	12,461.01	0.00	0.00	0.00	-12,461.01	0.00	0.00	-12,461.01
197.12	0.00	0.00	0.00	-197.12	0.00	0.00	-197.12	Payroll Taxes-Maint	2,721.05	0.00	0.00	0.00	-2,721.05	0.00	0.00	-2,721.05
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Contract Labor	0.00	0.00	0.00	0.00	993.80	0.00	993.80	
16,575.20	0.06	0.00	0.00	16,575.20	2,364.25	0.01	14,210.95	TOTAL P/R & RELATED EXP OPERATING EXPENSES- R8	80,247.65	0.03	0.00	0.00	80,247.65	25,205.15	0.01	55,042.50
21,399.58	0.08	0.00	0.00	-21,399.58	4,145.72	0.01	-17,253.86	Building Maintenance	152,992.20	0.05	0.00	0.00	-152,992.20	77,524.81	0.03	-75,467.39
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Office Equipment	16,345.64	0.01	0.00	0.00	-16,345.64	553.78	0.00	-15,791.86
7,836.23	0.03	0.00	0.00	-7,836.23	739.19	0.00	-7,097.04	Auto Expense	63,544.02	0.02	0.00	0.00	-63,544.02	8,310.50	0.00	-55,233.52
2,529.91	0.01	0.00	0.00	-2,529.91	0.00	0.00	-2,529.91	Electrical & Mechanical	18,868.57	0.01	0.00	0.00	-18,868.57	3,023.33	0.00	-15,845.24
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	HVAC	6,712.49	0.00	0.00	0.00	-6,712.49	732.63	0.00	-5,979.86
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Plumbing & Boiler	6,433.41	0.00	0.00	0.00	-6,433.41	2,899.63	0.00	-3,533.78
333.47	0.00	0.00	0.00	-333.47	203.15	0.00	-130.32	Pool	15,083.44	0.01	0.00	0.00	-15,083.44	3,524.73	0.00	-11,558.71
1,100.00	0.00	0.00	0.00	-1,100.00	0.00	0.00	-1,100.00	Grounds & Landscaping	15,300.00	0.01	0.00	0.00	-15,300.00	9,495.00	0.00	-5,805.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Furniture & Fixtures	19,408.88	0.01	0.00	0.00	-19,408.88	2,536.83	0.00	-16,872.05
3,600.00	0.01	0.00	0.00	-3,600.00	0.00	0.00	-3,600.00	Painting	52,138.46	0.02	0.00	0.00	-52,138.46	2,065.98	0.00	-50,072.48
700.00	0.00	0.00	0.00	-700.00	1,600.00	0.01	900.00	Carpet & Floor	6,018.00	0.00	0.00	0.00	-6,018.00	3,163.00	0.00	-2,855.00
2,497.50	0.01	0.00	0.00	-2,497.50	0.00	0.00	-2,497.50	Window Treatments	6,856.58	0.00	0.00	0.00	-6,856.58	4,088.70	0.00	-2,767.88
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Kitchen Equipment	4,060.16	0.00	0.00	0.00	-4,060.16	0.00	0.00	-4,060.16
792.37	0.00	0.00	0.00	-792.37	1,078.85	0.00	286.48	Exterminating	3,783.97	0.00	0.00	0.00	-3,783.97	3,240.80	0.00	-543.17
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	License & Permits	1,996.79	0.00	0.00	0.00	-1,996.79	0.00	0.00	-1,996.79
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Equipment Rental	3,100.00	0.00	0.00	0.00	-3,100.00	0.00	0.00	-3,100.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Fire & Safety: Test Fees to Meet C	2,983.50	0.00	0.00	0.00	-2,983.50	2,457.39	0.00	-526.11
111.83	0.00	0.00	0.00	-111.83	195.97	0.00	84.14	Fire Alarm and Sprinkler Inspectio	1,620.96	0.00	0.00	0.00	-1,620.96	1,536.89	0.00	-84.07
907.91	0.00	0.00	0.00	-907.91	0.00	0.00	-907.91	Elevator: Monthly Contract Fee	6,571.59	0.00	0.00	0.00	-6,571.59	3,699.47	0.00	-2,872.12
41,808.80	0.16	0.00	0.00	41,808.80	7,962.88	0.03	33,845.92	TOTAL OPERATING- R&M	403,818.66	0.13	0.00	0.00	403,818.66	128,853.47	0.05	274,965.19
58,384.00	0.22	0.00	0.00	58,384.00	10,327.13	0.03	48,056.87	TOTAL EXPENSES- R&M	484,066.31	0.16	0.00	0.00	484,066.31	154,058.62	0.05	330,007.69

Actual %/POR	Budget %/ POR	Act vs Bud Var	PTD Last Year	%/ POR	Act vs LY Var		YTD	%/ POR	YTD Budget	%/ POR	Act vs Bud VAR	YTD Last Year	% /POR	Act vs LY Var
UTILITIES														
UTILITIES EXPENSE														
3,053.54	0.01	0.00	0.00	-3,053.54	3,179.80	0.01	126.26	0.02	0.00	0.00	-45,311.88	34,164.12	0.01	-11,147.76
1,357.35	0.01	0.00	0.00	-1,357.35	1,742.91	0.01	385.56	0.00	0.00	0.00	-13,853.72	9,209.03	0.00	-4,644.69
794.38	0.00	0.00	0.00	-794.38	940.98	0.00	146.60	0.00	0.00	0.00	-6,856.27	7,178.49	0.00	322.22
3,287.86	0.01	0.00	0.00	-3,287.86	3,508.70	0.01	220.84	0.01	0.00	0.00	-41,105.11	30,609.36	0.01	-10,495.75
8,493.13	0.03	0.00	0.00	8,493.13	9,372.39	0.03	-879.26	0.04	0.00	0.00	107,126.98	81,161.00	0.03	25,965.98
FRANCHISE														
FRANCHISE FEES														
22,368.36	0.09	0.00	0.00	-22,368.36	22,803.66	0.08	435.30	0.10	0.00	0.00	-294,063.46	185,321.75	0.07	-108,741.71
22,368.36	0.09	0.00	0.00	22,368.36	22,803.66	0.08	-435.30	0.10	0.00	0.00	294,063.46	185,321.75	0.07	108,741.71
MANAGEMENT FEES														
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FIXED EXP														
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	122,087.76	0.04	122,087.76
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	-134,480.85	2,208.27	0.00	-132,272.58
2,500.00	0.01	0.00	0.00	-2,500.00	2,762.45	0.01	262.45	0.01	0.00	0.00	-28,000.00	26,964.05	0.01	-1,035.95
2,500.00	0.01	0.00	0.00	2,500.00	2,762.45	0.01	-262.45	0.05	0.00	0.00	162,480.85	151,260.08	0.05	11,220.77
OTHER EXP														
406.64	0.00	0.00	0.00	-406.64	234.33	0.00	-172.31	0.00	0.00	0.00	-6,582.67	1,874.64	0.00	-4,708.03
23,540.72	0.09	0.00	0.00	-23,540.72	39,330.68	0.13	15,789.96	0.10	0.00	0.00	-290,813.67	207,781.72	0.07	-83,031.95
23,947.36	0.09	0.00	0.00	23,947.36	39,565.01	0.13	-15,617.65	0.10	0.00	0.00	297,396.34	209,656.36	0.07	87,739.98