

Company: Spectrum Hotels, Inc Property: Wingate by Wyndham Orlando
For Property: Wingate by Wyndham Orlando
Profit & Loss Statement
As of 12/31/2020

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	36,966		0		36,966	36,865		101		
1,512	0	1,512	2,140		-628	TOTAL ROOMS SOLD	16,319		0		16,319	27,074		-10,755		
48.29%	0.00%	48.29%	68.35%		-20.06%	OCCUPANCY %	44.15%		0.00%		44.15%	73.44%		-29.29%		
62.34	0.00	62.34	106.41		-44.07	AVERAGE DAILY RATE	75.31		0.00		75.31	95.41		-20.10		
30.10	0.00	30.10	72.73		-42.62	REV PAR	33.25		0.00		33.25	70.07		-36.82		
REVENUES																
94,257.32	0.73	0.00	0.00	94,257.32	227,707.96	0.97	-133,450.64	ROOMS	1,229,061.61	0.94	0.00	0.00	2,229,061.61	2,583,141.43	0.99	-1,354,079.82
0.00	0.00	0.00	0.00	0.00	9.78	0.00	-9.78	TELEPHONE	25.12	0.00	0.00	0.00	25.12	17.18	0.00	7.94
34,949.14	0.27	0.00	0.00	34,949.14	6,875.50	0.03	28,073.64	MISC/MEETING ROOM	79,699.84	0.06	0.00	0.00	79,699.84	38,228.99	0.01	41,470.85
129,206.46	1.00	0.00	0.00	129,206.46	234,593.24	1.00	105,386.78	TOTAL REVENUES	1,308,786.57	1.00	0.00	0.00	308,786.57	2,621,387.60	1.00	-1,312,601.03
DEPARTMENT EXPENSES																
45,102.62	0.35	0.00	0.00	45,102.62	81,671.52	0.35	-36,568.90	ROOMS EXPENSE	484,359.26	0.37	0.00	0.00	484,359.26	861,868.88	0.33	-377,509.62
2,625.88	0.00	0.00	0.00	2,625.88	2,696.45	275.71	-70.57	TELEPHONE EXPENSE	31,738.34	1,263.47	0.00	0.00	31,738.34	33,394.08	943.78	-1,655.74
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
47,728.50	0.37	0.00	0.00	47,728.50	84,367.97	0.36	-36,639.47	TOTAL DEPT EXPENSES	516,097.60	0.39	0.00	0.00	516,097.60	895,262.96	0.34	-379,165.36
DEPARTMENTAL PROFIT																
49,154.70	0.52	0.00	0.00	49,154.70	146,036.44	0.64	-96,881.74	ROOMS PROFIT	744,702.35	0.61	0.00	0.00	744,702.35	1,721,272.55	0.67	-976,570.20
-2,625.88	0.00	0.00	0.00	-2,625.88	-2,686.67	-274.71	60.79	TELEPHONE PROFIT	-31,713.22	1,262.47	0.00	0.00	-31,713.22	-33,376.90	942.78	1,663.68
34,949.14	1.00	0.00	0.00	34,949.14	6,875.50	1.00	28,073.64	MISC/MEETING ROOM PROFIT	79,699.84	1.00	0.00	0.00	79,699.84	38,228.99	1.00	41,470.85
81,477.96	0.63	0.00	0.00	81,477.96	150,225.27	0.64	-68,747.31	TOTAL DEPT PROFIT	792,688.97	0.61	0.00	0.00	792,688.97	1,726,124.64	0.66	-933,435.67
TOTAL ADMIN EXPENSES																
13,976.90	0.11	0.00	0.00	13,976.90	4,828.24	0.02	9,148.66	A&G EXPENSES	181,320.60	0.14	0.00	0.00	181,320.60	195,893.87	0.07	-14,573.27
3,358.87	0.03	0.00	0.00	3,358.87	3,613.88	0.02	-255.01	SALES EXPENSE	50,441.69	0.04	0.00	0.00	50,441.69	64,293.62	0.02	-13,851.93
2,780.48	0.02	0.00	0.00	2,780.48	27,302.39	0.12	-24,521.91	MAINT EXPENSE	195,129.35	0.15	0.00	0.00	195,129.35	289,197.27	0.11	-94,067.92
6,923.94	0.05	0.00	0.00	6,923.94	6,770.53	0.03	153.41	UTILITIES EXPENSE	84,376.92	0.06	0.00	0.00	84,376.92	109,536.38	0.04	-25,159.46
27,040.19	0.21	0.00	0.00	27,040.19	42,515.04	0.18	-15,474.85	TOTAL ADMIN EXPENSES	511,268.56	0.39	0.00	0.00	511,268.56	658,921.14	0.25	-147,652.58
54,437.77	0.42	0.00	0.00	54,437.77	107,710.23	0.46	-53,272.46	HOUSE PROFIT	281,420.41	0.22	0.00	0.00	281,420.41	1,067,203.50	0.41	-785,783.09
FIXED EXPENSES																
10,515.72	0.11	0.00	0.00	10,515.72	28,616.52	0.13	-18,100.80	FRANCHISE FEES	160,116.06	0.13	0.00	0.00	160,116.06	303,744.97	0.12	-143,628.91
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
10,407.10	0.08	0.00	0.00	10,407.10	3,337.81	0.01	7,069.29	FIXED EXPENSES	69,405.09	0.05	0.00	0.00	69,405.09	184,053.44	0.07	-114,648.35
33,514.95	0.26	0.00	0.00	33,514.95	75,755.90	0.32	-42,240.95	NET OPERATING INCOME	51,899.26	0.04	0.00	0.00	51,899.26	579,405.09	0.22	-527,505.83
349,826.51	2.71	0.00	0.00	349,826.51	-72,493.41	-0.31	422,319.92	OTHER EXPENSES	610,514.13	0.47	0.00	0.00	510,514.13	294,720.08	0.11	315,794.05
-316,311.56	-2.45	0.00	0.00	-316,311.56	148,249.31	0.63	464,560.87	N.I. AFTER OTHER	-558,614.87	-0.43	0.00	0.00	558,614.87	284,685.01	0.11	-843,299.88

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																
94,257.32	1.00	0.00	0.00	94,257.32	227,707.96	1.00	133,450.64	Rack/Premium	,229,061.61	1.00	0.00	0.00	29,061.61	2,583,141.43	1.00	1,354,079.82
94,257.32	1.00	0.00	0.00	94,257.32	227,707.96	1.00	133,450.64	Total Transient Revenue	1,229,061.61	1.00	0.00	0.00	229,061.61	2,583,141.43	1.00	-1,354,079.82
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
94,257.32	1.00	0.00	0.00	94,257.32	227,707.96	1.00	133,450.64	Total Rooms Revenue	1,229,061.61	1.00	0.00	0.00	229,061.61	2,583,141.43	1.00	-1,354,079.82
Payroll & Related Expense																
0.00	0.00	0.00	0.00	0.00	944.88	0.44	944.88	FOM/Guest Service Mgr	1,218.45	0.07	0.00	0.00	-1,218.45	1,925.88	0.07	707.43
6,764.34	0.00	0.00	0.00	-6,764.34	6,719.39	0.00	-44.95	FD/Guest Service Reps	71,464.76	0.00	0.00	0.00	-71,464.76	82,030.28	0.04	10,565.52
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	FD/Supervisor	335.94	0.02	0.00	0.00	-335.94	1,042.01	0.04	706.07
2,350.00	1.55	0.00	0.00	-2,350.00	1,770.75	0.83	-579.25	Executive Housekeeper	21,066.47	1.29	0.00	0.00	-21,066.47	29,857.50	1.10	8,791.03
2,279.32	1.51	0.00	0.00	-2,279.32	1,933.77	0.90	-345.55	Asst Exec Housekeeper/Inspecctr	20,540.87	1.26	0.00	0.00	-20,540.87	23,487.13	0.87	2,946.26
6,318.45	4.18	0.00	0.00	-6,318.45	12,678.77	5.92	6,360.32	Housekeepers	79,061.23	4.84	0.00	0.00	-79,061.23	142,719.08	5.27	63,657.85
1,988.52	1.32	0.00	0.00	-1,988.52	2,783.59	1.30	795.07	Housemen	19,124.62	1.17	0.00	0.00	-19,124.62	28,903.00	1.07	9,778.38
1,954.58	1.29	0.00	0.00	-1,954.58	3,247.13	1.52	1,292.55	Laundry	18,580.73	1.14	0.00	0.00	-18,580.73	30,782.51	1.14	12,201.78
0.00	0.00	0.00	0.00	0.00	3,084.49	1.44	3,084.49	Comp Breakfast Hostess	11,521.56	0.71	0.00	0.00	-11,521.56	32,015.85	1.18	20,494.29
3,413.25	2.26	0.00	0.00	-3,413.25	4,341.03	2.03	927.78	Night Audit	42,673.47	2.61	0.00	0.00	-42,673.47	47,243.81	1.74	4,570.34
171.85	0.11	0.00	0.00	-171.85	237.59	0.11	65.74	Payroll Taxes-Rooms	2,369.18	0.15	0.00	0.00	-2,369.18	3,129.88	0.12	760.70
0.00	0.00	0.00	0.00	0.00	4,700.00	2.20	4,700.00	bonus/Incentive Pay	0.00	0.00	0.00	0.00	0.00	4,700.00	0.17	4,700.00
25,240.31	16.69	0.00	0.00	25,240.31	42,441.39	19.83	-17,201.08	Total P/R & R/Benefits	287,957.28	17.65	0.00	0.00	287,957.28	427,836.93	15.80	-139,879.65
Operating Expense																
4,200.93	2.78	0.00	0.00	-4,200.93	19,326.47	9.03	15,125.54	Comp Breakfast	58,115.61	3.56	0.00	0.00	-58,115.61	153,999.87	5.69	95,884.26
0.00	0.00	0.00	0.00	0.00	1,200.00	0.56	1,200.00	Guest Transportation	3,600.00	0.22	0.00	0.00	-3,600.00	13,200.00	0.49	9,600.00
2,590.82	1.71	0.00	0.00	-2,590.82	-1,824.08	-0.85	-4,414.90	Laundry and Hskp Chemicals	18,921.11	1.16	0.00	0.00	-18,921.11	27,829.85	1.03	8,908.74
1,051.39	0.70	0.00	0.00	-1,051.39	4,068.37	1.90	3,016.98	Linen Supplies	8,122.76	0.50	0.00	0.00	-8,122.76	11,718.86	0.43	3,596.10
354.04	0.23	0.00	0.00	-354.04	1,217.48	0.57	863.44	Cable or satellite - no movies	7,309.53	0.45	0.00	0.00	-7,309.53	14,598.98	0.54	7,289.45
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	HSIA Support	0.00	0.00	0.00	0.00	300.00	0.01	300.00	
1,984.18	1.31	0.00	0.00	-1,984.18	1,018.81	0.48	-965.37	Folios, printer ribbons,toner	4,857.11	0.30	0.00	0.00	-4,857.11	5,700.22	0.21	843.11
2,095.16	1.39	0.00	0.00	-2,095.16	2,095.16	0.98	0.00	Reservations: Bus. systems Maint	8,380.64	0.51	0.00	0.00	-8,380.64	8,380.64	0.31	0.00
1,140.42	0.75	0.00	0.00	-1,140.42	-4,798.11	-2.24	-5,938.53	Guest Room Supplies	17,633.55	1.08	0.00	0.00	-17,633.55	24,101.12	0.89	6,467.57
827.38	0.55	0.00	0.00	-827.38	2,249.04	1.05	1,421.66	Cleaning Supplies: Other than che	14,952.55	0.92	0.00	0.00	-14,952.55	21,870.96	0.81	6,918.41
5,340.02	3.53	0.00	0.00	-5,340.02	14,676.99	6.86	9,336.97	Travel Agents Commission	53,966.52	3.31	0.00	0.00	-53,966.52	150,794.50	5.57	96,827.98
277.97	0.18	0.00	0.00	-277.97	0.00	0.00	-277.97	Uniforms : For All Departments	542.60	0.03	0.00	0.00	-542.60	1,190.44	0.04	647.84
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Walk Expense	0.00	0.00	0.00	0.00	346.51	0.01	346.51	
19,862.31	13.14	0.00	0.00	19,862.31	39,230.13	18.33	-19,367.82	Total Operating-Rooms	196,401.98	12.04	0.00	0.00	196,401.98	434,031.95	16.03	-237,629.97
45,102.62	29.83	0.00	0.00	45,102.62	81,671.52	38.16	-36,568.90	Total Expenses-Rooms	484,359.26	29.68	0.00	0.00	484,359.26	861,868.88	31.83	-377,509.62
49,154.70	32.51	0.00	0.00	49,154.70	146,036.44	68.24	-96,881.74	Net Income-Rooms	744,702.35	45.63	0.00	0.00	744,702.35	1,721,272.55	63.58	-976,570.20

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	9.78	1.00	-9.78	Long Distance	25.12	1.00	0.00	0.00	25.12	17.18	1.00	7.94
0.00	0.00	0.00	0.00	0.00	9.78	1.00	-9.78	TOTAL TELEPHONE REVENU	25.12	1.00	0.00	0.00	25.12	17.18	1.00	7.94
COST OF SALES TELEPHONI																
443.44	0.00	0.00	0.00	-443.44	478.97	48.97	35.53	Cost of Sales Long Distance Tele	5,435.21	216.37	0.00	0.00	-5,435.21	5,286.46	307.71	-148.75
2,182.44		0.00		-2,182.44	2,217.48		35.04	HSIA Internet Conn, Paetec, A	26,303.13		0.00		-26,303.13	28,107.62		1,804.49
2,625.88	0.00	0.00	0.00	2,625.88	2,696.45	275.71	-70.57	TOTAL COS-TELEPHONE	31,738.34	263.47	0.00	0.00	31,738.34	33,394.08	943.78	-1,655.74
-2,625.88	0.00	0.00	0.00	-2,625.88	-2,686.67	-274.71	60.79	GROSS MARGIN-TELEPHON	-31,713.22	262.47	0.00	0.00	-31,713.22	-33,376.90	942.78	1,663.68
OPERATING EXP -TELEPHO																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL OPER- TELEPHONE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
-2,625.88	0.00	0.00	0.00	-2,625.88	-2,686.67	-274.71	60.79	NET INCOME-TELEPHONE	-31,713.22	262.47	0.00	0.00	-31,713.22	-33,376.90	942.78	1,663.68

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			
MISCELLANEOUS																	
MISCELLANEOUS REVENUES																	
0.00	0.00	0.00	0.00	0.00	-93.33	-0.02	93.33		Laundry Valet	-243.92	0.00	0.00	0.00	-243.92	-289.81	-0.23	45.89
22.50	0.00	0.00	0.00	22.50	110.00	0.03	-87.50		Rollaways	562.50	0.01	0.00	0.00	562.50	1,495.00	1.21	-932.50
0.00		0.00		0.00	93.74		-93.74		Smoking Fee	522.33		0.00		522.33	818.63		-296.30
1.15	0.00	0.00	0.00	1.15	63.60	0.01	-62.45		Interest Income	13.17	0.00	0.00	0.00	13.17	116.04	0.09	-102.87
88.89	0.00	0.00	0.00	88.89	4,098.49	0.96	-4,009.60		Misc-make attempt to classify con	29,679.16	0.46	0.00	0.00	29,679.16	0.00	0.00	29,679.16
100.00		0.00		100.00	0.00		100.00		Guest Paid Out	0.00		0.00		0.00	-905.28		905.28
33,645.00		0.00		-33,645.00	0.00		-33,645.00		Miscellaneous Income	33,645.00		0.00		-33,645.00	0.00		-33,645.00
33,857.54	1.00	0.00	0.00	33,857.54	4,272.50	1.00	29,585.04		TOTAL MISCELLANEOUS RE	64,178.24	1.00	0.00	0.00	64,178.24	1,234.58	1.00	62,943.66
COS SALES-MISCELLANEOU																	
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		TOTAL COS-MISCELLANEOU	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEETING ROOM REVENUE																	
1,091.60	1.00	0.00	0.00	1,091.60	2,603.00	1.00	-1,511.40		Meeting Room Rental	15,521.60	1.00	0.00	0.00	15,521.60	36,900.91	1.00	-21,379.31
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		Meeting Room F&B	0.00	0.00	0.00	0.00	0.00	93.50	0.00	-93.50
1,091.60	1.00	0.00	0.00	1,091.60	2,603.00	1.00	-1,511.40		TOTAL MEETING ROOM RE	15,521.60	1.00	0.00	0.00	15,521.60	36,994.41	1.00	-21,472.81
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
34,949.14	1.00	0.00	0.00	34,949.14	6,875.50	1.00	28,073.64		N.I-MISCELLANEOUS/MTG	79,699.84	1.00	0.00	0.00	79,699.84	38,228.99	1.00	41,470.85

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
ADMIN & GENERAL																
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P/R & RELATED BENEFITS-																
4,800.00	0.04	0.00	0.00	-4,800.00	4,100.00	0.02	-700.00	General Manager	58,500.00	0.04	0.00	0.00	-58,500.00	57,600.00	0.02	-900.00
367.20	0.00	0.00	0.00	-367.20	313.65	0.00	-53.55	Payroll Taxes-Admin	4,524.25	0.00	0.00	0.00	-4,524.25	4,469.62	0.00	-54.63
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Employee Benefits-Admin	-310.61	0.00	0.00	0.00	310.61	723.43	0.00	1,034.04
5,167.20	0.04	0.00	0.00	5,167.20	4,413.65	0.02	753.55	TOTAL P/R & R/B - A&G	62,713.64	0.05	0.00	0.00	62,713.64	62,793.05	0.02	-79.41
OPERATING EXPENSES- A8																
1,929.69	0.01	0.00	0.00	-1,929.69	1,872.69	0.01	-57.00	Accounting Fees: Do Not Use	24,723.28	0.02	0.00	0.00	-24,723.28	30,492.59	0.01	5,769.31
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Data Processing: Frame Relat, M3	328.00	0.00	0.00	0.00	-328.00	0.00	0.00	-328.00
0.00	0.00	0.00	0.00	0.00	2,330.42	0.01	2,330.42	Office Supplies	7,348.64	0.01	0.00	0.00	-7,348.64	7,804.57	0.00	455.93
1,643.56	0.01	0.00	0.00	-1,643.56	0.00	0.00	-1,643.56	Computer and Office Equipment	5,395.93	0.00	0.00	0.00	-5,395.93	2,746.86	0.00	-2,649.07
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Travel & Lodging	987.99	0.00	0.00	0.00	-987.99	4,417.67	0.00	3,429.68
0.00	0.00	0.00	0.00	0.00	-13,386.30	-0.06	-13,386.30	Meals & Entertainment	2,111.92	0.00	0.00	0.00	-2,111.92	0.00	0.00	-2,111.92
342.67	0.00	0.00	0.00	-342.67	297.96	0.00	-44.71	Tele: Cells, Admin FAX Line	3,847.43	0.00	0.00	0.00	-3,847.43	4,722.16	0.00	874.73
0.00	0.00	0.00	0.00	0.00	50.00	0.00	50.00	License & Permits	1,501.16	0.00	0.00	0.00	-1,501.16	370.00	0.00	-1,131.16
18.78	0.00	0.00	0.00	-18.78	958.92	0.00	940.14	Postage	1,229.41	0.00	0.00	0.00	-1,229.41	1,801.74	0.00	572.33
0.00	0.00	0.00	0.00	0.00	140.63	0.00	140.63	Bad Debt	0.00	0.00	0.00	0.00	0.00	140.63	0.00	140.63
270.00	0.00	0.00	0.00	-270.00	340.00	0.00	70.00	Dues & Subscription	2,205.00	0.00	0.00	0.00	-2,205.00	4,126.20	0.00	1,921.20
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Professional fees	9,250.00	0.01	0.00	0.00	-9,250.00	0.00	0.00	-9,250.00
2,583.04	0.02	0.00	0.00	-2,583.04	6,631.12	0.03	4,048.08	Credit Card Commissions	39,847.05	0.03	0.00	0.00	-39,847.05	69,424.94	0.03	29,577.89
175.00	0.00	0.00	0.00	-175.00	25.00	0.00	-150.00	Bank Charges	740.00	0.00	0.00	0.00	-740.00	225.00	0.00	-515.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Cash Over & Short	0.00	0.00	0.00	0.00	0.00	-127.89	0.00	-127.89
0.00	0.00	0.00	0.00	0.00	616.52	0.00	616.52	Chargebacks	280.13	0.00	0.00	0.00	-280.13	2,431.59	0.00	2,151.46
198.30	0.00	0.00	0.00	-198.30	126.18	0.00	-72.12	Payroll Services	2,031.52	0.00	0.00	0.00	-2,031.52	1,126.78	0.00	-904.74
554.16	0.00	0.00	0.00	-554.16	411.45	0.00	-142.71	Workers Comp Insurance	4,739.95	0.00	0.00	0.00	-4,739.95	3,397.98	0.00	-1,341.97
1,094.50	0.00	0.00	0.00	-1,094.50	0.00	0.00	-1,094.50	Auto Loan Payments	12,039.55	0.00	0.00	0.00	-12,039.55	0.00	0.00	-12,039.55
8,809.70	0.07	0.00	0.00	8,809.70	414.59	0.00	8,395.11	TOTAL OPERATING- A&G	118,606.96	0.09	0.00	0.00	118,606.96	133,100.82	0.05	-14,493.86
3,976.90	0.11	0.00	0.00	13,976.90	4,828.24	0.02	1,148.66	TOTAL EXPENSES -	131,320.60	0.14	0.00	0.00	131,320.60	95,893.87	0.07	14,573.27

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																
2,284.96	0.02	0.00	0.00	-2,284.96	2,846.16	0.01	561.20	Director of Sales	33,214.03	0.03	0.00	0.00	-33,214.03	44,115.48	0.02	10,901.45
174.80	0.00	0.00	0.00	-174.80	217.72	0.00	42.92	Payroll Taxes-Sales	2,589.79	0.00	0.00	0.00	-2,589.79	3,444.04	0.00	854.25
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Bonus/Incentive Pay	4,500.00	0.00	0.00	0.00	-4,500.00	6,000.00	0.00	1,500.00
2,459.76	0.02	0.00	0.00	2,459.76	3,063.88	0.01	-604.12	TOTAL P/R & R/B-SALES	40,303.82	0.03	0.00	0.00	40,303.82	53,559.52	0.02	-13,255.70
OPERATING EXPENSES-SAI																
349.11	0.00	0.00	0.00	-349.11	0.00	0.00	-349.11	Printing & Stationary	349.11	0.00	0.00	0.00	-349.11	459.42	0.00	110.31
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Office Supplies	596.17	0.00	0.00	0.00	-596.17	3,266.67	0.00	2,670.50
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Travel Meals & Entertainment	0.00	0.00	0.00	0.00	0.00	958.01	0.00	958.01
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Promotions: Cookies & Gifts	399.97	0.00	0.00	0.00	-399.97	0.00	0.00	-399.97
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Dues & Subscription Sales	649.00	0.00	0.00	0.00	-649.00	0.00	0.00	-649.00
550.00	0.00	0.00	0.00	-550.00	550.00	0.00	0.00	Internet Advertising	6,600.00	0.01	0.00	0.00	-6,600.00	6,050.00	0.00	-550.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Program Costs	1,543.62	0.00	0.00	0.00	-1,543.62	0.00	0.00	-1,543.62
899.11	0.01	0.00	0.00	899.11	550.00	0.00	349.11	TOTAL OPERATING-SALES	10,137.87	0.01	0.00	0.00	10,137.87	10,734.10	0.00	-596.23
3,358.87	0.03	0.00	0.00	3,358.87	3,613.88	0.02	-255.01	TOTAL EXPENSES-SALES	50,441.69	0.04	0.00	0.00	50,441.69	64,293.62	0.02	-13,851.93

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																
4,165.72	0.03	0.00	0.00	-4,165.72	4,216.92	0.02	51.20	Chief Engineer	51,572.82	0.04	0.00	0.00	-51,572.82	56,838.26	0.02	5,265.44
0.00	0.00	0.00	0.00	0.00	1,799.76	0.01	1,799.76	Asst Engineer	3,973.65	0.00	0.00	0.00	-3,973.65	22,675.25	0.01	18,701.60
7,825.37	0.00	0.00	0.00	-7,825.37	5,775.32		-2,050.05	General Maintenance	32,015.39		0.00	0.00	-32,015.39	27,526.86		-4,488.53
227.72	0.00	0.00	0.00	-227.72	227.72	0.00	0.00	Payroll Taxes-Maint	3,123.23	0.00	0.00	0.00	-3,123.23	3,429.57	0.00	306.34
0.00	0.00	0.00	0.00	0.00	800.00	0.00	800.00	Bonus/Incentive Pay	0.00	0.00	0.00	0.00	0.00	800.00	0.00	800.00
12,218.81	0.09	0.00	0.00	12,218.81	12,819.72	0.05	-600.91	TOTAL P/R & RELATED EXP OPERATING EXPENSES- R&	90,685.09	0.07	0.00	0.00	90,685.09	111,269.94	0.04	-20,584.85
3,332.79	0.03	0.00	0.00	-3,332.79	-5,351.27	-0.02	-8,684.06	Building Maintenance	35,933.18	0.03	0.00	0.00	-35,933.18	48,493.25	0.02	12,560.07
0.00	0.00	0.00	0.00	0.00	94.79	0.00	94.79	Office Equipment	913.13	0.00	0.00	0.00	-913.13	2,152.12	0.00	1,238.99
-9,895.16	-0.08	0.00	0.00	9,895.16	899.56	0.00	10,794.72	Auto Expense	0.00	0.00	0.00	0.00	0.00	5,397.36	0.00	5,397.36
205.62	0.00	0.00	0.00	-205.62	0.00	0.00	-205.62	Equipment: Laundry, Ice & Refrig	876.34	0.00	0.00	0.00	-876.34	0.00	0.00	-876.34
0.00	0.00	0.00	0.00	0.00	1,170.69	0.00	1,170.69	Light Bulbs	5,494.75	0.00	0.00	0.00	-5,494.75	4,694.29	0.00	-800.46
597.91	0.00	0.00	0.00	-597.91	434.03	0.00	-163.88	Electrical & Mechanical	3,927.62	0.00	0.00	0.00	-3,927.62	8,495.12	0.00	4,567.50
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	HVAC	919.48	0.00	0.00	0.00	-919.48	9,631.48	0.00	8,712.00
0.00	0.00	0.00	0.00	0.00	12,064.36	0.05	12,064.36	Plumbing & Boiler	10,357.40	0.01	0.00	0.00	-10,357.40	24,080.17	0.01	13,722.77
227.94	0.00	0.00	0.00	-227.94	365.62	0.00	137.68	Pool	5,204.16	0.00	0.00	0.00	-5,204.16	4,038.26	0.00	-1,165.90
1,100.00	0.01	0.00	0.00	-1,100.00	1,599.01	0.01	499.01	Grounds & Landscaping	16,210.00	0.01	0.00	0.00	-16,210.00	16,499.01	0.01	289.01
1,749.37	0.01	0.00	0.00	-1,749.37	0.00	0.00	-1,749.37	Furniture & Fixtures	3,033.65	0.00	0.00	0.00	-3,033.65	951.70	0.00	-2,081.95
-7,435.75	-0.06	0.00	0.00	7,435.75	1,402.84	0.01	8,838.59	Painting	1,226.32	0.00	0.00	0.00	-1,226.32	12,371.02	0.00	11,144.70
-679.25	-0.01	0.00	0.00	679.25	633.85	0.00	1,313.10	Carpet & Floor	0.00	0.00	0.00	0.00	0.00	13,485.34	0.01	13,485.34
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Window Treatments	0.00	0.00	0.00	0.00	0.00	2,633.51	0.00	2,633.51
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	95.00	0.00	95.00	
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Kitchen Equipment	0.00	0.00	0.00	0.00	0.00	7,053.78	0.00	7,053.78
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Locks & Guest Room Keys	455.60	0.00	0.00	0.00	-455.60	0.00	0.00	-455.60
200.23	0.00	0.00	0.00	-200.23	639.00	0.00	438.77	Exterminating	3,189.74	0.00	0.00	0.00	-3,189.74	3,435.74	0.00	246.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	License & Permits	340.00	0.00	0.00	0.00	-340.00	1,879.79	0.00	1,539.79
1,110.04	0.01	0.00	0.00	-1,110.04	0.00	0.00	-1,110.04	Fire & Safety: Test Fees to Meet C	3,441.65	0.00	0.00	0.00	-3,441.65	5,487.03	0.00	2,045.38
47.93	0.00	0.00	0.00	-47.93	111.83	0.00	63.90	Fire Alarm and Sprinkler Inspectio	1,381.57	0.00	0.00	0.00	-1,381.57	1,247.13	0.00	-134.44
0.00	0.00	0.00	0.00	0.00	418.36	0.00	418.36	Elevator: Monthly Contract Fee	11,539.67	0.01	0.00	0.00	-11,539.67	5,806.23	0.00	-5,733.44
-9,438.33	-0.07	0.00	0.00	-9,438.33	14,482.67	0.06	-23,921.00	TOTAL OPERATING- R&M	104,444.26	0.08	0.00	0.00	104,444.26	177,927.33	0.07	-73,483.07
2,780.48	0.02	0.00	0.00	2,780.48	27,302.39	0.12	-24,521.91	TOTAL EXPENSES- R&M	195,129.35	0.15	0.00	0.00	195,129.35	289,197.27	0.11	-94,067.92

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																
2,584.88	0.02	0.00	0.00	-2,584.88	6,734.44	0.03	4,149.56	Electric	39,599.71	0.03	0.00	0.00	-39,599.71	48,061.91	0.02	8,462.20
623.36	0.00	0.00	0.00	-623.36	311.17	0.00	-312.19	Gas	6,876.36	0.01	0.00	0.00	-6,876.36	9,856.72	0.00	2,980.36
860.83	0.01	0.00	0.00	-860.83	-5,915.76	-0.03	-6,776.59	Water & Sewer	9,455.52	0.01	0.00	0.00	-9,455.52	11,067.58	0.00	1,612.06
2,854.87	0.02	0.00	0.00	-2,854.87	5,640.68	0.02	2,785.81	Waste Removal	28,445.33	0.02	0.00	0.00	-28,445.33	40,550.17	0.02	12,104.84
6,923.94	0.05	0.00	0.00	6,923.94	6,770.53	0.03	153.41	TOTAL EXPENSES-UTILITIES	84,376.92	0.06	0.00	0.00	84,376.92	109,536.38	0.04	-25,159.46
FRANCHISE																
FRANCHISE FEES																
10,024.68	0.08	0.00	0.00	-10,024.68	26,205.95	0.11	16,181.27	Franchise Fees & Royalties	142,164.65	0.11	0.00	0.00	-142,164.65	257,976.31	0.10	115,811.66
491.04	0.00	0.00	0.00	-491.04	2,410.57	0.01	1,919.53	Franchise Frequent Traveler Progr	17,951.41	0.01	0.00	0.00	-17,951.41	45,768.66	0.02	27,817.25
10,515.72	0.08	0.00	0.00	10,515.72	28,616.52	0.12	-18,100.80	TOTAL FRANCHISE FEES	160,116.06	0.12	0.00	0.00	160,116.06	303,744.97	0.12	-143,628.91
MANAGEMENT FEES																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	TOTAL MANAGEMENT FEES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FIXED EXP																
2,798.42	0.02	0.00	0.00	-2,798.42	0.00	0.00	-2,798.42	Personal Property Tax	2,958.42	0.00	0.00	0.00	-2,958.42	136,931.82	0.05	133,973.40
7,608.68	0.06	0.00	0.00	-7,608.68	3,337.81	0.01	-4,270.87	Insurance	66,446.67	0.05	0.00	0.00	-66,446.67	47,121.62	0.02	-19,325.05
10,407.10	0.08	0.00	0.00	10,407.10	3,337.81	0.01	7,069.29	TOTAL FIXED EXPENSES	69,405.09	0.05	0.00	0.00	69,405.09	184,053.44	0.07	-114,648.35
OTHER EXP																
-4,891.15	-0.04	0.00	0.00	4,891.15	415.85	0.00	5,307.00	Owners Expense	0.00	0.00	0.00	0.00	0.00	12,667.42	0.00	12,667.42
315,401.71	2.44	0.00	0.00	-315,401.71	0.00	0.00	-315,401.71	Depreciation	315,401.71	0.24	0.00	0.00	-315,401.71	0.00	0.00	-315,401.71
6,800.03	0.05	0.00	0.00	-6,800.03	0.00	0.00	-6,800.03	Amortization	6,800.03	0.01	0.00	0.00	-6,800.03	0.00	0.00	-6,800.03
32,515.92	0.25	0.00	0.00	-32,515.92	-72,909.26	-0.31	-105,425.18	Interest Expense	288,312.39	0.22	0.00	0.00	-288,312.39	282,052.66	0.11	-6,259.73
349,826.51	2.71	0.00	0.00	349,826.51	-72,493.41	-0.31	422,319.92	TOTAL OTHER EXP	610,514.13	0.47	0.00	0.00	510,514.13	294,720.08	0.11	315,794.05