

Company: Spectrum Hotels, Inc Property: Wingate by Wyndham Orlando
For Property: Wingate by Wyndham Orlando
Profit & Loss Statement
As of 12/31/2019

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		
2,140	0	2,140	2,261		-121	TOTAL ROOMS SOLD	27,074		0		27,074	30,242		-3,168		
68.35%	0.00%	68.35%	72.21%		-3.86%	OCCUPANCY %	73.44%		0.00%		73.44%	82.03%		-8.59%		
106.41	0.00	106.41	107.61		-1.21	AVERAGE DAILY RATE	95.41		0.00		95.41	98.32		-2.91		
72.73	0.00	72.73	77.71		-4.99	REV PAR	70.07		0.00		70.07	80.66		-10.59		
REVENUES																
227,707.96	0.97	0.00	0.00	227,707.96	243,316.42	0.93	-15,608.46	ROOMS	2,583,141.43	0.99	0.00	0.00	2,583,141.43	2,973,486.33	0.99	-390,344.90
9.78	0.00	0.00	0.00	9.78	0.00	0.00	9.78	TELEPHONE	17.18	0.00	0.00	0.00	17.18	0.00	0.00	17.18
6,897.45	0.03	0.00	0.00	6,897.45	18,809.42	0.07	-11,911.97	MISC/MEETING ROOM	38,250.94	0.01	0.00	0.00	38,250.94	37,339.61	0.01	911.33
234,615.19	1.00	0.00	0.00	234,615.19	262,125.84	1.00	-27,510.65	TOTAL REVENUES	2,621,409.55	1.00	0.00	0.00	521,409.55	3,010,825.94	1.00	-389,416.39
DEPARTMENT EXPENSES																
69,272.05	0.30	0.00	0.00	69,272.05	80,137.70	0.31	-10,865.65	ROOMS EXPENSE	778,841.62	0.30	0.00	0.00	778,841.62	833,962.31	0.28	-55,120.69
2,696.45	275.71	0.00	0.00	2,696.45	3,668.84	0.00	-972.39	TELEPHONE EXPENSE	32,027.13	1,864.21	0.00	0.00	32,027.13	22,391.47	0.00	9,635.66
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
71,968.50	0.31	0.00	0.00	71,968.50	83,806.54	0.32	-11,838.04	TOTAL DEPT EXPENSES	810,868.75	0.31	0.00	0.00	310,868.75	856,353.78	0.28	-45,485.03
DEPARTMENTAL PROFIT																
158,435.91	0.70	0.00	0.00	158,435.91	163,178.72	0.67	-4,742.81	ROOMS PROFIT	1,804,299.81	0.70	0.00	0.00	1,804,299.81	2,139,524.02	0.72	-335,224.21
-2,686.67	-274.71	0.00	0.00	-2,686.67	-3,668.84	0.00	982.17	TELEPHONE PROFIT	-32,009.95	1,863.21	0.00	0.00	-32,009.95	-22,391.47	0.00	-9,618.48
6,897.45	1.00	0.00	0.00	6,897.45	18,809.42	1.00	-11,911.97	MISC/MEETING ROOM PROFIT	38,250.94	1.00	0.00	0.00	38,250.94	37,339.61	1.00	911.33
162,646.69	0.69	0.00	0.00	162,646.69	178,319.30	0.68	-15,672.61	TOTAL DEPT PROFIT	1,810,540.80	0.69	0.00	0.00	310,540.80	2,154,472.16	0.72	-343,931.36
ADMIN EXPENSES																
2,332.21	0.01	0.00	0.00	2,332.21	13,322.87	0.05	-10,990.66	A&G EXPENSES	178,730.61	0.07	0.00	0.00	178,730.61	213,589.85	0.07	-34,859.24
3,613.88	0.02	0.00	0.00	3,613.88	4,633.88	0.02	-1,020.00	SALES EXPENSE	59,809.52	0.02	0.00	0.00	59,809.52	62,570.95	0.02	-2,761.43
14,470.49	0.06	0.00	0.00	14,470.49	-216,857.87	-0.83	231,328.36	MAINT EXPENSE	214,369.28	0.08	0.00	0.00	214,369.28	188,824.44	0.06	25,544.84
6,770.53	0.03	0.00	0.00	6,770.53	8,494.60	0.03	-1,724.07	UTILITIES EXPENSE	109,536.38	0.04	0.00	0.00	109,536.38	111,682.55	0.04	-2,146.17
27,187.11	0.12	0.00	0.00	27,187.11	-190,406.52	-0.73	217,593.63	TOTAL ADMIN EXPENSES	562,445.79	0.21	0.00	0.00	562,445.79	576,667.79	0.19	-14,222.00
HOUSE PROFIT																
135,459.58	0.58	0.00	0.00	135,459.58	368,725.82	1.41	233,266.24	HOUSE PROFIT	1,248,095.01	0.48	0.00	0.00	248,095.01	1,577,804.37	0.52	-329,709.36
FIXED EXPENSES																
28,616.52	0.13	0.00	0.00	28,616.52	26,618.36	0.11	1,998.16	FRANCHISE FEES	303,744.97	0.12	0.00	0.00	303,744.97	298,313.46	0.10	5,431.51
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
-756.00	0.00	0.00	0.00	-756.00	2,500.00	0.01	-3,256.00	FIXED EXPENSES	168,804.37	0.06	0.00	0.00	168,804.37	162,480.85	0.05	6,323.52
107,599.06	0.46	0.00	0.00	107,599.06	339,607.46	1.30	232,008.40	NET OPERATING INCOME	775,545.67	0.30	0.00	0.00	775,545.67	1,117,010.06	0.37	-341,464.39
OTHER EXPENSES																
-40,650.25	-0.17	0.00	0.00	-40,650.25	503,821.48	1.92	544,471.73	OTHER EXPENSES	490,860.66	0.19	0.00	0.00	490,860.66	777,270.46	0.26	-286,409.80
N.I. AFTER OTHER																
148,249.31	0.63	0.00	0.00	148,249.31	-164,214.02	-0.63	312,463.33	N.I. AFTER OTHER	284,685.01	0.11	0.00	0.00	284,685.01	339,739.60	0.11	-55,054.59

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
Rooms Department																
227,707.96	1.00	0.00	0.00	227,707.96	243,316.42	1.00	-15,608.46	Rack/Premium	,583,141.43	1.00	0.00	0.00	83,141.43	2,973,486.33	1.00	-390,344.90
227,707.96	1.00	0.00	0.00	227,707.96	243,316.42	1.00	-15,608.46	Total Transient Revenue	2,583,141.43	1.00	0.00	0.00	583,141.43	2,973,486.33	1.00	-390,344.90
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
227,707.96	1.00	0.00	0.00	227,707.96	243,316.42	1.00	-15,608.46	Total Rooms Revenue	2,583,141.43	1.00	0.00	0.00	583,141.43	2,973,486.33	1.00	-390,344.90
Payroll & Related Expense																
944.88	0.44	0.00	0.00	-944.88	0.00	0.00	-944.88	FOM/Guest Service Mgr	1,925.88	0.07	0.00	0.00	-1,925.88	2,704.50	0.09	778.62
6,719.39	0.00	0.00	0.00	-6,719.39	6,993.23	0.00	273.84	FD/Guest Service Reps	82,030.28	0.00	0.00	0.00	-82,030.28	84,143.88	0.01	2,113.60
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	FD/Supervisor	1,042.01	0.04	0.00	0.00	-1,042.01	241.14	0.01	-800.87
1,770.75	0.83	0.00	0.00	-1,770.75	2,775.00	1.23	1,004.25	Executive Housekeeper	29,857.50	1.10	0.00	0.00	-29,857.50	31,950.36	1.06	2,092.86
1,933.77	0.90	0.00	0.00	-1,933.77	2,513.26	1.11	579.49	Asst Exec Housekeeper/Inspecctr	23,487.13	0.87	0.00	0.00	-23,487.13	31,493.57	1.04	8,006.44
12,678.77	5.92	0.00	0.00	-12,678.77	13,796.85	6.10	1,118.08	Housekeepers	142,719.08	5.27	0.00	0.00	-142,719.08	153,919.02	5.09	11,199.94
2,783.59	1.30	0.00	0.00	-2,783.59	3,007.13	1.33	223.54	Housemen	28,903.00	1.07	0.00	0.00	-28,903.00	30,933.23	1.02	2,030.23
3,247.13	1.52	0.00	0.00	-3,247.13	3,257.03	1.44	9.90	Laundry	30,782.51	1.14	0.00	0.00	-30,782.51	30,739.13	1.02	-43.38
3,084.49	1.44	0.00	0.00	-3,084.49	3,058.32	1.35	-26.17	Comp Breakfast Hostess	32,015.85	1.18	0.00	0.00	-32,015.85	29,615.42	0.98	-2,400.43
4,341.03	2.03	0.00	0.00	-4,341.03	3,292.50	1.46	-1,048.53	Night Audit	47,243.81	1.74	0.00	0.00	-47,243.81	40,433.77	1.34	-6,810.04
237.59	0.11	0.00	0.00	-237.59	292.81	0.13	55.22	Payroll Taxes-Rooms	3,129.88	0.12	0.00	0.00	-3,129.88	1,135.84	0.04	-1,994.04
4,700.00	2.20	0.00	0.00	-4,700.00	0.00	0.00	-4,700.00	bonus/Incentive Pay	4,700.00	0.17	0.00	0.00	-4,700.00	0.00	0.00	-4,700.00
42,441.39	19.83	0.00	0.00	42,441.39	38,986.13	17.24	3,455.26	Total P/R & R/Benefits	427,836.93	15.80	0.00	0.00	427,836.93	437,309.86	14.46	-9,472.93
Operating Expense																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Newspapers: USA Today	0.00	0.00	0.00	0.00	0.00	557.84	0.02	557.84
15,656.40	7.32	0.00	0.00	-15,656.40	20,122.40	8.90	4,466.00	Comp Breakfast	115,503.47	4.27	0.00	0.00	-115,503.47	134,237.78	4.44	18,734.31
1,200.00	0.56	0.00	0.00	-1,200.00	2,400.00	1.06	1,200.00	Guest Transportation	13,200.00	0.49	0.00	0.00	-13,200.00	14,750.00	0.49	1,550.00
-3,756.43	-1.76	0.00	0.00	3,756.43	585.65	0.26	4,342.08	Laundry and Hskp Chemicals	5,038.47	0.19	0.00	0.00	-5,038.47	3,819.01	0.13	-1,219.46
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Linen Supplies	6,203.11	0.23	0.00	0.00	-6,203.11	11,216.99	0.37	5,013.88
1,217.48	0.57	0.00	0.00	-1,217.48	2,743.78	1.21	1,526.30	Cable or satellite - no movies	14,598.98	0.54	0.00	0.00	-14,598.98	12,634.78	0.42	-1,964.20
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	HSIA Support	300.00	0.01	0.00	0.00	-300.00	2,693.33	0.09	2,393.33
173.04	0.08	0.00	0.00	-173.04	0.00	0.00	-173.04	Folios, printer ribbons,toner	4,004.47	0.15	0.00	0.00	-4,004.47	0.00	0.00	-4,004.47
2,095.16	0.98	0.00	0.00	-2,095.16	1,978.33	0.87	-116.83	Reservations: Bus. systems Maint	8,380.64	0.31	0.00	0.00	-8,380.64	7,919.14	0.26	-461.50
-6,134.40	-2.87	0.00	0.00	6,134.40	876.43	0.39	7,010.83	Guest Room Supplies	10,699.97	0.40	0.00	0.00	-10,699.97	11,260.98	0.37	561.01
1,702.42	0.80	0.00	0.00	-1,702.42	3,713.60	1.64	2,011.18	Cleaning Supplies: Other than che	21,324.34	0.79	0.00	0.00	-21,324.34	22,775.55	0.75	1,451.21
14,676.99	6.86	0.00	0.00	-14,676.99	8,731.38	3.86	-5,945.61	Travel Agents Commission	150,794.50	5.57	0.00	0.00	-150,794.50	173,927.28	5.75	23,132.78
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Uniforms : For All Departments	610.23	0.02	0.00	0.00	-610.23	479.51	0.02	-130.72
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Walk Expense	346.51	0.01	0.00	0.00	-346.51	380.26	0.01	33.75
26,830.66	12.54	0.00	0.00	26,830.66	41,151.57	18.20	-14,320.91	Total Operating-Rooms	351,004.69	12.96	0.00	0.00	351,004.69	396,652.45	13.12	-45,647.76
69,272.05	32.37	0.00	0.00	69,272.05	80,137.70	35.44	-10,865.65	Total Expenses-Rooms	778,841.62	28.77	0.00	0.00	778,841.62	833,962.31	27.58	-55,120.69
158,435.91	74.04	0.00	0.00	158,435.91	163,178.72	72.17	-4,742.81	Net Income-Rooms	1,804,299.81	66.64	0.00	0.00	304,299.81	2,139,524.02	70.75	-335,224.21

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																
9.78	1.00	0.00	0.00	9.78	0.00	0.00	9.78	Long Distance	17.18	1.00	0.00	0.00	17.18	0.00	0.00	17.18
9.78	1.00	0.00	0.00	9.78	0.00	0.00	9.78	TOTAL TELEPHONE REVENU	17.18	1.00	0.00	0.00	17.18	0.00	0.00	17.18
COST OF SALES TELEPHONI																
478.97	48.97	0.00	0.00	-478.97	748.00	0.00	269.03	Cost of Sales Long Distance Tele	5,286.46	307.71	0.00	0.00	-5,286.46	3,678.45	0.00	-1,608.01
2,217.48		0.00	0.00	-2,217.48	2,920.84		703.36	HSIA Internet Conn, Paetec, A	26,740.67		0.00	0.00	-26,740.67	17,116.42		-9,624.25
2,696.45	275.71	0.00	0.00	2,696.45	3,668.84	0.00	-972.39	TOTAL COS-TELEPHONE	32,027.13	,864.21	0.00	0.00	32,027.13	20,794.87	0.00	11,232.26
-2,686.67	-274.71	0.00	0.00	-2,686.67	-3,668.84	0.00	982.17	GROSS MARGIN-TELEPHON	-32,009.95	,863.21	0.00	0.00	-32,009.95	-20,794.87	0.00	-11,215.08
OPERATING EXP -TELEPHO																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Equipment Maintenance	0.00	0.00	0.00	0.00	0.00	1,596.60	0.00	1,596.60
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	1,596.60	0.00	-1,596.60
-2,686.67	-274.71	0.00	0.00	-2,686.67	-3,668.84	0.00	982.17	NET INCOME-TELEPHONE	-32,009.95	,863.21	0.00	0.00	-32,009.95	-22,391.47	0.00	-9,618.48

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																	
-71.38	-0.02	0.00	0.00	-71.38	-101.74	-0.01	30.36		Laundry Valet	-267.86	-0.21	0.00	0.00	-267.86	-372.49	-0.09	104.63
110.00	0.03	0.00	0.00	110.00	230.00	0.01	-120.00		Rollaways	1,495.00	1.19	0.00	0.00	1,495.00	2,210.00	0.54	-715.00
93.74		0.00	0.00	93.74	0.00		93.74		Smoking Fee	818.63		0.00	0.00	818.63	1,172.25		-353.62
63.60	0.01	0.00	0.00	63.60	760.95	0.05	-697.35		Interest Income	116.04	0.09	0.00	0.00	116.04	909.65	0.22	-793.61
4,098.49	0.95	0.00	0.00	4,098.49	7,240.33	0.47	-3,141.84		Misc-make attempt to classify con	0.00	0.00	0.00	0.00	0.00	202.53	0.05	-202.53
0.00		0.00	0.00	0.00	7,314.88		-7,314.88		Guest Paid Out	-905.28		0.00	0.00	-905.28	0.00		-905.28
4,294.45	1.00	0.00	0.00	4,294.45	15,444.42	1.00	-11,149.97		TOTAL MISCELLANEOUS RE	1,256.53	1.00	0.00	0.00	1,256.53	4,121.94	1.00	-2,865.41
COS SALES-MISCELLANEOUS																	
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		TOTAL COS-MISCELLANEOUS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEETING ROOM REVENUE																	
2,603.00	1.00	0.00	0.00	2,603.00	3,365.00	1.00	-762.00		Meeting Room Rental	36,900.91	1.00	0.00	0.00	36,900.91	33,203.67	1.00	3,697.24
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		Meeting Room F&B	93.50	0.00	0.00	0.00	93.50	14.00	0.00	79.50
2,603.00	1.00	0.00	0.00	2,603.00	3,365.00	1.00	-762.00		TOTAL MEETING ROOM REVENUE	36,994.41	1.00	0.00	0.00	36,994.41	33,217.67	1.00	3,776.74
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
6,897.45	1.00	0.00	0.00	6,897.45	18,809.42	1.00	-11,911.97		N.I-MISCELLANEOUS/MTG	38,250.94	1.00	0.00	0.00	38,250.94	37,339.61	1.00	911.33

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ADMIN & GENERAL																
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P/R & RELATED BENEFITS-																
4,100.00	0.02	0.00	0.00	-4,100.00	3,400.00	0.01	-700.00	General Manager	57,600.00	0.02	0.00	0.00	-57,600.00	45,800.00	0.02	-11,800.00
313.65	0.00	0.00	0.00	-313.65	260.10	0.00	-53.55	Payroll Taxes-Admin	4,469.62	0.00	0.00	0.00	-4,469.62	6,295.69	0.00	1,826.07
0.00	0.00	0.00	0.00	0.00	756.00	0.00	756.00	Employee Benefits-Admin	0.00	0.00	0.00	0.00	0.00	9,072.00	0.00	9,072.00
4,413.65	0.02	0.00	0.00	4,413.65	4,416.10	0.02	-2.45	TOTAL P/R & R/B - A&G	62,069.62	0.02	0.00	0.00	62,069.62	61,167.69	0.02	901.93
OPERATING EXPENSES- A8																
0.00	0.00	0.00	0.00	0.00	6,808.99	0.03	6,808.99	Emp. Relations: EOM, Gifts, Lunch	0.00	0.00	0.00	0.00	0.00	6,808.99	0.00	6,808.99
1,872.69	0.01	0.00	0.00	-1,872.69	5,891.38	0.02	4,018.69	Accounting Fees: Do Not Use	30,492.59	0.01	0.00	0.00	-30,492.59	27,030.97	0.01	-3,461.62
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Data Processing: Frame Relat, M3	0.00	0.00	0.00	0.00	0.00	24.00	0.00	24.00
341.31	0.00	0.00	0.00	-341.31	1,078.43	0.00	737.12	Office Supplies	591.36	0.00	0.00	0.00	-591.36	6,796.40	0.00	6,205.04
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Computer and Office Equipment	639.00	0.00	0.00	0.00	-639.00	1,296.97	0.00	657.97
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Travel & Lodging	2,198.55	0.00	0.00	0.00	-2,198.55	0.00	0.00	-2,198.55
-13,386.30	-0.06	0.00	0.00	13,386.30	0.00	0.00	13,386.30	Meals & Entertainment	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	307.65	0.00	307.65	Tele: Cells, Admin FAX Line	4,246.44	0.00	0.00	0.00	-4,246.44	5,822.94	0.00	1,576.50
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	License & Permits	320.00	0.00	0.00	0.00	-320.00	0.00	0.00	-320.00
869.96	0.00	0.00	0.00	-869.96	145.35	0.00	-724.61	Postage	1,124.72	0.00	0.00	0.00	-1,124.72	687.26	0.00	-437.46
140.63	0.00	0.00	0.00	-140.63	0.00	0.00	-140.63	Bad Debt	140.63	0.00	0.00	0.00	-140.63	731.30	0.00	590.67
270.00	0.00	0.00	0.00	-270.00	0.00	0.00	-270.00	Dues & Subscription	429.30	0.00	0.00	0.00	-429.30	1,040.00	0.00	610.70
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Professional fees	0.00	0.00	0.00	0.00	0.00	6,021.80	0.00	6,021.80
6,631.12	0.03	0.00	0.00	-6,631.12	10,122.94	0.04	3,491.82	Credit Card Commissions	69,424.94	0.03	0.00	0.00	-69,424.94	85,228.90	0.03	15,803.96
0.00	0.00	0.00	0.00	0.00	-7,093.09	-0.03	-7,093.09	Miscellaneous	0.00	0.00	0.00	0.00	0.00	3,262.79	0.00	3,262.79
25.00	0.00	0.00	0.00	-25.00	175.00	0.00	150.00	Bank Charges	225.00	0.00	0.00	0.00	-225.00	276.65	0.00	51.65
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Cash Over & Short	-127.89	0.00	0.00	0.00	127.89	3.27	0.00	131.16
616.52	0.00	0.00	0.00	-616.52	846.17	0.00	229.65	Chargebacks	2,431.59	0.00	0.00	0.00	-2,431.59	5,819.20	0.00	3,387.61
126.18	0.00	0.00	0.00	-126.18	122.78	0.00	-3.40	Payroll Services	1,126.78	0.00	0.00	0.00	-1,126.78	1,570.72	0.00	443.94
411.45	0.00	0.00	0.00	-411.45	0.00	0.00	-411.45	Workers Comp Insurance	3,397.98	0.00	0.00	0.00	-3,397.98	0.00	0.00	-3,397.98
0.00	0.00	0.00	0.00	0.00	-9,498.83	0.00	-9,498.83	Auto Loan Payments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
-2,081.44	-0.01	0.00	0.00	-2,081.44	8,906.77	0.03	-10,988.21	TOTAL OPERATING- A&G	116,660.99	0.04	0.00	0.00	116,660.99	152,422.16	0.05	-35,761.17
2,332.21	0.01	0.00	0.00	2,332.21	13,322.87	0.05	1,990.66	TOTAL EXPENSES - A&G	178,730.61	0.07	0.00	0.00	178,730.61	13,589.85	0.07	34,859.24

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	2,846.16	0.01	0.00	Director of Sales	44,115.48	0.02	0.00	0.00	-44,115.48	37,000.08	0.01	-7,115.40
217.72	0.00	0.00	0.00	-217.72	217.72	0.00	0.00	Payroll Taxes-Sales	3,444.04	0.00	0.00	0.00	-3,444.04	870.88	0.00	-2,573.16
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	6,000.00	0.00	0.00
3,063.88	0.01	0.00	0.00	3,063.88	3,063.88	0.01	0.00	TOTAL P/R & R/B-SALES	53,559.52	0.02	0.00	0.00	53,559.52	43,870.96	0.01	9,688.56
OPERATING EXPENSES-SAI																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Printing & Stationary	200.00	0.00	0.00	0.00	-200.00	0.00	0.00	-200.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Office Supplies	0.00	0.00	0.00	0.00	0.00	5,509.99	0.00	5,509.99
550.00	0.00	0.00	0.00	-550.00	1,570.00	0.01	1,020.00	Internet Advertising	6,050.00	0.00	0.00	0.00	-6,050.00	13,190.00	0.00	7,140.00
550.00	0.00	0.00	0.00	550.00	1,570.00	0.01	-1,020.00	TOTAL OPERATING-SALES	6,250.00	0.00	0.00	0.00	6,250.00	18,699.99	0.01	-12,449.99
3,613.88	0.02	0.00	0.00	3,613.88	4,633.88	0.02	-1,020.00	TOTAL EXPENSES-SALES	59,809.52	0.02	0.00	0.00	59,809.52	62,570.95	0.02	-2,761.43

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																
4,216.92	0.02	0.00	0.00	-4,216.92	3,816.92	0.01	-400.00	Chief Engineer	56,838.26	0.02	0.00	0.00	-56,838.26	45,684.33	0.02	-11,153.93
1,799.76	0.01	0.00	0.00	-1,799.76	2,302.89	0.01	503.13	Asst Engineer	22,675.25	0.01	0.00	0.00	-22,675.25	19,381.26	0.01	-3,293.99
0.00	0.00	0.00	0.00	0.00	52,471.01		52,471.01	General Maintenance	10,429.08		0.00	0.00	-10,429.08	54,673.75		44,244.67
227.72	0.00	0.00	0.00	-227.72	197.12	0.00	-30.60	Payroll Taxes-Maint	3,429.57	0.00	0.00	0.00	-3,429.57	2,721.05	0.00	-708.52
800.00	0.00	0.00	0.00	-800.00	0.00	0.00	-800.00	Bonus/Incentive Pay	800.00	0.00	0.00	0.00	-800.00	0.00	0.00	-800.00
7,044.40	0.03	0.00	0.00	7,044.40	58,787.94	0.22	-51,743.54	TOTAL P/R & RELATED EXP OPERATING EXPENSES- R8	94,172.16	0.04	0.00	0.00	94,172.16	122,460.39	0.04	-28,288.23
-9,681.97	-0.04	0.00	0.00	9,681.97	-111,592.62	-0.43	-101,910.65	Building Maintenance	8,792.48	0.00	0.00	0.00	-8,792.48	0.00	0.00	-8,792.48
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Office Equipment	0.00	0.00	0.00	0.00	0.00	16,345.64	0.01	16,345.64
0.00	0.00	0.00	0.00	0.00	-55,707.79	-0.21	-55,707.79	Auto Expense	4,497.80	0.00	0.00	0.00	-4,497.80	0.00	0.00	-4,497.80
917.70	0.00	0.00	0.00	-917.70	0.00	0.00	-917.70	Light Bulbs	3,921.60	0.00	0.00	0.00	-3,921.60	0.00	0.00	-3,921.60
88.35	0.00	0.00	0.00	-88.35	-16,338.66	-0.06	-16,427.01	Electrical & Mechanical	6,291.11	0.00	0.00	0.00	-6,291.11	0.00	0.00	-6,291.11
0.00	0.00	0.00	0.00	0.00	-6,712.49	-0.03	-6,712.49	HVAC	8,633.37	0.00	0.00	0.00	-8,633.37	0.00	0.00	-8,633.37
12,064.36	0.05	0.00	0.00	-12,064.36	-6,433.41	-0.02	-18,497.77	Plumbing & Boiler	23,015.58	0.01	0.00	0.00	-23,015.58	0.00	0.00	-23,015.58
365.62	0.00	0.00	0.00	-365.62	-10,166.53	-0.04	-10,532.15	Pool	4,038.26	0.00	0.00	0.00	-4,038.26	4,583.44	0.00	545.18
1,100.00	0.00	0.00	0.00	-1,100.00	1,100.00	0.00	0.00	Grounds & Landscaping	16,000.00	0.01	0.00	0.00	-16,000.00	15,300.00	0.01	-700.00
0.00	0.00	0.00	0.00	0.00	-19,408.88	-0.07	-19,408.88	Furniture & Fixtures	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1,402.84	0.01	0.00	0.00	-1,402.84	-48,538.46	-0.19	-49,941.30	Painting	12,327.84	0.00	0.00	0.00	-12,327.84	0.00	0.00	-12,327.84
0.00	0.00	0.00	0.00	0.00	700.00	0.00	700.00	Carpet & Floor	12,094.65	0.00	0.00	0.00	-12,094.65	6,018.00	0.00	-6,076.65
0.00	0.00	0.00	0.00	0.00	-4,359.08	-0.02	-4,359.08	Window Treatments	2,633.51	0.00	0.00	0.00	-2,633.51	0.00	0.00	-2,633.51
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Telephone	95.00	0.00	0.00	0.00	-95.00	0.00	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	4,060.16	0.00	4,060.16
639.00	0.00	0.00	0.00	-639.00	792.37	0.00	153.37	Exterminating	3,435.74	0.00	0.00	0.00	-3,435.74	3,783.97	0.00	348.23
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	License & Permits	1,879.79	0.00	0.00	0.00	-1,879.79	1,996.79	0.00	117.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Equipment Rental	0.00	0.00	0.00	0.00	0.00	3,100.00	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	5,487.03	0.00	0.00	0.00	-5,487.03	2,983.50	0.00	-2,503.53
111.83	0.00	0.00	0.00	-111.83	111.83	0.00	0.00	Fire Alarm and Sprinkler Inspectio	1,247.13	0.00	0.00	0.00	-1,247.13	1,620.96	0.00	373.83
418.36	0.00	0.00	0.00	-418.36	907.91	0.00	489.55	Elevator: Monthly Contract Fee	5,806.23	0.00	0.00	0.00	-5,806.23	6,571.59	0.00	765.36
7,426.09	0.03	0.00	0.00	7,426.09	-275,645.81	-1.05	283,071.90	TOTAL OPERATING- R&M	120,197.12	0.05	0.00	0.00	120,197.12	66,364.05	0.02	53,833.07
14,470.49	0.06	0.00	0.00	14,470.49	-216,857.87	-0.83	231,328.36	TOTAL EXPENSES- R&M	214,369.28	0.08	0.00	0.00	214,369.28	188,824.44	0.06	25,544.84

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																
6,734.44	0.03	0.00	0.00	-6,734.44	3,365.11	0.01	-3,369.33	Electric	48,061.91	0.02	0.00	0.00	-48,061.91	50,177.55	0.02	2,115.64
311.17	0.00	0.00	0.00	-311.17	1,357.35	0.01	1,046.18	Gas	9,856.72	0.00	0.00	0.00	-9,856.72	13,853.72	0.00	3,997.00
-5,915.76	-0.03	0.00	0.00	5,915.76	794.38	0.00	6,710.14	Water & Sewer	11,067.58	0.00	0.00	0.00	-11,067.58	6,856.27	0.00	-4,211.31
5,640.68	0.02	0.00	0.00	-5,640.68	2,977.76	0.01	-2,662.92	Waste Removal	40,550.17	0.02	0.00	0.00	-40,550.17	40,795.01	0.01	244.84
6,770.53	0.03	0.00	0.00	6,770.53	8,494.60	0.03	-1,724.07	TOTAL EXPENSES-UTILITIES	109,536.38	0.04	0.00	0.00	109,536.38	111,682.55	0.04	-2,146.17
FRANCHISE																
FRANCHISE FEES																
26,205.95	0.11	0.00	0.00	-26,205.95	26,618.36	0.10	412.41	Franchise Fees & Royalties	257,976.31	0.10	0.00	0.00	-257,976.31	298,313.46	0.10	40,337.15
2,410.57	0.01	0.00	0.00	-2,410.57	0.00	0.00	-2,410.57	Franchise Frequent Traveler Progr	45,768.66	0.02	0.00	0.00	-45,768.66	0.00	0.00	-45,768.66
28,616.52	0.12	0.00	0.00	28,616.52	26,618.36	0.10	1,998.16	TOTAL FRANCHISE FEES	303,744.97	0.12	0.00	0.00	303,744.97	298,313.46	0.10	5,431.51
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																
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Personal Property Tax	136,931.82	0.05	0.00	0.00	-136,931.82	134,480.85	0.04	-2,450.97
-756.00	0.00	0.00	0.00	756.00	2,500.00	0.01	3,256.00	Insurance	31,872.55	0.01	0.00	0.00	-31,872.55	28,000.00	0.01	-3,872.55
-756.00	0.00	0.00	0.00	-756.00	2,500.00	0.01	-3,256.00	TOTAL FIXED EXPENSES	168,804.37	0.06	0.00	0.00	168,804.37	162,480.85	0.05	6,323.52
OTHER EXP																
32,259.01	0.14	0.00	0.00	-32,259.01	-6,176.03	-0.02	-38,435.04	Owners Expense	208,808.00	0.08	0.00	0.00	-208,808.00	0.00	0.00	-208,808.00
0.00	0.00	0.00	0.00	0.00	88,084.44	0.00	88,084.44	Gain/Loss on Disposal	0.00	0.00	0.00	0.00	88,084.44	88,084.44	0.00	88,084.44
0.00	0.00	0.00	0.00	0.00	158,399.19	0.60	158,399.19	Depreciation	0.00	0.00	0.00	0.00	158,399.19	158,399.19	0.05	158,399.19
0.00	0.00	0.00	0.00	0.00	230,975.22	0.00	230,975.22	Depreciation-Section 179	0.00	0.00	0.00	0.00	230,975.22	230,975.22	0.00	230,975.22
0.00	0.00	0.00	0.00	0.00	6,914.61	0.03	6,914.61	Amortization	0.00	0.00	0.00	0.00	6,914.61	6,914.61	0.00	6,914.61
-72,909.26	-0.31	0.00	0.00	72,909.26	25,624.05	0.10	98,533.31	Interest Expense	282,052.66	0.11	0.00	0.00	-282,052.66	292,897.00	0.10	10,844.34
-40,650.25	-0.17	0.00	0.00	-40,650.25	503,821.48	1.92	544,471.73	TOTAL OTHER EXP	490,860.66	0.19	0.00	0.00	490,860.66	777,270.46	0.26	-286,409.80