

Trailing Twelve - Income Statement w/Stats

- Company Name Here -

As of 12/31/2011

	Jan 2011 (Actual)	Feb 2011 (Actual)	Mar 2011 (Actual)	Apr 2011 (Actual)	May 2011 (Actual)	Jun 2011 (Actual)	Jul 2011 (Actual)	Aug 2011 (Actual)	Sep 2011 (Actual)	Oct 2011 (Budget)	Nov 2011 (Budget)	Dec 2011 (Budget)	Total (Mixed)
Summary													
Available Rooms	6,820	6,160	6,794	6,600	6,745	6,570	6,820	6,820	880	6,820	6,600	6,820	74,449
Paid Occupied	3,365	3,954	5,599	4,986	5,073	5,188	4,886	4,347	421	4,412	4,232	3,816	50,279
Occupied Rooms	3,365	3,954	5,602	4,986	5,073	5,188	4,886	4,347	421	4,412	4,232	3,816	50,282
Average Rate	83.71	84.49	92.09	94.74	80.58	73.15	76.94	76.35	76.66	86.42	83.44	82.36	83.15
Occupancy %	49.34%	64.19%	82.41%	75.55%	75.21%	78.96%	71.64%	63.74%	47.84%	64.69%	64.12%	55.95%	67.53%
REVPAR	41.30	54.23	75.89	71.57	60.61	57.76	55.12	48.66	36.68	55.91	53.50	46.08	56.16
Revenue													
Rooms	281,671.04	334,073.15	515,629.87	472,391.91	408,782.60	379,484.07	375,907.76	331,888.94	32,275.20	381,274.76	353,131.92	314,285.84	4,180,797.06
Food	62,227.94	65,204.60	90,126.08	84,584.44	86,282.55	86,750.14	69,056.31	80,094.58	11,338.78	78,218.00	62,167.00	96,442.00	872,492.42
Beverage	6,961.31	8,461.52	11,366.76	10,322.50	8,895.88	10,394.73	8,771.34	6,711.85	561.03	10,653.00	11,805.00	15,903.00	110,807.92
Communications	90.35	407.86	353.54	110.75	124.88	335.18	18.09	0.00	0.00	617.68	592.48	534.24	3,185.05
Other Income	1,062.54	727.20	2,897.43	2,510.45	821.90	-537.61	478.68	772.31	-1,595.00	1,688.32	1,623.52	1,473.76	11,923.50
Total Revenue	352,013.18	408,874.33	620,373.68	569,920.05	504,907.81	476,426.51	454,232.18	419,467.68	42,580.01	472,451.76	429,319.92	428,638.84	5,179,205.95
Departmental Expenses													
Rooms Expense	100,099.87	91,968.73	139,275.70	117,551.56	97,628.31	108,411.01	113,437.99	95,777.85	-13,233.56	98,532.33	96,966.25	94,147.11	1,140,563.15
Food Expenses	61,439.56	56,876.18	74,795.35	80,067.24	77,113.91	71,888.50	67,456.51	57,748.17	-221.01	65,464.50	58,469.18	69,236.00	740,334.09
Beverage Expenses	4,346.57	4,337.78	6,135.26	5,039.13	4,299.14	5,283.39	5,526.44	4,373.71	5,180.21	5,198.00	5,598.29	7,084.17	62,402.09
Communications Expense	2,276.86	2,384.17	2,258.45	3,196.52	2,778.07	2,850.85	3,250.31	2,321.40	0.00	2,204.00	2,204.00	2,204.00	27,928.63
Other Expenses	161.52	419.69	97.72	0.00	628.04	0.00	134.37	0.00	0.00	198.54	190.44	171.72	2,002.04
Comp F&B Expenses	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
Total Departmental Expenses	168,324.38	155,986.55	222,562.48	205,854.45	182,447.47	188,433.75	189,805.62	160,221.13	-8,274.36	171,597.37	163,428.16	172,843.00	1,973,230.00
Gross Operating Income	183,688.80	252,887.78	397,811.20	364,065.60	322,460.34	287,992.76	264,426.56	259,246.55	50,854.37	300,854.39	265,891.76	255,795.84	3,205,975.95
Undistributed Expenses													
Administrative & General	53,880.46	46,211.33	52,539.53	54,404.08	55,482.52	51,545.13	54,330.48	40,895.22	-9,573.45	45,058.47	42,440.36	43,864.87	531,079.00
Marketing	44,117.64	41,998.57	38,579.72	46,361.75	36,616.23	39,540.98	43,156.94	30,747.71	-6,864.54	42,902.04	41,228.87	42,424.34	440,810.25
Franchise Fees	18,021.37	21,550.39	33,428.53	27,121.12	25,381.77	24,304.98	23,904.01	0.00	0.00	24,401.59	22,600.45	20,114.29	240,828.50
Maintenance	27,753.92	27,691.30	35,987.52	43,926.28	50,137.27	39,059.67	37,334.52	35,985.03	-8,153.99	31,499.28	29,417.59	30,339.04	380,977.43
Energy	18,247.18	15,482.26	25,905.68	24,165.72	26,007.55	32,511.32	30,676.72	28,160.23	-18,508.70	22,825.00	21,851.00	21,442.00	248,765.96
Total Undistributed Expenses	162,020.57	152,933.85	186,440.98	195,978.95	193,625.34	186,962.08	189,402.67	135,788.19	-43,100.68	166,686.38	157,538.27	158,184.54	1,842,461.14
Gross Operating Profit	21,668.23	99,953.93	211,370.22	168,086.65	128,835.00	101,030.68	75,023.89	123,458.36	93,955.05	134,168.01	108,353.49	97,611.30	1,363,514.81
Management Fees	10,552.50	12,266.22	18,611.22	17,097.61	15,147.24	14,306.07	13,626.96	12,584.04	0.00	14,173.55	12,879.60	12,859.17	154,104.18
Income Before Fixed Expenses	11,115.73	87,687.71	192,759.00	150,989.04	113,687.76	86,724.61	61,396.93	110,874.32	93,955.05	119,994.46	95,473.89	84,752.13	1,209,410.63
Fixed Expenses													
Rents	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
Real Estate Taxes	8,242.35	8,242.35	8,242.35	8,242.35	8,242.35	-644.16	8,242.35	8,242.35	0.00	8,242.00	8,242.00	8,242.00	81,778.29
Insurance	8,218.68	8,218.68	8,218.68	8,218.68	7,524.67	21,871.70	7,524.67	7,524.67	0.00	9,891.20	9,891.20	9,891.20	106,994.03
Total Fixed Expenses	16,461.03	16,461.03	16,461.03	16,461.03	15,767.02	21,227.54	15,767.02	15,767.02	0.00	18,133.20	18,133.20	18,133.20	188,772.32
EBITDA	-5,345.30	71,226.68	176,297.97	134,528.01	97,920.74	65,497.07	45,629.91	95,107.30	93,955.05	101,861.26	77,340.69	66,618.93	1,020,638.31
Interest	5,744.55	13,357.31	12,034.66	13,287.23	12,828.95	13,224.71	12,309.53	0.00	0.00	13,400.00	13,400.00	13,400.00	122,986.94

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Depreciation & Amortization	21,597.00	21,597.00	21,597.00	21,597.00	21,597.00	21,597.00	21,597.00	20,597.00	0.00	22,972.00	22,972.00	22,972.00	240,692.00
Owner's Expense	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
Net Income	-32,686.85	36,272.37	142,666.31	99,643.78	63,494.79	30,675.36	11,723.38	74,510.30	93,955.05	65,489.26	40,968.69	30,246.93	656,959.37

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Room Statistics													
Room Counts													
BAR	450	583	917	671	749	634	594	325	35	360	390	310	6,018
Consortia	10	2	15	0	0	0	0	0	0	51	37	110	225
Local Negotiated	1,029	1,093	1,421	1,060	1,371	1,383	1,315	1,405	105	1,240	1,140	1,005	13,567
Corporate Negotiated	224	214	240	417	363	245	260	350	23	127	104	101	2,668
Other Discounts	906	1,286	1,419	793	1,471	1,292	1,217	758	63	1,510	1,200	1,130	13,045
Government	22	20	26	19	73	10	46	38	7	33	51	36	381
Corporate Marketing Programs	79	71	193	136	186	94	176	76	5	62	79	83	1,240
Individual Tour/Wholesale	0	0	0	0	0	0	0	0	0	14	10	12	36
Total Transient Rooms	2,720	3,269	4,231	3,096	4,213	3,658	3,608	2,952	238	3,397	3,011	2,787	37,180
Group-Association	6	3	1	2	0	1	0	0	2	50	20	10	95
Group-Corporate	17	222	21	1,091	80	739	240	199	5	250	300	270	3,434
Group-SMERF	151	38	648	392	192	91	282	250	87	400	226	390	3,147
Group-Other	27	3	0	2	14	0	0	157	0	0	35	0	238
Total Group Rooms	201	266	670	1,487	286	831	522	606	94	700	581	670	6,914
Permanent	444	419	698	403	574	699	756	789	89	315	640	359	6,185
Total Rooms Sold	3,365	3,954	5,599	4,986	5,073	5,188	4,886	4,347	421	4,412	4,232	3,816	50,279
Comp Rooms	0	0	3	0	0	0	0	0	0	0	0	0	3
Vacant Rooms	2,779	1,853	1,048	1,246	1,202	1,246	1,531	1,837	295	2,408	2,368	3,004	20,817
Out of Order Rooms	676	353	144	368	470	136	403	636	164	0	0	0	3,350
Total Available Rooms	6,820	6,160	6,794	6,600	6,745	6,570	6,820	6,820	880	6,820	6,600	6,820	74,449
Average Daily Rates													
ADR - BAR	110.41	108.94	131.08	135.10	108.62	97.26	84.32	102.11	117.89	114.00	103.00	99.00	110.73
ADR - Consortia	126.00	99.00	125.00	0.00	0.00	0.00	0.00	0.00	0.00	114.00	119.00	102.50	134.91
ADR - Local Negotiated	92.13	93.51	93.17	90.30	89.38	89.42	85.57	79.73	80.80	91.42	95.83	94.35	90.06
ADR - Corporate Negotiated	100.56	95.25	100.71	87.53	87.57	95.43	97.41	78.45	76.04	100.34	107.94	98.75	92.66
ADR - Other Discounts	73.87	74.92	87.60	83.79	67.34	56.32	74.99	74.44	74.18	75.25	76.13	76.00	74.29
ADR - Government	124.62	126.67	129.77	131.00	130.59	126.81	95.59	102.59	96.86	131.00	131.00	131.00	122.40
ADR - Corp. Marketing	37.80	34.74	37.19	36.57	36.32	31.74	32.71	32.02	35.48	35.48	35.48	35.48	35.21
ADR - Individual Tour	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.00	85.00	85.00	85.00
ADR - Total Transient	88.57	87.99	97.73	95.86	83.32	78.11	80.20	81.62	83.56	86.64	88.59	86.59	86.82
ADR - Group Association	149.37	127.33	74.00	1,326.50	0.00	74.00	0.00	0.00	89.00	99.00	99.00	99.00	128.18
ADR - Group Corporate	111.38	96.81	88.00	99.87	89.06	69.38	78.17	58.45	75.00	109.00	104.00	84.93	88.74
ADR - Group SMERF	99.86	94.11	100.89	115.19	111.52	76.02	103.82	142.86	86.38	99.00	99.00	82.69	103.03
ADR - Group Other	91.22	109.00	0.00	41.00	92.50	0.00	0.00	31.70	0.00	0.00	84.71	0.00	50.88
ADR - Total Group	101.16	96.91	100.45	105.48	104.31	70.11	92.02	86.34	85.83	102.57	100.72	83.84	94.49
ADR - Permanent	44.61	44.81	49.11	44.98	46.90	48.33	49.21	47.60	48.53	45.00	42.00	44.00	46.50
Occupancy %	49.34%	64.19%	82.10%	75.55%	74.38%	78.61%	71.64%	63.74%	7.62%	64.69%	64.12%	55.95%	62.72%
ADR	83.71	84.49	92.09	94.74	80.58	73.15	76.94	76.35	64.17	86.42	83.44	82.36	83.02