



# SALE PACKAGE



**SMKV HOLDINGS, INC.**  
**Corporate Office**  
**409 S. Seaview Avenue,**  
**Galloway Township, NJ 08205**



**CRYSTAL INN & SUITES (\$3,299,000.00 - 30% down = \$2,309,300 Mortgage)**

**PROJECTIONS BASED ON 80% OCCUPANCY**

TOTAL ROOMS SOLD 10512 OCC 80.00% WEEK# 52

PROJECTED SALES	TOTAL SALES	% SALES	AVG P/RM	SALES P/DAY	SALES WKLY
Room Sales (Cash & Credit)	\$840,000.00	93.56%	\$79.91	\$2,301.37	\$16,153.85
<b>TOTAL ROOM SALES</b>	<b>\$840,000.00</b>	<b>93.56%</b>	<b>\$79.91</b>	<b>\$2,301.37</b>	<b>\$16,153.85</b>
Telephone Sales	\$30,000.00	3.34%	\$2.85	\$82.19	\$576.92
Vending Sales	\$18,000.00	2.00%	\$1.71	\$49.32	\$346.15
Pet Charges	\$9,800.00	1.09%	\$0.93	\$26.85	\$188.46
Bank Interest	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MISC. INCOME</b>	<b>\$57,800.00</b>	<b>6.44%</b>	<b>\$5.50</b>	<b>\$158.36</b>	<b>\$1,111.54</b>
<b>TOTAL PROJECTED SALES</b>	<b>\$897,800.00</b>	<b>100.00%</b>	<b>\$85.41</b>	<b>\$2,459.73</b>	<b>\$17,265.38</b>

PROJECTED EXPENSES	TOTAL EXPENSES	% EXPENSE	AVG P/RM	EXPENSE P/DAY	EXPENSE WKLY
Room Sales Tax (15%)	\$103,126.80	18.80%	\$9.81	\$282.54	\$1,983.21
Vending Sales Tax (7%)	\$1,018.80	0.19%	\$0.10	\$2.79	\$19.59
<b>TOTAL SALES TAX</b>	<b>\$104,145.60</b>	<b>18.99%</b>	<b>\$9.91</b>	<b>\$285.33</b>	<b>\$2,002.80</b>
Vending Purchases	\$4,500.00	0.82%	\$0.43	\$12.33	\$86.54
Telephone Charges	\$5,400.00	0.98%	\$0.51	\$14.79	\$103.85
<b>TOTAL Vending/Telephone Charges</b>	<b>\$9,900.00</b>	<b>1.80%</b>	<b>\$0.94</b>	<b>\$27.12</b>	<b>\$190.38</b>
Electric	\$25,500.00	4.65%	\$2.43	\$69.86	\$490.38
Gas	\$4,500.00	0.82%	\$0.43	\$12.33	\$86.54
Water	\$5,200.00	0.95%	\$0.49	\$14.25	\$100.00
Cable Television	\$6,600.00	1.20%	\$0.63	\$18.08	\$126.92
Sewer	\$3,984.00	0.73%	\$0.38	\$10.92	\$76.62
<b>TOTAL UTILITIES</b>	<b>\$45,784.00</b>	<b>8.35%</b>	<b>\$4.36</b>	<b>\$125.44</b>	<b>\$880.46</b>
Linen/Equipment Rentals	\$8,000.00	1.46%	\$0.76	\$21.92	\$153.85
<b>TOTAL RENTALS</b>	<b>\$8,000.00</b>	<b>1.46%</b>	<b>\$0.76</b>	<b>\$21.92</b>	<b>\$153.85</b>
Laundry/Bedsheets/Shw Curtains/Hooks	\$700.00	0.13%	\$0.07	\$1.92	\$13.46
Bedcovers/Pillows/Blankets/Matt. Pads/Towels	\$1,800.00	0.33%	\$0.17	\$4.93	\$34.62
Housekeeping Supplies	\$4,400.00	0.80%	\$0.42	\$12.05	\$84.62
<b>TOTAL LAUNDRY/HOUSEKEEPING SUPPLIES</b>	<b>\$6,900.00</b>	<b>1.26%</b>	<b>\$0.66</b>	<b>\$18.90</b>	<b>\$132.69</b>
Advertising Budget	\$8,500.00	1.55%	\$0.81	\$23.29	\$163.46
<b>TOTAL ADVERTISING BUDGET</b>	<b>\$8,500.00</b>	<b>1.55%</b>	<b>\$0.81</b>	<b>\$23.29</b>	<b>\$163.46</b>
Stationary Supplies (Paper/printing/programs)	\$1,200.00	0.22%	\$0.11	\$3.29	\$23.08
<b>TOTAL STATIONARY &amp; PRINTING SUPP.</b>	<b>\$1,200.00</b>	<b>0.22%</b>	<b>\$0.11</b>	<b>\$3.29</b>	<b>\$23.08</b>
Amex/Visa/Mstcard/Discover Charges	\$2,800.00	0.51%	\$0.27	\$7.67	\$53.85
No Show - Chargebacks	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL CR/CD COMM &amp; CHARGES</b>	<b>\$2,800.00</b>	<b>0.51%</b>	<b>\$0.27</b>	<b>\$7.67</b>	<b>\$53.85</b>
Swimming Pool (NO POOL)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Room Repairs/Carpet Cleaning/Misc. Expenses	\$1,775.00	0.32%	\$0.17	\$4.86	\$34.13
Fire Equipment Repairs & Maintenance	\$250.00	0.05%	\$0.02	\$0.68	\$4.81
<b>TOTAL REPAIRS/MAINTENANCE</b>	<b>\$2,025.00</b>	<b>0.37%</b>	<b>\$0.19</b>	<b>\$5.55</b>	<b>\$38.94</b>
Breakfast Supplies	\$7,000.00	1.28%	\$0.67	\$19.18	\$134.62
<b>TOTAL BREAKFAST SUPPLIES</b>	<b>\$7,000.00</b>	<b>1.28%</b>	<b>\$0.67</b>	<b>\$19.18</b>	<b>\$134.62</b>
Mercantile/Other Licenses	\$150.00	0.03%	\$0.01	\$0.41	\$2.88
Real Estate Taxes	\$41,955.30	7.65%	\$3.99	\$114.95	\$806.83
<b>TOTAL LICENSES &amp; TAXES</b>	<b>\$42,105.30</b>	<b>7.68%</b>	<b>\$4.01</b>	<b>\$115.36</b>	<b>\$809.72</b>
Debt Service 6.00% (\$2,309,300)	\$138,558.00	25.26%	\$13.18	\$379.61	\$2,664.58
<b>TOTAL DEBT SERVICE</b>	<b>\$138,558.00</b>	<b>25.26%</b>	<b>\$13.18</b>	<b>\$379.61</b>	<b>\$2,664.58</b>
Payroll & Accounting Fees	\$2,895.00	0.53%	\$0.28	\$7.93	\$55.67
Management Fee (6%) (ADD IF APPLICABLE)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MANAGEMENT &amp; ACCT FEES</b>	<b>\$2,895.00</b>	<b>0.53%</b>	<b>\$0.28</b>	<b>\$7.93</b>	<b>\$55.67</b>
Property/Liability Insurance	\$10,539.00	1.92%	\$1.00	\$28.87	\$202.67
Worker's Compensation Policy	\$2,000.00	0.36%	\$0.19	\$5.48	\$38.46
<b>TOTAL INSURANCE</b>	<b>\$12,539.00</b>	<b>2.29%</b>	<b>\$1.19</b>	<b>\$34.35</b>	<b>\$241.13</b>
Landscaping/Snow Removal	\$2,800.00	0.51%	\$0.27	\$7.67	\$53.85
Pest Control	\$500.00	0.09%	\$0.05	\$1.37	\$9.62
Trash Removal	\$2,280.00	0.42%	\$0.22	\$6.25	\$43.85
Postage/Festival Decorations	\$300.00	0.05%	\$0.03	\$0.82	\$5.77
Security Monitoring	\$600.00	0.11%	\$0.06	\$1.64	\$11.54
Maintenance Contract	\$2,400.00	0.44%	\$0.23	\$6.58	\$46.15
Card lock maintenance & cards	\$500.00	0.09%	\$0.05	\$1.37	\$9.62
<b>TOTAL MISC EXPENSES</b>	<b>\$9,380.00</b>	<b>1.71%</b>	<b>\$0.89</b>	<b>\$25.70</b>	<b>\$180.38</b>
Front Desk Personell (Resident Manager)	\$27,000.00	4.92%	\$2.57	\$73.97	\$519.23
Housekeeping	\$25,000.00	4.56%	\$2.38	\$68.49	\$480.77
Through Cleaning/Preventive Maint.	\$1,800.00	0.33%	\$0.17	\$4.93	\$34.62
Payroll Taxes	\$3,000.00	0.55%	\$0.29	\$8.22	\$57.69
<b>TOTAL PAYROLL</b>	<b>\$56,800.00</b>	<b>10.35%</b>	<b>\$5.40</b>	<b>\$155.62</b>	<b>\$1,092.31</b>
Royalty	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Reservation Commissions	\$90,000.00	16.41%	\$8.56	\$246.58	\$1,730.77
<b>TOTAL RESV CHARGES</b>	<b>\$90,000.00</b>	<b>16.41%</b>	<b>\$8.56</b>	<b>\$246.58</b>	<b>\$1,730.77</b>
<b>TOTAL PROJECTED EXPENSES</b>	<b>\$548,531.90</b>	<b>100.00%</b>	<b>\$52.18</b>	<b>\$1,502.83</b>	<b>\$10,548.69</b>

<b>SCHEDULED PROFIT &amp; LOSS</b>	<b>\$349,268.10</b>	<b>63.67%</b>	<b>\$33.23</b>	<b>\$956.90</b>	<b>\$6,716.69</b>
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<b>NOI (Debt &amp; Management Fee removed)</b>	<b>\$487,826.10</b>	<b>88.93%</b>	<b>\$46.41</b>	<b>\$1,336.51</b>	<b>\$9,381.27</b>
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<b>CASH FLOW CALCULATION</b>	<b>3.52</b>	<b>CASH-ON-CASH RETURN</b>	<b>39%</b>
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**CRYSTAL INN & SUITES (\$3,299,000.00 - 30% down = \$2,309,300 Mortgage)**

**PROJECTIONS BASED ON 70% OCCUPANCY**

TOTAL ROOMS SOLD 9198 OCC 70.00% 52

PROJECTED SALES	TOTAL SALES	% SALES	AVG P/RM	SALES P/DAY	SALES WKLY
Room Sales (Cash & Credit)	\$735,000.00	93.56%	\$79.91	\$2,013.70	\$14,134.62
<b>TOTAL ROOM SALES</b>	<b>\$735,000.00</b>	<b>93.56%</b>	<b>\$79.91</b>	<b>\$2,013.70</b>	<b>\$14,134.62</b>
Telephone Sales	\$26,250.00	3.34%	\$2.85	\$71.92	\$504.81
Vending Sales	\$15,750.00	2.00%	\$1.71	\$43.15	\$302.88
Pet Charges	\$8,575.00	1.09%	\$0.93	\$23.49	\$164.90
Bank Interest	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MISC. INCOME</b>	<b>\$50,575.00</b>	<b>6.44%</b>	<b>\$5.50</b>	<b>\$138.56</b>	<b>\$972.60</b>
<b>TOTAL PROJECTED SALES</b>	<b>\$785,575.00</b>	<b>100.00%</b>	<b>\$85.41</b>	<b>\$2,152.26</b>	<b>\$15,107.21</b>

PROJECTED EXPENSES	TOTAL EXPENSES	% EXPENSE	AVG P/RM	EXPENSE P/DAY	EXPENSE WKLY
Room Sales Tax (15%)	\$90,235.95	17.59%	\$9.81	\$247.22	\$1,735.31
Vending Sales Tax (7%)	\$891.45	0.17%	\$0.10	\$2.44	\$17.14
<b>TOTAL SALES TAX</b>	<b>\$91,127.40</b>	<b>17.76%</b>	<b>\$9.91</b>	<b>\$249.66</b>	<b>\$1,752.45</b>
Vending Purchases	\$3,937.50	0.77%	\$0.43	\$10.79	\$75.72
Telephone Charges	\$5,400.00	1.05%	\$0.59	\$14.79	\$103.85
<b>TOTAL Vending/Telephone Charges</b>	<b>\$9,337.50</b>	<b>1.82%</b>	<b>\$1.02</b>	<b>\$25.58</b>	<b>\$179.57</b>
Electric	\$22,312.50	4.35%	\$2.43	\$61.13	\$429.09
Gas	\$3,937.50	0.77%	\$0.43	\$10.79	\$75.72
Water	\$4,550.00	0.89%	\$0.49	\$12.47	\$87.50
Cable Television	\$6,600.00	1.29%	\$0.72	\$18.08	\$126.92
Sewer	\$3,984.00	0.78%	\$0.43	\$10.92	\$76.62
<b>TOTAL UTILITIES</b>	<b>\$41,384.00</b>	<b>8.07%</b>	<b>\$4.50</b>	<b>\$113.38</b>	<b>\$795.85</b>
Linen/Equipment Rentals	\$7,000.00	1.36%	\$0.76	\$19.18	\$134.62
<b>TOTAL RENTALS</b>	<b>\$7,000.00</b>	<b>1.36%</b>	<b>\$0.76</b>	<b>\$19.18</b>	<b>\$134.62</b>
Laundry/Bedsheets/Shw Curtains/Hooks	\$700.00	0.14%	\$0.08	\$1.92	\$13.46
Bedcovers/Pillows/Blankets/Matt. Pads/Towels	\$1,800.00	0.35%	\$0.20	\$4.93	\$34.62
Housekeeping Supplies	\$3,850.00	0.75%	\$0.42	\$10.55	\$74.04
<b>TOTAL LAUNDRY/HOUSEKEEPING SUPPLIES</b>	<b>\$6,350.00</b>	<b>1.24%</b>	<b>\$0.69</b>	<b>\$17.40</b>	<b>\$122.12</b>
Advertising Budget	\$8,500.00	1.66%	\$0.92	\$23.29	\$163.46
<b>TOTAL ADVERTISING BUDGET</b>	<b>\$8,500.00</b>	<b>1.66%</b>	<b>\$0.92</b>	<b>\$23.29</b>	<b>\$163.46</b>
Stationary Supplies (Paper/printing/programs)	\$1,200.00	0.23%	\$0.13	\$3.29	\$23.08
<b>TOTAL STATIONARY &amp; PRINTING SUPP.</b>	<b>\$1,200.00</b>	<b>0.23%</b>	<b>\$0.13</b>	<b>\$3.29</b>	<b>\$23.08</b>
Amex/Visa/Mstcard/Discover Charges	\$2,450.00	0.48%	\$0.27	\$6.71	\$47.12
No Show - Chargebacks	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL CR/CD COMM &amp; CHARGES</b>	<b>\$2,450.00</b>	<b>0.48%</b>	<b>\$0.27</b>	<b>\$6.71</b>	<b>\$47.12</b>
Swimming Pool (NO POOL)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Room Repairs/Carpet Cleaning/Misc. Expenses	\$1,775.00	0.35%	\$0.19	\$4.86	\$34.13
Fire Equipment Repairs & Maintenance	\$250.00	0.05%	\$0.03	\$0.68	\$4.81
<b>TOTAL REPAIRS/MAINTENANCE</b>	<b>\$2,025.00</b>	<b>0.39%</b>	<b>\$0.22</b>	<b>\$5.55</b>	<b>\$38.94</b>
Breakfast Supplies	\$6,125.00	1.19%	\$0.67	\$16.78	\$117.79
<b>TOTAL BREAKFAST SUPPLIES</b>	<b>\$6,125.00</b>	<b>1.19%</b>	<b>\$0.67</b>	<b>\$16.78</b>	<b>\$117.79</b>
Mercantile/Other Licenses	\$150.00	0.03%	\$0.02	\$0.41	\$2.88
Real Estate Taxes	\$41,955.30	8.18%	\$4.56	\$114.95	\$806.83
<b>TOTAL LICENSES &amp; TAXES</b>	<b>\$42,105.30</b>	<b>8.21%</b>	<b>\$4.58</b>	<b>\$115.36</b>	<b>\$809.72</b>
Debt Service 6.00% (\$2,309,300)	\$138,558.00	27.01%	\$15.06	\$379.61	\$2,664.58
<b>TOTAL DEBT SERVICE</b>	<b>\$138,558.00</b>	<b>27.01%</b>	<b>\$15.06</b>	<b>\$379.61</b>	<b>\$2,664.58</b>
Payroll & Accounting Fees	\$2,895.00	0.56%	\$0.31	\$7.93	\$55.67
Management Fee (6%) (ADD IF APPLICABLE)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MANAGEMENT &amp; ACCT FEES</b>	<b>\$2,895.00</b>	<b>0.56%</b>	<b>\$0.31</b>	<b>\$7.93</b>	<b>\$55.67</b>
Property/Liability Insurance	\$10,539.00	2.05%	\$1.15	\$28.87	\$202.67
Worker's Compensation Policy	\$2,000.00	0.39%	\$0.22	\$5.48	\$38.46
<b>TOTAL INSURANCE</b>	<b>\$12,539.00</b>	<b>2.44%</b>	<b>\$1.36</b>	<b>\$34.35</b>	<b>\$241.13</b>
Landscaping/Snow Removal	\$2,800.00	0.55%	\$0.30	\$7.67	\$53.85
Pest Control	\$500.00	0.10%	\$0.05	\$1.37	\$9.62
Trash Removal	\$2,280.00	0.44%	\$0.25	\$6.25	\$43.85
Postage/Festival Decorations	\$300.00	0.06%	\$0.03	\$0.82	\$5.77
Security Monitoring	\$600.00	0.12%	\$0.07	\$1.64	\$11.54
Maintenance Contract	\$2,400.00	0.47%	\$0.26	\$6.58	\$46.15
Card lock maintenance & cards	\$500.00	0.10%	\$0.05	\$1.37	\$9.62
<b>TOTAL MISC EXPENSES</b>	<b>\$9,380.00</b>	<b>1.83%</b>	<b>\$1.02</b>	<b>\$25.70</b>	<b>\$180.38</b>
Front Desk Personell (Resident Manager)	\$27,000.00	5.26%	\$2.94	\$73.97	\$519.23
Housekeeping	\$21,875.00	4.26%	\$2.38	\$59.93	\$420.67
Through Cleaning/Preventive Maint.	\$1,800.00	0.35%	\$0.20	\$4.93	\$34.62
Payroll Taxes	\$2,625.00	0.51%	\$0.29	\$7.19	\$50.48
<b>TOTAL PAYROLL</b>	<b>\$53,300.00</b>	<b>10.39%</b>	<b>\$5.79</b>	<b>\$146.03</b>	<b>\$1,025.00</b>
Royalty	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Reservation Commissions	\$78,750.00	15.35%	\$8.56	\$215.75	\$1,514.42
<b>TOTAL RESV CHARGES</b>	<b>\$78,750.00</b>	<b>15.35%</b>	<b>\$8.56</b>	<b>\$215.75</b>	<b>\$1,514.42</b>
<b>TOTAL PROJECTED EXPENSES</b>	<b>\$513,026.20</b>	<b>100.00%</b>	<b>\$55.78</b>	<b>\$1,405.55</b>	<b>\$9,865.89</b>

<b>SCHEDULED PROFIT &amp; LOSS</b>	<b>\$272,548.80</b>	<b>53.13%</b>	<b>\$29.63</b>	<b>\$746.71</b>	<b>\$5,241.32</b>
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<b>NOI (Debt &amp; Management Fee removed)</b>	<b>\$411,106.80</b>	<b>80.13%</b>	<b>\$44.70</b>	<b>\$1,126.32</b>	<b>\$7,905.90</b>
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<b>CASH FLOW CALCULATION</b>	<b>2.97</b>	<b>CASH-ON-CASH RETURN</b>	<b>30%</b>
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**CRYSTAL INN & SUITES (\$3,299,000.00 - 30% down = \$2,309,300 Mortgage)**

**PROJECTIONS BASED ON 50% OCCUPANCY**

TOTAL ROOMS SOLD 6570 OCC 60.00% 52

PROJECTED SALES	TOTAL SALES	% SALES	AVG P/RM	SALES P/DAY	SALES WKLY
Room Sales (Cash & Credit)	\$525,000.00	93.56%	\$79.91	\$1,438.36	\$10,096.15
<b>TOTAL ROOM SALES</b>	<b>\$525,000.00</b>	<b>93.56%</b>	<b>\$79.91</b>	<b>\$1,438.36</b>	<b>\$10,096.15</b>
Telephone Sales	\$18,750.00	3.34%	\$2.85	\$51.37	\$360.58
Vending Sales	\$11,250.00	2.00%	\$1.71	\$30.82	\$216.35
Pet Charges	\$6,125.00	1.09%	\$0.93	\$16.78	\$117.79
Bank Interest	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MISC. INCOME</b>	<b>\$36,125.00</b>	<b>6.44%</b>	<b>\$5.50</b>	<b>\$98.97</b>	<b>\$694.71</b>
<b>TOTAL PROJECTED SALES</b>	<b>\$561,125.00</b>	<b>100.00%</b>	<b>\$85.41</b>	<b>\$1,537.33</b>	<b>\$10,790.87</b>

PROJECTED EXPENSES	TOTAL EXPENSES	% EXPENSE	AVG P/RM	EXPENSE P/DAY	EXPENSE WKLY
Room Sales Tax (15%)	\$64,454.25	14.37%	\$9.81	\$176.59	\$1,239.50
Vending Sales Tax (7%)	\$636.75	0.14%	\$0.10	\$1.74	\$12.25
<b>TOTAL SALES TAX</b>	<b>\$65,091.00</b>	<b>14.52%</b>	<b>\$9.91</b>	<b>\$178.33</b>	<b>\$1,251.75</b>
Vending Purchases	\$2,812.50	0.63%	\$0.43	\$7.71	\$54.09
Telephone Charges	\$5,400.00	1.20%	\$0.82	\$14.79	\$103.85
<b>TOTAL Vending/Telephone Charges</b>	<b>\$8,212.50</b>	<b>1.83%</b>	<b>\$1.25</b>	<b>\$22.50</b>	<b>\$157.93</b>
Electric	\$22,312.50	4.98%	\$3.40	\$61.13	\$429.09
Gas	\$2,812.50	0.63%	\$0.43	\$7.71	\$54.09
Water	\$3,250.00	0.72%	\$0.49	\$8.90	\$62.50
Cable Television	\$6,600.00	1.47%	\$1.00	\$18.08	\$126.92
Sewer	\$3,984.00	0.89%	\$0.61	\$10.92	\$76.62
<b>TOTAL UTILITIES</b>	<b>\$38,959.00</b>	<b>8.69%</b>	<b>\$5.93</b>	<b>\$106.74</b>	<b>\$749.21</b>
Linen/Equipment Rentals	\$5,000.00	1.12%	\$0.76	\$13.70	\$96.15
<b>TOTAL RENTALS</b>	<b>\$5,000.00</b>	<b>1.12%</b>	<b>\$0.76</b>	<b>\$13.70</b>	<b>\$96.15</b>
Laundry/Bedsheets/Shw Curtains/Hooks	\$700.00	0.16%	\$0.11	\$1.92	\$13.46
Bedcovers/Pillows/Blankets/Matt. Pads/Towels	\$1,800.00	0.40%	\$0.27	\$4.93	\$34.62
Housekeeping Supplies	\$2,750.00	0.61%	\$0.42	\$7.53	\$52.88
<b>TOTAL LAUNDRY/HOUSEKEEPING SUPPLIES</b>	<b>\$5,250.00</b>	<b>1.17%</b>	<b>\$0.80</b>	<b>\$14.38</b>	<b>\$100.96</b>
Advertising Budget	\$8,500.00	1.90%	\$1.29	\$23.29	\$163.46
<b>TOTAL ADVERTISING BUDGET</b>	<b>\$8,500.00</b>	<b>1.90%</b>	<b>\$1.29</b>	<b>\$23.29</b>	<b>\$163.46</b>
Stationary Supplies (Paper/printing/programs)	\$1,200.00	0.27%	\$0.18	\$3.29	\$23.08
<b>TOTAL STATIONARY &amp; PRINTING SUPP.</b>	<b>\$1,200.00</b>	<b>0.27%</b>	<b>\$0.18</b>	<b>\$3.29</b>	<b>\$23.08</b>
Amex/Visa/Mstcard/Discover Charges	\$1,750.00	0.39%	\$0.27	\$4.79	\$33.65
No Show - Chargebacks	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL CR/CD COMM &amp; CHARGES</b>	<b>\$1,750.00</b>	<b>0.39%</b>	<b>\$0.27</b>	<b>\$4.79</b>	<b>\$33.65</b>
Swimming Pool (NO POOL)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Room Repairs/Carpet Cleaning/Misc. Expenses	\$1,775.00	0.40%	\$0.27	\$4.86	\$34.13
Fire Equipment Repairs & Maintenance	\$250.00	0.06%	\$0.04	\$0.68	\$4.81
<b>TOTAL REPAIRS/MAINTENANCE</b>	<b>\$2,025.00</b>	<b>0.45%</b>	<b>\$0.31</b>	<b>\$5.55</b>	<b>\$38.94</b>
Breakfast Supplies	\$4,375.00	0.98%	\$0.67	\$11.99	\$84.13
<b>TOTAL BREAKFAST SUPPLIES</b>	<b>\$4,375.00</b>	<b>0.98%</b>	<b>\$0.67</b>	<b>\$11.99</b>	<b>\$84.13</b>
Mercantile/Other Licenses	\$150.00	0.03%	\$0.02	\$0.41	\$2.88
Real Estate Taxes	\$41,955.30	9.36%	\$6.39	\$114.95	\$806.83
<b>TOTAL LICENSES &amp; TAXES</b>	<b>\$42,105.30</b>	<b>9.39%</b>	<b>\$6.41</b>	<b>\$115.36</b>	<b>\$809.72</b>
Debt Service 6.00% (\$2,309,300)	\$138,558.00	30.90%	\$21.09	\$379.61	\$2,664.58
<b>TOTAL DEBT SERVICE</b>	<b>\$138,558.00</b>	<b>30.90%</b>	<b>\$21.09</b>	<b>\$379.61</b>	<b>\$2,664.58</b>
Payroll & Accounting Fees	\$2,895.00	0.65%	\$0.44	\$7.93	\$55.67
Management Fee (6%) (ADD IF APPLICABLE)	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
<b>TOTAL MANAGEMENT &amp; ACCT FEES</b>	<b>\$2,895.00</b>	<b>0.65%</b>	<b>\$0.44</b>	<b>\$7.93</b>	<b>\$55.67</b>
Property/Liability Insurance	\$10,539.00	2.35%	\$1.60	\$28.87	\$202.67
Worker's Compensation Policy	\$2,000.00	0.45%	\$0.30	\$5.48	\$38.46
<b>TOTAL INSURANCE</b>	<b>\$12,539.00</b>	<b>2.80%</b>	<b>\$1.91</b>	<b>\$34.35</b>	<b>\$241.13</b>
Landscaping/Snow Removal	\$2,800.00	0.62%	\$0.43	\$7.67	\$53.85
Pest Control	\$500.00	0.11%	\$0.08	\$1.37	\$9.62
Trash Removal	\$2,280.00	0.51%	\$0.35	\$6.25	\$43.85
Postage/Festival Decorations	\$300.00	0.07%	\$0.05	\$0.82	\$5.77
Security Monitoring	\$600.00	0.13%	\$0.09	\$1.64	\$11.54
Maintenance Contract	\$2,400.00	0.54%	\$0.37	\$6.58	\$46.15
Card lock maintenance & cards	\$500.00	0.11%	\$0.08	\$1.37	\$9.62
<b>TOTAL MISC EXPENSES</b>	<b>\$9,380.00</b>	<b>2.09%</b>	<b>\$1.43</b>	<b>\$25.70</b>	<b>\$180.38</b>
Front Desk Personell (Resident Manager)	\$27,000.00	6.02%	\$4.11	\$73.97	\$519.23
Housekeeping	\$15,625.00	3.48%	\$2.38	\$42.81	\$300.48
Through Cleaning/Preventive Maint.	\$1,800.00	0.40%	\$0.27	\$4.93	\$34.62
Payroll Taxes	\$1,875.00	0.42%	\$0.29	\$5.14	\$36.06
<b>TOTAL PAYROLL</b>	<b>\$46,300.00</b>	<b>10.33%</b>	<b>\$7.05</b>	<b>\$126.85</b>	<b>\$890.38</b>
Royalty	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Reservation Commissions	\$56,250.00	12.54%	\$8.56	\$154.11	\$1,081.73
<b>TOTAL RESV CHARGES</b>	<b>\$56,250.00</b>	<b>12.54%</b>	<b>\$8.56</b>	<b>\$154.11</b>	<b>\$1,081.73</b>
<b>TOTAL PROJECTED EXPENSES</b>	<b>\$448,389.80</b>	<b>100.00%</b>	<b>\$68.25</b>	<b>\$1,228.47</b>	<b>\$8,622.88</b>

<b>SCHEDULED PROFIT &amp; LOSS</b>	<b>\$112,735.20</b>	<b>25.14%</b>	<b>\$17.16</b>	<b>\$308.86</b>	<b>\$2,167.98</b>
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<b>NOI (Debt &amp; Management Fee removed)</b>	<b>\$251,293.20</b>	<b>56.04%</b>	<b>\$38.25</b>	<b>\$688.47</b>	<b>\$4,832.56</b>
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<b>CASH FLOW CALCULATION</b>	<b>1.81</b>	<b>CASH-ON-CASH RETURN</b>	<b>13%</b>
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