ADI GLOBAL

Best Western PLUS

Best Western Palm Beach - BWPGA, llc
2016 Actual & Forecast

			Actual											Forecast
REVENUES	**1st Year**	**%**	**January**	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Rooms	$ 2,278,649	95.69%	$ 289,787	$ 331,995	$ 338,403	$ 189,653	$ 120,737	$ 79,649	$ 149,212	$ 124,906	$ 142,251	$ 166,261	$ 164,656	$ 181,140
Rent & F&B Net	$ 102,677	4.31%	$ 1,377	$ 2,758	$ 2,874	$ 2,454	$ 16,795	$ 46,523	$ 3,378	$ 3,431	$ 2,911	$ 3,287	$ 11,694	$ 5,195
Total Revenue	**$ 2,381,326**	**100.00%**	**$ 291,164**	**$ 334,753**	**$ 341,277**	**$ 192,107**	**$ 137,532**	**$ 126,172**	**$ 152,590**	**$ 128,337**	**$ 145,161**	**$ 169,548**	**$ 176,350**	**$ 186,335**
ROOMS Dept														
Total Rooms	**$ 629,819**	**26.45%**	**$ 50,544**	**$ 45,582**	**$ 60,018**	**$ 50,620**	**$ 53,465**	**$ 47,938**	**$ 42,996**	**$ 60,788**	**$ 56,409**	**$ 48,091**	**$ 56,963**	**$ 56,405**
Departmental Profit	**$ 1,751,507**	**73.55%**	**$ 240,620**	**$ 289,171**	**$ 281,259**	**$ 141,487**	**$ 84,067**	**$ 78,234**	**$ 109,594**	**$ 67,549**	**$ 88,752**	**$ 121,457**	**$ 119,387**	**$ 129,930**
UNDISTRIBUTED EXPENSES														
Administrative & General	$ 309,699	13.01%	$ 23,919	$ 34,113	$ 35,861	$ 26,659	$ 26,429	$ 20,578	$ 22,549	$ 24,376	$ 24,993	$ 20,065	$ 25,290	$ 24,867
Sales & Marketing	$ 147,724	6.20%	$ 10,366	$ 13,076	$ 15,407	$ 15,784	$ 10,985	$ 9,931	$ 12,986	$ 12,943	$ 11,802	$ 10,948	$ 11,973	$ 11,524
Repairs & Maintenance	$ 129,365	5.43%	$ 11,133	$ 8,712	$ 7,210	$ 7,548	$ 13,887	$ 10,706	$ 12,026	$ 12,207	$ 9,476	$ 11,234	$ 12,334	$ 12,893
Energy	$ 91,511	3.84%	$ 8,976	$ 5,835	$ 6,177	$ 6,973	$ 6,660	$ 7,409	$ 8,369	$ 7,938	$ 8,100	$ 7,886	$ 8,082	$ 9,107
Total Undistributed	**$ 678,300**	**28.48%**	**$ 54,394**	**$ 61,736**	**$ 64,655**	**$ 56,964**	**$ 57,961**	**$ 48,624**	**$ 55,930**	**$ 57,464**	**$ 54,370**	**$ 50,133**	**$ 57,678**	**$ 58,391**
Gross Operating Profit	**$ 1,073,206**	**45.07%**	**$ 186,226**	**$ 227,435**	**$ 216,604**	**$ 84,523**	**$ 26,106**	**$ 29,610**	**$ 53,664**	**$ 10,084**	**$ 34,382**	**$ 71,324**	**$ 61,709**	**$ 71,540**
OTHER EXPENSES														
Management Fees	$ 71,440	3.00%	$ 8,735	$ 10,043	$ 10,238	$ 5,763	$ 4,126	$ 3,785	$ 4,578	$ 3,850	$ 4,355	$ 5,086	$ 5,291	$ 5,590
Property and Other Taxes	$ 128,450	5.39%	$ 11,725	$ 11,725	$ 10,000	$ 10,000	$ 10,000	$ 10,000	$ 10,000	$ 10,000	$ 10,000	$ 12,500	$ 12,500	$ 10,000
Insurance	$ 106,029	4.45%	$ 14,156	$ 13,123	$ -	$ 8,750	$ 8,750	$ 8,750	$ 8,750	$ 8,750	$ 8,750	$ 8,750	$ 8,750	$ 8,750
FFE Reserve	$ 95,253	4.00%	$ 11,647	$ 13,390	$ 13,651	$ 7,684	$ 5,501	$ 5,047	$ 6,104	$ 5,133	$ 5,806	$ 6,782	$ 7,054	$ 7,453
Total Other Expenses	**$ 401,172**	**16.85%**	**$ 46,262**	**$ 48,280**	**$ 33,889**	**$ 32,197**	**$ 28,377**	**$ 27,582**	**$ 29,431**	**$ 27,734**	**$ 28,911**	**$ 33,118**	**$ 33,595**	**$ 31,793**
Net Income	**$ 672,035**	**28.22%**	**$ 139,964**	**$ 179,154**	**$ 182,715**	**$ 52,326**	**$ (2,271)**	**$ 2,028**	**$ 24,233**	**$ (17,649)**	**$ 5,471**	**$ 38,206**	**$ 28,114**	**$ 39,746**
Interest Expense	**$ 309,023**		**$ 26,242**	**$ 24,382**	**$ 26,064**	**$ 25,223**	**$ 26,064**	**$ 25,992**	**$ 26,152**	**$ 25,223**	**$ 26,242**	**$ 26,152**	**$ 26,064**	**$ 25,223**
Cash C	**$ 204,267**		**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**	**$ 17,022**
Cash Flow	**$ 158,745**		**$ 96,699**	**$ 137,750**	**$ 139,628**	**$ 10,080**	**$ (45,357)**	**$ (40,986)**	**$ (18,942)**	**$ (59,894)**	**$ (37,794)**	**$ (4,969)**	**$ (14,972)**	**$ (2,499)**
Class B Return Y1	**9%**													