AD1 GLOBAL

Best Western PLUS

Best Western International Dr - AD 1 Orlando Hotels, llc
2016 Actual & Forecast

			Actual											
REVENUES	**1st Year**	**%**	**January**	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Rooms	$ 3,102,392.24	87.82%	$ 277,454	$ 254,808	$ 349,274	$ 228,387	$ 234,957	$ 241,885	$ 299,363	$ 209,540	$ 215,093	$ 256,430	$ 237,761	$ 297,441
Rent & F&B Net	$ 430,238.14	12.18%	$ 34,954	$ 30,391	$ 32,084	$ 29,044	$ 41,014	$ 41,173	$ 47,972	$ 36,411	$ 36,901	$ 31,870	$ 31,501	$ 36,923
Total Revenue	**$ 3,532,630.38**	**100.00%**	**$ 312,408**	**$ 285,199**	**$ 381,358**	**$ 257,431**	**$ 275,971**	**$ 283,058**	**$ 347,335**	**$ 245,951**	**$ 251,994**	**$ 288,300**	**$ 269,261**	**$ 334,364**
ROOMS Dept														
Rooms Dept Cost	$ 1,245,175.19	35.25%	$ 117,166	$ 89,866	$ 111,099	$ 76,964	$ 101,385	$ 95,448	$ 129,463	$ 103,751	$ 90,631	$ 103,006	$ 105,798	$ 120,598
Departmental Profit	**$ 2,287,455**	**64.75%**	**$ 195,242**	**$ 195,333**	**$ 270,259**	**$ 180,467**	**$ 174,586**	**$ 187,610**	**$ 217,872**	**$ 142,199**	**$ 161,363**	**$ 185,294**	**$ 163,463**	**$ 213,766**
UNDISTRIBUTED EXPENSES														
Administrative & General	$ 347,611.00	9.84%	$ 34,350	$ 35,360	$ 34,859	$ 31,944	$ 26,202	$ 27,372	$ 28,867	$ 21,762	$ 27,956	$ 26,759	$ 25,274	$ 26,907
Sales & Marketing	$ 206,084.39	5.83%	$ 17,036	$ 10,756	$ 15,940	$ 14,821	$ 19,151	$ 15,789	$ 23,433	$ 19,775	$ 17,334	$ 17,957	$ 16,375	$ 17,717
Repairs & Maintenance	$ 144,016.48	4.08%	$ 10,570	$ 9,169	$ 13,741	$ 11,148	$ 13,926	$ 11,086	$ 15,838	$ 12,319	$ 15,419	$ 10,924	$ 11,610	$ 8,267
Energy	$ 119,102.12	3.37%	$ 9,986	$ 9,020	$ 8,449	$ 8,867	$ 9,276	$ 10,041	$ 11,926	$ 11,169	$ 10,272	$ 11,204	$ 9,588	$ 9,303
Total Undistributed	**$ 816,813.99**	**23.12%**	**$ 71,942**	**$ 64,305**	**$ 72,989**	**$ 66,780**	**$ 68,555**	**$ 64,288**	**$ 80,064**	**$ 65,025**	**$ 70,981**	**$ 66,844**	**$ 62,847**	**$ 62,195**
Gross Operating Profit	**$ 1,347,341.20**	**38.14%**	**$ 123,300**	**$ 131,028**	**$ 197,270**	**$ 113,687**	**$ 106,031**	**$ 123,322**	**$ 137,809**	**$ 77,175**	**$ 90,382**	**$ 118,451**	**$ 100,616**	**$ 151,571**
OTHER EXPENSES														
Management Fees	$ 105,978.91	3.00%	$ 9,372	$ 8,556	$ 11,441	$ 7,723	$ 8,279	$ 8,492	$ 10,420	$ 7,379	$ 7,560	$ 8,649	$ 8,078	$ 10,031
Property and Other Taxes	$ 147,581.33	4.18%	$ 10,083	$ 10,083	$ 10,083	$ 10,083	$ 10,083	$ 10,083	$ 10,083	$ 12,000	$ 15,000	$ 17,500	$ 17,500	$ 15,000
Insurance	$ 63,593.00	1.80%	$ 5,646	$ 5,646	$ 5,446	$ 5,647	$ 5,151	$ 5,151	$ 5,151	$ 5,151	$ 5,151	$ 5,151	$ 5,151	$ 5,151
FFE Reserve	$ 141,305.22	4.00%	$ 12,496	$ 11,408	$ 15,254	$ 10,297	$ 11,039	$ 11,322	$ 13,893	$ 9,838	$ 10,080	$ 11,532	$ 10,770	$ 13,375
Total Other Expenses	**$ 458,458.46**	**12.98%**	**$ 37,598**	**$ 35,693**	**$ 42,224**	**$ 33,750**	**$ 34,552**	**$ 35,048**	**$ 39,547**	**$ 34,368**	**$ 37,791**	**$ 42,832**	**$ 41,499**	**$ 43,557**
Net Income	**$ 1,012,182.74**	**28.65%**	**$ 85,702**	**$ 95,335**	**$ 155,046**	**$ 79,937**	**$ 71,479**	**$ 88,274**	**$ 98,261**	**$ 42,807**	**$ 52,591**	**$ 75,619**	**$ 59,117**	**$ 108,015**
Interest Expense	$ 403,620.73		$ 34,765	$ 32,475	$ 33,478	$ 33,459	$ 33,401	$ 33,368	$ 34,421	$ 33,572	$ 33,204	$ 34,251	$ 33,092	$ 34,134
Amortization	$ 155,567.88		$ 11,939	$ 14,229	$ 13,226	$ 13,245	$ 13,303	$ 13,336	$ 12,283	$ 13,132	$ 13,500	$ 12,453	$ 12,982	$ 11,940
Cash Flow	**$ 452,994.13**		**$ 38,998.44**	**$ 48,630.74**	**$ 108,341.94**	**$ 33,232.83**	**$ 24,775.03**	**$ 41,569.94**	**$ 51,557.03**	**$ (3,896.83)**	**$ 5,886.96**	**$ 28,914.76**	**$ 13,042.95**	**$ 61,940.34**
Cash on Cash Return	**11%**													