

Hampton Inn & Suites-Location, USA
12-Month Cash Flow Budget Worksheet

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Units:	65												
Operating Performance:													
Total Number Rooms Available	2,015	1,820	2,015	1,950	2,015	1,950	2,015	2,015	1,950	2,015	1,950	2,015	23,725
% Occupied	65.0%	65.0%	68.0%	68.0%	70.0%	70.0%	72.0%	72.0%	70.0%	68.0%	65.0%	65.0%	68.2%
Total Number Occupied Rooms	1,310	1,183	1,370	1,326	1,411	1,365	1,451	1,451	1,365	1,370	1,268	1,310	16,179
Average Daily Rate	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00
RevPar	\$44.20	\$44.20	\$46.24	\$46.24	\$47.60	\$47.60	\$48.96	\$48.96	\$47.60	\$46.24	\$44.20	\$44.20	\$46.37
Cash Inflows (Income):													
Room Revenue	\$89,063	\$80,444	\$93,174	\$90,168	\$95,914	\$92,820	\$98,654	\$98,654	\$92,820	\$93,174	\$86,190	\$89,063	\$1,100,138
Food	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$50,400
Beverage	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Phone Charges	\$345	\$234	\$757	\$845	\$672	\$564	\$934	\$894	\$534	\$234	\$654	\$786	\$7,453
Vending/Misc.	\$234	\$234	\$564	\$543	\$643	\$234	\$453	\$435	\$677	\$344	\$565	\$334	\$5,260
Total Cash Inflows	\$96,342	\$87,612	\$101,195	\$98,256	\$103,929	\$100,318	\$106,741	\$106,683	\$100,731	\$100,452	\$94,109	\$96,883	\$1,193,251
Cash Outflows (Expenses):													
Administrative/Front Desk	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$6,800	\$81,600
Advertising	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Housekeeping	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$45,600
Repairs/Maintenance	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$50,400
Laundry	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Phone Charges	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$7,800
Vending/Misc.	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Supplies	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$21,600
Travel Agent Commissions	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Legal & Accounting	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$780	\$9,360
Office Expenses	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Payroll Taxes	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$43,200
Bank/Credit Card Fees	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
Real Estate Taxes	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$4,300	\$51,600
Utilities	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$54,000
Management Fee	\$2,672	\$2,413	\$2,795	\$2,705	\$2,877	\$2,785	\$2,960	\$2,960	\$2,785	\$2,795	\$2,586	\$2,672	\$33,004
Franchise Fee	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$108,000
Insurance	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$45,600
Breakfast	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$2,350	\$28,200
Cable	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
Sanitation	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$454	\$5,448
Subtotal	\$58,556	\$58,297	\$58,679	\$58,589	\$58,761	\$58,669	\$58,844	\$58,844	\$58,669	\$58,679	\$58,470	\$58,556	\$703,612
NOI Before Replacement Reserves:	\$37,786	\$29,315	\$42,515	\$39,667	\$45,166	\$41,649	\$47,898	\$47,840	\$42,062	\$41,772	\$35,639	\$38,327	\$489,639
Replacement Reserve	\$3,563	\$3,218	\$3,727	\$3,607	\$3,837	\$3,713	\$3,946	\$3,946	\$3,713	\$3,727	\$3,448	\$3,563	\$44,006
NOI Before Debt Service:	\$34,224	\$26,097	\$38,788	\$36,060	\$41,331	\$37,937	\$43,952	\$43,894	\$38,350	\$38,045	\$32,192	\$34,765	\$445,633
Mortgage Payment (P&I)	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$198,000
Net Income From Operations:	\$17,724	\$9,597	\$22,288	\$19,560	\$24,831	\$21,437	\$27,452	\$27,394	\$21,850	\$21,543	\$15,692	\$18,265	\$267,633
Debt Service Coverage	2.07	1.58	2.35	2.19	2.50	2.30	2.66	2.66	2.32	2.31	1.95	2.11	2.25