

INN AT THE CONVENTION CENTER
Prosper Portland - Request for Proposal #17-04
 Attachment C - Revenue/Expense History

FY13/14 thru FY 16/17 with FY17/18 Budget Forecast

Updates: 07/20/2017

Updates: 07/12/2017

Stats	ACTUALS				BUDGET/FORECAST	
	FY 13/14	FY 14/15	FY 15/16	FY 16/17	FY 16/17	FY 17/18
Available Rooms	35,405	35,405	35,405	32,495	35,405	35,405
Occupied Rooms	19,749	23,148	24,993	22,901	22,851	23,286
Occupancy Percentage	55.8%	65.4%	70.6%	70.5%	64.5%	65.8%
ADR	\$ 65.02	\$ 84.05	\$ 97.63	\$ 104.83	\$ 104.48	\$ 109.73
Rev Par	\$ 36.27	\$ 54.95	\$ 68.92	\$ 73.88	\$ 67.43	\$ 72.20

Revenue	ACTUALS				BUDGET/FORECAST	
	FY 13/14	FY 14/15	FY 15/16	FY 16/17	FY 16/17	FY 17/18
Room Revenue						
Room Revenue	\$ 1,284,018	\$ 1,945,625	\$ 2,440,076	\$ 2,400,659	\$ 2,387,471	\$ 2,555,175
Telephone Dept Revenue	75	-	-	143	-	-
Total Room Revenue	\$ 1,284,093	\$ 1,945,625	\$ 2,440,076	\$ 2,400,802	\$ 2,386,322	\$ 2,555,175
Other Revenue						
Guest Laundry	\$ 1,165	\$ 516	\$ 1,268	\$ 1,414	\$ 1,708	\$ 1,240
Meeting Room Rental	\$ 4,175	\$ 2,866	\$ 1,188	\$ 2,823	\$ 3,023	\$ 4,500
Monthly Parking	\$ 44,413	\$ 25,984	\$ 24,988	\$ 19,602	\$ 20,511	\$ 13,375
Event & Daily Parking	\$ -	\$ 24,176	\$ 19,606	\$ 19,835	\$ 21,751	\$ 17,352
Overnight Guest Parking	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 29,117
Vending	\$ 3,496	\$ 4,279	\$ 3,522	\$ 3,892	\$ 3,914	\$ 5,587
Misc.	\$ 8,697	\$ 11,935	\$ 14,477	\$ 11,307	\$ 12,064	\$ 12,288
Total Other Revenue	\$ 61,945	\$ 69,755	\$ 65,049	\$ 58,874	\$ 62,971	\$ 83,459
Total Revenue	\$ 1,346,038	\$ 2,015,380	\$ 2,505,125	\$ 2,459,676	\$ 2,449,293	\$ 2,638,634

Expenses	ACTUALS				BUDGET/FORECAST	
	FY 13/14	FY 14/15	FY 15/16	FY 16/17	FY 16/17	FY 17/18
Rooms						
Salaries/Benefits	\$ 269,030	\$ 323,557	\$ 404,109	\$ 419,282	\$ 423,696	\$ 434,529
Operating	\$ 175,094	\$ 262,063	\$ 309,581	\$ 302,215	\$ 304,424	\$ 319,424
Telephone Truck Line	\$ 11,730	\$ 10,071	\$ 10,114	\$ 11,113	\$ 9,880	\$ 7,385
Total Room Expenses	\$ 455,854	\$ 595,691	\$ 723,804	\$ 732,610	\$ 738,000	\$ 761,338
Admin/General						
Salaries/Benefits	\$ 62,100	\$ 66,663	\$ 63,472	\$ 63,227	\$ 63,104	\$ 68,566
Operating	\$ 72,090	\$ 84,801	\$ 95,616	\$ 100,394	\$ 100,091	\$ 104,414
Total Admin/Gen Expenses	\$ 134,190	\$ 151,464	\$ 159,088	\$ 163,621	\$ 163,195	\$ 172,980
Sales/Marketing						
Salaries/Benefits	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operating	\$ 10,172	\$ 7,358	\$ 6,537	\$ 4,359	\$ 2,864	\$ 7,000
Total Sales/Mar Expenses	\$ 10,172	\$ 7,358	\$ 6,537	\$ 4,359	\$ 2,864	\$ 7,000
Maintenance						
Salaries/Benefits	\$ 46,698	\$ 61,350	\$ 72,004	\$ 61,871	\$ 63,077	\$ 77,371
Operating	\$ 42,188	\$ 50,512	\$ 50,374	\$ 33,703	\$ 34,766	\$ 39,661
Total Maintenance Exp.	\$ 88,887	\$ 111,862	\$ 122,378	\$ 95,574	\$ 97,843	\$ 117,032
Utilities						
Garbage	\$ 5,404	\$ 8,674	\$ 9,804	\$ 9,216	\$ 9,207	\$ 9,000
Water/Sewer	\$ 57,515	\$ 64,136	\$ 69,777	\$ 66,927	\$ 67,625	\$ 72,323
Electricity	\$ 52,723	\$ 53,731	\$ 57,479	\$ 60,699	\$ 61,631	\$ 61,785
Gas	\$ 14,268	\$ 15,230	\$ 13,981	\$ 14,205	\$ 14,582	\$ 14,998
Total Utilities	\$ 129,909	\$ 141,771	\$ 151,042	\$ 151,047	\$ 153,045	\$ 158,106
Fix Charges						
Tenant Improvements	\$ 69,897	\$ 95,567	\$ 50,706	\$ 90,103	\$ 86,894	\$ 138,308
Interest Income	\$ (154)	\$ (178)	\$ (160)	\$ (153)	\$ (160)	\$ (240)
Property Taxes & Ins.	\$ 101,010	\$ 103,045	\$ 103,687	\$ 105,719	\$ 105,846	\$ 110,671
Liability Insurance	\$ 10,654	\$ 10,732	\$ 13,926	\$ 15,309	\$ 14,576	\$ 16,571
Management Fee	\$ 53,807	\$ 80,615	\$ 100,205	\$ 98,387	\$ 98,022	\$ 105,550
Equipment Rental/Lease	\$ 2,643	\$ 2,962	\$ 2,967	\$ 2,823	\$ 2,875	\$ 5,100
Licensing & Fees	\$ 3,076	\$ 4,196	\$ 4,155	\$ 4,344	\$ 4,244	\$ 5,750
Total Fixed Charges	\$ 240,933	\$ 296,939	\$ 275,486	\$ 316,533	\$ 312,297	\$ 381,710
TOTAL EXPENSES	\$ 1,059,945	\$ 1,305,085	\$ 1,438,336	\$ 1,463,744	\$ 1,467,244	\$ 1,598,166
NET REVENUE	\$ 286,094	\$ 710,295	\$ 1,066,789	\$ 995,932	\$ 982,049	\$ 1,040,468

Fiscal Year July 1 to June 30

Attachment now reflects actuals for the entire FY16/17

Attachment updated to correct a calculation error on original attachment