

SUPREME COURT OF THE STATE OF NEW YORK
COUNTY OF NEW YORK

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BSPRT 2018-FL3 ISSUER, LTD.,	:	
	:	
Plaintiff,	:	
	:	
- against -	:	Index No. 653396-2019
	:	
96 WYTHE ACQUISITION LLC, TOBY	:	Motion Seq. # 001
MOSKOVITS, YECHIEL MICHAEL	:	
LICHTENSTEIN, RENT A UNIT NY INC.,	:	
ADVANCED PLUMBING MECHANICAL &	:	REPLY AFFIDAVIT IN
SPRINKLERS CORP., MA2 FLAGS	:	FURTHER SUPPORT
CONTRACTING CORP., ROCK GROUP NY	:	OF APPLICATION FOR
CORP., CRIMINAL COURT OF THE CITY OF	:	APPOINTMENT OF A TEMPORARY
NEW YORK, NEW YORK STATE	:	RECEIVER IN A MORTGAGE
DEPARTMENT OF TAXATION AND FINANCE,	:	<u>FORECLOSURE ACTION</u>
ENVIRONMENTAL CONTROL BOARD OF THE	:	
CITY OF NEW YORK, and JOHN DOE #1	:	
THROUGH JOHN DOE #50,	:	
	:	
Defendants.	:	
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STATE OF NEW YORK	)	
	: ss:	
COUNTY OF NEW YORK	)	

Steven Fischler, being duly sworn, deposes and says:

1. I am an owner and the Chief Executive Officer of New Gables Capital LLC, which manages and owns 100% of the entity holding the junior participation in the Loan (as defined in the Verified Complaint, NYSCEF #2). I submit this affidavit in further support of BSPRT 2018-FL3 ISSUER, LTD.'s ("Plaintiff") application for an order appointing a Temporary Receiver and managing agent for the mortgaged property, a 147 unit hotel located at 96 Wythe Avenue, Brooklyn, New York ("Property").

2. This affidavit is based upon my personal knowledge, my review of Plaintiff's business records and my review of the financial information attached to the affidavit of Toby Moskovits, dated June 26, 2019 ("Moskovits Aff.") (NYSCEF # 15) and to this reply affidavit.

Preliminary Statement

3. Borrower 96 Wythe Acquisition LLC ("Borrower") claims that a receiver is unnecessary because Borrower supposedly is successfully managing the Property with the utmost skill to maximize revenue from the operation of the hotel and that the appointment of a receiver would undermine the hotel's supposedly exemplary performance.

4. In fact, Borrower has disregarded its financial obligations to Plaintiff and other creditors, denied Plaintiff its rights under the parties' loan agreement, note, and mortgages, as modified, ("Loan Documents") and placed Plaintiff's collateral at risk of loss because of Borrower's incompetent management of the hotel.

5. There is no dispute that Borrower has allowed its \$68 million Loan from Plaintiff to go into default, leading to a foreclosure action against the Property. Borrower fails to offer any explanation why it did not repay the Loan or even seek to obtain refinancing before the Loan matured. Borrower's reckless actions stand in stark contrast to its claim of proper stewardship over Plaintiff's collateral.

6. Prior to the Loan's maturity, Borrower displayed the same disregard for its obligations and Plaintiff's rights under the Loan Documents. Borrower repeatedly failed to pay debt service for the six months preceding maturity and failed to adequately replenish the interest reserve and failed to fund the tax escrow as required, all of which necessitated Plaintiff depleting the Loan reserves to allow Plaintiff to pay \$828,891.13 due June 30 for New York City real estate tax on the Property ("City Real Estate Tax").

7. Borrower also allowed four mechanics liens to be placed on the Property and has not bonded them, further jeopardizing Plaintiff's collateral.

8. Borrower's undisputed failure to satisfy its financial commitments to Plaintiff and other creditors flatly contradicts Borrower's contention that its affiliated manager is superbly operating the hotel and maximizing the profits from the Property.

9. Either Borrower has chosen simply to disregard Plaintiff's rights under the Loan Documents despite having sufficient funds to meet its obligations or Borrower is negligently managing the hotel so that it fails to generate sufficient revenue. In either case, a receiver should be appointed to protect Plaintiff's rights and interest in the collateral.

10. As further explained below, a review and analysis of the limited financial information Borrower has provided – far less than required under the Loan Documents – coupled with industry analytical reports reveals that the hotel's performance has fallen far below Borrower's budgeted projections, assumptions in the appraisal Borrower references, and hotel industry peers.

11. For example, and as further explained below, in the trailing three months prior to February 2019, Borrower admits that the hotel had an average occupancy of 44%; while the competition had an average occupancy of 77%. Borrower also fell far short of its projected budget, with its January and February 2019 combined top line revenue being 58% below budget and the gross operating budget being 118% below budget.

12. Equally flimsy is Borrower's assertions that it is on the verge of refinancing the debt secured by the Property and that the Property easily supports a valuation sufficient to borrow funds sufficient to satisfy Plaintiff's debt and all subordinate debt. Borrower has had

months to refinance. Yet even now, Borrower offers only a non-binding letter of intent from a non-institutional lender, which still has not provided a binding loan commitment.

13. Simply put, Borrower has only itself to blame for the current situation and cannot fairly claim that it is unfair to appoint a receiver as agreed to by the parties' in their Loan Documents. Borrower is the party that has failed to meet its obligations under the Loan. Borrower is the party that has flouted Plaintiff's rights and jeopardized the collateral. Borrower is the party that has failed to operate the hotel to generate sufficient revenue to meet its commitments, and Borrower is the party that neglected to obtain refinancing before the Loan matured.

14. The Court should appoint a receiver to protect Plaintiff's contractually granted rights and to ensure that the hotel is properly managed. Borrower's actions demonstrate that, left unchecked, it will continue to disregard Plaintiff's rights, Borrower's payment obligations, and its obligation to safeguard the collateral and maximize revenue to meet its financial commitments.

Borrower Agreed to the Appointment of a Receiver

15. While Borrower argues that Plaintiff cannot justify its application for a receiver, Borrower ignores its written agreement granting Lender the right to "take such action, without notice or demand, **as it deems advisable to protect and enforce its rights** against Borrower and in and to the Property..." including "the **appointment of a receiver**, trustee, liquidator or conservator of the Property, without notice and **without regard for the adequacy of the security for the Debt and without regard for the solvency** of Borrower..." *See* 2017 Consolidation Agreement, attached as Exhibit 43 of the Verified Complaint, NYSCEF #2 (emphasis added).

16. Having agreed to allow Plaintiff to take whatever action it deems advisable to protect its rights, including the appointment of a receiver, Borrower should not be allowed to object or to impose conditions on the exercise of those rights.

A Receiver Should Be Appointed to Protect Plaintiff's Rights

17. Borrower cannot fairly object to Plaintiff's contractual right to a receiver because Borrower's actions demonstrate that this remedy is not inequitable. Borrower consistently has failed to meet its obligations to pay Plaintiff debt service, pay real property taxes due, replenish depleted reserves, comply with the Loan Agreement's (as defined below) waterfall provisions establishing payment priority, provide agreed-upon monthly financial information, and pay all vendors working at the Property.

18. Most basically, Borrower has breached the Loan Agreement, the Consolidated Note and the 2017 Consolidation Agreement, having failed to pay the \$68,000,000.00 principal balance of the Loan, together with interest and other charges due on the June 7, 2019, Maturity Date.

19. Since at least November 28, 2018, Borrower repeatedly defaulted under the Loan Documents. These defaults were identified in a Notice of Event of Default to Borrower, dated December 10, 2018, a copy of which was attached to the Verified Complaint as Exhibit 54. Notably, Borrower never disputed this default notice.

20. The Loan is structured with a cash management system that, absent an event of default, permits Borrower (and manager) to collect revenue from the Property so long as Borrower applies those funds in accordance with an agreed waterfall, under which Borrower agreed to a priority for its payment obligations. *See* Article 8 of the Loan Agreement (the "Loan Agreement"), attached as Exhibit 44 of the Verified Complaint, NYSCEF #2. At the top of that

waterfall is Borrower's obligation to pay taxes and debt service to Plaintiff – both of which Borrower neglected.

21. After an event of default, Plaintiff can require Borrower to submit to full lender cash management, including establishing a clearing account into which all revenue at the Property is to be deposited and then swept to a cash management account controlled by Plaintiff to be held as additional collateral for the Loan and be applied in such order, proportion and priority as Plaintiff may determine in its sole discretion. *Id.*

22. Borrower is not relieved of its obligations to make these payments even in the event that available revenue is not sufficient to enable Borrower to make any of the payments. Moreover, despite the non-recourse nature of the financing, Borrower and Guarantors agreed to be personally liable for any such deficiency. In other words, if cash was not sufficient to pay operating expenses after debt service and all other amounts, Guarantors should have been making equity capital contributions.

23. Since at least November 28, 2018 and continuing after loan maturity on June 7, 2019, Borrower and Guarantors have failed to honor their obligations.

24. After Plaintiff provided Borrower with an interest deficiency notice on November 13, 2018, for amounts due November 28, 2018, Borrower failed to fully replenish contractually-agreed reserves. Plaintiff subsequently provided notice of this default, among others, in the Notice of Event of Default to Borrower dated December 10, 2018 ("December 10, 2018 Notice") (a copy is attached to the Verified Complaint as Exhibit 54).

25. WH Mezz Lender, LLC, as mezzanine lender to 96 Wythe Mezz DE LLC, the sole member of Borrower, stepped in to protect its position and made payments to Plaintiff in between December 2018 and April 2019 to cover Borrower's December 2018 debt service and to

fully fund the interest reserve account through March 2019. Neither Borrower nor the mezzanine lender has made any required payments to Plaintiff since that time.

26. Borrower's unpaid debt service obligations for April, May and June total approximately \$1.5 million.

27. As a result of Borrower's failure to make required payments, Plaintiff was forced to deplete reserves to safeguard the Property and Plaintiff's collateral. In June 2019, Plaintiff applied \$303,684.94 from the interest reserves to the May 2019 Accrued Regularly Scheduled Interest. Together with Plaintiff's necessary payment of the City Real Estate Taxes due July 1, 2019, this application exhausted all remaining reserves.

28. Borrower also has failed to pay Plaintiff default interest due under the Loan since its initial default in December 2018. Default interest accruing from December 2018 through the end of July is \$2,210,000. *See* Demand Statement, dated July 9, 2019, attached as **Exhibit 1**.

29. Borrower's failure to meet its payment obligations to Plaintiff and for the Property has been exacerbated by Borrower's failure to provide contractually agreed-upon financial disclosure after February 2019. Pursuant to Section 4.12 of the Loan Agreement, Borrower agreed to provide financial statements to Plaintiff each month, and other items quarterly. Without a receiver, Borrower will be free to continue to withhold full and complete information on the management of the Property, its financial performance, Borrower's ability to meet its obligations, and the sufficiency of the collateral.

30. Borrower's decision to conceal its true financial condition from Plaintiff is particularly material given Borrower's utter failure to meet its payment obligations to Plaintiff. Either Borrower does not have the funds to meet these financial obligations because it is mismanaging the Property or it simply feels free to disregard Plaintiff's rights and jeopardize

Plaintiff's collateral. Both justify the appointment of a receiver until full payment by Borrower of all the amounts due Plaintiff.

Borrower's Misleading Representations Regarding Management and Performance of the Property

31. Rather than submit in its opposition any financial records to allow Plaintiff or the Court to evaluate the performance of the Property and Borrower's management, Borrower has chosen to provide selective pieces of information, without context, in an attempt to create a misleading portrait of the Property's performance. A review of the financial information Borrower provided through February 2019, Borrower's budgeted projections, the limited information provided by Borrower in its opposition and available industry analytics demonstrates Borrower's dramatic underperformance.

32. In an effort to evaluate Borrower's claims, Plaintiff's counsel requested, on June 27, 2019, that Borrower provide the financial statements referenced in Borrower's opposition papers, including the income statements for March, April and May 2019 (which were to have been provided each month under the Loan Documents) and supporting bank statements, together with industry reports known as STR reports (formerly known as Smith Travel & Research ("STR").) STR is a global company that provides data benchmarking, analytics and marketplace insights for global hospitality sectors for those months and the bank statements supporting the financial statements). For more than a week, Borrower refused to provide any of this information and then finally advised (through counsel) that it would only provide that information pursuant to an order, which would "prohibit the disclosure of the detailed information therein in the absence of a further order of the Court." *See* email, dated July 8, 2019, from Mark Walfish to Noah Weissman, a copy of which is attached as **Exhibit 2**.

33. Perhaps recognizing how its refusal to be forthright could be interpreted by the Court, and after Plaintiff offered to enter into a confidentiality stipulation in the form adopted by the Commercial Division, Borrower did provide a limited selection of self-created documents and claimed it would offer others, including the back-up and the STR Reports, to the Court for *in camera* review at oral argument but declined to enter into the form confidentiality agreement approved by this Part. Again, Borrower has denied Plaintiff its right under the Loan Agreement to receive and evaluate Borrower's financial information – a receiver would provide that transparency to all parties including the Court.

34. In an effort to evaluate the performance of the Property without Borrower's cooperation Plaintiff obtained its own STR Report for May 2019 (the "May 2019 STR Report" attached as **Exhibit 3**). Borrower's hotel, like most hotels in the industry, provides performance data to STR. STR processes, analyzes and reports on data from tens of thousands hotels around the world. The STR Report is used by the hotel industry as a vital revenue management tool since it benchmarks a hotel's performance against its competitive aggregate and local market on a monthly or yearly basis.

35. For the May 2019 STR Report for Borrower's Williamsburg Hotel, Plaintiff chose the following hotels to include in its competitive set: 11 Howard (207 Keys), Hotel on Rivington (109 Keys), Sixty LES (141 Keys), The Standard East Village (144 Keys), The Ludlow Hotel (175 Keys), McCarren Hotel (64 Keys), The William Vale (195 Keys), and 1 Hotel Brooklyn Bridge (147 Keys). These hotels had previously been selected by Borrower to comprise the competitive set for Borrower's Williamsburg Hotel.

36. As shown below, a comparison of the industry data from the STR Report to the information that Plaintiff has been able to obtain regarding the Williamsburg Hotel dispels

Borrower's claim that it provides exemplary management and is maximizing the performance of the Property.

Borrower's Hotel Performance Relative to Competition

37. The STR Report for February 2019 (the "February 2019 STR Report" attached as **Exhibit 4**) shows significant underperformance by Borrower's Williamsburg Hotel relative to its competitive set for both the trailing three month average and the trailing twelve month average from February 2019 (the last month in which Borrower provided full financial information). Borrower's underperformance also continued through the present, as reflected in an analysis of the recent information Borrower has provided and Plaintiff has uncovered.

38. Focusing first on the trailing three months from February 2019, the competitive set's occupancy was 77% compared to just 44% for the Williamsburg Hotel. The average daily room rate for the competitive set was 8% higher than that of the Williamsburg Hotel. Even more significantly, the competitive set's RevPAR,¹ which is the revenue per available room, was 87% higher than the Williamsburg Hotel.² This discrepancy is staggering, and something rarely seen on a 2-year-old hotel.

¹ RevPAR is important because Borrower does not report rooms that they give away for free. RevPAR balances any potential overstatement of rates and occupancy.

² The Competitive Set (Actual) and Williamsburg Hotel (Actual) data in these analyses are taken from the February 2019 STR Report and the Williamsburg (Budgeted) data are taken from Borrower's 2019 Budget attached as **Exhibit 5** and Borrower's 2018 Budget attached as **Exhibit 6**.

Performance Metrics Compared Against Competitive Set - Trailing 3 Month Average**As of February, 2019**

	Competitive Set (Actual)	Williamsburg (Budgeted) ¹	Williamsburg Hotel (Actual) ¹
Occupancy	77%	79%	44%
Average Daily Rate	\$ 297	\$ 296	\$ 275
Revenue Per Available Room	\$ 230	\$ 235	\$ 123

39. In the trailing twelve months from February 2019, the Williamsburg Hotel had an average occupancy rate of 66%, while the competitive set had an average occupancy rate of 84%. The competitive set ADR was 9% higher than the Williamsburg Hotel, and its RevPAR was 40% higher than the Williamsburg Hotel.

Performance Metrics Compared Against Competitive Set - Trailing 12 Month Average**As of February, 2019**

	Competitive Set (Actual)	Williamsburg (Budgeted) ¹	Williamsburg Hotel (Actual) ¹
Occupancy	84%	87.39%	66%
Average Daily Rate	\$ 346	\$ 353	\$ 317
Revenue Per Available Room	\$ 291	\$ 308	\$ 208

40. Borrower's assertion that occupancy rates were below 50% in February because "that was the middle of the winter in New York which in the hotel industry includes the slowest months" is belied by the February 2019 STR Report. The Williamsburg Hotel's occupancy in the month of February 2019 was 44% while the competitive set's occupancy in the same month was 80%.

41. Furthermore, in February 2018, the February 2019 STR Report shows that the Williamsburg Hotel's occupancy was 62.4% while the competitive set's occupancy rate was 79.1%. The competitive set is basically steady year over year for the month of February (79.1% to 80.0%), but the Williamsburg Hotel is not only far behind, it also declined significantly from 2018 to 2019 (62.4% to 44.0%).

Williamsburg Hotel Budget to Actual Comparison

42. The chart on the following page shows the operating budget for the Williamsburg Hotel submitted by Borrower for January and February 2019 (*see* Exhibit 5) compared to the actual performance.³ A review of this information demonstrates again Borrower's significant underperformance.

43. For example, the combined top line revenue for January and February 2019 is 58% **below** budget and GOP is 118% **below** budget.

³ The January (Budgeted) data are taken from Borrower's 2019 Budget, Exhibit 5 and the January (Actual) data are taken from Borrower's Income Statements for June 2018 through February 2019, attached as **Exhibit 7**.

Monthly Budget vs. Actual

The Williamsburg Hotel
Monthly Budget vs. Actual
January 2019

	January (Budgeted)	January (Actual)	Variance
Paid Occupancy	74%	40%	-34%
Paid Average Daily Rate	\$ 252	\$ 215	\$ (37)
Revenue Per Available Room	\$ 187	\$ 87	\$ (100)
Revenue			
Room Revenue	\$ 851,632	\$ 395,464	\$ (456,168)
F&B Revenue ¹	\$ 778,518	\$ 210,238	\$ (568,281)
Other Income ²	\$ 15,380	\$ 3,443	\$ (11,937)
Total Revenue	<u>\$ 1,645,530</u>	<u>\$ 609,145</u>	<u>\$ (1,036,386)</u>
Expenses			
Departmental Expenses ³	\$ 883,880	\$ 528,656	\$ (355,224)
Undistributed Expenses ⁴	\$ 317,962	\$ 273,153	\$ (44,808)
Total Expenses	<u>\$ 1,201,842</u>	<u>\$ 801,810</u>	<u>\$ (400,032)</u>
Gross Operating Profit	<u>\$ 443,688</u>	<u>\$ (192,665)</u>	<u>\$ (636,353)</u>

The Williamsburg Hotel
Monthly Budget vs. Actual
February 2019

	February (Budgeted)	February (Actual)	Variance
Paid Occupancy	80%	44%	-36%
Paid Average Daily Rate	\$ 272	\$ 258	\$ (14)
Revenue Per Available Room	\$ 217	\$ 114	\$ (27)
Revenue			
Room Revenue	\$ 891,256	\$ 467,462	\$ (423,794)
F&B Revenue ¹	\$ 789,891	\$ 328,739	\$ (461,152)
Other Income ²	\$ 14,917	\$ 1,837	\$ (13,080)
Total Revenue	<u>\$ 1,696,064</u>	<u>\$ 798,038</u>	<u>\$ (898,026)</u>
Expenses			
Departmental Expenses ³	\$ 852,410	\$ 511,951	\$ (340,459)
Undistributed Expenses ⁴	\$ 304,497	\$ 269,950	\$ (34,547)
Total Expenses	<u>\$ 1,156,906</u>	<u>\$ 781,901</u>	<u>\$ (375,006)</u>
Gross Operating Profit	<u>\$ 539,157</u>	<u>\$ 16,137</u>	<u>\$ (523,020)</u>

¹ F&B Revenue includes Hotel Restaurant/Hotel Bar, Watertower Bar, Banquets, and Minibar

² Other Income includes Guest Laundry/Dry Cleaning Fees, Pet Fees, and Smoking Fees

³ Departmental Expenses include Room Expenses and F&B Expenses

⁴ Undistributed Expenses include Admin & General, Info & Telecomm Systems, Sales & Marketing, Property Operations & Maintenance, and Utilities

Most Recent Financial Figures

44. A review of the limited financial information Borrower has now provided, which it claims support the strong performance of the Hotel, actually shows the opposite.

45. The May 2019 STR Report (*see* Exhibit 3) shows that in the trailing three months from May 2019, the competitive set's occupancy was 84% compared to 56% for the Williamsburg Hotel. The Williamsburg Hotel's average daily rate was 5% lower than the competitive set and its RevPAR was 36% below the competitive set.⁴

Performance Metrics Compared Against Competitive Set - Trailing 3 Month Average

As of May 2019				
	Competitive Set (Actual)	Williamsburg Hotel (Actual)	Williamsburg (Budgeted)	
Occupancy	84%	56%	88%	
Average Daily Rate	\$ 344	\$ 327	\$ 346	
Revenue Per Available Room	\$ 288	\$ 184	\$ 304	

46. The May 2019 STR Report also shows that in the trailing twelve months from May 2019, the Williamsburg Hotel only had an average occupancy rate of 60%, while the competition had an average occupancy rate of 82%. The Williamsburg Hotel's ADR was 8% less than the competitive set and its RevPAR was 33% less than the competitive set.

Performance Metrics Compared Against Competitive Set - Trailing 12 Month Average

As of May 2019				
	Competitive Set (Actual)	Williamsburg Hotel (Actual)	Williamsburg (Budgeted)	
Occupancy	82%	60%	88%	
Average Daily Rate	\$ 343	\$ 316	\$ 330	
Revenue Per Available Room	\$ 284	\$ 189	\$ 289	

⁴ The Competitive Set (Actual) and Williamsburg Hotel (Actual) data in these analyses are taken from the May 2019 STR Report, Exhibit 3 and the Williamsburg (Budgeted) data are taken from Borrower's 2019 Budget, Exhibit 5.

47. The following chart shows Borrower's operating budget year to date through May 2019 compared to the actual performance:⁵

The Williamsburg Hotel Budget vs. Actual YTD 2019 (Through May)					
	YTD (Budgeted)	YTD (Actual)	Variance		
Occupancy		84%	51%		-32%
Average Daily Rate	\$	315	\$	294	(21)
Revenue Per Available Room	\$	264	\$	151	(113)
Revenue					
Room Revenue	\$	5,865,035	\$	3,349,180	(2,515,855)
F&B Revenue ₁	\$	5,323,165	\$	2,736,496	(2,586,670)
Other Income ₂	\$	84,437	\$	19,782	(64,655)
Total Revenue	<u>\$</u>	<u>11,272,637</u>	<u>\$</u>	<u>6,105,458</u>	<u>(5,167,179)</u>
Expenses					
Departmental Expenses ₃	\$	5,316,810	\$	3,392,003	(1,924,807)
Undistributed Expenses ₄	\$	1,684,401	\$	1,499,728	(184,673)
Total Expenses	<u>\$</u>	<u>7,001,211</u>	<u>\$</u>	<u>4,891,731</u>	<u>(2,109,480)</u>
Gross Operating Profit	<u>\$</u>	<u>4,271,426</u>	<u>\$</u>	<u>1,213,727</u>	<u>(3,057,700)</u>

1 F&B Revenue includes Hotel Restaurant/Hotel Bar, Watertower Bar, Banquets, and Minibar

2 Other Income includes Guest Landry/Dry Cleaning Fees, Pet Fees, and Smoking Fees

3 Departmental Expenses include Room Expenses and F&B Expenses

4 Undistributed Expenses include Admin & General, Info & Telecomm Systems, Sales & Marketing, Property Operations & Maintenance, and Utilities

⁵ YTD (Budgeted) data is shown in Borrower's 2019 Budget, Exhibit 5 and Borrower's actual performance is reflected in the Income Statements from June 2018 through February 2019, Exhibit 7 and Borrower's Incomplete Income Statements from March 2019 through May 2019, attached as **Exhibit 8**.

48. For the 2019 calendar year, through May 2019, Borrower's projected occupancy was 84% but its actual performance was 51%.

49. Also, below is a chart comparing budgeted (*see* Exhibit 5) to actual operating budget (*see* Exhibit 8) specifically during the month of May 2019, which Borrower uses to boast its supposed improved performance:

The Williamsburg Hotel Monthly Budget vs. Actual May 2019					
	May (Budgeted)	May (Actual)	Variance		
Occupancy	90%	67%			-23%
Average Daily Rate	\$ 393	\$ 372	\$		(21)
Revenue Per Available Room	\$ 354	\$ 249	\$		(105)
Revenue					
Room Revenue	\$ 1,612,310	\$ 1,135,105	\$		(477,205)
F&B Revenue ₁	\$ 1,545,415	\$ 1,113,586	\$		(431,829)
Other Income ₂	\$ 18,616	\$ 7,726	\$		(10,889)
Total Revenue	\$ 3,176,341	\$ 2,256,417	\$		(919,924)
Expenses					
Departmental Expenses ₃	\$ 1,359,989	\$ 968,232	\$		(391,757)
Undistributed Expenses ₄	\$ 374,195	\$ 327,758	\$		(46,437)
Total Expenses	\$ 1,734,184	\$ 1,295,990	\$		(438,194)
Gross Operating Profit	\$ 1,442,157	\$ 960,427	\$		(481,730)

50. Borrower's budget projects 90% occupancy but the Hotel reached only 67% occupancy during May 2019.

51. Note that combined top line year to date (through May) is 45% below budget and GOP is 72% below budget.

52. Borrower also neglects to advise the Court that it never previously managed a hotel and based on the performance shown above is clearly incapable of properly managing a hotel to market performance.

53. It is critical to have a receiver appointed who will bring in experienced hotel management that will be able to increase the net operating income of the hotel and bring its occupancy, ADR and RevPar in line with its peers. This will allow the value of the hotel to increase and better assure that Plaintiff's Loan will be repaid in full. Based on the current performance of the hotel, the value is far below the appraiser's projected value from 2017 (which is based on projected revenues far in excess of actual performance) and far below the outstanding Loan amount.

Borrower's Appraisal Underscores Borrower's Underperformance

54. Contrary to Borrower's assertion that the two-year old, August 30, 2017, appraisal demonstrates sufficient equity to protect Plaintiff, the appraisal actually demonstrates that Borrower's poor performance has greatly undermined any valuation of the Property.

55. As reflected in the appraisal, completed commercial real estate properties generally are primarily valued based on the cash flow/net operating income ("NOI"), which they can generate. In Borrower's Affidavit in Opposition, Borrower asserts that "the Williamsburg Hotel is demonstrably worth approximately \$120 million" (*see* Appraisal Report, attached as Exhibit 2 to the Moskovits Aff., NYSCEF #17) and relies on the appraisal to support this assertion. The appraisal suggests three different values based on various assumptions. Not surprisingly, Borrower references the highest value of \$119 million, based on the Prospective Market Value Upon Stabilization as of August 1, 2019.

56. Since the appraisal was completed prior to the opening of the hotel, this valuation is subject to various revenue and expense assumptions, which estimate that the hotel will achieve Projected Stabilized NOI of \$7,266,449 (page 23 and page 116 of appraisal). Based on this projected cash flow, the appraiser offered a \$119.0 million Prospective Market Value Upon Stabilization, which implies a 6.1% capitalization rate.

57. Taking the actual cash flow/NOI based on the most recent twelve months of operating performance (*see* Exhibit 7) Borrower has provided and using the same direct capitalization rate, the value is a paltry \$11.2 million.

58. As Borrower admits, it self manages the Williamsburg Hotel and this is a boutique hotel without a major flag/reservation system and with numerous food & beverage outlets, all of which add further complexities and makes competent experienced management an essential prerequisite for achieving the appraiser's projected potential NOI. Borrower's financials for January and February 2019 also show that the hotel was being run without a general manager and financial controller (because no expense was allocated to their salary). Since Borrower has refused to provide complete financials since February, it is unknown if these critical management positions have been filled.

59. Borrower's inexperience in operating such a complex property is evident from the staggering discrepancy between the projected cash flow (\$7.266 million) and the actual cash flow (\$684k) as well as the underperformance vs. the competitive set.

60. Below is a comparison of the appraiser's performance assumptions vs. the actual hotel performance that details these discrepancies.

	Appraisal Assumptions (p.116)	Actual TTM 5/19*
Number of Days in Year	366	365
Number of Rooms	147	143
Annual Available Rooms	53,802	52,020
Occupied Rooms	45,194	33,186
Annual Occupancy	84.00%	63.79%
ADR (Average Daily Rate)	\$354.01	\$317.18
RevPar (Revenue per Available Room)	\$297.37	\$202.35
Revenue		
Rooms	\$15,999,137	\$10,526,040
Food & Beverage	\$14,412,767	\$6,260,509
Other Operated Departments	\$502,331	\$0
Parking	\$387,229	\$99,453
Total Revenue	\$31,301,463	\$16,886,001
Departmental Expenses		
Rooms	\$4,018,649	\$3,971,409
Food & Beverage	\$9,593,847	\$4,952,175
Other Operated Departments	\$301,399	\$0
Parking	\$251,699	\$0
Total Departmental Expenses	\$14,165,593	\$8,923,584
Departmental Income (Loss)	\$17,135,870	\$7,962,417
Undistributed Operating Expenses		
Administrative & General	\$1,640,460	\$1,749,877
Information & Telecommunications Systems	\$182,141	\$163,514
Marketing	\$1,292,372	\$982,231
Utility Costs	\$745,882	\$478,311
Property Operation & Maintenance	\$1,023,288	\$573,334
Total Undistributed Operating Expenses	\$4,884,143	\$3,947,267
Income After Undistributed Operating Expenses	\$12,251,728	\$4,015,150
Fixed Expenses		
Management Fee	\$939,044	\$506,580
Property Taxes	\$2,499,265	\$1,973,032
Insurance	\$294,911	\$175,705
Reserve for Replacement	\$1,252,059	\$675,440
Total Fixed Charges	\$4,985,278	\$3,330,757
Hotel Cash Flow (NOI)	\$7,266,449	\$684,393

*Taxes and Insurance adjusted to actual monthly escrows billed by servicer.

*Management Fee and Reserve for Replacement adjusted to same ratio as appraiser which is in-line with industry standard and with typical investor valuation.

Implied Cap	19	6.1%	6.1%
Prospective Market Value Upon Stabilization	\$119,000,000		\$11,208,053

USA01\12795603.7

61. Since Borrower is clearly “learning on the job” they were unable to achieve the appraiser’s estimated NOI and have been unable to achieve their competitive set’s ADR or occupancy. While Borrower proudly proclaims that it saving the hotel a management fee by self-managing, the adage “penny wise, pound foolish” may be more apt.

Borrower Has Not Established When or Even If Financing Will Be Provided

62. Borrower claims that a receiver is not necessary because refinancing is imminent but Borrower has not provided a loan agreement or even a binding loan commitment.

63. Instead, Borrower offers a June 19, 2019 non-binding letter of intent, which specifically provides that it “does not constitute a loan commitment ... and does not impose any obligation on Lender to make the loan.” *See* Preliminary Summary of Terms, dated June 19, 2019 (“Letter of Intent”), attached as Exhibit 3 to the Moskovits Aff., NYSCEF #18.

64. Borrower also offers no information to allow the Court to evaluate whether this non-institutional lender even has the financial capacity to provide the \$76,000,000 loan discussed in the Letter of Intent.

65. The Letter of Intent requires the parties to enter into a mutually acceptable loan agreement within twenty days of signing. Assuming that the Letter of Intent was executed on or about June 19, 2019, then a loan agreement should have been entered into before the submission of Plaintiff’s reply papers.

66. More troubling is the simple fact that the proposed loan would be insufficient to pay off the debt to Plaintiff. While it might seem that sufficient funds would be available considering the proposed loan amount is \$76 million, an analysis of the amount outstanding and ancillary commitments shows otherwise.

67. First, the payoff statement, assuming a 7/31/19 payoff, shows that Borrower would need to remit \$72,148,141.66 to Plaintiff. *See* Demand Statement, Exhibit 1.

68. Second, the term sheet indicates that the \$76 million loan proceeds need to be reduced by the \$5,608,800 interest reserve, a \$760,000 origination fee and \$250,000 of closing costs, resulting in net proceeds of only \$69,381,200. The term sheet reflects that Borrower agreed to invest new equity of \$218,800, which brings the total net proceeds of the refinance to \$69,600,600. *See* Letter of Intent, attached as Exhibit 3 to Moskovits Aff., NYSCEF #18.

69. Just considering these items, the proposed loan falls short of the amount needed to repay Plaintiff by \$2,547,541.66.

70. This analysis also does not account for other costs, such as mortgage recording tax, which would be approximately \$224,000. This increases the shortfall to \$2,771,541.66.

71. Nor does Borrower reference subordination of the mezzanine loan or repayment of that loan.

72. Like Borrower's claim that it is maximizing revenue from the Property, Borrower's contention that it is ready to refinance and pay off Plaintiff does not withstand scrutiny.

WHEREFORE, for all of the foregoing reasons, this Court should grant Plaintiff's motion and should enter an Order Appointing Temporary Receiver in the form submitted.



STEVEN FISCHLER

STATE OF NEW YORK)
 : ss:
COUNTY OF NEW YORK)

On the 11 day of July in the year of 2019 before me, the undersigned, personally appeared, STEVEN FISCHLER, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within Affidavit and who acknowledged to me that he executed the same in his capacity, that by his signature on the Affidavit, the individual, or the person upon behalf of which the individual acted, executed the Affidavit, and that such individual made such appearance before the undersigned in the City of New York, County of New York, State of New York.

FALLON KUBECKA
Notary Public, State of New York
No. 01KU6329411
Qualified in Bronx County
Term Expires August 27, 2019



Notary Public, State of New York

Name: Fallon Kubecka

My Commission expires: 8/27/2019



Situs Asset Management LLC
5065 Westheimer Suite 700E
Houston, TX 77056
Phone: 713.328.4400
Fax: 713.355.5882
www.situs.com

DEMAND STATEMENT

Statement Date: 7/9/2019

96 Wythe Acquisition LLC

1274 49th Street Suite 184

Brooklyn NY 11219

Situs Loan No. 6600138

Portfolio: Benefit Street Partners LLC

Good for Payoff On: **7/31/2019**

Statement Expires On: **7/31/2019**

Current Interest Rate: 8.65000%

CURRENT OUTSTANDING PRINCIPAL BALANCE				\$	68,000,000.00
INTEREST DUE AT NOTE RATE	5/15/2019	through	8/14/2019		1,505,520.00
ADDITIONAL INTEREST					340,000.00
ADMINISTRATIVE EXPENSES & UNPAID MISC. FEES (if applicable)					750.00
ASSESSED LATE CHARGES					245,556.60
ADDITIONAL INTEREST AT DEFAULT RATE	12/10/2018	through	7/31/2019		2,210,000.00
LEGAL FEES					150,000.00
CREDIT FROM APPLIED RESERVES					(303,684.94)
TOTAL				\$	72,148,141.66

Collateral associated with this commercial loan: 96 Wythe Avenue

Wire payments for the full amount shown above must be RECEIVED by Situs no later than 2:00 p.m. EST on

Wednesday, July 31, 2019

Payments received after 2:00 p.m. will not be credited until the next business day.

This Statement expires on 7/31/2019 after which a new and valid Statement must be obtained.

Escrow refunds are returned separately. This letter does NOT modify your loan documents nor negate your responsibility to pay installments timely.

Please wire the total amount due as follows:

Receiving Bank: Wells Fargo Bank, N.A.
Routing / (SWIFT): 121-000-248
Beneficiary: Situs Asset Management LLC as Servicer
Bank Account: 4121504211
Reference/FFC: Loan No. 6600138

SITUS REQUIRES THE INCLUSION OF THE ABOVE REFERENCE LINE AS A CONDITION OF ACCEPTING YOUR PAYMENT.

THIS STATEMENT IS SUBJECT TO AUDIT AND LENDER APPROVAL

The Total amount due should be remitted in accordance with the above instructions in Immediately Available Funds. Alternative forms of payment (e.g., Certified Checks, Bank Drafts, and other mediums) must be arranged in advance through your Asset Manager. We assume no responsibility for late or misdirected wires, nor should this statement be used for a non-wire payment. No real estate tax or insurance payments will be disbursed for your account after payoff funds are received. The borrower is responsible for any payments due on or after the payoff date, including applicable interest or penalties.

IMPORTANT NOTICE: This statement does not modify, alter or amend the terms of the loan documents. The payoff quoted above is subject to final verification by the noteholder. Situs Asset Management LLC reserves the right to demand additional funds before or subsequent to the release of the noteholder's security interest in the property securing the loan, to correct any error or omission in these figures made in good faith, whether mathematical, clerical, typographical, or otherwise. The payoff figure is also subject to change to reflect any transactions that may occur on or after the date of this Statement.

From: Walfish, Mark <MWalfish@katskykorins.com>
Sent: Monday, July 08, 2019 5:07 PM
To: Weissman, Noah; Berger, Suzanne
Cc: Gallego-Manzano, Matias; Holland, Timothy; Abrams, Robert A.
Subject: RE: Benefit Street - Williamsburg - receiver application.

Noah –

Our client is prepared to produce the financial statements and STR reports for March, April and May 2019, as well as the financial information that is available for June 2019. However, given the highly confidential nature of the detailed information contained therein, our client is prepared to do so, provided our respective clients enter into a confidentiality order which will prohibit the disclosure of the detailed information therein in the absence of a further order of the Court. If you are prepared to enter into such a confidentiality order, please promptly let us know and feel free to circulate a draft order that you believe is appropriate.

So that there is no misunderstanding, notwithstanding the provisions in paragraph 4 of the June 19, 2019 written agreement among our respective clients, this email does not constitute part of the Discussions, as that term is defined in the agreement and in the event that you refuse to enter into a confidentiality order, we trust you will advise the Court of our position in your reply.

Best regards.

Mark
Mark Walfish
Katsky Korins LLP
605 Third Avenue
New York, New York 10158
212 716-3207 (phone)
212 716-3350 (fax)

From: Weissman, Noah [mailto:nmweissman@bcdplaw.com]
Sent: Monday, July 08, 2019 4:48 PM
To: Walfish, Mark; Berger, Suzanne
Cc: Gallego-Manzano, Matias
Subject: RE: Benefit Street - Williamsburg - receiver application.

Mark, we still have not received the requested financial statements. Please advise today whether those will be provided.

Thank you



NOAH WEISSMAN
Partner
BRYAN CAVE LEIGHTON PAISNER LLP - New York, NY USA
nmweissman@bcdplaw.com
T: +1 212 541 2028

From: Weissman, Noah
Sent: Thursday, June 27, 2019 5:50 PM

To: 'Walfish, Mark'; Berger, Suzanne
Cc: Gallego-Manzano, Matias
Subject: RE: Benefit Street - Williamsburg - receiver application.

Mark,

This email memorializes our request over the phone earlier today for the financial statements referenced in the opposition papers, including the income statements for March, April and May 2019, together with the STR reports for those months and the bank statements supporting the financial statements.

As I mentioned, we reserve the right to advise the court in our reply and in oral argument that we made this request and whether the requested information has been provided.



NOAH WEISSMAN
Partner
BRYAN CAVE LEIGHTON PAISNER LLP - New York, NY USA
nmweissman@bclplaw.com
T: +1 212 541 2028

Trend # 1098370_SADIM / Created July 02, 2019

Trend Report - Williamsburg 06/27/19 - New York, NY Area Selected Properties



January 2013 to May 2019 Currency : USD - US Dollar

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Occupancy (%)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	70.1	77.3	87.5	86.9	89.5	86.3	83.9	89.6	86.8	87.7	79.8	77.3	83.6	82.3
2014	63.2	68.0	85.1	91.9	93.0	79.7	76.7	84.5	86.8	87.4	75.7	72.8	80.5	80.4
2015	57.1	73.4	74.7	84.9	91.6	91.2	86.5	87.0	91.4	89.1	80.8	75.7	81.2	75.0
2016	66.6	74.8	86.0	71.6	77.9	83.8	82.2	79.4	81.9	79.7	77.2	73.3	77.9	75.3
2017	63.2	63.6	69.5	77.2	78.5	82.4	80.6	80.9	84.3	85.2	78.9	78.2	77.1	70.7
2018	66.2	76.0	80.7	80.6	85.8	85.1	83.0	85.9	88.6	89.6	80.6	77.0	81.6	77.9
2019	68.1	76.1	81.2	83.8	85.5									79.0
Avg	65.1	72.4	79.6	81.6	84.9	84.3	81.9	84.0	86.3	86.3	78.8	75.9	80.0	76.8

ADR (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	211.26	212.84	241.96	287.57	308.77	292.36	250.67	256.34	340.15	339.03	297.58	311.55	280.88	256.00
2014	213.94	226.95	232.06	293.74	322.37	289.45	253.36	258.69	352.30	352.05	303.89	310.78	289.44	263.79
2015	210.50	267.44	258.40	300.96	338.73	318.79	292.85	286.63	385.03	394.01	339.51	332.36	312.93	278.12
2016	236.04	259.58	264.98	313.76	360.53	326.28	294.03	268.10	392.89	379.29	347.81	323.45	320.89	294.30
2017	240.74	248.08	265.98	309.20	349.85	325.42	305.87	289.55	391.94	375.17	345.18	342.88	320.44	288.08
2018	251.76	257.08	285.35	323.78	385.13	369.92	335.73	324.22	409.20	409.06	361.22	366.56	343.29	304.76
2019	242.55	269.70	286.80	353.05	391.38									313.12
Avg	233.73	251.72	267.15	316.59	357.94	326.30	295.70	285.38	383.55	378.37	337.49	335.60	315.97	290.29

RevPAR (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	148.13	164.42	211.63	250.01	276.20	252.39	210.30	229.65	295.17	297.33	237.37	240.77	234.77	210.72
2014	135.16	154.41	197.37	269.84	299.95	230.80	194.33	218.71	305.88	307.72	230.13	226.15	232.94	212.09
2015	120.21	196.39	193.04	255.52	310.21	290.89	253.19	249.46	351.79	351.04	274.20	251.58	254.20	208.67
2016	157.26	194.04	227.77	224.72	280.77	273.41	241.78	212.92	321.60	302.20	268.40	237.11	250.12	221.69
2017	152.27	157.72	184.96	238.77	274.61	268.28	246.54	234.32	330.43	319.51	272.30	268.01	247.07	203.72
2018	166.76	195.33	230.40	261.09	330.25	314.92	278.52	278.40	362.56	366.65	291.12	282.40	280.17	237.36
2019	165.24	205.24	232.96	295.72	334.73									247.28
Avg	152.06	182.36	212.64	258.29	303.98	275.09	242.04	239.72	331.00	326.47	266.03	254.57	252.84	223.07

Supply														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	21,204	19,152	21,204	20,520	21,204	20,550	21,235	21,235	20,550	21,235	20,550	21,235	249,874	103,284
2014	21,235	19,180	21,235	20,550	21,235	25,800	26,660	26,660	25,800	26,660	25,800	26,660	287,475	103,435
2015	26,660	17,724	19,623	18,990	19,623	18,990	19,623	19,654	19,020	19,654	19,020	19,654	238,235	102,620
2016	19,654	17,752	19,654	25,560	26,412	25,560	26,412	30,752	29,730	31,713	31,050	36,642	320,891	109,032
2017	36,642	38,528	42,656	41,280	42,470	41,100	42,470	42,470	41,100	42,470	41,100	42,470	494,756	201,576
2018	42,470	38,388	42,501	41,130	42,315	40,950	42,315	42,315	40,950	42,315	40,950	42,315	498,914	206,804
2019	42,315	38,220	42,315	40,950	42,315									206,115
Avg	30,026	26,992	29,884	29,854	30,796	28,825	29,786	30,514	29,525	30,675	29,745	31,496	348,358	147,552

Demand														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	14,868	14,795	18,546	17,840	18,967	17,741	17,815	19,024	17,833	18,623	16,392	16,411	208,855	85,016
2014	13,416	13,050	18,061	18,878	19,758	20,572	20,448	22,540	22,400	23,303	19,538	19,400	231,364	83,163
2015	15,224	13,015	14,660	16,123	17,971	17,328	16,966	17,105	17,378	17,511	15,361	14,877	193,519	76,993
2016	13,094	13,270	16,894	18,307	20,569	21,418	21,718	24,422	24,336	25,268	23,961	26,861	250,118	82,134
2017	23,176	24,494	29,662	31,877	33,336	33,884	34,232	34,369	34,650	36,169	32,422	33,196	381,467	142,545
2018	28,131	29,167	34,316	33,167	36,286	34,862	35,105	36,335	36,282	37,928	33,003	32,600	407,182	161,067
2019	28,828	29,085	34,372	34,300	36,190									162,775
Avg	19,534	19,554	23,787	24,356	26,154	24,301	24,381	25,633	25,480	26,467	23,446	23,891	278,751	113,385

Revenue (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2013	3,140,947	3,148,914	4,487,403	5,130,261	5,856,506	5,186,701	4,465,652	4,876,541	6,065,841	6,313,820	4,877,923	5,112,783	58,663,292	21,764,031
2014	2,870,152	2,961,646	4,191,192	5,545,239	6,369,353	5,954,592	5,180,760	5,830,909	7,891,619	8,203,849	5,937,472	6,029,043	66,965,826	21,937,582
2015	3,204,670	3,480,740	3,788,110	4,852,338	6,087,345	5,523,944	4,968,409	4,902,889	6,691,117	6,899,426	5,215,220	4,944,505	60,558,713	21,413,203
2016	3,090,720	3,444,673	4,476,527	5,743,935	7,415,783	6,988,290	6,385,838	6,547,627	9,561,273	9,583,786	8,333,972	8,688,185	80,260,609	24,171,638
2017	5,579,310	6,076,462	7,889,451	9,856,511	11,662,719	11,026,491	10,470,479	9,951,552	13,580,781	13,569,542	11,191,556	11,382,406	122,237,260	41,064,453
2018	7,082,208	7,498,359	9,792,145	10,738,671	13,974,706	12,896,126	11,785,714	11,780,575	14,846,771	15,514,982	11,921,411	11,949,805	139,781,473	49,086,089

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Occupancy														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	-9.9	-11.9	-2.8	5.7	4.0	-7.6	-8.6	-5.6	0.0	-0.3	-5.1	-5.8	-3.7	-2.3
2015	-9.6	7.9	-12.2	-7.6	-1.6	14.4	12.7	2.9	5.2	1.9	6.6	4.0	0.9	-6.7
2016	16.7	1.8	15.1	-15.6	-15.0	-8.2	-4.9	-8.7	-10.4	-10.6	-4.4	-3.2	-4.0	0.4
2017	-5.1	-15.0	-19.1	7.8	0.8	-1.6	-2.0	1.9	3.0	6.9	2.2	6.6	-1.1	-6.1
2018	4.7	19.5	16.1	4.4	9.2	3.3	2.9	6.1	5.1	5.2	2.2	-1.4	5.9	10.1
2019	2.9	0.2	0.6	3.9	-0.3									1.4
Avg	-0.1	0.4	-0.4	-0.2	-0.5	0.1	0.0	-0.7	0.6	0.6	0.3	0.0	-0.4	-0.5

ADR														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	1.3	6.6	-4.1	2.1	4.4	-1.0	1.1	0.9	3.6	3.8	2.1	-0.2	3.0	3.0
2015	-1.6	17.8	11.4	2.5	5.1	10.1	15.6	10.8	9.3	11.9	11.7	6.9	8.1	5.4
2016	12.1	-2.9	2.5	4.3	6.4	2.4	0.4	-6.5	2.0	-3.7	2.4	-2.7	2.5	5.8
2017	2.0	-4.4	0.4	-1.5	-3.0	-0.3	4.0	8.0	-0.2	-1.1	-0.8	6.0	-0.1	-2.1
2018	4.6	3.6	7.3	4.7	10.1	13.7	9.8	12.0	4.4	9.0	4.6	6.9	7.1	5.8
2019	-3.7	4.9	0.5	9.0	1.6									2.7
Avg	2.5	4.3	3.0	3.5	4.1	5.0	6.2	5.0	3.8	4.0	4.0	3.4	4.1	3.5

RevPAR														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	-8.8	-6.1	-6.7	7.9	8.6	-8.6	-7.6	-4.8	3.6	3.5	-3.0	-6.1	-0.8	0.7
2015	-11.1	27.2	-2.2	-5.3	3.4	26.0	30.3	14.1	15.0	14.1	19.1	11.2	9.1	-1.6
2016	30.8	-1.2	18.0	-12.1	-9.5	-6.0	-4.5	-14.6	-8.6	-13.9	-2.1	-5.8	-1.6	6.2
2017	-3.2	-18.7	-18.8	6.3	-2.2	-1.9	2.0	10.1	2.7	5.7	1.5	13.0	-1.2	-8.1
2018	9.5	23.9	24.6	9.3	20.3	17.4	13.0	18.8	9.7	14.8	6.9	5.4	13.4	16.5
2019	-0.9	5.1	1.1	13.3	1.4									4.2
Avg	2.7	5.0	2.7	3.2	3.7	5.4	6.6	4.7	4.5	4.8	4.5	3.6	3.8	3.0

Supply														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	0.1	0.1	0.1	0.1	0.1	25.5	25.5	25.5	25.5	25.5	25.5	25.5	15.0	0.1
2015	25.5	-7.6	-7.6	-7.6	-7.6	-26.4	-26.4	-26.3	-26.3	-26.3	-26.3	-26.3	-17.1	-0.8
2016	-26.3	0.2	0.2	34.6	34.6	34.6	34.6	56.5	56.3	61.4	63.2	86.4	34.7	6.2
2017	86.4	117.0	117.0	61.5	60.8	60.8	60.8	38.1	38.2	33.9	32.4	15.9	54.2	84.9
2018	15.9	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	0.8	2.6
2019	-0.4	-0.4	-0.4	-0.4	0.0									-0.3
Avg	16.9	18.2	18.2	14.6	14.6	18.8	18.8	18.7	18.7	18.8	18.9	20.2	17.5	15.5

Demand														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	-9.8	-11.8	-2.6	5.8	4.2	16.0	14.8	18.5	25.6	25.1	19.2	18.2	10.8	-2.2
2015	13.5	-0.3	-18.8	-14.6	-9.0	-15.8	-17.0	-24.1	-22.4	-24.9	-21.4	-23.3	-16.4	-7.4
2016	-14.0	2.0	15.2	13.5	14.5	23.6	28.0	42.8	40.0	44.3	56.0	80.6	29.2	6.7
2017	77.0	84.6	75.6	74.1	62.1	58.2	57.6	40.7	42.4	43.1	35.3	23.6	52.5	73.6
2018	21.4	19.1	15.7	4.0	8.8	2.9	2.6	5.7	4.7	4.9	1.8	-1.8	6.7	13.0
2019	2.5	-0.3	0.2	3.4	-0.3									1.1
Avg	15.1	15.5	14.2	14.4	13.4	17.0	17.2	16.7	18.1	18.5	18.2	19.4	16.6	14.1

Revenue														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	May YTD
2014	-8.6	-5.9	-6.6	8.1	8.8	14.8	16.0	19.6	30.1	29.9	21.7	17.9	14.2	0.8
2015	11.7	17.5	-9.6	-12.5	-4.4	-7.2	-4.1	-15.9	-15.2	-15.9	-12.2	-18.0	-9.6	-2.4
2016	-3.6	-1.0	18.2	18.4	21.8	26.5	28.5	33.5	42.9	38.9	59.8	75.7	32.5	12.9
2017	80.5	76.4	76.2	71.6	57.3	57.8	64.0	52.0	42.0	41.6	34.3	31.0	52.3	69.9
2018	26.9	23.4	24.1	9.0	19.8	17.0	12.6	18.4	9.3	14.3	6.5	5.0	14.4	19.5
2019	-1.3	4.6	0.7	12.8	1.4									3.8
Avg	17.6	19.2	17.2	17.9	17.4	21.8	23.4	21.5	21.8	21.8	22.0	22.3	20.8	17.4

Williamsburg 06/27/19 - New York, NY Area Selected Properties

Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

	Jan 14	Feb 14	Mar 14	Apr 14	May 14	Jun 14	Jul 14	Aug 14	Sep 14	Oct 14	Nov 14	Dec 14	Total Year	May YTD
Occ	-9.9	-11.9	-2.8	5.7	4.0	-7.6	-8.6	-5.6	0.0	-0.3	-5.1	-5.8	-3.7	-2.3
ADR	1.3	6.6	-4.1	2.1	4.4	-1.0	1.1	0.9	3.6	3.8	2.1	-0.2	3.0	3.0
RevPAR	-8.8	-6.1	-6.7	7.9	8.6	-8.6	-7.6	-4.8	3.6	3.5	-3.0	-6.1	-0.8	0.7
Supply	0.1	0.1	0.1	0.1	0.1	25.5	25.5	25.5	25.5	25.5	25.5	25.5	15.0	0.1
Demand	-9.8	-11.8	-2.6	5.8	4.2	16.0	14.8	18.5	25.6	25.1	19.2	18.2	10.8	-2.2
Revenue	-8.6	-5.9	-6.6	8.1	8.8	14.8	16.0	19.6	30.1	29.9	21.7	17.9	14.2	0.8

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Total Year	May YTD
Occ	-9.6	7.9	-12.2	-7.6	-1.6	14.4	12.7	2.9	5.2	1.9	6.6	4.0	0.9	-6.7
ADR	-1.6	17.8	11.4	2.5	5.1	10.1	15.6	10.8	9.3	11.9	11.7	6.9	8.1	5.4
RevPAR	-11.1	27.2	-2.2	-5.3	3.4	26.0	30.3	14.1	15.0	14.1	19.1	11.2	9.1	-1.6
Supply	25.5	-7.6	-7.6	-7.6	-7.6	-26.4	-26.4	-26.3	-26.3	-26.3	-26.3	-26.3	-17.1	-0.8
Demand	13.5	-0.3	-18.8	-14.6	-9.0	-15.8	-17.0	-24.1	-22.4	-24.9	-21.4	-23.3	-16.4	-7.4
Revenue	11.7	17.5	-9.6	-12.5	-4.4	-7.2	-4.1	-15.9	-15.2	-15.9	-12.2	-18.0	-9.6	-2.4

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Total Year	May YTD
Occ	16.7	1.8	15.1	-15.6	-15.0	-8.2	-4.9	-8.7	-10.4	-10.6	-4.4	-3.2	-4.0	0.4
ADR	12.1	-2.9	2.5	4.3	6.4	2.4	0.4	-6.5	2.0	-3.7	2.4	-2.7	2.5	5.8
RevPAR	30.8	-1.2	18.0	-12.1	-9.5	-6.0	-4.5	-14.6	-8.6	-13.9	-2.1	-5.8	-1.6	6.2
Supply	-26.3	0.2	0.2	34.6	34.6	34.6	34.6	56.5	56.3	61.4	63.2	86.4	34.7	6.2
Demand	-14.0	2.0	15.2	13.5	14.5	23.6	28.0	42.8	40.0	44.3	56.0	80.6	29.2	6.7
Revenue	-3.6	-1.0	18.2	18.4	21.8	26.5	28.5	33.5	42.9	38.9	59.8	75.7	32.5	12.9

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total Year	May YTD
Occ	-5.1	-15.0	-19.1	7.8	0.8	-1.6	-2.0	1.9	3.0	6.9	2.2	6.6	-1.1	-6.1
ADR	2.0	-4.4	0.4	-1.5	-3.0	-0.3	4.0	8.0	-0.2	-1.1	-0.8	6.0	-0.1	-2.1
RevPAR	-3.2	-18.7	-18.8	6.3	-2.2	-1.9	2.0	10.1	2.7	5.7	1.5	13.0	-1.2	-8.1
Supply	86.4	117.0	117.0	61.5	60.8	60.8	60.8	38.1	38.2	33.9	32.4	15.9	54.2	84.9
Demand	77.0	84.6	75.6	74.1	62.1	58.2	57.6	40.7	42.4	43.1	35.3	23.6	52.5	73.6
Revenue	80.5	76.4	76.2	71.6	57.3	57.8	64.0	52.0	42.0	41.6	34.3	31.0	52.3	69.9

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Total Year	May YTD
Occ	4.7	19.5	16.1	4.4	9.2	3.3	2.9	6.1	5.1	5.2	2.2	-1.4	5.9	10.1
ADR	4.6	3.6	7.3	4.7	10.1	13.7	9.8	12.0	4.4	9.0	4.6	6.9	7.1	5.8
RevPAR	9.5	23.9	24.6	9.3	20.3	17.4	13.0	18.8	9.7	14.8	6.9	5.4	13.4	16.5
Supply	15.9	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	0.8	2.6
Demand	21.4	19.1	15.7	4.0	8.8	2.9	2.6	5.7	4.7	4.9	1.8	-1.8	6.7	13.0
Revenue	26.9	23.4	24.1	9.0	19.8	17.0	12.6	18.4	9.3	14.3	6.5	5.0	14.4	19.5

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	Total Year	May YTD
Occ	2.9	0.2	0.6	3.9	-0.3									1.4
ADR	-3.7	4.9	0.5	9.0	1.6									2.7
RevPAR	-0.9	5.1	1.1	13.3	1.4									4.2
Supply	-0.4	-0.4	-0.4	-0.4	0.0									-0.3
Demand	2.5	-0.3	0.2	3.4	-0.3									1.1
Revenue	-1.3	4.6	0.7	12.8	1.4									3.8

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Occupancy (%)												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	83.0	82.3	82.1	82.5	82.8	82.2	81.5	81.2	81.3	81.4	81.0	80.5
2015	79.6	80.0	79.3	78.7	78.6	79.3	80.1	80.1	80.3	80.2	80.8	81.2
2016	82.8	82.9	83.8	82.4	81.2	80.7	80.4	79.8	79.3	78.6	78.4	77.9
2017	77.0	75.7	74.5	74.9	75.1	75.3	75.4	75.6	76.0	76.6	76.7	77.1
2018	77.2	78.1	79.1	79.4	80.0	80.2	80.4	80.8	81.2	81.6	81.7	81.6
2019	81.8	81.8	81.8	82.1	82.1							

ADR (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	281.54	283.02	282.24	282.84	284.23	284.06	283.90	283.70	286.10	288.55	289.22	289.44
2015	288.63	290.90	293.45	293.96	295.04	297.41	301.18	304.51	306.09	308.41	311.26	312.93
2016	315.82	315.21	315.13	316.17	318.72	319.51	319.03	315.82	318.85	319.77	321.32	320.89
2017	318.02	314.57	312.44	312.02	312.86	313.29	313.78	314.60	316.78	318.23	318.67	320.44
2018	320.22	320.03	321.07	322.25	325.66	329.52	332.08	334.99	336.77	340.09	341.40	343.29
2019	342.48	343.40	343.51	345.91	346.46							

RevPAR (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	233.66	232.88	231.67	233.30	235.32	233.49	231.38	230.25	232.52	234.79	234.18	232.94
2015	229.77	232.70	232.60	231.46	231.78	235.88	241.19	244.05	245.80	247.46	251.36	254.20
2016	261.41	261.22	264.16	260.61	258.81	257.87	256.58	252.11	252.72	251.47	251.78	250.12
2017	244.91	238.06	232.65	233.80	234.99	235.89	236.56	237.94	240.75	243.66	244.50	247.07
2018	247.19	250.10	253.98	255.82	260.53	264.34	267.06	270.80	273.42	277.40	278.95	280.17
2019	280.08	280.87	281.10	283.96	284.34							

Supply												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	249,905	249,933	249,964	249,994	250,025	255,275	260,700	266,125	271,375	276,800	282,050	287,475
2015	292,900	291,444	289,832	288,272	286,660	279,850	272,813	265,807	259,027	252,021	245,241	238,235
2016	231,229	231,257	231,288	237,858	244,647	251,217	258,006	269,104	279,814	291,873	303,903	320,891
2017	337,879	358,655	381,657	397,377	413,435	428,975	445,033	456,751	468,121	478,878	488,928	494,756
2018	500,584	500,444	500,289	500,139	499,984	499,834	499,679	499,524	499,374	499,219	499,069	498,914
2019	498,759	498,591	498,405	498,225	498,225							

Demand												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	207,403	205,658	205,173	206,211	207,002	209,833	212,466	215,982	220,549	225,229	228,375	231,364
2015	233,172	233,137	229,736	226,981	225,194	221,950	218,468	213,033	208,011	202,219	198,042	193,519
2016	191,389	191,644	193,878	196,062	198,660	202,750	207,502	214,819	221,777	229,534	238,134	250,118
2017	260,200	271,424	284,192	297,762	310,529	322,995	335,509	345,456	355,770	366,671	375,132	381,467
2018	386,422	391,095	395,749	397,039	399,989	400,967	401,840	403,806	405,438	407,197	407,778	407,182
2019	407,879	407,797	407,853	408,986	408,890							

Revenue (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2014	58,392,497	58,205,229	57,909,018	58,323,996	58,836,843	59,604,734	60,319,842	61,274,210	63,099,988	64,990,017	66,049,566	66,965,826
2015	67,300,344	67,819,438	67,416,356	66,723,455	66,441,447	66,010,799	65,798,448	64,870,428	63,669,926	62,365,503	61,643,251	60,558,713
2016	60,444,763	60,408,696	61,097,113	61,988,710	63,317,148	64,781,494	66,198,923	67,843,661	70,713,817	73,398,177	76,516,929	80,260,609
2017	82,749,199	85,380,988	88,793,912	92,906,488	97,153,424	101,191,625	105,276,266	108,680,191	112,699,699	116,685,455	119,543,039	122,237,260
2018	123,740,158	125,162,055	127,064,749	127,946,909	130,258,896	132,128,531	133,443,766	135,272,789	136,538,779	138,484,219	139,214,074	139,781,473
2019	139,691,454	140,037,331	140,103,050	141,474,074	141,663,462							

High value is boxed. Low value is boxed and italicized.

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Jan 14	83.0		281.54		233.66		249,905		207,403		58,392,497	
Feb 14	82.3		283.02		232.88		249,933		205,658		58,205,229	
Mar 14	82.1		282.24		231.67		249,964		205,173		57,909,018	
Apr 14	82.5		282.84		233.30		249,994		206,211		58,323,996	
May 14	82.8		284.23		235.32		250,025		207,002		58,836,843	
Jun 14	82.2		284.06		233.49		255,275		209,833		59,604,734	
Jul 14	81.5		283.90		231.38		260,700		212,466		60,319,842	
Aug 14	81.2		283.70		230.25		266,125		215,982		61,274,210	
Sep 14	81.3		286.10		232.52		271,375		220,549		63,099,988	
Oct 14	81.4		288.55		234.79		276,800		225,229		64,990,017	
Nov 14	81.0		289.22		234.18		282,050		228,375		66,049,566	
Dec 14	80.5	-3.7	289.44	3.0	232.94	-0.8	287,475	15.0	231,364	10.8	66,965,826	14.2
Jan 15	79.6	-4.1	288.63	2.5	229.77	-1.7	292,900	17.2	233,172	12.4	67,300,344	15.3
Feb 15	80.0	-2.8	290.90	2.8	232.70	-0.1	291,444	16.6	233,137	13.4	67,819,438	16.5
Mar 15	79.3	-3.4	293.45	4.0	232.60	0.4	289,832	15.9	229,736	12.0	67,416,356	16.4
Apr 15	78.7	-4.5	293.96	3.9	231.46	-0.8	288,272	15.3	226,981	10.1	66,723,455	14.4
May 15	78.6	-5.1	295.04	3.8	231.78	-1.5	286,660	14.7	225,194	8.8	66,441,447	12.9
Jun 15	79.3	-3.5	297.41	4.7	235.88	1.0	279,850	9.6	221,950	5.8	66,010,799	10.7
Jul 15	80.1	-1.7	301.18	6.1	241.19	4.2	272,813	4.6	218,468	2.8	65,798,448	9.1
Aug 15	80.1	-1.2	304.51	7.3	244.05	6.0	265,807	-0.1	213,033	-1.4	64,870,428	5.9
Sep 15	80.3	-1.2	306.09	7.0	245.80	5.7	259,027	-4.6	208,011	-5.7	63,669,926	0.9
Oct 15	80.2	-1.4	308.41	6.9	247.46	5.4	252,021	-9.0	202,219	-10.2	62,365,503	-4.0
Nov 15	80.8	-0.3	311.26	7.6	251.36	7.3	245,241	-13.1	198,042	-13.3	61,643,251	-6.7
Dec 15	81.2	0.9	312.93	8.1	254.20	9.1	238,235	-17.1	193,519	-16.4	60,558,713	-9.6
Jan 16	82.8	4.0	315.82	9.4	261.41	13.8	231,229	-21.1	191,389	-17.9	60,444,763	-10.2
Feb 16	82.9	3.6	315.21	8.4	261.22	12.3	231,257	-20.7	191,644	-17.8	60,408,696	-10.9
Mar 16	83.8	5.8	315.13	7.4	264.16	13.6	231,288	-20.2	193,878	-15.6	61,097,113	-9.4
Apr 16	82.4	4.7	316.17	7.6	260.61	12.6	237,858	-17.5	196,062	-13.6	61,988,710	-7.1
May 16	81.2	3.4	318.72	8.0	258.81	11.7	244,647	-14.7	198,660	-11.8	63,317,148	-4.7
Jun 16	80.7	1.8	319.51	7.4	257.87	9.3	251,217	-10.2	202,750	-8.7	64,781,494	-1.9
Jul 16	80.4	0.4	319.03	5.9	256.58	6.4	258,006	-5.4	207,502	-5.0	66,198,923	0.6
Aug 16	79.8	-0.4	315.82	3.7	252.11	3.3	269,104	1.2	214,819	0.8	67,843,661	4.6
Sep 16	79.3	-1.3	318.85	4.2	252.72	2.8	279,814	8.0	221,777	6.6	70,713,817	11.1
Oct 16	78.6	-2.0	319.77	3.7	251.47	1.6	291,873	15.8	229,534	13.5	73,398,177	17.7
Nov 16	78.4	-3.0	321.32	3.2	251.78	0.2	303,903	23.9	238,134	20.2	76,516,929	24.1
Dec 16	77.9	-4.0	320.89	2.5	250.12	-1.6	320,891	34.7	250,118	29.2	80,260,609	32.5
Jan 17	77.0	-7.0	318.02	0.7	244.91	-6.3	337,879	46.1	260,200	36.0	82,749,199	36.9
Feb 17	75.7	-8.7	314.57	-0.2	238.06	-8.9	358,655	55.1	271,424	41.6	85,380,988	41.3
Mar 17	74.5	-11.2	312.44	-0.9	232.65	-11.9	381,657	65.0	284,192	46.6	88,793,912	45.3
Apr 17	74.9	-9.1	312.02	-1.3	233.80	-10.3	397,377	67.1	297,762	51.9	92,906,488	49.9
May 17	75.1	-7.5	312.86	-1.8	234.99	-9.2	413,435	69.0	310,529	56.3	97,153,424	53.4
Jun 17	75.3	-6.7	313.29	-1.9	235.89	-8.5	428,975	70.8	322,995	59.3	101,191,625	56.2
Jul 17	75.4	-6.3	313.78	-1.6	236.56	-7.8	445,033	72.5	335,509	61.7	105,276,266	59.0
Aug 17	75.6	-5.3	314.60	-0.4	237.94	-5.6	456,751	69.7	345,456	60.8	108,680,191	60.2
Sep 17	76.0	-4.1	316.78	-0.7	240.75	-4.7	468,121	67.3	355,770	60.4	112,699,699	59.4
Oct 17	76.6	-2.6	318.23	-0.5	243.66	-3.3	478,878	64.1	366,671	59.7	116,685,455	59.0

Williamsburg 06/27/19 - New York, NY Area Selected Properties
 Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Nov 17	76.7	-2.1	318.67	-0.8	244.50	-2.9	488,928	60.9	375,132	57.5	119,543,039	56.2
Dec 17	77.1	-1.1	320.44	-0.1	247.07	-1.2	494,756	54.2	381,467	52.5	122,237,260	52.3
Jan 18	77.2	0.2	320.22	0.7	247.19	0.9	500,584	48.2	386,422	48.5	123,740,158	49.5
Feb 18	78.1	3.3	320.03	1.7	250.10	5.1	500,444	39.5	391,095	44.1	125,162,055	46.6
Mar 18	79.1	6.2	321.07	2.8	253.98	9.2	500,289	31.1	395,749	39.3	127,064,749	43.1
Apr 18	79.4	5.9	322.25	3.3	255.82	9.4	500,139	25.9	397,039	33.3	127,946,909	37.7
May 18	80.0	6.5	325.66	4.1	260.53	10.9	499,984	20.9	399,989	28.8	130,258,896	34.1
Jun 18	80.2	6.5	329.52	5.2	264.34	12.1	499,834	16.5	400,967	24.1	132,128,531	30.6
Jul 18	80.4	6.7	332.08	5.8	267.06	12.9	499,679	12.3	401,840	19.8	133,443,766	26.8
Aug 18	80.8	6.9	334.99	6.5	270.80	13.8	499,524	9.4	403,806	16.9	135,272,789	24.5
Sep 18	81.2	6.8	336.77	6.3	273.42	13.6	499,374	6.7	405,438	14.0	136,538,779	21.2
Oct 18	81.6	6.5	340.09	6.9	277.40	13.8	499,219	4.2	407,197	11.1	138,484,219	18.7
Nov 18	81.7	6.5	341.40	7.1	278.95	14.1	499,069	2.1	407,778	8.7	139,214,074	16.5
Dec 18	81.6	5.9	343.29	7.1	280.17	13.4	498,914	0.8	407,182	6.7	139,781,473	14.4
Jan 19	81.8	5.9	342.48	7.0	280.08	13.3	498,759	-0.4	407,879	5.6	139,691,454	12.9
Feb 19	81.8	4.7	343.40	7.3	280.87	12.3	498,591	-0.4	407,797	4.3	140,037,331	11.9
Mar 19	81.8	3.4	343.51	7.0	281.10	10.7	498,405	-0.4	407,853	3.1	140,103,050	10.3
Apr 19	82.1	3.4	345.91	7.3	283.96	11.0	498,225	-0.4	408,986	3.0	141,474,074	10.6
May 19	82.1	2.6	346.46	6.4	284.34	9.1	498,225	-0.4	408,890	2.2	141,663,462	8.8

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Williamsburg 06/27/19 - New York, NY Area Selected Properties

Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jun - 18	73.7	84.9	92.4	92.2	83.9	82.6	86.4	85.1
Jul - 18	74.1	80.3	86.1	89.1	79.9	84.7	88.5	83.0
Aug - 18	78.7	84.9	89.7	89.8	84.9	85.1	87.6	85.9
Sep - 18	83.4	82.8	87.9	93.6	91.3	89.4	92.1	88.6
Oct - 18	80.9	86.5	90.6	92.0	92.1	91.2	94.0	89.6
Nov - 18	69.2	73.7	78.2	81.3	85.3	85.8	88.3	80.6
Dec - 18	67.9	74.9	75.9	75.8	77.3	81.6	86.5	77.0
Jan - 19	58.8	65.3	68.8	69.9	67.8	68.2	77.6	68.1
Feb - 19	66.0	69.9	77.4	79.9	75.2	79.2	85.1	76.1
Mar - 19	68.8	78.7	82.8	83.6	83.5	84.4	87.6	81.2
Apr - 19	72.8	79.2	88.4	87.9	83.9	85.4	88.7	83.8
May - 19	78.7	80.1	88.2	89.9	86.2	85.3	89.1	85.5
Total Year	72.8	78.6	83.8	85.4	82.5	83.7	87.7	82.1

Three Year Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jun 16 - May 17	64.3	70.9	77.9	79.3	75.8	75.8	81.7	75.1
Jun 17 - May 18	70.7	74.5	81.2	83.5	80.5	82.4	87.2	80.0
Jun 18 - May 19	72.8	78.6	83.8	85.4	82.5	83.7	87.7	82.1
Total 3 Yr	69.6	74.9	81.2	82.9	79.8	80.9	85.7	79.3

ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jun - 18	316.05	359.94	379.59	383.72	354.10	375.12	401.80	369.92
Jul - 18	287.19	314.59	338.84	357.24	332.35	350.39	374.05	335.73
Aug - 18	277.74	301.70	323.18	325.47	313.40	347.32	372.31	324.22
Sep - 18	347.58	385.89	419.91	435.32	412.38	421.02	440.71	409.20
Oct - 18	344.01	381.79	410.41	420.85	410.47	423.41	465.05	409.06
Nov - 18	295.60	324.70	353.18	369.34	370.91	385.80	401.24	361.22
Dec - 18	313.56	371.47	367.63	377.52	358.15	367.27	400.94	366.56
Jan - 19	218.96	236.55	253.59	248.90	237.80	240.70	252.89	242.55
Feb - 19	241.52	256.04	276.12	275.30	271.13	269.35	290.75	269.70
Mar - 19	245.14	273.43	286.00	292.51	290.95	293.64	315.63	286.80
Apr - 19	295.06	333.84	371.98	367.98	347.55	362.19	380.11	353.05
May - 19	326.18	361.78	407.55	411.29	394.96	396.33	424.16	391.38
Total Year	295.74	329.53	351.75	358.69	343.88	356.15	379.75	346.46

Three Year ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jun 16 - May 17	280.12	306.90	322.55	326.22	315.51	310.10	321.42	312.86
Jun 17 - May 18	288.55	311.79	331.93	333.63	324.77	332.00	348.96	325.66
Jun 18 - May 19	295.74	329.53	351.75	358.69	343.88	356.15	379.75	346.46
Total 3 Yr	288.93	317.00	336.51	340.59	329.14	334.97	352.40	329.71

RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jun - 18	233.01	305.72	350.74	353.93	297.20	309.73	347.33	314.92
Jul - 18	212.83	252.52	291.86	318.45	265.57	296.91	331.11	278.52
Aug - 18	218.47	256.07	289.82	292.12	265.98	295.74	325.96	278.40
Sep - 18	290.01	319.66	369.26	407.31	376.57	376.39	405.99	362.56
Oct - 18	278.27	330.33	372.01	387.25	378.00	385.97	437.35	366.65
Nov - 18	204.45	239.29	276.04	300.29	316.41	330.97	354.11	291.12
Dec - 18	212.80	278.17	278.86	286.15	276.84	299.54	346.80	282.40
Jan - 19	128.67	154.43	174.37	173.96	161.31	164.12	196.36	165.24
Feb - 19	159.50	178.88	213.61	220.07	203.80	213.34	247.47	205.24
Mar - 19	168.61	215.24	236.86	244.42	243.02	247.73	276.41	232.96
Apr - 19	214.74	264.53	328.76	323.32	291.43	309.47	337.31	295.72
May - 19	256.55	289.77	359.49	369.69	340.55	337.95	378.11	334.73
Total Year	215.30	258.92	294.88	306.36	283.67	297.99	332.96	284.34

Three Year RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jun 16 - May 17	180.06	217.73	251.27	258.79	239.16	234.91	262.52	234.99
Jun 17 - May 18	204.15	232.19	269.52	278.58	261.40	273.62	304.21	260.53
Jun 18 - May 19	215.30	258.92	294.88	306.36	283.67	297.99	332.96	284.34
Total 3 Yr	201.04	237.38	273.12	282.45	262.74	271.08	302.16	261.45

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Date		Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants	
Jan 13	70.1		211.26		148.13		21,204		14,868		3,140,947		5	684	100.0	
Feb 13	77.3		212.84		164.42		19,152		14,795		3,148,914		5	684	100.0	
Mar 13	87.5		241.96		211.63		21,204		18,546		4,487,403		5	684	100.0	
Apr 13	86.9		287.57		250.01		20,520		17,840		5,130,261		5	684	100.0	
May 13	89.5		308.77		276.20		21,204		18,967		5,856,506		5	684	100.0	
Jun 13	86.3		292.36		252.39		20,550		17,741		5,186,701		5	685	100.0	
Jul 13	83.9		250.67		210.30		21,235		17,815		4,465,652		5	685	100.0	
Aug 13	89.6		256.34		229.65		21,235		19,024		4,876,541		5	685	100.0	
Sep 13	86.8		340.15		295.17		20,550		17,833		6,065,841		5	685	100.0	
Oct 13	87.7		339.03		297.33		21,235		18,623		6,313,820		5	685	100.0	
Nov 13	79.8		297.58		237.37		20,550		16,392		4,877,923		5	685	100.0	
Dec 13	77.3		311.55		240.77		21,235		16,411		5,112,783		5	685	100.0	
Jan 14	63.2	-9.9	213.94	1.3	135.16	-8.8	21,235	0.1	13,416	-9.8	2,870,152	-8.6	5	685	100.0	
Feb 14	68.0	-11.9	226.95	6.6	154.41	-6.1	19,180	0.1	13,050	-11.8	2,961,646	-5.9	5	685	100.0	
Mar 14	85.1	-2.8	232.06	-4.1	197.37	-6.7	21,235	0.1	18,061	-2.6	4,191,192	-6.6	5	685	100.0	
Apr 14	91.9	5.7	293.74	2.1	269.84	7.9	20,550	0.1	18,878	5.8	5,545,239	8.1	5	685	100.0	
May 14	93.0	4.0	322.37	4.4	299.95	8.6	21,235	0.1	19,758	4.2	6,369,353	8.8	5	685	100.0	
Jun 14	79.7	-7.6	289.45	-1.0	230.80	-8.6	25,800	25.5	20,572	16.0	5,954,592	14.8	6	860	100.0	
Jul 14	76.7	-8.6	253.36	1.1	194.33	-7.6	26,660	25.5	20,448	14.8	5,180,760	16.0	6	860	100.0	
Aug 14	84.5	-5.6	258.69	0.9	218.71	-4.8	26,660	25.5	22,540	18.5	5,830,909	19.6	6	860	100.0	
Sep 14	86.8	0.0	352.30	3.6	305.88	3.6	25,800	25.5	22,400	25.6	7,891,619	30.1	6	860	100.0	
Oct 14	87.4	-0.3	352.05	3.8	307.72	3.5	26,660	25.5	23,303	25.1	8,203,849	29.9	6	860	100.0	
Nov 14	75.7	-5.1	303.89	2.1	230.13	-3.0	25,800	25.5	19,538	19.2	5,937,472	21.7	6	860	100.0	
Dec 14	72.8	-5.8	310.78	-0.2	226.15	-6.1	26,660	25.5	19,400	18.2	6,029,043	17.9	6	860	100.0	
Jan 15	57.1	-9.6	210.50	-1.6	120.21	-11.1	26,660	25.5	15,224	13.5	3,204,670	11.7	6	860	73.6	
Feb 15	73.4	7.9	267.44	17.8	196.39	27.2	17,724	-7.6	13,015	-0.3	3,480,740	17.5	5	633	100.0	
Mar 15	74.7	-12.2	258.40	11.4	193.04	-2.2	19,623	-7.6	14,660	-18.8	3,788,110	-9.6	5	633	100.0	
Apr 15	84.9	-7.6	300.96	2.5	255.52	-5.3	18,990	-7.6	16,123	-14.6	4,852,338	-12.5	5	633	100.0	
May 15	91.6	-1.6	338.73	5.1	310.21	3.4	19,623	-7.6	17,971	-9.0	6,087,345	-4.4	5	633	100.0	
Jun 15	91.2	14.4	318.79	10.1	290.89	26.0	18,990	-26.4	17,328	-15.8	5,523,944	-7.2	5	633	100.0	
Jul 15	86.5	12.7	292.85	15.6	253.19	30.3	19,623	-26.4	16,966	-17.0	4,968,409	-4.1	5	633	100.0	
Aug 15	87.0	2.9	286.63	10.8	249.46	14.1	19,654	-26.3	17,105	-24.1	4,902,889	-15.9	5	634	100.0	
Sep 15	91.4	5.2	385.03	9.3	351.79	15.0	19,020	-26.3	17,378	-22.4	6,691,117	-15.2	5	634	100.0	
Oct 15	89.1	1.9	394.01	11.9	351.04	14.1	19,654	-26.3	17,511	-24.9	6,899,426	-15.9	5	634	100.0	
Nov 15	80.8	6.6	339.51	11.7	274.20	19.1	19,020	-26.3	15,361	-21.4	5,215,220	-12.2	5	634	100.0	
Dec 15	75.7	4.0	332.36	6.9	251.58	11.2	19,654	-26.3	14,877	-23.3	4,944,505	-18.0	5	634	100.0	
Jan 16	66.6	16.7	236.04	12.1	157.26	30.8	19,654	-26.3	13,094	-14.0	3,090,720	-3.6	5	634	100.0	
Feb 16	74.8	1.8	259.58	-2.9	194.04	-1.2	17,752	0.2	13,270	2.0	3,444,673	-1.0	5	634	100.0	
Mar 16	86.0	15.1	264.98	2.5	227.77	18.0	19,654	0.2	16,894	15.2	4,476,527	18.2	5	634	100.0	
Apr 16	71.6	-15.6	313.76	4.3	224.72	-12.1	25,560	34.6	18,307	13.5	5,743,935	18.4	6	852	100.0	
May 16	77.9	-15.0	360.53	6.4	280.77	-9.5	26,412	34.6	20,569	14.5	7,415,783	21.8	6	852	100.0	
Jun 16	83.8	-8.2	326.28	2.4	273.41	-6.0	25,560	34.6	21,418	23.6	6,988,290	26.5	6	852	100.0	
Jul 16	82.2	-4.9	294.03	0.4	241.78	-4.5	26,412	34.6	21,718	28.0	6,385,838	28.5	6	852	100.0	
Aug 16	79.4	-8.7	268.10	-6.5	212.92	-14.6	30,752	56.5	24,422	42.8	6,547,627	33.5	7	992	85.9	
Sep 16	81.9	-10.4	392.89	2.0	321.60	-8.6	29,730	56.3	24,336	40.0	9,561,273	42.9	7	991	100.0	
Oct 16	79.7	-10.6	379.29	-3.7	302.20	-13.9	31,713	61.4	25,268	44.3	9,583,786	38.9	7	1,023	100.0	
Nov 16	77.2	-4.4	347.81	2.4	268.40	-2.1	31,050	63.2	23,961	56.0	8,333,972	59.8	7	1,035	100.0	
Dec 16	73.3	-3.2	323.45	-2.7	237.11	-5.8	36,642	86.4	26,861	80.6	8,688,185	75.7	8	1,182	87.6	

Job Number: 1098370 SADIM Staff: SS Created: July 02, 2019

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Jan 13	70.1		211.26		148.13		21,204		14,868		3,140,947		5	684	100.0
Feb 13	77.3		212.84		164.42		19,152		14,795		3,148,914		5	684	100.0
Mar 13	87.5		241.96		211.63		21,204		18,546		4,487,403		5	684	100.0
Apr 13	86.9		287.57		250.01		20,520		17,840		5,130,261		5	684	100.0
May 13	89.5		308.77		276.20		21,204		18,967		5,856,506		5	684	100.0
Jun 13	86.3		292.36		252.39		20,550		17,741		5,186,701		5	685	100.0
Jul 13	83.9		250.67		210.30		21,235		17,815		4,465,652		5	685	100.0
Aug 13	89.6		256.34		229.65		21,235		19,024		4,876,541		5	685	100.0
Sep 13	86.8		340.15		295.17		20,550		17,833		6,065,841		5	685	100.0
Oct 13	87.7		339.03		297.33		21,235		18,623		6,313,820		5	685	100.0
Nov 13	79.8		297.58		237.37		20,550		16,392		4,877,923		5	685	100.0
Dec 13	77.3		311.55		240.77		21,235		16,411		5,112,783		5	685	100.0
May YTD 2013	82.3		256.00		210.72		103,284		85,016		21,764,031				
Total 2013	83.6		280.88		234.77		249,874		208,855		58,663,292				
Jan 14	63.2	-9.9	213.94	1.3	135.16	-8.8	21,235	0.1	13,416	-9.8	2,870,152	-8.6	5	685	100.0
Feb 14	68.0	-11.9	226.95	6.6	154.41	-6.1	19,180	0.1	13,050	-11.8	2,961,646	-5.9	5	685	100.0
Mar 14	85.1	-2.8	232.06	-4.1	197.37	-6.7	21,235	0.1	18,061	-2.6	4,191,192	-6.6	5	685	100.0
Apr 14	91.9	5.7	293.74	2.1	269.84	7.9	20,550	0.1	18,878	5.8	5,545,239	8.1	5	685	100.0
May 14	93.0	4.0	322.37	4.4	299.95	8.6	21,235	0.1	19,758	4.2	6,369,353	8.8	5	685	100.0
Jun 14	79.7	-7.6	289.45	-1.0	230.80	-8.6	25,800	25.5	20,572	16.0	5,954,592	14.8	6	860	100.0
Jul 14	76.7	-8.6	253.36	1.1	194.33	-7.6	26,660	25.5	20,448	14.8	5,180,760	16.0	6	860	100.0
Aug 14	84.5	-5.6	258.69	0.9	218.71	-4.8	26,660	25.5	22,540	18.5	5,830,909	19.6	6	860	100.0
Sep 14	86.8	0.0	352.30	3.6	305.88	3.6	25,800	25.5	22,400	25.6	7,891,619	30.1	6	860	100.0
Oct 14	87.4	-0.3	352.05	3.8	307.72	3.5	26,660	25.5	23,303	25.1	8,203,849	29.9	6	860	100.0
Nov 14	75.7	-5.1	303.89	2.1	230.13	-3.0	25,800	25.5	19,538	19.2	5,937,472	21.7	6	860	100.0
Dec 14	72.8	-5.8	310.78	-0.2	226.15	-6.1	26,660	25.5	19,400	18.2	6,029,043	17.9	6	860	100.0
May YTD 2014	80.4	-2.3	263.79	3.0	212.09	0.7	103,435	0.1	83,163	-2.2	21,937,582	0.8			
Total 2014	80.5	-3.7	289.44	3.0	232.94	-0.8	287,475	15.0	231,364	10.8	66,965,826	14.2			
Jan 15	57.1	-9.6	210.50	-1.6	120.21	-11.1	26,660	25.5	15,224	13.5	3,204,670	11.7	6	860	73.6
Feb 15	73.4	7.9	267.44	17.8	196.39	27.2	17,724	-7.6	13,015	-0.3	3,480,740	17.5	5	633	100.0
Mar 15	74.7	-12.2	258.40	11.4	193.04	-2.2	19,623	-7.6	14,660	-18.8	3,788,110	-9.6	5	633	100.0
Apr 15	84.9	-7.6	300.96	2.5	255.52	-5.3	18,990	-7.6	16,123	-14.6	4,852,338	-12.5	5	633	100.0
May 15	91.6	-1.6	338.73	5.1	310.21	3.4	19,623	-7.6	17,971	-9.0	6,087,345	-4.4	5	633	100.0
Jun 15	91.2	14.4	318.79	10.1	290.89	26.0	18,990	-26.4	17,328	-15.8	5,523,944	-7.2	5	633	100.0
Jul 15	86.5	12.7	292.85	15.6	253.19	30.3	19,623	-26.4	16,966	-17.0	4,968,409	-4.1	5	633	100.0
Aug 15	87.0	2.9	286.63	10.8	249.46	14.1	19,654	-26.3	17,105	-24.1	4,902,889	-15.9	5	634	100.0
Sep 15	91.4	5.2	385.03	9.3	351.79	15.0	19,020	-26.3	17,378	-22.4	6,691,117	-15.2	5	634	100.0
Oct 15	89.1	1.9	394.01	11.9	351.04	14.1	19,654	-26.3	17,511	-24.9	6,899,426	-15.9	5	634	100.0
Nov 15	80.8	6.6	339.51	11.7	274.20	19.1	19,020	-26.3	15,361	-21.4	5,215,220	-12.2	5	634	100.0
Dec 15	75.7	4.0	332.36	6.9	251.58	11.2	19,654	-26.3	14,877	-23.3	4,944,505	-18.0	5	634	100.0
May YTD 2015	75.0	-6.7	278.12	5.4	208.67	-1.6	102,620	-0.8	76,993	-7.4	21,413,203	-2.4			
Total 2015	81.2	0.9	312.93	8.1	254.20	9.1	238,235	-17.1	193,519	-16.4	60,558,713	-9.6			
Jan 16	66.6	16.7	236.04	12.1	157.26	30.8	19,654	-26.3	13,094	-14.0	3,090,720	-3.6	5	634	100.0
Feb 16	74.8	1.8	259.58	-2.9	194.04	-1.2	17,752	0.2	13,270	2.0	3,444,673	-1.0	5	634	100.0
Mar 16	86.0	15.1	264.98	2.5	227.77	18.0	19,654	0.2	16,894	15.2	4,476,527	18.2	5	634	100.0
Apr 16	71.6	-15.6	313.76	4.3	224.72	-12.1	25,560	34.6	18,307	13.5	5,743,935	18.4	6	852	100.0
May 16	77.9	-15.0	360.53	6.4	280.77	-9.5	26,412	34.6	20,569	14.5	7,415,783	21.8	6	852	100.0
Jun 16	83.8	-8.2	326.28	2.4	273.41	-6.0	25,560	34.6	21,418	23.6	6,988,290	26.5	6	852	100.0
Jul 16	82.2	-4.9	294.03	0.4	241.78	-4.5	26,412	34.6	21,718	28.0	6,385,838	28.5	6	852	100.0
Aug 16	79.4	-8.7	268.10	-6.5	212.92	-14.6	30,752	56.5	24,422	42.8	6,547,627	33.5	7	992	85.9
Sep 16	81.9	-10.4	392.89	2.0	321.60	-8.6	29,730	56.3	24,336	40.0	9,561,273	42.9	7	991	100.0
Oct 16	79.7	-10.6	379.29	-3.7	302.20	-13.9	31,713	61.4	25,268	44.3	9,583,786	38.9	7	1,023	100.0
Nov 16	77.2	-4.4	347.81	2.4	268.40	-2.1	31,050	63.2	23,961	56.0	8,333,972	59.8	7	1,035	100.0

Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec 16	73.3	-3.2	323.45	-2.7	237.11	-5.8	36,642	86.4	26,861	80.6	8,688,185	75.7	8	1,182	87.6
May YTD 2016	75.3	0.4	294.30	5.8	221.69	6.2	109,032	6.2	82,134	6.7	24,171,638	12.9			
Total 2016	77.9	-4.0	320.89	2.5	250.12	-1.6	320,891	34.7	250,118	29.2	80,260,609	32.5			
Jan 17	63.2	-5.1	240.74	2.0	152.27	-3.2	36,642	86.4	23,176	77.0	5,579,310	80.5	8	1,182	87.6
Feb 17	63.6	-15.0	248.08	-4.4	157.72	-18.7	38,528	117.0	24,494	84.6	6,076,462	76.4	9	1,376	89.3
Mar 17	69.5	-19.1	265.98	0.4	184.96	-18.8	42,656	117.0	29,662	75.6	7,889,451	76.2	9	1,376	100.0
Apr 17	77.2	7.8	309.20	-1.5	238.77	6.3	41,280	61.5	31,877	74.1	9,856,511	71.6	9	1,376	100.0
May 17	78.5	0.8	349.85	-3.0	274.61	-2.2	42,470	60.8	33,336	62.1	11,662,719	57.3	9	1,370	100.0
Jun 17	82.4	-1.6	325.42	-0.3	268.28	-1.9	41,100	60.8	33,884	58.2	11,026,491	57.8	9	1,370	100.0
Jul 17	80.6	-2.0	305.87	4.0	246.54	2.0	42,470	60.8	34,232	57.6	10,470,479	64.0	9	1,370	100.0
Aug 17	80.9	1.9	289.55	8.0	234.32	10.1	42,470	38.1	34,369	40.7	9,951,552	52.0	9	1,370	100.0
Sep 17	84.3	3.0	391.94	-0.2	330.43	2.7	41,100	38.2	34,650	42.4	13,580,781	42.0	9	1,370	100.0
Oct 17	85.2	6.9	375.17	-1.1	319.51	5.7	42,470	33.9	36,169	43.1	13,569,542	41.6	9	1,370	100.0
Nov 17	78.9	2.2	345.18	-0.8	272.30	1.5	41,100	32.4	32,422	35.3	11,191,556	34.3	9	1,370	100.0
Dec 17	78.2	6.6	342.88	6.0	268.01	13.0	42,470	15.9	33,196	23.6	11,382,406	31.0	9	1,370	100.0
May YTD 2017	70.7	-6.1	288.08	-2.1	203.72	-8.1	201,576	84.9	142,545	73.6	41,064,453	69.9			
Total 2017	77.1	-1.1	320.44	-0.1	247.07	-1.2	494,756	54.2	381,467	52.5	122,237,260	52.3			
Jan 18	66.2	4.7	251.76	4.6	166.76	9.5	42,470	15.9	28,131	21.4	7,082,208	26.9	9	1,370	100.0
Feb 18	76.0	19.5	257.08	3.6	195.33	23.9	38,388	-0.4	29,167	19.1	7,498,359	23.4	9	1,371	100.0
Mar 18	80.7	16.1	285.35	7.3	230.40	24.6	42,501	-0.4	34,316	15.7	9,792,145	24.1	9	1,371	100.0
Apr 18	80.6	4.4	323.78	4.7	261.09	9.3	41,130	-0.4	33,167	4.0	10,738,671	9.0	9	1,371	100.0
May 18	85.8	9.2	385.13	10.1	330.25	20.3	42,315	-0.4	36,286	8.8	13,974,706	19.8	9	1,365	100.0
Jun 18	85.1	3.3	369.92	13.7	314.92	17.4	40,950	-0.4	34,862	2.9	12,896,126	17.0	9	1,365	100.0
Jul 18	83.0	2.9	335.73	9.8	278.52	13.0	42,315	-0.4	35,105	2.6	11,785,714	12.6	9	1,365	100.0
Aug 18	85.9	6.1	324.22	12.0	278.40	18.8	42,315	-0.4	36,335	5.7	11,780,575	18.4	9	1,365	100.0
Sep 18	88.6	5.1	409.20	4.4	362.56	9.7	40,950	-0.4	36,282	4.7	14,846,771	9.3	9	1,365	100.0
Oct 18	89.6	5.2	409.06	9.0	366.65	14.8	42,315	-0.4	37,928	4.9	15,514,982	14.3	9	1,365	100.0
Nov 18	80.6	2.2	361.22	4.6	291.12	6.9	40,950	-0.4	33,003	1.8	11,921,411	6.5	9	1,365	100.0
Dec 18	77.0	-1.4	366.56	6.9	282.40	5.4	42,315	-0.4	32,600	-1.8	11,949,805	5.0	9	1,365	100.0
May YTD 2018	77.9	10.1	304.76	5.8	237.36	16.5	206,804	2.6	161,067	13.0	49,086,089	19.5			
Total 2018	81.6	5.9	343.29	7.1	280.17	13.4	498,914	0.8	407,182	6.7	139,781,473	14.4			
Jan 19	68.1	2.9	242.55	-3.7	165.24	-0.9	42,315	-0.4	28,828	2.5	6,992,189	-1.3	9	1,365	100.0
Feb 19	76.1	0.2	269.70	4.9	205.24	5.1	38,220	-0.4	29,085	-0.3	7,844,236	4.6	9	1,365	100.0
Mar 19	81.2	0.6	286.80	0.5	232.96	1.1	42,315	-0.4	34,372	0.2	9,857,864	0.7	9	1,365	95.3
Apr 19	83.8	3.9	353.05	9.0	295.72	13.3	40,950	-0.4	34,300	3.4	12,109,695	12.8	9	1,365	95.3
May 19	85.5	-0.3	391.38	1.6	334.73	1.4	42,315	0.0	36,190	-0.3	14,164,094	1.4	9	1,365	95.3
May YTD 2019	79.0	1.4	313.12	2.7	247.28	4.2	206,115	-0.3	162,775	1.1	50,968,078	3.8			

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Williamsburg 06/27/19 - New York, NY Area Selected Properties
Job Number: 1098370_SADIM Staff: SS Created: July 02, 2019

									2017												2018												2019														
STR Code	Name of Establishment	City & State	Zip Code	Class	Aff Date	Open Date	Rooms	Chg in Rms	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D			
57572	Sixty LES	New York, NY	10002	Luxury Class	Nov 2013	Jul 2008	141	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
53103	Hotel On Rivington	New York, NY	10002	Upper Upscale Class	Oct 2004	Oct 2004	109	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
60716	The Ludlow Hotel	New York, NY	10002	Upper Upscale Class	Jun 2014	Jun 2014	175	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
58856	The Standard East Village	New York, NY	10003	Upper Upscale Class	Dec 2008	Dec 2008	144	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
25564	11 Howard	New York, NY	10013	Upper Upscale Class	Apr 2016	Feb 1992	207	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
65394	1 Hotel Brooklyn Bridge	Brooklyn, NY	11201	Luxury Class	Feb 2017	Feb 2017	195	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
61320	McCarren Hotel	Brooklyn, NY	11211	Upscale Class	Oct 2011	Oct 2011	64		•	•	•	•	•	◊	◊	◊	◊	◊	•	•	•	•	•	•	•	•	•	•	•	•	•	•	◊	◊	◊	◊	•	•	•	•	•	•	•	•	•	•	
64468	The Williamsburg Hotel	Brooklyn, NY	11249	Upper Upscale Class	Dec 2016	Dec 2016	147	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
64539	The William Vale	Brooklyn, NY	11249	Upper Upscale Class	Aug 2016	Aug 2016	183	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
					Total Properties:		9	1365	◊ - Monthly data received by STR • - Monthly and daily data received by STR Blank - No data received by STR Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report.																																						

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RECEIVED NYSCEF: 07/12/2019

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1. LICENSE

1.1 Definitions.

(a) "Agreement" means these Standard Terms and Conditions and any additional terms specifically set out in writing in the document(s) (if any) to which these Standard Terms and Conditions are attached or in which they are incorporated by reference, and, if applicable, any additional terms specifically set out in writing in any Schedule attached hereto.

(b) "Licensed Materials" means the newsletters, reports, databases or other information resources, and all lodging industry data contained therein, provided to Licensee hereunder.

1.2 Grant of License. Subject to the terms and conditions of this Agreement, and except as may be expressly permitted elsewhere in this Agreement, STR hereby grants to Licensee a non-exclusive, non-transferable, indivisible, non-sublicensable license to use, copy, manipulate and extract data from the Licensed Materials for its own INTERNAL business purposes only.

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2.2 Disclaimers. STR shall have no liability with respect to its obligations under this agreement or otherwise for consequential, exemplary, special, incidental, or punitive damages even if STR has been advised of the possibility of such damages. Furthermore, STR shall have no liability whatsoever for any claim relating in any way to any decision made or action taken by licensee in reliance upon the licensed materials.

2.3 Limitation of Liability. STR's total liability to licensee for any reason and upon any cause of action including without limitation, infringement, breach of contract, negligence, strict liability, misrepresentations, and other torts, shall be limited to all fees paid to STR by the licensee during the twelve month period preceding the date on which such cause of action first arose.

3. MISCELLANEOUS

3.1 Liquidated Damages. In the event of a violation of Section 1.5 of these Standard Terms and Conditions, Licensee shall be required to pay STR an amount equal to the sum of (i) the highest aggregate price that STR, in accordance with its then-current published prices, could have charged the unauthorized recipients for the Licensed Materials that are the subject of the violation, and (ii) the full price of the lowest level of republishing rights that Licensee would have been required to purchase from STR in order to have the right to make the unauthorized distribution, regardless of whether Licensee has previously paid for any lower level of republishing rights, and (iii) fifteen percent (15%) of the total of the previous two items. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

copies of the Licensed Materials and all other information relating thereto in Licensee's possession or control as of the such date. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

actions regarding or arising out of this Agreement shall be brought exclusively in a court of competent jurisdiction located in Nashville, Tennessee, and the parties expressly consent to personal jurisdiction thereof. The parties also expressly waive any objections to venue.

3.4 Assignment. Licensee is prohibited from assigning this Agreement or delegating any of its duties under this Agreement without the prior written consent of STR relationship.

the time of transmission (provided, however, that notice delivered by facsimile transmission shall only be effective if such notice is also delivered by hand or deposited in the United States mail, postage prepaid, registered, certified or express mail or by courier service within two (2) business days after its delivery by facsimile transmission); iii) when delivered by a courier service or by express mail, at the time of receipt; or iv) five (5) business days after being deposited in the United States mail, postage prepaid, registered or certified mail, addressed (in any such case) to the addresses listed on the first page of this Agreement or to such other address as either party may notify the other in writing.

3.7 Waiver. No waiver of any breach of this Agreement will be deemed to constitute a waiver of any subsequent breach of the same or any other provision.

3.8 Entire Agreement. This Agreement constitutes the entire agreement of the parties with respect to the matters described herein, superseding in all respects any and all prior proposals, negotiations, understandings and other agreements, oral or written, between the parties.

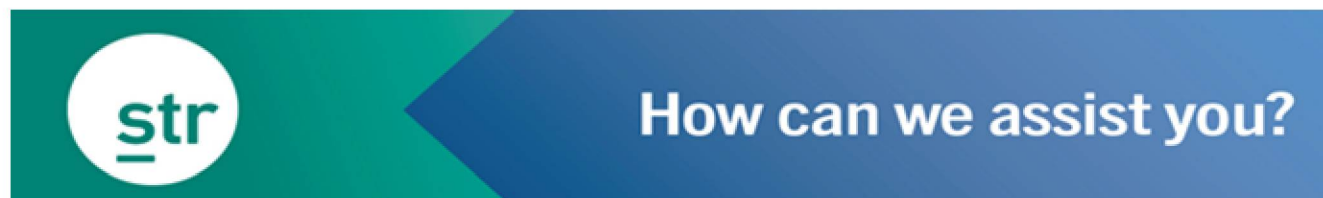
3.9 Amendment. This Agreement may be amended only by the written agreement of both parties.

provisions of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorneys' fees and other costs incurred in that action or proceeding, in addition to any other relief to which it or they may be entitled.

3.11 Injunctive Relief. The parties agree that, in addition to any other rights or remedies which the other or STR may have, any party alleging breach or threatened breach of this Agreement will be entitled to such equitable and injunctive relief as may be available from any court of competent jurisdiction to restrain the other from breaching or threatening to breach any of the provisions of this Section, without posting bond or other surety.

3.12 Notice of Unauthorized Access. Licensee shall notify STR immediately upon Licensee's becoming aware of any facts indicating that a third party may have obtained or may be about to obtain unauthorized access to the Licensed Materials, and shall fully cooperate with STR in its efforts to mitigate the damages caused by any such breach or potential breach.

3.13 Conflicting Provisions. In the event that any provision of these Standard Terms and Conditions directly conflicts with any other provision of the Agreement, the conflicting terms of such other provision shall control.

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For all STR definitions, please visit www.str.com/resources/glossary

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		My Prop	% Chg	Comp Set	% Chg	Index (MPI)	% Chg
Occupancy	Current Month	44.0	-29.5	80.0	1.1	55.0	-30.3
	Year To Date	42.1	-28.2	75.5	2.4	55.8	-29.9
	Running 3 Month	44.5	-26.3	77.2	1.1	57.6	-27.1
	Running 12 Month	65.6	-5.4	84.3	2.2	77.9	-7.4
		My Prop	% Chg	Comp Set	% Chg	Index (ARI)	% Chg
ADR	Current Month	258.27	14.3	270.46	4.2	95.5	9.6
	Year To Date	236.35	10.3	257.52	0.0	91.8	10.3
	Running 3 Month	275.46	13.9	297.36	2.4	92.6	11.3
	Running 12 Month	317.26	23.1	345.69	6.7	91.8	15.3
		My Prop	% Chg	Comp Set	% Chg	Index (RGI)	% Chg
RevPAR	Current Month	113.57	-19.5	216.30	5.4	52.5	-23.6
	Year To Date	99.50	-20.8	194.45	2.4	51.2	-22.7
	Running 3 Month	122.53	-16.1	229.57	3.5	53.4	-18.9
	Running 12 Month	208.14	16.5	291.29	9.1	71.5	6.8

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Feb 2019										Year to Date									
		Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg			Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg
Occupancy	My Property	31.6	-42.2	12.4	59.6	0.0	0.0	44.0	-29.5	Occupancy	My Property	35.6	-34.1	6.5	41.5	0.0	0.0	42.1	-28.2
	Comp Set	71.8	3.1	8.1	-13.3	0.0	0.0	80.0	1.1		Comp Set	66.0	2.6	9.6	1.1	0.0	0.0	75.5	2.4
	Index (MPI)	44.0	-43.9	152.2	84.1	0.0	0.0	55.0	-30.3		Index (MPI)	53.9	-35.8	68.3	40.0	0.0	0.0	55.8	-29.9
		Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg			Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg
ADR	My Property	254.66	10.5	267.49	37.1	0.00	0.0	258.27	14.3	ADR	My Property	231.38	7.2	263.48	34.1	0.00	0.0	236.35	10.3
	Comp Set	266.61	3.8	304.46	9.3	0.00	0.0	270.46	4.2		Comp Set	254.11	-0.4	281.04	2.5	0.00	0.0	257.52	0.0
	Index (ARI)	95.5	6.5	87.9	25.5	0.0	0.0	95.5	9.6		Index (ARI)	91.1	7.6	93.8	30.9	0.0	0.0	91.8	10.3
		Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg			Transient	% Chg	Group	% Chg	Contract	% Chg	Total	% Chg
RevPAR	My Property	80.49	-36.1	33.08	118.9	0.00	0.0	113.57	-19.5	RevPAR	My Property	82.30	-29.4	17.19	89.8	0.00	0.0	99.50	-20.8
	Comp Set	191.56	7.0	24.74	-5.3	0.00	0.0	216.30	5.4		Comp Set	167.60	2.2	26.85	3.6	0.00	0.0	194.45	2.4
	Index (RGI)	42.0	-40.2	133.7	131.1	0.0	0.0	52.5	-23.6		Index (RGI)	49.1	-31.0	64.0	83.2	0.0	0.0	51.2	-22.7

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Market Summary

		Occupancy								Supply			
		Cur Mo	% Chg	YTD	% Chg	R3 Mo	% Chg	R12 Mo	% Chg	Month % Chg	YTD % Chg	R3 Mo % Chg	R12 Mo % Chg
The Williamsburg Hotel		44.0	-29.5	42.1	-28.2	44.5	-26.3	65.6	-5.4	24.6	24.6	24.6	53.3
Market: New York, NY		76.6	-2.2	73.9	-3.4	78.5	-2.6	86.8	-0.2	2.6	2.3	2.4	3.0
Market Class: Upper Upscale Class		74.3	0.3	71.5	-1.8	77.0	-1.9	85.5	-0.6	0.4	0.4	0.7	1.4
Submarket: East River - Queens/Brooklyn West, NY		68.5	-1.1	64.4	-4.0	70.1	-2.3	82.5	2.4	3.3	2.8	2.1	5.2
Submarket Scale: Independents		63.1	-7.0	59.8	-8.5	65.9	-5.1	79.1	5.4	6.4	3.9	3.6	17.2
Comp Set: Competitors		80.0	1.1	75.5	2.4	77.2	1.1	84.3	2.2	-0.5	-0.4	-0.4	-0.4
		Average Daily Rate								Demand			
		Cur Mo	% Chg	YTD	% Chg	R3 Mo	% Chg	R12 Mo	% Chg	Month % Chg	YTD % Chg	R3 Mo % Chg	R12 Mo % Chg
The Williamsburg Hotel		258.27	14.3	236.35	10.3	275.46	13.9	317.26	23.1	-12.2	-10.5	-8.2	45.0
Market: New York, NY		183.37	-0.6	182.61	-1.3	229.39	1.0	262.11	2.8	0.3	-1.3	-0.3	2.8
Market Class: Upper Upscale Class		204.98	-1.6	204.06	-2.8	253.44	-0.2	286.67	1.6	0.7	-1.4	-1.3	0.8
Submarket: East River - Queens/Brooklyn West, NY		143.15	3.9	141.82	3.0	163.46	4.4	192.62	7.0	2.2	-1.4	-0.2	7.7
Submarket Scale: Independents		169.62	4.1	163.80	2.5	189.76	4.2	226.96	6.0	-1.0	-5.0	-1.6	23.5
Comp Set: Competitors		270.46	4.2	257.52	0.0	297.36	2.4	345.69	6.7	0.6	2.0	0.7	1.8
		RevPAR								Revenue			
		Cur Mo	% Chg	YTD	% Chg	R3 Mo	% Chg	R12 Mo	% Chg	Month % Chg	YTD % Chg	R3 Mo % Chg	R12 Mo % Chg
The Williamsburg Hotel		113.57	-19.5	99.50	-20.8	122.53	-16.1	208.14	16.5	0.3	-1.4	4.6	78.5
Market: New York, NY		140.51	-2.8	134.92	-4.7	180.18	-1.6	227.60	2.6	-0.3	-2.6	0.7	5.7
Market Class: Upper Upscale Class		152.35	-1.3	146.00	-4.6	195.07	-2.2	245.14	1.0	-0.9	-4.2	-1.5	2.4
Submarket: East River - Queens/Brooklyn West, NY		98.10	2.8	91.27	-1.2	114.51	2.0	158.86	9.5	6.2	1.6	4.2	15.2
Submarket Scale: Independents		107.09	-3.2	98.03	-6.3	125.12	-1.1	179.50	11.7	3.0	-2.6	2.5	30.9
Comp Set: Competitors		216.30	5.4	194.45	2.4	229.57	3.5	291.29	9.1	4.9	2.0	3.1	8.6
		Census/Sample - Properties & Rooms								Pipeline			
		Census		Sample		Sample %				Market: New York, NY			
		Properties	Rooms	Properties	Rooms	Rooms		In Construction		Planning			
								Properties	Rooms	Properties	Rooms		
Market: New York, NY		673	123112	482	105745	85.9							
Market Class: Upper Upscale Class		115	33876	108	32245	95.2							
								85	13987	71	10779		

Submarket: East River - Queens/Brooklyn West, NY
Submarket Scale: Independents
Comp Set: Competitors

65
27
8

7934
2584
1218

51
15
8

6966
1771
1218

87.8
68.5
100.0

See glossary for pipeline definitions.

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Occupancy

Occupancy	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	78.3	78.1	64.7	63.8	55.2	62.4	63.7	60.6	80.4	82.3	76.9	74.8
Comp Set	88.3	88.0	82.1	81.4	68.9	79.1	84.2	84.3	87.2	86.2	84.3	87.8
Index (Comp Set)	88.6	88.8	78.8	78.3	80.1	78.9	75.7	71.8	92.2	95.6	91.3	85.2
Industry	83.1	74.1	72.4	77.0	63.3	67.9	78.8	79.7	85.3	86.6	83.3	84.0
Comp Set Rank	9/9	9/9	9/9	9/9	9/9	9/9	9/9	9/9	8/9	6/9	7/9	9/9

Averages

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.0	58.6	42.1	0.0	60.4	44.5	0.0	69.3	65.6
Comp Set	62.7	73.7	75.5	65.9	76.4	77.2	75.8	82.5	84.3
Index (Comp Set)	0.0	79.5	55.8	0.0	79.1	57.6	0.0	84.1	77.9
Industry	60.4	65.4	59.8	66.4	69.5	65.9	77.5	75.1	79.1
Comp Set Rank	0/0	9/9	9/9	0/0	9/9	9/9	0/0	9/9	9/9

Occ % Chg	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	0.0	0.0	0.0	0.0	0.0	0.0	-12.0	-26.2	-4.8	-2.3	0.5	42.5
Comp Set	7.9	10.4	6.4	12.2	11.0	24.8	12.3	1.7	3.8	-2.0	-0.9	0.9
Index (Comp Set)	0.0	0.0	0.0	0.0	0.0	0.0	-21.6	-27.5	-8.3	-0.3	1.4	41.2
Industry	-2.7	-9.7	-8.5	-1.8	2.3	15.1	16.6	3.0	7.7	3.7	1.0	8.6
Comp Set Rank	0/0	0/0	0/0	0/0	0/0	0/0	9/9	9/9	8/9	5/9	4/9	1/9

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.0	0.0	-28.2	0.0	0.0	-26.3	0.0	0.0	-5.4
Comp Set	-11.0	17.5	2.4	-8.8	15.8	1.1	-8.6	8.8	2.2
Index (Comp Set)	0.0	0.0	-29.9	0.0	0.0	-27.1	0.0	0.0	-7.4
Industry	-1.0	8.3	-8.5	0.3	4.6	-5.1	-2.4	-3.2	5.4
Comp Set Rank	0/0	0/0	9/9	0/0	0/0	9/9	0/0	0/0	8/9

ADR

ADR	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	300.30	300.08	282.62	289.63	202.53	225.98	270.72	278.46	341.36	320.84	301.01	311.30
Comp Set	398.32	381.52	349.94	346.91	255.56	259.45	286.43	327.00	389.58	375.19	339.32	325.47
Index (Comp Set)	75.4	78.7	80.8	83.5	79.2	87.1	94.5	85.2	87.6	85.5	88.7	95.6
Industry	256.70	251.64	217.19	217.93	156.86	163.01	192.82	213.04	254.31	244.11	229.95	224.50
Comp Set Rank	8/9	8/9	8/9	8/9	8/9	6/9	6/9	8/9	7/9	7/9	4/9	3/9

Averages

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.00	214.38	236.35	0.00	241.74	275.46	0.00	257.72	317.26
Comp Set	257.55	257.54	257.52	289.26	290.35	297.36	321.70	323.86	345.69
Index (Comp Set)	0.00	83.2	91.8	0.00	83.3	92.6	0.00	79.6	91.8
Industry	143.54	159.82	163.80	164.29	182.14	189.76	187.63	214.07	226.96
Comp Set Rank	0/0	7/9	6/9	0/0	8/9	6/9	0/0	8/9	6/9

ADR % Chg	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	0.0	0.0	0.0	0.0	0.0	0.0	37.3	27.4	35.5	22.5	24.5	27.7
Comp Set	1.4	0.6	0.6	0.2	1.5	-1.2	6.6	4.4	9.9	14.2	9.5	11.7
Index (Comp Set)	0.0	0.0	0.0	0.0	0.0	0.0	28.7	22.0	23.3	7.3	13.7	14.4
Industry	10.0	13.0	10.4	10.8	9.6	13.2	8.2	1.8	8.4	7.3	3.8	5.9
Comp Set Rank	0/0	0/0	0/0	0/0	0/0	0/0	1/9	2/9	1/9	3/9	2/9	2/9

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.0	0.0	10.3	0.0	0.0	13.9	0.0	0.0	23.1
Comp Set	3.9	0.0	0.0	3.9	0.4	2.4	2.1	0.7	6.7
Index (Comp Set)	0.0	0.0	10.3	0.0	0.0	11.3	0.0	0.0	15.3
Industry	7.4	11.3	2.5	7.1	10.9	4.2	1.1	14.1	6.0
Comp Set Rank	0/0	0/0	1/9	0/0	0/0	1/9	0/0	0/0	1/9

RevPAR

RevPAR	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	235.03	234.47	182.90	184.64	111.79	141.03	172.55	168.68	274.40	264.20	231.49	232.78
Comp Set	351.70	335.59	287.38	282.41	176.02	205.19	241.30	275.75	339.81	323.24	285.91	285.63
Index (Comp Set)	66.8	69.9	63.6	65.4	63.5	68.7	71.5	61.2	80.8	81.7	81.0	81.5
Industry	213.19	186.58	157.17	167.89	99.30	110.68	152.00	169.70	216.90	211.29	191.49	188.68
Comp Set Rank	9/9	8/9	8/9	8/9	8/9	8/9	8/9	8/9	8/9	7/9	6/9	6/9

Averages

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.00	125.67	99.50	0.00	145.98	122.53	0.00	178.71	208.14
Comp Set	161.59	189.87	194.45	190.73	221.74	229.57	243.79	267.06	291.29
Index (Comp Set)	0.00	66.2	51.2	0.00	65.8	53.4	0.00	66.9	71.5
Industry	86.75	104.57	98.03	108.06	126.50	125.12	145.50	160.68	179.50
Comp Set Rank	0/0	8/9	8/9	0/0	8/9	8/9	0/0	9/9	8/9

RevPAR % Chg	2017				2018				2019			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
My Property	0.0	0.0	0.0	0.0	0.0	0.0	20.8	-6.0	29.0	19.7	25.1	82.0
Comp Set	9.4	11.0	7.1	12.5	12.6	23.2	19.8	6.2	14.1	11.9	8.5	12.7
Index (Comp Set)	0.0	0.0	0.0	0.0	0.0	0.0	0.9	-11.5	13.0	7.0	15.3	61.6
Industry	7.1	2.1	1.0	8.8	12.1	30.3	28.1	4.9	16.7	11.3	4.8	15.0
Comp Set Rank	0/0	0/0	0/0	0/0	0/0	0/0	3/9	7/9	2/9	2/9	2/9	1/9

Averages	Year To Date			Running 3 Month			Running 12 Month		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
My Property	0.0	0.0	-20.8	0.0	0.0	-16.1	0.0	0.0	16.5
Comp Set	-7.5	17.5	2.4	-5.2	16.3	3.5	-6.7	9.5	9.1
Index (Comp Set)	0.0	0.0	-22.7	0.0	0.0	-18.9	0.0	0.0	6.8
Industry	6.3	20.5	-6.3	7.5	16.0	-1.1	-1.3	10.4	11.7
Comp Set Rank	0/0	0/0	9/9	0/0	0/0	9/9	0/0	0/0	2/9

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Average Daily Data - Rooms

Day of Week	Time Period	Occupancy				ADR				RevPAR				Index (MPI)				Index (ARI)				Index (RGI)			
		My Prop		Comp Set		My Prop		Comp Set		My Prop		Comp Set		My Prop		Comp Set		My Prop		Comp Set		My Prop		Comp Set	
		Occ	% Chg	Occ	% Chg	Occ	% Chg	Occ	% Chg	ADR	% Chg	ADR	% Chg	ADR	% Chg	ADR	% Chg	RevPAR	% Chg	RevPAR	% Chg	RevPAR	% Chg	RevPAR	% Chg
Sunday	Current Month	31.5	-33.7	70.2	0.3	44.8	-33.9	55.3	-9.7	242.59	13.9	241.20	2.8	100.6	10.9	158.13	4.4	76.33	-24.5	169.22	3.0	45.1	-26.7	87.45	-5.8
	Year to Date	35.0	-28.4	65.6	1.2	53.4	-29.2	52.7	-10.9	218.96	6.7	231.45	-3.8	94.6	10.9	152.54	1.1	76.71	-23.6	151.94	-2.6	50.5	-21.5	80.37	-9.9
	Running 3 Months	35.3	-28.8	68.0	-1.2	51.9	-28.0	59.2	-7.1	249.00	2.1	265.10	-4.2	93.9	6.7	173.74	-2.5	87.82	-27.3	180.19	-5.4	48.7	-23.1	102.84	-9.5
	Running 12 Months	53.9	-8.6	75.0	3.6	71.9	-11.7	70.8	4.8	285.44	22.2	296.84	2.9	96.2	18.7	199.66	3.2	153.80	11.7	222.56	6.6	69.1	4.8	141.33	8.1
Monday	Current Month	30.1	-36.6	74.7	0.2	40.3	-36.7	55.5	-8.5	235.48	16.6	256.71	2.7	91.7	13.6	159.07	1.7	70.89	-26.0	191.84	3.0	36.9	-28.1	88.29	-6.9
	Year to Date	33.3	-28.5	71.8	7.2	46.4	-33.3	52.7	-9.4	209.49	1.6	248.36	0.0	84.3	1.5	156.64	1.0	69.83	-27.4	178.36	7.2	39.2	-32.2	82.49	-8.5
	Running 3 Months	37.5	-19.3	74.4	6.2	50.3	-24.0	61.0	-0.8	269.22	22.4	299.12	9.7	90.0	11.6	192.18	14.9	100.87	-1.2	222.68	16.5	45.3	-15.2	117.23	13.9
	Running 12 Months	57.2	-2.5	80.8	5.2	70.8	-7.3	73.0	7.4	292.17	26.0	330.35	5.7	88.4	19.2	213.44	7.8	167.14	22.8	266.98	11.1	62.6	10.5	155.85	15.8
Tuesday	Current Month	26.7	-51.9	83.7	6.2	31.9	-54.7	60.1	-5.9	246.53	18.9	276.99	4.9	89.0	13.3	167.21	5.9	65.83	-42.8	231.81	11.5	28.4	-48.7	100.47	-0.4
	Year to Date	33.0	-34.3	77.5	5.3	42.6	-37.6	57.6	-4.5	221.09	10.8	266.41	1.6	83.0	9.1	163.37	4.2	73.03	-27.2	206.39	7.0	35.4	-32.0	94.12	-0.5
	Running 3 Months	37.6	-29.2	78.0	2.3	48.2	-30.8	63.1	-2.3	257.88	13.2	299.29	3.8	86.2	9.0	184.15	4.4	97.02	-19.9	233.47	6.2	41.6	-24.5	116.16	2.0
	Running 12 Months	63.3	-5.9	86.2	2.7	73.5	-8.3	78.5	7.0	301.98	23.3	350.20	5.3	86.2	17.1	223.41	5.8	191.25	16.1	301.92	8.1	63.3	7.4	175.45	13.2
Wednesday	Current Month	46.6	-31.5	84.1	2.2	55.4	-32.9	63.5	-8.1	259.83	19.1	276.19	4.5	94.1	13.9	169.07	4.8	121.08	-18.4	232.15	6.8	52.2	-23.6	107.31	-3.7
	Year to Date	41.3	-28.4	78.4	2.0	52.7	-29.8	59.5	-7.4	237.44	15.3	262.98	1.5	90.3	13.6	164.11	3.8	98.17	-17.4	206.20	3.4	47.6	-20.2	97.61	-3.9
	Running 3 Months	45.5	-25.5	78.3	-0.4	58.1	-25.2	65.0	-5.1	271.22	17.4	299.58	4.6	90.5	12.2	187.91	6.3	123.48	-12.5	234.63	4.2	52.6	-16.1	122.20	0.9
	Running 12 Months	69.9	-2.0	87.7	1.7	79.7	-3.6	81.4	6.9	313.03	27.0	357.86	7.7	87.5	17.9	229.21	8.5	218.81	24.5	313.95	9.5	69.7	13.7	186.55	16.1
Thursday	Current Month	52.0	-11.6	78.0	-0.4	66.8	-11.3	62.5	-2.7	266.86	25.9	271.69	3.2	98.2	21.9	165.87	4.6	138.88	11.2	211.79	2.8	65.6	8.2	103.70	1.8
	Year to Date	44.1	-20.1	74.5	0.7	59.3	-20.7	57.8	-8.7	241.67	21.1	254.26	-1.5	95.0	22.9	159.27	3.4	106.68	-3.3	189.32	-0.8	56.3	-2.5	92.08	-6.7
	Running 3 Months	46.5	-22.5	76.3	-0.6	60.9	-22.0	64.1	-6.8	267.05	17.9	289.07	-0.1	92.4	18.0	179.20	3.0	124.09	-8.6	220.52	-0.7	56.3	-8.0	114.82	-4.0
	Running 12 Months	66.2	-5.9	84.6	1.7	78.2	-7.5	79.0	5.4	307.09	21.6	342.17	5.5	89.7	15.3	217.94	4.8	203.22	14.4	289.59	7.3	70.2	6.7	172.09	10.5
Friday	Current Month	62.4	-20.4	81.1	1.3	76.9	-21.4	68.7	-6.1	244.39	4.2	271.95	5.0	89.9	-0.8	172.80	4.3	152.54	-17.1	220.59	6.3	69.2	-22.0	118.72	-2.0
	Year to Date	52.9	-26.9	76.0	1.2	69.6	-27.8	65.5	-9.0	237.60	7.1	257.97	-0.4	92.1	7.5	166.29	1.8	125.67	-21.7	196.11	0.8	64.1	-22.3	108.99	-7.4
	Running 3 Months	51.5	-29.3	79.2	0.8	65.0	-29.9	70.7	-6.9	273.44	8.4	297.61	-1.3	91.9	9.9	191.81	0.6	140.75	-23.3	235.85	-0.5	59.7	-22.9	135.52	-6.3
	Running 12 Months	72.0	-5.7	85.8	1.4	83.9	-7.0	83.3	3.9	336.54	21.0	355.24	8.6	94.7	11.4	240.00	6.1	242.16	14.1	304.79	10.1	79.5	3.6	199.88	10.3
Saturday	Current Month	58.5	-27.9	88.1	-1.7	66.4	-26.7	76.4	-8.1	289.69	7.8	291.28	5.7	99.5	2.0	188.16	2.9	169.48	-22.3	256.72	3.9	66.0	-25.2	143.69	-5.4
	Year to Date	55.9	-31.7	84.3	-1.0	66.3	-31.0	73.7	-9.9	266.64	8.6	273.56	1.0	97.5	7.5	178.86	1.9	148.97	-25.8	230.51	0.0	64.6	-25.8	131.86	-8.2
	Running 3 Months	58.1	-27.2	86.3	0.9	67.3	-27.8	78.9	-5.1	318.63	17.3	324.63	4.2	98.2	12.6	212.80	4.5	185.08	-14.6	280.11	5.1	66.1	-18.8	167.87	-0.8
	Running 12 Months	76.8	-7.1	89.7	-0.1	85.6	-7.0	87.7	2.7	365.53	22.2	378.40	10.5	96.6	10.5	257.25	6.2	280.55	13.5	339.24	10.4	82.7	2.8	225.52	9.0
Weekday	Current Month	37.4	-32.6	78.1	1.8	47.9	-33.8	59.4	-7.0	253.06	19.9	265.45	3.8	95.3	15.6	164.11	4.4	94.60	-19.2	207.36	5.6	45.6	-23.5	97.44	-2.9
	Year to Date	37.5	-27.5	73.8	3.4	50.9	-29.9	56.2	-8.1	227.64	12.0	254.03	-0.1	89.6	12.1	159.59	2.9	85.42	-18.8	187.43	3.3	45.6	-21.4	89.70	-5.5
	Running 3 Months	40.5	-25.0	75.0	1.3	54.0	-25.9	62.5	-4.4	263.54	14.6	291.04	2.9	90.6	11.4	183.51	5.1	106.66	-14.0	218.30	4.2	48.9	-17.4	114.65	0.4
	Running 12 Months	62.1	-4.9	82.9	2.9	74.9	-7.5	76.5	6.3	300.91	24.1	336.67	5.5	89.4	17.6	217.22	6.1	186.92	18.0	279.04	8.5	67.0	8.8	166.28	12.8
Weekend	Current Month	60.5	-24.2	84.6	-0.3	71.4	-24.0	72.5	-7.1	266.31	5.7	282.02	5.3	94.4	0.3	180.88	3.5	161.01	-19.9	238.65	5.0	67.5	-23.7	131.21	-3.9
	Year to Date	54.4	-29.4	80.1	0.0	67.9	-29.5	69.6	-8.5	252.52	7.7	266.16	0.3	94.9	7.4	172.95	1.9	137.32	-24.0	213.31	0.4	64.4	-24.3	120.42	-7.8
	Running 3 Months	54.9	-28.0	82.9	1.0	66.2	-28.8	74.9	-5.7	298.30	13.7	312.24	1.8	95.5	11.7	203.30	3.0	163.80	-18.2	258.86	2.8	63.3	-20.4	152.34	-2.9
	Running 12 Months	74.4	-6.4	87.7	0.6	84.8	-7.0	85.5	3.3	351.51	21.6	367.07	9.6	95.8	10.9	248.84	6.1	261.36	13.8	322.02	10.3	81.2	3.2	212.70	9.6
Total	Current Month	44.0	-29.5	80.0	1.1	55.0	-30.3	63.1	-7.0	258.27	14.3	270.46	4.2	95.5	9.6	169.62	4.1	113.57	-19.5	216.30	5.4	52.5	-23.6	107.09	-3.2
	Year to Date	42.1	-28.2	75.5	2.4	55.8	-29.9	59.8	-8.5	236.35	10.3	257.52	0.0	91.8	10.3	163.80	2.5	99.50	-20.8	194.45	2.4	51.2	-22.7	98.03	-6.3

Running 3 Months	44.5	-26.3	77.2	1.1	57.6	-27.1	65.9	-5.1	275.46	13.9	297.36	2.4	92.6	11.3	189.76	4.2	122.53	-16.1	229.57	3.5	53.4	-18.9	125.12	-1.1
Running 12 Months	65.6	-5.4	84.3	2.2	77.9	-7.4	79.1	5.4	317.26	23.1	345.69	6.7	91.8	15.3	226.96	6.0	208.14	16.5	291.29	9.1	71.5	6.8	179.50	11.7

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Average Daily Data - Segmentation

		Value									Percent Change (%)											
		Transient			Group			Contract			Transient			Group			Contract			Total		
		My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
Current Month	Sunday	27.6	66.1	49.8	3.9	4.0	5.5	0.0	0.0	0.0	31.5	70.2	55.3	-38.1	6.0	5.5	31.9	-46.9	-60.6	0.0	0.0	-100.0
Occupancy	Monday	22.8	65.4	46.2	7.3	6.3	6.3	0.0	0.0	0.0	30.1	74.7	55.5	-43.7	-0.8	2.7	4.8	8.2	-40.5	0.0	0.0	-100.0
	Tuesday	24.0	70.1	46.6	2.7	13.6	13.4	0.0	0.0	0.0	26.7	83.7	60.1	-48.3	0.0	-4.8	-70.1	55.5	-9.4	0.0	-100.0	
	Wednesday	27.7	70.7	46.5	18.9	13.4	14.0	0.0	0.0	0.0	46.6	84.1	63.5	-50.4	-0.6	-3.7	56.3	20.2	-21.0	0.0	0.0	
	Thursday	32.1	69.8	52.1	19.9	8.1	10.4	0.0	0.0	0.0	52.0	78.0	62.5	-40.3	4.4	12.7	291.3	-28.6	-41.9	0.0	0.0	
	Friday	36.5	76.9	62.0	23.0	4.2	6.8	0.0	0.0	0.0	62.4	81.1	68.7	-36.9	6.2	12.4	80.6	-45.7	-62.3	0.0	0.0	
	Saturday	47.6	84.5	70.7	10.9	3.7	5.7	0.0	0.0	0.0	58.5	88.1	76.4	-37.2	6.1	12.8	105.5	-63.4	-72.0	0.0	0.0	
	Weekday	26.8	66.4	48.9	10.5	6.7	10.5	0.0	0.0	0.0	37.4	78.1	59.4	-44.3	1.7	2.3	45.5	2.1	-34.2	0.0	0.0	
	Weekend	43.5	80.7	66.3	16.9	3.9	6.2	0.0	0.0	0.0	60.5	84.6	72.5	-38.5	6.2	12.6	87.9	-55.7	-67.5	0.0	0.0	
	Total	31.6	71.8	53.8	12.4	8.1	9.3	0.0	0.0	0.0	44.0	80.0	63.1	-42.2	3.1	-0.5	56.6	-13.3	-32.2	0.0	0.0	
Current Month	Sunday	241.09	236.02	154.57	253.17	325.93	190.44	0.00	0.00	0.00	242.59	241.20	158.13	12.6	3.4	5.6	29.8	13.0	12.2	0.0	0.0	
ADR	Monday	228.53	246.01	146.26	257.16	310.88	222.60	0.00	0.00	0.00	235.46	256.71	169.07	11.0	2.8	-0.3	43.5	0.8	20.7	0.0	0.0	
	Tuesday	233.23	272.27	151.69	363.75	301.28	221.06	0.00	0.00	0.00	246.53	276.99	167.21	11.0	4.6	-1.0	89.1	2.8	27.4	0.0	0.0	
	Wednesday	246.86	271.95	155.33	275.00	290.57	217.58	0.00	0.00	0.00	259.63	276.19	169.07	11.6	3.0	-2.6	40.8	12.4	30.9	0.0	0.0	
	Thursday	263.70	268.73	160.19	271.96	297.07	194.42	0.00	0.00	0.00	266.86	271.69	165.87	23.2	3.7	3.2	43.0	3.5	15.8	0.0	0.0	
	Friday	234.81	270.44	170.69	260.88	292.90	192.06	0.00	0.00	0.00	244.36	271.95	172.80	-3.0	4.5	-1.0	33.2	15.4	32.0	0.0	0.0	
	Saturday	301.15	290.60	189.45	239.55	306.71	172.02	0.00	0.00	0.00	289.69	291.28	188.16	10.7	4.7	-2.0	8.1	18.4	13.6	0.0	0.0	
	Weekday	244.58	260.03	153.80	274.88	303.72	211.96	0.00	0.00	0.00	253.06	265.45	164.11	14.3	3.4	0.8	43.9	5.7	23.2	0.0	0.0	
	Weekend	271.09	280.99	180.69	254.00	303.04	182.92	0.00	0.00	0.00	266.31	282.02	180.88	5.0	4.6	-1.5	24.9	16.8	23.1	0.0	0.0	
	Total	254.66	266.61	162.89	267.46	304.46	208.36	0.00	0.00	0.00	259.27	270.46	169.62	10.5	3.8	3.8	37.1	9.3	11.2	0.0	0.0	
Current Month	Sunday	66.42	156.05	77.01	9.90	13.17	10.44	0.00	0.00	0.00	76.33	169.22	97.45	-30.3	9.7	11.4	71.2	-40.0	-55.8	0.0	0.0	
RevPAR	Monday	52.06	162.92	67.55	16.81	25.93	20.74	0.00	0.00	0.00	70.89	191.84	88.29	-37.5	1.9	2.5	66.1	9.1	-26.1	0.0	0.0	
	Tuesday	55.93	190.83	70.75	9.90	40.97	29.72	0.00	0.00	0.00	65.83	231.81	100.47	-42.7	4.6	-5.8	-43.5	59.9	15.4	0.0	0.0	
	Wednesday	69.90	192.14	76.84	52.06	40.61	30.47	0.00	0.00	0.00	121.06	232.15	107.31	-44.7	2.4	-8.2	126.1	35.1	3.4	0.0	0.0	
	Thursday	84.76	187.62	83.52	54.12	24.17	20.17	0.00	0.00	0.00	138.88	211.79	103.70	-26.4	8.3	16.3	459.5	-26.1	-32.8	0.0	0.0	
	Friday	92.85	208.08	105.75	50.80	12.53	12.87	0.00	0.00	0.00	152.54	220.99	116.72	-41.7	11.0	11.4	146.6	-37.3	-60.3	0.0	0.0	
	Saturday	143.40	245.45	133.95	26.07	11.26	9.74	0.00	0.00	0.00	169.48	256.72	143.69	-30.5	11.1	10.5	122.1	-56.6	-68.2	0.0	0.0	
	Weekday	65.64	177.91	75.13	26.96	25.45	22.31	0.00	0.00	0.00	94.80	207.36	97.44	-36.4	5.2	3.3	106.3	7.9	-16.0	0.0	0.0	
	Weekend	118.02	226.76	119.85	42.98	11.89	11.35	0.00	0.00	0.00	161.01	238.65	131.21	-35.4	11.0	10.9	134.7	-48.2	-60.0	0.0	0.0	
	Total	80.49	191.58	87.63	33.08	24.74	19.46	0.00	0.00	0.00	113.57	216.30	107.09	-36.1	7.0	3.3	118.9	-5.3	-24.7	0.0	0.0	
Year to Date	Sunday	33.1	59.1	45.3	2.0	6.5	7.3	0.0	0.0	0.0	35.0	65.6	52.7	-39.3	3.1	-1.0	31.9	-13.5	-44.5	0.0	0.0	
Occupancy	Monday	29.7	61.1	43.3	3.7	16.8	9.4	0.0	0.0	0.0	33.3	71.8	62.7	-31.2	1.1	-2.7	4.9	63.4	-30.9	0.0	0.0	
	Tuesday	31.5	65.2	46.4	1.5	12.2	11.3	0.0	0.0	0.0	33.0	77.5	57.6	-30.4	1.1	2.6	-69.8	35.7	-25.3	0.0	0.0	
	Wednesday	31.0	65.8	46.7	10.4	12.6	12.8	0.0	0.0	0.0	41.3	78.4	59.5	-30.4	2.8	3.8	56.9	-2.4	-33.6	0.0	0.0	
	Thursday	33.3	64.6	47.0	10.9	9.8	10.9	0.0	0.0	0.0	44.1	74.5	57.8	-36.7	4.7	1.5	295.0	-19.6	-38.9	0.0	0.0	
	Friday	41.4	66.4	57.5	11.5	6.8	6.0	0.0	0.0	0.0	52.9	76.0	65.5	-35.1	3.6	5.3	33.5	-16.8	-53.8	0.0	0.0	
	Saturday	50.4	77.2	64.7	5.4	7.0	9.0	0.0	0.0	0.0	55.9	84.3	73.7	-34.9	1.9	1.6	24.9	-24.2	-49.9	0.0	0.0	
	Weekday	31.7	63.3	45.8	5.8	16.5	16.4	0.0	0.0	0.0	37.5	73.8	56.2	-33.6	2.6	1.1	47.1	8.6	-34.0	0.0	0.0	
	Weekend	45.9	73.3	61.1	8.5	6.8	8.5	0.0	0.0	0.0	54.4	80.1	69.6	-35.0	2.7	3.3	30.6	-21.7	-51.8	0.0	0.0	
	Total	35.6	66.0	50.0	6.5	9.6	9.9	0.0	0.0	0.0	42.1	75.5	59.8	-34.1	2.8	-0.9	41.5	1.1	-33.9	0.0	0.0	
Year to Date	Sunday	216.93	224.92	146.21	253.17	290.66	191.61	0.00	0.00	0.00	218.96	231.45	152.54	5.5	-3.8	-0.2	29.8	0.0	14.9	0.0	0.0	
ADR	Monday	203.62	241.13	143.26	257.16	296.36	218.55	0.00	0.00	0.00	208.49	246.36	156.64	-2.0	-1.0	-4.7	36.1	-0.8	27.7	0.0	0.0	
	Tuesday	216.05	262.99	151.07	326.20	284.67	213.99	0.00	0.00	0.00	221.09	266.41	163.37	8.2	1.2	-0.6	65.2	2.4	24.6	0.0	0.0	
	Wednesday	227.19	259.75	152.49	268.10	276.76	200.63	0.00	0.00	0.00	237.44	262.98	164.11	9.9	0.8	0.8	34.0	6.1	18.7	0.0	0.0	
	Thursday	234.42	250.62	151.65	263.80	278.15	192.25	0.00	0.00	0.00	241.67	254.26	159.27	17.2	-2.1	1.6	38.9	3.6	15.2	0.0	0.0	
	Friday	231.15	257.15	164.22	260.88	266.55	181.16	0.00	0.00	0.00	237.80	257.97	168.29	2.4	0.0	-1.8	35.2	-2.8	19.5	0.0	0.0	
	Saturday	269.57	274.20	180.40	239.55	266.50	167.91	0.00	0.00	0.00	266.64	273.56	178.86	8.8	1.1	-1.0	15.5	-0.6	10.3	0.0	0.0	
	Weekday	226.37	246.10	146.23	267.36	263.74	205.10	0.00	0.00	0.00	227.64	254.03	169.59	8.1	-0.7	-0.5	37.0	3.0	20.4	0.0	0.0	
	Weekend	252.24	266.13	172.78	254.00	266.52	174.13	0.00	0.00	0.00	252.52	266.16	172.95	6.1	0.6	-1.4	28.4	-1.7	14.6	0.0	0.0	
	Total	231.38	254.11	158.74	263.48	261.04	198.60	0.00	0.00	0.00	236.35	257.52	163.80	7.2	-0.4	0.9	34.1	2.5	13.8	0.0	0.0	
Year to Date	Sunday	71.76	132.99	66.30	4.95	18.95	14.07	0.00	0.00	0.00	76.71	151.94	80.37	-26.4	-0.9	-1.2	71.2	-13.4	-36.2	0.0	0.0	
RevPAR	Monday	60.43	147.22	62.03	9.40	31.14	20.45	0.00	0.00	0.00	60.83	178.36	82.49	-32.6	0.1	-7.3	44.8	62.1	-11.8	0.0	0.0	
	Tuesday	68.10	171.52	70.02	4.93	34.87	24.10	0.00	0.00	0.00	73.03	206.39	94.12	-24.7	2.3	2.0	-50.0	39.0	-6.9	0.0	0.0	
	Wednesday	70.41	170.82	71.23	2																	

ADR	Monday	269.31	296.25	185.02	268.06	320.18	236.52	0.00	0.00	0.00	299.22	299.12	192.16	21.7	10.0	11.6	32.5	5.4	36.4	0.0	0.0	-100.0	22.4	9.7	14.9
	Tuesday	255.88	300.15	178.79	300.75	293.44	215.12	0.00	0.00	0.00	257.88	299.29	184.15	12.8	4.4	1.2	25.3	-0.2	22.3	0.0	0.0	-100.0	13.2	3.8	4.4
	Wednesday	269.43	300.95	183.12	279.30	290.58	211.34	0.00	0.00	0.00	271.22	299.58	187.91	17.1	4.7	3.6	16.7	3.7	19.6	0.0	0.0	-100.0	17.4	4.6	6.3
	Thursday	266.75	288.06	176.03	268.22	296.91	196.36	0.00	0.00	0.00	267.05	289.07	179.20	17.9	-0.5	0.4	16.7	3.3	15.8	0.0	0.0	-100.0	17.9	-0.1	3.0
	Friday	273.64	297.20	190.74	272.67	302.51	200.89	0.00	0.00	0.00	273.44	297.61	191.81	7.7	-1.5	-4.1	13.4	0.2	24.7	0.0	0.0	-100.0	8.4	-1.3	0.6
	Saturday	320.52	324.84	213.69	304.74	322.19	205.90	0.00	0.00	0.00	318.63	324.63	212.80	17.3	3.6	-0.4	19.3	10.4	26.9	0.0	0.0	-100.0	17.3	4.2	4.5
	Weekday	262.19	289.17	178.16	273.69	305.16	214.79	0.00	0.00	0.00	263.54	291.04	183.51	14.0	2.6	1.6	19.5	4.6	24.9	0.0	0.0	-100.0	14.6	2.9	5.1
	Weekend	300.60	312.16	203.25	286.04	313.15	203.72	0.00	0.00	0.00	298.30	312.24	203.30	13.7	1.4	-1.8	16.0	5.5	26.0	0.0	0.0	-100.0	13.7	1.8	3.0
	Total	274.85	296.13	186.10	279.57	307.82	213.05	0.00	0.00	0.00	275.46	297.36	189.76	13.4	2.1	1.3	18.6	5.0	20.6	0.0	0.0	-100.0	13.9	2.4	4.2
Running 3 Months RevPAR	Sunday	84.17	160.39	87.93	3.85	19.80	14.92	0.00	0.00	0.00	87.82	180.19	102.84	-28.7	-6.6	-6.7	33.5	6.0	-22.9	0.0	0.0	-100.0	-27.3	-5.4	-9.5
	Monday	93.86	194.06	97.17	7.01	28.62	20.06	0.00	0.00	0.00	100.87	222.68	117.23	-2.0	14.1	21.0	10.7	35.6	-11.1	0.0	0.0	-100.0	-1.2	16.5	13.9
	Tuesday	91.99	204.06	96.13	5.04	29.41	20.03	0.00	0.00	0.00	97.02	233.47	116.16	-16.8	5.7	8.4	-52.0	9.3	-20.3	0.0	0.0	-100.0	-19.9	6.2	2.0
	Wednesday	100.36	204.45	98.84	23.09	30.18	23.36	0.00	0.00	0.00	123.48	234.63	122.20	-20.8	6.4	9.5	60.8	-8.8	-24.2	0.0	0.0	-100.0	-12.5	4.2	0.9
	Thursday	99.11	194.80	95.22	24.98	25.72	19.60	0.00	0.00	0.00	124.09	220.52	114.82	-23.1	2.4	3.7	266.2	-18.9	-29.4	0.0	0.0	-100.0	-8.6	-0.7	-4.0
	Friday	112.00	217.20	120.50	28.75	18.64	15.02	0.00	0.00	0.00	140.75	235.65	135.52	-29.9	1.4	1.8	20.6	-18.3	-42.6	0.0	0.0	-100.0	-23.3	-0.5	-6.3
	Saturday	163.87	258.55	149.39	21.21	21.55	16.48	0.00	0.00	0.00	185.08	280.11	167.87	-17.5	6.8	5.7	16.7	-11.4	-33.8	0.0	0.0	-100.0	-14.6	5.1	-0.8
	Weekday	93.90	191.55	95.06	12.76	26.75	19.59	0.00	0.00	0.00	106.66	218.30	114.65	-18.9	4.5	6.8	56.1	2.0	-21.9	0.0	0.0	-100.0	-14.0	4.2	0.4
	Weekend	138.97	238.71	135.52	24.83	20.16	16.82	0.00	0.00	0.00	163.80	258.86	152.34	-22.4	4.6	4.4	18.2	-14.5	-37.8	0.0	0.0	-100.0	-18.2	2.8	-2.9
	Total	106.39	204.45	106.05	16.14	25.12	19.07	0.00	0.00	0.00	122.53	229.57	125.12	-20.7	4.2	4.6	36.3	-1.7	-24.0	0.0	0.0	-100.0	-16.1	3.5	-1.1
Running 12 Months Occupancy	Sunday	43.5	67.7	59.5	10.4	7.3	11.3	0.0	0.0	0.0	53.9	75.0	70.8	-18.4	3.0	4.5	84.1	9.3	6.5	0.0	0.0	-73.9	-8.6	3.6	4.8
	Monday	44.3	69.3	58.7	12.9	11.5	14.3	0.0	0.0	0.0	57.2	80.9	73.0	-15.7	1.3	4.1	110.4	36.4	23.6	0.0	0.0	-100.0	-2.5	5.2	7.4
	Tuesday	49.2	72.4	61.9	14.1	13.8	16.6	0.0	0.0	0.0	63.3	86.2	78.5	-15.7	-1.4	4.0	59.7	31.5	20.2	0.0	0.0	-100.0	-5.9	2.7	7.0
	Wednesday	53.6	74.0	64.3	16.3	13.7	17.1	0.0	0.0	0.0	69.9	87.7	81.4	-13.3	-0.4	5.6	72.5	14.6	12.5	0.0	0.0	-100.0	-2.0	1.7	6.9
	Thursday	50.8	74.3	64.5	15.4	10.4	14.5	0.0	0.0	0.0	66.2	84.6	79.0	-16.0	1.8	6.3	56.5	0.5	1.7	0.0	0.0	-46.2	-5.9	1.7	5.4
	Friday	52.2	77.3	68.4	18.7	8.5	14.9	0.0	0.0	0.0	72.0	85.8	83.3	-18.3	1.6	5.2	59.1	-0.6	-1.3	0.0	0.0	-70.2	-5.7	1.4	3.9
	Saturday	58.3	80.6	72.1	18.4	9.1	15.5	0.0	0.0	0.0	76.8	89.7	87.7	-18.3	0.1	4.3	64.0	-1.9	-4.3	0.0	0.0	-72.8	-7.1	-0.1	2.7
	Weekday	48.3	71.6	61.8	13.8	11.3	14.7	0.0	0.0	0.0	62.1	82.9	76.5	-15.6	0.8	4.9	73.3	18.2	12.7	0.0	0.0	-82.5	-4.9	2.9	6.3
	Weekend	55.3	78.9	70.3	19.1	8.8	15.2	0.0	0.0	0.0	74.4	87.7	85.5	-18.8	0.8	4.7	61.5	-1.3	-2.8	0.0	0.0	-71.6	-6.4	0.6	3.3
	Total	50.3	73.7	64.4	15.3	10.6	14.7	0.0	0.0	0.0	65.6	84.3	79.1	-18.8	0.7	2.3	105.7	13.6	21.5	0.0	0.0	-78.1	-5.4	2.2	5.4
Running 12 Months ADR	Sunday	286.87	290.31	195.97	279.48	357.68	219.21	0.00	0.00	78.61	285.44	296.84	199.66	22.2	1.8	0.7	25.6	11.6	16.4	0.0	0.0	0.3	22.2	2.9	3.2
	Monday	298.61	327.46	206.90	270.13	347.73	240.34	0.00	0.00	0.00	292.17	330.35	213.44	27.8	5.3	5.5	24.5	7.2	16.3	0.0	0.0	-100.0	26.0	5.7	7.8
	Tuesday	307.33	351.65	218.31	283.28	342.55	242.47	0.00	0.00	0.00	301.98	350.20	223.41	24.5	5.6	4.2	22.3	3.8	11.2	0.0	0.0	-100.0	23.3	5.3	5.8
	Wednesday	317.20	358.83	225.37	299.34	352.62	243.70	0.00	0.00	0.00	313.03	357.86	229.21	27.8	8.3	8.7	27.0	4.1	7.5	0.0	0.0	-100.0	27.0	7.7	8.5
	Thursday	307.54	341.43	215.59	305.59	347.49	228.43	0.00	0.00	113.86	307.09	342.17	217.94	20.9	5.6	3.8	26.9	5.1	9.2	0.0	0.0	31.6	21.6	5.5	4.8
	Friday	344.35	354.15	242.77	315.87	365.17	227.30	0.00	0.00	81.16	336.54	355.24	240.00	21.6	9.2	5.6	25.3	4.2	7.8	0.0	0.0	-9.3	21.0	8.6	6.1
	Saturday	379.77	380.97	264.19	320.48	355.66	225.14	0.00	0.00	81.05	365.53	378.40	257.25	24.5	11.5	6.1	22.5	2.5	5.3	0.0	0.0	-15.4	22.2	10.5	6.2
	Weekday	304.30	334.74	212.75	289.07	348.88	236.00	0.00	0.00	98.75	300.91	336.67	217.22	24.7	5.4	4.7	25.0	5.7	11.7	0.0	0.0	7.6	24.1	5.5	6.1
	Weekend	363.04	367.83	253.76	318.10	360.24	226.19	0.00	0.00	81.11	351.51	367.07	248.84	23.2	10.3	5.8	24.0	3.4	6.5	0.0	0.0	-12.6	21.6	9.6	6.1
	Total	322.82	344.72	225.10	299.05	352.44	235.17	0.00	0.00	90.61	317.26	345.69	226.96	23.9	7.0	5.8	27.4	4.8	6.3	0.0	0.0	-5.2	23.1	6.7	6.0
Running 12 Months RevPAR	Sunday	124.66	196.60	116.61	29.15	25.96	24.72	0.00	0.00	0.01	153.80	222.56	141.33	-0.3	4.8	5.3	131.2	22.0	24.0	0.0	0.0	-73.8	11.7	6.6	8.1
	Monday	132.17	226.98	121.48	34.97	40.01	34.36	0.00	0.00	0.00	167.14	266.98	155.85	7.7	6.6	9.8	161.9	46.2	43.8	0.0	0.0	-100.0	22.8	11.1	15.8
	Tuesday	151.36	254.66	135.22	39.89	47.26	40.23	0.00	0.00	0.00	191.25	301.92	175.45	4.9	4.1	8.3	95.2	36.5	33.7	0.0	0.0	-100.0	16.1	8.1	13.2
	Wednesday	169.95	265.62	144.92	48.86	48.33	41.63	0.00	0.00	0.00	218.81	313.95	186.55	10.8	7.9	14.7	119.0	19.4	21.0	0.0	0.0	-100.0	24.5	9.5	16.1
	Thursday	156.30	253.60	138.95	46.92	35.99	33.12	0.00	0.00	0.01	203.22	289.59	172.09	1.5	7.5	10.4	98.6	5.6	11.0	0.0	0.0	-29.2	14.4	7.3	10.5
	Friday	179.81	273.86	166.10	62.35	30.93	33.77	0.00	0.00	0.01	242.16	304.79	199.88	-0.6	10.9	11.1	99.3	3.7	6.4	0.0	0.0	-73.0	14.1	10.1	10.3
	Saturday	221.46	306.88	190.52	59.08	32.36	35.00	0.00	0.00	0.01	280.55	339.24	225.52	1.7	11.5	10.7	101.0	0.6	0.7	0.0	0.0	-77.0	13.5	10.4	9.0
	Weekday	146.93	239.54	131.46	39.99	39.50	34.81	0.00	0.00	0.00	186.92	279.04	166.26	5.0	6.2	9.8	116.6	25.0	25.9	0.0	0.0	-81.1	18.0	8.5	12.8
	Weekend	200.65	290.37	178.31	60.72	31.65	34.38	0.00	0.00	0.01	261.36	322.02	212.70	0.6	11.2	10.9	100.1	2.1	3.4	0.0	0.0	-75.2	13.8	10.3	9.6
	Total	162.26	253.99	145.03	45.88	37.30	34.47	0.00	0.00	0.00	208.14	291.29	179.50	0.7	7.7	8.2	162.0	19.0	29.2	0.0	0.0	-79.2	16.5	9.1	11.7

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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	Occupancy												
	Transient			Group			Contract			Total			
	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	
2017 Sep	66.5	75.8	69.3	11.7	12.5	13.7	0.0	0.0	0.0	0.0	78.3	88.3	83.1
Oct	69.3	76.8	61.0	8.8	11.2	13.1	0.0	0.0	0.0	0.0	78.1	86.0	74.1
Nov	54.0	73.5	57.9	10.7	8.6	14.5	0.0	0.0	0.0	0.0	64.7	82.1	72.4
Dec	57.9	74.1	64.2	5.8	7.3	12.8	0.0	0.0	0.0	0.0	63.8	81.4	77.0
2018 Jan	53.4	59.4	47.3	1.8	9.5	15.9	0.0	0.0	0.0	0.1	55.2	68.9	63.3
Feb	54.7	69.7	54.1	7.7	9.4	13.8	0.0	0.0	0.0	0.1	62.4	79.1	67.9
Mar	43.4	74.2	61.5	20.3	10.1	17.3	0.0	0.0	0.0	0.0	63.7	84.2	78.8
Apr	45.9	75.7	61.6	14.7	8.6	18.0	0.0	0.0	0.0	0.0	60.6	84.3	79.7
May	46.0	72.4	64.3	34.4	14.9	21.0	0.0	0.0	0.0	0.0	80.4	87.2	85.3
Jun	55.1	74.8	68.7	27.3	11.3	17.9	0.0	0.0	0.0	0.0	82.3	86.2	86.6
Jul	62.5	73.4	70.9	14.4	10.8	12.4	0.0	0.0	0.0	0.0	76.9	84.3	83.3
Aug	57.9	77.4	72.3	16.9	10.3	11.7	0.0	0.0	0.0	0.0	74.8	87.8	84.0
Sep	68.2	77.2	69.8	12.0	13.0	15.5	0.0	0.0	0.0	0.0	80.2	90.2	85.4
Oct	58.7	75.9	66.5	20.1	15.4	22.1	0.0	0.0	0.0	0.0	78.8	91.3	88.6
Nov	49.4	75.8	66.5	8.8	7.8	13.2	0.0	0.0	0.0	0.0	58.2	83.6	79.7
Dec	44.7	74.9	70.3	4.3	5.5	7.2	0.0	0.0	0.0	0.0	49.0	80.4	77.5
2019 Jan	39.1	60.6	46.5	1.3	10.8	10.3	0.0	0.0	0.0	0.0	40.4	71.5	56.9
Feb	31.5	71.8	53.8	12.4	8.1	9.3	0.0	0.0	0.0	0.0	44.0	80.0	63.1

Percent Change (%)														
Transient			Group			Contract			Total					
My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
0.0	10.4	-7.3	0.0	-5.4	29.7	0.0	0.0	0.0	0.0	0.0	7.9	-2.7		
0.0	13.7	-12.3	0.0	-8.0	4.6	0.0	0.0	0.0	0.0	0.0	10.4	-9.7		
0.0	7.2	-19.0	0.0	-0.1	89.5	0.0	0.0	0.0	0.0	0.0	6.4	-8.5		
0.0	8.8	-14.6	0.0	63.4	292.1	0.0	0.0	0.0	0.0	0.0	12.2	-1.8		
0.0	7.1	-12.2	0.0	43.8	99.2	0.0	0.0	0.0	0.0	0.0	11.0	2.3		
0.0	27.5	-0.9	0.0	7.6	209.7	0.0	0.0	0.0	0.0	0.0	24.8	15.1		
-40.1	10.6	2.3	0.0	26.4	130.7	0.0	0.0	0.0	0.0	-12.0	12.3	16.6		
-30.2	-1.1	-12.8	-10.3	35.4	171.7	0.0	0.0	0.0	0.0	-26.2	1.7	3.0		
-35.4	1.6	1.5	160.8	16.3	32.3	0.0	0.0	0.0	0.0	-4.8	3.8	7.7		
-22.9	-0.7	-2.9	112.8	-9.8	40.0	0.0	0.0	0.0	0.0	-2.3	-2.0	3.7		
-16.5	-4.0	-2.9	735.2	27.2	30.9	0.0	0.0	0.0	0.0	0.5	-0.9	1.0		
17.3	-6.3	0.2	442.1	97.3	125.8	0.0	0.0	0.0	0.0	42.5	0.9	8.6		
2.5	1.8	0.7	2.5	4.1	13.3	0.0	0.0	0.0	0.0	2.5	2.2	2.8		
-15.3	-1.2	9.0	127.3	38.2	68.1	0.0	0.0	-100.0	0.8	3.8	19.5			
-8.6	3.1	14.9	-17.6	-9.7	-8.9	0.0	0.0	-100.0	-10.1	1.8	10.1			
-22.9	1.1	9.5	-25.4	-24.9	-43.8	0.0	0.0	-100.0	-23.1	-1.2	0.6			
-26.7	2.1	-1.6	-29.6	13.9	-35.1	0.0	0.0	-100.0	-26.8	3.8	-10.1			
-42.2	3.1	-0.5	59.6	-13.3	-32.2	0.0	0.0	-100.0	-29.5	1.1	-7.0			

	Occupancy			Group			Contract			Total		
	Transient											
	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
YTD 2017	0.0	55.0	54.2	0.0	7.7	6.2	0.0	0.0	0.0	0.0	62.7	60.4
YTD 2018	54.0	64.3	50.4	4.6	9.4	14.9	0.0	0.0	0.1	58.6	73.7	65.4
YTD 2019	35.6	66.0	50.0	6.5	9.8	9.9	0.0	0.0	0.0	42.1	75.5	59.8
R3 2017	0.0	59.3	61.2	0.0	6.7	5.2	0.0	0.0	0.0	0.0	65.9	66.4
R3 2018	55.4	67.6	55.2	5.0	8.7	14.2	0.0	0.0	0.0	60.4	76.4	69.5
R3 2019	38.7	69.0	57.0	5.8	8.2	9.0	0.0	0.0	0.0	44.5	77.2	65.9
R12 2017	0.0	67.1	70.7	0.0	8.7	6.8	0.0	0.0	0.0	0.0	75.8	77.5
R12 2018	61.9	73.1	63.0	7.5	9.3	12.1	0.0	0.0	0.0	69.3	82.5	75.1
R12 2019	50.3	73.7	64.4	15.3	10.6	14.7	0.0	0.0	0.0	65.6	84.3	79.1

Percent Change (%)														
Transient			Group			Contract			Total					
My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
0.0	-16.5	-5.3	0.0	67.9	72.8	0.0	0.0	-100.0	0.0	0.0	-11.0	-1.0		
0.0	16.8	-7.0	0.0	22.6	140.0	0.0	0.0	0.0	0.0	17.5	8.3			
-34.1	2.6	-0.9	41.5	1.1	-33.9	0.0	0.0	-100.0	-28.2	2.4	-8.5			
0.0	-13.0	-2.3	0.0	60.8	60.3	0.0	0.0	-100.0	0.0	-8.8	0.3			
0.0	14.1	-9.7	0.0	31.0	171.5	0.0	0.0	0.0	0.0	15.8	4.6			
-30.1	2.1	3.2	14.8	-6.4	-37.0	0.0	0.0	-100.0	-26.3	1.1	-5.1			
0.0	-11.7	-5.3	0.0	25.7	51.4	0.0	0.0	-100.0	0.0	-8.6	-2.4			
0.0	9.0	-10.9	0.0	7.5	77.0	0.0	0.0	0.0	0.0	8.8	-3.2			
-18.8	0.7	2.3	105.7	13.6	21.5	0.0	0.0	-78.1	-5.4	2.2	5.4			

ADR															
Transient				Group				Contract				Total			
	My Prop	Comp Set	Industry		My Prop	Comp Set	Industry		My Prop	Comp Set	Industry		My Prop	Comp Set	Industry
2017 Sep		310.15	399.06	259.89		244.50	393.83	240.58	0.00	0.00	0.00	0.00	300.30	398.32	256.70
	Oct	299.52	378.76	248.05	304.40	393.66	263.86	0.00	0.00	138.32	300.06	381.52	251.64		
	Nov	288.41	351.90	223.39	253.30	333.18	192.58	0.00	0.00	99.58	282.62	349.94	217.19		
	Dec	288.13	347.68	225.71	294.62	338.16	178.16	0.00	0.00	133.96	289.63	346.91	217.93		
2018 Jan		202.55	253.20	153.72		202.08	270.32	166.48	0.00	0.00	83.74	202.53	255.56	156.86	
	Feb	230.36	256.87	156.88	195.07	278.66	187.46	0.00	0.00	77.61	225.98	258.45	163.01		
	Mar	287.53	287.93	198.04	234.79	275.35	174.53	0.00	0.00	90.61	270.72	286.43	192.82		
	Apr	278.53	324.98	213.64	278.22	344.57	210.98	0.00	0.00	0.00	278.46	327.00	213.04		
May		361.11	390.78	253.63		314.94	383.75	256.38	0.00	0.00	0.00	341.36	389.58	254.31	
Jun		319.71	375.94	243.97		323.13	370.21	244.65	0.00	0.00	0.00	320.84	375.19	244.11	
Jul		305.75	335.59	222.48		280.47	364.52	272.68	0.00	0.00	0.00	301.01	339.32	229.95	
Aug		324.67	326.18	222.86		264.73	320.12	234.68	0.00	0.00	0.00	311.30	325.47	224.50	
Sep		370.33	412.21	268.19		328.54	422.93	280.50	0.00	0.00	0.00	364.06	413.75	270.44	
Oct		393.96	418.85	271.84		337.50	378.36	256.97	0.00	0.00	0.00	379.57	412.01	268.13	
Nov		338.81	362.03	226.82		331.70	373.73	218.63	0.00	0.00	0.00	337.73	363.11	225.46	
Dec		340.71	366.53	225.83		325.56	396.19	248.01	0.00	0.00	0.00	330.37	368.56	227.89	
2019 Jan		214.40	240.73	150.32		227.67	265.18	192.43	0.00	0.00	0.00	214.81	244.44	157.98	
	Feb		254.66	266.61	162.88		267.48	304.46	208.38	0.00	0.00	0.00	258.27	270.46	168.62

Percent Change (%)															
Transient				Group				Contract				Total			
My Prop	Comp Set	Industry		My Prop	Comp Set	Industry		My Prop	Comp Set	Industry		My Prop	Comp Set	Industry	
0.0	0.0	1.5	14.7	0.0	0.0	0.5	-14.3	0.0	0.0	0.0	0.0	0.0	0.0	1.4	10.0
0.0	0.0	-0.2	14.3	0.0	0.0	5.8	6.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	13.0
0.0	0.0	1.4	16.1	0.0	0.0	-5.7	-19.1	0.0	0.0	0.0	0.0	0.0	0.0	0.6	10.4
0.0	0.0	1.1	15.5	0.0	0.0	-10.1	-20.5	0.0	0.0	0.0	0.0	0.0	0.0	0.2	10.8
0.0	0.0	0.7	10.1	0.0	0.0	5.6	-0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5	9.6
0.0	0.0	-1.4	12.4	0.0	0.0	0.6	-5.4	0.0	0.0	0.0	0.0	0.0	0.0	-1.2	13.2
45.8	45.8	8.9	17.1	0.0	0.0	-9.4	-30.5	0.0	0.0	0.0	0.0	0.0	37.3	6.6	8.2
20.5	20.5	3.7	1.7	65.7	65.7	11.2	5.9	0.0	0.0	0.0	0.0	27.4	4.4	1.8	1.8
37.1	37.1	11.8	13.8	65.8	65.8	0.3	-9.0	0.0	0.0	0.0	0.0	35.5	9.9	8.4	8.4
18.8	18.8	15.0	10.5	45.8	45.8	9.5	-7.5	0.0	0.0	0.0	0.0	22.5	14.2	7.3	7.3
26.4	26.4	8.5	1.9	20.4	20.4	16.2	10.7	0.0	0.0	0.0	0.0	24.5	9.5	3.8	3.8
32.3	32.3	12.0	6.1	23.2	23.2	7.8	-2.2	0.0	0.0	0.0	0.0	27.7	11.7	5.9	5.9
19.4	19.4	3.3	3.2	34.4	34.4	7.4	16.6	0.0	0.0	0.0	0.0	21.2	3.9	5.4	5.4
31.5	31.5	10.3	9.2	10.9	10.9	-3.9	-2.6	0.0	0.0	0.0	-100.0	26.5	8.0	6.6	6.6
17.5	17.5	2.9	1.5	31.0	31.0	12.2	13.5	0.0	0.0	0.0	-100.0	19.5	3.8	3.8	3.8
17.8	17.8	5.4	0.1	10.5	10.5	16.8	38.4	0.0	0.0	0.0	-100.0	17.2	6.2	4.6	4.6
5.9	5.9	-4.9	-2.2	12.7	12.7	-1.9	15.6	0.0	0.0	0.0	-100.0	6.1	-4.4	0.7	0.7
10.5	10.5	3.8	3.8	37.1	37.1	9.3	11.2	0.0	0.0	0.0	-100.0	14.3	4.2	4.1	4.1

	RevPAR			Group			Contract			Total		
	Transient											
	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
2017 Sep	206.33	302.48	180.17	28.70	49.22	33.02	0.00	0.00	0.00	235.03	351.70	213.19
Oct	207.57	291.64	151.89	26.91	43.95	34.67	0.00	0.00	0.03	234.47	335.59	186.59
Nov	155.86	258.77	129.26	27.05	28.61	27.89	0.00	0.00	0.02	182.90	287.38	157.17
Dec	167.49	257.53	144.87	17.16	24.88	22.90	0.00	0.00	0.02	184.64	282.41	167.89
2018 Jan	108.20	150.30	72.73	3.59	25.72	26.51	0.00	0.00	0.05	111.79	176.02	99.30
Feb	125.92	179.07	84.80	15.11	26.13	25.83	0.00	0.00	0.05	141.03	205.19	110.68
Mar	124.85	213.56	121.78	47.70	27.74	30.18	0.00	0.00	0.04	172.55	241.30	152.00
Apr	127.73	246.00	131.65	40.95	29.75	38.04	0.00	0.00	0.00	168.68	275.75	169.70
May	166.09	282.81	163.01	108.30	57.00	53.89	0.00	0.00	0.00	274.40	339.81	216.90
Jun	176.01	281.35	167.57	88.20	41.89	43.72	0.00	0.00	0.00	264.20	323.24	211.29
Jul	191.04	246.36	157.68	40.45	39.55	33.81	0.00	0.00	0.00	231.49	285.91	191.49
Aug	188.10	252.55	161.19	44.68	33.08	27.49	0.00	0.00	0.00	232.78	285.63	188.68
Sep	252.52	318.22	187.27	39.52	55.00	43.61	0.00	0.00	0.00	292.04	373.23	230.88
Oct	231.28	317.90	180.73	67.79	58.38	56.78	0.00	0.00	0.00	299.07	378.28	237.51
Nov	167.32	274.54	150.84	29.17	28.97	28.83	0.00	0.00	0.00	196.49	303.51	179.67
Dec	152.22	274.57	158.77	14.15	21.83	17.90	0.00	0.00	0.00	166.37	296.41	176.67
2019 Jan	83.93	145.97	69.96	2.85	28.75	19.89	0.00	0.00	0.00	86.78	174.71	89.85
Feb	80.49	191.56	87.83	33.08	24.74	19.46	0.00	0.00	0.00	113.57	216.30	107.09

Percent Change (%)												
Transient			Group			Contract			Total			
My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	
0.0	12.1	6.3	0.0	-4.9	11.2	0.0	0.0	0.0	0.0	0.0	9.4	7.1
0.0	13.4	0.2	0.0	-2.6	10.9	0.0	0.0	0.0	0.0	0.0	11.0	2.1
0.0	8.7	-5.9	0.0	-5.8	53.4	0.0	0.0	0.0	0.0	0.0	7.1	1.0
0.0	10.0	-1.4	0.0	46.9	211.8	0.0	0.0	0.0	0.0	0.0	12.5	8.8
0.0	7.9	-3.3	0.0	51.7	98.3	0.0	0.0	0.0	0.0	0.0	12.6	12.1
0.0	25.7	11.4	0.0	8.2	193.1	0.0	0.0	0.0	0.0	0.0	23.2	30.3
-12.6	20.5	19.7	0.0	14.5	60.4	0.0	0.0	0.0	0.0	20.8	19.8	26.1
-15.9	2.6	-11.3	48.7	50.5	187.8	0.0	0.0	0.0	0.0	-6.0	6.2	4.9
-11.5	13.6	15.6	332.3	16.7	20.3	0.0	0.0	0.0	0.0	29.0	14.1	16.7
-8.4	14.1	7.3	210.2	-1.2	29.4	0.0	0.0	0.0	0.0	19.7	11.9	11.3
5.6	4.1	-1.0	905.9	47.8	45.0	0.0	0.0	0.0	0.0	25.1	8.5	4.8
55.2	6.1	6.3	568.1	112.8	120.9	0.0	0.0	0.0	0.0	82.0	12.7	15.0
22.4	5.2	3.9	37.7	11.8	32.1	0.0	0.0	0.0	0.0	24.3	6.1	8.3
11.4	9.0	19.0	152.0	32.8	63.7	0.0	0.0	-100.0	0.0	27.5	12.1	27.3
7.4	6.1	16.7	7.9	1.3	3.4	0.0	0.0	-100.0	0.0	7.4	5.6	14.3
-9.1	6.6	9.6	-17.5	-12.2	-22.2	0.0	0.0	-100.0	0.0	-9.9	5.0	5.2
-22.4	-2.9	-3.8	-20.7	11.8	-25.0	0.0	0.0	-100.0	0.0	-22.4	-0.7	-9.5
-36.1	7.0	3.3	118.9	-5.3	-24.7	0.0	0.0	-100.0	0.0	-19.5	5.4	-3.2

	RevPAR			Group			Contract			Total		
	Transient											
	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
YTD 2017	0.00	140.92	75.69	0.00	20.67	11.06	0.00	0.00	0.00	0.00	161.59	86.75
YTD 2018	116.61	163.96	78.32	9.06	25.91	26.20	0.00	0.00	0.05	125.67	189.87	104.57
YTD 2019	82.30	167.60	78.35	17.19	26.85	19.68	0.00	0.00	0.00	99.50	194.45	98.03
R3 2017	0.00	171.28	99.22	0.00	19.46	9.84	0.00	0.00	0.00	0.00	190.73	109.06
R3 2018	134.13	196.18	101.37	11.85	25.55	25.09	0.00	0.00	0.04	145.98	221.74	126.50
R3 2019	106.39	204.45	106.05	16.14	25.12	19.07	0.00	0.00	0.00	122.53	229.57	125.12
R12 2017	0.00	215.26	130.18	0.00	28.54	15.32	0.00	0.00	0.00	0.00	243.79	145.50
R12 2018	161.20	235.72	133.99	17.51	31.33	26.68	0.00	0.00	0.02	178.71	267.06	160.68
R12 2019	162.26	253.99	145.03	45.88	37.30	34.47	0.00	0.00	0.00	208.14	291.29	179.50

Percent Change (%)			Group			Contract			Total		
Transient											
My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry	My Prop	Comp Set	Industry
0.0	-13.0	-1.1	0.0	61.6	135.2	0.0	0.0	-100.0	0.0	-7.5	6.3
0.0	16.4	3.5	0.0	25.3	136.9	0.0	0.0	0.0	0.0	17.5	20.5
-29.4	2.2	0.0	89.8	3.6	-24.9	0.0	0.0	-100.0	-20.8	2.4	-6.3
0.0	-9.1	3.3	0.0	53.1	100.9	0.0	0.0	-100.0	0.0	-5.2	7.5
0.0	14.5	2.2	0.0	31.3	154.9	0.0	0.0	0.0	0.0	16.3	16.0
-20.7	4.2	4.6	36.3	-1.7	-24.0	0.0	0.0	-100.0	-16.1	3.5	-1.1
0.0	-10.2	-4.9	0.0	32.8	49.9	0.0	0.0	-100.0	0.0	-6.7	-1.3
0.0	9.5	2.9	0.0	9.8	74.2	0.0	0.0	0.0	0.0	9.5	10.4
0.7	7.7	8.2	162.0	19.0	29.2	0.0	0.0	-79.2	16.5	9.1	11.7

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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	Index				Group				Contract				Total			
	Transient															
	Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR	
2017 Sep	87.8	77.7	68.2		93.9	62.1	58.3		0.0	0.0	0.0		88.6	75.4	66.8	
Oct	90.2	78.9	71.2		79.2	77.3	61.2		0.0	0.0	0.0		88.8	78.7	69.9	
Nov	73.5	82.0	60.2		124.4	76.0	94.5		0.0	0.0	0.0		78.8	80.8	63.6	
Dec	79.2	83.2	65.0		79.4	86.9	69.0		0.0	0.0	0.0		78.3	83.5	65.4	
2018 Jan	90.0	80.0	72.0		18.7	74.8	14.0		0.0	0.0	0.0		80.1	79.2	63.5	
Feb	78.4	88.7	70.3		82.6	70.0	57.9		0.0	0.0	0.0		78.9	87.1	68.7	
Mar	58.5	99.9	58.5		201.6	85.3	171.9		0.0	0.0	0.0		75.7	94.5	71.5	
Apr	60.6	85.7	51.9		170.5	80.7	137.6		0.0	0.0	0.0		71.8	85.2	61.2	
May	63.6	92.4	58.7		231.5	82.1	190.0		0.0	0.0	0.0		92.2	87.6	80.8	
Jun	73.6	85.0	62.6		241.2	87.3	210.5		0.0	0.0	0.0		95.6	85.5	81.7	
Jul	85.1	91.1	77.5		132.9	76.9	102.3		0.0	0.0	0.0		91.3	88.7	81.0	
Aug	74.8	99.6	74.5		163.3	82.7	135.1		0.0	0.0	0.0		85.2	95.6	81.5	
Sep	88.3	89.8	79.4		92.5	77.7	71.8		0.0	0.0	0.0		88.9	88.0	78.2	
Oct	77.3	94.1	72.8		130.2	89.2	116.1		0.0	0.0	0.0		86.3	92.1	79.5	
Nov	65.1	93.6	60.9		113.5	88.8	100.7		0.0	0.0	0.0		69.6	93.0	64.7	
Dec	59.6	93.0	55.4		78.8	82.2	64.8		0.0	0.0	0.0		61.0	92.1	58.1	
2019 Jan	64.6	89.1	57.5		11.5	85.9	9.9		0.0	0.0	0.0		56.5	87.9	49.7	
Feb	44.0	95.5	42.0		152.2	87.9	133.7		0.0	0.0	0.0		55.0	95.5	52.5	

Percent Change (%) - Index															
Transient				Group				Contract				Total			
Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR	
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
-45.8	33.9	-27.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-21.6	28.7	0.9	0.9
-29.4	16.1	-18.0	-33.7	46.0	-1.3	0.0	0.0	0.0	0.0	0.0	0.0	-27.5	22.0	-11.5	-11.5
-36.5	22.6	-22.1	124.2	65.3	270.6	0.0	0.0	0.0	0.0	0.0	0.0	-8.3	23.3	13.0	13.0
-22.4	3.4	-19.8	135.9	33.1	214.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.3	7.3	7.0	7.0
-12.9	16.5	1.4	556.6	3.7	580.8	0.0	0.0	0.0	0.0	0.0	0.0	1.4	13.7	15.3	15.3
23.8	18.1	46.2	174.7	14.3	214.0	0.0	0.0	0.0	0.0	0.0	0.0	41.2	14.4	61.6	61.6
0.6	15.6	16.3	-1.5	25.1	23.2	0.0	0.0	0.0	0.0	0.0	0.0	0.3	16.7	17.1	17.1
-14.3	19.3	2.2	64.4	15.4	88.7	0.0	0.0	0.0	0.0	0.0	0.0	-2.9	17.1	13.8	13.8
-11.4	14.2	1.2	-8.8	16.7	6.5	0.0	0.0	0.0	0.0	0.0	0.0	-11.7	15.2	1.7	1.7
-23.7	11.8	-14.8	-0.7	-5.4	-6.1	0.0	0.0	0.0	0.0	0.0	0.0	-22.2	10.3	-14.2	-14.2
-28.3	11.3	-20.1	-38.2	14.8	-29.1	0.0	0.0	0.0	0.0	0.0	0.0	-29.5	10.9	-21.8	-21.8
-43.9	6.5	-40.2	84.1	25.5	131.1	0.0	0.0	0.0	0.0	0.0	0.0	-30.3	9.6	-23.6	-23.6

	Index				Group				Contract				Total			
	Transient															
	Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR	
YTD 2017	0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0	
YTD 2018	84.0	84.6	71.1		48.8	71.6	35.0		0.0	0.0	0.0		79.5	83.2	66.2	
YTD 2019	53.9	91.1	49.1		68.3	93.8	64.0		0.0	0.0	0.0		55.8	91.8	51.2	
R3 2017	0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0	
R3 2018	81.8	83.6	68.4		57.7	80.4	46.4		0.0	0.0	0.0		79.1	83.3	65.8	
R3 2019	58.1	92.8	52.0		70.8	90.8	64.3		0.0	0.0	0.0		57.6	92.6	53.4	
R12 2017	0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0.0	
R12 2018	84.8	80.8	68.4		80.1	69.8	55.9		0.0	0.0	0.0		84.1	79.6	66.9	
R12 2019	68.2	93.6	63.9		145.0	84.9	123.0		0.0	0.0	0.0		77.9	91.8	71.5	

Percent Change (%) - Index															
Transient				Group				Contract				Total			
Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR	
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
-35.8	7.6	-31.0	40.0	30.9	83.2	0.0	0.0	0.0	0.0	0.0	0.0	-29.9	10.3	-22.7	-22.7
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
-31.5	11.1	-23.9	22.7	12.9	38.6	0.0	0.0	0.0	0.0	0.0	0.0	-27.1	11.3	-18.9	-18.9
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
-19.4	15.9	-6.6	81.0	21.6	120.1	0.0	0.0	0.0	0.0	0.0	0.0	-7.4	15.3	6.9	6.9

	Ranking				Group				Contract				Total			
	Transient															
	Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR		Occ	ADR	RevPAR	
2017 Sep	6/7	7/7	7/7		4/7	7/7	5/7		0/0	0/0	0/0		9/9	8/9	9/9	
Oct	6/7	7/7	7/7		4/7	7/7	6/7		0/0	0/0	0/0		9/9	8/9	8/9	
Nov	7/7	7/7	7/7		3/7	7/7	4/7		0/0	0/0	0/0		9/9	8/9	8/9	
Dec	7/7	7/7	7/7		5/7	6/7	5/7		0/0	0/0	0/0		9/9	8/9	8/9	
2018 Jan	5/7	7/7	7/7		6/7	6/7	6/7		0/0	0/0	0/0		9/9	8/9	8/9	
Feb	6/7	5/7	7/7		3/7	7/7	5/7		0/0	0/0	0/0		9/9	6/9	8/9	
Mar	7/7	3/7	7/7		1/7	6/7	1/7		0/0	0/0	0/0		9/9	6/9	8/9	
Apr	7/7	7/7	7/7		2/7	5/7	2/7		0/0	0/0	0/0		9/9	8/9	8/9	
May	7/7	5/7	7/7		1/7	6/7	2/7		0/0	0/0	0/0		8/9	7/9	8/9	
Jun	7/7	6/7	7/7		1/7	5/7	2/7		0/0	0/0	0/0		6/9	7/9	7/9	
Jul	6/7	4/7	6/7		3/7	5/7	3/7		0/0	0/0	0/0		7/9	4/9	6/9	
Aug	7/7	3/7	7/7		2/7	6/7	3/7		0/0	0/0	0/0		9/9	3/9	6/9	
Sep	6/7	5/7	6/7		4/7	6/7	4/7		0/0	0/0	0/0		8/9	7/9	7/9	
Oct	6/7	5/7	7/7		3/7	7/7	3/7		0/0	0/0	0/0		9/9	6/9	8/9	
Nov	7/7	5/7	7/7		3/7	5/7	3/7		0/0	0/0	0/0		9/9	6/9	8/9	
Dec	7/7	5/7	7/7		4/7	6/7	4/7		0/0	0/0	0/0		9/9	6/9	8/9	
2019 Jan	7/7	5/7	7/7		7/7	5/7	7/7		0/0	0/0	0/0		9/9	6/9	8/9	
Feb	7/7	5/7	7/7		2/7	5/7	2/7		0/0	0/0	0/0		9/9	6/9	8/9	

Percent Change (%) - Ranking												
Transient			Group			Contract			Total			
Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	Occ	ADR	RevPAR	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	
7/7	1/7	7/7	5/7	4/7	5/7	0/0	0/0	0/0	9/9	1/9	3/9	
7/7	2/7	7/7	4/7	1/7	3/7	0/0	0/0	0/0	9/9	2/9	7/9	
7/7	2/7	7/7	2/7	1/7	1/7	0/0	0/0	0/0	9/9	1/9	2/9	
7/7	3/7	7/7	3/7	1/7	2/7	0/0	0/0	0/0	5/9	3/9	2/9	
6/7	2/7	3/7	1/7	2/7	1/7	0/0	0/0	0/0	4/9	2/9	2/9	
1/7	2/7	1/7	1/7	2/7	1/7	0/0	0/0	0/0	1/9	2/9	1/9	
5/7	2/7	1/7	3/7	1/7	3/7	0/0	0/0	0/0	5/9	1/9	2/9	
6/7	1/7	4/7	2/7	1/7	2/7	0/0	0/0	0/0	6/9	1/9	1/9	
6/7	1/7	4/7	5/7	2/7	4/7	0/0	0/0	0/0	9/9	1/9	2/9	
7/7	1/7	6/7	4/7	3/7	5/7	0/0	0/0	0/0	9/9	2/9	8/9	
7/7	2/7	7/7	6/7	1/7	6/7	0/0	0/0	0/0	9/9	1/9	9/9	
7/7	3/7	7/7	2/7	1/7	2/7	0/0	0/0	0/0	9/9	1/9	9/9	

Date Selection	2019-02
Property Selection	64468
Currency	USD
Report	Monthly dSTAR
Industry Segment	East River - Queens/Brooklyn West, NY Independents
Comp Set	1 (Excludes)

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Room	TrevPOR				PER				Other				Total			
	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry
2017 Sep	210.30	261.32	8/9	255.25	0.0	0.00	0.0	0.32	0.0	0.00	0.0	0.32	300.30	348.32	4/4	344
Oct	200.00	261.00	8/8	261.04	0.0	0.00	0.0	0.32	0.0	0.00	0.0	0.34	300.00	361.02	5/5	262.21
Nov	262.62	349.94	9/9	217.19	0.0	1.45	0.0	0.37	0.0	0.00	0.0	0.42	262.62	351.39	7/7	217.98
Dec	268.03	346.91	8/8	217.80	0.0	36.29	0.0	0.31	0.0	0.00	0.0	0.29	268.03	386.20	7/7	218.47
2018 Jan	202.53	255.56	8/9	156.86	0.0	17.77	0.0	0.39	0.0	0.00	0.0	0.21	202.53	273.33	7/7	157.46
Feb	225.98	266.45	8/8	163.01	0.0	0.77	0.0	0.40	0.0	0.00	0.0	0.37	225.98	290.22	4/6	163.98
Mar	270.72	286.43	6/9	192.82	0.0	0.90	0.0	0.26	0.0	0.00	0.0	0.13	270.72	287.32	4/6	194.21
Apr	276.46	287.00	6/8	215.64	0.0	0.00	0.0	0.29	0.0	1.89	0.0	0.74	276.46	296.89	6/6	214.61
May	341.35	389.58	7/9	254.31	0.0	0.00	0.0	0.22	0.0	0.00	0.0	0.62	341.35	389.58	5/6	255.14
Jun	320.84	376.19	7/8	244.11	0.0	1.70	0.0	0.43	0.0	0.00	0.0	0.78	320.84	376.80	5/6	246.32
Jul	301.01	339.32	4/9	229.95	0.0	3.69	0.0	1.85	0.0	0.00	0.0	0.82	301.01	343.00	3/6	232.62
Aug	311.30	326.47	3/8	224.50	0.0	1.00	0.0	0.21	0.0	0.00	0.0	1.04	311.30	326.47	3/6	226.76
Sep	364.06	413.75	7/9	270.44	0.0	1.55	0.0	0.24	0.0	0.00	0.0	7.11	364.06	415.30	4/5	277.78
Oct	379.67	412.81	6/8	268.13	0.0	0.86	0.0	0.20	0.0	0.00	0.0	0.87	379.67	412.86	4/6	269.00
Nov	337.73	363.11	6/9	225.45	0.0	1.21	0.0	0.26	0.0	0.00	0.0	1.54	337.73	364.33	3/5	226.79
Dec	339.37	366.50	6/8	227.89	0.0	4.63	0.0	0.79	0.0	0.00	0.0	3.06	339.37	373.19	6/6	291.76
2019 Jan	214.81	244.44	6/9	157.58	0.0	0.91	0.0	0.22	0.0	0.00	0.0	1.60	214.81	245.35	3/5	159.90
Feb	268.27	276.46	6/8	160.87	0.0	0.06	0.0	0.26	0.0	0.00	0.0	1.63	268.27	276.81	3/6	171.81

Room	Percent Change (%)				PER				Other				Total			
	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry
2017 Sep	0.0	0.0	0.0	10.0	0.0	0.0	0.0	0.0	0.0	-10.0	0.0	0.0	0.0	0.0	-12.2	0.0
Oct	0.0	0.0	0.0	10.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Nov	0.0	0.6	0.0	10.4	0.0	-79.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.0	0.0
Dec	0.0	0.7	0.0	10.8	0.0	33.3	0.0	0.0	0.0	-100.0	0.0	0.0	0.0	0.0	2.7	0.0
2018 Jan	0.0	1.5	0.0	9.6	0.0	0.0	0.0	0.0	0.0	-100.0	0.0	0.0	0.0	0.0	8.5	0.0
Feb	0.0	-1.2	0.0	10.2	0.0	-6.4	0.0	-7.9	0.0	0.0	0.0	-16.1	0.0	0.0	-2.6	0.0
Mar	37.3	6.6	0.0	8.2	0.0	0.0	0.0	-61.6	0.0	-100.0	0.0	170.6	37.3	7.0	0.0	8.3
Apr	27.4	4.4	0.0	1.8	0.0	0.0	0.0	-79.8	0.0	0.0	0.0	162.4	27.4	6.0	0.0	1.8
May	35.5	3.9	0.0	9.4	0.0	0.0	0.0	-67.4	0.0	-100.0	0.0	141.5	35.5	9.9	0.0	9.3
Jun	22.5	14.2	0.0	7.3	0.0	0.0	0.0	-21.6	0.0	0.0	0.0	87.0	22.5	14.7	0.0	7.4
Jul	24.5	9.5	0.0	3.8	0.0	44.7	0.0	270.1	0.0	-100.0	0.0	82.8	24.5	8.9	0.0	4.5
Aug	27.7	11.7	0.0	5.9	0.0	0.0	0.0	-67.8	0.0	0.0	0.0	298.8	27.7	12.0	0.0	6.1
Sep	21.2	3.9	0.0	5.4	0.0	0.0	0.0	-41.4	0.0	-100.0	0.0	214.6	21.2	4.3	0.0	7.9
Oct	26.8	8.0	0.0	6.0	0.0	0.0	0.0	-36.9	0.0	0.0	0.0	176.0	26.8	8.2	0.0	8.7
Nov	19.5	3.8	0.0	3.8	0.0	-16.2	0.0	-49.8	0.0	0.0	0.0	147.8	19.5	3.7	0.0	6.0
Dec	17.9	6.7	0.0	4.6	0.0	67.9	0.0	-86.0	0.0	0.0	0.0	154.6	17.9	4.1	0.0	8.1
2019 Jan	6.1	-4.4	0.0	0.7	0.0	84.9	0.0	-42.6	0.0	0.0	0.0	666.8	6.1	-10.2	0.0	1.5
Feb	14.3	4.2	0.0	4.1	0.0	-69.0	0.0	-38.7	0.0	0.0	0.0	188.7	14.3	4.0	0.0	4.6

Room	TrevPOR				PER				Other				Total			
	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry
YTD 2017	0.0	261.32	8/9	153.54	0.0	0.00	0.0	0.32	0.0	0.00	0.0	0.32	229.03	351.70	4/4	219.30
YTD 2018	214.38	257.54	7/8	159.87	0.0	9.11	0.0	0.30	0.0	0.00	0.0	0.30	214.38	266.65	5/6	160.00
YTD 2019	236.35	257.52	6/9	163.80	0.0	0.48	0.0	0.24	0.0	0.00	0.0	1.62	236.35	258.00	3/5	165.66
R3 2017	0.0	286.26	8/8	164.29	0.0	11.76	0.0	0.00	0.0	0.05	0.0	0.00	0.0	301.07	0.0	0.00
R3 2018	241.74	290.35	8/9	182.14	0.0	19.82	0.0	0.36	0.0	0.00	0.0	0.32	241.74	310.17	7/7	182.82
R3 2019	275.46	297.86	6/8	188.76	0.0	1.97	0.0	0.24	0.0	0.00	0.0	2.44	275.46	298.38	3/6	192.44
R12 2017	0.0	263.70	9/9	187.60	0.0	5.87	0.0	0.30	0.0	0.00	0.0	0.0	0.0	332.59	0.0	0.00
R12 2018	267.72	285.86	6/8	214.67	0.0	4.86	0.0	0.47	0.0	0.24	0.0	0.35	267.72	288.87	4/4	214.67
R12 2019	317.26	345.69	6/9	226.96	0.0	1.38	0.0	0.39	0.0	0.16	0.0	1.74	317.26	347.23	4/6	229.98

Room	Percent Change (%)				PER				Other				Total			
	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry
2017 Sep	0.0	0.0	0.0	11.0	0.0	0.0	0.0	0.0	0.0	-100.0	0.0	0.0	0.0	0.0	-9.3	0.0
Oct	0.0	0.0	0.0	11.3	0.0	200.1	0.0	0.0	0.0	-100.0	0.0	0.0	0.0	2.6	0.0	0.0
Nov	10.3	0.0	0.0	2.5	0.0	-94.8	0.0	-38.0	0.0	0.0	0.0	320.1	10.3	-3.2	0.0	3.2
Dec	0.0	2.0	0.0	7.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2018 Jan	0.0	0.4	0.0	10.9	0.0	68.6	0.0	0.0	0.0	-100.0	0.0	0.0	0.0	3.0	0.0	0.0
Feb	13.5	2.4	0.0	4.2	0.0	-60.1	0.0	-34.8	0.0	0.0	0.0	657.6	13.5	-3.6	0.0	5.3
Mar	0.0	2.1	0.0	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	9.0	0.0	0.0	0.0	0.0
Apr	0.0	6.7	0.0	14.1	0.0	-8.5	0.0	-6.0	0.0	0.0	0.0	-45.6	0.0	-1.1	0.0	8.6
May	23.1	6.7	0.0	6.0	0.0	-71.7	0.0	-18.1	0.0	0.0	0.0	422.0	23.1	5.5	0.0	6.4

TrevPAR					PER					Other					Total				
Room	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry	My Prop	Comp Set	Rank	Industry			
2017 Sep	236.03	361.70	9/9	213.19	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.34	0.26	236.03	351.70	4/4	213.19		
Oct	234.47	365.80	8/8	186.50	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.18	0.18	234.47	365.80	5/6	187.81		
Nov	182.90	287.38	8/9	157.17	0.00	1.19	0.00	0.27	0.00	0.00	0.00	0.30	0.30	182.90	288.57	7/7	157.74		
Dec	184.04	282.41	8/8	167.80	0.00	31.17	0.00	0.34	0.00	0.00	0.00	0.17	0.17	184.04	313.68	7/7	168.30		
2018 Jan	111.79	176.02	8/9	99.30	0.00	12.24	0.00	0.25	0.00	0.00	0.00	0.13	0.13	111.79	188.25	7/7	99.67		
Feb	141.08	206.19	8/8	110.68	0.00	0.61	0.00	0.27	0.00	0.00	0.00	0.30	0.30	141.08	205.80	6/6	111.34		
Mar	172.55	241.30	8/9	152.50	0.00	0.76	0.00	0.20	0.00	0.00	0.00	0.89	0.89	172.55	242.06	6/6	153.10		
Apr	168.08	276.76	8/8	168.76	0.00	0.00	0.00	0.16	0.00	1.80	0.00	0.36	0.36	168.08	277.34	6/6	170.47		
May	224.42	339.81	8/9	216.50	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.53	0.53	224.42	339.81	6/6	217.61		
Jun	264.30	323.94	7/8	211.26	0.00	1.47	0.00	0.37	0.00	0.00	0.00	0.67	0.67	264.30	324.70	5/6	212.30		
Jul	231.49	285.91	6/9	191.49	0.00	3.11	0.00	1.54	0.00	0.00	0.00	0.68	0.68	231.49	289.02	4/6	193.72		
Aug	232.78	286.63	6/8	188.68	0.00	0.88	0.00	0.18	0.00	0.00	0.00	0.88	0.88	232.78	286.60	4/6	188.78		
Sep	292.04	373.23	7/9	230.88	0.00	1.40	0.00	0.21	0.00	0.00	0.00	6.07	6.07	292.04	374.62	4/5	237.16		
Oct	268.07	376.28	8/8	237.51	0.00	0.77	0.00	0.17	0.00	0.00	0.00	0.80	0.80	268.07	377.00	5/6	238.07		
Nov	196.49	303.51	8/9	179.67	0.00	1.91	0.00	0.16	0.00	0.00	0.00	0.83	0.83	196.49	304.62	5/5	180.89		
Dec	165.57	267.80	8/9	176.67	0.00	3.78	0.00	0.17	0.00	0.00	0.00	2.60	2.60	165.57	269.19	5/6	166.80		
2019 Jan	86.78	174.21	8/9	89.95	0.00	0.65	0.00	0.13	0.00	0.00	0.00	0.51	0.51	86.78	173.36	5/5	86.78		
Feb	115.67	216.30	8/9	107.00	0.00	0.04	0.00	0.17	0.00	0.00	0.00	1.03	1.03	115.67	215.94	5/6	108.25		



Comp Set 1	STR#	Property Name	Room Count	Open Date	City	State
	25564	11 Howard	207	02/1992	New York	NY
	53103	Hotel On Rivington	109	10/2004	New York	NY
	57572	Sixty LES	141	07/2008	New York	NY
	58856	The Standard East Village	144	12/2008	New York	NY
	60716	The Ludlow Hotel	175	06/2014	New York	NY
	61320	McCarren Hotel	64	10/2011	Brooklyn	NY
	64539	The William Vale	183	08/2016	Brooklyn	NY
	65394	1 Hotel Brooklyn Bridge	195	02/2017	Brooklyn	NY
	64468	The Williamsburg Hotel	147	12/2016	Brooklyn	NY

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The Williamsburg Hotel Consolidated Budget Calendar Year 2019

The Williamsburg Hotel Summary Income Statement Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Paid Occupied Rooms	3,379	3,277	3,938	3,870	4,092	3,930	3,968	3,890	3,960	4,030	3,750	3,906	45,990
Occupied Rooms	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
Available Rooms	4,557	4,116	4,557	4,410	4,557	4,410	4,557	4,557	4,410	4,557	4,410	4,557	53,655
Paid Occupancy %	74.1%	79.6%	86.4%	87.8%	89.8%	89.1%	87.1%	85.4%	89.8%	88.4%	85.0%	85.7%	85.71%
Total Occupancy %	74.4%	79.9%	86.6%	88.0%	90.0%	89.3%	87.3%	85.6%	90.0%	88.7%	85.3%	85.9%	85.94%
Paid ADR	\$ 252.04	\$ 271.97	\$ 308.05	\$ 335.07	\$ 394.02	\$ 369.93	\$ 344.95	\$ 342.98	\$ 396.05	\$ 407.08	\$ 348.96	\$ 353.89	\$ 346.20
Total ADR	\$ 251.29	\$ 271.15	\$ 307.27	\$ 334.21	\$ 393.05	\$ 368.99	\$ 344.08	\$ 342.11	\$ 395.06	\$ 406.07	\$ 348.03	\$ 352.99	\$ 345.30
Revenue													
Room Revenue	851,632	891,256	1,213,117	1,296,720	1,612,310	1,453,830	1,368,743	1,334,210	1,568,370	1,640,520	1,308,600	1,382,290	15,921,598
F&B Revenue	778,518	789,891	974,197	1,235,144	1,545,415	1,577,905	1,575,068	1,502,212	1,499,459	1,374,122	1,150,492	1,297,248	15,299,672
Other Income	15,380	14,917	17,917	17,608	18,616	17,880	18,053	17,699	18,016	18,334	17,063	17,771	209,255
Total Revenue	1,645,530	1,696,064	2,205,230	2,549,473	3,176,341	3,049,615	2,961,864	2,854,121	3,085,846	3,032,976	2,476,156	2,697,309	31,430,525
Department Expenses													
Room Expenses	252,746	244,089	305,842	316,077	346,955	327,106	322,667	318,514	322,583	334,292	301,583	315,550	3,708,007
F&B Expense	623,286	600,586	730,991	850,765	1,004,398	1,003,222	1,010,362	980,496	978,079	919,125	811,207	887,590	10,400,108
Telephone Expenses	4,467	4,456	4,528	4,521	4,545	4,527	4,531	4,523	4,530	4,538	4,508	4,525	54,200
Other Expenses	3,380	3,278	3,938	3,870	4,091	3,930	3,968	3,890	3,960	4,029	3,750	3,906	45,990
Total Dept Expenses	883,880	852,410	1,045,299	1,175,232	1,359,989	1,338,786	1,341,529	1,307,423	1,309,153	1,261,985	1,121,048	1,211,571	14,208,305
Total Dept Profit	761,650	843,654	1,159,931	1,374,240	1,816,351	1,710,829	1,620,336	1,546,698	1,776,693	1,770,992	1,355,108	1,485,738	17,222,220
Admin & General	157,097	150,049	171,089	176,925	195,367	189,429	190,005	187,312	190,334	191,783	175,092	183,391	2,157,873
Sales & Marketing	72,870	69,999	75,698	75,216	77,940	76,307	77,151	76,703	76,470	77,480	74,693	76,474	907,001
Property Operations	46,480	44,183	46,858	46,069	50,639	49,668	50,555	50,502	49,688	50,597	49,546	50,513	585,297
Utilities	41,515	40,266	48,363	47,530	50,250	48,265	48,731	47,775	48,633	49,490	46,060	47,971	564,848
Total Unallocated Expenses	317,962	304,497	342,008	345,740	374,195	363,669	366,441	362,292	365,125	369,350	345,391	358,350	4,215,019
Income Before Mgmt Fees	443,688	539,157	817,923	1,028,501	1,442,157	1,347,160	1,253,895	1,184,406	1,411,568	1,401,641	1,009,716	1,127,389	13,007,201
Management Fee	49,366	50,882	66,157	76,484	95,290	91,488	88,856	85,624	92,575	90,989	74,285	80,919	942,916
Income Before Fixed Exp	394,322	488,276	751,766	952,016	1,346,866	1,255,672	1,165,039	1,098,783	1,318,992	1,310,652	935,432	1,046,469	12,064,286
FF&E Provision	49,366	50,882	66,157	76,484	95,290	91,488	88,856	85,624	92,575	90,989	74,285	80,919	942,916
R/E Taxes	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	1,900,000
Property & Liability Insurance	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	200,000
Net Operating Income (Loss)	169,957	262,394	510,609	700,532	1,076,576	989,183	901,183	838,159	1,051,417	1,044,663	686,147	790,550	9,021,370

The Williamsburg Hotel
Summary Income Statement
Calendar Year Quarterly

	Q1	Q2	Q3	Q4	Total	
Paid Occupied Rooms	10,594	11,892	11,818	11,686	45,990	
Occupied Rooms	10,624	11,922	11,848	11,716	46,110	
Available Rooms	13,230	13,377	13,524	13,524	53,655	
Paid Occupancy %	80.1%	88.9%	87.4%	86.4%	85.7%	
Total Occupancy %	80.3%	89.1%	87.6%	86.6%	85.9%	
Paid ADR	\$ 279.03	\$ 366.87	\$ 361.43	\$ 370.65	\$ 346.20	
Total ADR	\$ 278.24	\$ 365.95	\$ 360.51	\$ 369.70	\$ 345.30	
RevPAR	\$ 223.43	\$ 326.15	\$ 315.83	\$ 320.28	\$ 296.74	
Revenue						
Room Revenue	2,956,005	4,362,860	4,271,323	4,331,410	15,921,598	
F&B Revenue	2,542,606	4,358,464	4,576,740	3,821,862	15,299,672	
Retail Revenue	-	-	-	-	-	
Telephone Revenue	-	-	-	-	-	
Other Income	48,213	54,104	53,768	53,169	209,255	
Total Revenue	5,546,824	8,775,428	8,901,831	8,206,441	31,430,525	
Department Expenses						
Room Expenses	802,678	990,138	963,765	951,426	3,708,007	23%
F&B Expense	1,954,863	2,858,385	2,968,937	2,617,922	10,400,108	68%
Telephone Expenses	13,452	13,593	13,585	13,570	54,200	0%
Retail Expenses	-	-	-	-	-	0%
Other Expenses	10,596	11,891	11,817	11,686	45,990	22%
Total Dept Expenses	2,781,589	3,874,007	3,958,104	3,594,604	14,208,305	45%
Total Dept Profit	2,765,235	4,901,421	4,943,727	4,611,837	17,222,220	55%
Admin & General	478,235	561,721	567,651	550,266	2,157,873	7%
Sales & Marketing	218,566	229,463	230,324	228,648	907,001	3%
Property Operations	137,521	146,375	150,745	150,656	585,297	2%
Utilities	130,144	146,045	145,138	143,521	564,848	2%
Total Unallocated Expenses	964,466	1,083,604	1,093,858	1,073,091	4,215,019	13%
Income Before Mgmt Fees	1,800,769	3,817,817	3,849,869	3,538,746	13,007,201	41%
Management Fee	166,405	263,263	267,055	246,193	942,916	3%
Income Before Fixed Exp	1,634,364	3,554,554	3,582,814	3,292,553	12,064,286	
Fixed Expenses	525,000	525,000	525,000	525,000	2,100,000	
FF&E Provision	166,405	263,263	267,055	246,193	942,916	
Net Operating Income (Loss)	942,960	2,766,292	2,790,759	2,521,360	9,021,370	29%

The Williamsburg Hotel													
Rooms													
Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Transient	690,184	710,892	986,637	1,058,400	1,297,970	1,146,390	1,083,326	1,066,400	1,274,370	1,340,688	1,039,500	1,078,490	12,773,247
Group	161,448	180,364	226,480	238,320	314,340	307,440	285,417	267,810	294,000	299,832	269,100	303,800	3,148,351
Total Revenue	851,632	891,256	1,213,117	1,296,720	1,612,310	1,453,830	1,368,743	1,334,210	1,568,370	1,640,520	1,308,600	1,382,290	15,921,598
Payroll, T&B													
Payroll	121,054	113,093	140,570	145,555	152,896	146,206	151,506	150,631	146,532	152,201	144,253	150,810	1,715,305
Payroll Taxes	16,622	15,555	19,440	20,187	21,220	20,281	14,713	14,625	8,131	8,448	8,000	8,367	175,589
Workers Comp	3,632	3,393	4,217	4,367	4,587	4,386	4,545	4,519	4,396	4,566	4,328	4,524	51,459
Health Insurance	6,053	5,655	7,028	7,278	7,645	7,310	7,575	7,532	7,327	7,610	7,213	7,541	85,765
Total Payroll, T&B	147,359	137,695	171,255	177,387	186,347	178,184	178,339	177,306	166,385	172,824	163,793	171,243	2,028,119
Other Expenses													
Cable Television	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Cleaning Supplies	5,084	4,931	5,922	5,820	6,153	5,910	5,967	5,850	5,955	6,060	5,640	5,874	69,165
Commission - Travel Agent	51,098	53,475	72,787	77,803	96,739	87,230	82,125	80,053	94,102	98,431	78,516	82,937	955,296
Decorations	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Glassware Replacement	1,017	986	1,184	1,164	1,231	1,182	1,193	1,170	1,191	1,212	1,128	1,175	13,833
Guest Supplies	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
Guest Amenities	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
Laundry Services	16,945	16,435	19,740	19,400	20,510	19,700	19,890	19,500	19,850	20,200	18,800	19,580	230,550
Linen Replacement	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
Music	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Miscellaneous	800	800	800	800	800	800	800	800	800	800	800	800	9,600
License and Fees	550	550	550	550	550	550	550	550	550	550	550	550	6,600
Office Supplies	750	750	750	750	750	750	750	750	750	750	750	750	9,000
Operating Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Photocopy	-	-	-	-	-	-	-	-	-	-	-	-	-
Postage	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Printing & Stationery	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
Reservations Services	5,317	5,157	6,194	6,087	6,435	6,181	6,241	6,118	6,228	6,338	5,899	6,143	72,338
Service Contracts	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone - Admin	400	400	400	400	400	400	400	400	400	400	400	400	4,800
T&E - Meals	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Uniform Cleaning	5,422	5,259	6,317	6,208	6,563	6,304	6,365	6,240	6,352	6,464	6,016	6,266	73,776
Uniform replacement	1,588	1,540	1,849	1,818	1,922	1,846	1,863	1,827	1,860	1,893	1,761	1,834	21,600
Total Other Expenses	105,387	106,394	134,587	138,690	160,608	148,923	144,328	141,208	156,198	161,468	137,790	144,308	1,679,888
Total Dept. Expenses	252,746	244,089	305,842	316,077	346,955	327,106	322,667	318,514	322,583	334,292	301,583	315,550	3,708,007
Dept. Profit / (Loss)	598,886	647,167	907,275	980,643	1,265,355	1,126,724	1,046,076	1,015,696	1,245,787	1,306,228	1,007,017	1,066,740	12,213,591

Payroll													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365

The Williamsburg Hotel																		
Rooms																		
Calendar Year 2019																		
	January	February	March	April	May	June	July	August	September	October	November	December	Total					
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080					
Revenue Manager*																		
\$ 70,000	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,000					
Front Office Manager*																		
\$ 70,000	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,000					
AFOM - 3																		
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000					
Executive Housekeeper*																		
\$ 90,000	\$ 7,644	\$ 6,904	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,397	\$ 7,644	\$ 90,000					
Asst. Executive Hskpr.- 1																		
\$ 50,000	\$ 4,247	\$ 3,836	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 50,000					
Hskp Supervisors - 2																		
\$ 19.00	\$ 6,713	\$ 6,063	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,496	\$ 6,713	\$ 79,040					
Overnight Desk Clerk plus supervisor																		
\$ 17.00	\$ 6,006	\$ 5,425	\$ 6,006	\$ 5,813	\$ 6,006	\$ 5,813	\$ 6,006	\$ 6,006	\$ 5,813	\$ 6,006	\$ 5,813	\$ 6,006	\$ 70,720					
Desk Clerk (4) plus 4 PBX																		
\$ 15.00	\$ 13,249	\$ 14,361	\$ 18,549	\$ 20,515	\$ 21,199	\$ 20,515	\$ 21,199	\$ 21,199	\$ 20,515	\$ 21,199	\$ 20,515	\$ 21,199	\$ 234,214					
Doormen (0)																		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Bell Attendant (4-7)																		
\$ 15.00	\$ 10,599	\$ 9,574	\$ 13,249	\$ 17,951	\$ 18,549	\$ 17,951	\$ 18,549	\$ 18,549	\$ 17,951	\$ 18,549	\$ 17,951	\$ 18,549	\$ 197,970					
Concierge -1																		
\$ 18.75	\$ 3,312	\$ 2,992	\$ 3,312	\$ 3,205	\$ 3,312	\$ 3,205	\$ 3,312	\$ 3,312	\$ 3,205	\$ 3,312	\$ 3,205	\$ 3,312	\$ 39,000					
Guest Room Attendant 12-15																		
\$ 15.00	\$ 32,694	\$ 28,497	\$ 38,961	\$ 36,967	\$ 40,688	\$ 37,618	\$ 39,297	\$ 38,423	\$ 37,943	\$ 39,993	\$ 35,665	\$ 38,602	\$ 445,348					
Houseperson - 3-5																		
\$ 15.00	\$ 7,950	\$ 9,574	\$ 13,249	\$ 12,822	\$ 13,249	\$ 12,822	\$ 13,249	\$ 13,249	\$ 12,822	\$ 13,249	\$ 12,822	\$ 13,249	\$ 148,307					
Reservation Agents - 2																		
\$ 15.00	\$ 2,650	\$ 2,393	\$ 2,650	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 54,707					
PTO																		
3 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32,679					
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 39,215					
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,286					
Total PTO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 124,180					
Bonus / Incentive	\$ 1,359	\$ 1,227	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,315	\$ 1,359	\$ 16,000					
Total	\$ 121,054	\$ 113,093	\$ 140,570	\$ 145,555	\$ 152,896	\$ 146,206	\$ 151,506	\$ 150,631	\$ 146,532	\$ 152,201	\$ 144,253	\$ 150,810	\$ 1,839,485					

The Williamsburg Hotel													
Rooms Analysis Summary													
Calendar Year 2019													
# Of Rooms	147												
	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Paid Occupied Rooms	3,379	3,277	3,938	3,870	4,092	3,930	3,968	3,890	3,960	4,030	3,750	3,906	45,990
Occupied Rooms	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
Available Rooms	4,557	4,116	4,557	4,410	4,557	4,410	4,557	4,557	4,410	4,557	4,410	4,557	53,655
Occupancy	74.4%	79.9%	86.6%	88.0%	90.0%	89.3%	87.3%	85.6%	90.0%	88.7%	85.3%	85.9%	85.9%
Paid ADR	\$ 252.04	\$ 271.97	\$ 308.05	\$ 335.07	\$ 394.02	\$ 369.93	\$ 344.95	\$ 342.98	\$ 396.05	\$ 407.08	\$ 348.96	\$ 353.89	\$ 346.20
Total ADR	\$ 251.29	\$ 271.15	\$ 307.27	\$ 334.21	\$ 393.05	\$ 368.99	\$ 344.08	\$ 342.11	\$ 395.06	\$ 406.07	\$ 348.03	\$ 352.99	\$ 345.30
RevPAR	\$ 186.88	\$ 216.53	\$ 266.21	\$ 294.04	\$ 353.81	\$ 329.67	\$ 300.36	\$ 292.78	\$ 355.64	\$ 360.00	\$ 296.73	\$ 303.33	\$ 296.74
Room Nights													
Transient	2,728	2,604	3,193	3,150	3,286	3,090	3,131	3,100	3,210	3,286	2,970	3,038	36,786
Group	651	673	745	720	806	840	837	790	750	744	780	868	9,204
Comp	10	10	10	10	10	10	10	10	10	10	10	10	120
Total	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110
ADR													
Transient	\$ 252.08	\$ 271.96	\$ 308.04	\$ 334.94	\$ 393.80	\$ 369.80	\$ 344.90	\$ 342.89	\$ 395.77	\$ 406.76	\$ 348.83	\$ 353.84	\$ 324.97
Group	\$ 248.00	\$ 268.00	\$ 304.00	\$ 331.00	\$ 390.00	\$ 366.00	\$ 341.00	\$ 339.00	\$ 392.00	\$ 403.00	\$ 345.00	\$ 350.00	\$ 325.99
Total	\$ 251.29	\$ 271.15	\$ 307.27	\$ 334.21	\$ 393.05	\$ 368.99	\$ 344.08	\$ 342.11	\$ 395.06	\$ 406.07	\$ 348.03	\$ 352.99	\$ 345.30
Revenue													
Transient	690,184	710,892	986,637	1,058,400	1,297,970	1,146,390	1,083,326	1,066,400	1,274,370	1,340,688	1,039,500	1,078,490	12,773,247
Group	161,448	180,364	226,480	238,320	314,340	307,440	285,417	267,810	294,000	299,832	269,100	303,800	3,148,351
Total	851,632	891,256	1,213,117	1,296,720	1,612,310	1,453,830	1,368,743	1,334,210	1,568,370	1,640,520	1,308,600	1,382,290	15,921,598

The Williamsburg Hotel Rooms Segmentation Calendar Year 2019														
Room Revenue	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate Negotiated	\$ 690,184	\$ 710,892	\$ 986,637	\$ 1,058,400	\$ 1,297,970	\$ 1,146,390	\$ 1,083,326	\$ 1,066,400	\$ 1,274,370	\$ 1,340,688	\$ 1,039,500	\$ 1,078,490	\$ 12,773,247	\$ -
Rack - BAR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Package/Promotion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wholesale - FIT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corp Volume Discount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Entertainment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fashion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Internet	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Consortia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
House	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	\$ 690,184	\$ 710,892	\$ 986,637	\$ 1,058,400	\$ 1,297,970	\$ 1,146,390	\$ 1,083,326	\$ 1,066,400	\$ 1,274,370	\$ 1,340,688	\$ 1,039,500	\$ 1,078,490	\$ 12,773,247	\$ -
Group														
Corporate	\$ 161,448	\$ 180,364	\$ 226,480	\$ 238,320	\$ 314,340	\$ 307,440	\$ 285,417	\$ 267,810	\$ 294,000	\$ 299,832	\$ 269,100	\$ 303,800	\$ 3,148,351	\$ -
Entertainment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fashion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SMERF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
City Wide Convention	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Association	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	\$ 161,448	\$ 180,364	\$ 226,480	\$ 238,320	\$ 314,340	\$ 307,440	\$ 285,417	\$ 267,810	\$ 294,000	\$ 299,832	\$ 269,100	\$ 303,800	\$ 3,148,351	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 851,632	\$ 891,256	\$ 1,213,117	\$ 1,296,720	\$ 1,612,310	\$ 1,453,830	\$ 1,368,743	\$ 1,334,210	\$ 1,568,370	\$ 1,640,520	\$ 1,308,600	\$ 1,382,290	\$ 15,921,598	\$ -
Room Nights	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government													-	
Corporate Negotiated	2,728	2,604	3,193	3,150	3,286	3,090	3,131	3,100	3,210	3,286	2,970	3,038	36,786	
Rack - BAR													-	
Package/Promotion													-	
Wholesale - FIT													-	
Corp Volume Discount													-	
Entertainment													-	
Fashion													-	
Internet													-	
Consortia													-	
House	5	5	5	5	5	5	5	5	5	5	5	5	60	
Complimentary	5	5	5	5	5	5	5	5	5	5	5	5	60	
Other Revenue														
Subtotal	2,738	2,614	3,203	3,160	3,296	3,100	3,141	3,110	3,220	3,296	2,980	3,048	36,906	
Group														
Corporate	651	673	745	720	806	840	837	790	750	744	780	868	9,204	
Entertainment													-	
Fashion													-	
SMERF													-	
City Wide Convention	-	-	-	-	-	-	-	-	-	-	-	-	-	
Association	-	-	-	-	-	-	-	-	-	-	-	-	-	
Subtotal	651	673	745	720	806	840	837	790	750	744	780	868	9,204	
													-	
Totals	3,389	3,287	3,948	3,880	4,102	3,940	3,978	3,900	3,970	4,040	3,760	3,916	46,110	
Average Rate	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government													\$ -	
Corporate Negotiated	\$ 253.00	\$ 273.00	\$ 309.00	\$ 336.00	\$ 395.00	\$ 371.00	\$ 346.00	\$ 344.00	\$ 397.00	\$ 408.00	\$ 350.00	\$ 355.00	\$ 347.23	
Rack - BAR													\$ -	
Package/Promotion													\$ -	
Wholesale - FIT													\$ -	
Corp Volume Discount													\$ -	
Entertainment													\$ -	
Fashion													\$ -	
Internet													\$ -	
Consortia													\$ -	
House	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal	\$ 252.08	\$ 271.96	\$ 308.04	\$ 334.94	\$ 393.80	\$ 369.80	\$ 344.90	\$ 342.89	\$ 395.77	\$ 406.76	\$ 348.83	\$ 353.84	\$ 346.10	
Group														
Corporate	\$ 248.00	\$ 268.00	\$ 304.00	\$ 331.00	\$ 390.00	\$ 366.00	\$ 341.00	\$ 339.00	\$ 392.00	\$ 403.00	\$ 345.00	\$ 350.00	\$ 342.06	
Entertainment													\$ -	
Fashion													\$ -	
SMERF													\$ -	
City Wide Convention													\$ -	
Association	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal	\$ 248.00	\$ 268.00	\$ 304.00	\$ 331.00	\$ 390.00	\$ 366.00	\$ 341.00	\$ 339.00	\$ 392.00	\$ 403.00	\$ 345.00	\$ 350.00	\$ 342.06	
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Totals	\$ 251.29	\$ 271.15	\$ 307.27	\$ 334.21	\$ 393.05	\$ 368.99	\$ 344.08	\$ 342.11	\$ 395.06	\$ 406.07	\$ 348.03	\$ 352.99	\$ 345.30	

The Williamsburg Hotel													
Food & Beverage Division													
Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food Revenue													
Banquets	100,800	114,660	166,320	216,720	252,000	239,400	226,800	201,600	245,700	252,000	226,800	277,200	2,520,000
Library Bar	5,825	5,650	6,786	6,669	7,050	6,772	6,837	6,703	6,823	6,944	6,463	6,731	79,252
Restaurant	178,713	165,475	185,332	225,046	264,760	238,284	238,284	225,046	238,284	251,522	218,427	218,427	2,647,600
Rooftop	48,670	49,600	51,150	70,100	103,350	120,440	120,440	120,440	103,350	70,100	52,700	57,660	968,000
Watertower	5,940	5,940	10,098	13,068	17,941	21,786	25,630	25,630	19,223	17,941	10,692	13,662	187,550
Room Service	13,556	13,148	15,792	15,520	16,408	15,760	15,912	15,600	15,880	16,160	15,040	15,664	184,440
Minibar	12,200	11,833	14,213	13,968	14,767	14,184	14,321	14,040	14,292	14,544	13,536	14,098	165,996
Total Food	365,704	366,306	449,690	561,091	676,277	656,625	648,224	609,059	643,552	629,211	543,658	603,441	6,752,838
Revenue per day	11,797	13,082	14,506	18,703	21,815	21,888	20,910	19,647	21,452	20,297	18,122	19,466	18,501
Beverage Revenue													
Banquets	43,200	49,140	71,280	92,880	108,000	102,600	97,200	86,400	105,300	108,000	97,200	118,800	1,080,000
Library Bar	38,126	36,979	44,415	43,650	46,148	44,325	44,753	43,875	44,663	45,450	42,300	44,055	518,738
Restaurant	69,192	64,066	71,754	87,130	102,506	92,255	92,255	87,130	92,255	97,381	84,567	84,567	1,025,060
Rooftop	144,440	147,200	151,800	217,700	335,700	396,080	396,080	396,080	335,700	217,700	156,400	171,120	3,066,000
Watertower	30,240	30,240	51,408	66,528	86,240	104,720	123,200	123,200	92,400	86,240	54,432	69,552	918,400
Room Service	8,473	8,218	9,870	9,700	10,255	9,850	9,945	9,750	9,925	10,100	9,400	9,790	115,275
Minibar	7,625	7,396	8,883	8,730	9,230	8,865	8,951	8,775	8,933	9,090	8,460	8,811	103,748
Total Beverage	341,296	343,238	409,410	526,318	698,078	758,695	772,383	755,210	689,175	573,961	452,759	506,695	6,827,220
Revenue per day	11,010	12,259	13,207	17,544	22,519	25,290	24,916	24,362	22,973	18,515	15,092	16,345	18,705
Other Banquet Revenue	65,520	74,529	108,108	140,868	163,800	155,610	147,420	131,040	159,705	163,800	147,420	180,180	1,638,000
Other Room Service Revenue	4,406	4,273	5,132	5,044	5,333	5,122	5,171	5,070	5,161	5,252	4,888	5,091	59,943
Other Minibar Revenue	1,593	1,545	1,856	1,824	1,928	1,852	1,870	1,833	1,866	1,899	1,767	1,841	21,672
Total Revenue	778,518	789,891	974,197	1,235,144	1,545,415	1,577,905	1,575,068	1,502,212	1,499,459	1,374,122	1,150,492	1,297,248	15,299,672
Revenue per day	25,113	28,210	31,426	41,171	49,852	52,597	50,809	48,458	49,982	44,327	38,350	41,847	41,917
Cost of Sales													
Food	107,458	106,124	127,780	158,443	191,532	185,953	184,559	174,422	181,452	177,010	152,128	166,132	1,912,995
Beverage	80,869	81,012	96,930	124,218	164,613	179,399	183,642	179,896	162,720	135,950	106,487	119,036	1,614,772
Misc Revenue	8,038	9,063	13,031	16,801	19,478	18,511	17,571	15,670	18,987	19,470	17,540	21,342	195,502
Total Cost of Sales	196,365	196,199	237,741	299,463	375,624	383,863	385,772	369,988	363,159	332,430	276,155	306,510	3,723,268
Gross Profit	582,154	593,692	736,456	935,681	1,169,791	1,194,042	1,189,296	1,132,224	1,136,300	1,041,693	874,337	990,738	11,576,404
Payroll, T&B													
Payroll													
F&B Overhead Payroll	37,710	34,060	37,710	36,493	37,710	36,493	37,710	37,710	36,493	37,710	36,493	37,710	444,000
Banquet Payroll	66,823	67,102	92,960	111,663	123,400	118,142	116,201	109,002	119,942	123,400	114,543	130,599	1,293,777
Library Bar Payroll	16,252	14,680	16,252	15,728	16,252	15,728	16,252	16,252	15,728	16,252	15,728	16,252	191,360
Restaurant Payroll	117,180	108,404	122,480	127,077	131,313	127,077	131,313	131,313	127,077	131,313	127,077	131,313	1,512,934
Rooftop Payroll	29,369	26,527	29,369	32,696	56,089	57,699	59,622	59,622	57,699	35,552	31,841	33,786	509,871
Watertower Payroll	11,306	10,212	19,079	28,379	29,325	28,379	29,325	29,325	28,379	29,325	18,464	25,085	286,584
Room Service Payroll	8,824	8,205	9,406	9,164	9,566	9,226	9,437	9,356	9,258	9,501	9,039	9,372	110,354
MiniBar Payroll	5,300	4,958	7,950	7,693	7,950	7,693	7,950	7,950	7,693	7,950	7,693	7,950	88,728
Total Payroll	292,764	274,149	335,206	368,893	411,604	400,438	407,809	400,529	402,269	391,003	360,878	392,067	4,437,608
Taxes & Benefits													
Payroll Taxes	38,999	36,565	44,998	49,764	55,815	54,319	55,267	54,215	54,583	52,840	48,607	52,993	598,965
Workers Comp	8,124	7,553	9,127	9,950	11,114	10,832	11,072	10,926	10,869	10,496	9,681	10,456	120,199
Health Insurance	12,444	11,617	14,141	15,499	17,416	16,979	17,334	17,078	17,044	16,386	15,055	16,331	187,324
Total Taxes & Benefits	59,567	55,736	68,266	75,213	84,345	82,130	83,673	82,219	82,496	79,722	73,342	79,781	906,489
Total Payroll, T&B	352,331	329,885	403,472	444,106	495,949	482,567	491,482	482,748	484,764	470,725	434,220	471,848	5,344,097
Other Expenses	74,590	74,502	89,779	107,196	132,825	136,792	133,108	127,760	130,156	115,970	100,832	109,232	1,332,743
Total Other Expenses	74,590	74,502	89,779	107,196	132,825	136,792	133,108	127,760	130,156	115,970	100,832	109,232	1,332,743
Total Dept. Expenses	426,921	404,387	493,250	551,302	628,774	619,360	624,590	610,508	614,920	586,696	535,052	581,080	6,676,840
Dept. Profit / (Loss)	155,232	189,305	243,206	384,380	541,017	574,682	564,706	521,716	521,380	454,997	339,285	409,658	4,899,565

Revenue Assumptions

Area:	First Full Year	# of Breakfast			# of Lunches			# of Dinners			Total Covers	Daily Covers		
		# of B'fast Days	# of Turns	Covers/Year	# of Lunch Days	# of Turns	Covers/Year	# of Dinners Days	# of Turns	Covers/Year		Breakfast	Lunch	Dinner
Restaurant	# of Seats													
Dining Room - Weekdays	100	260	0.50	13,000	260	0.60	15,600	260	0.80	20,800	49,400	50	60	80
Dining Room - Saturday	100	52	0.0	0	52	1.25	6,500	52	1.60	8,320	14,820	0	125	160
Dining Room Sunday	100	52	0.0	0	52	1.50	7,800	52	1.60	8,320	16,120	0	150	160
Outside Weekdays	30	150	0.50	2,250	110	0.70	2,310	110	0.80	2,640	7,200	15	21	24
Outside Saturday	30	0	0.0	0	20	0.95	570	20	1.25	750	1,320	0	29	38
Outside Sunday	30	0	0.0	0	20	0.95	570	20	1.25	750	1,320	0	29	38
				15,250			33,350			41,580				
Total	130	Average per day		42	Average per day		91	Average per day		114				
		Weekday		59	Weekday		69	Weekday		90	56,600	65	81	104
		Saturday		0	Saturday		136	Saturday		174	16,140	0	154	198
		Sunday		0	Sunday		161	Sunday		174	17,440	0	179	198

Price Point Assumptions:

Area:	First Full Year B'Fast				First Full Year Lunches					First Full Year Dinners				
	Fd Check	\$ Food Sales	\$ Bev. Sales	Total Sales	Fd Check	Avg. Bev.Chk	\$ Food Sales	\$ Bev. Sales	Total Sales	Fd Check	Avg. Bev.Chk	\$ Food Sales	\$ Bev. Sales	Total Sales
Restaurant														
Dining Room - Weekdays	\$ 23	\$ 299,000	\$ -	\$ 299,000	\$ 19	\$ -	\$ 296,400	\$ -	\$ 296,400	\$ 40.00	\$ 17.00	\$832,000	\$353,600	\$1,185,600
Dining Room - Saturday	\$ 23	\$ -	\$ -	\$ -	\$ 19	\$ 14	\$ 123,500	\$ 91,000	\$ 214,500	\$ 40.00	\$ 22.00	\$332,800	\$183,040	\$515,840
Dining Room Sunday	\$ -	\$ -	\$ -	\$ -	\$ 19	\$ 14	\$ 148,200	\$ 109,200	\$ 257,400	\$ 40.00	\$ 22.00	\$332,800	\$183,040	\$515,840
Outside Weekdays	\$ 23	\$ 51,750	\$ -	\$ 51,750	\$ 19	\$ -	\$ 43,890	\$ -	\$ 43,890	\$ 40.00	\$ 20.00	\$105,600	\$52,800	\$158,400
Outside Saturday		\$ -	\$ -	\$ -	\$ 19	\$ 17	\$ 10,830	\$ 9,690	\$ 20,520	\$ 40.00	\$ 22.00	\$30,000	\$16,500	\$46,500
Outside Sunday		\$ -	\$ -	\$ -	\$ 19	\$ 17	\$ 10,830	\$ 9,690	\$ 20,520	\$ 40.00	\$ 22.00	\$30,000	\$16,500	\$46,500
Total	\$ -	\$350,750	\$0	\$350,750			\$ 633,650	\$ 219,580	\$ 853,230			\$1,663,200	\$805,480	\$2,468,680
ReCap Restaurant:														
Total Food Sales Restaurant								0.721	\$2,647,600	Average Revenue Per Cover @ B'Fast				\$ 23.00
Total Beverage Sales Restaurant									1,025,060	Average Revenue Per Cover @ Lunch				\$ 25.58
Total Food & Beverage Sales Restaurant									\$3,672,660	Average Revenue Per Cover @ Dinner				\$ 59.37

Restaurant Labor Year 1

Breakfast Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (1)	\$50,000	4,247	3,836	4,247	4,110	4,247	4,110	4,247	4,247	4,110	4,247	4,110	4,247	\$ 50,000	
Servers (2)	\$10.00	\$ 3,533	\$ 3,191	\$ 3,533	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 57,271	
Steward/DW (2)	\$0.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cooks (2)	\$15.00	\$ 5,300	\$ 4,787	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 62,400	
Direct Wages		\$ 8,833	\$ 7,978	\$ 8,833	\$ 10,258	\$ 10,599	\$ 10,258	\$ 10,599	\$ 10,599	\$ 10,258	\$ 10,599	\$ 10,258	\$ 10,599	\$ 119,671	
Salaried Wages		\$ 4,247	\$ 3,836	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 50,000	
Total		\$ 13,079	\$ 11,814	\$ 13,079	\$ 14,367	\$ 14,846	\$ 14,367	\$ 14,846	\$ 14,846	\$ 14,367	\$ 14,846	\$ 14,367	\$ 14,846	\$ 169,671	
Lunch Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (1)	\$60,000	\$ 5,096	\$ 4,603	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 60,000	
Sous Chef (1)	\$85,000	\$ 7,219	\$ 6,521	\$ 7,219	\$ 6,986	\$ 7,219	\$ 6,986	\$ 7,219	\$ 7,219	\$ 6,986	\$ 7,219	\$ 6,986	\$ 7,219	\$ 85,000	
Servers/Server Assts															
Servers (2) Dining Room		\$ 3,533	\$ 3,191	\$ 3,533	\$ 3,419	\$ 3,533	\$ 3,419	\$ 3,533	\$ 3,533	\$ 3,419	\$ 3,533	\$ 3,419	\$ 3,533	\$ 41,600	
Servers Assistants (2) Dining Room	\$10.00	\$ 1,767	\$ 1,767	\$ 1,767	\$ 3,419	\$ 3,533	\$ 3,419	\$ 3,533	\$ 3,533	\$ 3,419	\$ 3,533	\$ 3,419	\$ 3,533	\$ 36,642	
														\$ -	
Bartenders (1) Dining Room	\$10.00	\$ 1,767	\$ 1,596	\$ 1,767	\$ 1,710	\$ 1,767	\$ 1,710	\$ 1,767	\$ 1,767	\$ 1,710	\$ 1,767	\$ 1,710	\$ 1,767	\$ 20,800	
Hostess (1)	\$15.00	\$ 2,650	\$ 2,393	\$ 2,650	\$ 2,564	\$ 2,650	\$ 2,564	\$ 2,650	\$ 2,650	\$ 2,564	\$ 2,650	\$ 2,564	\$ 2,650	\$ 31,200	
Kitchen Staff															
Steward/DW (2-3)	\$15.00	\$ 5,300	\$ 4,787	\$ 5,300	\$ 7,693	\$ 7,950	\$ 7,693	\$ 7,950	\$ 7,950	\$ 7,693	\$ 7,950	\$ 7,693	\$ 7,950	\$ 85,907	
Prep Kitchen (2)	\$15.00	\$ 5,300	\$ 4,787	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 62,400	
Cooks (2)	\$15.00	\$ 5,300	\$ 4,787	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 62,400	
Bonus / Incentives		\$ 255	\$ 230	\$ 255	\$ 247	\$ 255	\$ 247	\$ 255	\$ 255	\$ 247	\$ 255	\$ 247	\$ 255	\$ 3,000	
Direct Wages		\$ 25,870	\$ 23,538	\$ 25,870	\$ 29,310	\$ 30,287	\$ 29,310	\$ 30,287	\$ 30,287	\$ 29,310	\$ 30,287	\$ 29,310	\$ 30,287	\$ 343,949	
Salaried Wages		\$ 12,315	\$ 11,123	\$ 12,315	\$ 11,918	\$ 12,315	\$ 11,918	\$ 12,315	\$ 12,315	\$ 11,918	\$ 12,315	\$ 11,918	\$ 12,315	\$ 145,000	
Total		\$ 38,185	\$ 34,661	\$ 38,185	\$ 41,227	\$ 42,602	\$ 41,227	\$ 42,602	\$ 42,602	\$ 41,227	\$ 42,602	\$ 41,227	\$ 42,602	\$ 488,949	
Dinner Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (2)	\$65,000	\$ 11,041	\$ 9,973	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 130,000	
Sous Chef (2)	\$65,000	\$ 11,041	\$ 9,973	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 130,000	

Servers/Server Assistant																				
Servers (5) Dining Room	\$	8,833	\$	7,978	\$	8,833	\$	8,548	\$	8,833	\$	8,548	\$	8,833	\$	8,548	\$	8,833	\$	104,000
Servers Assistants (3) Dining Room	\$	5,300	\$	4,787	\$	5,300	\$	5,129	\$	5,300	\$	5,129	\$	5,300	\$	5,129	\$	5,300	\$	62,400
	\$10.00																			
Bartender/Barback																				
Bartenders (2) Dining Room	\$	3,533	\$	3,191	\$	3,533	\$	3,419	\$	3,533	\$	3,419	\$	3,533	\$	3,419	\$	3,533	\$	41,600
	\$10.00																			
Barback (1)	\$	1,767	\$	1,596	\$	1,767	\$	1,710	\$	1,767	\$	1,710	\$	1,767	\$	1,710	\$	1,767	\$	20,800
	\$10.00																			
Hostess (2)	\$	5,300	\$	4,787	\$	5,300	\$	5,129	\$	5,300	\$	5,129	\$	5,300	\$	5,129	\$	5,300	\$	62,400
	\$15.00																			
Kitchen Staff																				
Steward/DW (2-3)	\$	5,300	\$	4,787	\$	5,300	\$	7,693	\$	7,950	\$	7,693	\$	7,950	\$	7,693	\$	7,950	\$	85,907
	\$15.00																			
Prep Kitchen (3)	\$	5,300	\$	4,787	\$	7,950	\$	7,693	\$	7,950	\$	7,693	\$	7,950	\$	7,693	\$	7,950	\$	88,557
	\$15.00																			
Cooks (3-6)	\$	7,950	\$	9,574	\$	10,599	\$	10,258	\$	10,599	\$	10,258	\$	10,599	\$	10,258	\$	10,599	\$	122,150
	\$15.00																			
Bonus / Incentives	\$	552	\$	499	\$	552	\$	534	\$	552	\$	534	\$	552	\$	534	\$	552	\$	6,500
																		5%		
Direct Wages	\$	43,833	\$	41,985	\$	49,133	\$	50,112	\$	51,783	\$	50,112	\$	51,783	\$	50,112	\$	51,783	\$	594,314
Salaried Wages	\$	22,082	\$	19,945	\$	22,082	\$	21,370	\$	22,082	\$	22,082	\$	21,370	\$	22,082	\$	21,370	\$	260,000
Total	\$	65,915	\$	61,930	\$	71,215	\$	71,482	\$	73,865	\$	71,482	\$	73,865	\$	73,865	\$	71,482	\$	854,314

	January	February	March	April	May	June	July	August	September	October	November	December	Annual	
Monthly Revenue Assumption	6.75%	6.25%	7.00%	8.50%	10.00%	9.00%	9.00%	8.50%	9.00%	9.50%	8.25%	8.25%	100.00%	
Total Food sales	\$ 178,713	\$ 165,475	\$ 185,332	\$ 225,046	\$ 264,760	\$ 238,284	\$ 238,284	\$ 225,046	\$ 238,284	\$ 251,522	\$ 218,427	\$ 218,427	\$ 2,647,600	
Total Beverage Sales	\$ 69,192	\$ 64,066	\$ 71,754	\$ 87,130	\$ 102,506	\$ 92,255	\$ 92,255	\$ 87,130	\$ 92,255	\$ 97,381	\$ 84,567	\$ 84,567	\$ 1,025,060	
Total F & B Sales	\$ 247,905	\$ 229,541	\$ 257,086	\$ 312,176	\$ 367,266	\$ 330,539	\$ 330,539	\$ 312,176	\$ 330,539	\$ 348,903	\$ 302,994	\$ 302,994	\$ 3,672,660	
Breakfast Revenue	\$ 23,676	\$ 21,922	\$ 24,553	\$ 29,814	\$ 35,075	\$ 31,568	\$ 31,568	\$ 29,814	\$ 31,568	\$ 33,321	\$ 28,937	\$ 28,937	\$ 350,750	
Lunch Revenue	\$ 57,593	\$ 53,327	\$ 59,726	\$ 72,525	\$ 85,323	\$ 76,791	\$ 76,791	\$ 72,525	\$ 76,791	\$ 81,057	\$ 70,391	\$ 70,391	\$ 853,230	
Dinner Revenue	\$ 166,636	\$ 154,293	\$ 172,808	\$ 209,838	\$ 246,868	\$ 222,181	\$ 222,181	\$ 209,838	\$ 222,181	\$ 234,525	\$ 203,666	\$ 203,666	\$ 2,468,680	
	\$ 247,905	\$ 229,541	\$ 257,086	\$ 312,176	\$ 367,266	\$ 330,539	\$ 330,539	\$ 312,176	\$ 330,539	\$ 348,903	\$ 302,994	\$ 302,994	\$ 3,672,660	
Total Breakfast Payroll	\$ 13,079	\$ 11,814	\$ 13,079	\$ 14,367	\$ 14,846	\$ 14,367	\$ 14,846	\$ 14,846	\$ 14,367	\$ 14,846	\$ 14,367	\$ 14,846	\$ 169,671	
% of Breakfast Payroll	55.2%	53.9%	53.3%	48.2%	42.3%	45.5%	47.0%	49.8%	45.5%	44.6%	49.6%	51.3%	48.4%	
Total Lunch Payroll	\$ 38,185	\$ 34,661	\$ 38,185	\$ 41,227	\$ 42,602	\$ 41,227	\$ 42,602	\$ 42,602	\$ 41,227	\$ 42,602	\$ 41,227	\$ 42,602	\$ 488,949	
% of Lunch Payroll	66.3%	65.0%	63.9%	56.8%	49.9%	53.7%	55.5%	58.7%	53.7%	52.6%	58.6%	60.5%	57.3%	
Total Dinner Payroll	\$ 65,915	\$ 61,930	\$ 71,215	\$ 71,482	\$ 73,865	\$ 71,482	\$ 73,865	\$ 73,865	\$ 71,482	\$ 73,865	\$ 71,482	\$ 73,865	\$ 854,314	
% of Dinner Payroll	39.6%	40.1%	41.2%	34.1%	29.9%	32.2%	33.2%	35.2%	32.2%	31.5%	35.1%	36.3%	34.6%	
Direct Wages	\$ 78,536	\$ 73,500	\$ 83,836	\$ 89,679	\$ 92,669	\$ 89,679	\$ 92,669	\$ 92,669	\$ 89,679	\$ 92,669	\$ 89,679	\$ 92,669	\$ 1,057,934	
Taxes @12%	\$ 9,424	\$ 8,820	\$ 10,060	\$ 10,762	\$ 11,120	\$ 10,762	\$ 11,120	\$ 11,120	\$ 10,762	\$ 11,120	\$ 10,762	\$ 11,120	\$ 126,952	
Sub-Total Direct	\$ 87,961	\$ 82,320	\$ 93,896	\$ 100,441	\$ 103,789	\$ 100,441	\$ 103,789	\$ 103,789	\$ 100,441	\$ 103,789	\$ 100,441	\$ 103,789	\$ 1,184,886	
Salaried Wages	\$ 38,644	\$ 34,904	\$ 38,644	\$ 37,397	\$ 38,644	\$ 37,397	\$ 38,644	\$ 38,644	\$ 37,397	\$ 38,644	\$ 37,397	\$ 38,644	\$ 455,000	
Taxes @12%	\$ 4,637	\$ 4,188	\$ 4,637	\$ 4,488	\$ 4,637	\$ 4,488	\$ 4,637	\$ 4,637	\$ 4,488	\$ 4,637	\$ 4,488	\$ 4,637	\$ 54,600	
Sub-Total Salaried	\$ 43,281	\$ 39,093	\$ 43,281	\$ 41,885	\$ 43,281	\$ 41,885	\$ 43,281	\$ 43,281	\$ 41,885	\$ 43,281	\$ 41,885	\$ 43,281	\$ 509,600	
Grand Total Payroll	\$ 117,180	\$ 108,404	\$ 122,480	\$ 127,077	\$ 131,313	\$ 127,077	\$ 131,313	\$ 131,313	\$ 127,077	\$ 131,313	\$ 127,077	\$ 131,313	\$ 1,512,934	\$ 1,512,934
Payroll Taxes	\$ 14,062	\$ 13,009	\$ 14,698	\$ 15,249	\$ 15,758	\$ 15,249	\$ 15,758	\$ 15,758	\$ 15,249	\$ 15,758	\$ 15,249	\$ 15,758	\$ 181,552	
0% PTO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
4% Insurance	\$ 4,687	\$ 4,336	\$ 4,899	\$ 5,083	\$ 5,253	\$ 5,083	\$ 5,253	\$ 5,253	\$ 5,083	\$ 5,253	\$ 5,083	\$ 5,253	\$ 60,517	
3% Workers Comp	\$ 3,515	\$ 3,252	\$ 3,674	\$ 3,812	\$ 3,939	\$ 3,812	\$ 3,939	\$ 3,939	\$ 3,812	\$ 3,939	\$ 3,812	\$ 3,939	\$ 45,388	
G.T. plus Fringe	\$ 139,444	\$ 129,001	\$ 145,751	\$ 151,221	\$ 156,262	\$ 151,221	\$ 156,262	\$ 156,262	\$ 151,221	\$ 156,262	\$ 151,221	\$ 156,262	\$ 1,800,391	\$ 1,800,391
% of Grand Total Payroll	56.2%	56.2%	56.7%	48.4%	42.5%	45.7%	47.3%	50.1%	45.7%	44.8%	49.9%	51.6%	49.0%	

The Williamsburg Hotel HARVEY Calendar Year 2019															
	January	February	March	April	May	June	July	August	September	October	November	December	Total		
	6.75%	6.25%	7.00%	8.50%	10.00%	9.00%	9.00%	8.50%	9.00%	9.50%	8.25%	8.25%	100.00%		
Total Food Sales	\$ 178,713	\$ 165,475	\$ 185,332	\$ 225,046	\$ 264,760	\$ 238,284	\$ 238,284	\$ 225,046	\$ 238,284	\$ 251,522	\$ 218,427	\$ 218,427	\$ 2,647,600	72.1%	
Total Beverage Sales	\$ 69,192	\$ 64,066	\$ 71,754	\$ 87,130	\$ 102,506	\$ 92,255	\$ 92,255	\$ 87,130	\$ 92,255	\$ 97,381	\$ 84,567	\$ 84,567	\$ 1,025,060	27.9%	
Total F & B Sales	\$ 247,905	\$ 229,541	\$ 257,086	\$ 312,176	\$ 367,266	\$ 330,539	\$ 330,539	\$ 312,176	\$ 330,539	\$ 348,903	\$ 302,994	\$ 302,994	\$ 3,672,660	100.0%	
COGS															
Food Costs	\$ 58,975	\$ 54,607	\$ 61,160	\$ 74,265	\$ 87,371	\$ 78,634	\$ 78,634	\$ 74,265	\$ 78,634	\$ 83,002	\$ 72,081	\$ 72,081	\$ 873,708	33.0%	
Beverage Costs	\$ 17,298	\$ 16,017	\$ 17,939	\$ 21,783	\$ 25,627	\$ 23,064	\$ 23,064	\$ 21,783	\$ 23,064	\$ 24,345	\$ 21,142	\$ 21,142	\$ 256,265	25.0%	
Total COGS	\$ 76,273	\$ 70,623	\$ 79,098	\$ 96,048	\$ 112,997	\$ 101,698	\$ 101,698	\$ 96,048	\$ 101,698	\$ 107,347	\$ 93,223	\$ 93,223	\$ 1,129,973	30.8%	
Gross Margin	\$ 171,631	\$ 158,918	\$ 177,988	\$ 216,128	\$ 254,269	\$ 228,842	\$ 228,842	\$ 216,128	\$ 228,842	\$ 241,555	\$ 209,772	\$ 209,772	\$ 2,542,687	69.2%	
	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%		
Payroll															
Hourly Payroll	\$ 78,536	\$ 73,500	\$ 83,836	\$ 89,679	\$ 92,669	\$ 89,679	\$ 92,669	\$ 92,669	\$ 89,679	\$ 92,669	\$ 89,679	\$ 92,669	\$ 1,057,934	28.8%	
Salaried Payroll	\$ 38,644	\$ 34,904	\$ 38,644	\$ 37,397	\$ 38,644	\$ 37,397	\$ 38,644	\$ 38,644	\$ 37,397	\$ 38,644	\$ 37,397	\$ 38,644	\$ 455,000	12.4%	
Total Payroll	\$ 117,180	\$ 108,404	\$ 122,480	\$ 127,077	\$ 131,313	\$ 127,077	\$ 131,313	\$ 131,313	\$ 127,077	\$ 131,313	\$ 127,077	\$ 131,313	\$ 1,512,934	41.2%	
Taxes	\$ 14,062	\$ 13,009	\$ 14,698	\$ 15,249	\$ 15,758	\$ 15,249	\$ 15,758	\$ 15,758	\$ 15,249	\$ 15,758	\$ 15,249	\$ 15,758	\$ 181,552	4.9%	
PTO, Comp, Insurance	\$ 8,203	\$ 7,588	\$ 8,574	\$ 8,895	\$ 9,192	\$ 8,895	\$ 9,192	\$ 9,192	\$ 8,895	\$ 9,192	\$ 8,895	\$ 9,192	\$ 105,905	2.9%	
Total Fringe	\$ 22,264	\$ 20,597	\$ 23,271	\$ 24,145	\$ 24,949	\$ 24,145	\$ 24,949	\$ 24,949	\$ 24,145	\$ 24,949	\$ 24,145	\$ 24,949	\$ 287,457	7.8%	
Total Payroll	\$ 139,444	\$ 129,001	\$ 145,751	\$ 151,221	\$ 156,262	\$ 151,221	\$ 156,262	\$ 156,262	\$ 151,221	\$ 156,262	\$ 151,221	\$ 156,262	\$ 1,800,391	49.0%	
	56.2%	56.2%	56.7%	48.4%	42.5%	45.7%	47.3%	50.1%	45.7%	44.8%	49.9%	51.6%	49.0%		
Gross Profit After Labor	\$ 32,187	\$ 29,917	\$ 32,237	\$ 64,907	\$ 98,007	\$ 77,621	\$ 72,580	\$ 59,866	\$ 77,621	\$ 85,293	\$ 58,550	\$ 53,510	\$ 742,296	20.2%	
	13.0%	13.0%	12.5%	20.8%	26.7%	23.5%	22.0%	19.2%	23.5%	24.4%	19.3%	17.7%	20.2%		
Other Expenses															
Bar Supplies	\$ 198	\$ 184	\$ 206	\$ 250	\$ 294	\$ 264	\$ 264	\$ 250	\$ 264	\$ 279	\$ 242	\$ 242	\$ 2,938	0.1%	
Cleaning Supplies	\$ 992	\$ 918	\$ 1,028	\$ 1,249	\$ 1,469	\$ 1,322	\$ 1,322	\$ 1,249	\$ 1,322	\$ 1,396	\$ 1,212	\$ 1,212	\$ 14,691	0.4%	
Complimentary items	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Service Contract	\$ 2,727	\$ 2,525	\$ 2,828	\$ 3,434	\$ 4,040	\$ 3,636	\$ 3,636	\$ 3,434	\$ 3,636	\$ 3,838	\$ 3,333	\$ 3,333	\$ 40,399	1.1%	
Decorations	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Equipment Rental	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Equipment Maintenance	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Guest Entertainment	\$ 1,363	\$ 1,262	\$ 1,414	\$ 1,717	\$ 2,020	\$ 1,818	\$ 1,818	\$ 1,717	\$ 1,818	\$ 1,919	\$ 1,666	\$ 1,666	\$ 20,200	0.6%	
Guest Supplies	\$ 744	\$ 689	\$ 771	\$ 937	\$ 1,102	\$ 992	\$ 992	\$ 937	\$ 992	\$ 1,047	\$ 909	\$ 909	\$ 11,018	0.3%	
Laundry and Drycleaning	\$ 2,231	\$ 2,066	\$ 2,314	\$ 2,810	\$ 3,305	\$ 2,975	\$ 2,975	\$ 2,810	\$ 2,975	\$ 3,140	\$ 2,727	\$ 2,727	\$ 33,054	0.9%	
Licenses and Inspections	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Menu and Wine List	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Music and Entertainment	\$ 2,975	\$ 2,754	\$ 3,085	\$ 3,746	\$ 4,407	\$ 3,966	\$ 3,966	\$ 3,746	\$ 3,966	\$ 4,187	\$ 3,636	\$ 3,636	\$ 44,072	1.2%	
Other Operating expense	\$ 1,240	\$ 1,148	\$ 1,285	\$ 1,561	\$ 1,836	\$ 1,653	\$ 1,653	\$ 1,561	\$ 1,653	\$ 1,745	\$ 1,515	\$ 1,515	\$ 18,363	0.5%	
Office Supplies	\$ 744	\$ 689	\$ 771	\$ 937	\$ 1,102	\$ 992	\$ 992	\$ 937	\$ 992	\$ 1,047	\$ 909	\$ 909	\$ 11,018	0.3%	
Operating Supplies and Equipment	\$ 744	\$ 689	\$ 771	\$ 937	\$ 1,102	\$ 992	\$ 992	\$ 937	\$ 992	\$ 1,047	\$ 909	\$ 909	\$ 11,018	0.3%	
Paper Supplies	\$ 744	\$ 689	\$ 771	\$ 937	\$ 1,102	\$ 992	\$ 992	\$ 937	\$ 992	\$ 1,047	\$ 909	\$ 909	\$ 11,018	0.3%	
Postage	\$ 124	\$ 115	\$ 129	\$ 156	\$ 184	\$ 165	\$ 165	\$ 156	\$ 165	\$ 174	\$ 151	\$ 151	\$ 1,836	0.1%	
Printing and Stationary	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Professional Fees	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Promotion	\$ 1,487	\$ 1,377	\$ 1,543	\$ 1,873	\$ 2,204	\$ 1,983	\$ 1,983	\$ 1,873	\$ 1,983	\$ 2,093	\$ 1,818	\$ 1,818	\$ 22,036	0.6%	
Replacement china	\$ 744	\$ 689	\$ 771	\$ 937	\$ 1,102	\$ 992	\$ 992	\$ 937	\$ 992	\$ 1,047	\$ 909	\$ 909	\$ 11,018	0.3%	
Replacement Glass	\$ 496	\$ 459	\$ 514	\$ 624	\$ 735	\$ 661	\$ 661	\$ 624	\$ 661	\$ 698	\$ 606	\$ 606	\$ 7,345	0.2%	
Replacement Linen	\$ 99	\$ 92	\$ 103	\$ 125	\$ 147	\$ 132	\$ 132	\$ 125	\$ 132	\$ 140	\$ 121	\$ 121	\$ 1,469	0.0%	
Replacement Utensils	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Replacement Uniforms	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Training	\$ 99	\$ 92	\$ 103	\$ 125	\$ 147	\$ 132	\$ 132	\$ 125	\$ 132	\$ 140	\$ 121	\$ 121	\$ 1,469	0.0%	
Telephone Expense	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Travel and Related	\$ 248	\$ 230	\$ 257	\$ 312	\$ 367	\$ 331	\$ 331	\$ 312	\$ 331	\$ 349	\$ 303	\$ 303	\$ 3,673	0.1%	
Uniform and Drycleaning	\$ 1,487	\$ 1,377	\$ 1,543	\$ 1,873	\$ 2,204	\$ 1,983	\$ 1,983	\$ 1,873	\$ 1,983	\$ 2,093	\$ 1,818	\$ 1,818	\$ 22,036	0.6%	
Total Other Expenses	\$ 23,452	\$ 21,715	\$ 24,320	\$ 29,532	\$ 34,743	\$ 31,269	\$ 31,269	\$ 29,532	\$ 31,269	\$ 33,006	\$ 28,663	\$ 28,663	\$ 347,434	9.5%	
Profit After Other Expenses	\$ 8,735	\$ 8,202	\$ 7,917	\$ 35,375	\$ 63,263	\$ 46,352	\$ 41,311	\$ 30,335	\$ 46,352	\$ 52,287	\$ 29,887	\$ 24,846	\$ 394,862	10.8%	

The Williamsburg Hotel Room Service Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food	13,556	13,148	15,792	15,520	16,408	15,760	15,912	15,600	15,880	16,160	15,040	15,664	184,440
Beverage	8,473	8,218	9,870	9,700	10,255	9,850	9,945	9,750	9,925	10,100	9,400	9,790	115,275
Sevice Charge	4,406	4,273	5,132	5,044	5,333	5,122	5,171	5,070	5,161	5,252	4,888	5,091	59,943
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	26,434	25,639	30,794	30,264	31,996	30,732	31,028	30,420	30,966	31,512	29,328	30,545	359,658
Cost of Sales													
Food	4,338	4,207	5,053	4,966	5,251	5,043	5,092	4,992	5,082	5,171	4,813	5,012	59,021
Beverage	2,033	1,972	2,369	2,328	2,461	2,364	2,387	2,340	2,382	2,424	2,256	2,350	27,666
Total Cost of Sales	6,371	6,180	7,422	7,294	7,712	7,407	7,479	7,332	7,464	7,595	7,069	7,362	86,687
Gross Profit	20,063	19,459	23,372	22,970	24,284	23,325	23,550	23,088	23,502	23,917	22,259	23,183	272,971
Payroll, T&B													
Payroll	8,824	8,205	9,406	9,164	9,566	9,226	9,437	9,356	9,258	9,501	9,039	9,372	110,354
Payroll Taxes	1,274	1,185	1,358	1,323	1,381	1,332	1,363	1,351	1,337	1,372	1,305	1,353	15,935
Workers Comp	265	246	282	275	287	277	283	281	278	285	271	281	3,311
Health Insurance	441	410	470	458	478	461	472	468	463	475	452	469	5,518
Total Payroll, T&B	10,804	10,047	11,516	11,220	11,712	11,297	11,554	11,455	11,335	11,633	11,068	11,476	135,118
Other Expenses													
Cleaning Supplies	106	103	123	121	128	123	124	122	124	126	117	122	1,439
Equipment Rental	79	77	92	91	96	92	93	91	93	95	88	92	1,079
Contract Cleaning	-	-	-	-	-	-	-	-	-	-	-	-	-
Decorations	150	150	150	150	150	150	150	150	150	150	150	150	1,798
Employee relations	-	-	-	-	-	-	-	-	-	-	-	-	-
Emp. Train & Develop	90	90	90	90	90	90	90	90	90	90	90	90	1,079
Laundry - Linen	238	231	277	272	288	277	279	274	279	284	264	275	3,237
Licenses & Permits	132	128	154	151	160	154	155	152	155	158	147	153	1,798
Menus	106	103	123	121	128	123	124	122	124	126	117	122	1,439
Miscellaneous	53	51	62	61	64	61	62	61	62	63	59	61	719
Office Supplies	106	103	123	121	128	123	124	122	124	126	117	122	1,439
Operating Equipment	132	128	154	151	160	154	155	152	155	158	147	153	1,798
Paper & Plastics	106	103	123	121	128	123	124	122	124	126	117	122	1,439
China / Glass / Silverware	370	359	431	424	448	430	434	426	434	441	411	428	5,035
Service Contracts	291	282	339	333	352	338	341	335	341	347	323	336	3,956
Uniform Cleaning	159	154	185	182	192	184	186	183	186	189	176	183	2,158
Uniform Replacement	211	205	246	242	256	246	248	243	248	252	235	244	2,877
Total Other Expenses	2,328	2,265	2,673	2,631	2,767	2,668	2,691	2,643	2,686	2,729	2,557	2,653	31,290
Total Dept. Expenses	13,133	12,312	14,189	13,851	14,480	13,964	14,245	14,098	14,021	14,363	13,624	14,128	166,408
Dept. Profit / (Loss)	6,930	7,147	9,183	9,119	9,804	9,360	9,304	8,990	9,481	9,554	8,635	9,054	106,563

The Williamsburg Hotel													
F&B Overhead													
Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	37,710	34,060	37,710	36,493	37,710	36,493	37,710	37,710	36,493	37,710	36,493	37,710	444,000
Payroll Taxes	5,028	4,542	5,028	4,866	5,028	4,866	5,028	5,028	4,866	5,028	4,866	5,028	59,204
Workers Comp	1,131	1,022	1,131	1,095	1,131	1,095	1,131	1,131	1,095	1,131	1,095	1,131	13,320
Health Insurance	1,885	1,703	1,885	1,825	1,885	1,825	1,885	1,885	1,825	1,885	1,825	1,885	22,200
Total Payroll, T&B	45,755	41,327	45,755	44,279	45,755	44,279	45,755	45,755	44,279	45,755	44,279	45,755	538,724
	0.085	0.077	0.085	0.082	0.085	0.082	0.085	0.085	0.082	0.085	0.082	0.085	
Total Dept. Expenses	45,755	41,327	45,755	44,279	45,755	44,279	45,755	45,755	44,279	45,755	44,279	45,755	538,724

Payroll													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
F&B Director													
\$ 120,000	\$ 10,192	\$ 9,205	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 120,000
Asst F&B Director													
\$ 80,000	\$ 6,795	\$ 6,137	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 80,000
Beverage Director													
\$ 60,000	\$ 5,096	\$ 4,603	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 60,000
Executive Chef													
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 2,888	\$ 2,608	\$ 2,888	\$ 2,795	\$ 2,888	\$ 2,795	\$ 2,888	\$ 2,888	\$ 2,795	\$ 2,888	\$ 2,795	\$ 2,888	\$ 34,000
Total Payroll	\$ 37,710	\$ 34,060	\$ 37,710	\$ 36,493	\$ 37,710	\$ 36,493	\$ 37,710	\$ 37,710	\$ 36,493	\$ 37,710	\$ 36,493	\$ 37,710	\$ 444,000

70%
30%

22%
20%
0%
50%
18%

30%

8%

45%

The Williamsburg Hotel
Library Bar
Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Revenue														
Food	5,825	5,650	6,786	6,669	7,050	6,772	6,837	6,703	6,823	6,944	6,463	6,731	79,252	13%
Beverage	38,126	36,979	44,415	43,650	46,148	44,325	44,753	43,875	44,663	45,450	42,300	44,055	518,738	87%
Total Revenue	43,951	42,628	51,201	50,319	53,198	51,097	51,590	50,578	51,486	52,394	48,763	50,786	597,989	
Revenue per day	1,418	1,470	1,652	1,677	1,716	1,703	1,664	1,632	1,716	1,690	1,625	1,638	1,638	
Cost of Sales														
Food	1,747	1,695	2,036	2,001	2,115	2,032	2,051	2,011	2,047	2,083	1,939	2,019	23,775	30.0%
Beverage	9,150	8,875	10,660	10,476	11,075	10,638	10,741	10,530	10,719	10,908	10,152	10,573	124,497	24.0%
Total Cost of Sales	10,898	10,570	12,695	12,477	13,190	12,670	12,792	12,541	12,766	12,991	12,091	12,592	148,272	
Gross Profit	33,053	32,059	38,505	37,842	40,007	38,427	38,798	38,037	38,720	39,403	36,672	38,193	449,717	
Payroll, T&B														
Payroll	16,252	14,680	16,252	15,728	16,252	15,728	16,252	16,252	15,728	16,252	15,728	16,252	191,360	
Payroll Taxes	2,347	2,120	2,347	2,271	2,347	2,271	2,347	2,347	2,271	2,347	2,271	2,347	27,632	
Workers Comp	488	440	488	472	488	472	488	488	472	488	472	488	5,741	
Health Insurance	813	734	813	786	813	786	813	813	786	813	786	813	9,568	
Total Payroll, T&B	19,900	17,974	19,900	19,258	19,900	19,258	19,900	19,900	19,258	19,900	19,258	19,900	234,301	39%
Other Expenses														
Cleaning Supplies	176	171	205	201	213	204	206	202	206	210	195	203	2,392	
Equipment Rental	132	128	154	151	160	153	155	152	154	157	146	152	1,794	
Decorations	149	149	149	149	149	149	149	149	149	149	149	149	1,794	
Emp. Train & Develop	149	149	149	149	149	149	149	149	149	149	149	149	1,794	
Laundry - Linen	352	341	410	403	426	409	413	405	412	419	390	406	4,784	
Licenses & Permits	220	213	256	252	266	255	258	253	257	262	244	254	2,990	
Menus	176	171	205	201	213	204	206	202	206	210	195	203	2,392	
Miscellaneous	88	85	102	101	106	102	103	101	103	105	98	102	1,196	
Office Supplies	176	171	205	201	213	204	206	202	206	210	195	203	2,392	
Operating Equipment	220	213	256	252	266	255	258	253	257	262	244	254	2,990	
Paper & Plastics	176	171	205	201	213	204	206	202	206	210	195	203	2,392	
DJ/Live Music	767	767	767	767	767	767	767	767	767	767	767	767	9,200	
China / Glass / Silverware	352	341	410	403	426	409	413	405	412	419	390	406	4,784	
Service Contracts	440	426	512	503	532	511	516	506	515	524	488	508	5,980	
Uniform Cleaning	264	256	307	302	319	307	310	303	309	314	293	305	3,588	
Uniform Replacement	308	298	358	352	372	358	361	354	360	367	341	355	4,186	
Total Other Expenses	4,142	4,050	4,650	4,588	4,790	4,642	4,677	4,606	4,670	4,733	4,479	4,621	54,647	9%
Total Dept. Expenses	24,042	22,023	24,549	23,846	24,689	23,900	24,576	24,506	23,927	24,633	23,737	24,520	288,948	
Dept. Profit / (Loss)	9,012	10,035	13,956	13,997	15,318	14,527	14,221	13,532	14,793	14,770	12,935	13,673	160,768	27%

The Williamsburg Hotel
Rooftop Bar
Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Revenue														
Food														
Bar & Lounge	48,670	49,600	51,150	52,700	51,150	50,840	50,840	50,840	51,150	52,700	52,700	57,660	620,000	
Pool	-	-	-	17,400	52,200	69,600	69,600	69,600	52,200	17,400	-	-	348,000	
Total Food	48,670	49,600	51,150	70,100	103,350	120,440	120,440	120,440	103,350	70,100	52,700	57,660	968,000	24.0%
Beverage														
Bar & Lounge	144,440	147,200	151,800	156,400	151,800	150,880	150,880	150,880	151,800	156,400	156,400	171,120	1,840,000	
Pool	-	-	-	61,300	183,900	245,200	245,200	245,200	183,900	61,300	-	-	1,226,000	
Total Beverage	144,440	147,200	151,800	217,700	335,700	396,080	396,080	396,080	335,700	217,700	156,400	171,120	3,066,000	76.0%
Total Revenue	193,110	196,800	202,950	287,800	439,050	516,520	516,520	516,520	439,050	287,800	209,100	228,780	4,034,000	
Revenue per day	6,229	7,029	6,547	9,593	14,163	17,217	16,662	16,662	14,635	9,284	6,970	7,380	11,052	
Cost of Sales														
Food	14,601	14,880	15,345	21,030	31,005	36,132	36,132	36,132	31,005	21,030	15,810	17,298	290,400	30.0%
Beverage	33,221	33,856	34,914	50,071	77,211	91,098	91,098	91,098	77,211	50,071	35,972	39,358	705,180	23.0%
Total Cost of Sales	47,822	48,736	50,259	71,101	108,216	127,230	127,230	127,230	108,216	71,101	51,782	56,656	995,580	
Gross Profit	145,288	148,064	152,691	216,699	330,834	389,290	389,290	389,290	330,834	216,699	157,318	172,124	3,038,420	75%
Payroll, T&B														
Payroll	29,369	26,527	29,369	32,696	56,089	57,699	59,622	59,622	57,699	35,552	31,841	33,786	509,871	
Payroll Taxes	4,241	3,831	4,241	4,721	8,099	8,332	8,609	8,609	8,332	5,134	4,598	4,879	73,625	
Workers Comp	881	796	881	981	1,683	1,731	1,789	1,789	1,731	1,067	955	1,014	15,296	
Health Insurance	1,468	1,326	1,468	1,635	2,804	2,885	2,981	2,981	2,885	1,778	1,592	1,689	25,494	
Total Payroll, T&B	35,960	32,480	35,960	40,033	68,675	70,646	73,001	73,001	70,646	43,530	38,986	41,367	624,286	15%
Other Expenses														
Cleaning Supplies	772	787	812	1,151	1,756	2,066	2,066	2,066	1,756	1,151	836	915	16,136	
Equipment Rental	579	590	609	863	1,317	1,550	1,550	1,550	1,317	863	627	686	12,102	
Decorations	1,159	1,181	1,218	1,727	2,634	3,099	3,099	3,099	2,634	1,727	1,255	1,373	24,204	
Emp. Train & Develop	579	590	609	863	1,317	1,550	1,550	1,550	1,317	863	627	686	12,102	
Laundry - Linen	1,545	1,574	1,624	2,302	3,512	4,132	4,132	4,132	3,512	2,302	1,673	1,830	32,272	
Licenses & Permits	1,931	1,968	2,030	2,878	4,391	5,165	5,165	5,165	4,391	2,878	2,091	2,288	40,340	
Menus	772	787	812	1,151	1,756	2,066	2,066	2,066	1,756	1,151	836	915	16,136	
Miscellaneous	386	394	406	576	878	1,033	1,033	1,033	878	576	418	458	8,068	
Office Supplies	772	787	812	1,151	1,756	2,066	2,066	2,066	1,756	1,151	836	915	16,136	
Operating Equipment	966	984	1,015	1,439	2,195	2,583	2,583	2,583	2,195	1,439	1,046	1,144	20,170	
Paper & Plastics	772	787	812	1,151	1,756	2,066	2,066	2,066	1,756	1,151	836	915	16,136	
DJ/Live Music	574	585	604	856	1,306	1,536	1,536	1,536	1,306	856	622	681	12,000	
China / Glass / Silverware	2,704	2,755	2,841	4,029	6,147	7,231	7,231	7,231	6,147	4,029	2,927	3,203	56,476	
Service Contracts	2,124	2,165	2,232	3,166	4,830	5,682	5,682	5,682	4,830	3,166	2,300	2,517	44,374	
Uniform Cleaning	1,159	1,181	1,218	1,727	2,634	3,099	3,099	3,099	2,634	1,727	1,255	1,373	24,204	
Uniform Replacement	2,124	2,165	2,232	3,166	4,830	5,682	5,682	5,682	4,830	3,166	2,300	2,517	44,374	
Total Other Expenses	18,920	19,281	19,884	28,197	43,016	50,606	50,606	50,606	43,016	28,197	20,487	22,415	395,230	10%
Total Dept. Expenses	54,880	51,761	55,844	68,230	111,691	121,252	123,607	123,607	113,662	71,727	59,473	63,782	1,019,516	
Dept. Profit / (Loss)	90,408	96,303	96,847	148,469	219,143	268,037	265,683	265,683	217,172	144,972	97,845	108,342	2,018,904	50%

The Williamsburg Hotel

Watertower

Calendar Year 2019

Revenue	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Food	5,940	5,940	10,098	13,068	17,941	21,786	25,630	25,630	19,223	17,941	10,692	13,662	187,550	17%
Beverage	30,240	30,240	51,408	66,528	86,240	104,720	123,200	123,200	92,400	86,240	54,432	69,552	918,400	83%
Total Revenue	36,180	36,180	61,506	79,596	104,181	126,506	148,830	148,830	111,623	104,181	65,124	83,214	1,105,950	
Revenue per day	1,167	1,248	1,984	2,653	3,361	4,217	4,801	4,801	3,721	3,361	2,171	2,684	6,144	
Cost of Sales														
Food	1,960	1,960	3,332	4,312	5,921	7,189	8,458	8,458	6,343	5,921	3,528	4,508	61,892	33.0%
Beverage	8,467	8,467	14,394	18,628	24,147	29,322	34,496	34,496	25,872	24,147	15,241	19,475	257,152	28.0%
Total Cost of Sales	10,427	10,427	17,727	22,940	30,068	36,511	42,954	42,954	32,215	30,068	18,769	23,983	319,044	
Gross Profit	25,753	25,753	43,779	56,656	74,113	89,995	105,876	105,876	79,407	74,113	46,355	59,231	786,907	
Payroll, T&B														
Payroll	11,306	10,212	19,079	28,379	29,325	28,379	29,325	29,325	28,379	29,325	18,464	25,085	286,584	
Payroll Taxes	1,633	1,475	2,755	4,098	4,235	4,098	4,235	4,235	4,098	4,235	2,666	3,622	41,383	
Workers Comp	339	306	572	851	880	851	880	880	851	880	554	753	8,598	
Health Insurance	565	511	954	1,419	1,466	1,419	1,466	1,466	1,419	1,466	923	1,254	14,329	
Total Payroll, T&B	13,843	12,504	23,360	34,747	35,906	34,747	35,906	35,906	34,747	35,906	22,607	30,715	350,894	32%
Other Expenses	0.039	0.036	0.067	0.099	0.102	0.099	0.102	0.102	0.099	0.102	0.064	0.088		
Cleaning Supplies	650	631	758	744	787	756	763	748	762	775	721	751	8,848	
Equipment Rental	244	237	284	279	295	284	286	281	286	291	271	282	3,318	
Decorations	461	461	461	461	461	461	461	461	461	461	461	461	5,530	
Emp. Train & Develop	92	92	92	92	92	92	92	92	92	92	92	92	1,106	
Laundry - Linen	1,138	1,104	1,326	1,303	1,377	1,323	1,336	1,310	1,333	1,357	1,263	1,315	15,483	
Licenses & Permits	406	394	473	465	492	473	477	468	476	484	451	470	5,530	
Menus	325	315	379	372	394	378	382	374	381	388	361	376	4,424	
Miscellaneous	406	394	473	465	492	473	477	468	476	484	451	470	5,530	
Office Supplies	325	315	379	372	394	378	382	374	381	388	361	376	4,424	
Operating Equipment	406	394	473	465	492	473	477	468	476	484	451	470	5,530	
Paper & Plastics	325	315	379	372	394	378	382	374	381	388	361	376	4,424	
DJ/Live Music	367	356	428	421	445	427	431	423	430	438	408	425	5,000	
China / Glass / Silverware	569	552	663	651	689	662	668	655	667	678	631	657	7,742	
Service Contracts	650	631	758	744	787	756	763	748	762	775	721	751	8,848	
Uniform Cleaning	650	631	758	744	787	756	763	748	762	775	721	751	8,848	
Uniform Replacement	813	788	947	931	984	945	954	935	952	969	902	939	11,060	
Total Other Expenses	7,830	7,611	9,030	8,884	9,361	9,013	9,094	8,927	9,077	9,228	8,626	8,961	105,641	10%
Total Dept. Expenses	21,673	20,114	32,390	43,631	45,266	43,760	45,000	44,833	43,825	45,133	31,233	39,676	456,535	
Dept. Profit / (Loss)	4,080	5,638	11,389	13,024	28,847	46,234	60,876	61,043	35,582	28,980	15,122	19,555	330,371	30%

The Williamsburg Hotel
Mini-Bar
Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food	12,200	11,833	14,213	13,968	14,767	14,184	14,321	14,040	14,292	14,544	13,536	14,098	165,996
Beverage	7,625	7,396	8,883	8,730	9,230	8,865	8,951	8,775	8,933	9,090	8,460	8,811	103,748
Other	1,593	1,545	1,856	1,824	1,928	1,852	1,870	1,833	1,866	1,899	1,767	1,841	21,672
Total Revenue	21,418	20,774	24,951	24,522	25,925	24,901	25,141	24,648	25,090	25,533	23,763	24,749	291,415
Cost of Sales													
Food	3,660	3,550	4,264	4,190	4,430	4,255	4,296	4,212	4,288	4,363	4,061	4,229	49,799
Beverage	2,059	1,997	2,398	2,357	2,492	2,394	2,417	2,369	2,412	2,454	2,284	2,379	28,012
Other	478	463	557	547	578	556	561	550	560	570	530	552	6,502
Total Cost of Sales	6,197	6,010	7,219	7,095	7,501	7,204	7,274	7,131	7,259	7,387	6,875	7,160	84,312
Gross Profit	15,222	14,764	17,732	17,427	18,424	17,697	17,867	17,517	17,831	18,146	16,888	17,589	207,103
Payroll, T&B													
Payroll	5,300	4,958	7,950	7,693	7,950	7,693	7,950	7,950	7,693	7,950	7,693	7,950	88,728
Payroll Taxes	765	716	1,148	1,111	1,148	1,111	1,148	1,148	1,111	1,148	1,111	1,148	12,812
Workers Comp	168	149	238	231	238	231	238	238	231	238	231	238	2,671
Health Insurance	245	248	397	385	397	385	397	397	385	397	385	397	4,416
Total Payroll, T&B	6,478	6,070	9,733	9,419	9,733	9,419	9,733	9,733	9,419	9,733	9,419	9,733	108,627
Other Expenses													
Equipment Lease	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Equipment	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Total Other Expenses	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Total Dept. Expenses	6,728	6,320	9,983	9,669	9,983	9,669	9,983	9,983	9,669	9,983	9,669	9,983	111,627
Dept. Profit / (Loss)	8,494	8,443	7,749	7,758	8,441	8,027	7,884	7,533	8,162	8,162	7,219	7,605	95,476

The Williamsburg Hotel

Telephone

Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Long Distance	-	-	-	-	-	-	-	-	-	-	-	-	-
Local	-	-	-	-	-	-	-	-	-	-	-	-	-
Fax	-	-	-	-	-	-	-	-	-	-	-	-	-
Internet-Meeting Rooms	-	-	-	-	-	-	-	-	-	-	-	-	-
Internet-Guest Room	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales													
Long Distance	-	-	-	-	-	-	-	-	-	-	-	-	-
Local	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Fax	-	-	-	-	-	-	-	-	-	-	-	-	-
In-Room Internet	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Total Cost of Sales	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Gross Profit	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(42,000)

The Williamsburg Hotel
Other Income
Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Cancel / Forfeited Deposits	2,704	2,623	3,150	3,096	3,273	3,144	3,174	3,112	3,168	3,224	3,000	3,125	36,792
Attrition	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	1,690	1,639	1,969	1,935	2,046	1,965	1,984	1,945	1,980	2,015	1,875	1,953	22,995
Guest Laundry	6,760	6,557	7,875	7,740	8,183	7,859	7,935	7,780	7,919	8,059	7,500	7,812	91,980
Garage Revenue	4,225	4,098	4,922	4,837	5,114	4,912	4,960	4,862	4,950	5,037	4,688	4,882	57,488
In Room Movies / Games	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	15,380	14,917	17,917	17,608	18,616	17,880	18,053	17,699	18,016	18,334	17,063	17,771	209,255
Cost of Sales													
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Guest Dry Cleaning	3,380	3,278	3,938	3,870	4,091	3,930	3,968	3,890	3,960	4,029	3,750	3,906	45,990
In Room Movies / Games	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Sales	3,380	3,278	3,938	3,870	4,091	3,930	3,968	3,890	3,960	4,029	3,750	3,906	45,990
Gross Profit	12,000	11,638	13,979	13,738	14,524	13,951	14,085	13,809	14,057	14,305	13,313	13,866	163,265
Dept. Profit / (Loss)	12,000	11,638	13,979	13,738	14,524	13,951	14,085	13,809	14,057	14,305	13,313	13,866	163,265

The Williamsburg Hotel													
Administrative & General													
Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	74,179	67,001	74,179	71,786	74,179	71,786	74,179	74,179	71,786	74,179	71,786	74,179	873,400
Payroll Taxes	5,764	5,206	5,764	5,578	5,764	5,578	5,764	5,764	5,578	5,764	5,578	5,764	67,868
Workers Comp	2,225	2,010	2,225	2,154	2,225	2,154	2,225	2,225	2,154	2,225	2,154	2,225	26,202
Health Insurance	3,709	3,350	3,709	3,589	3,709	3,589	3,709	3,709	3,589	3,709	3,589	3,709	43,670
Total Payroll, T&B	85,878	77,567	85,878	83,107	85,878	83,107	85,878	85,878	83,107	85,878	83,107	85,878	1,011,140
Other Expenses													
Bank Fees	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	22,800
Information Systems	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	39,200
Complimentary F&B	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000
Credit Card Fees	41,138	42,402	55,131	63,737	79,409	76,240	74,047	71,353	77,146	75,824	61,904	67,433	785,763
Dues & Subscriptions	633	633	633	633	633	633	633	633	633	633	633	633	7,600
Employee Relations	1,542	1,542	1,542	1,542	1,542	1,542	1,542	1,542	1,542	1,542	1,542	1,542	18,500
Employee Train & Develop	1,188	1,188	1,188	1,188	1,188	1,188	1,188	1,188	1,188	1,188	1,188	1,188	14,250
Equipment Repair	950	950	950	950	950	950	950	950	950	950	950	950	11,400
Licenses & Permits	950	950	950	950	950	950	950	950	950	950	950	950	11,400
Walked guest	475	475	475	475	475	475	475	475	475	475	475	475	5,700
Office Supplies	554	554	554	554	554	554	554	554	554	554	554	554	6,650
Payroll Fees	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	31,200
Postage	396	396	396	396	396	396	396	396	396	396	396	396	4,750
Printing & Stationery	633	633	633	633	633	633	633	633	633	633	633	633	7,600
Prof Fees - Accounting	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	32,000
Professional - Armor car	475	475	475	475	475	475	475	475	475	475	475	475	5,700
Service Contracts	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	18,750
Legal Services	1,342	1,342	1,342	1,342	1,342	1,342	1,342	1,342	1,342	1,342	1,342	1,342	16,100
Travel	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	13,800
Telephone - Cell	285	285	285	285	285	285	285	285	285	285	285	285	3,420
T&E - Meals	554	554	554	554	554	554	554	554	554	554	554	554	6,650
Recruiting Expense	1,479	1,479	1,479	1,479	1,479	1,479	1,479	1,479	1,479	1,479	1,479	1,479	17,750
Uniform Cleaning	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	16,000
Uniform Replacement	396	396	396	396	396	396	396	396	396	396	396	396	4,750
Total Other Expenses	71,219	72,482	85,212	93,818	109,489	106,321	104,127	101,434	107,227	105,905	91,985	97,514	1,146,733
Total Dept. Expenses	157,097	150,049	171,089	176,925	195,367	189,429	190,005	187,312	190,334	191,783	175,092	183,391	2,157,873

Payroll													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
GM - Salary*													
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000
Controller - Salary*													
\$ 100,000	\$ 8,493	\$ 7,671	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 100,000
Asst. Controller - Salary													
\$ 75,000	\$ 6,370	\$ 5,753	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,164	\$ 6,370	\$ 75,000
Staff Acct													
\$ 65,000	\$ 5,521	\$ 4,986	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,342	\$ 5,521	\$ 65,000
Dir of Security													
\$ 80,000	\$ 6,795	\$ 6,137	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 80,000
Security Manager													
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Security - 9													
\$ 20.00	\$ 31,798	\$ 28,721	\$ 31,798	\$ 30,773	\$ 31,798	\$ 30,773	\$ 31,798	\$ 31,798	\$ 30,773	\$ 31,798	\$ 30,773	\$ 31,798	\$ 374,400
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 2,463	\$ 2,225	\$ 2,463	\$ 2,384	\$ 2,463	\$ 2,384	\$ 2,463	\$ 2,463	\$ 2,384	\$ 2,463	\$ 2,384	\$ 2,463	\$ 29,000
Total Payroll	\$ 74,179	\$ 67,001	\$ 74,179	\$ 71,786	\$ 74,179	\$ 71,786	\$ 74,179	\$ 74,179	\$ 71,786	\$ 74,179	\$ 71,786	\$ 74,179	\$ 873,400

The Williamsburg Hotel													
Sales & Marketing													
Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	22,422	20,252	22,422	21,699	22,422	21,699	22,422	22,422	21,699	22,422	21,699	22,422	264,000
Payroll Taxes	2,943	2,659	2,943	2,848	2,943	2,848	2,943	2,943	2,848	2,943	2,848	2,943	34,656
Workers Comp	673	608	673	651	673	651	673	673	651	673	651	673	7,920
Health Insurance	1,121	1,013	1,121	1,085	1,121	1,085	1,121	1,121	1,085	1,121	1,085	1,121	13,200
Total Payroll, T&B	27,159	24,531	27,159	26,283	27,159	26,283	27,159	27,159	26,283	27,159	26,283	27,159	319,776
Other Expenses													
Collateral / Brochures	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Advertising,	3,583	3,583	3,583	3,583	3,583	3,583	3,583	3,583	3,583	3,583	3,583	3,583	43,000
Direct Mail	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	21,500
Agency Fees,	7,667	7,667	7,667	7,667	7,667	7,667	7,667	7,667	7,667	7,667	7,667	7,667	92,000
Dues & Subscriptions	950	950	950	950	950	950	950	950	950	950	950	950	11,400
E-Commerce + PPC,	2,474	2,550	3,315	3,833	4,775	4,585	4,453	4,291	4,639	4,560	3,722	4,055	47,250
Employee Train & Develop	249	256	333	385	480	461	448	431	466	458	374	408	4,750
In-House Entertainment	1,047	1,016	1,220	1,199	1,268	1,218	1,229	1,205	1,227	1,249	1,162	1,210	14,250
Complimentary F&B	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Collateral - In-Room	1,583	1,583	1,583	1,583	1,583	1,583	1,583	1,583	1,583	1,583	1,583	1,583	19,000
Office Supplies	99	103	133	154	192	184	179	173	187	183	150	163	1,900
Fam Trips	950	950	950	950	950	950	950	950	950	950	950	950	11,400
Photography	990	990	990	990	990	990	990	990	990	990	990	990	11,875
Postage	124	128	167	193	240	230	224	216	233	229	187	204	2,375
Postage - Express Mail	238	238	238	238	238	238	238	238	238	238	238	238	2,850
Printing & Stationery	419	406	488	480	507	487	492	482	491	499	465	484	5,700
Promotions	8,452	8,198	9,846	9,677	10,231	9,827	9,921	9,727	9,901	10,076	9,378	9,767	115,000
Website	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	28,800
Travel - Hotel	3,542	3,542	3,542	3,542	3,542	3,542	3,542	3,542	3,542	3,542	3,542	3,542	42,500
Trade Shows	943	914	1,098	1,079	1,141	1,096	1,106	1,085	1,104	1,124	1,046	1,089	12,825
Cell Phones	209	203	244	240	254	244	246	241	245	250	232	242	2,850
Uniforms	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Expenses	45,711	45,468	48,539	48,933	50,781	50,025	49,992	49,544	50,187	50,321	48,410	49,315	587,225
Total Dept. Expenses	72,870	69,999	75,698	75,216	77,940	76,307	77,151	76,703	76,470	77,480	74,693	76,474	907,001

Payroll													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
Dir of Sales													
\$ 120,000	\$ 10,192	\$ 9,205	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 120,000
Senior Sales Manager													
\$ 70,000	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,000
Sales Manager													
\$ 50,000	\$ 4,247	\$ 3,836	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 50,000
Sales Coordinator/Social													
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 2,038	\$ 1,841	\$ 2,038	\$ 1,973	\$ 2,038	\$ 1,973	\$ 2,038	\$ 2,038	\$ 1,973	\$ 2,038	\$ 1,973	\$ 2,038	\$ 24,000
Total Payroll	\$ 22,422	\$ 20,252	\$ 22,422	\$ 21,699	\$ 22,422	\$ 21,699	\$ 22,422	\$ 22,422	\$ 21,699	\$ 22,422	\$ 21,699	\$ 22,422	\$ 264,000

The Williamsburg Hotel Property Operations Calendar Year 2019													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	18,807	16,987	18,807	18,201	21,810	21,107	21,810	21,810	21,107	21,810	21,107	21,810	245,175
Payroll Taxes	2,716	2,453	2,716	2,628	3,149	3,048	3,149	3,149	3,048	3,149	3,048	3,149	35,403
Workers Comp	564	510	564	546	654	633	654	654	633	654	633	654	7,355
Health Insurance	940	849	940	910	1,091	1,055	1,091	1,091	1,055	1,091	1,055	1,091	12,259
Total Payroll, T&B	23,028	20,799	23,028	22,285	26,705	25,843	26,705	26,705	25,843	26,705	25,843	26,705	300,192
Other Expenses													
Building	634	615	738	726	767	737	744	730	743	756	703	732	8,625
Electrical / Mechanical	792	792	792	792	792	792	792	792	792	792	792	792	9,500
Elevators	3,167	3,167	3,167	3,167	3,167	3,167	3,167	3,167	3,167	3,167	3,167	3,167	38,000
Curtains & Drapes	317	317	317	317	317	317	317	317	317	317	317	317	3,800
Floor Covering	475	475	475	475	475	475	475	475	475	475	475	475	5,700
Furniture / Fixture Repair	475	475	475	475	475	475	475	475	475	475	475	475	5,700
Grounds / Landscaping	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	17,500
HVAC	563	563	563	563	563	563	563	563	563	563	563	563	6,750
Fire & Safety/Alarm	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
Kicthen Equipment	3,042	3,042	3,042	3,042	3,042	3,042	3,042	3,042	3,042	3,042	3,042	3,042	36,500
Licenses & Permits/Inspect	604	604	604	604	604	604	604	604	604	604	604	604	7,250
Lighting	633	633	633	633	633	633	633	633	633	633	633	633	7,600
Lock / Key	317	317	317	317	317	317	317	317	317	317	317	317	3,800
Miscellaneous	333	333	333	333	333	333	333	333	333	333	333	333	4,000
Office Supplies	238	238	238	238	238	238	238	238	238	238	238	238	2,850
Operating Supplies	792	792	792	792	792	792	792	792	792	792	792	792	9,500
Painting	617	617	617	617	617	617	617	617	617	617	617	617	7,400
Pest Control	1,385	1,385	1,385	1,385	1,385	1,385	1,385	1,385	1,385	1,385	1,385	1,385	16,625
Plumbing / Irrigation	919	891	1,070	1,052	1,112	1,068	1,078	1,057	1,076	1,095	1,019	1,062	12,500
Service/Maint Contracts	473	473	473	473	473	473	473	473	473	473	473	473	5,675
Signage	238	238	238	238	238	238	238	238	238	238	238	238	2,850
Tools	498	498	498	498	498	498	498	498	498	498	498	498	5,980
Trash Removal	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Window Cleaning	735	713	856	841	890	854	863	846	861	876	815	849	10,000
Total Other Expenses	23,453	23,384	23,830	23,784	23,934	23,825	23,850	23,798	23,845	23,892	23,703	23,808	285,105
Total Dept. Expenses	46,480	44,183	46,858	46,069	50,639	49,668	50,555	50,502	49,688	50,597	49,546	50,513	585,297

Payroll																											
	January		February		March		April		May		June		July		August		September		October		November		December		Total		
# of Days	31		28		31		30		31		30		31		31		30		31		30		31		365		
FT Hours	177		160		177		171		177		171		177		177		171		177		171		177		2,080		
Dir. Of Engineering																											
\$	80,000	\$	6,795	\$	6,137	\$	6,795	\$	6,575	\$	6,795	\$	6,575	\$	6,795	\$	6,795	\$	6,575	\$	6,795	\$	6,575	\$	6,795	\$	80,000
Engineers - 4-5																											
\$	17.00	\$	12,013	\$	10,850	\$	12,013	\$	11,625	\$	15,016	\$	14,532	\$	15,016	\$	15,016	\$	14,532	\$	15,016	\$	14,532	\$	15,016	\$	165,175
Painter																											
\$	18.00	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PTO																											
2 Weeks Vacation		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
1 Week Vacation		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Sick		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Personal Day		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Holiday		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PTO Total		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Bonus / Incentives		\$	679	\$	614	\$	679	\$	658	\$	679	\$	658	\$	679	\$	679	\$	658	\$	679	\$	658	\$	679	\$	8,000
Total Payroll		\$	18,807	\$	16,987	\$	18,807	\$	18,201	\$	21,810	\$	21,107	\$	21,810	\$	21,810	\$	21,107	\$	21,810	\$	21,107	\$	21,810	\$	245,175

The Williamsburg Hotel

Utilities

Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Gas	5,931	5,752	6,909	6,790	7,179	6,895	6,962	6,825	6,948	7,070	6,580	6,853	80,693
Electricity	31,348	30,405	36,519	35,890	37,944	36,445	36,797	36,075	36,723	37,370	34,780	36,223	426,518
Water / Sewer	4,236	4,109	4,935	4,850	5,128	4,925	4,973	4,875	4,963	5,050	4,700	4,895	57,638
Total Other Expenses	41,515	40,266	48,363	47,530	50,250	48,265	48,731	47,775	48,633	49,490	46,060	47,971	564,848
Gas POR	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75	1.75
Electricity POR	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25	9.25
Water / Sewer POR	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25
Total POR	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25	12.25

The Williamsburg Hotel
Fixed Expenses
Calendar Year 2019

	January	February	March	April	May	June	July	August	September	October	November	December	Total
R/E Taxes	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	158,333	1,900,000
Property & Liability Insurance	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	200,000
Base Management Fee	49,366	50,882	66,157	76,484	95,290	91,488	88,856	85,624	92,575	90,989	74,285	80,919	942,916
FF&E Provision	49,366	50,882	66,157	76,484	95,290	91,488	88,856	85,624	92,575	90,989	74,285	80,919	942,916
Total Dept. Expense	273,732	276,764	307,314	327,968	365,580	357,977	352,712	346,247	360,151	356,979	323,569	336,839	3,985,831

The Williamsburg Hotel Consolidated Budget

The Williamsburg Hotel													
Summary Income Statement													
CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Paid Occupied Rooms	2,821	3,164	3,813	3,960	4,154	3,990	4,092	4,217	4,140	4,185	3,840	3,844	46,220
Occupied Rooms	2,831	3,174	3,823	3,970	4,164	4,000	4,102	4,227	4,150	4,195	3,850	3,854	46,340
Available Rooms	3,658	4,116	4,557	4,410	4,557	4,410	4,557	4,557	4,410	4,557	4,410	4,557	52,756
Paid Occupancy %	77.1%	76.9%	83.7%	89.8%	91.2%	90.5%	89.8%	92.5%	93.9%	91.8%	87.1%	84.4%	87.6%
Total Occupancy %	77.4%	77.1%	83.9%	90.0%	91.4%	90.7%	90.0%	92.8%	94.1%	92.1%	87.3%	84.6%	87.8%
Paid ADR	\$ 224.40	\$ 262.20	\$ 322.15	\$ 334.05	\$ 343.99	\$ 378.95	\$ 378.98	\$ 384.01	\$ 394.09	\$ 389.15	\$ 392.62	\$ 353.87	\$ 351.64
Total ADR	\$ 223.60	\$ 261.38	\$ 321.30	\$ 333.21	\$ 343.17	\$ 378.00	\$ 378.05	\$ 383.10	\$ 393.14	\$ 388.22	\$ 391.60	\$ 352.95	\$ 350.73
RevPAR	\$ 173.05	\$ 201.56	\$ 269.55	\$ 299.97	\$ 313.57	\$ 342.86	\$ 340.31	\$ 355.36	\$ 369.97	\$ 357.38	\$ 341.87	\$ 298.50	\$ 308.08
Revenue													
Room Revenue	633,020	829,612	1,228,344	1,322,850	1,428,945	1,512,000	1,550,775	1,619,360	1,631,550	1,628,585	1,507,650	1,360,280	16,252,971
F&B Revenue	321,733	616,575	754,668	893,410	1,405,445	1,644,084	1,668,340	1,582,887	1,619,288	1,628,672	1,233,130	1,635,593	15,003,825
Other Income	5,190	4,905	5,908	6,136	6,435	18,154	18,617	19,184	18,835	19,039	17,473	17,491	157,368
Total Revenue	959,943	1,451,093	1,988,920	2,222,395	2,840,825	3,174,238	3,237,732	3,221,432	3,269,673	3,276,296	2,758,253	3,013,364	31,414,164
Department Expenses													
Room Expenses	246,503	237,207	291,327	293,208	307,125	323,838	326,922	332,191	319,680	325,804	309,070	307,370	3,620,246
F&B Expense	314,483	481,451	568,612	634,489	885,512	1,033,488	1,048,415	1,014,760	1,024,795	1,040,569	834,288	996,785	9,877,649
Telephone Expenses	4,477	4,424	4,612	4,655	4,712	4,521	4,532	4,545	4,537	4,541	4,505	4,506	54,566
Other Expenses	1,256	1,187	1,429	1,484	1,557	3,990	4,092	4,216	4,140	4,184	3,840	3,844	35,220
Total Dept Expenses	566,718	724,269	865,981	933,837	1,198,906	1,365,837	1,383,961	1,355,712	1,353,151	1,375,099	1,151,704	1,312,505	13,587,681
Total Dept Profit	393,225	726,824	1,122,939	1,288,559	1,641,919	1,808,401	1,853,771	1,865,720	1,916,522	1,901,196	1,606,550	1,700,859	17,826,483
Admin & General	136,253	139,166	167,115	172,603	198,218	190,113	194,584	194,193	192,403	195,510	180,129	189,199	2,149,487
Sales & Marketing	83,053	78,218	92,203	94,290	101,212	62,201	63,137	63,282	62,564	63,299	61,334	62,422	887,216
Property Operations	23,690	21,734	24,800	24,646	25,614	52,529	53,501	53,501	52,529	53,501	52,529	53,501	492,074
Utilities	31,141	34,914	42,053	43,670	45,804	68,000	69,734	71,859	70,550	71,315	65,450	65,518	680,008
Total Unallocated Expenses	274,137	274,033	326,172	335,208	370,849	372,843	380,957	382,835	378,046	383,625	359,441	370,640	4,208,785
Income Before Mgmt Fees	119,087	452,791	796,767	953,351	1,271,070	1,435,558	1,472,815	1,482,885	1,538,476	1,517,571	1,247,108	1,330,219	13,617,698
Management Fee	47,543	45,621	59,668	66,672	86,220	94,384	96,253	95,764	97,247	96,877	82,352	89,428	958,028
Income Before Fixed Exp	71,544	407,170	737,100	886,679	1,184,850	1,341,174	1,376,562	1,387,121	1,441,229	1,420,694	1,164,757	1,240,790	12,659,670
FF&E Provision	16,922	15,995	19,266	20,007	20,984	114,784	117,710	121,297	119,088	120,379	110,479	110,594	907,506
R/E Taxes	106,250	106,250	106,250	106,250	106,250	106,250	116,667	116,667	116,667	116,667	116,667	116,667	1,337,500
Property & Liability Insurance	13,000	13,000	13,000	13,000	13,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	170,000
Net Operating Income (Loss)	(64,628)	271,925	598,584	747,422	1,044,616	1,105,141	1,127,185	1,134,157	1,190,474	1,168,648	922,611	998,530	10,244,665

The Williamsburg Hotel

Summary Income Statement

CY 2018 Quarterly

	Q1	Q2	Q3	Q4	Total	
Paid Occupied Rooms	9,798	12,104	12,449	11,869	46,220	
Occupied Rooms	9,828	12,134	12,479	11,899	46,340	
Available Rooms	12,331	13,377	13,524	13,524	52,756	
Paid Occupancy %	79.5%	90.5%	92.1%	87.8%	87.6%	
Total Occupancy %	79.7%	90.7%	92.3%	88.0%	87.8%	
Paid ADR	\$ 274.65	\$ 352.26	\$ 385.71	\$ 378.85	\$ 351.64	
Total ADR	\$ 273.81	\$ 351.39	\$ 384.78	\$ 377.89	\$ 350.73	
RevPAR	\$ 218.23	\$ 318.74	\$ 355.05	\$ 332.48	\$ 308.08	
Revenue						
Room Revenue	2,690,976	4,263,795	4,801,685	4,496,515	16,252,971	
F&B Revenue	1,692,976	3,942,938	4,870,516	4,497,394	15,003,825	
Retail Revenue	-	-	-	-	-	
Telephone Revenue	-	-	-	-	-	
Other Income	16,004	30,725	56,636	54,004	157,368	
Total Revenue	4,399,956	8,237,458	9,728,837	9,047,913	31,414,164	
Department Expenses						
Room Expenses	775,037	924,171	978,793	942,245	3,620,246	22%
F&B Expense	1,364,546	2,553,490	3,087,970	2,871,643	9,877,649	66%
Telephone Expenses	13,513	13,888	13,613	13,552	54,566	#DIV/0!
Retail Expenses	-	-	-	-	-	0%
Other Expenses	3,872	7,031	12,447	11,869	35,220	22%
Total Dept Expenses	2,156,969	3,498,580	4,092,824	3,839,308	13,587,681	43%
Total Dept Profit	2,242,987	4,738,878	5,636,013	5,208,605	17,826,483	57%
Admin & General	442,535	560,934	581,180	564,838	2,149,487	7%
Sales & Marketing	253,474	257,703	188,984	187,055	887,216	3%
Property Operations	70,224	102,789	159,531	159,531	492,074	2%
Utilities	108,108	157,474	212,143	202,283	680,008	2%
Total Unallocated Expenses	874,342	1,078,899	1,141,838	1,113,707	4,208,785	13%
Income Before Mgmt Fees	1,368,646	3,659,979	4,494,176	4,094,898	13,617,698	43%
Management Fee	152,832	247,276	289,264	268,657	958,028	3%
Income Before Fixed Exp	1,215,814	3,412,703	4,204,912	3,826,241	12,659,670	
Fixed Expenses	357,750	359,750	395,000	395,000	1,507,500	
FF&E Provision	52,183	155,774	358,096	341,452	907,506	
Net Operating Income (Loss)	805,881	2,897,179	3,451,816	3,089,789	10,244,665	33%

The Williamsburg Hotel
Rooms
CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Transient	558,000	699,580	1,021,326	1,075,350	1,144,365	1,197,000	1,236,900	1,301,300	1,339,050	1,354,080	1,212,000	1,056,480	13,195,431
Group	75,020	130,032	207,018	247,500	284,580	315,000	313,875	318,060	292,500	274,505	295,650	303,800	3,057,540
Total Revenue	633,020	829,612	1,228,344	1,322,850	1,428,945	1,512,000	1,550,775	1,619,360	1,631,550	1,628,585	1,507,650	1,360,280	16,252,971
Payroll, T&B													
Payroll	145,559	131,473	145,559	140,864	145,559	148,215	153,155	153,155	148,215	153,155	148,215	153,155	1,766,279
Payroll Taxes	14,112	7,284	8,064	7,804	8,064	20,571	14,880	14,880	8,229	8,503	8,229	8,503	129,122
Workers Comp	4,367	3,944	4,367	4,226	4,367	4,446	4,595	4,595	4,446	4,595	4,446	4,595	52,988
Health Insurance	7,278	6,574	7,278	7,043	7,278	7,411	7,658	7,658	7,411	7,658	7,411	7,658	88,314
Total Payroll, T&B	171,316	149,274	165,268	159,937	165,268	180,643	180,288	180,288	168,301	173,911	168,301	173,911	2,036,703
Other Expenses													
Cable Television	2,200	2,200	2,967	3,081	3,231	2,000	2,000	2,000	2,000	2,000	2,000	2,000	27,679
Cleaning Supplies	3,921	3,921	3,823	3,970	4,164	6,000	6,153	6,341	6,225	6,293	5,775	5,781	62,366
Commission - Travel Agent	31,651	41,481	61,417	66,143	71,447	75,600	77,539	80,968	81,578	81,429	75,383	68,014	812,649
Decorations	1,303	1,232	1,483	1,540	1,616	2,000	2,000	2,000	2,000	2,000	2,000	2,000	21,174
Glassware Replacement	504	476	573	596	625	1,200	1,231	1,268	1,245	1,259	1,155	1,156	11,287
Guest Supplies	2,300	2,300	5,735	5,955	6,246	4,000	4,102	4,227	4,150	4,195	3,850	3,854	50,914
Guest Amenities	1,800	1,800	5,735	5,955	6,246	4,000	4,102	4,227	4,150	4,195	3,850	3,854	49,914
Laundry Services	14,155	15,870	19,115	19,850	20,820	20,000	20,510	21,135	20,750	20,975	19,250	19,270	231,700
Linen Replacement	2,614	2,614	3,823	3,970	4,164	6,000	6,153	6,341	6,225	6,293	5,775	5,781	59,752
Music	-	-	445	462	485	500	500	500	500	500	500	500	4,892
Miscellaneous	651	616	742	770	808	800	800	800	800	800	800	800	9,187
License and Fees	489	462	556	578	606	550	550	550	550	550	550	550	6,540
Office Supplies	977	924	1,112	1,155	1,212	750	750	750	750	750	750	750	10,630
Operating Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Photocopy	-	-	-	-	-	-	-	-	-	-	-	-	-
Postage	261	246	297	308	323	200	200	200	200	200	200	200	2,835
Printing & Stationery	1,629	1,539	1,854	1,925	2,020	1,250	1,250	1,250	1,250	1,250	1,250	1,250	17,717
Reservations Services	6,665	7,475	9,008	9,356	9,814	9,426	9,667	9,963	9,781	9,887	9,072	9,081	109,195
Service Contracts	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone - Admin	391	369	445	462	485	400	400	400	400	400	400	400	4,952
T&E - Meals	326	308	371	385	404	300	300	300	300	300	300	300	3,893
Uniform Cleaning	1,788	2,623	4,779	4,963	5,205	6,400	6,563	6,763	6,640	6,712	6,160	6,166	64,762
Uniform replacement	1,563	1,478	1,780	1,848	1,939	1,818	1,865	1,921	1,886	1,907	1,750	1,752	21,507
Total Other Expenses	75,187	87,933	126,060	133,271	141,858	143,195	146,634	151,903	151,380	151,894	140,769	133,460	1,583,543
Total Dept. Expenses	246,503	237,207	291,327	293,208	307,125	323,838	326,922	332,191	319,680	325,804	309,070	307,370	3,620,246
Dept. Profit / (Loss)	386,517	592,405	937,017	1,029,642	1,121,820	1,188,162	1,223,853	1,287,169	1,311,870	1,302,781	1,198,580	1,052,910	12,632,725

Payroll													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365

The Williamsburg Hotel																		
Rooms																		
CY 2018																		
	January	February	March	April	May	June	July	August	September	October	November	December	Total					
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080					
Revenue Manager*																		
\$ 70,000	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,000					
Front Office Manager*																		
\$ 70,000	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,000					
AFOM - 3																		
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000					
Executive Housekeeper*																		
\$ 90,000	\$ 7,644	\$ 6,904	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,644	\$ 7,397	\$ 7,644	\$ 7,397	\$ 7,644	\$ 90,000					
Asst. Executive Hskpr.- 2																		
\$ 100,000	\$ 8,493	\$ 7,671	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 100,000					
Hskp Supervisors - 2																		
\$ 19.00	\$ 6,713	\$ 6,063	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,713	\$ 6,496	\$ 6,713	\$ 6,496	\$ 6,713	\$ 79,040					
Overnight Desk Clerk plus supervisor																		
\$ 17.00	\$ 6,006	\$ 5,425	\$ 6,006	\$ 5,813	\$ 6,006	\$ 5,813	\$ 6,006	\$ 6,006	\$ 5,813	\$ 6,006	\$ 5,813	\$ 6,006	\$ 70,720					
Desk Clerk (4) plus 4 PBX																		
\$ 15.00	\$ 18,549	\$ 16,754	\$ 18,549	\$ 17,951	\$ 18,549	\$ 20,515	\$ 21,199	\$ 21,199	\$ 20,515	\$ 21,199	\$ 20,515	\$ 21,199	\$ 236,693					
Doormen (0)																		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Bell Attendant (7)																		
\$ 13.00	\$ 16,076	\$ 14,520	\$ 16,076	\$ 15,557	\$ 16,076	\$ 15,557	\$ 16,076	\$ 16,076	\$ 15,557	\$ 16,076	\$ 15,557	\$ 16,076	\$ 189,280					
Concierge -2																		
\$ 18.75	\$ 6,625	\$ 5,984	\$ 6,625	\$ 6,411	\$ 6,625	\$ 6,411	\$ 6,625	\$ 6,625	\$ 6,411	\$ 6,625	\$ 6,411	\$ 6,625	\$ 78,000					
Guest Room Attendant - 15																		
\$ 14.00	\$ 32,152	\$ 29,040	\$ 32,152	\$ 31,115	\$ 32,152	\$ 35,901	\$ 37,098	\$ 37,098	\$ 35,901	\$ 37,098	\$ 35,901	\$ 37,098	\$ 412,706					
Houseperson - 5																		
\$ 14.00	\$ 12,366	\$ 11,169	\$ 12,366	\$ 11,967	\$ 12,366	\$ 11,967	\$ 12,366	\$ 12,366	\$ 11,967	\$ 12,366	\$ 11,967	\$ 12,366	\$ 145,600					
Reservation Agents - 2																		
\$ 14.00	\$ 4,946	\$ 4,468	\$ 4,946	\$ 4,787	\$ 4,946	\$ 4,787	\$ 4,946	\$ 4,946	\$ 4,787	\$ 4,946	\$ 4,787	\$ 4,946	\$ 58,240					
PTO																		
3 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33,659					
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,391					
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 53,855					
Total PTO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 127,905					
Bonus / Incentive	\$ 1,359	\$ 1,227	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,359	\$ 1,315	\$ 1,359	\$ 1,315	\$ 1,359	\$ 16,000					
Total	\$ 145,559	\$ 131,473	\$ 145,559	\$ 140,864	\$ 145,559	\$ 148,215	\$ 153,155	\$ 153,155	\$ 148,215	\$ 153,155	\$ 148,215	\$ 153,155	\$ 1,894,184					

The Williamsburg Hotel													
Rooms Analysis Summary													
CY 2018													
# Of Rooms	147												
	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Paid Occupied Rooms	2,821	3,164	3,813	3,960	4,154	3,990	4,092	4,217	4,140	4,185	3,840	3,844	46,220
Occupied Rooms	2,831	3,174	3,823	3,970	4,164	4,000	4,102	4,227	4,150	4,195	3,850	3,854	46,340
Available Rooms	3,658	4,116	4,557	4,410	4,557	4,410	4,557	4,557	4,410	4,557	4,410	4,557	52,756
Occupancy	77.4%	77.1%	83.9%	90.0%	91.4%	90.7%	90.0%	92.8%	94.1%	92.1%	87.3%	84.6%	87.8%
Paid ADR	\$ 224.40	\$ 262.20	\$ 322.15	\$ 334.05	\$ 343.99	\$ 378.95	\$ 378.98	\$ 384.01	\$ 394.09	\$ 389.15	\$ 392.62	\$ 353.87	\$ 351.64
Total ADR	\$ 223.60	\$ 261.38	\$ 321.30	\$ 333.21	\$ 343.17	\$ 378.00	\$ 378.05	\$ 383.10	\$ 393.14	\$ 388.22	\$ 391.60	\$ 352.95	\$ 350.73
RevPAR	\$ 173.05	\$ 201.56	\$ 269.55	\$ 299.97	\$ 313.57	\$ 342.86	\$ 340.31	\$ 355.36	\$ 369.97	\$ 357.38	\$ 341.87	\$ 298.50	\$ 308.08
Room Nights													
Transient	2,480	2,660	3,162	3,210	3,317	3,150	3,255	3,380	3,390	3,472	3,030	2,976	37,482
Group	341	504	651	750	837	840	837	837	750	713	810	868	8,738
Comp	10	10	10	10	10	10	10	10	10	10	10	10	120
Total	2,831	3,174	3,823	3,970	4,164	4,000	4,102	4,227	4,150	4,195	3,850	3,854	46,340
ADR													
Transient	\$ 224.10	\$ 262.01	\$ 321.98	\$ 333.96	\$ 343.96	\$ 378.80	\$ 378.84	\$ 383.86	\$ 393.84	\$ 388.88	\$ 398.68	\$ 353.81	\$ 324.97
Group	\$ 220.00	\$ 258.00	\$ 318.00	\$ 330.00	\$ 340.00	\$ 375.00	\$ 375.00	\$ 380.00	\$ 390.00	\$ 385.00	\$ 365.00	\$ 350.00	\$ 325.99
Total	\$ 223.60	\$ 261.38	\$ 321.30	\$ 333.21	\$ 343.17	\$ 378.00	\$ 378.05	\$ 383.10	\$ 393.14	\$ 388.22	\$ 391.60	\$ 352.95	\$ 350.73
Revenue													
Transient	558,000	699,580	1,021,326	1,075,350	1,144,365	1,197,000	1,236,900	1,301,300	1,339,050	1,354,080	1,212,000	1,056,480	13,195,431
Group	75,020	130,032	207,018	247,500	284,580	315,000	313,875	318,060	292,500	274,505	295,650	303,800	3,057,540
Total	633,020	829,612	1,228,344	1,322,850	1,428,945	1,512,000	1,550,775	1,619,360	1,631,550	1,628,585	1,507,650	1,360,280	16,252,971

The Williamsburg Hotel Rooms Segmentation CY 2018														
Room Revenue	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate Negotiated	\$ 558,000	\$ 699,580	\$ 1,021,326	\$ 1,075,350	\$ 1,144,365	\$ 1,197,000	\$ 1,236,900	\$ 1,301,300	\$ 1,339,050	\$ 1,354,080	\$ 1,212,000	\$ 1,056,480	\$ 13,195,431	\$ -
Rack - BAR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Package/Promotion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wholesale - FIT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corp Volume Discount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Entertainment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fashion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Internet	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Consortia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
House	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	\$ 558,000	\$ 699,580	\$ 1,021,326	\$ 1,075,350	\$ 1,144,365	\$ 1,197,000	\$ 1,236,900	\$ 1,301,300	\$ 1,339,050	\$ 1,354,080	\$ 1,212,000	\$ 1,056,480	\$ 13,195,431	\$ -
Group														
Corporate	\$ 75,020	\$ 130,032	\$ 207,018	\$ 247,500	\$ 284,580	\$ 315,000	\$ 313,875	\$ 318,060	\$ 292,500	\$ 274,505	\$ 295,650	\$ 303,800	\$ 3,057,540	\$ -
Entertainment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fashion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SMERF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
City Wide Convention	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Association	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	\$ 75,020	\$ 130,032	\$ 207,018	\$ 247,500	\$ 284,580	\$ 315,000	\$ 313,875	\$ 318,060	\$ 292,500	\$ 274,505	\$ 295,650	\$ 303,800	\$ 3,057,540	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 633,020	\$ 829,612	\$ 1,228,344	\$ 1,322,850	\$ 1,428,945	\$ 1,512,000	\$ 1,550,775	\$ 1,619,360	\$ 1,631,550	\$ 1,628,585	\$ 1,507,650	\$ 1,360,280	\$ 16,252,971	\$ -
Room Nights	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government													-	
Corporate Negotiated	2,480	2,660	3,162	3,210	3,317	3,150	3,255	3,380	3,390	3,472	3,030	2,976	37,482	
Rack - BAR													-	
Package/Promotion													-	
Wholesale - FIT													-	
Corp Volume Discount													-	
Entertainment													-	
Fashion													-	
Internet													-	
Consortia													-	
House	5	5	5	5	5	5	5	5	5	5	5	5	60	
Complimentary	5	5	5	5	5	5	5	5	5	5	5	5	60	
Other Revenue														
Subtotal	2,490	2,670	3,172	3,220	3,327	3,160	3,265	3,390	3,400	3,482	3,040	2,986	37,602	
Group														
Corporate	341	504	651	750	837	840	837	837	750	713	810	868	8,738	
Entertainment													-	
Fashion													-	
SMERF													-	
City Wide Convention	-	-	-	-	-	-	-	-	-	-	-	-	-	
Association	-	-	-	-	-	-	-	-	-	-	-	-	-	
Subtotal	341	504	651	750	837	840	837	837	750	713	810	868	8,738	
													-	
Totals	2,831	3,174	3,823	3,970	4,164	4,000	4,102	4,227	4,150	4,195	3,850	3,854	46,340	
Average Rate	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Transient														
Government													\$ -	
Corporate Negotiated	\$ 225.00	\$ 263.00	\$ 323.00	\$ 335.00	\$ 345.00	\$ 380.00	\$ 380.00	\$ 385.00	\$ 395.00	\$ 390.00	\$ 400.00	\$ 355.00	\$ 352.05	
Rack - BAR													\$ -	
Package/Promotion													\$ -	
Wholesale - FIT													\$ -	
Corp Volume Discount													\$ -	
Entertainment													\$ -	
Fashion													\$ -	
Internet													\$ -	
Consortia													\$ -	
House	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal	\$ 224.10	\$ 262.01	\$ 321.98	\$ 333.96	\$ 343.96	\$ 378.80	\$ 378.84	\$ 383.86	\$ 393.84	\$ 388.88	\$ 398.68	\$ 353.81	\$ 350.92	
Group														
Corporate	\$ 220.00	\$ 258.00	\$ 318.00	\$ 330.00	\$ 340.00	\$ 375.00	\$ 375.00	\$ 380.00	\$ 390.00	\$ 385.00	\$ 365.00	\$ 350.00	\$ 349.91	
Entertainment													\$ -	
Fashion													\$ -	
SMERF													\$ -	
City Wide Convention	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Association	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal	\$ 220.00	\$ 258.00	\$ 318.00	\$ 330.00	\$ 340.00	\$ 375.00	\$ 375.00	\$ 380.00	\$ 390.00	\$ 385.00	\$ 365.00	\$ 350.00	\$ 349.91	
Complimentary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Totals	\$ 223.60	\$ 261.38	\$ 321.30	\$ 333.21	\$ 343.17	\$ 378.00	\$ 378.05	\$ 383.10	\$ 393.14	\$ 388.22	\$ 391.60	\$ 352.95	\$ 350.73	

The Williamsburg Hotel													
Food & Beverage Division													
CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food Revenue													
Banquets	-	124,215	143,325	157,658	248,430	324,786	307,692	273,504	324,786	324,786	273,504	444,444	2,947,130
Cellar Bar	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel Bar	4,423	4,959	5,973	6,203	6,506	6,875	7,050	7,265	7,133	7,210	6,617	6,624	76,840
Restaurant	179,454	169,484	209,363	269,181	289,121	286,923	286,923	270,983	270,983	302,863	286,923	286,923	3,109,125
2nd Floor	-	-	-	-	-	12,716	17,204	17,952	14,212	12,716	-	-	74,800
Rooftop	-	-	-	-	75,725	71,100	74,263	74,263	71,100	65,688	29,200	29,200	490,538
Watertower	-	7,964	13,032	17,376	14,800	21,786	25,630	25,630	19,223	17,941	8,316	16,038	187,735
Room Service	14,155	15,870	19,115	19,850	20,820	20,000	20,510	21,135	20,750	20,975	19,250	19,270	231,700
Minibar	7,078	7,935	9,558	9,925	10,410	14,400	14,767	15,217	14,940	15,102	13,860	13,874	147,066
Total Food	205,110	330,428	400,366	480,193	665,812	758,586	754,039	705,949	743,126	767,281	637,670	816,374	7,264,934
Revenue per day	6,616	11,801	12,915	16,006	21,478	25,286	24,324	22,773	24,771	24,751	21,256	26,335	19,904
Beverage Revenue													
Banquets	-	53,235	61,425	67,568	106,470	139,194	131,868	117,216	139,194	139,194	117,216	190,476	1,263,056
Cellar Bar	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel Bar	31,849	35,708	43,009	44,663	46,845	47,500	48,711	50,196	49,281	49,816	45,719	45,766	539,061
Restaurant	68,072	64,290	79,417	102,107	109,671	105,829	105,829	99,950	99,950	111,709	105,829	105,829	1,158,481
2nd Floor	-	-	-	-	-	50,864	68,816	71,808	56,848	50,864	-	-	299,200
Rooftop	-	-	-	-	208,700	197,000	205,850	205,850	197,000	181,750	78,400	78,400	1,352,950
Watertower	-	33,449	54,734	72,979	81,900	104,720	123,200	123,200	92,400	86,240	42,336	81,648	896,806
Room Service	7,078	7,935	9,558	9,925	10,410	12,000	12,306	12,681	12,450	12,585	11,550	11,562	130,039
Minibar	4,671	5,237	6,308	6,551	6,871	9,000	9,230	9,511	9,338	9,439	8,663	8,672	93,488
Total Beverage	111,669	199,853	254,450	303,792	570,866	666,107	705,810	690,411	656,461	641,596	409,712	522,353	5,733,081
Revenue per day	3,602	7,138	8,208	10,126	18,415	22,204	22,768	22,271	21,882	20,697	13,657	16,850	15,707
Other Banquet Revenue	-	80,740	93,161	102,477	161,480	211,111	200,000	177,778	211,111	211,111	177,778	288,889	1,915,634
Other Room Service Revenue	4,247	4,761	5,735	5,955	6,246	6,400	6,563	6,763	6,640	6,712	6,160	6,166	72,348
Other Minibar Revenue	708	794	956	993	1,041	1,880	1,928	1,987	1,951	1,972	1,810	1,811	17,828
Total Revenue	321,733	616,575	754,668	893,410	1,405,445	1,644,084	1,668,340	1,582,887	1,619,288	1,628,672	1,233,130	1,635,593	15,003,825
Revenue per day	10,378	22,021	24,344	29,780	45,337	54,803	53,817	51,061	53,976	52,538	41,104	52,761	41,106
Cost of Sales													
Food	67,427	94,673	115,507	140,240	189,195	211,254	211,383	199,225	206,076	214,245	178,663	218,831	2,046,720
Beverage	28,133	48,235	62,099	74,672	135,584	157,845	168,324	165,164	154,988	151,448	95,870	121,546	1,363,910
Misc Revenue	235	9,538	11,017	12,102	18,924	24,923	23,655	21,109	24,944	24,950	21,056	33,877	226,330
Total Cost of Sales	95,795	152,447	188,623	227,014	343,703	394,022	403,363	385,499	386,009	390,643	295,589	374,254	3,636,960
Gross Profit	225,938	464,128	566,045	666,395	1,061,742	1,250,062	1,264,977	1,197,389	1,233,280	1,238,028	937,541	1,261,339	11,366,865
Payroll, T&B													
Payroll													
F&B Overhead Payroll	28,129	25,407	28,129	27,222	35,263	36,493	37,710	37,710	36,493	37,710	36,493	37,710	404,467
Banquet Payroll	-	67,175	76,029	78,992	106,056	139,525	136,200	126,433	139,525	141,083	124,875	175,268	1,311,162
Cellar Payroll	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel Bar Payroll	9,893	12,127	16,252	15,728	16,252	14,343	14,822	14,822	14,343	14,822	14,343	14,822	172,569
Restaurant Payroll	110,784	100,063	115,730	111,997	115,253	122,824	126,918	126,918	122,824	126,918	122,824	126,918	1,429,969
2nd Floor Payroll	-	-	-	-	-	18,788	19,415	19,415	18,788	19,415	-	-	95,821
Rooftop Payroll	-	-	-	13,832	52,467	53,732	55,523	55,523	53,732	53,995	32,106	31,648	402,560
Watertower Payroll	-	14,361	15,899	15,386	15,899	26,533	27,417	27,417	26,533	27,417	20,951	21,649	239,463
Room Service Payroll	9,546	9,548	11,034	11,084	11,546	14,352	14,790	14,950	14,544	14,909	14,160	14,473	154,935
MiniBar Payroll	-	-	-	-	-	8,206	8,480	8,480	8,206	8,480	8,206	8,480	58,536
Total Payroll	158,352	228,679	263,074	274,241	352,737	434,797	441,274	431,667	434,989	444,748	373,958	430,967	4,269,484
Taxes & Benefits													
Payroll Taxes	19,412	29,902	34,414	36,141	47,324	59,384	60,206	58,819	59,412	60,708	50,599	58,718	575,039
Workers Comp	4,751	6,189	7,132	7,437	9,522	11,649	11,876	11,686	11,654	11,932	9,970	11,176	114,973
Health Insurance	6,810	9,426	10,856	11,407	14,893	18,419	18,752	18,418	18,428	18,852	15,597	17,650	179,507
Total Taxes & Benefits	30,973	45,516	52,402	54,986	71,739	89,452	90,834	88,922	89,495	91,491	76,166	87,544	869,519
Total Payroll, T&B	189,324	274,196	315,476	329,226	424,476	524,249	532,108	520,589	524,484	536,240	450,124	518,511	5,139,003
Other Expenses	29,363	54,809	64,513	78,248	117,333	115,218	112,945	108,672	114,303	113,686	88,576	104,021	1,101,686
Total Other Expenses	29,363	54,809	64,513	78,248	117,333	115,218	112,945	108,672	114,303	113,686	88,576	104,021	1,101,686
Total Dept. Expenses	218,688	329,004	379,989	407,475	541,809	639,466	645,052	629,261	638,786	649,926	538,700	622,532	6,240,689
Dept. Profit / (Loss)	7,250	135,124	186,056	258,921	519,932	610,595	619,925	568,128	594,493	588,102	398,842	638,808	5,126,176

Revenue Assumptions

Area:	First Full Year	# of Breakfast			# of Lunches			# of Dinners			Total Covers	Daily Covers		
		# of B'fast Days	# of Turns	Covers/Year	# of Lunch Days	# of Turns	Covers/Year	# of Dinners Days	# of Turns	Covers/Year		Breakfast	Lunch	Dinner
Restaurant	# of Seats													
Dining Room - Weekdays	100	260	0.47	12,220	260	0.73	18,859	260	0.92	23,920	54,999	47	73	92
Dining Room - Saturday	100	52	0.0	0	52	1.40	7,280	52	1.78	9,256	16,536	0	140	178
Dining Room Sunday	100	52	0.0	0	52	1.65	8,580	52	1.78	9,256	17,836	0	165	178
Outside Weekdays	30	150	0.47	2,115	110	0.80	2,640	110	0.95	3,135	7,890	14.1	24	29
Outside Saturday	30	0	0.0	0	20	1.10	660	20	1.40	840	1,500	0	33	42
Outside Sunday	30	0	0.0	0	20	1.10	660	20	1.40	840	1,500	0	33	42
				14,335			38,679			47,247				
		Average per day		39	Average per day		106	Average per day		129				
Total	130	Weekday		55	Weekday		83	Weekday		104	62,889	61	97	121
		Saturday		0	Saturday		153	Saturday		194	18,036	0	173	220
		Sunday		0	Sunday		178	Sunday		194	19,336	0	198	220

Price Point Assumptions:

Area:	First Full Year B'Fast				First Full Year Lunches					First Full Year Dinners				
	Fd Check	\$ Food Sales	\$ Bev. Sales	Total Sales	Fd Check	Avg. Bev.Chk	\$ Food Sales	\$ Bev. Sales	Total Sales	Fd Check	Avg. Bev.Chk	\$ Food Sales	\$ Bev. Sales	Total Sales
Restaurant														
Dining Room - Weekdays	\$ 23	\$ 281,060	\$ -	\$ 281,060	\$ 19	\$ -	\$ 358,327	\$ -	\$ 358,327	\$ 42.00	\$ 17.00	\$1,004,640	\$406,640	\$1,411,280
Dining Room - Saturday	\$ 23	\$ -	\$ -	\$ -	\$ 19	\$ 14	\$ 138,320	\$ 101,920	\$ 240,240	\$ 45.00	\$ 22.00	\$416,520	\$203,632	\$620,152
Dining Room Sunday	\$ -	\$ -	\$ -	\$ -	\$ 19	\$ 14	\$ 163,020	\$ 120,120	\$ 283,140	\$ 45.00	\$ 22.00	\$416,520	\$203,632	\$620,152
Outside Weekdays	\$ 23	\$ 48,645	\$ -	\$ 48,645	\$ 19	\$ -	\$ 50,160	\$ -	\$ 50,160	\$ 42.00	\$ 20.00	\$131,670	\$62,700	\$194,370
Outside Saturday		\$ -	\$ -	\$ -	\$ 19	\$ 17	\$ 12,540	\$ 11,220	\$ 23,760	\$ 45.00	\$ 22.00	\$37,800	\$18,480	\$56,280
Outside Sunday		\$ -	\$ -	\$ -	\$ 19	\$ 17	\$ 12,540	\$ 11,220	\$ 23,760	\$ 45.00	\$ 22.00	\$37,800	\$18,480	\$56,280
Total	\$ -	\$329,705	\$0	\$329,705			\$ 734,470	\$ 244,917	\$ 979,387			\$2,044,950	\$913,564	\$2,958,514
ReCap Restaurant:														
Total Food Sales Restaurant									\$3,109,125	Average Revenue Per Cover @ B'Fast			\$	23.00
Total Beverage Sales Restaurant									1,158,481	Average Revenue Per Cover @ Lunch			\$	25.32
Total Food & Beverage Sales Restaurant									\$4,267,606	Average Revenue Per Cover @ Dinner			\$	62.62

Restaurant Labor Year 1

Breakfast Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (1)	\$50,000	4,247	3,836	4,247	4,110	4,247	4,110	4,247	4,247	4,110	4,247	4,110	4,247	\$ 50,000	
Servers (2)	\$8.65	\$ 3,533	\$ 3,191	\$ 3,533	\$ 3,419	\$ 3,056	\$ 4,436	\$ 4,584	\$ 4,584	\$ 4,436	\$ 4,584	\$ 4,436	\$ 4,584	\$ 48,379	
Steward/DW (2)	\$0.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cooks (2)	\$15.00	\$ 2,650	\$ 2,393	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 57,357	
Direct Wages		\$ 6,183	\$ 5,585	\$ 8,833	\$ 8,548	\$ 8,356	\$ 9,565	\$ 9,884	\$ 9,884	\$ 9,565	\$ 9,884	\$ 9,565	\$ 9,884	\$ 105,736	
Salaried Wages		\$ 4,247	\$ 3,836	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,247	\$ 4,110	\$ 4,247	\$ 4,110	\$ 4,247	\$ 50,000	
Total		\$ 10,430	\$ 9,420	\$ 13,079	\$ 12,658	\$ 12,602	\$ 13,675	\$ 14,131	\$ 14,131	\$ 13,675	\$ 14,131	\$ 13,675	\$ 14,131	\$ 155,736	
Lunch Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (1)	\$60,000	\$ 5,096	\$ 4,603	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 60,000	
Sous Chef (1)	\$115,000	\$ 6,370	\$ 5,753	\$ 6,370	\$ 6,164	\$ 6,370	\$ 9,452	\$ 9,767	\$ 9,767	\$ 9,452	\$ 9,767	\$ 9,452	\$ 9,767	\$ 98,452	
Servers/Server Assts															
Servers (2) Dining Room		\$ 2,526	\$ 2,282	\$ 2,526	\$ 2,445	\$ 2,526	\$ 2,958	\$ 3,056	\$ 3,056	\$ 2,958	\$ 3,056	\$ 2,958	\$ 3,056	\$ 33,403	
Servers Assistants (2) Dining Room	\$8.65	\$ 2,526	\$ 2,282	\$ 2,526	\$ 2,445	\$ 2,526	\$ 2,958	\$ 3,056	\$ 3,056	\$ 2,958	\$ 3,056	\$ 2,958	\$ 3,056	\$ 33,403	
Bartenders (1) Dining Room	\$8.65	\$ 1,767	\$ 1,596	\$ 1,767	\$ 1,710	\$ 1,767	\$ 1,479	\$ 1,528	\$ 1,528	\$ 1,479	\$ 1,528	\$ 1,479	\$ 1,528	\$ 19,154	
Hostess (1)	\$14.00	\$ 2,473	\$ 2,234	\$ 2,473	\$ 2,393	\$ 2,473	\$ 2,393	\$ 2,473	\$ 2,473	\$ 2,393	\$ 2,473	\$ 2,393	\$ 2,473	\$ 29,120	
Kitchen Staff															
Steward/DW (2-3)	\$13.00	\$ 2,297	\$ 2,074	\$ 4,593	\$ 4,445	\$ 4,593	\$ 6,667	\$ 6,890	\$ 6,890	\$ 6,667	\$ 6,890	\$ 6,667	\$ 6,890	\$ 65,563	
Prep Kitchen (2)	\$15.00	\$ 2,650	\$ 2,393	\$ 2,650	\$ 2,564	\$ 2,650	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 49,493	
Cooks (2)	\$15.00	\$ 5,300	\$ 4,787	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,300	\$ 5,129	\$ 5,300	\$ 5,129	\$ 5,300	\$ 62,400	
Bonus / Incentives		\$ 255	\$ 230	\$ 255	\$ 247	\$ 255	\$ 247	\$ 255	\$ 255	\$ 247	\$ 255	\$ 247	\$ 255	\$ 3,000	
Direct Wages		\$ 19,793	\$ 17,878	\$ 22,090	\$ 21,377	\$ 22,090	\$ 26,959	\$ 27,858	\$ 27,858	\$ 26,959	\$ 27,858	\$ 26,959	\$ 27,858	\$ 295,534	
Salaried Wages		\$ 11,466	\$ 10,356	\$ 11,466	\$ 11,096	\$ 11,466	\$ 14,384	\$ 14,863	\$ 14,863	\$ 14,384	\$ 14,863	\$ 14,384	\$ 14,863	\$ 158,452	
		\$ -													
Total		\$ 31,259	\$ 28,234	\$ 33,555	\$ 32,473	\$ 33,555	\$ 41,342	\$ 42,721	\$ 42,721	\$ 41,342	\$ 42,721	\$ 41,342	\$ 42,721	\$ 453,986	
Dinner Payroll															
		January	February	March	April	May	June	July	August	September	October	November	December	Total	
# of Days		31	28	31	30	31	30	31	31	30	31	30	31	365	
FT Hours		177	160	177	171	177	171	177	177	171	177	171	177	2,080	
Restaurant Manager (2)	\$65,000	\$ 11,041	\$ 9,973	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 130,000	
Sous Chef (2)	\$65,000	\$ 11,041	\$ 9,973	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 11,041	\$ 10,685	\$ 11,041	\$ 10,685	\$ 11,041	\$ 130,000	

5% Bonus

5%

5% Bonus

Servers/Server Assistant																		
Servers (5) Dining Room	\$	8,833	\$	7,978	\$	8,833	\$	8,548	\$	8,833	\$	7,394	\$	7,640	\$	7,640	\$	95,768
Servers Assistants (3-4) Dining Room	\$	7,066	\$	6,382	\$	7,066	\$	6,838	\$	7,066	\$	4,436	\$	4,584	\$	4,584	\$	66,066
		\$8.65																
Bartender/Barback																		
Bartenders (2) Dining Room	\$	3,533	\$	3,191	\$	3,533	\$	3,419	\$	3,533	\$	2,958	\$	3,056	\$	3,056	\$	38,307
		\$8.65																
Barback (1)	\$	1,943	\$	1,755	\$	1,943	\$	1,881	\$	1,943	\$	1,710	\$	1,767	\$	1,767	\$	21,660
		\$10.00																
Hostess (2)	\$	4,946	\$	4,468	\$	4,946	\$	4,787	\$	4,946	\$	4,787	\$	4,946	\$	4,946	\$	58,240
		\$14.00																
Kitchen Staff																		
Steward/DW (2-3)	\$	6,890	\$	6,223	\$	6,890	\$	6,667	\$	6,890	\$	6,667	\$	6,890	\$	6,667	\$	81,120
		\$13.00																
Prep Kitchen (3)	\$	5,300	\$	4,787	\$	5,300	\$	5,129	\$	5,300	\$	7,693	\$	7,950	\$	7,950	\$	80,693
		\$15.00																
Cooks (4-6)	\$	7,950	\$	7,180	\$	7,950	\$	7,693	\$	7,950	\$	10,258	\$	10,599	\$	10,599	\$	111,893
		\$15.00																
		\$15.00																
Bonus / Incentives	\$	552	\$	499	\$	552	\$	534	\$	552	\$	534	\$	552	\$	534	\$	6,500
																		5%
Direct Wages	\$	47,013	\$	42,463	\$	47,013	\$	45,496	\$	47,013	\$	46,437	\$	47,985	\$	47,985	\$	560,247
Salaried Wages	\$	22,082	\$	19,945	\$	22,082	\$	21,370	\$	22,082	\$	21,370	\$	22,082	\$	21,370	\$	260,000
Total	\$	69,095	\$	62,409	\$	69,095	\$	66,866	\$	69,095	\$	67,807	\$	70,067	\$	70,067	\$	820,247

	January	February	March	April	May	June	July	August	September	October	November	December	Annual
Monthly Revenue Assumption	5.77%	5.45%	6.73%	8.66%	9.30%	9.23%	9.23%	8.72%	8.72%	9.74%	9.23%	9.23%	100.00%
Total Food sales	\$ 179,454	\$ 169,484	\$ 209,363	\$ 269,181	\$ 289,121	\$ 286,923	\$ 286,923	\$ 270,983	\$ 270,983	\$ 302,863	\$ 286,923	\$ 286,923	\$ 3,109,125
Total Beverage Sales	\$ 66,866	\$ 63,151	\$ 78,010	\$ 100,299	\$ 107,728	\$ 106,909	\$ 106,909	\$ 100,970	\$ 100,970	\$ 112,849	\$ 106,909	\$ 106,909	\$ 1,158,481
Total F & B Sales	\$ 246,320	\$ 232,636	\$ 287,373	\$ 369,480	\$ 396,849	\$ 393,833	\$ 393,833	\$ 371,953	\$ 371,953	\$ 415,712	\$ 393,833	\$ 393,833	\$ 4,267,606
Breakfast Revenue	\$ 19,030	\$ 17,973	\$ 22,202	\$ 28,545	\$ 30,660	\$ 30,427	\$ 30,427	\$ 28,736	\$ 28,736	\$ 32,117	\$ 30,427	\$ 30,427	\$ 329,705
Lunch Revenue	\$ 56,529	\$ 53,388	\$ 65,950	\$ 84,793	\$ 91,074	\$ 90,382	\$ 90,382	\$ 85,361	\$ 85,361	\$ 95,403	\$ 90,382	\$ 90,382	\$ 979,387
Dinner Revenue	\$ 170,761	\$ 161,274	\$ 199,221	\$ 256,142	\$ 275,115	\$ 273,024	\$ 273,024	\$ 257,856	\$ 257,856	\$ 288,192	\$ 273,024	\$ 273,024	\$ 2,958,514
	\$ 246,320	\$ 232,636	\$ 287,373	\$ 369,480	\$ 396,849	\$ 393,833	\$ 393,833	\$ 371,953	\$ 371,953	\$ 415,712	\$ 393,833	\$ 393,833	\$ 4,267,606
Total Breakfast Payroll	\$ 10,430	\$ 9,420	\$ 13,079	\$ 12,658	\$ 12,602	\$ 13,675	\$ 14,131	\$ 14,131	\$ 13,675	\$ 14,131	\$ 13,675	\$ 14,131	\$ 155,736
% of Breakfast Payroll	54.8%	52.4%	58.9%	44.3%	41.1%	44.9%	46.4%	49.2%	47.6%	44.0%	44.9%	46.4%	47.2%
Total Lunch Payroll	\$ 31,259	\$ 28,234	\$ 33,555	\$ 32,473	\$ 33,555	\$ 41,342	\$ 42,721	\$ 42,721	\$ 41,342	\$ 42,721	\$ 41,342	\$ 42,721	\$ 453,986
% of Lunch Payroll	55.3%	52.9%	50.9%	38.3%	36.8%	45.7%	47.3%	50.0%	48.4%	44.8%	45.7%	47.3%	46.4%
Total Dinner Payroll	\$ 69,095	\$ 62,409	\$ 69,095	\$ 66,866	\$ 69,095	\$ 67,807	\$ 70,067	\$ 70,067	\$ 67,807	\$ 70,067	\$ 67,807	\$ 70,067	\$ 820,247
% of Dinner Payroll	40.5%	38.7%	34.7%	26.1%	25.1%	24.8%	25.7%	27.2%	26.3%	24.3%	24.8%	25.7%	27.7%
Direct Wages	\$ 72,989	\$ 65,926	\$ 77,936	\$ 75,421	\$ 77,459	\$ 82,961	\$ 85,726	\$ 85,726	\$ 82,961	\$ 85,726	\$ 82,961	\$ 85,726	\$ 961,517
Taxes @12%	\$ 8,759	\$ 7,911	\$ 9,352	\$ 9,051	\$ 9,295	\$ 9,955	\$ 10,287	\$ 10,287	\$ 9,955	\$ 10,287	\$ 9,955	\$ 10,287	\$ 115,382
Sub-Total Direct	\$ 81,748	\$ 73,837	\$ 87,288	\$ 84,472	\$ 86,754	\$ 92,916	\$ 96,013	\$ 96,013	\$ 92,916	\$ 96,013	\$ 92,916	\$ 96,013	\$ 1,076,899
Salaried Wages	\$ 37,795	\$ 34,137	\$ 37,795	\$ 36,575	\$ 37,795	\$ 39,863	\$ 41,192	\$ 41,192	\$ 39,863	\$ 41,192	\$ 39,863	\$ 41,192	\$ 468,452
Taxes @12%	\$ 4,535	\$ 4,096	\$ 4,535	\$ 4,389	\$ 4,535	\$ 4,784	\$ 4,943	\$ 4,943	\$ 4,784	\$ 4,943	\$ 4,784	\$ 4,943	\$ 56,214
Sub-Total Salaried	\$ 42,330	\$ 38,233	\$ 42,330	\$ 40,964	\$ 42,330	\$ 44,647	\$ 46,135	\$ 46,135	\$ 44,647	\$ 46,135	\$ 44,647	\$ 46,135	\$ 524,666
Grand Total Payroll	\$ 110,784	\$ 100,063	\$ 115,730	\$ 111,997	\$ 115,253	\$ 122,824	\$ 126,918	\$ 126,918	\$ 122,824	\$ 126,918	\$ 122,824	\$ 126,918	\$ 1,429,969
Payroll Taxes	\$ 13,294	\$ 12,008	\$ 13,888	\$ 13,440	\$ 13,830	\$ 14,739	\$ 15,230	\$ 15,230	\$ 14,739	\$ 15,230	\$ 14,739	\$ 15,230	\$ 171,596
0% PTO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4% Insurance	\$ 4,431	\$ 4,003	\$ 4,629	\$ 4,480	\$ 4,610	\$ 4,913	\$ 5,077	\$ 5,077	\$ 4,913	\$ 5,077	\$ 4,913	\$ 5,077	\$ 57,199
3% Workers Comp	\$ 3,324	\$ 3,002	\$ 3,472	\$ 3,360	\$ 3,458	\$ 3,685	\$ 3,808	\$ 3,808	\$ 3,685	\$ 3,808	\$ 3,685	\$ 3,808	\$ 42,899
G.T. plus Fringe	\$ 131,833	\$ 119,075	\$ 137,719	\$ 133,276	\$ 137,151	\$ 146,160	\$ 151,032	\$ 151,032	\$ 146,160	\$ 151,032	\$ 146,160	\$ 151,032	\$ 1,701,663
% of Grand Total Payroll	53.5%	51.2%	47.9%	36.1%	34.6%	37.1%	38.3%	40.6%	39.3%	36.3%	37.1%	38.3%	39.9%
													\$ 1,701,663

The Williamsburg Hotel															
HARVEY															
CY 2018															
	January	February	March	April	May	June	July	August	September	October	November	December	Total		
Total Food Sales	\$ 179,454	\$ 169,484	\$ 209,363	\$ 269,181	\$ 289,121	\$ 286,923	\$ 286,923	\$ 270,983	\$ 270,983	\$ 302,863	\$ 286,923	\$ 286,923	\$ 3,109,125		72.9%
Total Beverage Sales	\$ 68,072	\$ 64,290	\$ 79,417	\$ 102,107	\$ 109,671	\$ 105,829	\$ 105,829	\$ 99,950	\$ 99,950	\$ 111,709	\$ 105,829	\$ 105,829	\$ 1,158,481		27.1%
Total F & B Sales	\$ 247,525.65	\$ 233,774.23	\$ 288,779.93	\$ 371,288.48	\$ 398,791.33	\$ 392,752.35	\$ 392,752.35	\$ 370,932.78	\$ 370,932.78	\$ 414,571.93	\$ 392,752.35	\$ 392,752.35	\$ 4,267,606		100.0%
COGS															
Food Costs	\$ 59,220	\$ 55,930	\$ 69,090	\$ 88,830	\$ 95,410	\$ 94,685	\$ 94,685	\$ 89,424	\$ 89,424	\$ 99,945	\$ 94,685	\$ 94,685	\$ 1,026,011		33.0%
Beverage Costs	\$ 17,018	\$ 16,072	\$ 19,854	\$ 25,527	\$ 27,418	\$ 26,457	\$ 26,457	\$ 24,987	\$ 24,987	\$ 27,927	\$ 26,457	\$ 26,457	\$ 289,620		25.0%
Total COGS	\$ 76,238	\$ 72,002	\$ 88,944	\$ 114,357	\$ 122,827	\$ 121,142	\$ 121,142	\$ 114,412	\$ 114,412	\$ 127,872	\$ 121,142	\$ 121,142	\$ 1,315,632		30.8%
Gross Margin	\$ 171,288	\$ 161,772	\$ 199,836	\$ 256,932	\$ 275,964	\$ 271,610	\$ 271,610	\$ 256,521	\$ 256,521	\$ 286,700	\$ 271,610	\$ 271,610	\$ 2,951,975		69.2%
	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%		
Payroll															
Hourly Payroll	\$ 72,989	\$ 65,926	\$ 77,936	\$ 75,421	\$ 77,459	\$ 82,961	\$ 85,726	\$ 85,726	\$ 82,961	\$ 85,726	\$ 82,961	\$ 85,726	\$ 961,517		22.5%
Salaried Payroll	\$ 37,795	\$ 34,137	\$ 37,795	\$ 36,575	\$ 37,795	\$ 39,863	\$ 41,192	\$ 41,192	\$ 39,863	\$ 41,192	\$ 39,863	\$ 41,192	\$ 468,452		11.0%
Total Payroll	\$ 110,784	\$ 100,063	\$ 115,730	\$ 111,997	\$ 115,253	\$ 122,824	\$ 126,918	\$ 126,918	\$ 122,824	\$ 126,918	\$ 122,824	\$ 126,918	\$ 1,429,969		33.5%
Taxes	\$ 13,294	\$ 12,008	\$ 13,888	\$ 13,440	\$ 13,830	\$ 14,739	\$ 15,230	\$ 15,230	\$ 14,739	\$ 15,230	\$ 14,739	\$ 15,230	\$ 171,596		4.0%
PTO, Comp, Insurance	\$ 7,755	\$ 7,004	\$ 8,101	\$ 7,840	\$ 8,068	\$ 8,598	\$ 8,884	\$ 8,884	\$ 8,598	\$ 8,884	\$ 8,598	\$ 8,884	\$ 100,098		2.3%
Total Fringe	\$ 21,049	\$ 19,012	\$ 21,989	\$ 21,279	\$ 21,898	\$ 23,337	\$ 24,114	\$ 24,114	\$ 23,337	\$ 24,114	\$ 23,337	\$ 24,114	\$ 271,694		6.4%
Total Payroll	\$ 131,833	\$ 119,075	\$ 137,719	\$ 133,276	\$ 137,151	\$ 146,160	\$ 151,032	\$ 151,032	\$ 146,160	\$ 151,032	\$ 146,160	\$ 151,032	\$ 1,701,663		39.9%
	53.3%	50.9%	47.7%	35.9%	34.4%	37.2%	38.5%	40.7%	39.4%	36.4%	37.2%	38.5%	39.9%		
Gross Profit After Labor	\$ 39,455	\$ 42,697	\$ 62,117	\$ 123,656	\$ 138,813	\$ 125,450	\$ 120,578	\$ 105,489	\$ 110,361	\$ 135,668	\$ 125,450	\$ 120,578	\$ 1,250,311		29.3%
	15.9%	18.3%	21.5%	33.3%	34.8%	31.9%	30.7%	28.4%	29.8%	32.7%	31.9%	30.7%	29.3%		
Other Expenses															
Bar Supplies	\$ 158	\$ 150	\$ 185	\$ 238	\$ 255	\$ 251	\$ 251	\$ 237	\$ 237	\$ 265	\$ 251	\$ 251	\$ 2,731		0.1%
Cash Over Short	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		0.0%
Cleaning Supplies	\$ 792	\$ 748	\$ 924	\$ 1,188	\$ 1,276	\$ 1,257	\$ 1,257	\$ 1,187	\$ 1,187	\$ 1,327	\$ 1,257	\$ 1,257	\$ 13,656		0.3%
Complimentary items	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Service Contract	\$ 2,178	\$ 2,057	\$ 2,541	\$ 3,267	\$ 3,509	\$ 3,456	\$ 3,456	\$ 3,264	\$ 3,264	\$ 3,648	\$ 3,456	\$ 3,456	\$ 37,555		0.9%
Decorations	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Equipment Rental	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Equipment Maintenance	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Guest Entertainment	\$ 1,485	\$ 1,403	\$ 1,733	\$ 2,228	\$ 2,393	\$ 1,728	\$ 1,728	\$ 1,632	\$ 1,632	\$ 1,824	\$ 1,728	\$ 1,728	\$ 21,242		0.4%
Guest Supplies	\$ 594	\$ 561	\$ 693	\$ 891	\$ 957	\$ 943	\$ 943	\$ 890	\$ 890	\$ 995	\$ 943	\$ 943	\$ 10,242		0.2%
Laundry and Drycleaning	\$ 1,782	\$ 1,683	\$ 2,079	\$ 2,673	\$ 2,871	\$ 2,828	\$ 2,828	\$ 2,671	\$ 2,671	\$ 2,985	\$ 2,828	\$ 2,828	\$ 30,727		0.7%
Licenses and Inspections	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Menu and Wine List	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Music and Entertainment	\$ 3,960	\$ 3,740	\$ 4,620	\$ 5,941	\$ 6,381	\$ 3,770	\$ 3,770	\$ 3,561	\$ 3,561	\$ 3,980	\$ 3,770	\$ 3,770	\$ 50,826		1.0%
Other Operating expense	\$ 990	\$ 935	\$ 1,155	\$ 1,485	\$ 1,595	\$ 1,571	\$ 1,571	\$ 1,484	\$ 1,484	\$ 1,658	\$ 1,571	\$ 1,571	\$ 17,070		0.4%
Office Supplies	\$ 594	\$ 561	\$ 693	\$ 891	\$ 957	\$ 943	\$ 943	\$ 890	\$ 890	\$ 995	\$ 943	\$ 943	\$ 10,242		0.2%
Operating Supplies and Equipment	\$ 594	\$ 561	\$ 693	\$ 891	\$ 957	\$ 943	\$ 943	\$ 890	\$ 890	\$ 995	\$ 943	\$ 943	\$ 10,242		0.2%
Paper Supplies	\$ 594	\$ 561	\$ 693	\$ 891	\$ 957	\$ 943	\$ 943	\$ 890	\$ 890	\$ 995	\$ 943	\$ 943	\$ 10,242		0.2%
Postage	\$ 99	\$ 94	\$ 116	\$ 149	\$ 160	\$ 157	\$ 157	\$ 148	\$ 148	\$ 166	\$ 157	\$ 157	\$ 1,707		0.0%
Printing and Stationary	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Professional Fees	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Promotion	\$ 1,188	\$ 1,122	\$ 1,386	\$ 1,782	\$ 1,914	\$ 1,885	\$ 1,885	\$ 1,780	\$ 1,780	\$ 1,990	\$ 1,885	\$ 1,885	\$ 20,485		0.5%
Replacement china	\$ 594	\$ 561	\$ 693	\$ 891	\$ 957	\$ 943	\$ 943	\$ 890	\$ 890	\$ 995	\$ 943	\$ 943	\$ 10,242		0.2%
Replacement Glass	\$ 396	\$ 374	\$ 462	\$ 594	\$ 638	\$ 628	\$ 628	\$ 593	\$ 593	\$ 663	\$ 628	\$ 628	\$ 6,828		0.2%
Replacement Linen	\$ 79	\$ 75	\$ 92	\$ 119	\$ 128	\$ 126	\$ 126	\$ 119	\$ 119	\$ 133	\$ 126	\$ 126	\$ 1,366		0.0%
Replacement Utensils	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Replacement Uniforms	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Training	\$ 79	\$ 75	\$ 92	\$ 119	\$ 128	\$ 126	\$ 126	\$ 119	\$ 119	\$ 133	\$ 126	\$ 126	\$ 1,366		0.0%
Telephone Expense	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Travel and Related	\$ 198	\$ 187	\$ 231	\$ 297	\$ 319	\$ 314	\$ 314	\$ 297	\$ 297	\$ 332	\$ 314	\$ 314	\$ 3,414		0.1%
Uniform and Drycleaning	\$ 1,188	\$ 1,122	\$ 1,386	\$ 1,782	\$ 1,914	\$ 1,885	\$ 1,885	\$ 1,780	\$ 1,780	\$ 1,990	\$ 1,885	\$ 1,885	\$ 20,485		0.5%
Total Other Expenses	\$ 20,713	\$ 19,562	\$ 24,165	\$ 31,069	\$ 33,371	\$ 29,723	\$ 29,723	\$ 28,072	\$ 28,072	\$ 31,375	\$ 29,723	\$ 29,723	\$ 335,294		7.9%
Profit After Other Expenses	\$ 18,742	\$ 23,135	\$ 37,952	\$ 92,586	\$ 105,442	\$ 95,727	\$ 90,855	\$ 77,416	\$ 82,288	\$ 104,293	\$ 95,727	\$ 90,855	\$ 915,018		21.4%

The Williamsburg Hotel
F&B Overhead
CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	28,129	25,407	28,129	27,222	35,263	36,493	37,710	37,710	36,493	37,710	36,493	37,710	404,467
Payroll Taxes	3,311	2,991	3,311	3,204	4,292	4,866	5,028	5,028	4,866	5,028	4,866	5,028	51,822
Workers Comp	844	762	844	817	1,058	1,095	1,131	1,131	1,095	1,131	1,095	1,131	12,134
Health Insurance	1,406	1,270	1,406	1,361	1,763	1,825	1,885	1,885	1,825	1,885	1,825	1,885	20,223
Total Payroll, T&B	33,691	30,430	33,691	32,604	42,377	44,279	45,755	45,755	44,279	45,755	44,279	45,755	488,647
	0.069	0.062	0.069	0.067	0.087	0.091	0.094	0.094	0.091	0.094	0.091	0.094	
Total Dept. Expenses	33,691	30,430	33,691	32,604	42,377	44,279	45,755	45,755	44,279	45,755	44,279	45,755	488,647

Payroll																			
	January	February	March	April	May	June	July	August	September	October	November	December	Total						
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365						
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080						
F&B Director																			
\$ 120,000	\$ 10,192	\$ 9,205	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 120,000						
Asst F&B Director																			
\$ 80,000					\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 53,699						
Beverage Director																			
\$ 60,000						\$ 4,932	\$ 5,096	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 35,178						
Executive Chef																			
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000						
PTO																			
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
1 Weeks Vacation	\$ 764	\$ 690	\$ 764	\$ 740	\$ 764	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,723						
Sick	\$ 917	\$ 828	\$ 917	\$ 888	\$ 917	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,467						
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Holiday	\$ 1,223	\$ 1,105	\$ 1,223	\$ 1,183	\$ 1,223	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,957						
PTO Total	\$ 2,904	\$ 2,623	\$ 2,904	\$ 2,811	\$ 2,904	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,147						
Bonus / Incentives	\$ 2,293	\$ 2,071	\$ 2,293	\$ 2,219	\$ 2,633	\$ 2,795	\$ 2,888	\$ 2,888	\$ 2,795	\$ 2,888	\$ 2,795	\$ 2,888	\$ 31,444						
Total Payroll	\$ 28,129	\$ 25,407	\$ 28,129	\$ 27,222	\$ 35,263	\$ 36,493	\$ 37,710	\$ 37,710	\$ 36,493	\$ 37,710	\$ 36,493	\$ 37,710	\$ 404,467						

The Williamsburg Hotel												
Banquets												
CY 2018												
	4.19%	4.04%	4.66%	5.13%	8.08%	10.56%	10.00%	8.89%	10.56%	10.56%	8.89%	14.45%
	January	February	March	April	May	June	July	August	September	October	November	December
	Total											
Revenue												
Banquet Food		124,215	143,325	157,658	248,430	324,786	307,692	273,504	324,786	324,786	273,504	444,444
Banquet Beverage		53,235	61,425	67,568	106,470	139,194	131,868	117,216	139,194	139,194	117,216	190,476
Meeting Room Rentals		12,422	14,333	15,766	24,843	32,479	30,769	27,350	32,479	32,479	27,350	44,444
Service Charges		39,039	45,045	49,550	78,078	102,076	96,703	85,958	102,076	102,076	85,958	139,682
AV Rental		18,632	21,499	23,649	37,265	48,718	46,154	41,026	48,718	48,718	41,026	66,667
Misc Banquet Revenue		10,647	12,285	13,514	21,294	27,839	26,374	23,443	27,839	27,839	23,443	38,095
Total Revenue	-	258,190	297,911	327,702	516,380	675,091	639,560	568,498	675,091	675,091	568,498	923,809
Cost of Sales												
Food	-	27,327	31,532	34,685	54,655	71,453	67,692	60,171	71,453	71,453	60,171	97,778
Beverage	-	10,647	12,285	13,514	21,294	27,839	26,374	23,443	27,839	27,839	23,443	38,095
Misc Banquet	-	-	-	-	-	-	-	-	-	-	-	-
Cost of AV	-	9,316	10,749	11,824	18,632	24,359	23,077	20,513	24,359	24,359	20,513	33,333
Total Cost of Sales	-	47,290	54,566	60,022	94,581	123,651	117,143	104,127	123,651	123,651	104,127	169,206
Gross Profit	-	210,899	243,345	267,680	421,799	551,440	522,417	464,371	551,440	551,440	464,371	754,602
Payroll, T&B												
Payroll	-	67,175	76,029	78,992	106,056	139,525	136,200	126,433	139,525	141,083	124,875	175,268
Payroll Taxes	-	9,700	10,979	11,406	15,315	20,147	19,667	18,257	20,147	20,372	18,032	25,309
Workers Comp	-	1,343	1,521	1,580	2,121	2,791	2,724	2,529	2,791	2,822	2,497	3,505
Health Insurance	-	2,351	2,661	2,765	3,712	4,883	4,767	4,425	4,883	4,938	4,371	6,134
Total Payroll, T&B	-	80,569	91,190	94,743	127,204	167,347	163,358	151,643	167,347	169,215	149,775	210,216
Other Expenses	-	0.051	0.058	0.060	0.081	0.106	0.104	0.096	0.106	0.108	0.095	0.134
China / Glass / Silverware		2,184	2,520	2,772	4,368	3,800	3,600	3,200	3,800	3,800	3,200	5,200
Cleaning Supplies		1,456	1,680	1,848	2,912	2,660	2,520	2,240	2,660	2,660	2,240	3,640
Contract Cleaning		3,033	3,500	3,850	6,067	4,988	4,725	4,200	4,988	4,988	4,200	6,825
Decorations		2,245	2,590	2,849	4,489	3,199	3,280	3,380	3,319	3,355	3,079	3,082
Dues & Subscriptions		758	875	963	1,517	1,263	1,295	1,334	1,310	1,324	1,215	1,217
Employee relations		-	-	-	-	-	-	-	-	-	-	-
Equipment Rental		1,395	1,610	1,771	2,791	2,565	2,430	2,160	2,565	2,565	2,160	3,510
Equipment Repair		-	-	-	-	-	-	-	-	-	-	-
Laundry Allocation		485	560	616	971	950	900	800	950	950	800	1,300
Licenses & Permits		455	525	578	910	833	833	833	833	833	833	833
Linen Rental		-	-	-	-	-	-	-	-	-	-	-
Linen Replacement		1,092	1,260	1,386	2,184	1,995	1,890	1,680	1,995	1,995	1,680	2,730
Manager Expense		-	-	-	-	-	-	-	-	-	-	-
Miscellaneous		1,820	2,100	2,310	3,640	2,375	2,250	2,000	2,375	2,375	2,000	3,250
Operating Equipment		758	875	963	1,517	1,663	1,575	1,400	1,663	1,663	1,400	2,275
Paper & Plastics		516	595	655	1,031	1,188	1,125	1,000	1,188	1,188	1,000	1,625
Photocopy		485	560	616	971	1,140	1,080	960	1,140	1,140	960	1,560
Postage & Express Mail		-	-	-	-	-	-	-	-	-	-	-
Printing & Stationery		546	630	693	1,092	1,140	1,080	960	1,140	1,140	960	1,560
Promotions		-	-	-	-	-	-	-	-	-	-	-
Security - Contract		-	-	-	-	-	-	-	-	-	-	-
Supplies - Other		1,335	1,540	1,694	2,669	2,660	2,520	2,240	2,660	2,660	2,240	3,640
Telephone		-	-	-	-	-	-	-	-	-	-	-
Training		400	-	-	400	750	-	-	750	-	-	750
T&E - Meals		-	-	-	-	-	-	-	-	-	-	-
T&E - Transportation		-	-	-	-	-	-	-	-	-	-	-
Uniform Cleaning		1,941	2,240	2,464	3,883	3,610	3,420	3,040	3,610	3,610	3,040	4,940
Uniform Replacement		1,500	-	1,500	-	1,500	-	-	1,500	-	1,500	-
Total Other Expenses	-	22,405	23,660	27,526	41,411	38,277	34,523	31,428	38,444	36,245	32,507	47,937
Total Dept. Expenses	-	102,975	114,850	122,269	168,615	205,624	197,881	183,071	205,791	205,460	182,282	258,153
Dept. Profit / (Loss)	-	107,925	128,496	145,411	253,184	345,816	324,536	281,300	345,649	345,980	282,089	496,449

70%

30%

21%

20%

0%

50%

18%

25%

6%

51%

The Williamsburg Hotel
Library Bar
CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Revenue														
Food	4,423	4,959	5,973	6,203	6,506	6,875	7,050	7,265	7,133	7,210	6,617	6,624	76,840	12%
Beverage	31,849	35,708	43,009	44,663	46,845	47,500	48,711	50,196	49,281	49,816	45,719	45,766	539,061	88%
Total Revenue	36,272	40,667	48,982	50,866	53,351	54,375	55,762	57,461	56,414	57,026	52,336	52,390	615,902	
Revenue per day	1,170	1,402	1,580	1,696	1,721	1,813	1,799	1,854	1,880	1,840	1,745	1,690	1,687	
Cost of Sales														
Food	1,327	1,488	1,792	1,861	1,952	2,063	2,115	2,180	2,140	2,163	1,985	1,987	23,052	30.0%
Beverage	7,644	8,570	10,322	10,719	11,243	11,400	11,691	12,047	11,828	11,956	10,973	10,984	129,375	24.0%
Total Cost of Sales	8,971	10,058	12,114	12,580	13,195	13,463	13,806	14,226	13,967	14,119	12,958	12,971	152,427	
Gross Profit	27,301	30,609	36,868	38,286	40,157	40,913	41,956	43,234	42,447	42,907	39,378	39,419	463,475	
Payroll, T&B														
Payroll	9,893	12,127	16,252	15,728	16,252	14,343	14,822	14,822	14,343	14,822	14,343	14,822	172,569	
Payroll Taxes	1,429	1,751	2,347	2,271	2,347	2,071	2,140	2,140	2,071	2,140	2,071	2,140	24,919	
Workers Comp	297	364	488	472	488	430	445	445	430	445	430	445	5,177	
Health Insurance	495	606	813	786	813	717	741	741	717	741	717	741	8,628	
Total Payroll, T&B	12,113	14,848	19,900	19,258	19,900	17,562	18,148	18,148	17,562	18,148	17,562	18,148	211,294	34%
Other Expenses														
Cleaning Supplies	224	212	255	265	278	218	223	230	226	228	209	210	2,778	
Equipment Rental	168	159	191	199	209	163	167	172	169	171	157	157	2,083	
Decorations	168	159	191	199	209	161	161	161	161	161	161	161	2,056	
Emp. Train & Develop	168	159	191	199	209	161	161	161	161	161	161	161	2,056	
Laundry - Linen	505	477	574	596	626	435	446	460	451	456	419	419	5,864	
Licenses & Permits	280	265	319	331	348	272	279	287	282	285	262	262	3,472	
Menus	224	212	255	265	278	218	223	230	226	228	209	210	2,778	
Miscellaneous	112	106	128	133	139	109	112	115	113	114	105	105	1,389	
Office Supplies	224	212	255	265	278	218	223	230	226	228	209	210	2,778	
Operating Equipment	280	265	319	331	348	272	279	287	282	285	262	262	3,472	
Paper & Plastics	224	212	255	265	278	218	223	230	226	228	209	210	2,778	
DJ/Live Music	602	569	685	712	746	767	767	767	767	767	767	767	8,681	
China / Glass / Silverware	448	424	511	530	556	435	446	460	451	456	419	419	5,555	
Service Contracts	561	530	638	663	695	544	558	575	564	570	523	524	6,944	
Uniform Cleaning	336	318	383	398	417	326	335	345	338	342	314	314	4,166	
Uniform Replacement	392	371	447	464	487	381	390	402	395	399	366	367	4,861	
Total Other Expenses	4,918	4,649	5,599	5,815	6,099	4,896	4,993	5,112	5,039	5,081	4,753	4,757	61,711	10%
Total Dept. Expenses	17,031	19,497	25,499	25,072	25,998	22,458	23,140	23,259	22,601	23,229	22,315	22,905	273,005	
Dept. Profit / (Loss)	10,270	11,113	11,369	13,213	14,158	18,454	18,815	19,975	19,846	19,678	17,063	16,515	190,470	31%

The Williamsburg Hotel

AVENUE (Pop-up Seasonal Space on 2nd Floor)

CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Revenue						17%	23%	24%	19%	17%				
Food						12,716	17,204	17,952	14,212	12,716			74,800	20%
Beverage						50,864	68,816	71,808	56,848	50,864			299,200	80%
Total Revenue	-	-	-	-	-	63,580	86,020	89,760	71,060	63,580	-	-	374,000	
Revenue per day	-	-	-	-	-	2,119	2,775	2,895	2,369	2,051	-	-	2,493	
Cost of Sales														
Food	-	-	-	-	-	3,815	5,161	5,386	4,264	3,815	-	-	22,440	30.0%
Beverage	-	-	-	-	-	12,207	16,516	17,234	13,644	12,207	-	-	71,808	24.0%
Total Cost of Sales	-	-	-	-	-	16,022	21,677	22,620	17,907	16,022	-	-	94,248	
Gross Profit	-	-	-	-	-	47,558	64,343	67,140	53,153	47,558	-	-	279,752	75%
Payroll, T&B														
Payroll					-	18,788	19,415	19,415	18,788	19,415			95,821	
Payroll Taxes					-	2,713	2,803	2,803	2,713	2,803			13,837	
Workers Comp					-	564	582	582	564	582			2,875	
Health Insurance					-	939	971	971	939	971			4,791	
Total Payroll, T&B	-	-	-	-	-	23,004	23,771	23,771	23,004	23,771	-	-	117,323	31%
	-	-	-	-	-	0.196	0.203	0.203	0.196	0.203	-	-		
Other Expenses														
Cleaning Supplies						238	238	238	238	238			1,188	
Equipment Rental						178	178	178	178	178			891	
Decorations						297	297	297	297	297			1,485	
Emp. Train & Develop						178	178	178	178	178			891	
Laundry - Linen						535	535	535	535	535			2,673	
Licenses & Permits						594	594	594	594	594			2,970	
Menus						238	238	238	238	238			1,188	
Miscellaneous						119	119	119	119	119			594	
Office Supplies						238	238	238	238	238			1,188	
Operating Equipment						297	297	297	297	297			1,485	
Paper & Plastics						238	238	238	238	238			1,188	
DJ/Live Music						-	-	-	-	-			-	
China / Glass / Silverware						832	832	832	832	832			4,158	
Service Contracts						653	653	653	653	653			3,267	
Uniform Cleaning						356	356	356	356	356			1,782	
Uniform Replacement						594	594	594	594	594			2,970	
Total Other Expenses	-	-	-	-	-	5,584	5,584	5,584	5,584	5,584	-	-	27,918	7%
Total Dept. Expenses	-	-	-	-	-	28,588	29,355	29,355	28,588	29,355	-	-	145,241	
Dept. Profit / (Loss)	-	-	-	-	-	18,970	34,988	37,786	24,565	18,203	-	-	134,511	36%

The Williamsburg Hotel
Rooftop Bar
CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Revenue														
<i>Food</i>														
Bar & Lounge					41,975	32,850	33,763	33,763	32,850	31,938	29,200	29,200	265,538	
Pool					33,750	38,250	40,500	40,500	38,250	33,750			225,000	
<i>Total Food</i>		-	-	-	75,725	71,100	74,263	74,263	71,100	65,688	29,200	29,200	490,538	
<i>Beverage</i>														
Bar & Lounge					112,700	88,200	90,650	90,650	88,200	85,750	78,400	78,400		
Pool					96,000	108,800	115,200	115,200	108,800	96,000				
<i>Total Beverage</i>	-	-	-	-	208,700	197,000	205,850	205,850	197,000	181,750	78,400	78,400	1,352,950	73%
Total Revenue	-	-	-	-	284,425	268,100	280,113	280,113	268,100	247,438	107,600	107,600	1,843,488	
<i>Revenue per day</i>	-	-	-	-	9,175	8,937	9,036	9,036	8,937	7,982	3,587	3,471	5,051	
Cost of Sales														
Food	-	-	-	-	22,718	21,330	22,279	22,279	21,330	19,706	8,760	8,760	79,661	30.0%
Beverage	-	-	-	-	48,001	45,310	47,346	47,346	45,310	41,803	18,032	18,032	311,179	23.0%
Total Cost of Sales	-	-	-	-	70,719	66,640	69,624	69,624	66,640	61,509	26,792	26,792	390,840	
Gross Profit	-	-	-	-	213,707	201,460	210,488	210,488	201,460	185,929	80,808	80,808	1,452,648	79%
Payroll, T&B														
Payroll	-	-	-	13,832	52,467	53,732	55,523	55,523	53,732	53,995	32,106	31,648	402,560	
Payroll Taxes	-	-	-	1,997	7,576	7,759	8,018	8,018	7,759	7,797	4,636	4,570	58,130	
Workers Comp	-	-	-	415	1,574	1,612	1,666	1,666	1,612	1,620	963	949	12,077	
Health Insurance	-	-	-	692	2,623	2,687	2,776	2,776	2,687	2,700	1,605	1,582	20,128	
Total Payroll, T&B	-	-	-	16,935	64,241	65,790	67,983	67,983	65,790	66,112	39,311	38,750	492,895	27%
Other Expenses														
Cleaning Supplies					873	960	1,003	1,003	960	885	378	378	6,440	
Equipment Rental					655	720	752	752	720	664	283	283	4,830	
Decorations					1,310	1,440	1,505	1,505	1,440	1,328	566	566	9,660	
Emp. Train & Develop					655	720	752	752	720	664	283	283	4,830	
Laundry - Linen					1,747	1,920	2,006	2,006	1,920	1,770	755	755	12,880	
Licenses & Permits					2,184	2,400	2,508	2,508	2,400	2,213	944	944	16,101	
Menus					873	960	1,003	1,003	960	885	378	378	6,440	
Miscellaneous					437	480	502	502	480	443	189	189	3,220	
Office Supplies					873	960	1,003	1,003	960	885	378	378	6,440	
Operating Equipment					1,092	1,200	1,254	1,254	1,200	1,107	472	472	8,050	
Paper & Plastics					873	960	1,003	1,003	960	885	378	378	6,440	
DJ/Live Music					1,332	1,464	1,530	1,530	1,464	1,350	576	576	9,822	
China / Glass / Silverware					3,057	3,360	3,511	3,511	3,360	3,098	1,322	1,322	22,541	
Service Contracts					2,402	2,640	2,759	2,759	2,640	2,434	1,038	1,038	17,711	
Uniform Cleaning					1,310	1,440	1,505	1,505	1,440	1,328	566	566	9,660	
Uniform Replacement					2,402	2,640	2,759	2,759	2,640	2,434	1,038	1,038	17,711	
Total Other Expenses	-	-	-	-	22,075	24,263	25,357	25,357	24,263	22,374	9,544	9,544	162,777	9%
Total Dept. Expenses	-	-	-	16,935	86,316	90,053	93,340	93,340	90,053	88,486	48,855	48,294	655,672	
Dept. Profit / (Loss)	-	-	-	(16,935)	127,390	111,407	117,148	117,148	111,407	97,443	31,953	32,514	796,976	43%

The Williamsburg Hotel

Watertower

CY 2018

Revenue	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Food		7,964	13,032	17,376	14,800	21,786	25,630	25,630	19,223	17,941	8,316	16,038	187,735	17%
Beverage		33,449	54,734	72,979	81,900	104,720	123,200	123,200	92,400	86,240	42,336	81,648	896,806	83%
Total Revenue	-	41,413	67,766	90,355	96,700	126,506	148,830	148,830	111,623	104,181	50,652	97,686	1,084,541	
Revenue per day	-	1,428	2,186	3,012	3,119	4,217	4,801	4,801	3,721	3,361	1,688	3,151	6,025	
Cost of Sales														
Food	-	2,628	4,301	5,734	4,884	7,189	8,458	8,458	6,343	5,921	2,744	5,293	61,953	33.0%
Beverage	-	9,366	15,326	20,434	22,932	29,322	34,496	34,496	25,872	24,147	11,854	22,861	251,106	28.0%
Total Cost of Sales	-	11,994	19,626	26,168	27,816	36,511	42,954	42,954	32,215	30,068	14,598	28,154	313,058	
Gross Profit	-	29,419	48,140	64,187	68,884	89,995	105,876	105,876	79,407	74,113	36,054	69,532	771,483	
Payroll, T&B														
Payroll	-	14,361	15,899	15,386	15,899	26,533	27,417	27,417	26,533	27,417	20,951	21,649	239,463	
Payroll Taxes	-	2,074	2,296	2,222	2,296	3,831	3,959	3,959	3,831	3,959	3,025	3,126	34,578	
Workers Comp	-	431	477	462	477	796	823	823	796	823	629	649	7,184	
Health Insurance	-	718	795	769	795	1,327	1,371	1,371	1,327	1,371	1,048	1,082	11,973	
Total Payroll, T&B	-	17,583	19,467	18,839	19,467	32,487	33,570	33,570	32,487	33,570	25,652	26,508	293,198	27%
	-	0.060	0.066	0.064	0.066	0.111	0.114	0.114	0.111	0.114	0.087	0.090		
Other Expenses														
Cleaning Supplies		385	568	783	811	745	764	787	773	781	717	718	7,830	
Equipment Rental		144	213	294	304	279	286	295	290	293	269	269	2,936	
Decorations		240	355	489	507	461	461	461	461	461	461	461	4,817	
Emp. Train & Develop		48	71	98	101	92	92	92	92	92	92	92	963	
Laundry - Linen		673	995	1,370	1,419	1,303	1,337	1,377	1,352	1,367	1,254	1,256	13,703	
Licenses & Permits		240	355	489	507	465	477	492	483	488	448	448	4,894	
Menus		192	284	392	405	372	382	393	386	391	358	359	3,915	
Miscellaneous		240	355	489	507	465	477	492	483	488	448	448	4,894	
Office Supplies		192	284	392	405	372	382	393	386	391	358	359	3,915	
Operating Equipment		240	355	489	507	465	477	492	483	488	448	448	4,894	
Paper & Plastics		192	284	392	405	372	382	393	386	391	358	359	3,915	
DJ/Live Music		277	410	564	585	421	432	445	437	441	405	406	4,822	
China / Glass / Silverware		336	497	685	710	652	668	689	676	683	627	628	6,852	
Service Contracts		385	568	783	811	745	764	787	773	781	717	718	7,830	
Uniform Cleaning		385	568	783	811	745	764	787	773	781	717	718	7,830	
Uniform Replacement		481	710	979	1,014	931	955	984	966	976	896	897	9,788	
Total Other Expenses	-	4,651	6,874	9,471	9,809	8,887	9,099	9,360	9,199	9,293	8,574	8,582	93,800	9%
Total Dept. Expenses	-	22,234	26,341	28,310	29,276	41,373	42,669	42,929	41,686	42,863	34,227	35,090	386,999	
Dept. Profit / (Loss)	-	7,185	21,799	35,877	39,608	48,621	63,207	62,947	37,721	31,251	1,827	34,442	384,484	35%

The Williamsburg Hotel Room Service CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food	14,155	15,870	19,115	19,850	20,820	20,000	20,510	21,135	20,750	20,975	19,250	19,270	231,700
Beverage	7,078	7,935	9,558	9,925	10,410	12,000	12,306	12,681	12,450	12,585	11,550	11,562	130,039
Sevice Charge	4,247	4,761	5,735	5,955	6,246	6,400	6,563	6,763	6,640	6,712	6,160	6,166	72,348
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	25,479	28,566	34,407	35,730	37,476	38,400	39,379	40,579	39,840	40,272	36,960	36,998	434,087
Cost of Sales													
Food	4,530	5,078	6,117	6,352	6,662	6,400	6,563	6,763	6,640	6,712	6,160	6,166	74,144
Beverage	1,699	1,904	2,294	2,382	2,498	2,880	2,953	3,043	2,988	3,020	2,772	2,775	31,209
Total Cost of Sales	6,228	6,983	8,411	8,734	9,161	9,280	9,517	9,807	9,628	9,732	8,932	8,941	105,353
Gross Profit	19,251	21,583	25,996	26,996	28,315	29,120	29,863	30,773	30,212	30,540	28,028	28,057	328,733
Payroll, T&B													
Payroll	9,546	9,548	11,034	11,084	11,546	14,352	14,790	14,950	14,544	14,909	14,160	14,473	154,935
Payroll Taxes	1,378	1,379	1,593	1,600	1,667	2,072	2,136	2,159	2,100	2,153	2,045	2,090	22,373
Workers Comp	286	286	331	333	346	431	444	449	436	447	425	434	4,648
Health Insurance	477	477	552	554	577	718	740	748	727	745	708	724	7,747
Total Payroll, T&B	11,688	11,690	13,510	13,571	14,137	17,572	18,109	18,305	17,807	18,255	17,337	17,720	189,702
Other Expenses													
Cleaning Supplies	160	151	182	189	199	154	158	162	159	161	148	148	1,971
Equipment Rental	120	113	137	142	149	115	118	122	120	121	111	111	1,478
Contract Cleaning	-	-	-	-	-	-	-	-	-	-	-	-	-
Decorations	200	189	228	237	248	190	190	190	190	190	190	190	2,432
Employee relations	-	-	-	-	-	-	-	-	-	-	-	-	-
Emp. Train & Develop	120	113	137	142	149	114	114	114	114	114	114	114	1,459
Laundry - Linen	360	340	410	426	447	346	354	365	359	362	333	333	4,435
Licenses & Permits	200	189	228	237	248	192	197	203	199	201	185	185	2,464
Menus	160	151	182	189	199	154	158	162	159	161	148	148	1,971
Miscellaneous	80	76	91	95	99	77	79	81	80	81	74	74	986
Office Supplies	160	151	182	189	199	154	158	162	159	161	148	148	1,971
Operating Equipment	200	189	228	237	248	192	197	203	199	201	185	185	2,464
Paper & Plastics	160	151	182	189	199	154	158	162	159	161	148	148	1,971
China / Glass / Silverware	560	530	638	662	695	538	551	568	558	564	517	518	6,899
Service Contracts	440	416	501	521	546	422	433	446	438	443	407	407	5,421
Uniform Cleaning	240	227	273	284	298	230	236	243	239	242	222	222	2,957
Uniform Replacement	320	303	365	379	397	307	315	325	319	322	296	296	3,942
Total Other Expenses	3,482	3,291	3,964	4,117	4,318	3,338	3,415	3,510	3,451	3,486	3,224	3,227	42,824
Total Dept. Expenses	15,171	14,982	17,475	17,688	18,455	20,910	21,524	21,815	21,259	21,740	20,561	20,947	232,526
Dept. Profit / (Loss)	4,080	6,601	8,522	9,308	9,861	8,210	8,339	8,958	8,953	8,799	7,467	7,110	96,207

The Williamsburg Hotel

Mini-Bar

CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Food	7,078	7,935	9,558	9,925	10,410	14,400	14,767	15,217	14,940	15,102	13,860	13,874	147,066
Beverage	4,671	5,237	6,308	6,551	6,871	9,000	9,230	9,511	9,338	9,439	8,663	8,672	93,488
Other	708	794	956	993	1,041	1,880	1,928	1,987	1,951	1,972	1,810	1,811	17,828
Total Revenue	12,456	13,966	16,821	17,468	18,322	25,280	25,925	26,715	26,228	26,512	24,332	24,357	258,382
Cost of Sales													
Food	2,351	2,222	2,676	2,779	2,915	4,320	4,430	4,565	4,482	4,531	4,158	4,162	44,120
Beverage	1,773	1,676	2,019	2,096	2,199	2,430	2,492	2,568	2,521	2,548	2,339	2,341	25,242
Other	235	222	268	278	291	564	578	596	585	591	543	543	5,348
Total Cost of Sales	4,359	4,120	4,962	5,153	5,405	7,314	7,501	7,729	7,588	7,671	7,040	7,047	74,710
Gross Profit	8,098	9,846	11,859	12,315	12,917	17,966	18,424	18,986	18,640	18,842	17,292	17,310	183,672
Payroll, T&B													
Payroll	-	-	-	-	-	8,206	8,480	8,480	8,206	8,480	8,206	8,480	58,536
Payroll Taxes	-	-	-	-	-	1,185	1,224	1,224	1,185	1,224	1,185	1,224	8,453
Workers Comp		-	-	-	-	246	254	254	246	254	246	254	1,756
Health Insurance		-	-	-	-	410	424	424	410	424	410	424	2,927
Total Payroll, T&B	-	-	-	-	-	10,047	10,382	10,382	10,047	10,382	10,047	10,382	71,672
Other Expenses													
Equipment Lease	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Equipment	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Total Other Expenses	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Total Dept. Expenses	250	250	250	250	250	10,297	10,632	10,632	10,297	10,632	10,297	10,632	74,672
Dept. Profit / (Loss)	7,848	9,596	11,609	12,065	12,667	7,669	7,792	8,353	8,342	8,209	6,995	6,678	109,000

The Williamsburg Hotel													
Telephone													
CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Long Distance	-	-	-	-	-	-	-	-	-	-	-	-	-
Local	-	-	-	-	-	-	-	-	-	-	-	-	-
Fax	-	-	-	-	-	-	-	-	-	-	-	-	-
Internet-Meeting Rooms	-	-	-	-	-	-	-	-	-	-	-	-	-
Internet-Guest Room	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales													
Long Distance	-	-	-	-	-	-	-	-	-	-	-	-	-
Local	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Fax	-	-	-	-	-	-	-	-	-	-	-	-	-
In-Room Internet	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Total Cost of Sales	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Gross Profit	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(42,000)

The Williamsburg Hotel													
Other Income													
CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Cancel / Forfeited Deposits	1,674	1,582	1,906	1,979	2,076	3,191.92	3,273.31	3,373.06	3,311.62	3,347.53	3,072.22	3,075.41	31,863
Attrition	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	837	791	953	990	1,038	1,995	2,046	2,108	2,070	2,092	1,920	1,922	18,762
Guest Laundry	1,674	1,582	1,906	1,979	2,076	7,980	8,183	8,433	8,279	8,369	7,681	7,689	65,830
Garage Revenue	1,004	949	1,144	1,188	1,246	4,987	5,115	5,270	5,174	5,231	4,800	4,805	40,913
In Room Movies / Games	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	5,190	4,905	5,908	6,136	6,435	18,154	18,617	19,184	18,835	19,039	17,473	17,491	157,368
Cost of Sales													
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Guest Dry Cleaning	1,256	1,187	1,429	1,484	1,557	3,990	4,092	4,216	4,140	4,184	3,840	3,844	35,220
In Room Movies / Games	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Sales	1,256	1,187	1,429	1,484	1,557	3,990	4,092	4,216	4,140	4,184	3,840	3,844	35,220
Gross Profit	3,934	3,719	4,479	4,651	4,878	14,164	14,525	14,968	14,695	14,855	13,633	13,647	122,149
Payroll, T&B													
Payroll	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Workers Comp	-	-	-	-	-	-	-	-	-	-	-	-	-
Health Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-
401K	-	-	-	-	-	-	-	-	-	-	-	-	-
Employee meals	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Payroll, T&B	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Expenses													
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Dept. Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Dept. Profit / (Loss)	3,934	3,719	4,479	4,651	4,878	14,164	14,525	14,968	14,695	14,855	13,633	13,647	122,149

The Williamsburg Hotel Administrative & General CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	80,167	72,409	80,167	77,581	80,167	76,718	79,275	79,275	76,718	79,275	76,718	79,275	937,744
Payroll Taxes	5,887	5,317	5,887	5,697	5,887	5,578	5,764	5,764	5,578	5,764	5,578	5,764	68,465
Workers Comp	2,405	2,172	2,405	2,327	2,405	2,302	2,378	2,378	2,302	2,378	2,302	2,378	28,132
Health Insurance	4,008	3,620	4,008	3,879	4,008	3,836	3,964	3,964	3,836	3,964	3,836	3,964	46,887
Total Payroll, T&B	92,467	83,519	92,467	89,484	92,467	88,433	91,381	91,381	88,433	91,381	88,433	91,381	1,081,229
Other Expenses													
Bank Fees	1,474	1,415	1,850	2,068	2,674	1,900	1,900	1,900	1,900	1,900	1,900	1,900	22,781
Collection Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Information Systems	3,257	3,079	3,708	3,851	4,039	3,267	3,267	3,267	3,267	3,267	3,267	3,267	40,801
Consulting Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Fees	23,039	34,826	47,734	53,337	68,180	76,182	77,706	77,314	78,472	78,631	66,198	72,321	753,940
Dues & Subscriptions	458	439	574	642	830	633	633	633	633	633	633	633	7,376
Employee Relations	1,881	1,805	2,361	2,638	3,411	1,542	1,542	1,542	1,542	1,542	1,542	1,542	22,888
Employee Train & Develop	925	888	1,161	1,298	1,678	1,188	1,188	1,188	1,188	1,188	1,188	1,188	14,262
Equipment Lease	-	-	-	-	-	-	-	-	-	-	-	-	-
Equipment Repair	722	693	906	1,012	1,309	950	950	950	950	950	950	950	11,292
Guest Relations	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses & Permits	758	727	951	1,062	1,374	950	950	950	950	950	950	950	11,521
Manager Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Walked guest	376	361	472	528	682	475	475	475	475	475	475	475	5,744
Office Supplies	394	378	494	553	715	554	554	554	554	554	554	554	6,413
Over / Short	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll Fees	1,706	1,637	2,141	2,393	3,094	2,600	2,600	2,600	2,600	2,600	2,600	2,600	29,172
Photocopy	-	-	-	-	-	-	-	-	-	-	-	-	-
Postage	191	183	239	267	346	396	396	396	396	396	396	396	3,997
Postage - Express Mail	-	-	-	-	-	-	-	-	-	-	-	-	-
Printing & Stationery	444	426	557	622	805	633	633	633	633	633	633	633	7,287
Prof Fees - Accounting	1,491	2,390	3,126	3,493	4,518	2,667	2,667	2,667	2,667	2,667	2,667	2,667	33,686
Professional - Armor car	384	369	482	539	697	475	475	475	475	475	475	475	5,797
Service Contracts	1,444	1,385	1,812	2,025	2,618	1,563	1,563	1,563	1,563	1,563	1,563	1,563	20,222
Legal Services	1,005	964	1,261	1,410	1,823	1,342	1,342	1,342	1,342	1,342	1,342	1,342	15,855
Travel	214	205	268	299	387	317	317	317	317	317	317	317	3,590
Telephone - Cell	181	174	227	254	328	285	285	285	285	285	285	285	3,159
T&E - Meals	397	381	498	556	719	554	554	554	554	554	554	554	6,429
T&E - Transportation	-	-	-	-	-	-	-	-	-	-	-	-	-
Storage off site	-	-	-	-	-	-	-	-	-	-	-	-	-
Recruiting Expense	1,444	1,385	1,812	2,025	2,618	1,479	1,479	1,479	1,479	1,479	1,479	1,479	19,639
Uniform Cleaning	1,322	1,268	1,659	1,854	2,397	1,333	1,333	1,333	1,333	1,333	1,333	1,333	17,833
Uniform Replacement	281	269	352	394	509	396	396	396	396	396	396	396	4,575
Total Other Expenses	43,786	55,648	74,648	83,118	105,751	101,679	103,203	102,812	103,970	104,129	91,696	97,818	1,068,258
Total Dept. Expenses	136,253	139,166	167,115	172,603	198,218	190,113	194,584	194,193	192,403	195,510	180,129	189,199	2,149,487

Payroll	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
GM - Salary*													
\$ 150,000	\$ 12,740	\$ 11,507	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,740	\$ 12,329	\$ 12,740	\$ 12,329	\$ 12,740	\$ 150,000
Controller - Salary*													
\$ 100,000	\$ 8,493	\$ 7,671	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,493	\$ 8,219	\$ 8,493	\$ 8,219	\$ 8,493	\$ 100,000
Asst. Controller - Salary													
\$ 75,000	\$ 6,370	\$ 5,753	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,370	\$ 6,164	\$ 6,370	\$ 6,164	\$ 6,370	\$ 75,000
Staff Acct													
\$ 65,000	\$ 5,521	\$ 4,986	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,521	\$ 5,342	\$ 5,521	\$ 5,342	\$ 5,521	\$ 65,000
Dir of Security													
\$ 80,000	\$ 7,644	\$ 6,904	\$ 7,644	\$ 7,397	\$ 7,644	\$ 6,575	\$ 6,795	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 84,137
Security Manager													
\$ 60,000	\$ 5,096	\$ 4,603	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 5,096	\$ 4,932	\$ 5,096	\$ 4,932	\$ 5,096	\$ 60,000
Security - 9													
\$ 20.00	\$ 31,798	\$ 28,721	\$ 31,798	\$ 30,773	\$ 31,798	\$ 30,773	\$ 31,798	\$ 31,798	\$ 30,773	\$ 31,798	\$ 30,773	\$ 31,798	\$ 374,400
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 2,505	\$ 2,263	\$ 2,505	\$ 2,425	\$ 2,505	\$ 2,384	\$ 2,463	\$ 2,463	\$ 2,384	\$ 2,463	\$ 2,384	\$ 2,463	\$ 29,207
Total Payroll	\$ 80,167	\$ 72,409	\$ 80,167	\$ 77,581	\$ 80,167	\$ 76,718	\$ 79,275	\$ 79,275	\$ 76,718	\$ 79,275	\$ 76,718	\$ 79,275	\$ 937,744

The Williamsburg Hotel Sales & Marketing CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	26,431	23,873	26,431	25,578	26,431	17,178	17,751	17,751	17,178	17,751	17,178	17,751	251,280
Payroll Taxes	3,520	3,179	3,520	3,406	3,520	2,255	2,330	2,330	2,255	2,330	2,255	2,330	33,231
Workers Comp	793	716	793	767	793	515	533	533	515	533	515	533	7,538
Health Insurance	1,322	1,194	1,322	1,279	1,322	859	888	888	859	888	859	888	12,564
Total Payroll, T&B	32,065	28,962	32,065	31,031	32,065	20,807	21,501	21,501	20,807	21,501	20,807	21,501	304,613
Other Expenses													
Collateral / Brochures	3,095	2,925	3,523	3,659	3,838	2,167	2,167	2,167	2,167	2,167	2,167	2,167	32,206
Advertising,	5,802	5,485	6,606	6,860	7,195	3,583	3,583	3,583	3,583	3,583	3,583	3,583	57,031
Direct Mail	2,321	2,194	2,642	2,744	2,878	1,792	1,792	1,792	1,792	1,792	1,792	1,792	25,320
Agency Fees,	8,772	9,236	11,125	11,553	12,117	7,667	7,667	7,667	7,667	7,667	7,667	7,667	106,469
Dues & Subscriptions	928	877	1,057	1,098	1,151	950	950	950	950	950	950	950	11,761
E-Commerce + PPC,	7,245	6,952	9,092	10,160	13,138	4,360	4,447	4,424	4,493	4,476	3,805	4,132	76,722
Outside Sales Rep	4,642	4,387	5,284	5,488	5,756	4,067	4,067	4,067	4,067	4,067	4,067	4,067	54,023
Employee Train & Develop	483	463	606	677	876	438	447	445	452	450	382	415	6,135
In-House Entertainment	1,547	1,462	1,761	1,829	1,919	1,199	1,230	1,268	1,244	1,258	1,154	1,156	17,028
Complimentary Gifts	2,321	2,194	2,642	2,744	2,878	1,792	1,792	1,792	1,792	1,792	1,792	1,792	25,320
Collateral - In-Room	1,547	1,462	1,761	1,829	1,918	1,583	1,583	1,583	1,583	1,583	1,583	1,583	19,600
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Supplies	193	185	242	271	350	175	179	178	181	180	153	166	2,454
Fam Trips	928	877	1,057	1,098	1,151	950	950	950	950	950	950	950	11,761
Photography,©	967	914	1,101	1,144	1,200	990	990	990	990	990	990	990	12,254
Postage	241	232	303	339	438	219	224	222	226	225	191	208	3,068
Postage - Express Mail	233	220	265	275	288	238	238	238	238	238	238	238	2,943
Media - Print	-	-	-	-	-	-	-	-	-	-	-	-	-
Printing & Stationery	619	585	705	732	767	480	492	507	498	503	462	462	6,811
Promotions	3,257	3,079	3,708	3,851	4,039	2,483	2,546	2,624	2,576	2,604	2,390	2,392	35,551
Website	1,466	1,385	1,669	1,733	1,818	1,400	1,400	1,400	1,400	1,400	1,400	1,400	17,870
Travel - Hotel	3,257	3,079	3,708	3,851	4,039	3,542	3,542	3,542	3,542	3,542	3,542	3,542	42,726
Trade Shows	814	770	927	963	1,010	1,080	1,107	1,141	1,120	1,132	1,039	1,040	12,142
Cell Phones	309	292	352	366	384	240	246	254	249	252	231	231	3,406
Total Other Expenses	50,988	49,256	60,138	63,259	69,147	41,394	41,637	41,781	41,757	41,798	40,526	40,921	582,603
Total Dept. Expenses	83,053	78,218	92,203	94,290	101,212	62,201	63,137	63,282	62,564	63,299	61,334	62,422	887,216

Payroll	1	2	3	4	5	6	7	8	9	10	11	12	
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
Dir of Sales													
\$ 120,000	\$ 8,493	\$ 7,671	\$ 8,493	\$ 8,219	\$ 8,493	\$ 9,863	\$ 10,192	\$ 10,192	\$ 9,863	\$ 10,192	\$ 9,863	\$ 10,192	\$ 111,726
Senior Sales Manager													
\$ 70,000	\$ 6,115	\$ 5,523	\$ 6,115	\$ 5,918	\$ 6,115	\$ 5,753	\$ 5,945	\$ 5,945	\$ 5,753	\$ 5,945	\$ 5,753	\$ 5,945	\$ 70,827
Sr. Sales Manager													
\$ -	\$ 5,945	\$ 5,370	\$ 5,945	\$ 5,753	\$ 5,945	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28,959
Sales Coordinator/Social													
\$ -	\$ 3,822	\$ 3,452	\$ 3,822	\$ 3,699	\$ 3,822	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18,616
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 2,055	\$ 1,856	\$ 2,055	\$ 1,989	\$ 2,055	\$ 1,562	\$ 1,614	\$ 1,614	\$ 1,562	\$ 1,614	\$ 1,562	\$ 1,614	\$ 21,151
Total Payroll	\$ 26,431	\$ 23,873	\$ 26,431	\$ 25,578	\$ 26,431	\$ 17,178	\$ 17,751	\$ 17,751	\$ 17,178	\$ 17,751	\$ 17,178	\$ 17,751	\$ 251,280

The Williamsburg Hotel Property Operations CY 2018													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Payroll, T&B													
Payroll	12,801	11,562	12,801	12,388	12,801	24,184	24,990	24,990	24,184	24,990	24,184	24,990	234,866
Payroll Taxes	1,848	1,670	1,848	1,789	1,848	3,048	3,149	3,149	3,048	3,149	3,048	3,149	30,745
Workers Comp	384	347	384	372	384	726	750	750	726	750	726	750	7,046
Health Insurance	640	578	640	619	640	1,208	1,250	1,250	1,208	1,250	1,208	1,250	11,743
Total Payroll, T&B	15,673	14,157	15,673	15,168	15,673	29,167	30,139	30,139	29,167	30,139	29,167	30,139	284,400
Other Expenses													
Building	301	285	343	356	374	1,385	1,385	1,385	1,385	1,385	1,385	1,385	11,357
Cellular Phones	29	28	33	35	36	95	95	95	95	95	95	95	826
Electrical / Mechanical	191	180	217	225	236	792	792	792	792	792	792	792	6,591
Elevators	937	886	1,067	1,108	1,162	3,167	3,167	3,167	3,167	3,167	3,167	3,167	27,326
Curtains & Drapes	90	85	103	107	112	317	317	317	317	317	317	317	2,713
Equipment Repair	-	-	-	-	-	-	-	-	-	-	-	-	-
Floor Covering	130	123	148	154	162	475	475	475	475	475	475	475	4,042
Furniture / Fixture Repair	126	119	144	149	157	475	475	475	475	475	475	475	4,021
Grounds / Landscaping	226	214	258	268	281	792	792	792	792	792	792	792	6,788
HVAC	81	77	93	96	101	396	396	396	396	396	396	396	3,219
Fire & Safety/Alarm	358	339	408	424	444	1,583	1,583	1,583	1,583	1,583	1,583	1,583	13,056
Inspections	-	-	-	-	-	-	-	-	-	-	-	-	-
Kitchen Repairs	220	208	250	260	273	950	950	950	950	950	950	950	7,861
Laundry Repairs	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses & Permits/Inspect	301	285	343	356	374	1,188	1,188	1,188	1,188	1,188	1,188	1,188	9,971
Lighting	191	180	217	225	236	633	633	633	633	633	633	633	5,482
Lock / Key	73	69	83	87	91	317	317	317	317	317	317	317	2,620
Maintenance Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	204	192	232	241	252	792	792	792	792	792	792	792	6,663
Office Supplies	70	66	80	83	87	238	238	238	238	238	238	238	2,048
Operating Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Supplies	204	192	232	241	252	792	792	792	792	792	792	792	6,663
Painting	269	254	306	318	333	950	950	950	950	950	950	950	8,130
Pest Control	326	308	371	385	404	1,385	1,385	1,385	1,385	1,385	1,385	1,385	11,491
Plumbing / Irrigation	236	223	269	279	293	792	792	792	792	792	792	792	6,842
Pool Repairs	-	-	-	-	-	-	-	-	-	-	-	-	-
Pool Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Roofing	-	-	-	-	-	-	-	-	-	-	-	-	-
Service/Maint Contracts	358	339	408	424	444	1,306	1,306	1,306	1,306	1,306	1,306	1,306	11,117
Signage	65	62	74	77	81	238	238	238	238	238	238	238	2,021
Tools	204	192	232	241	252	665	665	665	665	665	665	665	5,776
Trash Removal	2,687	2,540	3,059	3,177	3,332	3,167	3,167	3,167	3,167	3,167	3,167	3,167	36,962
T&E Transportation	-	-	-	-	-	-	-	-	-	-	-	-	-
Window Cleaning	-	-	-	-	-	-	-	-	-	-	-	-	-
Uniform Cleaning	81	77	93	96	101	317	317	317	317	317	317	317	2,665
Uniform Replacement	57	54	65	67	71	158	158	158	158	158	158	158	1,422
Total Other Expenses	8,017	7,577	9,127	9,478	9,941	23,362	23,362	23,362	23,362	23,362	23,362	23,362	207,674
Total Dept. Expenses	23,690	21,734	24,800	24,646	25,614	52,529	53,501	53,501	52,529	53,501	52,529	53,501	492,074

Payroll	1	2	3	4	5	6	7	8	9	10	11	12	
	January	February	March	April	May	June	July	August	September	October	November	December	Total
# of Days	31	28	31	30	31	30	31	31	30	31	30	31	365
FT Hours	177	160	177	171	177	171	177	177	171	177	171	177	2,080
Dir. Of Engineering													
\$ 80,000	\$ 6,795	\$ 6,137	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,795	\$ 6,575	\$ 6,795	\$ 6,575	\$ 6,795	\$ 80,000
Engineers - 5													
\$ 17.00	\$ 6,006	\$ 5,425	\$ 6,006	\$ 5,813	\$ 6,006	\$ 14,532	\$ 15,016	\$ 15,016	\$ 14,532	\$ 15,016	\$ 14,532	\$ 15,016	\$ 132,915
Painter													
\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,077	\$ 3,180	\$ 3,180	\$ 3,077	\$ 3,180	\$ 3,077	\$ 3,180	\$ 21,951
PTO													
2 Weeks Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1 Week Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Personal Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PTO Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bonus / Incentives	\$ 679	\$ 614	\$ 679	\$ 658	\$ 679	\$ 658	\$ 679	\$ 679	\$ 658	\$ 679	\$ 658	\$ 679	\$ 8,000
Total Payroll	\$ 12,801	\$ 11,562	\$ 12,801	\$ 12,388	\$ 12,801	\$ 24,184	\$ 24,990	\$ 24,990	\$ 24,184	\$ 24,990	\$ 24,184	\$ 24,990	\$ 234,866

The Williamsburg Hotel

Utilities

CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Gas	5,662	6,348	7,646	7,940	8,328	20,000	20,510	21,135	20,750	20,975	19,250	19,270	177,814
Electricity	21,233	23,805	28,673	29,775	31,230	36,000	36,918	38,043	37,350	37,755	34,650	34,686	390,117
Water / Sewer	4,247	4,761	5,735	5,955	6,246	12,000	12,306	12,681	12,450	12,585	11,550	11,562	112,077
Total Other Expenses	31,141	34,914	42,053	43,670	45,804	68,000	69,734	71,859	70,550	71,315	65,450	65,518	680,008
Gas POR	2.00	2.00	2.00	2.00	2.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	3.84
Electricity POR	7.50	7.50	7.50	7.50	7.50	9.00	9.00	9.00	9.00	9.00	9.00	9.00	8.42
Water / Sewer POR	1.50	1.50	1.50	1.50	1.50	3.00	3.00	3.00	3.00	3.00	3.00	3.00	2.42
Total POR	11.00	11.00	11.00	11.00	11.00	17.00	17.00	17.00	17.00	17.00	17.00	17.00	14.67

The Williamsburg Hotel

Fixed Expenses

CY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
R/E Taxes	106,250	106,250	106,250	106,250	106,250	106,250	116,667	116,667	116,667	116,667	116,667	116,667	1,337,500
Property & Liability Insurance	13,000	13,000	13,000	13,000	13,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	170,000
Debt Service	-	-	-	-	-	-	-	-	-	-	-	-	-
Base Management Fee	47,543	45,621	59,668	66,672	86,220	94,384	96,253	95,764	97,247	96,877	82,352	89,428	958,028
FF&E Provision	16,922	15,995	19,266	20,007	20,984	114,784	117,710	121,297	119,088	120,379	110,479	110,594	907,506
Total Dept. Expense	183,715	180,866	198,183	205,928	226,454	330,417	345,630	348,728	348,001	348,923	324,497	331,689	3,373,033



THE
Williamsburg
Hotel

Income Statement
June 2018

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The Williamsburg Hotel Income Statement Summary June 2018

	June	%
Paid Occupied Rooms	3,382	
Occupied Rooms	3,442	
Available Rooms	4,107	
Paid Occupancy %	82.3%	
Total Occupancy %	83.8%	
Paid ADR	\$ 320.84	
Total ADR	\$ 315.25	
RevPAR	\$ 264.20	
Revenue		
Room Revenue	\$ 1,085,089.12	75.0%
F&B Revenue	\$ 354,564.74	24.5%
Other Income	\$ 6,938.82	0.5%
Total Revenue	\$ 1,446,592.69	100.0%
Departmental Expenses		
Room Expenses	\$ 303,440.77	28.0%
F&B Expenses	\$ 301,026.03	84.9%
Total Departmental Expenses	\$ 604,466.80	41.8%
Total Departmental Profit	\$ 842,125.89	58.2%
Undistributed Operating Expenses		
Admin & General	\$ 188,595.90	13.0%
Info & Telecomm Systems	\$ 11,940.58	0.8%
Sales & Marketing	\$ 91,054.00	6.3%
Property Operations & Maintenance	\$ 43,787.48	3.0%
Utilities	\$ 42,178.45	2.9%
Total Undistributed Expenses	\$ 377,556.42	26.1%
Gross Operating Profit	\$ 464,569.47	32.1%
Property & Liability Insurance	\$ 13,323.35	0.9%
Net Operating Profit	\$ 451,246.12	31.2%

The Williamsburg Hotel Rooms Department June 2018

	June	%
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 37,110.70	3.4%
Total Retail	<u>\$ 37,110.70</u>	3.4%
Discount		
OTA		
Booking.com	\$ 107,380.33	9.9%
Expedia	165,185.50	15.2%
Hotel Tonight	83,965.90	7.7%
Mr & Mrs Smith	6,592.50	0.6%
Secret Escapes	11,218.00	1.0%
Tablet	<u>1,949.50</u>	0.2%
Total OTA	<u>\$ 376,291.73</u>	34.7%
Consortia		
ABC Travel	\$ 5,285.00	0.5%
Altour	3,689.00	0.3%
American Express	3,185.00	0.3%
BCD Travel	2,937.00	0.3%
CCRA Travel Solutions	2,758.00	0.3%
Carlson Wagonlit	6,146.00	0.6%
Direct Travel	238.00	0.0%
Flight Centre Corp	5,390.00	0.5%
Frosch	2,190.00	0.2%
Interpublic Group	2,475.00	0.2%
Preferred Extras GBT Rate	2,632.00	0.2%
Reed & Mackay Int Travel	560.00	0.1%
Thor Travel	336.00	0.0%
Travel & Transport	1,734.60	0.2%
Travel Leaders Group	6,375.60	0.6%
Worldwide Independent Travel	<u>1,316.00</u>	0.1%
Total Consortia	<u>\$ 47,247.20</u>	4.4%
Promotion		
Advance Purchase	<u>\$ 22,097.45</u>	2.0%
Total Promotion	<u>\$ 22,097.45</u>	2.0%
Other Discount	<u>\$ 153,710.50</u>	14.2%
Total Other Discount	<u>\$ 153,710.50</u>	14.2%
Corporate Negotiated	<u>\$ 71,199.50</u>	6.6%
Total Negotiated	<u>\$ 71,199.50</u>	6.6%

The Williamsburg Hotel Rooms Department June 2018

	June	%
<i>Total Transient Rooms Revenue</i>	<u>\$ 707,657.08</u>	65.2%
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 157,900.00	14.6%
Group - Entertainment	55,562.00	5.1%
Group - Production	20,421.00	1.9%
Group - Social	129,460.00	11.9%
<i>Total Group Rooms Revenue</i>	<u>\$ 363,343.00</u>	33.5%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 2,920.00	0.3%
No Shows	10,239.04	0.9%
Late Check Out	930.00	0.1%
<i>Total Other Rooms Revenue</i>	<u>\$ 14,089.04</u>	1.3%
Total Revenue	<u><u>\$ 1,085,089.12</u></u>	100.0%

Payroll**Management****Front Office & Revenue**

Revenue Manager	\$ 9,692.30	0.9%
Front Office Manager	3,375.00	0.3%
Assistant Front Office Managers	10,126.94	0.9%
Reservation Managers	5,250.00	0.5%
Night Managers	5,076.94	0.5%

Housekeeping

Housekeeping Managers	\$ 10,903.83	1.0%

Non-Management

Desk Clerks	\$ 12,671.45	1.2%
Bell Attendants	10,776.43	1.0%
Housekeeping Supervisors	6,677.16	0.6%
Guest Room Attendants	32,715.78	3.0%
Housepersons	34,322.03	3.2%
Night Auditors	3,210.00	0.3%

Total Payroll Wage Expenses	<u>\$ 144,797.86</u>	13.3%

Payroll-Related Expenses

Contract Labor	\$ 2,112.00	0.2%

Payroll Taxes & Worker's Comp

FICA	\$ 10,376.88	1.0%
Federal Unemployment	196.67	0.0%

The Williamsburg Hotel Rooms Department June 2018

	June	%
State Unemployment	435.93	0.0%
NY Re-Employment Service Fund Tax	31.92	0.0%
MTA Tax	440.46	0.0%
Workers Compensation Insurance	1,887.87	0.2%
Employee Benefits		
Health Insurance	\$ 1,961.80	0.2%
Paid Family Leave	40.07	0.0%
Short Term Disability	126.49	0.0%
Total Payroll-Related Expenses	<u>\$ 17,610.09</u>	1.6%
Total Payroll Expenses	<u>\$ 162,407.95</u>	15.0%
Other Expenses		
Room Meal Package	\$ 461.48	0.0%
Cable Television	2,200.60	0.2%
Cleaning Supplies	4,469.74	0.4%
Commission - OTA	70,641.17	6.5%
Commission - Group	10,866.83	1.0%
Commission - Other	9,709.99	0.9%
Complimentary Food & Beverage	138.80	0.0%
Dues & Subscriptions	1,266.63	0.1%
Guest Amenities	1,307.70	0.1%
Guest Amenities Wine	982.76	0.1%
Guest Supplies	954.39	0.1%
Guest Relations	211.00	0.0%
Laundry - Linen	24,945.03	2.3%
Laundry - Uniforms	447.00	0.0%
Laundry - Other	1,885.08	0.2%
Linen Costs	4,357.09	0.4%
Operating Supplies	70.76	0.0%
Postage	129.95	0.0%
Reservations Services	5,986.82	0.6%
Total Other Expenses	<u>\$ 141,032.82</u>	13.0%
Total Departmental Expenses	<u>\$ 303,440.77</u>	28.0%
Departmental Profit	<u>\$ 781,648.35</u>	72.0%

The Williamsburg Hotel Restaurant/Hotel Bar June 2018

	June	%
Revenue		
Food Revenue		
Food	\$ 82,896.05	35.5%
N/A Beverage	16,794.18	7.2%
<i>Total Food Revenue</i>	<u>\$ 99,690.23</u>	42.7%
Beverage Revenue		
Beer	\$ 17,931.65	7.7%
Liquor	90,696.82	38.9%
Wine	\$23,802.10	10.2%
<i>Total Beverage Revenue</i>	<u>\$ 132,430.57</u>	56.8%
Other Revenue		
Delivery Fee	\$ 1,152.64	0.5%
<i>Total Other Revenue</i>	<u>\$ 1,152.64</u>	0.5%
Total Revenue	<u>\$ 233,273.44</u>	100.0%
Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 26,795.34	32.3%
Cost of N/A Beverage Sales	3,271.39	19.5%
<i>Total Cost of Food Sales</i>	<u>\$ 30,066.74</u>	30.2%
Cost of Beverage Sales		
Cost of Beer Sales	\$ 4,160.99	23.2%
Cost of Liquor Sales	15,063.32	16.6%
Cost of Wine Sales	5,244.23	22.0%
<i>Total Cost of Beverage Sales</i>	<u>\$ 24,468.55</u>	18.5%
Total Cost of Sales	<u>\$ 54,535.29</u>	23.4%
Gross Profit	<u>\$ 178,738.15</u>	76.6%

The Williamsburg Hotel Restaurant/Hotel Bar June 2018

	June	%
Payroll		
<i>Management</i>		
Beverage Director	\$ 6,461.53	2.8%
Assistant Bakers	4,887.04	2.1%
Sous Chefs	19,694.70	8.4%
Restaurant Managers	9,663.90	4.1%
<i>Non-Management</i>		
Cooks	\$ 20,984.96	9.0%
Stewards	11,209.70	4.8%
Bartenders	9,208.86	3.9%
Barbacks	4,299.86	1.8%
Bussers	5,384.40	2.3%
Hostess/Host	5,428.28	2.3%
Servers	24,454.11	10.5%
Total Payroll Wage Expenses	<u>\$ 121,677.34</u>	52.2%
Payroll-Related Expenses		
Contract Labor	\$ 10,632.77	4.6%
Payroll Taxes & Worker's Comp		
FICA	\$ 11,849.41	5.1%
Federal Unemployment	225.47	0.1%
State Unemployment	499.39	0.2%
NY Re-Employment Service Fund Tax	36.57	0.0%
MTA Tax	502.94	0.2%
Workers Compensation Insurance	1,555.08	0.7%
Employee Benefits		
Health Insurance	1,020.61	0.4%
Paid Family Leave	43.02	0.0%
Short Term Disability	135.81	0.1%
Total Payroll-Related Expenses	<u>\$ 26,501.06</u>	11.4%
Total Payroll Expenses	<u>\$ 148,178.40</u>	63.5%

The Williamsburg Hotel Restaurant/Hotel Bar June 2018

	June	%
Other Expenses		
Cleaning Supplies	805.21	0.3%
Complimentary Food & Beverage	1,779.58	0.8%
Decorations	2,450.00	1.1%
Dues & Subscriptions	99.00	0.0%
Equipment Rental	1,350.88	0.6%
Furniture & Equipment Repair	853.56	0.4%
Ice	250.00	0.1%
Kitchen Fuel	427.83	0.2%
Laundry - Linen	2,475.51	1.1%
Laundry - Uniforms	298.20	0.1%
Menu R&D	2,905.28	1.2%
Music & Entertainment	15,289.99	6.6%
Operating Supplies	886.13	0.4%
Paper & Plastics	919.07	0.4%
Reservations	162.22	0.1%
Total Other Expenses	\$ 30,952.46	13.3%
Total Departmental Expenses	\$ 179,130.86	76.8%
Departmental Profit/Loss	\$ (392.71)	-0.2%

The Williamsburg Hotel Banquets June 2018

	June	%
Revenue		
Food Revenue		
Food Revenue	\$ 50,373.48	49.3%
Non-Alcoholic Revenue	9,241.52	9.0%
<i>Total Food Revenue</i>	<u>\$ 59,615.00</u>	58.3%
 Beverage Revenue		
Liquor Revenue	5,096.00	5.0%
Wine Revenue	4,750.00	4.6%
<i>Total Beverage Revenue</i>	<u>\$ 9,846.00</u>	9.6%
 Other Revenue		
Service Charges	\$ 6,445.30	6.3%
Room Rental	26,300.00	25.7%
<i>Total Other Revenue</i>	<u>\$ 32,745.30</u>	32.0%
 Total Revenue	<u>\$ 102,206.30</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 16,282.74	32.3%
Cost of Non-Alcoholic Sales	1,800.19	19.5%
<i>Total Cost of Food Sales</i>	<u>\$ 18,082.93</u>	30.3%
 Cost of Beverage Sales		
Cost of Liquor Sales	846.37	16.6%
Cost of Wine Sales	1,046.55	22.0%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,892.92</u>	19.2%
 Total Cost of Sales	<u>\$ 19,975.84</u>	19.5%
 Gross Profit	<u>\$ 82,230.46</u>	80.5%

Payroll**Management**

Sous Chefs	\$ 5,975.86	5.8%
Restaurant Managers	2,932.26	2.9%

Non-Management

Cooks	6,367.36	6.2%
Stewards	3,401.30	3.3%
Bartenders	2,794.19	2.7%
Barbacks	1,304.68	1.3%
Bussers	1,633.76	1.6%
Servers	7,419.98	7.3%

Total Payroll Wage Expenses	\$ 31,829.39	31.1%

Payroll-Related Expenses

Contract Labor	\$ 3,226.25	3.2%

Payroll Taxes & Worker's Comp

FICA	\$ 3,595.40	3.5%
Federal Unemployment	68.41	0.1%
State Unemployment	151.53	0.1%
NY Re-Employment Service Fund Tax	11.09	0.0%
MTA Tax	152.61	0.1%
Workers Compensation Insurance	471.85	0.5%

Total Payroll-Related Expenses	\$ 7,677.14	7.5%

Total Payroll Expenses	\$ 39,506.53	38.7%

Other Expenses

Cleaning Supplies	\$ 244.32	0.2%
Complimentary Food & Beverage	532.53	0.5%
Equipment Rental	409.89	0.4%
Kitchen Fuel	129.81	0.1%
Laundry - Linen	751.13	0.7%
Operating Supplies	268.87	0.3%
Paper & Plastics	278.87	0.3%

Total Other Expenses	\$ 2,615.43	2.6%

Total Departmental Expenses	\$ 42,121.96	41.2%

Departmental Profit/Loss	\$ 40,108.50	39.2%

The Williamsburg Hotel Minibar June 2018

	June	%
Revenue		
Food Revenue		
Food Revenue	\$ 4,297.00	22.5%
Non-Alcoholic Revenue	4,779.00	25.0%
<i>Total Food Revenue</i>	<u>\$ 9,076.00</u>	47.6%
Beverage Revenue		
Beer Revenue	\$ 840.00	4.4%
Liquor Revenue	5,286.00	27.7%
Wine Revenue	1,505.00	7.9%
<i>Total Beverage Revenue</i>	<u>\$ 7,631.00</u>	40.0%
Sundries Revenue	\$ 2,378.00	12.5%
<i>Total Sundries Revenue</i>	<u>\$ 2,378.00</u>	12.5%
Total Revenue	<u>\$ 19,085.00</u>	100.0%
Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 1,263.12	29.4%
Cost of Non-Alcoholic Sales	1,061.08	22.2%
<i>Total Cost of Food Sales</i>	<u>\$ 2,324.20</u>	25.6%
Cost of Beverage Sales		
Cost of Beer Sales	\$ 157.44	18.7%
Cost of Liquor Sales	1,660.43	31.4%
Cost of Wine Sales	671.32	44.6%
<i>Total Cost of Beverage Sales</i>	<u>\$ 2,489.19</u>	32.6%
Cost of Sundries Sales		
Cost of Sundries Sales	\$ 448.69	18.9%
<i>Total Cost of Sundries</i>	<u>\$ 448.69</u>	18.9%
Total Cost of Sales	<u>\$ 5,262.08</u>	27.6%
Departmental Profit	<u>\$ 13,822.92</u>	72.4%

The Williamsburg Hotel
Miscellaneous Income
June 2018

	June	%
Miscellaneous Income		
Cancellation Fee	\$ 2,306.82	33.2%
Cleaning Fee/Damages	1,000.00	14.4%
Guest Laundry/Dry Cleaning Fee	892.00	12.9%
Pet Fee	950.00	13.7%
Porterage Fee	1,015.00	14.6%
Postage Fee	5.00	0.1%
Smoking Fee	700.00	10.1%
Umbrella Fee	\$70.00	1.0%
Total Miscellaneous Income	\$ 6,938.82	100.0%

The Williamsburg Hotel Admin & General June 2018

	June	%
Payroll		
Management		
Executive		
Assistant General Manager	\$ 8,480.77	0.6%
Operations Coordinator	6,134.63	0.4%
Accounting		
Assistant Controller	\$ 6,865.40	0.5%
Accounting Staff	3,150.00	0.2%
Office Management		
Office Manager	\$ 8,343.47	0.6%
Non-Management		
Security Officers	\$ 22,270.43	1.5%
Total Payroll Wage Expenses	<u>\$ 55,244.70</u>	3.8%
Payroll-Related Expenses		
Contract Labor	\$ 22,579.23	1.6%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,013.57	0.3%
Federal Unemployment	75.90	0.0%
State Unemployment	168.05	0.0%
NY Re-Employment Service Fund Tax	12.29	0.0%
MTA Tax	170.36	0.0%
Workers Compensation Insurance	721.99	0.0%
Employee Benefits		
Health Insurance	3,083.93	0.2%
Employee Meals	271.30	0.0%
Paid Family Leave	15.32	0.0%
Short Term Disability	48.38	0.0%
Total Payroll-Related Expenses	<u>\$ 31,160.32</u>	2.2%
Total Payroll Expenses	<u>\$ 86,405.02</u>	6.0%

The Williamsburg Hotel Admin & General June 2018

	June	%
Other Expenses		
Bad Debt Expense	\$ 11,375.93	0.8%
Bank Charges	690.00	0.0%
Cash Shortages	480.28	0.0%
Complimentary Food & Beverage	3,248.12	0.2%
Credit Card Commissions	40,164.87	2.8%
Credit Card Fees / Rebates	175.35	0.0%
Dues & Subscriptions	34.99	0.0%
Equipment Rental	446.76	0.0%
Human Resources	1,858.83	0.1%
Licenses & Permits	3,245.00	0.2%
Operating Supplies	6,489.38	0.4%
Payroll Fees	2,168.12	0.1%
Professional Fees	30,000.00	2.1%
Printing & Stationery	368.01	0.0%
Travel - Other	574.11	0.0%
Vehicle Costs	541.13	0.0%
Violations & Penalties	330.00	0.0%
Total Other Expenses	<u>\$ 102,190.88</u>	7.1%
Departmental Profit/(Loss)	<u>\$ (188,595.90)</u>	(13.0%)

The Williamsburg Hotel Information & Telecommunications Systems June 2018

	June	%
Cost of Services		
Cost of Internet Services	\$ 3,261.71	0.2%
Cost of Local Calls	520.17	0.0%
Cost of Long Distance Calls	52.94	0.0%
Cost of Services - Other	806.84	0.1%
Total Cost of Services	<u>\$ 4,641.66</u>	0.3%
System Expenses		
Admin & General	\$ 749.65	0.1%
Food and Beverage	63.60	0.0%
Human Resources	1,106.51	0.1%
Information Systems	577.67	0.0%
Property Operation & Maintenance	864.00	0.1%
Sales & Marketing	509.68	0.0%
Telecommunications	695.26	0.0%
Total System Expenses	<u>\$ 4,566.37</u>	0.3%
Other Expenses		
Contract Services	\$ 2,627.27	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	65.28	0.0%
Total Other Expenses	<u>\$ 2,732.55</u>	0.2%
Departmental Profit/(Loss)	<u>\$ (11,940.58)</u>	(0.8%)

The Williamsburg Hotel Sales & Marketing June 2018

	June	%
Payroll		
Management		
Sales Managers	\$ 35,830.78	2.5%
Non-Management		
Event Coordinator	\$ 4,861.54	0.3%
Total Payroll Wage Expenses	<u>\$ 40,692.32</u>	2.8%
Payroll-Related Expenses		
Contract Labor	\$ 15,250.00	1.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 3,032.86	0.2%
Federal Unemployment	57.15	0.0%
State Unemployment	126.41	0.0%
NY Re-Employment Service Fund Tax	9.25	0.0%
MTA Tax	128.75	0.0%
Workers Compensation Insurance	529.46	0.0%
Employee Benefits		
Health Insurance	\$ 1,027.52	0.1%
Paid Family Leave	11.24	0.0%
Short Term Disability	35.48	0.0%
Total Payroll-Related Expenses	<u>\$ 20,208.11</u>	1.4%
Total Payroll Expenses	<u>\$ 60,900.43</u>	4.2%
Other Expenses		
Agency Fees	\$ 4,444.02	0.3%
Complimentary Food & Beverage	2,022.86	0.1%
Dues & Subscriptions	4,638.71	0.3%
Media	2,615.67	0.2%
Photography	1,600.00	0.1%
Postage	41.92	0.0%
Printing & Stationery	157.87	0.0%
Promotion	6,089.32	0.4%
Public Relations	8,393.20	0.6%
Website	150.00	0.0%
Total Other Expenses	<u>\$ 30,153.57</u>	2.1%
Departmental Profit/(Loss)	<u>\$ (91,054.00)</u>	(6.3%)

The Williamsburg Hotel Property Operations & Maintenance June 2018

	June	%
Payroll		
Management		
Chief Engineer	\$ 5,250.00	0.4%
Non-Management		
Engineers	\$ 8,828.10	0.6%
Total Payroll Wage Expenses	<u>\$ 14,078.10</u>	1.0%
Payroll-Related Expenses		
Contract Labor	\$ 3,150.00	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 957.99	0.1%
Federal Unemployment	18.08	0.0%
State Unemployment	40.01	0.0%
NY Re-Employment Service Fund Tax	2.92	0.0%
MTA Tax	40.67	0.0%
Workers Compensation Insurance	181.83	0.0%
Employee Benefits		
Health Insurance	\$ 2,520.61	0.2%
Paid Family Leave	3.86	0.0%
Short Term Disability	12.18	0.0%
Total Payroll-Related Expenses	<u>\$ 6,928.16</u>	0.5%
Total Payroll Expenses	<u>\$ 21,006.26</u>	1.5%
Other Expenses		
Elevator Repair	\$ 2,074.06	0.1%
Fire Safety & Alarm	2,239.61	0.2%
Grounds & Landscaping	1,742.00	0.1%
Kitchen Equipment	4,024.39	0.3%
Light Bulbs	25.98	0.0%
Operating Supplies	2,920.64	0.2%
Painting & Wallcovering	421.95	0.0%
Pest Control	2,019.63	0.1%
Plumbing	2,288.97	0.2%
Vehicle Repair	246.53	0.0%
Waste Removal	4,777.46	0.3%
Total Other Expenses	<u>\$ 22,781.22</u>	1.6%
Departmental Profit/(Loss)	<u>\$ (43,787.48)</u>	(3.0%)

The Williamsburg Hotel**Utilities****June 2018**

	June	%
Utilities Expenses		
Electricity	\$ 33,218.37	2.3%
Gas / Fuel	5,085.75	0.4%
Water / Sewer	3,874.33	0.3%
Total Utilities Expenses	\$ 42,178.45	2.9%

The Williamsburg Hotel
Fixed Expenses
June 2018

	June	%
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	0.9%
Total Fixed Expenses	\$ 13,323.35	0.9%



THE
Williamsburg
Hotel

Income Statement
July 2018

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The Williamsburg Hotel Income Statement Summary July 2018

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	3,267	
Occupied Rooms	3,337	
Available Rooms	4,278	
Paid Occupancy %	76.4%	
Total Occupancy %	78.0%	
Paid ADR	\$ 303.13	
Total ADR	\$ 296.77	
RevPAR	\$ 231.49	
Revenue		
Room Revenue	\$ 990,330.49	64.8%
F&B Revenue	\$ 533,018.95	34.9%
Other Income	\$ 5,451.93	0.4%
Total Revenue	\$ 1,528,801.37	100.0%
Departmental Expenses		
Room Expenses	\$ 336,800.82	34.0%
F&B Expenses	\$ 459,120.55	86.1%
Total Departmental Expenses	\$ 795,921.37	52.1%
Total Departmental Profit	\$ 732,880.00	47.9%
Undistributed Operating Expenses		
Admin & General	\$ 166,691.39	10.9%
Info & Telecomm Systems	\$ 16,438.33	1.1%
Sales & Marketing	\$ 84,307.93	5.5%
Property Operations & Maintenance	\$ 43,513.56	2.8%
Utilities	\$ 42,027.92	2.7%
Total Undistributed Expenses	\$ 352,979.13	23.1%
Gross Operating Profit	\$ 379,900.87	24.8%
Property & Liability Insurance	\$ 13,323.35	0.9%
Net Operating Profit	\$ 366,577.53	24.0%

The Williamsburg Hotel Rooms Department July 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 36,659.00	3.7%
Total Retail	<u>\$ 36,659.00</u>	3.7%
Discount		
OTA		
Booking.com	\$ 148,042.67	14.9%
Expedia	200,486.75	20.2%
Hotel Tonight	80,695.96	8.1%
Mr & Mrs Smith	5,333.01	0.5%
Secret Escapes	14,011.50	1.4%
Tablet	6,312.50	0.6%
Total OTA	<u>\$ 454,882.39</u>	45.9%
Consortia		
ABC Travel	\$ 231.00	0.0%
Altour	1,715.00	0.2%
American Express	399.00	0.0%
BCD Travel	11,955.00	1.2%
CCRA Travel Solutions	882.00	0.1%
Carlson Wagonlit	21,757.00	2.2%
Flight Centre Corp	10,760.00	1.1%
Frosch	738.00	0.1%
Interpublic Group	915.00	0.1%
Preferred Extras GBT Rate	5,861.00	0.6%
Reed & Mackay Int Travel	1,512.00	0.2%
Thor Travel	546.00	0.1%
Travel & Transport	1,422.40	0.1%
Travel Leaders Group	9,847.90	1.0%
12 Book Radius	2,534.00	0.3%
Total Consortia	<u>\$ 71,075.30</u>	7.2%
Promotion		
Advance Purchase	\$ 2,170.50	0.2%
Total Promotion	<u>\$ 2,170.50</u>	0.2%
Other Discount	\$ 183,681.49	18.5%
Total Other Discount	<u>\$ 183,681.49</u>	18.5%
Corporate Negotiated	\$ 51,396.00	5.2%
Total Negotiated	<u>\$ 51,396.00</u>	5.2%
<i>Total Transient Rooms Revenue</i>	<u>\$ 799,864.68</u>	80.8%

The Williamsburg Hotel Rooms Department July 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 115,592.00	11.7%
Group - Entertainment	27,461.00	2.8%
Group - Fashion	4,515.00	0.5%
Group - Production	5,306.00	0.5%
Group - Social	20,173.50	2.0%
<i>Total Group Rooms Revenue</i>	<u>\$ 173,047.50</u>	17.5%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 6,100.00	0.6%
No Shows	10,207.31	1.0%
Late Check Out	1,111.00	0.1%
<i>Total Other Rooms Revenue</i>	<u>\$ 17,418.31</u>	1.8%
Total Revenue	<u><u>\$ 990,330.49</u></u>	100.0%

Payroll**Management****Front Office & Revenue**

Revenue Manager	\$ 10,153.84	1.0%
Front Office Manager	625.00	0.1%
Assistant Front Office Managers	10,653.88	1.1%
Reservation Managers	5,500.00	0.6%
Night Managers	5,076.94	0.5%

Housekeeping

Housekeeping Managers	\$ 11,423.06	1.2%

Non-Management

Desk Clerks	\$ 11,639.25	1.2%
Bell Attendants	11,430.79	1.2%
Housekeeping Supervisors	7,533.99	0.8%
Guest Room Attendants	36,856.85	3.7%
Housepersons	32,521.03	3.3%
Night Auditors	4,550.30	0.5%

Total Payroll Wage Expenses	<u><u>\$ 147,964.93</u></u>	14.9%

Payroll-Related Expenses

Contract Labor	\$ 3,833.60	0.4%

Payroll Taxes & Worker's Comp

FICA	\$ 11,890.19	1.2%
Federal Unemployment	308.44	0.0%

The Williamsburg Hotel Rooms Department July 2018

	<u>Actual</u>	<u>%</u>
State Unemployment	652.49	0.1%
NY Re-Employment Service Fund Tax	47.76	0.0%
MTA Tax	511.16	0.1%
Workers Compensation Insurance	1,598.00	0.2%
Employee Benefits		
Health Insurance	\$ 2,690.66	0.3%
Paid Family Leave	79.34	0.0%
Short Term Disability	81.59	0.0%
Total Payroll-Related Expenses	<u>\$ 21,693.23</u>	<u>2.2%</u>
Total Payroll Expenses	<u>\$ 169,658.16</u>	<u>17.1%</u>
Other Expenses		
Cable Television	\$ 2,200.60	0.2%
Cleaning Supplies	6,829.50	0.7%
Commission - OTA	85,278.84	8.6%
Commission - Group	10,110.60	1.0%
Commission - Other	10,128.77	1.0%
Complimentary Breakfast	4,093.15	0.4%
Dues & Subscriptions	1,341.63	0.1%
Guest Amenities	1,417.50	0.1%
Guest Amenities Wine	531.80	0.1%
Guest Supplies	945.26	0.1%
Guest Relations	588.12	0.1%
Laundry - Linen	32,284.73	3.3%
Laundry - Uniforms	503.22	0.1%
Laundry - Other	773.75	0.1%
Linen Costs	2,420.61	0.2%
Operating Supplies	83.22	0.0%
Printing & Stationery	871.00	0.1%
Reservations Services	5,814.47	0.6%
Rooms Meal Package	925.90	0.1%
Total Other Expenses	<u>\$ 167,142.66</u>	<u>16.9%</u>
Total Departmental Expenses	<u>\$ 336,800.82</u>	<u>34.0%</u>
Departmental Profit	<u>\$ 653,529.67</u>	<u>66.0%</u>

The Williamsburg Hotel Restaurant/Hotel Bar July 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 76,588.35	34.9%
N/A Beverage	13,304.83	6.1%
<i>Total Food Revenue</i>	<u>\$ 89,893.18</u>	41.0%
 Beverage Revenue		
Beer	\$ 15,615.95	7.1%
Liquor	82,599.42	37.6%
Wine	30,181.84	13.8%
<i>Total Beverage Revenue</i>	<u>\$ 128,397.21</u>	58.5%
 Other Revenue		
Delivery Fee	\$ 1,155.02	0.5%
<i>Total Other Revenue</i>	<u>\$ 1,155.02</u>	0.5%
 Total Revenue	<u>\$ 219,445.41</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 26,680.22	34.8%
Cost of N/A Beverage Sales	4,072.07	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 30,752.29</u>	34.2%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,807.98	18.0%
Cost of Liquor Sales	10,264.83	12.4%
Cost of Wine Sales	11,492.62	38.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 24,565.44</u>	19.1%
 Total Cost of Sales	<u>\$ 55,317.72</u>	25.3%
 Gross Profit	<u>\$ 164,127.69</u>	74.8%

The Williamsburg Hotel Restaurant/Hotel Bar July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 8,102.59	3.7%
Assistant Bakers	4,060.54	1.9%
Sous Chefs	18,461.33	8.4%
Restaurant Managers	14,837.93	6.8%
Non-Management		
Cooks	\$ 28,482.69	13.0%
Stewards	15,615.00	7.1%
Bartenders	9,378.51	4.3%
Barbacks	5,871.99	2.7%
Bussers	5,281.40	2.4%
Hostess/Host	7,396.24	3.4%
Housepersons	1,913.00	0.9%
Servers	24,262.57	11.1%
Total Payroll Wage Expenses	<u>\$ 143,663.78</u>	65.5%
Payroll-Related Expenses		
Contract Labor	\$ 3,717.02	1.7%
Payroll Taxes & Worker's Comp		
FICA	\$ 14,490.81	6.6%
Federal Unemployment	376.41	0.2%
State Unemployment	795.07	0.4%
NY Re-Employment Service Fund Tax	58.21	0.0%
MTA Tax	622.93	0.3%
Workers Compensation Insurance	1,632.42	0.7%
Employee Benefits		
Health Insurance	941.59	0.4%
Paid Family Leave	87.85	0.0%
Short Term Disability	90.35	0.0%
Total Payroll-Related Expenses	<u>\$ 22,812.64</u>	10.4%
Total Payroll Expenses	<u>\$ 166,476.43</u>	75.9%

The Williamsburg Hotel Restaurant/Hotel Bar July 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 2,358.09	1.1%
Bread Lab Supplies	1,271.54	0.6%
Cleaning Supplies	685.67	0.3%
Complimentary Food & Beverage	2,545.16	1.2%
Decorations	1,351.88	0.6%
Dues & Subscriptions	99.00	0.0%
Equipment Rental	1,742.57	0.8%
Glassware	468.00	0.2%
Kitchen Fuel	824.26	0.4%
Kitchen Smallwares	268.92	0.1%
Kitchen Supplies	2,924.31	1.3%
Laundry - Linen	1,653.60	0.8%
Laundry - Uniforms	171.58	0.1%
Menu R&D	3,908.92	1.8%
Music & Entertainment	12,364.98	5.6%
Operating Supplies	2,544.95	1.2%
Paper & Plastics	1,332.88	0.6%
Printing & Stationery	63.98	0.0%
Reservations	162.22	0.1%
Travel - Other	26.33	0.0%
Total Other Expenses	<u>\$ 36,768.83</u>	16.8%
Total Departmental Expenses	<u>\$ 203,245.26</u>	92.6%
Departmental Profit/Loss	<u>\$ (39,117.57)</u>	-17.8%

The Williamsburg Hotel Roof Bar July 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 18,740.12	7.3%
Non-Alcoholic Revenue	8,043.10	3.2%
<i>Total Food Revenue</i>	<u>\$ 26,783.22</u>	10.5%
 Beverage Revenue		
Beer Revenue	\$ 21,214.27	8.3%
Liquor Revenue	117,438.27	46.0%
Wine Revenue	43,081.02	16.9%
<i>Total Beverage Revenue</i>	<u>\$ 181,733.56</u>	71.2%
 Other Revenue		
Pool Pass	\$ 33,793.01	13.2%
Sponsorship Fee	12,000.00	4.7%
Other Fees	825.25	0.3%
<i>Total Other Revenue</i>	<u>\$ 46,618.26</u>	18.3%
 Total Revenue	<u>\$ 255,135.04</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 6,528.28	34.8%
Cost of Non-Alcoholic Sales	2,461.67	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 8,989.95</u>	33.6%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 3,814.64	18.0%
Cost of Liquor Sales	\$ 14,594.34	12.4%
Cost of Wine Sales	\$ 16,404.37	38.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 34,813.35</u>	19.2%
 Total Cost of Sales	<u>\$ 43,803.30</u>	21.0%
 Gross Profit	<u>\$ 211,331.74</u>	82.8%

The Williamsburg Hotel Roof Bar July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 2,961.53	1.2%
Sous Chefs	4,517.23	1.8%
Restaurant Managers	11,519.22	4.5%
Non-Management		
Cooks	6,969.32	2.7%
Bartenders	5,425.05	2.1%
Barbacks	4,951.91	1.9%
Bussers	4,775.54	1.9%
Hostess/Host	1,256.49	0.5%
Housepersons	3,826.00	1.5%
Lifeguards	6,542.40	2.6%
Servers	4,815.56	1.9%
Total Payroll Wage Expenses	<u>\$ 57,560.26</u>	22.6%
Payroll-Related Expenses		
Contract Labor	\$ 3,930.30	1.5%
Payroll Taxes & Worker's Comp		
FICA	5,783.41	2.3%
Federal Unemployment	155.72	0.1%
State Unemployment	328.15	0.1%
NY Re-Employment Service Fund Tax	24.01	0.0%
MTA Tax	249.24	0.1%
Total Payroll-Related Expenses	<u>\$ 10,470.83</u>	4.1%
Total Payroll Expenses	<u>\$ 68,031.09</u>	26.7%

The Williamsburg Hotel Roof Bar July 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 654.97	0.3%
Complimentary Food & Beverage	2,431.20	1.0%
Credit Card Commissions	9,126.16	3.6%
Decorations	776.91	0.3%
Event Food Inclusive	6,000.00	2.4%
Ice	3,115.00	1.2%
Kitchen Fuel	201.69	0.1%
Kitchen Supplies	2,793.37	1.1%
Menu R&D	356.25	0.1%
Laundry - Linen	1,579.56	0.6%
Laundry - Uniforms	163.90	0.1%
Music & Entertainment	9,950.00	3.9%
Operating Supplies	2,808.90	1.1%
Paper & Plastics	1,273.21	0.5%
Photography	850.00	0.3%
Promotion	8,781.45	3.4%
Reservations	450.00	0.2%
Security	10,514.61	4.1%
Total Other Expenses	<u>\$ 61,827.18</u>	<u>24.2%</u>
Total Departmental Expenses	<u>\$ 129,858.27</u>	<u>50.9%</u>
Departmental Profit/Loss	<u>\$ 81,473.47</u>	<u>31.9%</u>

The Williamsburg Hotel

Banquets

July 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 12,946.64	32.4%
Non-Alcoholic Revenue	2,123.36	5.3%
<i>Total Food Revenue</i>	<u>\$ 15,070.00</u>	37.7%
 Beverage Revenue		
Beer Revenue	\$ 397.57	1.0%
Liquor Revenue	2,102.94	5.3%
Wine Revenue	749.48	1.9%
<i>Total Beverage Revenue</i>	<u>\$ 3,250.00</u>	8.1%
 Other Revenue		
Service Charges	\$ 2,643.50	6.6%
Room Rental	15,500.00	38.8%
Other Fees	3,500.00	8.8%
<i>Total Other Revenue</i>	<u>\$ 21,643.50</u>	54.2%
 Total Revenue	<u>\$ 39,963.50</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 4,510.08	34.8%
Cost of Non-Alcoholic Sales	649.87	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 5,159.95</u>	34.2%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 71.49	18.0%
Cost of Liquor Sales	261.34	12.4%
Cost of Wine Sales	285.39	38.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 618.22</u>	19.0%
 Total Cost of Sales	<u>\$ 5,778.16</u>	31.5%
 Gross Profit	<u>\$ 34,185.34</u>	85.5%

The Williamsburg Hotel

Banquets

July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 205.09	0.5%
Assistant Bakers	117.19	0.3%
Sous Chefs	3,120.74	7.8%
Restaurant Managers	428.23	1.1%
Non-Management		
Cooks	4,814.77	12.0%
Stewards	1,310.49	3.3%
Bartenders	787.09	2.0%
Barbacks	492.81	1.2%
Bussers	443.24	1.1%
Servers	2,036.23	5.1%
Total Payroll Wage Expenses	<u>\$ 13,755.88</u>	34.4%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,216.14	3.0%
Federal Unemployment	31.59	0.1%
State Unemployment	66.73	0.2%
NY Re-Employment Service Fund Tax	4.88	0.0%
MTA Tax	52.28	0.1%
Workers Compensation Insurance	137.00	0.3%
Employee Benefits		
Health Insurance	79.02	0.2%
Total Payroll-Related Expenses	<u>\$ 1,587.64</u>	4.0%
Total Payroll Expenses	<u>\$ 15,343.52</u>	38.4%

The Williamsburg Hotel

Banquets

July 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	57.54	0.1%
Complimentary Food & Beverage	213.60	0.5%
Equipment Rental	146.24	0.4%
Kitchen Fuel	139.33	0.3%
Laundry - Linen	138.78	0.3%
Operating Supplies	213.58	0.5%
Paper & Plastics	111.86	0.3%
Total Other Expenses	<u>\$ 1,020.95</u>	2.6%
Total Departmental Expenses	<u>\$ 16,364.47</u>	40.9%
Departmental Profit/Loss	<u>\$ 17,820.87</u>	44.6%

The Williamsburg Hotel

Minibar

July 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 5,238.00	28.4%
Non-Alcoholic Revenue	5,063.00	27.4%
<i>Total Food Revenue</i>	<u>\$ 10,301.00</u>	55.8%
 Beverage Revenue		
Beer Revenue	\$ 1,134.00	6.1%
Liquor Revenue	3,392.00	18.4%
Wine Revenue	1,449.00	7.8%
<i>Total Beverage Revenue</i>	<u>\$ 5,975.00</u>	32.3%
 Sundries Revenue	<u>\$ 2,199.00</u>	11.9%
<i>Total Sundries Revenue</i>	<u>\$ 2,199.00</u>	11.9%
 Total Revenue	<u>\$ 18,475.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 1,523.30	29.1%
Cost of Non-Alcoholic Sales	1,126.02	22.2%
<i>Total Cost of Food Sales</i>	<u>\$ 2,649.32</u>	25.7%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 212.55	18.7%
Cost of Liquor Sales	933.18	27.5%
Cost of Wine Sales	604.15	41.7%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,749.88</u>	29.3%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 354.17</u>	16.1%
<i>Total Cost of Sundries</i>	<u>\$ 354.17</u>	16.1%
 Total Cost of Sales	<u>\$ 4,753.37</u>	25.7%
 Departmental Profit	<u>\$ 13,721.63</u>	74.3%

The Williamsburg Hotel
Miscellaneous Income
July 2018

	<u>Actual</u>	%
Miscellaneous Income		
Cleaning Fee/Damages	\$ 130.00	2.4%
Guest Laundry/Dry Cleaning Fee	1,578.43	29.0%
Pet Fee	1,700.00	31.2%
Porterage Fee	120.00	2.2%
Postage Fee	123.50	2.3%
Rental Fee	1,000.00	18.3%
Smoking Fee	800.00	14.7%
Total Miscellaneous Income	<u>\$ 5,451.93</u>	100.0%

The Williamsburg Hotel Admin & General July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 8,884.61	0.6%
Operations Coordinator	6,346.16	0.4%
Accounting		
Assistant Controller	\$ 7,192.33	0.5%
Accounting Staff	3,953.85	0.3%
Office Management		
Office Manager	\$ 8,740.78	0.6%
Non-Management		
Security Officers	\$ 28,468.95	1.9%
Total Payroll Wage Expenses	<u>\$ 63,586.68</u>	4.2%
 Payroll-Related Expenses		
Contract Labor	\$ 14,890.31	1.0%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,917.94	0.3%
Federal Unemployment	128.12	0.0%
State Unemployment	271.23	0.0%
NY Re-Employment Service Fund Tax	19.86	0.0%
MTA Tax	211.48	0.0%
Workers Compensation Insurance	661.02	0.0%
Employee Benefits		
Health Insurance	3,409.51	0.2%
Employee Meals	3,200.00	0.2%
Paid Family Leave	32.82	0.0%
Short Term Disability	33.75	0.0%
Total Payroll-Related Expenses	<u>\$ 27,776.04</u>	1.8%
 Total Payroll Expenses	<u><u>\$ 91,362.72</u></u>	6.0%

The Williamsburg Hotel Admin & General July 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bad Debt Expense	\$ 3,637.88	0.2%
Bank Charges	1,594.90	0.1%
Complimentary Food & Beverage	11,075.75	0.7%
Contract Services	15.00	0.0%
Credit Card Commissions	37,274.54	2.4%
Credit Card Fees / Rebates	211.37	0.0%
Dues & Subscriptions	34.99	0.0%
Equipment Rental	446.76	0.0%
Human Resources	3,134.33	0.2%
Operating Supplies	3,850.86	0.3%
Payroll Fees	3,194.06	0.2%
Postage	22.45	0.0%
Professional Fees	7,200.00	0.5%
Printing & Stationery	1,983.28	0.1%
Travel - Other	11.94	0.0%
Uniforms	1,176.90	0.1%
Vehicle Costs	463.67	0.0%
Total Other Expenses	<u>\$ 75,328.68</u>	<u>4.9%</u>
 Departmental Profit/(Loss)	 <u>\$ (166,691.39)</u>	 (10.9%)

The Williamsburg Hotel Information & Telecommunications Systems July 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Internet Services	\$ 3,366.69	0.2%
Cost of Local Calls	517.47	0.0%
Cost of Long Distance Calls	23.53	0.0%
Cost of Services - Other	796.61	0.1%
Total Cost of Services	<u>\$ 4,704.30</u>	<u>0.3%</u>
 System Expenses		
Admin & General	\$ 749.65	0.0%
Food and Beverage	1,402.55	0.1%
Human Resources	1,401.62	0.1%
Information Systems	594.00	0.0%
Property Operation & Maintenance	864.00	0.1%
Rooms	1,275.76	0.1%
Sales & Marketing	509.68	0.0%
Telecommunications	607.94	0.0%
Total System Expenses	<u>\$ 7,405.20</u>	<u>0.5%</u>
 Other Expenses		
Contract Services	\$ 2,627.27	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	883.48	0.1%
Training	778.08	0.1%
Total Other Expenses	<u>\$ 4,328.83</u>	<u>0.3%</u>
 Departmental Profit/(Loss)	<u>\$ (16,438.33)</u>	<u>(1.1%)</u>

The Williamsburg Hotel Sales & Marketing July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 31,592.32	2.1%
Non-Management		
Event Coordinator	6,353.84	0.4%
Total Payroll Wage Expenses	<u>\$ 37,946.16</u>	2.5%
Payroll-Related Expenses		
Contract Labor	\$ 12,250.00	0.8%
Payroll Taxes & Worker's Comp		
FICA	\$ 2,927.60	0.2%
Federal Unemployment	76.70	0.0%
State Unemployment	163.18	0.0%
NY Re-Employment Service Fund Tax	11.95	0.0%
MTA Tax	126.00	0.0%
Workers Compensation Insurance	394.60	0.0%
Employee Benefits		
Health Insurance	\$ 1,062.16	0.1%
Paid Family Leave	19.59	0.0%
Short Term Disability	20.15	0.0%
Total Payroll-Related Expenses	<u>\$ 17,051.93</u>	1.1%
Total Payroll Expenses	<u>\$ 54,998.09</u>	3.6%
Other Expenses		
Agency Fees	\$ 2,780.57	0.2%
Complimentary Food & Beverage	1,738.31	0.1%
Contract Services	1,250.00	0.1%
Dues & Subscriptions	5,288.71	0.3%
Media	4,451.91	0.3%
Operating Supplies	551.73	0.0%
Promotion	5,079.90	0.3%
Public Relations	7,500.00	0.5%
Travel - Other	121.00	0.0%
Website	547.71	0.0%
Total Other Expenses	<u>\$ 29,309.84</u>	1.9%
Departmental Profit/(Loss)	<u>\$ (84,307.93)</u>	(5.5%)

The Williamsburg Hotel Property Operations & Maintenance July 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Chief Engineer	\$ 5,500.00	0.4%
Non-Management		
Engineers	\$ 10,313.79	0.7%
Total Payroll Wage Expenses	<u>\$ 15,813.79</u>	1.0%
Payroll-Related Expenses		
Contract Labor	\$ 3,384.38	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,223.50	0.1%
Federal Unemployment	31.55	0.0%
State Unemployment	66.87	0.0%
NY Re-Employment Service Fund Tax	4.89	0.0%
MTA Tax	52.59	0.0%
Workers Compensation Insurance	164.37	0.0%
Employee Benefits		
Health Insurance	\$ 1,020.61	0.1%
Paid Family Leave	8.16	0.0%
Short Term Disability	8.39	0.0%
Total Payroll-Related Expenses	<u>\$ 5,965.32</u>	0.4%
Total Payroll Expenses	<u>\$ 21,779.11</u>	1.4%
Other Expenses		
Elevator Repair	\$ 1,959.75	0.1%
Fire Safety & Alarm	2,239.61	0.1%
Furniture & Equipment	587.93	0.0%
Kitchen Equipment	4,617.76	0.3%
Operating Supplies	4,505.01	0.3%
Painting & Wallcovering	250.00	0.0%
Pest Control	1,774.66	0.1%
Plumbing	898.22	0.1%
Vehicle Repair	163.31	0.0%
Waste Removal	4,738.20	0.3%
Total Other Expenses	<u>\$ 21,734.45</u>	1.4%
Departmental Profit/(Loss)	<u>\$ (43,513.56)</u>	(2.8%)

The Williamsburg Hotel

Utilities

July 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 36,010.52	2.4%
Gas / Fuel	2,681.49	0.2%
Water / Sewer	3,335.91	0.2%
Total Utilities Expenses	<u>\$ 42,027.92</u>	2.7%

The Williamsburg Hotel
Fixed Expenses
July 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	0.9%
Total Fixed Expenses	<u>\$ 13,323.35</u>	0.9%



THE
Williamsburg
Hotel

Income Statement
August 2018

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The Williamsburg Hotel Income Statement Summary August 2018

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	3,199	
Occupied Rooms	3,262	
Available Rooms	4,278	
Paid Occupancy %	74.8%	
Total Occupancy %	76.3%	
Paid ADR	\$ 311.30	
Total ADR	\$ 305.29	
RevPAR	\$ 232.78	
Revenue		
Room Revenue	\$ 995,847.19	58.3%
F&B Revenue	\$ 706,131.14	41.4%
Other Income	\$ 4,951.40	0.3%
Total Revenue	\$ 1,706,929.73	100.0%
Departmental Expenses		
Room Expenses	\$ 353,761.70	35.5%
F&B Expenses	\$ 579,422.63	82.1%
Total Departmental Expenses	\$ 933,184.33	54.7%
Total Departmental Profit	\$ 773,745.40	45.3%
Undistributed Operating Expenses		
Admin & General	\$ 147,115.09	8.6%
Info & Telecomm Systems	\$ 14,555.50	0.9%
Sales & Marketing	\$ 75,155.52	4.4%
Property Operations & Maintenance	\$ 46,012.40	2.7%
Utilities	\$ 36,951.92	2.2%
Total Undistributed Expenses	\$ 319,790.43	18.7%
Gross Operating Profit	\$ 453,954.97	26.6%
Property & Liability Insurance	\$ 13,323.35	0.8%
Net Operating Profit	\$ 440,631.62	25.8%

The Williamsburg Hotel Rooms Department August 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 30,176.00	3.0%
Total Retail	<u>\$ 30,176.00</u>	3.0%
Discount		
OTA		
Booking.com	\$ 157,278.87	15.8%
Expedia	176,742.99	17.7%
Hotel Tonight	85,115.41	8.5%
Mr & Mrs Smith	4,257.00	0.4%
Secret Escapes	14,814.00	1.5%
Total OTA	<u>\$ 438,208.27</u>	44.0%
Consortia		
ABC Travel	\$ 1,854.00	0.2%
Altour	780.30	0.1%
American Express	4,203.00	0.4%
BCD Travel	9,317.00	0.9%
Carlson Wagonlit	6,802.00	0.7%
Direct Travel	315.00	0.0%
Flight Centre Corp	1,818.00	0.2%
Frosch	1,926.00	0.2%
Interpublic Group	1,310.00	0.1%
Preferred Extras GBT Rate	2,223.00	0.2%
Reed & Mackay Int Travel	1,800.00	0.2%
Thor Travel	270.00	0.0%
Travel & Transport	1,917.00	0.2%
Travel Leaders Group	1,245.60	0.1%
12 Book Radius	1,926.00	0.2%
Total Consortia	<u>\$ 37,706.90</u>	3.8%
Promotion		
Advance Purchase	\$ 2,421.00	0.2%
Total Promotion	<u>\$ 2,421.00</u>	0.2%
Other Discount	<u>\$ 229,715.42</u>	23.1%
Total Other Discount	<u>\$ 229,715.42</u>	23.1%
Corporate Negotiated	<u>\$ 52,636.50</u>	5.3%
Total Negotiated	<u>\$ 52,636.50</u>	5.3%
<i>Total Transient Rooms Revenue</i>	<u>\$ 790,864.09</u>	79.4%

The Williamsburg Hotel Rooms Department August 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group Association & Convention	5,536.00	0.6%
Group - Corporate	\$ 39,251.00	3.9%
Group - Entertainment	48,550.00	4.9%
Group - Fashion	7,385.00	0.7%
Group - Production	27,846.00	2.8%
Group - Social	62,569.50	6.3%
<i>Total Group Rooms Revenue</i>	<u>\$ 191,137.50</u>	19.2%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 7,573.00	0.8%
No Shows	5,092.60	0.5%
Late Check Out	1,180.00	0.1%
<i>Total Other Rooms Revenue</i>	<u>\$ 13,845.60</u>	1.4%
Total Revenue	<u><u>\$ 995,847.19</u></u>	100.0%

Payroll**Management****Front Office & Revenue**

Revenue Manager	\$ 10,615.38	1.1%
Front Office Manager	4,038.45	0.4%
Assistant Front Office Managers	8,561.57	0.9%
Reservation Managers	6,134.62	0.6%
Night Managers	5,307.71	0.5%

Housekeeping

Housekeeping Managers	\$ 13,076.92	1.3%

Non-Management

Bell Attendants	\$ 10,951.52	1.1%
Desk Clerks	13,685.98	1.4%
Front Office Supervisors	1,458.66	0.1%
Guest Room Attendants	37,426.43	3.8%
Housekeeping Supervisors	7,905.86	0.8%
Housepersons	34,974.55	3.5%
Night Auditors	3,751.10	0.4%

Total Payroll Wage Expenses	<u>\$ 157,888.75</u>	15.9%

Payroll-Related Expenses

Contract Labor	\$ 1,385.00	0.1%

Payroll Taxes & Worker's Comp

FICA	\$ 12,343.16	1.2%

The Williamsburg Hotel Rooms Department August 2018

	<u>Actual</u>	<u>%</u>
Federal Unemployment	347.66	0.0%
State Unemployment	796.83	0.1%
NY Re-Employment Service Fund Tax	58.36	0.0%
MTA Tax	536.22	0.1%
Workers Compensation Insurance	1,653.80	0.2%
Employee Benefits		
Employee Meals	\$ 6,346.14	0.6%
Health Insurance	1,581.79	0.2%
Paid Family Leave	82.11	0.0%
Short Term Disability	84.44	0.0%
Total Payroll-Related Expenses	<u>\$ 25,215.51</u>	2.5%
Total Payroll Expenses	<u>\$ 183,104.27</u>	18.4%
Other Expenses		
Allocated F&B Payroll	\$ 10,642.47	1.1%
Allocated F&B Expenses	1,699.06	0.2%
Cable Television	2,200.60	0.2%
Cleaning Supplies	7,506.96	0.8%
Commission - OTA	82,162.13	8.3%
Commission - Group	2,447.68	0.2%
Commission - Other	6,612.99	0.7%
Complimentary Breakfast	3,094.71	0.3%
Decorations	176.91	0.0%
Dues & Subscriptions	3,766.63	0.4%
Guest Amenities	1,285.40	0.1%
Guest Amenities Wine	342.15	0.0%
Guest Supplies	6,127.72	0.6%
Guest Relations	401.07	0.0%
Laundry - Linen	31,538.46	3.2%
Laundry - Uniforms	816.45	0.1%
Laundry - Other	707.20	0.1%
Linen Costs	2,420.61	0.2%
Operating Supplies	345.84	0.0%
Reservations Services	5,688.28	0.6%
Rooms Meal Package	674.12	0.1%
Total Other Expenses	<u>\$ 170,657.44</u>	17.1%
Total Departmental Expenses	<u>\$ 353,761.70</u>	35.5%
Departmental Profit	<u>\$ 642,085.49</u>	64.5%

The Williamsburg Hotel Restaurant/Hotel Bar August 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 78,898.35	39.6%
N/A Beverage	16,722.11	8.4%
<i>Total Food Revenue</i>	<u>\$ 95,620.46</u>	48.0%
 Beverage Revenue		
Beer	\$ 14,238.20	7.1%
Liquor	65,881.65	33.1%
Wine	21,833.24	11.0%
<i>Total Beverage Revenue</i>	<u>\$ 101,953.09</u>	51.2%
 Other Revenue		
Delivery Fee	\$ 1,505.00	0.8%
Other Fees	97.28	0.0%
<i>Total Other Revenue</i>	<u>\$ 1,602.28</u>	0.8%
 Total Revenue	<u>\$ 199,175.83</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 27,995.60	35.5%
Cost of N/A Beverage Sales	5,118.24	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 33,113.84</u>	34.6%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,950.10	20.7%
Cost of Liquor Sales	11,373.96	17.3%
Cost of Wine Sales	4,496.69	20.6%
<i>Total Cost of Beverage Sales</i>	<u>\$ 18,820.76</u>	18.5%
 Total Cost of Sales	<u>\$ 51,934.59</u>	26.3%
 Gross Profit	<u>\$ 147,241.24</u>	73.9%

The Williamsburg Hotel Restaurant/Hotel Bar August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 6,377.68	3.2%
Assistant Bakers	1,319.68	0.7%
Sous Chefs	14,172.35	7.1%
Restaurant Managers	10,427.11	5.2%
Non-Management		
Cooks	22,205.00	11.1%
Stewards	8,568.91	4.3%
Bartenders	9,090.64	4.6%
Barbacks	4,631.00	2.3%
Bussers	5,981.40	3.0%
Hostess/Host	7,236.50	3.6%
Housepersons	3,573.20	1.8%
Servers	25,038.90	12.6%
Total Payroll Wage Expenses	<u>\$ 118,622.38</u>	59.6%
Payroll-Related Expenses		
Contract Labor	406.55	0.2%
Payroll Taxes & Worker's Comp		
FICA	12,929.80	6.5%
Federal Unemployment	364.57	0.2%
State Unemployment	834.04	0.4%
NY Re-Employment Service Fund Tax	61.05	0.0%
MTA Tax	561.57	0.3%
Workers Compensation Insurance	1,364.78	0.7%
Employee Benefits		
Employee Meals	6,300.60	3.2%
Health Insurance	289.48	0.1%
Paid Family Leave	84.85	0.0%
Short Term Disability	87.27	0.0%
Total Payroll-Related Expenses	<u>\$ 23,284.55</u>	11.7%
Total Payroll Expenses	<u>\$ 141,906.93</u>	71.2%

The Williamsburg Hotel Restaurant/Hotel Bar August 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 1,946.27	1.0%
Cleaning Supplies	689.11	0.3%
Complimentary Food & Beverage	2,074.81	1.0%
Decorations	780.00	0.4%
Dues & Subscriptions	99.00	0.0%
Equipment Rental	1,466.20	0.7%
Kitchen Fuel	442.58	0.2%
Kitchen Supplies	1,793.74	0.9%
Laundry - Linen	1,441.61	0.7%
Laundry - Uniforms	206.73	0.1%
Menu R&D	4,249.72	2.1%
Music & Entertainment	14,789.99	7.4%
Operating Supplies	4,797.72	2.4%
Paper & Plastics	1,125.96	0.6%
Printing & Stationery	724.02	0.4%
Promotion	100.00	0.1%
Reservations	162.22	0.1%
Travel - Other	106.16	0.1%
Total Other Expenses	<u>\$ 36,995.83</u>	<u>18.6%</u>
Total Departmental Expenses	<u>\$ 178,902.77</u>	<u>89.8%</u>
Departmental Profit/Loss	<u>\$ (31,661.53)</u>	<u>-15.9%</u>

The Williamsburg Hotel Roof Bar August 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 21,270.15	5.1%
Non-Alcoholic Revenue	5,861.23	1.4%
<i>Total Food Revenue</i>	<u>\$ 27,131.38</u>	6.5%
 Beverage Revenue		
Beer Revenue	\$ 42,526.64	10.2%
Liquor Revenue	231,847.35	55.7%
Wine Revenue	60,452.18	14.5%
<i>Total Beverage Revenue</i>	<u>\$ 334,826.17</u>	80.5%
 Other Revenue		
Pool Pass	\$ 54,126.46	13.0%
<i>Total Other Revenue</i>	<u>\$ 54,126.46</u>	13.0%
 Total Revenue	<u>\$ 416,084.01</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 7,594.81	35.7%
Cost of Non-Alcoholic Sales	1,793.98	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 9,388.79</u>	34.6%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 8,811.35	20.7%
Cost of Liquor Sales	40,026.67	17.3%
Cost of Wine Sales	12,450.51	20.6%
<i>Total Cost of Beverage Sales</i>	<u>\$ 61,288.53</u>	18.3%
 Total Cost of Sales	<u>\$ 70,677.32</u>	19.5%
 Gross Profit	<u>\$ 345,406.69</u>	83.0%

The Williamsburg Hotel Roof Bar August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 9,730.75	2.3%
Assistant Bakers	394.44	0.1%
Sous Chefs	4,235.99	1.0%
Restaurant Managers	12,826.92	3.1%
Non-Management		
Cooks	6,636.88	1.6%
Stewards	2,561.17	0.6%
Bartenders	6,718.49	1.6%
Barbacks	6,255.76	1.5%
Bussers	7,240.48	1.7%
Hostess/Host	2,798.20	0.7%
Housepersons	4,268.97	1.0%
Lifeguards	10,225.32	2.5%
Servers	9,352.15	2.2%
Total Payroll Wage Expenses	<u>\$ 83,245.52</u>	20.0%
Payroll-Related Expenses		
Contract Labor	\$ 14,030.76	3.4%
Payroll Taxes & Worker's Comp		
FICA	12,870.93	3.1%
Federal Unemployment	359.94	0.1%
State Unemployment	835.92	0.2%
NY Re-Employment Service Fund Tax	61.18	0.0%
MTA Tax	559.36	0.1%
Workers Compensation Insurance	648.45	0.2%
Employee Benefits		
Employee Meals	4,421.56	1.1%
Paid Family Leave	32.19	0.0%
Short Term Disability	33.11	0.0%
Total Payroll-Related Expenses	<u>\$ 33,853.41</u>	8.1%
Total Payroll Expenses	<u><u>\$ 117,098.93</u></u>	28.1%

The Williamsburg Hotel Roof Bar August 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 7,103.15	1.7%
Cleaning Supplies	823.30	0.2%
Complimentary Food & Beverage	3,672.07	0.9%
Credit Card Commissions	14,893.42	3.6%
Equipment Rental	1,751.69	0.4%
Ice	7,500.00	1.8%
Kitchen Fuel	528.75	0.1%
Kitchen Supplies	2,143.02	0.5%
Laundry - Linen	1,722.32	0.4%
Laundry - Uniforms	246.98	0.1%
Music & Entertainment	11,215.00	2.7%
Operating Supplies	5,731.92	1.4%
Paper & Plastics	1,345.20	0.3%
Photography	150.00	0.0%
Promotion	21,976.91	5.3%
Reservations	500.00	0.1%
Security	19,534.89	4.7%
Travel - Other	45.34	0.0%
Total Other Expenses	<u>\$ 100,883.97</u>	24.2%
Total Departmental Expenses	<u>\$ 217,982.90</u>	52.4%
Departmental Profit/Loss	<u>\$ 127,423.80</u>	30.6%

The Williamsburg Hotel Banquets August 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 33,545.37	48.0%
Non-Alcoholic Revenue	3,785.00	5.4%
<i>Total Food Revenue</i>	<u>\$ 37,330.37</u>	53.4%
 Beverage Revenue		
Beer Revenue	\$ 2,287.00	3.3%
Liquor Revenue	5,961.28	8.5%
Wine Revenue	3,231.00	4.6%
<i>Total Beverage Revenue</i>	<u>\$ 11,479.28</u>	16.4%
 Other Revenue		
Service Charges	\$ 7,377.65	10.6%
Room Rental	12,500.00	17.9%
Other Fees	1,240.00	1.8%
<i>Total Other Revenue</i>	<u>\$ 21,117.65</u>	30.2%
 Total Revenue	<u>\$ 69,927.30</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 11,743.05	35.0%
Cost of Non-Alcoholic Sales	1,158.50	30.6%
<i>Total Cost of Food Sales</i>	<u>\$ 12,901.55</u>	34.6%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 473.86	20.7%
Cost of Liquor Sales	1,029.17	17.3%
Cost of Wine Sales	665.45	20.6%
<i>Total Cost of Beverage Sales</i>	<u>\$ 2,168.47</u>	18.9%
 Total Cost of Sales	<u>\$ 15,070.02</u>	30.9%
 Gross Profit	<u>\$ 54,857.28</u>	78.4%

The Williamsburg Hotel Banquets August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 699.24	1.0%
Assistant Bakers	430.90	0.6%
Sous Chefs	4,627.55	6.6%
Restaurant Managers	2,630.60	3.8%
Non-Management		
Cooks	7,250.36	10.4%
Stewards	2,797.91	4.0%
Bartenders	996.68	1.4%
Barbacks	507.73	0.7%
Bussers	1,509.01	2.2%
Hostess/Host	1,825.66	2.6%
Housepersons	901.46	1.3%
Servers	6,316.92	9.0%
Total Payroll Wage Expenses	<u>\$ 30,494.03</u>	43.6%
Payroll-Related Expenses		
Contract Labor	\$ 102.57	0.1%
Payroll Taxes & Worker's Comp		
FICA	3,261.99	4.7%
Federal Unemployment	91.98	0.1%
State Unemployment	210.41	0.3%
NY Re-Employment Service Fund Tax	15.40	0.0%
MTA Tax	141.67	0.2%
Workers Compensation Insurance	344.31	0.5%
Employee Benefits		
Employee Meals	1,619.68	2.3%
Health Insurance	73.03	0.1%
Total Payroll-Related Expenses	<u>\$ 5,861.05</u>	8.4%
Total Payroll Expenses	<u>\$ 36,355.07</u>	52.0%

The Williamsburg Hotel Banquets August 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 173.85	0.2%
Complimentary Food & Beverage	523.44	0.7%
Equipment Rental	369.90	0.5%
Kitchen Fuel	111.66	0.2%
Kitchen Supplies	452.53	0.6%
Laundry - Linen	363.70	0.5%
Laundry - Uniforms	52.15	0.1%
Operating Supplies	1,210.39	1.7%
Paper & Plastics	284.06	0.4%
Total Other Expenses	<u>\$ 3,541.68</u>	5.1%
Total Departmental Expenses	<u>\$ 39,896.76</u>	57.1%
Departmental Profit/Loss	<u>\$ 14,960.52</u>	21.4%

The Williamsburg Hotel

Minibar

August 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 5,118.00	24.4%
Non-Alcoholic Revenue	5,251.00	25.1%
<i>Total Food Revenue</i>	<u>\$ 10,369.00</u>	49.5%
 Beverage Revenue		
Beer Revenue	\$ 1,008.00	4.8%
Liquor Revenue	4,441.00	21.2%
Wine Revenue	1,951.00	9.3%
<i>Total Beverage Revenue</i>	<u>\$ 7,400.00</u>	35.3%
 Sundries Revenue	<u>\$ 3,175.00</u>	15.2%
<i>Total Sundries Revenue</i>	<u>\$ 3,175.00</u>	15.2%
 Total Revenue	<u>\$ 20,944.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 1,513.83	29.6%
Cost of Non-Alcoholic Sales	1,189.37	22.7%
<i>Total Cost of Food Sales</i>	<u>\$ 2,703.20</u>	26.1%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 188.93	18.7%
Cost of Liquor Sales	604.10	13.6%
Cost of Wine Sales	837.36	42.9%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,630.38</u>	22.0%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 624.69</u>	19.7%
<i>Total Cost of Sundries</i>	<u>\$ 624.69</u>	19.7%
 Total Cost of Sales	<u>\$ 4,958.27</u>	23.7%
 Departmental Profit	<u>\$ 15,985.73</u>	76.3%

The Williamsburg Hotel Miscellaneous Income August 2018

	<u>Actual</u>	<u>%</u>
Miscellaneous Income		
Cleaning Fee/Damages	\$ 327.24	6.6%
Guest Laundry/Dry Cleaning Fee	556.00	11.2%
Pet Fee	1,500.00	30.3%
Porterage Fee	50.00	1.0%
Smoking Fee	2,518.16	50.9%
Total Miscellaneous Income	<u>\$ 4,951.40</u>	100.0%

The Williamsburg Hotel Admin & General August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 9,288.46	0.5%
Operations Coordinator	1,730.77	0.1%
Accounting		
Assistant Controller	\$ 7,519.25	0.4%
Accounting Staff	2,073.07	0.1%
Office Management		
Office Manager	\$ 9,138.08	0.5%
Non-Management		
Security Officers	\$ 24,426.96	1.4%
Total Payroll Wage Expenses	<u>\$ 54,176.59</u>	<u>3.2%</u>
 Payroll-Related Expenses		
Contract Labor	\$ 26,383.08	1.5%
Payroll Taxes & Worker's Comp		
FICA	\$ 3,885.35	0.2%
Federal Unemployment	109.39	0.0%
State Unemployment	250.39	0.0%
NY Re-Employment Service Fund Tax	18.32	0.0%
MTA Tax	168.74	0.0%
Workers Compensation Insurance	537.86	0.0%
Employee Benefits		
Health Insurance	3,254.76	0.2%
Paid Family Leave	26.70	0.0%
Short Term Disability	27.46	0.0%
Total Payroll-Related Expenses	<u>\$ 34,662.06</u>	<u>2.0%</u>
 Total Payroll Expenses	<u>\$ 88,838.65</u>	<u>5.2%</u>

The Williamsburg Hotel
Admin & General
August 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 2,337.75	0.1%
Allocated F&B Expenses	373.22	0.0%
Bad Debt Expense	3,504.89	0.2%
Bank Charges	1,149.02	0.1%
Complimentary Food & Beverage	3,320.77	0.2%
Credit Card Commissions	40,675.37	2.4%
Credit Card Fees / Rebates	273.28	0.0%
Dues & Subscriptions	34.99	0.0%
Human Resources	706.83	0.0%
Licenses & Permits	472.50	0.0%
Operating Supplies	152.39	0.0%
Payroll Fees	3,553.71	0.2%
Travel - Other	221.72	0.0%
Violations & Penalties	1,500.00	0.1%
Total Other Expenses	<u>\$ 58,276.44</u>	<u>3.4%</u>
Departmental Profit/(Loss)	<u>\$ (147,115.09)</u>	<u>(8.6%)</u>

The Williamsburg Hotel Information & Telecommunications Systems August 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Internet Services	\$ 3,261.71	0.2%
Cost of Local Calls	530.64	0.0%
Cost of Long Distance Calls	29.18	0.0%
Cost of Services - Other	804.96	0.0%
Total Cost of Services	<u>\$ 4,626.49</u>	0.3%
 System Expenses		
Admin & General	\$ 766.54	0.0%
Food and Beverage	807.55	0.0%
Human Resources	1,508.62	0.1%
Information Systems	739.44	0.0%
Property Operation & Maintenance	864.00	0.1%
Rooms	949.84	0.1%
Sales & Marketing	313.68	0.0%
Telecommunications	587.58	0.0%
Total System Expenses	<u>\$ 6,537.25</u>	0.4%
 Other Expenses		
Contract Services	\$ 2,627.27	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	724.49	0.0%
Total Other Expenses	<u>\$ 3,391.76</u>	0.2%
 Departmental Profit/(Loss)	<u>\$ (14,555.50)</u>	(0.9%)

The Williamsburg Hotel Sales & Marketing August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 20,344.17	1.2%
Non-Management		
Event Coordinator	10,723.07	0.6%
Total Payroll Wage Expenses	<u>\$ 31,067.24</u>	1.8%
 Payroll-Related Expenses		
Contract Labor	\$ 10,125.00	0.6%
Payroll Taxes & Worker's Comp		
FICA	\$ 2,519.82	0.1%
Federal Unemployment	70.69	0.0%
State Unemployment	162.45	0.0%
NY Re-Employment Service Fund Tax	11.88	0.0%
MTA Tax	109.45	0.0%
Workers Compensation Insurance	306.63	0.0%
Employee Benefits		
Paid Family Leave	15.22	0.0%
Short Term Disability	15.66	0.0%
Total Payroll-Related Expenses	<u>\$ 13,336.80</u>	0.8%
 Total Payroll Expenses	<u>\$ 44,404.04</u>	2.6%
 Other Expenses		
Agency Fees	\$ 4,280.71	0.3%
Collateral Material	1,923.01	0.1%
Complimentary Food & Beverage	495.01	0.0%
Contract Services	1,250.00	0.1%
Dues & Subscriptions	5,766.46	0.3%
Media	5,135.00	0.3%
Operating Supplies	165.06	0.0%
Promotion	4,115.23	0.2%
Public Relations	7,500.00	0.4%
Travel - Other	121.00	0.0%
Total Other Expenses	<u>\$ 30,751.48</u>	1.8%
 Departmental Profit/(Loss)	<u>\$ (75,155.52)</u>	(4.4%)

The Williamsburg Hotel Property Operations & Maintenance August 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Chief Engineer	\$ 5,865.38	0.3%
Non-Management		
Engineers	\$ 11,258.16	0.7%
Total Payroll Wage Expenses	<u>\$ 17,123.54</u>	1.0%
Payroll-Related Expenses		
Contract Labor	\$ 3,000.00	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,333.51	0.1%
Federal Unemployment	37.58	0.0%
State Unemployment	85.83	0.0%
NY Re-Employment Service Fund Tax	6.29	0.0%
MTA Tax	57.91	0.0%
Workers Compensation Insurance	170.91	0.0%
Employee Benefits		
Employee Meals	\$ 909.51	0.1%
Health Insurance	362.51	0.0%
Paid Family Leave	8.49	0.0%
Short Term Disability	8.73	0.0%
Total Payroll-Related Expenses	<u>\$ 5,981.26</u>	0.4%
Total Payroll Expenses	<u>\$ 23,104.80</u>	1.4%
Other Expenses		
Allocated F&B Payroll	\$ 953.82	0.1%
Allocated F&B Expenses	152.28	0.0%
Elevator Repair	1,959.75	0.1%
Fire Safety & Alarm	2,108.09	0.1%
Kitchen Equipment	8,261.00	0.5%
Licenses & Permits	332.50	0.0%
Operating Supplies	2,913.13	0.2%
Pest Control	1,743.60	0.1%
Waste Removal	4,483.43	0.3%
Total Other Expenses	<u>\$ 22,907.60</u>	1.3%
Departmental Profit/(Loss)	<u>\$ (46,012.40)</u>	(2.7%)

The Williamsburg Hotel

Utilities

August 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 32,442.88	1.9%
Gas / Fuel	1,796.67	0.1%
Water / Sewer	2,712.37	0.2%
Total Utilities Expenses	<u>\$ 36,951.92</u>	<u>2.2%</u>

The Williamsburg Hotel

Fixed Expenses

August 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	0.8%
Total Fixed Expenses	<u>\$ 13,323.35</u>	0.8%



THE
Williamsburg
Hotel

Income Statement
September 2018

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The Williamsburg Hotel Income Statement Summary September 2018

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	3,321	
Occupied Rooms	3,385	
Available Rooms	4,140	
Paid Occupancy %	80.2%	
Total Occupancy %	81.8%	
Paid ADR	\$ 364.06	
Total ADR	\$ 357.18	
RevPAR	\$ 292.04	
Revenue		
Room Revenue	\$ 1,209,053.21	68.2%
F&B Revenue	\$ 543,934.69	30.7%
Other Income	\$ 18,986.11	1.1%
Total Revenue	\$ 1,771,974.01	100.0%
Departmental Expenses		
Room Expenses	\$ 405,305.57	33.5%
F&B Expenses	\$ 483,800.99	88.9%
Total Departmental Expenses	\$ 889,106.56	50.2%
Total Departmental Profit	\$ 882,867.45	49.8%
Undistributed Operating Expenses		
Admin & General	\$ 156,587.17	8.8%
Info & Telecomm Systems	\$ 12,916.16	0.7%
Sales & Marketing	\$ 90,527.51	5.1%
Property Operations & Maintenance	\$ 46,626.92	2.6%
Utilities	\$ 35,207.81	2.0%
Total Undistributed Expenses	\$ 341,865.58	19.3%
Gross Operating Profit	\$ 541,001.87	30.5%
Property & Liability Insurance	\$ 13,323.35	0.8%
Net Operating Profit	\$ 527,678.53	29.8%

The Williamsburg Hotel Rooms Department September 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 108,492.60	9.0%
Total Retail	<u>\$ 108,492.60</u>	9.0%
Discount		
OTA		
Booking.com	\$ 193,953.71	16.0%
Expedia	239,432.75	19.8%
Hotel Tonight	92,221.12	7.6%
Mr & Mrs Smith	9,292.52	0.8%
Secret Escapes	6,328.00	0.5%
Tablet	<u>4,150.00</u>	0.3%
Total OTA	<u>\$ 545,378.10</u>	45.1%
Consortia		
ABC Travel	\$ 1,062.00	0.1%
Altour	2,034.90	0.2%
American Express	20,987.00	1.7%
BCD Travel	16,290.00	1.3%
CCRA Travel Solutions	360.00	0.0%
Carlson Wagonlit	7,524.00	0.6%
Flight Centre Corp	2,124.00	0.2%
Frosch	1,134.00	0.1%
Hickory Global Partners	1,818.00	0.2%
Interpublic Group	14,370.00	1.2%
Thor Travel	1,494.00	0.1%
Travel Leaders Group	6,569.10	0.5%
12 Book Radius	<u>7,632.00</u>	0.6%
Total Consortia	<u>\$ 83,399.00</u>	6.9%
Other Discount	<u>\$ 213,703.94</u>	17.7%
Total Other Discount	<u>\$ 213,703.94</u>	17.7%
Corporate Negotiated	<u>\$ 79,999.00</u>	6.6%
Total Negotiated	<u>\$ 79,999.00</u>	6.6%
<i>Total Transient Rooms Revenue</i>	<u>\$ 1,030,972.64</u>	85.3%

The Williamsburg Hotel Rooms Department September 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 89,401.34	7.4%
Group - Entertainment	47,143.00	3.9%
Group - Social	27,070.50	2.2%
<i>Total Group Rooms Revenue</i>	<u>\$ 163,614.84</u>	13.5%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 3,940.00	0.3%
No Shows	9,475.73	0.8%
Late Check Out	1,050.00	0.1%
Total Other Rooms Revenue	<u>\$ 14,465.73</u>	1.2%
Total Revenue	<u><u>\$ 1,209,053.21</u></u>	100.0%

Payroll**Management****Front Office & Revenue**

Revenue Manager	\$ 9,230.76	0.8%
Front Office Manager	5,384.60	0.4%
Assistant Front Office Managers	8,400.80	0.7%
Reservation Managers	5,769.24	0.5%
Night Managers	4,615.40	0.4%

Housekeeping

Housekeeping Managers	\$ 15,461.51	1.3%

Non-Management

Bell Attendants	\$ 12,682.59	1.0%
Desk Clerks	16,467.82	1.4%
Front Office Supervisors	1,431.75	0.1%
Guest Room Attendants	36,824.11	3.0%
Housekeeping Supervisors	6,933.94	0.6%
Housepersons	41,741.77	3.5%
Night Auditors	3,905.30	0.3%
Total Payroll Wage Expenses	<u>\$ 168,849.59</u>	14.0%

The Williamsburg Hotel Rooms Department September 2018

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Contract Labor	\$ 1,600.00	0.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 13,139.10	1.1%
Federal Unemployment	276.21	0.0%
State Unemployment	716.61	0.1%
NY Re-Employment Service Fund Tax	52.41	0.0%
MTA Tax	572.44	0.0%
Workers Compensation Insurance	1,789.02	0.1%
Employee Benefits		
Employee Meals	\$ 6,956.60	0.6%
Health Insurance	2,353.12	0.2%
Paid Family Leave	88.82	0.0%
Short Term Disability	91.35	0.0%
Total Payroll-Related Expenses	<u>\$ 27,635.67</u>	2.3%
Total Payroll Expenses	<u>\$ 196,485.26</u>	16.3%

The Williamsburg Hotel Rooms Department September 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 15,213.68	1.3%
Allocated F&B Expenses	1,249.02	0.1%
Cable Television	2,232.97	0.2%
Cleaning Supplies	6,733.20	0.6%
Commission - OTA	101,070.49	8.4%
Commission - Group	7,757.35	0.6%
Commission - Other	18,044.65	1.5%
Complimentary Breakfast	4,165.32	0.3%
Decorations	185.00	0.0%
Dues & Subscriptions	1,433.30	0.1%
Guest Amenities	1,252.30	0.1%
Guest Amenities Wine	3,555.06	0.3%
Guest Supplies	2,500.51	0.2%
Guest Relations	406.77	0.0%
Laundry - Linen	28,362.06	2.3%
Laundry - Uniforms	852.24	0.1%
Laundry - Other	1,454.70	0.1%
Linen Costs	4,170.61	0.3%
Operating Supplies	3,057.37	0.3%
Reservations Services	4,516.93	0.4%
Rooms Meal Package	606.78	0.1%
Total Other Expenses	<u>\$ 208,820.31</u>	17.3%
Total Departmental Expenses	<u>\$ 405,305.57</u>	33.5%
Departmental Profit	<u>\$ 803,747.64</u>	66.5%

The Williamsburg Hotel Restaurant/Hotel Bar September 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 69,135.91	40.7%
N/A Beverage	14,025.12	8.2%
<i>Total Food Revenue</i>	<u>\$ 83,161.03</u>	48.9%
 Beverage Revenue		
Beer	\$ 10,729.50	6.3%
Liquor	50,789.59	29.9%
Wine	18,521.82	10.9%
<i>Total Beverage Revenue</i>	<u>\$ 80,040.91</u>	47.1%
 Other Revenue		
Delivery Fee	\$ 2,157.08	1.3%
Room Rental	3,500.00	2.1%
Other Fees	1,200.00	0.7%
<i>Total Other Revenue</i>	<u>\$ 6,857.08</u>	4.0%
 Total Revenue	<u>\$ 170,059.02</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 22,057.85	31.9%
Cost of N/A Beverage Sales	2,776.55	19.8%
<i>Total Cost of Food Sales</i>	<u>\$ 24,834.40</u>	29.9%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,275.82	21.2%
Cost of Liquor Sales	8,621.62	17.0%
Cost of Wine Sales	6,322.11	34.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 17,219.55</u>	21.5%
 Total Cost of Sales	<u>\$ 42,053.95</u>	25.8%
 Gross Profit	<u>\$ 128,005.07</u>	75.3%

The Williamsburg Hotel Restaurant/Hotel Bar September 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 6,086.26	3.6%
Assistant Bakers	1,881.37	1.1%
Sous Chefs	11,579.80	6.8%
Restaurant Managers	13,004.47	7.6%
Non-Management		
Cooks	\$ 22,093.67	13.0%
Stewards	8,684.05	5.1%
Bartenders	9,979.89	5.9%
Barbacks	4,715.30	2.8%
Bussers	7,657.69	4.5%
Hostess/Host	10,194.96	6.0%
Servers	23,504.97	13.8%
Total Payroll Wage Expenses	<u>\$ 119,382.43</u>	70.2%
Payroll-Related Expenses		
Contract Labor	\$ 258.38	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 14,158.60	8.3%
Federal Unemployment	297.25	0.2%
State Unemployment	769.91	0.5%
NY Re-Employment Service Fund Tax	56.37	0.0%
MTA Tax	616.83	0.4%
Workers Compensation Insurance	1,649.26	1.0%
Employee Benefits		
Employee Meals	\$ 4,918.55	2.9%
Health Insurance	464.18	0.3%
Paid Family Leave	91.54	0.1%
Short Term Disability	94.15	0.1%
Total Payroll-Related Expenses	<u>\$ 23,375.01</u>	13.7%
Total Payroll Expenses	<u><u>\$ 142,757.43</u></u>	83.9%

The Williamsburg Hotel Restaurant/Hotel Bar September 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 1,586.10	0.9%
Cleaning Supplies	393.46	0.2%
Complimentary Food & Beverage	2,667.20	1.6%
Commissions	594.00	0.3%
Decorations	780.00	0.5%
Dues & Subscriptions	99.00	0.1%
Equipment Rental	283.92	0.2%
Kitchen Fuel	322.04	0.2%
Kitchen Supplies	429.66	0.3%
Laundry - Linen	1,460.15	0.9%
Laundry - Uniforms	191.86	0.1%
Menu R&D	3,562.38	2.1%
Music & Entertainment	10,089.99	5.9%
Operating Supplies	1,304.45	0.8%
Paper & Plastics	275.77	0.2%
Promotion	100.00	0.1%
Reservations	162.22	0.1%
Travel - Other	50.65	0.0%
Total Other Expenses	<u>\$ 24,352.83</u>	14.3%
Total Departmental Expenses	<u>\$ 167,110.27</u>	98.3%
Departmental Profit/Loss	<u>\$ (39,105.20)</u>	-23.0%

The Williamsburg Hotel Roof Bar September 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 13,818.66	4.3%
Non-Alcoholic Revenue	6,848.64	2.1%
<i>Total Food Revenue</i>	<u>\$ 20,667.30</u>	6.4%
Beverage Revenue		
Beer Revenue	\$ 37,041.77	11.4%
Liquor Revenue	211,500.20	65.3%
Wine Revenue	45,450.17	14.0%
<i>Total Beverage Revenue</i>	<u>\$ 293,992.14</u>	90.8%
Other Revenue		
Pool Pass	\$ 9,101.53	2.8%
<i>Total Other Revenue</i>	<u>\$ 9,101.53</u>	2.8%
Total Revenue	<u>\$ 323,760.97</u>	100.0%
Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 4,444.77	32.2%
Cost of Non-Alcoholic Sales	1,355.83	19.8%
<i>Total Cost of Food Sales</i>	<u>\$ 5,800.59</u>	28.1%
<i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 7,856.87	21.2%
Cost of Liquor Sales	35,902.54	17.0%
Cost of Wine Sales	15,513.64	34.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 59,273.05</u>	20.2%
Total Cost of Sales	<u>\$ 65,073.64</u>	20.7%
Gross Profit	<u>\$ 258,687.33</u>	79.9%

The Williamsburg Hotel Roof Bar September 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 6,346.14	2.0%
Assistant Bakers	429.87	0.1%
Sous Chefs	2,645.85	0.8%
Restaurant Managers	11,153.84	3.4%
Non-Management		
Cooks	\$ 5,048.15	1.6%
Stewards	1,984.21	0.6%
Bartenders	4,699.79	1.5%
Barbacks	5,130.46	1.6%
Bussers	3,342.77	1.0%
Hostess/Host	631.46	0.2%
Lifeguards	8,823.86	2.7%
Servers	5,821.54	1.8%
Total Payroll Wage Expenses	<u>\$ 56,057.94</u>	17.3%
Payroll-Related Expenses		
Contract Labor	\$ 17,113.35	5.3%
Payroll Taxes & Worker's Comp		
FICA	\$ 7,987.60	2.5%
Federal Unemployment	164.94	0.1%
State Unemployment	434.22	0.1%
NY Re-Employment Service Fund Tax	31.79	0.0%
MTA Tax	348.00	0.1%
Workers Compensation Insurance	486.59	0.2%
Employee Benefits		
Employee Meals	\$ 2,309.59	0.7%
Paid Family Leave	24.16	0.0%
Short Term Disability	24.85	0.0%
Total Payroll-Related Expenses	<u>\$ 28,925.08</u>	8.9%
Total Payroll Expenses	<u>\$ 84,983.02</u>	26.2%

The Williamsburg Hotel Roof Bar September 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 6,623.81	2.0%
Cleaning Supplies	527.18	0.2%
Complimentary Food & Beverage	3,546.50	1.1%
Credit Card Commissions	9,618.43	3.0%
Decorations	176.91	0.1%
Equipment Rental	380.41	0.1%
Ice	3,500.00	1.1%
Kitchen Fuel	431.48	0.1%
Kitchen Supplies	575.67	0.2%
Laundry - Linen	1,956.37	0.6%
Laundry - Uniforms	257.06	0.1%
Music & Entertainment	13,715.00	4.2%
Operating Supplies	2,159.31	0.7%
Paper & Plastics	369.49	0.1%
Promotion	29,872.76	9.2%
Reservations	500.00	0.2%
Security	21,671.56	6.7%
Total Other Expenses	<u>\$ 95,881.95</u>	<u>29.6%</u>
Total Departmental Expenses	<u>\$ 180,864.97</u>	<u>55.9%</u>
Departmental Profit/Loss	<u>\$ 77,822.36</u>	<u>24.0%</u>

The Williamsburg Hotel Banquets September 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 16,510.00	51.1%
Non-Alcoholic Revenue	1,225.00	3.8%
<i>Total Food Revenue</i>	<u>\$ 17,735.00</u>	54.9%
 Beverage Revenue		
Liquor Revenue	\$ 1,200.00	3.7%
<i>Total Beverage Revenue</i>	<u>\$ 1,200.00</u>	3.7%
 <i>Other Revenue</i>		
Service Charges	\$ 5,045.70	15.6%
Room Rental	7,000.00	21.7%
Other Fees	1,300.00	4.0%
<i>Total Other Revenue</i>	<u>\$ 13,345.70</u>	41.3%
 Total Revenue	<u>\$ 32,280.70</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 5,198.01	31.5%
Cost of Non-Alcoholic Sales	242.51	19.8%
<i>Total Cost of Food Sales</i>	<u>\$ 5,440.53</u>	30.7%
 <i>Cost of Beverage Sales</i>		
Cost of Liquor Sales	\$ 203.70	17.0%
<i>Total Cost of Beverage Sales</i>	<u>\$ 203.70</u>	17.0%
 Total Cost of Sales	<u>\$ 5,644.23</u>	29.8%
 Gross Profit	<u>\$ 26,636.47</u>	82.5%

The Williamsburg Hotel Banquets September 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 67.58	0.2%
Assistant Bakers	345.10	1.1%
Sous Chefs	2,124.10	6.6%
Restaurant Managers	1,534.03	4.8%
Non-Management		
Cooks	\$ 4,052.68	12.6%
Stewards	1,592.93	4.9%
Bartenders	110.82	0.3%
Barbacks	52.36	0.2%
Bussers	903.31	2.8%
Hostess/Host	1,202.62	3.7%
Servers	2,772.69	8.6%
Total Payroll Wage Expenses	<u>\$ 14,758.21</u>	45.7%
Payroll-Related Expenses		
Contract Labor	\$ 30.48	0.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,670.17	5.2%
Federal Unemployment	35.06	0.1%
State Unemployment	90.82	0.3%
NY Re-Employment Service Fund Tax	6.65	0.0%
MTA Tax	72.76	0.2%
Workers Compensation Insurance	194.55	0.6%
Employee Benefits		
Employee Meals	\$ 608.04	1.9%
Health Insurance	54.75	0.2%
Total Payroll-Related Expenses	<u>\$ 2,763.29</u>	8.6%
Total Payroll Expenses	<u>\$ 17,521.50</u>	54.3%

The Williamsburg Hotel Banquets September 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 46.41	0.1%
Complimentary Food & Beverage	314.63	1.0%
Equipment Rental	33.49	0.1%
Kitchen Fuel	37.99	0.1%
Kitchen Supplies	50.68	0.2%
Laundry - Linen	172.24	0.5%
Laundry - Uniforms	22.63	0.1%
Operating Supplies	153.88	0.5%
Paper & Plastics	32.53	0.1%
Total Other Expenses	<u>\$ 864.48</u>	2.7%
Total Departmental Expenses	<u>\$ 18,385.99</u>	57.0%
Departmental Profit/Loss	<u>\$ 8,250.48</u>	25.6%

The Williamsburg Hotel Minibar September 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 4,298.00	24.1%
Non-Alcoholic Revenue	5,365.00	30.1%
<i>Total Food Revenue</i>	<u>\$ 9,663.00</u>	54.2%
 Beverage Revenue		
Beer Revenue	\$ 1,044.00	5.9%
Liquor Revenue	2,375.00	13.3%
Wine Revenue	2,009.00	11.3%
<i>Total Beverage Revenue</i>	<u>\$ 5,428.00</u>	30.4%
 Sundries Revenue	<u>\$ 2,743.00</u>	15.4%
<i>Total Sundries Revenue</i>	<u>\$ 2,743.00</u>	15.4%
 Total Revenue	<u>\$ 17,834.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 1,253.17	29.2%
Cost of Non-Alcoholic Sales	1,205.49	22.5%
<i>Total Cost of Food Sales</i>	<u>\$ 2,458.66</u>	25.4%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 195.68	18.7%
Cost of Liquor Sales	589.52	24.8%
Cost of Wine Sales	853.03	42.5%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,638.22</u>	30.2%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 571.06</u>	20.8%
<i>Total Cost of Sundries</i>	<u>\$ 571.06</u>	20.8%
 Total Cost of Sales	<u>\$ 4,667.95</u>	26.2%
 Departmental Profit	<u>\$ 13,166.05</u>	73.8%

The Williamsburg Hotel Miscellaneous Income September 2018

	<u>Actual</u>	<u>%</u>
Miscellaneous Income		
Cancellation Fee	\$ 16,891.11	89.0%
Guest Laundry/Dry Cleaning Fee	940.00	5.0%
Pet Fee	400.00	2.1%
Smoking Fee	650.00	3.4%
Umbrella Fee	105.00	0.6%
Total Miscellaneous Income	<u>\$ 18,986.11</u>	100.0%

The Williamsburg Hotel Admin & General September 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 8,076.92	0.5%
Accounting		
Assistant Controller	\$ 6,538.48	0.4%
Office Management		
Office Manager	\$ 5,959.62	0.3%
Non-Management		
Security Officers	\$ 26,118.42	1.5%
Total Payroll Wage Expenses	<u>\$ 46,693.44</u>	2.6%
 Payroll-Related Expenses		
Contract Labor	\$ 34,099.23	1.9%
Payroll Taxes & Worker's Comp		
FICA	\$ 3,674.56	0.2%
Federal Unemployment	76.62	0.0%
State Unemployment	199.42	0.0%
NY Re-Employment Service Fund Tax	14.61	0.0%
MTA Tax	160.09	0.0%
Workers Compensation Insurance	495.13	0.0%
Employee Benefits		
Employee Meals	\$ 1,923.77	0.1%
Health Insurance	3,448.22	0.2%
Paid Family Leave	24.58	0.0%
Short Term Disability	25.28	0.0%
Total Payroll-Related Expenses	<u>\$ 44,141.52</u>	2.5%
 Total Payroll Expenses	<u><u>\$ 90,834.96</u></u>	5.1%

The Williamsburg Hotel Admin & General September 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 7,717.71	0.4%
Allocated F&B Expenses	525.35	0.0%
Bad Debt Expense	4,042.43	0.2%
Bank Charges	682.00	0.0%
Complimentary Food & Beverage	4,532.26	0.3%
Credit Card Commissions	40,947.76	2.3%
Credit Card Fees / Rebates	276.62	0.0%
Dues & Subscriptions	34.99	0.0%
Human Resources	2,087.00	0.1%
Operating Supplies	1,025.50	0.1%
Payroll Fees	3,451.46	0.2%
Training	200.00	0.0%
Violations & Penalties	229.14	0.0%
Total Other Expenses	<u>\$ 65,752.22</u>	<u>3.7%</u>
 Departmental Profit/(Loss)	 <u>\$ (156,587.17)</u>	 (8.8%)

The Williamsburg Hotel Information & Telecommunications Systems September 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Internet Services	\$ 3,405.28	0.2%
Cost of Local Calls	133.77	0.0%
Cost of Long Distance Calls	0.50	0.0%
Cost of Services - Other	410.52	0.0%
Total Cost of Services	<u>\$ 3,950.07</u>	0.2%
 System Expenses		
Admin & General	\$ 675.90	0.0%
Food and Beverage	837.55	0.0%
Human Resources	1,658.94	0.1%
Information Systems	1,289.26	0.1%
Property Operation & Maintenance	864.00	0.0%
Sales & Marketing	272.19	0.0%
Telecommunications	586.74	0.0%
Total System Expenses	<u>\$ 6,184.58</u>	0.3%
 Other Expenses		
Contract Services	\$ 2,627.27	0.1%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	114.24	0.0%
Total Other Expenses	<u>\$ 2,781.51</u>	0.2%
 Departmental Profit/(Loss)	<u>\$ (12,916.16)</u>	(0.7%)

The Williamsburg Hotel Sales & Marketing September 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 8,211.53	0.5%
Non-Management		
Event Coordinator	\$ 13,629.04	0.8%
Total Payroll Wage Expenses	<u>\$ 21,840.57</u>	1.2%
Payroll-Related Expenses		
Contract Labor	\$ 11,390.25	0.6%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,786.77	0.1%
Federal Unemployment	36.81	0.0%
State Unemployment	95.66	0.0%
NY Re-Employment Service Fund Tax	7.01	0.0%
MTA Tax	77.85	0.0%
Workers Compensation Insurance	231.23	0.0%
Employee Benefits		
Paid Family Leave	\$ 11.48	0.0%
Short Term Disability	11.81	0.0%
Total Payroll-Related Expenses	<u>\$ 13,648.87</u>	0.8%
Total Payroll Expenses	<u>\$ 35,489.44</u>	2.0%
Other Expenses		
Agency Fees	\$ 2,780.57	0.2%
Allocated F&B Payroll	5,907.40	0.3%
Allocated F&B Expenses	513.01	0.0%
Collateral Material	3,593.04	0.2%
Complimentary Food & Beverage	6,285.80	0.4%
Dues & Subscriptions	5,266.46	0.3%
Media	4,635.00	0.3%
Operating Supplies	68.40	0.0%
Photography	14,989.00	0.8%
Promotion	3,999.40	0.2%
Public Relations	7,000.00	0.4%
Total Other Expenses	<u>\$ 55,038.08</u>	3.1%
Departmental Profit/(Loss)	<u>\$ (90,527.51)</u>	(5.1%)

The Williamsburg Hotel Property Operations & Maintenance September 2018

	<u>Actual</u>	%
Payroll		
Management		
Chief Engineer	\$ 5,461.52	0.3%
Non-Management		
Engineers	\$ 11,612.76	0.7%
Total Payroll Wage Expenses	<u>\$ 17,074.28</u>	1.0%
Payroll-Related Expenses		
Contract Labor	\$ 3,950.00	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,345.88	0.1%
Federal Unemployment	28.25	0.0%
State Unemployment	72.68	0.0%
NY Re-Employment Service Fund Tax	5.33	0.0%
MTA Tax	58.63	0.0%
Workers Compensation Insurance	180.96	0.0%
Employee Benefits		
Employee Meals	\$ 703.46	0.0%
Health Insurance	518.93	0.0%
Paid Family Leave	8.98	0.0%
Short Term Disability	9.24	0.0%
Total Payroll-Related Expenses	<u>\$ 6,882.35</u>	0.4%
Total Payroll Expenses	<u>\$ 23,956.63</u>	1.4%
Other Expenses		
Allocated F&B Payroll	\$ 948.77	0.1%
Allocated F&B Expenses	59.66	0.0%
Complimentary Food & Beverage	26.92	0.0%
Electrical & Mechanical Equipment	598.81	0.0%
Elevator Repair	6,480.10	0.4%
Fire Safety & Alarm	1,742.00	0.1%
Grounds & Landscaping	326.63	0.0%
Kitchen Equipment	1,539.50	0.1%
Painting & Wallcovering	2,300.00	0.1%
Pest Control	762.12	0.0%
Plumbing	3,402.35	0.2%
Waste Removal	4,483.43	0.3%
Total Other Expenses	<u>\$ 22,670.29</u>	1.3%
Departmental Profit/(Loss)	<u>\$ (46,626.92)</u>	(2.6%)

The Williamsburg Hotel

Utilities

September 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 30,520.32	1.7%
Gas / Fuel	1,910.99	0.1%
Water / Sewer	2,776.51	0.2%
Total Utilities Expenses	<u>\$ 35,207.81</u>	<u>2.0%</u>

The Williamsburg Hotel Fixed Expenses September 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	0.8%
Total Fixed Expenses	<u>\$ 13,323.35</u>	0.8%



THE
Williamsburg
Hotel

Income Statement
October 2018

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The Williamsburg Hotel Income Statement Summary October 2018

	<u>Actual</u>	%
Paid Occupied Rooms	3,444	
Occupied Rooms	3,539	
Available Rooms	4,278	
Paid Occupancy %	80.5%	
Total Occupancy %	82.7%	
Paid ADR	\$ 379.57	
Total ADR	\$ 369.38	
RevPAR	\$ 305.57	
Revenue		
Room Revenue	\$ 1,307,231.93	67.0%
F&B Revenue	\$ 607,818.55	31.2%
Other Income	\$ 36,185.21	1.9%
Total Revenue	\$ 1,951,235.69	100.0%
Departmental Expenses		
Room Expenses	\$ 418,393.46	32.0%
F&B Expenses	\$ 523,489.66	86.1%
Total Departmental Expenses	\$ 941,883.12	48.3%
Total Departmental Profit	\$ 1,009,352.57	51.7%
Undistributed Operating Expenses		
Admin & General	\$ 199,612.63	10.2%
Info & Telecomm Systems	\$ 13,558.87	0.7%
Sales & Marketing	\$ 94,102.87	4.8%
Property Operations & Maintenance	\$ 53,137.98	2.7%
Utilities	\$ 30,697.63	1.6%
Total Undistributed Expenses	\$ 391,109.98	20.0%
Gross Operating Profit	\$ 618,242.59	31.7%
Property & Liability Insurance	\$ 13,323.35	0.7%
Net Operating Profit	\$ 604,919.24	31.0%

The Williamsburg Hotel Rooms Department October 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 125,133.20	9.6%
Total Retail	<u>\$ 125,133.20</u>	9.6%
Discount		
OTA		
Booking.com	\$ 183,727.62	14.1%
Expedia	212,919.79	16.3%
Hotel Tonight	72,891.68	5.6%
Mr & Mrs Smith	2,965.50	0.2%
Secret Escapes	10,370.60	0.8%
Tablet	<u>4,444.00</u>	0.3%
Total OTA	<u>\$ 487,319.19</u>	37.3%
Consortia		
ABC Travel	\$ 1,404.00	0.1%
Altour	3,595.50	0.3%
American Express	12,060.00	0.9%
BCD Travel	13,743.00	1.1%
CCRA Travel Solutions	2,164.00	0.2%
Carlson Wagonlit	11,142.00	0.9%
Direct Travel	2,196.00	0.2%
Flight Centre Corp	1,152.00	0.1%
Frosch	4,752.00	0.4%
Hickory Global Partners	1,224.00	0.1%
Interpublic Group	8,010.00	0.6%
Preferred Extras GBT Rate	2,610.00	0.2%
Thor Travel	1,134.00	0.1%
Travel & Transport	720.00	0.1%
Travel Leaders Group Worldwide	753.30	0.1%
12 Book Radius	<u>3,627.00</u>	0.3%
Total Consortia	<u>\$ 70,286.80</u>	5.4%
Other Discount	<u>\$ 237,249.95</u>	18.1%
Total Other Discount	<u>\$ 237,249.95</u>	18.1%
Corporate Negotiated	<u>\$ 75,834.00</u>	5.8%
Total Negotiated	<u>\$ 75,834.00</u>	5.8%
<i>Total Transient Rooms Revenue</i>	<u>\$ 995,823.14</u>	76.2%

The Williamsburg Hotel Rooms Department October 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group Association & Convention		0.0%
Group - Corporate	\$ 179,332.66	13.7%
Group - Entertainment	21,155.00	1.6%
Group - Social	95,838.25	7.3%
<i>Total Group Rooms Revenue</i>	<u>\$ 296,325.91</u>	<u>22.7%</u>
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 7,593.00	0.6%
No Shows	6,574.88	0.5%
Late Check Out	915.00	0.1%
<i>Total Other Rooms Revenue</i>	<u>\$ 15,082.88</u>	<u>1.2%</u>
Total Revenue	<u><u>\$ 1,307,231.93</u></u>	100.0%

Payroll**Management****Front Office & Revenue**

Revenue Manager	\$ 11,538.45	0.9%
Front Office Manager	6,730.75	0.5%
Assistant Front Office Managers	10,487.50	0.8%
Reservation Managers	7,211.55	0.6%
Night Managers	5,819.25	0.4%

Housekeeping

Housekeeping Managers	\$ 11,442.29	0.9%

Non-Management

Bell Attendants	\$ 13,452.82	1.0%
Desk Clerks	17,666.07	1.4%
Front Office Supervisors	682.41	0.1%
Guest Room Attendants	45,756.79	3.5%
Housekeeping Supervisors	6,270.11	0.5%
Housepersons	43,003.18	3.3%
Night Auditors	3,424.00	0.3%
Total Payroll Wage Expenses	<u><u>\$ 183,485.17</u></u>	14.0%

The Williamsburg Hotel Rooms Department October 2018

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Contract Labor	\$ 1,728.00	0.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 14,073.93	1.1%
Federal Unemployment	213.37	0.0%
State Unemployment	581.32	0.0%
NY Re-Employment Service Fund Tax	42.54	0.0%
MTA Tax	613.07	0.0%
Workers Compensation Insurance	1,780.47	0.1%
Employee Benefits		
Employee Meals	\$ 7,433.84	0.6%
Health Insurance	1,706.42	0.1%
Paid Family Leave	88.39	0.0%
Short Term Disability	90.91	0.0%
Total Payroll-Related Expenses	<u>\$ 28,352.27</u>	<u>2.2%</u>
Total Payroll Expenses	<u>\$ 211,837.44</u>	<u>16.2%</u>

The Williamsburg Hotel Rooms Department October 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 14,346.61	1.1%
Allocated F&B Expenses	1,426.72	0.1%
Cable Television	2,232.97	0.2%
Cleaning Supplies	5,976.51	0.5%
Commission - OTA	95,005.77	7.3%
Commission - Group	12,631.26	1.0%
Commission - Other	18,144.37	1.4%
Complimentary Breakfast	4,967.38	0.4%
Dues & Subscriptions	1,433.29	0.1%
Guest Amenities	1,260.40	0.1%
Guest Amenities Wine	3,570.07	0.3%
Guest Supplies	3,968.40	0.3%
Guest Relations	416.33	0.0%
Laundry - Linen	26,806.84	2.1%
Laundry - Uniforms	644.28	0.0%
Laundry - Other	1,088.75	0.1%
Linen Costs	4,157.91	0.3%
Operating Supplies	5,187.43	0.4%
Reservations Services	2,628.51	0.2%
Rooms Meal Package	662.23	0.1%
Total Other Expenses	<u>\$ 206,556.02</u>	<u>15.8%</u>
Total Departmental Expenses	<u>\$ 418,393.46</u>	<u>32.0%</u>
Departmental Profit	<u>\$ 888,838.47</u>	<u>68.0%</u>

The Williamsburg Hotel Restaurant/Hotel Bar October 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 73,459.12	25.4%
N/A Beverage	17,889.73	6.2%
<i>Total Food Revenue</i>	<u>\$ 91,348.85</u>	31.6%
 Beverage Revenue		
Beer	\$ 20,707.72	7.2%
Liquor	145,160.57	50.2%
Wine	29,771.80	10.3%
<i>Total Beverage Revenue</i>	<u>\$ 195,640.09</u>	67.7%
 Other Revenue		
Delivery Fee	\$ 2,004.13	0.7%
Other Fees	65.02	0.0%
<i>Total Other Revenue</i>	<u>\$ 2,069.15</u>	0.7%
 Total Revenue	<u>\$ 289,058.09</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 25,640.47	34.9%
Cost of N/A Beverage Sales	2,361.33	13.2%
<i>Total Cost of Food Sales</i>	<u>\$ 28,001.79</u>	30.7%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 5,430.48	26.2%
Cost of Liquor Sales	28,740.38	19.8%
Cost of Wine Sales	12,827.63	43.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 46,998.50</u>	24.0%
 Total Cost of Sales	<u>\$ 75,000.29</u>	26.1%
 Gross Profit	<u>\$ 214,057.80</u>	74.1%

The Williamsburg Hotel Restaurant/Hotel Bar October 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 7,242.26	2.5%
Assistant Bakers	2,307.38	0.8%
Sous Chefs	11,474.84	4.0%
Restaurant Managers	17,000.90	5.9%
Non-Management		
Cooks	\$ 22,364.40	7.7%
Stewards	8,969.83	3.1%
Bartenders	9,703.83	3.4%
Barbacks	4,555.06	1.6%
Bussers	8,273.03	2.9%
Hostess/Host	8,184.71	2.8%
Servers	17,944.25	6.2%
Total Payroll Wage Expenses	<u>\$ 118,020.49</u>	<u>40.8%</u>
Payroll-Related Expenses		
Contract Labor	\$ 3,478.49	1.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 13,707.05	4.7%
Federal Unemployment	185.17	0.1%
State Unemployment	509.82	0.2%
NY Re-Employment Service Fund Tax	37.34	0.0%
MTA Tax	539.49	0.2%
Workers Compensation Insurance	1,252.61	0.4%
Employee Benefits		
Employee Meals	\$ 4,781.56	1.7%
Health Insurance	343.64	0.1%
Paid Family Leave	93.91	0.0%
Short Term Disability	96.58	0.0%
Total Payroll-Related Expenses	<u>\$ 25,025.64</u>	<u>8.7%</u>
Total Payroll Expenses	<u><u>\$ 143,046.13</u></u>	<u><u>49.5%</u></u>

The Williamsburg Hotel Restaurant/Hotel Bar October 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 4,764.94	1.6%
Cleaning Supplies	1,249.96	0.4%
Complimentary Food & Beverage	4,360.57	1.5%
Decorations	2,991.00	1.0%
Dues & Subscriptions	99.00	0.0%
Equipment Rental	2,902.20	1.0%
Glassware	448.02	0.2%
Kitchen Fuel	467.67	0.2%
Kitchen Smallwares	21.78	0.0%
Kitchen Supplies	2,710.86	0.9%
Laundry - Linen	2,189.99	0.8%
Laundry - Uniforms	209.01	0.1%
Menu R&D	5,148.15	1.8%
Music & Entertainment	15,102.49	5.2%
Operating Supplies	3,408.21	1.2%
Paper & Plastics	1,509.95	0.5%
Promotion	1,150.00	0.4%
Reservations	162.22	0.1%
Travel - Other	84.37	0.0%
Total Other Expenses	<u>\$ 48,980.40</u>	<u>16.9%</u>
Total Departmental Expenses	<u>\$ 192,026.53</u>	<u>66.4%</u>
Departmental Profit/Loss	<u>\$ 22,031.27</u>	<u>7.6%</u>

The Williamsburg Hotel Roof Bar October 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 2,017.50	2.9%
Non-Alcoholic Revenue	1,582.00	2.3%
<i>Total Food Revenue</i>	<u>\$ 3,599.50</u>	5.2%
 Beverage Revenue		
Beer Revenue	\$ 11,907.00	17.3%
Liquor Revenue	42,756.35	62.1%
Wine Revenue	10,575.00	15.4%
<i>Total Beverage Revenue</i>	<u>\$ 65,238.35</u>	94.8%
 Total Revenue	<u>\$ 68,837.85</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 725.84	36.0%
Cost of Non-Alcoholic Sales	208.81	13.2%
<i>Total Cost of Food Sales</i>	<u>\$ 934.65</u>	26.0%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 3,122.54	26.2%
Cost of Liquor Sales	8,465.34	19.8%
Cost of Wine Sales	4,556.40	43.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 16,144.28</u>	24.7%
 Total Cost of Sales	<u>\$ 17,078.94</u>	24.8%
 Gross Profit	<u>\$ 51,758.91</u>	75.2%

The Williamsburg Hotel Roof Bar October 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Assistant Bakers	\$ 96.28	0.1%
Sous Chefs	478.83	0.7%
Restaurant Managers	5,576.92	8.1%
Non-Management		
Cooks	\$ 933.24	1.4%
Stewards	374.30	0.5%
Bartenders	1,646.76	2.4%
Barbacks	2,475.63	3.6%
Bussers	1,349.42	2.0%
Hostess/Host	315.73	0.5%
Lifeguards	3,114.31	4.5%
Servers	2,736.45	4.0%
Total Payroll Wage Expenses	<u>\$ 19,097.87</u>	27.7%
Payroll-Related Expenses		
Contract Labor	\$ 3,957.69	5.7%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,163.75	1.7%
Federal Unemployment	53.92	0.1%
State Unemployment	136.62	0.2%
NY Re-Employment Service Fund Tax	10.00	0.0%
MTA Tax	137.86	0.2%
Workers Compensation Insurance	286.52	0.4%
Employee Benefits		
Employee Meals	\$ 773.74	1.1%
Paid Family Leave	14.22	0.0%
Short Term Disability	14.63	0.0%
Total Payroll-Related Expenses	<u>\$ 6,548.96</u>	9.5%
Total Payroll Expenses	<u>\$ 25,646.83</u>	37.3%

The Williamsburg Hotel Roof Bar October 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 1,426.12	2.1%
Cleaning Supplies	256.47	0.4%
Complimentary Food & Beverage	717.47	1.0%
Credit Card Commissions	1,894.98	2.8%
Decorations	176.91	0.3%
Kitchen Fuel	95.96	0.1%
Kitchen Supplies	556.22	0.8%
Laundry - Linen	449.34	0.7%
Laundry - Uniforms	42.89	0.1%
Music & Entertainment	3,500.00	5.1%
Operating Supplies	89.49	0.1%
Paper & Plastics	309.81	0.5%
Promotion	5,150.00	7.5%
Reservations	500.00	0.7%
Security	5,306.30	7.7%
Total Other Expenses	<u>\$ 20,471.95</u>	<u>29.7%</u>
Total Departmental Expenses	<u>\$ 46,118.78</u>	<u>67.0%</u>
Departmental Profit/Loss	<u>\$ 5,640.14</u>	<u>8.2%</u>

The Williamsburg Hotel Banquets October 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 43,509.45	18.7%
Non-Alcoholic Revenue	19,430.46	8.4%
<i>Total Food Revenue</i>	<u>\$ 62,939.91</u>	27.1%
 Beverage Revenue		
Beer Revenue	\$ 8,408.13	3.6%
Liquor Revenue	97,881.58	42.1%
Wine Revenue	10,641.63	4.6%
<i>Total Beverage Revenue</i>	<u>\$ 116,931.34</u>	50.3%
 Other Revenue		
Service Charges	\$ 15,277.21	6.6%
Room Rental	28,515.63	12.3%
Other Fees	8,798.52	3.8%
<i>Total Other Revenue</i>	<u>\$ 52,591.36</u>	22.6%
 Total Revenue	<u>\$ 232,462.61</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 14,973.30	34.4%
Cost of Non-Alcoholic Sales	2,564.69	13.2%
<i>Total Cost of Food Sales</i>	<u>\$ 17,537.99</u>	27.9%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,204.98	26.2%
Cost of Liquor Sales	19,379.60	19.8%
Cost of Wine Sales	4,585.11	43.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 26,169.69</u>	22.4%
 Total Cost of Sales	<u>\$ 43,707.68</u>	24.3%
 Gross Profit	<u>\$ 188,754.93</u>	81.2%

The Williamsburg Hotel Banquets October 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 3,834.66	1.6%
Assistant Bakers	1,042.09	0.4%
Sous Chefs	5,182.42	2.2%
Restaurant Managers	8,672.21	3.7%
Non-Management		
Cooks	\$ 10,100.52	4.3%
Stewards	4,051.08	1.7%
Bartenders	5,138.01	2.2%
Barbacks	2,411.83	1.0%
Bussers	4,220.10	1.8%
Hostess/Host	4,175.04	1.8%
Servers	9,153.41	3.9%
Total Payroll Wage Expenses	<u>\$ 57,981.36</u>	24.9%
Payroll-Related Expenses		
Contract Labor	\$ 5,608.08	2.4%
Payroll Taxes & Worker's Comp		
FICA	\$ 6,992.00	3.0%
Federal Unemployment	94.45	0.0%
State Unemployment	260.06	0.1%
NY Re-Employment Service Fund Tax	19.04	0.0%
MTA Tax	275.19	0.1%
Workers Compensation Insurance	638.96	0.3%
Employee Benefits		
Employee Meals	\$ 2,349.09	1.0%
Health Insurance	175.29	0.1%
Total Payroll-Related Expenses	<u>\$ 16,412.18</u>	7.1%
Total Payroll Expenses	<u>\$ 74,393.54</u>	32.0%

The Williamsburg Hotel Banquets October 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 637.61	0.3%
Complimentary Food & Beverage	2,224.34	1.0%
Decorations	500.00	0.2%
Equipment Rental	33,157.16	14.3%
Ice	825.00	0.4%
Kitchen Fuel	238.56	0.1%
Kitchen Supplies	1,382.82	0.6%
Laundry - Linen	1,117.12	0.5%
Laundry - Uniforms	106.62	0.0%
Music & Entertainment	4,675.00	2.0%
Operating Supplies	1,738.54	0.7%
Paper & Plastics	770.23	0.3%
Photography	1,200.00	0.5%
Printing & Stationery	92.54	0.0%
Promotion	9,015.28	3.9%
Security	13,042.15	5.6%
Total Other Expenses	<u>\$ 70,722.96</u>	<u>30.4%</u>
Total Departmental Expenses	<u>\$ 145,116.51</u>	<u>62.4%</u>
Departmental Profit/Loss	<u>\$ 43,638.42</u>	<u>18.8%</u>

The Williamsburg Hotel Minibar October 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 3,999.00	22.9%
Non-Alcoholic Revenue	5,325.00	30.5%
<i>Total Food Revenue</i>	<u>\$ 9,324.00</u>	53.4%
 Beverage Revenue		
Beer Revenue	\$ 852.00	4.9%
Liquor Revenue	2,281.00	13.1%
Wine Revenue	1,955.00	11.2%
<i>Total Beverage Revenue</i>	<u>\$ 5,088.00</u>	29.1%
 Sundries Revenue	<u>\$ 3,048.00</u>	17.5%
<i>Total Sundries Revenue</i>	<u>\$ 3,048.00</u>	17.5%
 Total Revenue	<u>\$ 17,460.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 1,200.59	30.0%
Cost of Non-Alcoholic Sales	1,159.10	21.8%
<i>Total Cost of Food Sales</i>	<u>\$ 2,359.69</u>	25.3%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 159.69	18.7%
Cost of Liquor Sales	568.09	24.9%
Cost of Wine Sales	883.04	45.2%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,610.82</u>	31.7%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 470.43</u>	15.4%
<i>Total Cost of Sundries</i>	<u>\$ 470.43</u>	15.4%
 Total Cost of Sales	<u>\$ 4,440.93</u>	25.4%
 Departmental Profit	<u>\$ 13,019.07</u>	74.6%

The Williamsburg Hotel Miscellaneous Income October 2018

	<u>Actual</u>	<u>%</u>
Miscellaneous Income		
Cleaning Fee/Damages	\$ 300.00	0.8%
Guest Laundry/Dry Cleaning Fee	1,796.25	5.0%
Group Attrition	33,523.96	92.6%
Miscellaneous Fees	15.00	0.0%
Pet Fee	300.00	0.8%
Smoking Fee	250.00	0.7%
Total Miscellaneous Income	<u>\$ 36,185.21</u>	<u>100.0%</u>

The Williamsburg Hotel Admin & General October 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 10,096.15	0.5%
Accounting		
Assistant Controller	\$ 9,519.25	0.5%
Office Management		
Office Manager	\$ 11,919.24	0.6%
Non-Management		
Security Officers	\$ 26,150.30	1.3%
Total Payroll Wage Expenses	<u>\$ 57,684.94</u>	3.0%
 Payroll-Related Expenses		
Contract Labor	\$ 35,518.08	1.8%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,437.47	0.2%
Federal Unemployment	67.69	0.0%
State Unemployment	184.04	0.0%
NY Re-Employment Service Fund Tax	13.47	0.0%
MTA Tax	193.28	0.0%
Workers Compensation Insurance	559.48	0.0%
Employee Benefits		
Employee Meals	\$ 2,337.09	0.1%
Health Insurance	3,577.71	0.2%
Paid Family Leave	27.78	0.0%
Short Term Disability	28.57	0.0%
Total Payroll-Related Expenses	<u>\$ 46,944.65</u>	2.4%
 Total Payroll Expenses	<u><u>\$ 104,629.59</u></u>	5.4%

The Williamsburg Hotel Admin & General October 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 8,068.79	0.4%
Allocated F&B Expenses	685.67	0.0%
Bad Debt Expense	6,082.81	0.3%
Bank Charges	788.50	0.0%
Complimentary Food & Beverage	5,689.57	0.3%
Complimentary Mini-Bar	53.92	0.0%
Credit Card Commissions	51,819.04	2.7%
Credit Card Fees / Rebates	263.05	0.0%
Dues & Subscriptions	34.99	0.0%
Equipment Rental	446.76	0.0%
Human Resources	744.00	0.0%
Licenses & Permits	136.00	0.0%
Operating Supplies	7,067.85	0.4%
Payroll Fees	2,660.19	0.1%
Postage	49.83	0.0%
Professional Fees	6,189.45	0.3%
Travel - Other	989.74	0.1%
Uniforms	296.88	0.0%
Violations & Penalties	2,916.02	0.1%
Total Other Expenses	<u>\$ 94,983.05</u>	4.9%
 Departmental Profit/(Loss)	 <u>\$ (199,612.63)</u>	 (10.2%)

The Williamsburg Hotel Information & Telecommunications Systems October 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Cell Phones	\$ 155.26	0.0%
Cost of Internet Services	3,211.76	0.2%
Cost of Local Calls	578.12	0.0%
Cost of Long Distance Calls	19.18	0.0%
Cost of Services - Other	415.76	0.0%
Total Cost of Services	<u>\$ 4,380.08</u>	0.2%
System Expenses		
Admin & General	\$ 349.27	0.0%
Food and Beverage	807.55	0.0%
Human Resources	1,750.94	0.1%
Information Systems	859.20	0.0%
Property Operation & Maintenance	864.00	0.0%
Sales & Marketing	272.19	0.0%
Telecommunications	455.81	0.0%
Total System Expenses	<u>\$ 5,358.96</u>	0.3%
Other Expenses		
Contract Services	\$ 3,443.83	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	336.00	0.0%
Total Other Expenses	<u>\$ 3,819.83</u>	0.2%
Departmental Profit/(Loss)	<u>\$ (13,558.87)</u>	(0.7%)

The Williamsburg Hotel Sales & Marketing October 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 8,365.36	0.4%
Non-Management		
Event Coordinator	\$ 23,500.00	1.2%
Total Payroll Wage Expenses	<u>\$ 31,865.36</u>	1.6%
 Payroll Taxes & Worker's Comp		
FICA	\$ 2,464.52	0.1%
Federal Unemployment	36.73	0.0%
State Unemployment	101.60	0.0%
NY Re-Employment Service Fund Tax	7.44	0.0%
MTA Tax	107.33	0.0%
Workers Compensation Insurance	309.15	0.0%
Employee Benefits		
Paid Family Leave	\$ 15.35	0.0%
Short Term Disability	15.79	0.0%
Total Payroll-Related Expenses	<u>\$ 3,057.90</u>	0.2%
 Total Payroll Expenses	<u>\$ 34,923.26</u>	1.8%
 Other Expenses		
Agency Fees	\$ 2,780.57	0.1%
Allocated F&B Payroll	6,006.79	0.3%
Allocated F&B Expenses	646.00	0.0%
Collateral Material	1,860.95	0.1%
Complimentary Food & Beverage	7,567.08	0.4%
Dues & Subscriptions	5,766.46	0.3%
Media	5,930.12	0.3%
Operating Supplies	83.70	0.0%
Photography	4,750.00	0.2%
Printing & Stationery	173.52	0.0%
Promotion	14,114.42	0.7%
Public Relations	9,500.00	0.5%
Total Other Expenses	<u>\$ 59,179.61</u>	3.0%
 Departmental Profit/(Loss)	<u>\$ (94,102.87)</u>	(4.8%)

The Williamsburg Hotel Property Operations & Maintenance October 2018

	<u>Actual</u>	%
Payroll		
Management		
Chief Engineer	\$ 6,826.90	0.3%
Non-Management		
Engineers	\$ 13,744.10	0.7%
Total Payroll Wage Expenses	<u>\$ 20,571.00</u>	1.1%
Payroll-Related Expenses		
Contract Labor	\$ 3,345.60	0.2%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,580.96	0.1%
Federal Unemployment	23.90	0.0%
State Unemployment	65.20	0.0%
NY Re-Employment Service Fund Tax	4.78	0.0%
MTA Tax	68.87	0.0%
Workers Compensation Insurance	199.56	0.0%
Employee Benefits		
Employee Meals	\$ 833.43	0.0%
Health Insurance	518.93	0.0%
Paid Family Leave	9.91	0.0%
Short Term Disability	10.19	0.0%
Total Payroll-Related Expenses	<u>\$ 6,661.33</u>	0.3%
Total Payroll Expenses	<u>\$ 27,232.33</u>	1.4%
Other Expenses		
Allocated F&B Payroll	\$ 948.44	0.0%
Allocated F&B Expenses	73.94	0.0%
Complimentary Food & Beverage	31.90	0.0%
Elevator Repair	6,459.75	0.3%
Fire Safety & Alarm	2,847.08	0.1%
Grounds & Landscaping	1,088.75	0.1%
HVAC Equipment & Repair	718.54	0.0%
Kitchen Equipment	1,539.50	0.1%
Light Bulbs	234.73	0.0%
Operating Supplies	1,140.15	0.1%
Painting & Wallcovering	3,067.75	0.2%
Pest Control	1,774.66	0.1%
Plumbing	1,497.04	0.1%
Waste Removal	4,483.43	0.2%
Total Other Expenses	<u>\$ 25,905.65</u>	1.3%
Departmental Profit/(Loss)	<u>\$ (53,137.98)</u>	(2.7%)

The Williamsburg Hotel

Utilities

October 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 24,361.57	1.2%
Gas / Fuel	2,908.52	0.1%
Water / Sewer	3,427.54	0.2%
Total Utilities Expenses	<u>\$ 30,697.63</u>	<u>1.6%</u>

The Williamsburg Hotel
Fixed Expenses
October 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	0.7%
Total Fixed Expenses	<u>\$ 13,323.35</u>	0.7%



THE
Williamsburg
Hotel

Income Statement
November 2018

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The Williamsburg Hotel Income Statement Summary November 2018

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	2,461	
Occupied Rooms	2,537	
Available Rooms	4,230	
Paid Occupancy %	58.2%	
Total Occupancy %	60.0%	
Paid ADR	\$ 337.73	
Total ADR	\$ 327.62	
RevPAR	\$ 196.49	
Revenue		
Room Revenue	\$ 831,162.57	70.5%
F&B Revenue	\$ 342,641.66	29.1%
Other Income	\$ 4,384.68	0.4%
Total Revenue	\$ 1,178,188.91	100.0%
Departmental Expenses		
Room Expenses	\$ 345,760.75	41.6%
F&B Expenses	\$ 338,183.24	98.7%
Total Departmental Expenses	\$ 683,944.00	58.1%
Total Departmental Profit	\$ 494,244.91	41.9%
Undistributed Operating Expenses		
Admin & General	\$ 160,406.48	13.6%
Info & Telecomm Systems	\$ 12,966.63	1.1%
Sales & Marketing	\$ 96,869.59	8.2%
Property Operations & Maintenance	\$ 44,626.21	3.8%
Utilities	\$ 35,837.69	3.0%
Total Undistributed Expenses	\$ 350,706.60	29.8%
Gross Operating Profit	\$ 143,538.31	12.2%
Property & Liability Insurance	\$ 13,323.35	1.1%
Net Operating Profit	\$ 130,214.96	11.1%

The Williamsburg Hotel Rooms Department November 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 54,547.50	6.6%
Total Retail	<u>\$ 54,547.50</u>	6.6%
Discount		
OTA		
Booking.com	\$ 90,931.79	10.9%
Expedia	181,936.25	21.9%
Hotel Tonight	54,883.05	6.6%
Mr & Mrs Smith	5,813.00	0.7%
Secret Escapes	7,216.20	0.9%
Tablet	<u>2,955.00</u>	0.4%
Total OTA	<u>\$ 343,735.29</u>	41.4%
Consortia		
ABC Travel	\$ 306.00	0.0%
American Express	8,064.00	1.0%
BCD Travel	6,147.00	0.7%
CCRA Travel Solutions	1,287.00	0.2%
Carlson Wagonlit	37,323.00	4.5%
Flight Centre Corp	3,258.00	0.4%
HRG	2,295.00	0.3%
Interpublic Group	1,215.00	0.1%
Preferred Extras GBT Rate	4,104.00	0.5%
Thor Travel	2,088.00	0.3%
Travel Leaders Group Worldwide	<u>2,916.00</u>	0.4%
Total Consortia	<u>\$ 69,003.00</u>	8.3%
Promotion		
Advance Purchase	\$ 15,808.00	1.9%
Length of Stay	<u>39,130.25</u>	4.7%
Total Promotion	<u>\$ 54,938.25</u>	6.6%
Other Discount	<u>\$ 151,349.98</u>	18.2%
Total Other Discount	<u>\$ 151,349.98</u>	18.2%
Corporate Negotiated	<u>\$ 18,926.67</u>	2.3%
Total Negotiated	<u>\$ 18,926.67</u>	2.3%
<i>Total Transient Rooms Revenue</i>	<u>\$ 692,500.69</u>	83.3%

The Williamsburg Hotel Rooms Department November 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 67,860.00	8.2%
Group - Entertainment	898.99	0.1%
Group - Social	54,572.00	6.6%
<i>Total Group Rooms Revenue</i>	<u>\$ 123,330.99</u>	14.8%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 7,625.00	0.9%
No Shows	6,616.43	0.8%
Late Check Out	1,089.46	0.1%
Total Other Rooms Revenue	<u>\$ 15,330.89</u>	1.8%
Total Revenue	<u>\$ 831,162.57</u>	100.0%
Payroll		
<i>Management</i>		
Front Office & Revenue		
Revenue Manager	\$ 9,230.76	1.1%
Front Office Manager	5,384.60	0.6%
Assistant Front Office Managers	8,290.80	1.0%
Reservation Managers	5,769.24	0.7%
Night Managers	4,615.40	0.6%
Housekeeping		
Housekeeping Managers	\$ 9,307.68	1.1%
<i>Non-Management</i>		
Bell Attendants	\$ 15,794.14	1.9%
Desk Clerks	13,918.52	1.7%
Front Office Supervisors	483.00	0.1%
Guest Room Attendants	46,651.08	5.6%
Housekeeping Supervisors	6,942.14	0.8%
Housepersons	42,768.00	5.1%
Night Auditors	3,783.12	0.5%
Total Payroll Wage Expenses	<u>\$ 172,938.48</u>	20.8%

The Williamsburg Hotel Rooms Department November 2018

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Contract Labor	\$ 400.00	0.0%
Payroll Taxes & Worker's Comp		
FICA	\$ 13,009.44	1.6%
Federal Unemployment	163.23	0.0%
State Unemployment	473.59	0.1%
NY Re-Employment Service Fund Tax	34.69	0.0%
MTA Tax	566.55	0.1%
Workers Compensation Insurance	1,787.51	0.2%
Employee Benefits		
Employee Meals	\$ 9,691.40	1.2%
Health Insurance	1,295.14	0.2%
Paid Family Leave	88.74	0.0%
Short Term Disability	91.27	0.0%
Total Payroll-Related Expenses	<u>\$ 27,601.56</u>	3.3%
Total Payroll Expenses	<u>\$ 200,540.04</u>	24.1%
Other Expenses		
Allocated F&B Payroll	\$ 18,311.86	2.2%
Allocated F&B Expenses	1,489.03	0.2%
Cable Television	2,232.97	0.3%
Cleaning Supplies	4,934.21	0.6%
Commission - OTA	61,460.68	7.4%
Commission - Group	2,549.50	0.3%
Commission - Other	8,547.87	1.0%
Complimentary Breakfast	5,062.64	0.6%
Decorations	1,666.67	0.2%
Dues & Subscriptions	1,511.78	0.2%
Guest Amenities	960.40	0.1%
Guest Amenities Wine	3,481.12	0.4%
Guest Supplies	2,889.62	0.3%
Guest Relations	55.16	0.0%
Laundry - Linen	19,791.47	2.4%
Laundry - Uniforms	545.42	0.1%
Laundry - Other	919.95	0.1%

The Williamsburg Hotel Rooms Department November 2018

	<u>Actual</u>	<u>%</u>
Linen Costs	4,157.91	0.5%
Operating Supplies	351.67	0.0%
Reservations Services	3,679.50	0.4%
Rooms Meal Package	621.28	0.1%
Total Other Expenses	<u>\$ 145,220.71</u>	17.5%
Total Departmental Expenses	<u>\$ 345,760.75</u>	41.6%
Departmental Profit	<u>\$ 485,401.81</u>	58.4%

The Williamsburg Hotel Restaurant/Hotel Bar November 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 61,364.47	32.2%
N/A Beverage	12,421.31	6.5%
<i>Total Food Revenue</i>	<u>\$ 73,785.78</u>	38.7%
 Beverage Revenue		
Beer	\$ 12,369.00	6.5%
Liquor	84,562.55	44.4%
Wine	19,647.80	10.3%
<i>Total Beverage Revenue</i>	<u>\$ 116,579.35</u>	61.2%
 Other Revenue		
Delivery Fee	\$ 200.12	0.1%
<i>Total Other Revenue</i>	<u>\$ 200.12</u>	0.1%
 Total Revenue	<u>\$ 190,565.25</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 20,210.84	32.9%
Cost of N/A Beverage Sales	2,897.37	23.3%
<i>Total Cost of Food Sales</i>	<u>\$ 23,108.22</u>	31.3%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,880.42	23.3%
Cost of Liquor Sales	15,202.78	18.0%
Cost of Wine Sales	5,980.20	30.4%
<i>Total Cost of Beverage Sales</i>	<u>\$ 24,063.40</u>	20.6%
 Total Cost of Sales	<u>\$ 47,171.62</u>	24.8%
 Gross Profit	<u>\$ 143,393.63</u>	75.2%

The Williamsburg Hotel Restaurant/Hotel Bar November 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 2,429.78	1.3%
Assistant Bakers	2,043.30	1.1%
Sous Chefs	9,629.44	5.1%
Restaurant Managers	12,750.17	6.7%
Non-Management		
Cooks	\$ 21,666.73	11.4%
Stewards	9,122.97	4.8%
Bartenders	11,307.56	5.9%
Barbacks	5,663.06	3.0%
Bussers	9,634.29	5.1%
Hostess/Host	7,843.92	4.1%
Servers	18,099.08	9.5%
Total Payroll Wage Expenses	<u>\$ 110,190.29</u>	57.8%
Payroll-Related Expenses		
Contract Labor	\$ 174.95	0.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 12,574.81	6.6%
Federal Unemployment	166.24	0.1%
State Unemployment	482.64	0.3%
NY Re-Employment Service Fund Tax	35.32	0.0%
MTA Tax	578.70	0.3%
Workers Compensation Insurance	1,504.42	0.8%
Employee Benefits		
Employee Meals	\$ 6,175.02	3.2%
Health Insurance	276.71	0.1%
Paid Family Leave	104.54	0.1%
Short Term Disability	107.52	0.1%
Total Payroll-Related Expenses	<u>\$ 22,180.87</u>	11.6%
Total Payroll Expenses	<u><u>\$ 132,371.16</u></u>	69.5%

The Williamsburg Hotel Restaurant/Hotel Bar November 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 666.46	0.3%
Cleaning Supplies	749.47	0.4%
Complimentary Food & Beverage	1,329.74	0.7%
Dues & Subscriptions	99.00	0.1%
Equipment Rental	699.24	0.4%
Kitchen Fuel	365.68	0.2%
Kitchen Supplies	414.44	0.2%
Laundry - Linen	2,802.38	1.5%
Laundry - Uniforms	399.19	0.2%
Menu R&D	1,334.48	0.7%
Music & Entertainment	7,024.99	3.7%
Operating Supplies	323.55	0.2%
Paper & Plastics	541.34	0.3%
Reservations	162.22	0.1%
Total Other Expenses	<u>\$ 16,912.18</u>	<u>8.9%</u>
Total Departmental Expenses	<u>\$ 149,283.34</u>	<u>78.3%</u>
Departmental Profit/Loss	<u>\$ (5,889.71)</u>	<u>-3.1%</u>

The Williamsburg Hotel Watertower Bar November 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 697.99	3.5%
Non-Alcoholic Revenue	313.00	1.6%
<i>Total Food Revenue</i>	<u>\$ 1,010.99</u>	5.1%
 Beverage Revenue		
Beer Revenue	\$ 576.00	2.9%
Liquor Revenue	12,022.00	60.3%
Wine Revenue	4,835.00	24.2%
<i>Total Beverage Revenue</i>	<u>\$ 17,433.00</u>	87.4%
 Other Revenue		
Sponsorship Fee	1,500.00	7.5%
<i>Total Other Revenue</i>	<u>\$ 1,500.00</u>	7.5%
 Total Revenue	<u>\$ 19,943.99</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 259.04	37.1%
Cost of Non-Alcoholic Sales	73.01	23.3%
<i>Total Cost of Food Sales</i>	<u>\$ 332.05</u>	32.8%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 134.14	23.3%
Cost of Liquor Sales	2,161.33	18.0%
Cost of Wine Sales	1,471.63	30.4%
<i>Total Cost of Beverage Sales</i>	<u>\$ 3,767.10</u>	21.6%
 Total Cost of Sales	<u>\$ 4,099.14</u>	22.2%
 Gross Profit	<u>\$ 15,844.85</u>	79.4%

The Williamsburg Hotel Watertower Bar November 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 3,076.92	15.4%
Assistant Bakers	68.87	0.3%
Sous Chefs	324.57	1.6%
Restaurant Managers	4,461.54	22.4%
Non-Management		
Cooks	\$ 730.31	3.7%
Stewards	307.50	1.5%
Bartenders	2,471.30	12.4%
Barbacks	1,408.15	7.1%
Bussers	598.38	3.0%
Servers	2,469.38	12.4%
Total Payroll Wage Expenses	<u>\$ 15,916.93</u>	79.8%
Payroll-Related Expenses		
Contract Labor	\$ 2,324.38	11.7%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,527.65	7.7%
Federal Unemployment	5.94	0.0%
State Unemployment	17.65	0.1%
NY Re-Employment Service Fund Tax	1.29	0.0%
MTA Tax	22.99	0.1%
Workers Compensation Insurance	71.88	0.4%
Employee Benefits		
Employee Meals	\$ 891.98	4.5%
Paid Family Leave	3.57	0.0%
Short Term Disability	3.67	0.0%
Total Payroll-Related Expenses	<u>\$ 4,871.00</u>	24.4%
Total Payroll Expenses	<u>\$ 20,787.93</u>	104.2%

The Williamsburg Hotel Watertower Bar November 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 1,438.26	7.2%
Cleaning Supplies	61.47	0.3%
Complimentary Food & Beverage	110.19	0.6%
Kitchen Fuel	29.99	0.2%
Kitchen Supplies	33.99	0.2%
Laundry - Linen	229.86	1.2%
Laundry - Uniforms	32.74	0.2%
Menu R&D	1,200.00	6.0%
Music & Entertainment	3,850.00	19.3%
Operating Supplies	314.10	1.6%
Paper & Plastics	594.25	3.0%
Promotion	4,392.00	22.0%
Reservations	500.00	2.5%
Uniform Costs	242.68	1.2%
Total Other Expenses	<u>\$ 13,029.55</u>	65.3%
Total Departmental Expenses	<u>\$ 33,817.48</u>	169.6%
Departmental Profit/Loss	<u>\$ (17,972.64)</u>	-90.1%

The Williamsburg Hotel Banquets November 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 44,720.00	38.0%
Non-Alcoholic Revenue	3,532.88	3.0%
<i>Total Food Revenue</i>	<u>\$ 48,252.88</u>	41.0%
 Beverage Revenue		
Liquor Revenue	\$ 37,801.18	32.1%
<i>Total Beverage Revenue</i>	<u>\$ 37,801.18</u>	32.1%
 <i>Other Revenue</i>		
Service Charges	\$ 13,449.36	11.4%
Room Rental	17,500.00	14.9%
Other Fees	775.00	0.7%
<i>Total Other Revenue</i>	<u>\$ 31,724.36</u>	26.9%
 Total Revenue	<u>\$ 117,778.42</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 14,451.23	32.3%
Cost of Non-Alcoholic Sales	824.07	23.3%
<i>Total Cost of Food Sales</i>	<u>\$ 15,275.30</u>	31.7%
 <i>Cost of Beverage Sales</i>		
Cost of Liquor Sales	\$ 6,795.95	18.0%
<i>Total Cost of Beverage Sales</i>	<u>\$ 6,795.95</u>	18.0%
 Total Cost of Sales	<u>\$ 22,071.26</u>	25.6%
 Gross Profit	<u>\$ 95,707.16</u>	81.3%

The Williamsburg Hotel Banquets November 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 647.14	0.5%
Assistant Bakers	1,054.45	0.9%
Sous Chefs	4,969.31	4.2%
Restaurant Managers	5,096.01	4.3%
Non-Management		
Cooks	\$ 11,181.20	9.5%
Stewards	4,707.94	4.0%
Bartenders	3,011.64	2.6%
Barbacks	1,508.29	1.3%
Bussers	3,850.64	3.3%
Hostess/Host	3,135.07	2.7%
Servers	7,233.86	6.1%
Total Payroll Wage Expenses	<u>\$ 46,395.55</u>	39.4%
Payroll-Related Expenses		
Contract Labor	\$ 1,650.43	1.4%
Payroll Taxes & Worker's Comp		
FICA	\$ 5,025.91	4.3%
Federal Unemployment	66.45	0.1%
State Unemployment	192.90	0.2%
NY Re-Employment Service Fund Tax	14.11	0.0%
MTA Tax	231.30	0.2%
Workers Compensation Insurance	601.29	0.5%
Employee Benefits		
Employee Meals	\$ 2,599.99	2.2%
Health Insurance	110.60	0.1%
Total Payroll-Related Expenses	<u>\$ 10,492.97</u>	8.9%
Total Payroll Expenses	<u>\$ 56,888.52</u>	48.3%

The Williamsburg Hotel Banquets November 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 2,711.86	2.3%
Cleaning Supplies	1,240.12	1.1%
Complimentary Food & Beverage	2,980.91	2.5%
Decorations	780.00	0.7%
Equipment Rental	838.34	0.7%
Ice	176.00	0.1%
Kitchen Fuel	146.16	0.1%
Kitchen Supplies	1,601.80	1.4%
Laundry - Linen	1,120.06	1.0%
Laundry - Uniforms	159.55	0.1%
Menu R&D	2,250.00	1.9%
Music & Entertainment	5,240.00	4.4%
Operating Supplies	716.12	0.6%
Paper & Plastics	981.98	0.8%
Promotion	300.00	0.3%
Total Other Expenses	<u>\$ 21,242.90</u>	<u>18.0%</u>
Total Departmental Expenses	<u>\$ 78,131.42</u>	<u>66.3%</u>
Departmental Profit/Loss	<u>\$ 17,575.74</u>	<u>14.9%</u>

The Williamsburg Hotel Minibar November 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 2,996.00	20.9%
Non-Alcoholic Revenue	4,141.00	28.8%
<i>Total Food Revenue</i>	<u>\$ 7,137.00</u>	49.7%
 Beverage Revenue		
Beer Revenue	\$ 582.00	4.1%
Liquor Revenue	2,230.00	15.5%
Wine Revenue	1,323.00	9.2%
<i>Total Beverage Revenue</i>	<u>\$ 4,135.00</u>	28.8%
 Sundries Revenue	<u>\$ 3,082.00</u>	21.5%
<i>Total Sundries Revenue</i>	<u>\$ 3,082.00</u>	21.5%
 Total Revenue	<u>\$ 14,354.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 876.67	29.3%
Cost of Non-Alcoholic Sales	913.53	22.1%
<i>Total Cost of Food Sales</i>	<u>\$ 1,790.20</u>	25.1%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 109.08	18.7%
Cost of Liquor Sales	573.20	25.7%
Cost of Wine Sales	592.50	44.8%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,274.78</u>	30.8%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 543.99</u>	17.7%
<i>Total Cost of Sundries</i>	<u>\$ 543.99</u>	17.7%
 Total Cost of Sales	<u>\$ 3,608.97</u>	25.1%
 Departmental Profit	<u>\$ 10,745.03</u>	74.9%

**The Williamsburg Hotel
Miscellaneous Income
November 2018**

	<u>Actual</u>	%
Miscellaneous Income		
Cancellation Fee	\$ 434.96	9.9%
Cancellation Fee - Group	359.22	8.2%
Cleaning Fee/Damages	450.00	10.3%
Gift Certificates	150.00	3.4%
Guest Laundry/Dry Cleaning Fee	490.50	11.2%
Pet Fee	1,500.00	34.2%
Smoking Fee	1,000.00	22.8%
Total Miscellaneous Income	<u>\$ 4,384.68</u>	100.0%

The Williamsburg Hotel Admin & General November 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 8,076.92	0.7%
Accounting		
Assistant Controller	\$ 11,923.08	1.0%
Office Management		
Office Manager	\$ 7,946.16	0.7%
Non-Management		
Security Officers	\$ 25,607.67	2.2%
Total Payroll Wage Expenses	<u>\$ 53,553.83</u>	4.5%
 Payroll-Related Expenses		
Contract Labor	\$ 30,327.71	2.6%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,044.90	0.3%
Federal Unemployment	50.04	0.0%
State Unemployment	145.81	0.0%
NY Re-Employment Service Fund Tax	10.66	0.0%
MTA Tax	176.17	0.0%
Workers Compensation Insurance	553.45	0.0%
Employee Benefits		
Employee Meals	\$ 3,001.13	0.3%
Health Insurance	3,637.92	0.3%
Paid Family Leave	27.48	0.0%
Short Term Disability	28.26	0.0%
Total Payroll-Related Expenses	<u>\$ 42,003.52</u>	3.6%
 Total Payroll Expenses	<u><u>\$ 95,557.35</u></u>	8.1%

The Williamsburg Hotel Admin & General November 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 9,436.43	0.8%
Allocated F&B Expenses	667.37	0.1%
Bad Debt Expense	5,170.19	0.4%
Bank Charges	305.00	0.0%
Complimentary Food & Beverage	5,406.60	0.5%
Credit Card Commissions	35,847.93	3.0%
Credit Card Fees / Rebates	213.95	0.0%
Dues & Subscriptions	34.99	0.0%
Equipment Rental	446.76	0.0%
Human Resources	1,930.00	0.2%
Operating Supplies	1,196.83	0.1%
Payroll Fees	2,946.46	0.3%
Postage	541.82	0.0%
Travel - Other	654.80	0.1%
Violations & Penalties	50.00	0.0%
Total Other Expenses	<u>\$ 64,849.12</u>	<u>5.5%</u>
 Departmental Profit/(Loss)	 <u>\$ (160,406.48)</u>	 (13.6%)

The Williamsburg Hotel Information & Telecommunications Systems November 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Cell Phones	\$ 160.92	0.0%
Cost of Internet Services	3,337.98	0.3%
Cost of Local Calls	628.70	0.1%
Cost of Long Distance Calls	19.18	0.0%
Cost of Services - Other	281.00	0.0%
Total Cost of Services	<u>\$ 4,427.78</u>	0.4%
System Expenses		
Admin & General	\$ 349.27	0.0%
Food and Beverage	807.55	0.1%
Human Resources	1,726.94	0.1%
Information Systems	1,264.80	0.1%
Property Operation & Maintenance	864.00	0.1%
Sales & Marketing	272.19	0.0%
Telecommunications	472.58	0.0%
Total System Expenses	<u>\$ 5,757.34</u>	0.5%
Other Expenses		
Contract Services	\$ 2,627.27	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	114.24	0.0%
Total Other Expenses	<u>\$ 2,781.51</u>	0.2%
Departmental Profit/(Loss)	<u>\$ (12,966.63)</u>	(1.1%)

The Williamsburg Hotel Sales & Marketing November 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 11,538.44	1.0%
Non-Management		
Event Coordinator	\$ 18,923.08	1.6%
Total Payroll Wage Expenses	<u>\$ 30,461.52</u>	2.6%
Payroll-Related Expenses		
Contract Labor	\$ 9,230.76	0.8%
Payroll Taxes & Worker's Comp		
FICA	\$ 2,314.81	0.2%
Federal Unemployment	28.10	0.0%
State Unemployment	82.29	0.0%
NY Re-Employment Service Fund Tax	6.01	0.0%
MTA Tax	100.83	0.0%
Workers Compensation Insurance	314.67	0.0%
Employee Benefits		
Paid Family Leave	\$ 16.07	0.0%
Short Term Disability	15.62	0.0%
Total Payroll-Related Expenses	<u>\$ 12,109.16</u>	1.0%
Total Payroll Expenses	<u>\$ 42,570.68</u>	3.6%
Other Expenses		
Agency Fees	\$ 2,780.57	0.2%
Allocated F&B Payroll	9,112.53	0.8%
Allocated F&B Expenses	758.56	0.1%
Collateral Material	3,904.84	0.3%
Complimentary Food & Beverage	9,560.96	0.8%
Dues & Subscriptions	5,192.67	0.4%
Media	6,628.47	0.6%
Operating Supplies	73.82	0.0%
Photography	875.00	0.1%
Promotion	6,192.88	0.5%
Public Relations	8,750.00	0.7%
Trade Shows	468.62	0.0%
Total Other Expenses	<u>\$ 54,298.91</u>	4.6%
Departmental Profit/(Loss)	<u>\$ (96,869.59)</u>	(8.2%)

The Williamsburg Hotel Property Operations & Maintenance November 2018

	<u>Actual</u>	%
Payroll		
Management		
Chief Engineer	\$ 5,461.52	0.5%
Non-Management		
Engineers	\$ 13,250.50	1.1%
Total Payroll Wage Expenses	<u>\$ 18,712.02</u>	1.6%
Payroll-Related Expenses		
Contract Labor	\$ 3,200.00	0.3%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,411.08	0.1%
Federal Unemployment	17.46	0.0%
State Unemployment	50.92	0.0%
NY Re-Employment Service Fund Tax	3.72	0.0%
MTA Tax	61.45	0.0%
Workers Compensation Insurance	193.53	0.0%
Employee Benefits		
Employee Meals	\$ 1,048.61	0.1%
Health Insurance	387.31	0.0%
Paid Family Leave	9.61	0.0%
Short Term Disability	9.88	0.0%
Total Payroll-Related Expenses	<u>\$ 6,393.57</u>	0.5%
Total Payroll Expenses	<u>\$ 25,105.59</u>	2.1%
Other Expenses		
Allocated F&B Payroll	\$ 1,305.55	0.1%
Allocated F&B Expenses	86.44	0.0%
Complimentary Food & Beverage	40.13	0.0%
Elevator Repair	1,959.75	0.2%
Fire Safety & Alarm	2,378.92	0.2%
Furniture & Equipment	108.88	0.0%
Grounds & Landscaping	1,000.00	0.1%
HVAC Equipment & Repair	1,270.21	0.1%
Kitchen Equipment	4,789.42	0.4%
Light Bulbs	32.61	0.0%
Operating Supplies	671.69	0.1%
Pest Control	1,393.60	0.1%
Waste Removal	4,483.43	0.4%
Total Other Expenses	<u>\$ 19,520.62</u>	1.7%
Departmental Profit/(Loss)	<u>\$ (44,626.21)</u>	(3.8%)

The Williamsburg Hotel

Utilities

November 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 27,514.92	2.3%
Gas / Fuel	4,658.06	0.4%
Water / Sewer	3,664.71	0.3%
Total Utilities Expenses	<u>\$ 35,837.69</u>	<u>3.0%</u>

The Williamsburg Hotel
Fixed Expenses
November 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	1.1%
Total Fixed Expenses	<u>\$ 13,323.35</u>	<u>1.1%</u>



THE
Williamsburg
Hotel

Income Statement
December 2018

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Information & Telecommunications Systems	21
Sales & Marketing	22
Property Operations & Maintenance	23
Utilities	24
Fixed Expenses	25

The Williamsburg Hotel Income Statement Summary December 2018

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	2,234	
Occupied Rooms	2,281	
Available Rooms	4,557	
Paid Occupancy %	49.0%	
Total Occupancy %	50.1%	
Paid ADR	\$ 339.37	
Total ADR	\$ 332.37	
RevPAR	\$ 166.37	
Revenue		
Room Revenue	\$ 758,145.11	63.3%
F&B Revenue	\$ 435,903.34	36.4%
Other Income	\$ 2,772.57	0.2%
Total Revenue	\$ 1,196,821.01	100.0%
Departmental Expenses		
Room Expenses	\$ 321,784.30	42.4%
F&B Expenses	\$ 361,290.59	82.9%
Total Departmental Expenses	\$ 683,074.89	57.1%
Total Departmental Profit	\$ 513,746.13	42.9%
Undistributed Operating Expenses		
Admin & General	\$ 132,671.45	11.1%
Info & Telecomm Systems	\$ 12,605.94	1.1%
Sales & Marketing	\$ 81,206.87	6.8%
Property Operations & Maintenance	\$ 47,421.04	4.0%
Utilities	\$ 39,625.42	3.3%
Total Undistributed Expenses	\$ 313,530.72	26.2%
Gross Operating Profit	\$ 200,215.41	16.7%
Property & Liability Insurance	\$ 13,323.35	1.1%
Net Operating Profit	\$ 186,892.06	15.6%

The Williamsburg Hotel Rooms Department December 2018

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 33,491.78	4.4%
Total Retail	<u>\$ 33,491.78</u>	4.4%
Discount		
OTA		
Booking.com	\$ 125,939.89	16.6%
Expedia	182,046.00	24.0%
Hotel Tonight	62,001.10	8.2%
Mr & Mrs Smith	4,669.00	0.6%
Secret Escapes	6,818.50	0.9%
Tablet	4,992.50	0.7%
Total OTA	<u>\$ 386,466.99</u>	51.0%
Consortia		
Altour	875.50	0.1%
American Express	2,862.00	0.4%
BCD Travel	3,024.00	0.4%
Carlson Wagonlit	2,721.00	0.4%
Direct Travel	342.00	0.0%
Frosch	2,151.00	0.3%
Hickory Global Partners	603.00	0.1%
HRG	1,584.00	0.2%
Interpublic Group	1,875.00	0.2%
Preferred Extras GBT Rate	1,053.00	0.1%
Thor Travel	1,512.00	0.2%
Travel & Transport	513.00	0.1%
Travel Leaders Group Worldwide	9,180.40	1.2%
Total Consortia	<u>\$ 28,295.90</u>	3.7%
Promotion		
Advance Purchase	\$ 6,016.50	0.8%
Length of Stay	5,756.50	0.8%
Total Promotion	<u>\$ 11,773.00</u>	1.6%
Other Discount	\$ 169,043.90	22.3%
Total Other Discount	<u>\$ 169,043.90</u>	22.3%
Corporate Negotiated	\$ 50,748.50	6.7%
Total Negotiated	<u>\$ 50,748.50</u>	6.7%
Total Transient Rooms Revenue	<u>\$ 679,820.07</u>	89.7%

The Williamsburg Hotel Rooms Department December 2018

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 21,830.00	2.9%
Group - Social	42,630.00	5.6%
<i>Total Group Rooms Revenue</i>	<u>\$ 64,460.00</u>	<u>8.5%</u>
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 7,280.00	1.0%
No Shows	4,895.04	0.6%
Late Check Out	1,690.00	0.2%
<i>Total Other Rooms Revenue</i>	<u>\$ 13,865.04</u>	<u>1.8%</u>
Total Revenue	<u><u>\$ 758,145.11</u></u>	<u><u>100.0%</u></u>
Payroll		
Management		
Front Office & Revenue		
Revenue Manager	\$ 9,692.30	1.3%
Front Office Manager	5,653.83	0.7%
Assistant Front Office Managers	8,707.34	1.1%
Reservation Managers	6,057.70	0.8%
Night Managers	4,846.17	0.6%
Housekeeping		
Housekeeping Managers	\$ 10,096.17	1.3%
Non-Management		
Bell Attendants	\$ 14,499.47	1.9%
Desk Clerks	13,765.32	1.8%
Front Office Supervisors	172.50	0.0%
Guest Room Attendants	41,563.18	5.5%
Housekeeping Supervisors	3,710.70	0.5%
Housepersons	40,079.20	5.3%
Night Auditors	3,780.40	0.5%
Total Payroll Wage Expenses	<u>\$ 162,624.28</u>	<u>21.5%</u>

The Williamsburg Hotel Rooms Department December 2018

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 12,399.32	1.6%
Federal Unemployment	333.69	0.0%
State Unemployment	669.99	0.1%
NY Re-Employment Service Fund Tax	48.99	0.0%
MTA Tax	539.57	0.1%
Workers Compensation Insurance	1,707.59	0.2%
Employee Benefits		
Employee Meals	\$ 3,728.25	0.5%
Health Insurance	1,706.42	0.2%
Paid Family Leave	84.78	0.0%
Short Term Disability	87.19	0.0%
Total Payroll-Related Expenses	<u>\$ 21,305.78</u>	<u>2.8%</u>
Total Payroll Expenses	<u>\$ 183,930.06</u>	<u>24.3%</u>
Other Expenses		
Allocated F&B Payroll	\$ 9,755.96	1.3%
Allocated F&B Expenses	1,255.29	0.2%
Cable Television	2,232.97	0.3%
Cleaning Supplies	5,889.36	0.8%
Commission - OTA	67,065.57	8.8%
Commission - Group	180.00	0.0%
Commission - Other	4,315.37	0.6%
Complimentary Breakfast	4,720.72	0.6%
Decorations	3,544.17	0.5%
Dues & Subscriptions	1,601.77	0.2%
Employee Relations	2,070.60	0.3%
Guest Amenities	1,618.50	0.2%
Guest Amenities Wine	4,283.99	0.6%
Guest Supplies	3,262.57	0.4%
Guest Relations	111.56	0.0%
Laundry - Linen	19,102.69	2.5%
Laundry - Uniforms	431.00	0.1%
Laundry - Other	670.40	0.1%

The Williamsburg Hotel Rooms Department December 2018

	<u>Actual</u>	<u>%</u>
Linen Costs	1,737.30	0.2%
Operating Supplies	396.32	0.1%
Reservations Services	2,973.41	0.4%
Rooms Meal Package	634.72	0.1%
Total Other Expenses	<u>\$ 137,854.24</u>	18.2%
Total Departmental Expenses	<u>\$ 321,784.30</u>	42.4%
Departmental Profit	<u>\$ 436,360.81</u>	57.6%

The Williamsburg Hotel Restaurant/Hotel Bar December 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 66,100.28	36.4%
N/A Beverage	12,742.87	7.0%
<i>Total Food Revenue</i>	<u>\$ 78,843.15</u>	43.5%
 Beverage Revenue		
Beer	\$ 10,249.70	5.7%
Liquor	68,231.21	37.6%
Wine	22,477.85	12.4%
<i>Total Beverage Revenue</i>	<u>\$ 100,958.76</u>	55.7%
 Other Revenue		
Delivery Fee	\$ 1,555.00	0.9%
Other Fees	20.09	0.0%
<i>Total Other Revenue</i>	<u>\$ 1,575.09</u>	0.9%
 Total Revenue	<u>\$ 181,377.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 21,992.65	33.3%
Cost of N/A Beverage Sales	4,189.16	32.9%
<i>Total Cost of Food Sales</i>	<u>\$ 26,181.80</u>	33.2%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,274.25	22.2%
Cost of Liquor Sales	12,289.91	18.0%
Cost of Wine Sales	8,053.74	35.8%
<i>Total Cost of Beverage Sales</i>	<u>\$ 22,617.90</u>	22.4%
 Total Cost of Sales	<u>\$ 48,799.71</u>	27.1%
 Gross Profit	<u>\$ 132,577.29</u>	73.1%

The Williamsburg Hotel Restaurant/Hotel Bar December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sous Chefs	\$ 8,866.04	4.9%
Restaurant Managers	10,200.58	5.6%
Non-Management		
Cooks	\$ 18,722.57	10.3%
Stewards	7,022.74	3.9%
Bartenders	5,874.10	3.2%
Barbacks	3,786.02	2.1%
Bussers	9,225.21	5.1%
Hostess/Host	6,429.71	3.5%
Servers	17,730.16	9.8%
Total Payroll Wage Expenses	<u>\$ 87,857.14</u>	48.4%
Payroll-Related Expenses		
Contract Labor	\$ 162.14	0.1%
Payroll Taxes & Worker's Comp		
FICA	\$ 9,773.80	5.4%
Federal Unemployment	321.39	0.2%
State Unemployment	644.17	0.4%
NY Re-Employment Service Fund Tax	47.13	0.0%
MTA Tax	514.58	0.3%
Workers Compensation Insurance	1,427.89	0.8%
Employee Benefits		
Employee Meals	\$ 2,014.17	1.1%
Health Insurance	354.94	0.2%
Paid Family Leave	103.64	0.1%
Short Term Disability	106.59	0.1%
Total Payroll-Related Expenses	<u>\$ 15,470.45</u>	8.5%
Total Payroll Expenses	<u><u>\$ 103,327.59</u></u>	57.0%

The Williamsburg Hotel Restaurant/Hotel Bar December 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 2,673.65	1.5%
Cleaning Supplies	952.25	0.5%
Complimentary Food & Beverage	4,395.42	2.4%
Dues & Subscriptions	99.00	0.1%
Equipment Rental	699.24	0.4%
Kitchen Fuel	503.23	0.3%
Kitchen Supplies	948.98	0.5%
Laundry - Linen	1,748.33	1.0%
Laundry - Uniforms	177.22	0.1%
Menu R&D	2,270.47	1.3%
Music & Entertainment	5,349.99	2.9%
Operating Supplies	1,206.92	0.7%
Paper & Plastics	1,759.51	1.0%
Reservations	162.22	0.1%
Total Other Expenses	<u>\$ 22,946.44</u>	<u>12.7%</u>
Total Departmental Expenses	<u>\$ 126,274.03</u>	<u>69.6%</u>
Departmental Profit/Loss	<u>\$ 6,303.27</u>	<u>3.5%</u>

The Williamsburg Hotel Watertower Bar December 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 3,611.07	4.5%
Non-Alcoholic Revenue	1,320.04	1.7%
<i>Total Food Revenue</i>	<u>\$ 4,931.11</u>	6.2%
 Beverage Revenue		
Beer Revenue	\$ 4,330.08	5.5%
Liquor Revenue	59,668.24	75.2%
Wine Revenue	10,029.61	12.6%
<i>Total Beverage Revenue</i>	<u>\$ 74,027.93</u>	93.3%
 Other Revenue		
Other Fees	\$ 408.00	0.5%
<i>Total Other Revenue</i>	<u>\$ 408.00</u>	0.5%
 Total Revenue	<u>\$ 79,367.04</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 1,210.34	33.5%
Cost of Non-Alcoholic Sales	433.96	32.9%
<i>Total Cost of Food Sales</i>	<u>\$ 1,644.29</u>	33.3%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 960.78	22.2%
Cost of Liquor Sales	10,747.53	18.0%
Cost of Wine Sales	3,593.58	35.8%
<i>Total Cost of Beverage Sales</i>	<u>\$ 15,301.89</u>	20.7%
 Total Cost of Sales	<u>\$ 16,946.18</u>	21.5%
 Gross Profit	<u>\$ 62,420.86</u>	78.6%

The Williamsburg Hotel Watertower Bar December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 3,230.77	4.1%
Sous Chefs	550.61	0.7%
Restaurant Managers	3,051.87	3.8%
Non-Management		
Cooks	\$ 2,662.73	3.4%
Stewards	2,436.14	3.1%
Bartenders	2,194.40	2.8%
Barbacks	2,087.42	2.6%
Bussers	524.97	0.7%
Servers	2,068.76	2.6%
Total Payroll Wage Expenses	<u>\$ 18,807.66</u>	23.7%
Payroll-Related Expenses		
Contract Labor	\$ 9,089.93	11.5%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,588.21	2.0%
Federal Unemployment	37.31	0.0%
State Unemployment	77.03	0.1%
NY Re-Employment Service Fund Tax	5.65	0.0%
MTA Tax	69.09	0.1%
Workers Compensation Insurance	72.39	0.1%
Employee Benefits		
Employee Meals	\$ 431.18	0.5%
Paid Family Leave	3.59	0.0%
Short Term Disability	3.70	0.0%
Total Payroll-Related Expenses	<u>\$ 11,378.06</u>	14.3%
Total Payroll Expenses	<u>\$ 30,185.73</u>	38.0%

The Williamsburg Hotel Watertower Bar December 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 2,227.94	2.8%
Cleaning Supplies	284.90	0.4%
Complimentary Food & Beverage	578.16	0.7%
Equipment Rental	477.96	0.6%
Kitchen Fuel	150.56	0.2%
Kitchen Supplies	283.92	0.4%
Laundry - Linen	523.08	0.7%
Laundry - Uniforms	53.02	0.1%
Menu R&D	1,200.00	1.5%
Music & Entertainment	7,850.00	9.9%
Paper & Plastics	526.42	0.7%
Reservations	500.00	0.6%
Total Other Expenses	<u>\$ 14,655.96</u>	<u>18.5%</u>
Total Departmental Expenses	<u>\$ 44,841.69</u>	<u>56.5%</u>
Departmental Profit/Loss	<u>\$ 17,579.17</u>	<u>22.1%</u>

The Williamsburg Hotel Banquets December 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 6,921.57	4.2%
Non-Alcoholic Revenue	723.90	0.4%
<i>Total Food Revenue</i>	<u>\$ 7,645.47</u>	4.7%
 Beverage Revenue		
Beer Revenue	\$ 1,152.00	0.7%
Liquor Revenue	102,341.03	62.8%
Wine Revenue	15,199.00	9.3%
<i>Total Beverage Revenue</i>	<u>\$ 118,692.03</u>	72.8%
 Other Revenue		
Service Charges	\$ 3,274.74	2.0%
Room Rental	31,172.06	19.1%
Other Fees	2,305.00	1.4%
<i>Total Other Revenue</i>	<u>\$ 36,751.80</u>	22.5%
 Total Revenue	<u>\$ 163,089.30</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 2,307.68	33.3%
Cost of Non-Alcoholic Sales	237.98	32.9%
<i>Total Cost of Food Sales</i>	<u>\$ 2,545.66</u>	33.3%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 255.61	22.2%
Cost of Liquor Sales	18,433.82	18.0%
Cost of Wine Sales	5,445.76	35.8%
<i>Total Cost of Beverage Sales</i>	<u>\$ 24,135.18</u>	20.3%
 Total Cost of Sales	<u>\$ 26,680.84</u>	21.1%
 Gross Profit	<u>\$ 136,408.45</u>	83.6%

The Williamsburg Hotel Banquets December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 3,230.77	2.0%
Sous Chefs	3,963.94	2.4%
Restaurant Managers	4,712.95	2.9%
Non-Management		
Cooks	\$ 4,535.57	2.8%
Stewards	2,763.53	1.7%
Bartenders	5,524.32	3.4%
Barbacks	3,560.58	2.2%
Bussers	4,262.30	2.6%
Hostess/Host	2,970.71	1.8%
Servers	8,191.82	5.0%
Total Payroll Wage Expenses	<u>\$ 43,716.48</u>	26.8%
Payroll-Related Expenses		
Contract Labor	\$ 74.92	0.0%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,515.77	2.8%
Federal Unemployment	148.49	0.1%
State Unemployment	297.62	0.2%
NY Re-Employment Service Fund Tax	21.77	0.0%
MTA Tax	237.75	0.1%
Workers Compensation Insurance	659.72	0.4%
Employee Benefits		
Employee Meals	\$ 1,002.22	0.6%
Health Insurance	163.99	0.1%
Total Payroll-Related Expenses	<u>\$ 7,122.26</u>	4.4%
Total Payroll Expenses	<u>\$ 50,838.74</u>	31.2%

The Williamsburg Hotel Banquets December 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 4,890.37	3.0%
Cleaning Supplies	439.97	0.3%
Complimentary Food & Beverage	2,030.81	1.2%
Customer Relations	7,120.01	4.4%
Equipment Rental	6,870.73	4.2%
Ice	750.00	0.5%
Kitchen Fuel	232.50	0.1%
Kitchen Supplies	569.44	0.3%
Laundry - Linen	2,307.78	1.4%
Laundry - Uniforms	81.88	0.1%
Music & Entertainment	7,100.00	4.4%
Operating Supplies	1,588.63	1.0%
Paper & Plastics	812.94	0.5%
Promotion	3,169.11	1.9%
Security	5,952.76	3.7%
Total Other Expenses	<u>\$ 43,916.93</u>	<u>26.9%</u>
Total Departmental Expenses	<u>\$ 94,755.66</u>	<u>58.1%</u>
Departmental Profit/Loss	<u>\$ 41,652.79</u>	<u>25.5%</u>

The Williamsburg Hotel Minibar December 2018

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 2,820.00	23.4%
Non-Alcoholic Revenue	3,294.00	27.3%
<i>Total Food Revenue</i>	<u>\$ 6,114.00</u>	50.7%
 Beverage Revenue		
Beer Revenue	\$ 468.00	3.9%
Liquor Revenue	2,095.00	17.4%
Wine Revenue	1,036.00	8.6%
<i>Total Beverage Revenue</i>	<u>\$ 3,599.00</u>	29.8%
 Sundries Revenue	<u>\$ 2,357.00</u>	19.5%
<i>Total Sundries Revenue</i>	<u>\$ 2,357.00</u>	19.5%
 Total Revenue	<u>\$ 12,070.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 833.05	29.5%
Cost of Non-Alcoholic Sales	735.29	22.3%
<i>Total Cost of Food Sales</i>	<u>\$ 1,568.34</u>	25.7%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 87.72	18.7%
Cost of Liquor Sales	525.99	25.1%
Cost of Wine Sales	457.43	44.2%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,071.13</u>	29.8%
 Cost of Sundries Sales		
Cost of Sundries Sales	\$ 353.00	15.0%
<i>Total Cost of Sundries</i>	<u>\$ 353.00</u>	15.0%
 Total Cost of Sales	<u>\$ 2,992.48</u>	24.8%
 Departmental Profit	<u>\$ 9,077.52</u>	75.2%

The Williamsburg Hotel Miscellaneous Income December 2018

	<u>Actual</u>	<u>%</u>
Miscellaneous Income		
Cleaning Fee/Damages	\$ 300.00	10.8%
Gift Certificates	520.00	18.8%
Guest Laundry/Dry Cleaning Fee	721.15	26.0%
Miscellaneous Fees	31.42	1.1%
Pet Fee	700.00	25.2%
Smoking Fee	500.00	18.0%
Total Miscellaneous Income	<u>\$ 2,772.57</u>	100.0%

The Williamsburg Hotel Admin & General December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 8,480.77	0.7%
Accounting		
Assistant Controller	\$ 12,519.23	1.0%
Non-Management		
Security Officers	\$ 25,605.05	2.1%
Total Payroll Wage Expenses	<u>\$ 46,605.05</u>	<u>3.9%</u>
 Payroll-Related Expenses		
Contract Labor	\$ 6,538.48	0.5%
Payroll Taxes & Worker's Comp		
FICA	\$ 4,188.14	0.3%
Federal Unemployment	113.99	0.0%
State Unemployment	227.94	0.0%
NY Re-Employment Service Fund Tax	16.68	0.0%
MTA Tax	182.23	0.0%
Workers Compensation Insurance	577.07	0.0%
Employee Benefits		
Employee Meals	\$ 1,068.45	0.1%
Health Insurance	4,228.30	0.4%
Paid Family Leave	28.65	0.0%
Short Term Disability	29.47	0.0%
Total Payroll-Related Expenses	<u>\$ 17,199.39</u>	<u>1.4%</u>
 Total Payroll Expenses	<u>\$ 63,804.44</u>	<u>5.3%</u>

The Williamsburg Hotel Admin & General December 2018

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 8,678.59	0.7%
Allocated F&B Expenses	825.08	0.1%
Bad Debt Expense	3,850.84	0.3%
Bank Charges	625.40	0.1%
Complimentary Food & Beverage	7,717.75	0.6%
Complimentary Mini-Bar	7.31	0.0%
Credit Card Commissions	34,164.30	2.9%
Dues & Subscriptions	134.98	0.0%
Equipment Rental	446.76	0.0%
Gifts	175.91	0.0%
Human Resources	391.75	0.0%
Legal Services	550.00	0.0%
Licenses & Permits	1,830.83	0.2%
Operating Supplies	1,362.30	0.1%
Payroll Fees	5,814.79	0.5%
Postage	409.45	0.0%
Travel - Other	1,417.30	0.1%
Vehicle Costs	463.67	0.0%
Total Other Expenses	<u>\$ 68,867.01</u>	<u>5.8%</u>
Departmental Profit/(Loss)	<u>\$ (132,671.45)</u>	<u>(11.1%)</u>

The Williamsburg Hotel Information & Telecommunications Systems December 2018

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Cell Phones	\$ 195.96	0.0%
Cost of Internet Services	3,510.26	0.3%
Cost of Local Calls	310.86	0.0%
Cost of Long Distance Calls	19.18	0.0%
Cost of Services - Other	410.51	0.0%
Total Cost of Services	<u>\$ 4,446.77</u>	0.4%
System Expenses		
Admin & General	\$ 349.27	0.0%
Food and Beverage	743.95	0.1%
Human Resources	1,849.25	0.2%
Information Systems	742.25	0.1%
Property Operation & Maintenance	864.00	0.1%
Sales & Marketing	272.19	0.0%
Telecommunications	456.75	0.0%
Total System Expenses	<u>\$ 5,277.66</u>	0.4%
Other Expenses		
Contract Services	\$ 2,627.27	0.2%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	214.24	0.0%
Total Other Expenses	<u>\$ 2,881.51</u>	0.2%
Departmental Profit/(Loss)	<u>\$ (12,605.94)</u>	(1.1%)

The Williamsburg Hotel Sales & Marketing December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 15,553.86	1.3%
Non-Management		
Event Coordinator	\$ 19,557.70	1.6%
Total Payroll Wage Expenses	<u>\$ 35,111.56</u>	2.9%
 Payroll Taxes & Worker's Comp		
FICA	\$ 2,675.85	0.2%
Federal Unemployment	80.61	0.0%
State Unemployment	157.40	0.0%
NY Re-Employment Service Fund Tax	11.52	0.0%
MTA Tax	116.43	0.0%
Workers Compensation Insurance	368.46	0.0%
Employee Benefits		
Paid Family Leave	\$ 18.29	0.0%
Short Term Disability	18.81	0.0%
Total Payroll-Related Expenses	<u>\$ 3,447.38</u>	0.3%
 Total Payroll Expenses	<u>\$ 38,558.94</u>	3.2%
 Other Expenses		
Agency Fees	\$ 2,780.57	0.2%
Allocated F&B Payroll	8,079.95	0.7%
Allocated F&B Expenses	893.90	0.1%
Complimentary Food & Beverage	9,523.08	0.8%
Dues & Subscriptions	1,691.67	0.1%
Media	5,184.64	0.4%
Operating Supplies	306.67	0.0%
Photography	272.19	0.0%
Promotion	6,854.25	0.6%
Public Relations	7,000.00	0.6%
Travel - Other	61.00	0.0%
Total Other Expenses	<u>\$ 42,647.93</u>	3.6%
 Departmental Profit/(Loss)	<u>\$ (81,206.87)</u>	(6.8%)

The Williamsburg Hotel Property Operations & Maintenance December 2018

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Chief Engineer	\$ 5,734.61	0.5%
Non-Management		
Engineers	\$ 14,580.50	1.2%
Total Payroll Wage Expenses	<u>\$ 20,315.11</u>	1.7%
Payroll-Related Expenses		
Contract Labor	\$ 3,200.00	0.3%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,551.38	0.1%
Federal Unemployment	46.70	0.0%
State Unemployment	91.55	0.0%
NY Re-Employment Service Fund Tax	6.70	0.0%
MTA Tax	67.52	0.0%
Workers Compensation Insurance	213.13	0.0%
Employee Benefits		
Employee Meals	\$ 465.73	0.0%
Health Insurance	518.93	0.0%
Paid Family Leave	10.58	0.0%
Short Term Disability	10.88	0.0%
Total Payroll-Related Expenses	<u>\$ 6,183.11</u>	0.5%
Total Payroll Expenses	<u>\$ 26,498.22</u>	2.2%
Other Expenses		
Allocated F&B Payroll	\$ 519.42	0.0%
Allocated F&B Expenses	45.42	0.0%
Complimentary Food & Beverage	17.82	0.0%
Elevator Repair	2,701.19	0.2%
Fire Safety & Alarm	2,251.90	0.2%
Furniture & Equipment	1,494.31	0.1%
HVAC Equipment & Repair	3,067.55	0.3%
Kitchen Equipment	3,641.88	0.3%
Light Bulbs	66.95	0.0%
Operating Supplies	854.70	0.1%
Pest Control	1,393.60	0.1%
Training	384.64	0.0%
Waste Removal	4,483.43	0.4%
Total Other Expenses	<u>\$ 20,922.82</u>	1.7%
Departmental Profit/(Loss)	<u>\$ (47,421.04)</u>	(4.0%)

The Williamsburg Hotel

Utilities

December 2018

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 28,768.88	2.4%
Gas / Fuel	7,333.73	0.6%
Water / Sewer	3,522.81	0.3%
Total Utilities Expenses	<u>\$ 39,625.42</u>	<u>3.3%</u>

The Williamsburg Hotel

Fixed Expenses

December 2018

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	1.1%
Total Fixed Expenses	<u>\$ 13,323.35</u>	1.1%



THE
Williamsburg
Hotel

Income Statement
January 2019

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The Williamsburg Hotel Income Statement Summary January 2019

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	1,841	
Occupied Rooms	1,921	
Available Rooms	4,557	
Paid Occupancy %	40.4%	
Total Occupancy %	42.2%	
Paid ADR	\$ 214.81	
Total ADR	\$ 205.86	
RevPAR	\$ 86.78	
Revenue		
Room Revenue	\$ 395,463.82	64.9%
F&B Revenue	\$ 210,237.82	34.5%
Other Income	\$ 3,443.00	0.6%
Total Revenue	\$ 609,144.64	100.0%
Departmental Expenses		
Room Expenses	\$ 268,608.72	67.9%
F&B Expenses	\$ 260,047.41	123.7%
Total Departmental Expenses	\$ 528,656.13	86.8%
Total Departmental Profit	\$ 80,488.50	13.2%
Undistributed Operating Expenses		
Admin & General	\$ 96,348.41	15.8%
Info & Telecomm Systems	\$ 13,181.73	2.2%
Sales & Marketing	\$ 69,072.95	11.3%
Property Operations & Maintenance	\$ 42,908.85	7.0%
Utilities	\$ 51,641.54	8.5%
Total Undistributed Expenses	\$ 273,153.48	44.8%
Gross Operating Profit	\$ (192,664.97)	-31.6%
Property & Liability Insurance	\$ 13,323.35	2.2%
Net Operating Profit	\$ (205,988.32)	(33.8%)

The Williamsburg Hotel Rooms Department January 2019

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 27,398.00	6.9%
Total Retail	<u>\$ 27,398.00</u>	6.9%
Discount		
OTA		
Booking.com	\$ 45,084.55	11.4%
Expedia	106,393.85	26.9%
Hotel Tonight	34,813.37	8.8%
Mr & Mrs Smith	870.00	0.2%
Secret Escapes	1,464.75	0.4%
Tablet	1,736.25	0.4%
Total OTA	<u>\$ 190,362.77</u>	48.1%
Consortia		
Altour	2,035.00	0.5%
American Express	1,576.00	0.4%
BCD Travel	9,626.00	2.4%
Carlson Wagonlit	4,501.00	1.1%
Flight Centre Corp	176.00	0.0%
Hickory Global Partners	704.00	0.2%
Interpublic Group	450.00	0.1%
Preferred Extras GBT Rate	1,528.00	0.4%
Travel Leaders Group Worldwide	5,189.70	1.3%
12 Book Radius	1,008.00	0.3%
Total Consortia	<u>\$ 26,793.70</u>	6.8%
Promotion		
Advance Purchase	\$ 585.00	0.1%
Length of Stay	1,785.00	0.5%
Total Promotion	<u>\$ 2,370.00</u>	0.6%
Other Discount	<u>\$ 105,886.50</u>	26.8%
Total Other Discount	<u>\$ 105,886.50</u>	26.8%
Corporate Negotiated	<u>\$ 18,009.63</u>	4.6%
Total Negotiated	<u>\$ 18,009.63</u>	4.6%
<i>Total Transient Rooms Revenue</i>	<u>\$ 370,820.60</u>	93.8%

The Williamsburg Hotel Rooms Department January 2019

	<u>Actual</u>	%
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 4,069.00	1.0%
Group - Entertainment	8,460.00	2.1%
Group - Social	448.00	0.1%
<i>Total Group Rooms Revenue</i>	<u>\$ 12,977.00</u>	3.3%
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 7,510.00	1.9%
No Shows	3,075.22	0.8%
Late Check Out	1,081.00	0.3%
Total Other Rooms Revenue	<u>\$ 11,666.22</u>	3.0%
Total Revenue	<u><u>\$ 395,463.82</u></u>	100.0%
Payroll		
<i>Management</i>		
Front Office & Revenue		
Revenue Manager	\$ 10,615.37	2.7%
Front Office Manager	6,192.29	1.6%
Assistant Front Office Managers	9,895.42	2.5%
Reservation Managers	6,634.63	1.7%
Night Managers	5,357.71	1.4%
Housekeeping		
Housekeeping Managers	\$ 11,057.71	2.8%
<i>Non-Management</i>		
Bell Attendants	\$ 13,833.95	3.5%
Desk Clerks	11,414.43	2.9%
Guest Room Attendants	37,264.04	9.4%
Housepersons	39,426.41	10.0%
Night Auditors	3,424.00	0.9%
Total Payroll Wage Expenses	<u>\$ 155,115.96</u>	39.2%

The Williamsburg Hotel Rooms Department January 2019

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 11,653.18	2.9%
Federal Unemployment	848.71	0.2%
State Unemployment	1,563.86	0.4%
NY Re-Employment Service Fund Tax	114.44	0.0%
MTA Tax	506.80	0.1%
Workers Compensation Insurance	1,769.42	0.4%
Employee Benefits		
Employee Meals	\$ 4,451.93	1.1%
Health Insurance	1,706.42	0.4%
Paid Family Leave	87.85	0.0%
Short Term Disability	90.35	0.0%
Total Payroll-Related Expenses	<u>\$ 22,792.95</u>	<u>5.8%</u>
Total Payroll Expenses	<u>\$ 177,908.91</u>	<u>45.0%</u>
Other Expenses		
Allocated F&B Payroll	\$ 13,008.45	3.3%
Allocated F&B Expenses	1,216.94	0.3%
Cable Television	1,787.07	0.5%
Cleaning Supplies	4,772.51	1.2%
Commission - OTA	31,674.59	8.0%
Commission - Group	846.00	0.2%
Commission - Other	1,765.21	0.4%
Complimentary Breakfast	2,331.30	0.6%
Dues & Subscriptions	1,172.86	0.3%
Guest Amenities	1,207.65	0.3%
Guest Amenities Wine	3,200.83	0.8%
Guest Supplies	3,384.39	0.9%
Guest Relations	12.27	0.0%
Laundry - Linen	18,320.93	4.6%
Laundry - Uniforms	350.00	0.1%
Laundry - Other	612.00	0.2%

The Williamsburg Hotel Rooms Department January 2019

	<u>Actual</u>	<u>%</u>
Operating Supplies	254.73	0.1%
Reservations Services	4,207.91	1.1%
Rooms Meal Package	574.17	0.1%
Total Other Expenses	<u>\$ 90,699.81</u>	22.9%
 Total Departmental Expenses	 <u>\$ 268,608.72</u>	 67.9%
 Departmental Profit	 <u>\$ 126,855.09</u>	 32.1%

The Williamsburg Hotel Restaurant/Hotel Bar January 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 59,376.77	47.9%
N/A Beverage	8,968.14	7.2%
<i>Total Food Revenue</i>	<u>\$ 68,344.91</u>	55.1%
 Beverage Revenue		
Beer	\$ 7,130.00	5.8%
Liquor	33,311.39	26.9%
Wine	13,762.40	11.1%
<i>Total Beverage Revenue</i>	<u>\$ 54,203.79</u>	43.7%
 Other Revenue		
Delivery Fee	\$ 1,425.11	1.1%
<i>Total Other Revenue</i>	<u>\$ 1,425.11</u>	1.1%
 Total Revenue	<u>\$ 123,973.81</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 19,502.31	32.8%
Cost of N/A Beverage Sales	2,409.27	26.9%
<i>Total Cost of Food Sales</i>	<u>\$ 21,911.59</u>	32.1%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 1,894.33	26.6%
Cost of Liquor Sales	5,818.34	17.5%
Cost of Wine Sales	3,606.08	26.2%
<i>Total Cost of Beverage Sales</i>	<u>\$ 11,318.75</u>	20.9%
 Total Cost of Sales	<u>\$ 33,230.33</u>	27.1%
 Gross Profit	<u>\$ 90,743.48</u>	73.2%

The Williamsburg Hotel Restaurant/Hotel Bar January 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 2,728.76	2.2%
Sous Chefs	12,619.73	10.2%
Restaurant Managers	15,097.74	12.2%
Non-Management		
Cooks	\$ 22,489.85	18.1%
Stewards	13,514.66	10.9%
Bartenders	7,190.93	5.8%
Barbacks	4,648.87	3.7%
Bussers	10,638.96	8.6%
Hostess/Host	9,798.59	7.9%
Servers	19,298.43	15.6%
Total Payroll Wage Expenses	<u>\$ 118,026.51</u>	95.2%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 15,519.65	12.5%
Federal Unemployment	1,130.81	0.9%
State Unemployment	2,082.20	1.7%
NY Re-Employment Service Fund Tax	152.39	0.1%
MTA Tax	675.06	0.5%
Workers Compensation Insurance	1,816.70	1.5%
Employee Benefits		
Employee Meals	\$ 3,387.44	2.7%
Health Insurance	1,170.44	0.9%
Paid Family Leave	94.48	0.1%
Short Term Disability	97.17	0.1%
Total Payroll-Related Expenses	<u>\$ 26,126.35</u>	21.1%
Total Payroll Expenses	<u><u>\$ 144,152.85</u></u>	116.3%

The Williamsburg Hotel Restaurant/Hotel Bar January 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 808.20	0.7%
Cleaning Supplies	1,715.25	1.4%
Complimentary Food & Beverage	3,573.39	2.9%
Dues & Subscriptions	99.00	0.1%
Equipment Rental	1,013.89	0.8%
Kitchen Fuel	694.16	0.6%
Kitchen Supplies	195.31	0.2%
Laundry - Linen	1,594.99	1.3%
Laundry - Uniforms	120.76	0.1%
Menu R&D	1,314.63	1.1%
Music & Entertainment	6,164.99	5.0%
Operating Supplies	700.24	0.6%
Paper & Plastics	633.55	0.5%
Reservations	662.22	0.5%
Total Other Expenses	<u>\$ 19,290.57</u>	<u>15.6%</u>
Total Departmental Expenses	<u>\$ 163,443.43</u>	<u>131.8%</u>
Departmental Profit/Loss	<u>\$ (72,699.95)</u>	<u>-58.6%</u>

The Williamsburg Hotel Watertower Bar January 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 2,456.50	3.9%
Non-Alcoholic Revenue	897.00	1.4%
<i>Total Food Revenue</i>	<u>\$ 3,353.50</u>	5.4%
 Beverage Revenue		
Beer Revenue	\$ 3,948.00	6.3%
Liquor Revenue	47,823.04	76.8%
Wine Revenue	7,107.31	11.4%
<i>Total Beverage Revenue</i>	<u>\$ 58,878.35</u>	94.6%
 Total Revenue	<u>\$ 62,231.85</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 835.18	34.0%
Cost of Non-Alcoholic Sales	240.98	26.9%
<i>Total Cost of Food Sales</i>	<u>\$ 1,076.16</u>	32.1%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 1,048.92	26.6%
Cost of Liquor Sales	8,353.01	17.5%
Cost of Wine Sales	1,862.29	26.2%
<i>Total Cost of Beverage Sales</i>	<u>\$ 11,264.22</u>	19.1%
 Total Cost of Sales	<u>\$ 12,340.38</u>	19.8%
 Gross Profit	<u>\$ 49,891.47</u>	80.2%

The Williamsburg Hotel Watertower Bar January 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 3,787.07	6.1%
Sous Chefs	848.47	1.4%
Restaurant Managers	4,799.38	7.7%
Non-Management		
Cooks	\$ 1,512.08	2.4%
Stewards	908.64	1.5%
Bartenders	2,770.70	4.5%
Barbacks	2,541.95	4.1%
Bussers	1,032.50	1.7%
Servers	3,346.10	5.4%
Total Payroll Wage Expenses	<u>\$ 21,546.88</u>	34.6%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 1,883.40	3.0%
Federal Unemployment	136.63	0.2%
State Unemployment	252.33	0.4%
NY Re-Employment Service Fund Tax	18.47	0.0%
MTA Tax	81.93	0.1%
Workers Compensation Insurance	110.59	0.2%
Employee Benefits		
Employee Meals	\$ 618.41	1.0%
Paid Family Leave	5.49	0.0%
Short Term Disability	5.65	0.0%
Total Payroll-Related Expenses	<u>\$ 3,112.90</u>	5.0%
Total Payroll Expenses	<u><u>\$ 24,659.77</u></u>	39.6%

The Williamsburg Hotel Watertower Bar January 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 1,121.65	1.8%
Cleaning Supplies	545.26	0.9%
Complimentary Food & Beverage	670.88	1.1%
Ice	145.00	0.2%
Kitchen Fuel	220.66	0.4%
Kitchen Supplies	62.09	0.1%
Laundry - Linen	507.03	0.8%
Laundry - Uniforms	38.39	0.1%
Menu R&D	1,200.00	1.9%
Music & Entertainment	4,655.00	7.5%
Paper & Plastics	201.40	0.3%
Promotion	3,550.00	5.7%
Total Other Expenses	<u>\$ 12,917.35</u>	<u>20.8%</u>
Total Departmental Expenses	<u>\$ 37,577.12</u>	<u>60.4%</u>
Departmental Profit/Loss	<u>\$ 12,314.35</u>	<u>19.8%</u>

The Williamsburg Hotel Banquets January 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 3,900.00	35.5%
Non-Alcoholic Revenue	112.00	1.0%
<i>Total Food Revenue</i>	<u>\$ 4,012.00</u>	36.5%
 Beverage Revenue		
Liquor Revenue	\$ 3,280.00	29.8%
<i>Total Beverage Revenue</i>	<u>\$ 3,280.00</u>	29.8%
 Other Revenue		
Service Charges	\$ 202.16	1.8%
Room Rental	3,500.00	31.8%
<i>Total Other Revenue</i>	<u>\$ 3,702.16</u>	33.7%
 Total Revenue	<u>\$ 10,994.16</u>	100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 1,266.46	32.5%
Cost of Non-Alcoholic Sales	30.09	26.9%
<i>Total Cost of Food Sales</i>	<u>\$ 1,296.54</u>	32.3%
 <i>Cost of Beverage Sales</i>		
Cost of Liquor Sales	\$ 572.90	17.5%
<i>Total Cost of Beverage Sales</i>	<u>\$ 572.90</u>	17.5%
 Total Cost of Sales	<u>\$ 1,869.45</u>	25.6%
 Gross Profit	<u>\$ 9,124.71</u>	83.0%

The Williamsburg Hotel Banquets January 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 253.40	2.3%
Sous Chefs	661.90	6.0%
Restaurant Managers	718.28	6.5%
Non-Management		
Cooks	\$ 1,179.59	10.7%
Stewards	708.84	6.4%
Bartenders	318.58	2.9%
Barbacks	205.96	1.9%
Bussers	506.15	4.6%
Hostess/Host	466.17	4.2%
Servers	918.13	8.4%
Total Payroll Wage Expenses	<u>\$ 5,937.02</u>	54.0%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 738.36	6.7%
Federal Unemployment	53.80	0.5%
State Unemployment	99.06	0.9%
NY Re-Employment Service Fund Tax	7.25	0.1%
MTA Tax	32.12	0.3%
Workers Compensation Insurance	86.43	0.8%
Employee Benefits		
Employee Meals	\$ 170.40	1.5%
Health Insurance	55.68	0.5%
Total Payroll-Related Expenses	<u>\$ 1,243.10</u>	11.3%
Total Payroll Expenses	<u><u>\$ 7,180.11</u></u>	65.3%

The Williamsburg Hotel Banquets January 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 81.60	0.7%
Complimentary Food & Beverage	170.01	1.5%
Kitchen Fuel	33.03	0.3%
Kitchen Supplies	9.29	0.1%
Laundry - Linen	75.88	0.7%
Laundry - Uniforms	5.75	0.1%
Music & Entertainment	800.00	7.3%
Operating Supplies	33.31	0.3%
Paper & Plastics	30.14	0.3%
Total Other Expenses	<u>\$ 1,239.01</u>	<u>11.3%</u>
Total Departmental Expenses	<u>\$ 8,419.12</u>	<u>76.6%</u>
Departmental Profit/Loss	<u>\$ 705.59</u>	<u>6.4%</u>

The Williamsburg Hotel Minibar January 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 3,085.00	23.7%
Non-Alcoholic Revenue	3,510.00	26.9%
<i>Total Food Revenue</i>	<u>\$ 6,595.00</u>	50.6%
 Beverage Revenue		
Beer Revenue	\$ 552.00	4.2%
Liquor Revenue	2,850.00	21.9%
Wine Revenue	1,411.00	10.8%
<i>Total Beverage Revenue</i>	<u>\$ 4,813.00</u>	36.9%
 Sundries Revenue	<u>\$ 1,630.00</u>	12.5%
<i>Total Sundries Revenue</i>	<u>\$ 1,630.00</u>	12.5%
 Total Revenue	<u>\$ 13,038.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 899.32	29.2%
Cost of Non-Alcoholic Sales	791.55	22.6%
<i>Total Cost of Food Sales</i>	<u>\$ 1,690.87</u>	25.6%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 116.81	21.2%
Cost of Liquor Sales	750.06	26.3%
Cost of Wine Sales	493.03	34.9%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,359.90</u>	28.3%
 Cost of Sundries Sales		
Cost of Sundries Sales	<u>\$ 116.81</u>	7.2%
<i>Total Cost of Sundries</i>	<u>\$ 116.81</u>	7.2%
 Total Cost of Sales	<u>\$ 3,167.58</u>	24.3%
 Departmental Profit	<u>\$ 9,870.42</u>	75.7%

The Williamsburg Hotel Miscellaneous Income January 2019

	<u>Actual</u>	<u>%</u>
Miscellaneous Income		
Guest Laundry/Dry Cleaning Fee	\$ 1,443.00	41.9%
Pet Fee	750.00	21.8%
Smoking Fee	1,250.00	36.3%
Total Miscellaneous Income	<u>\$ 3,443.00</u>	100.0%

The Williamsburg Hotel Admin & General January 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 9,288.45	1.5%
Accounting		
Assistant Controller	\$ 13,711.53	2.3%
Non-Management		
Security Officers	\$ 23,105.93	3.8%
Total Payroll Wage Expenses	<u>\$ 46,105.91</u>	<u>7.6%</u>
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 4,150.11	0.7%
Federal Unemployment	301.91	0.0%
State Unemployment	557.00	0.1%
NY Re-Employment Service Fund Tax	40.76	0.0%
MTA Tax	180.44	0.0%
Workers Compensation Insurance	629.85	0.1%
Employee Benefits		
Employee Meals	\$ 1,323.27	0.2%
Health Insurance	4,228.30	0.7%
Paid Family Leave	31.27	0.0%
Short Term Disability	32.16	0.0%
Total Payroll-Related Expenses	<u>\$ 11,475.07</u>	<u>1.9%</u>
Total Payroll Expenses	<u>\$ 57,580.98</u>	<u>9.5%</u>

The Williamsburg Hotel Admin & General January 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 5,654.08	0.9%
Allocated F&B Expenses	414.06	0.1%
Bad Debt Expense	1,500.00	0.2%
Bank Charges	320.00	0.1%
Complimentary Food & Beverage	2,260.30	0.4%
Complimentary Mini-Bar	31.70	0.0%
Credit Card Commissions	20,548.48	3.4%
Credit Card Fees / Rebates	262.26	0.0%
Dues & Subscriptions	134.98	0.0%
Human Resources	165.00	0.0%
Licenses & Permits	1,830.83	0.3%
Operating Supplies	2,410.68	0.4%
Payroll Fees	2,542.58	0.4%
Postage	65.66	0.0%
Uniforms	163.15	0.0%
Vehicle Costs	463.67	0.1%
Total Other Expenses	<u>\$ 38,767.43</u>	<u>6.4%</u>
 Departmental Profit/(Loss)	 <u>\$ (96,348.41)</u>	 <u>(15.8%)</u>

The Williamsburg Hotel Information & Telecommunications Systems January 2019

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Cell Phones	\$ 198.56	0.0%
Cost of Internet Services	3,510.26	0.6%
Cost of Local Calls	310.65	0.1%
Cost of Long Distance Calls	19.18	0.0%
Cost of Services - Other	402.62	0.1%
Total Cost of Services	<u>\$ 4,441.27</u>	0.7%
System Expenses		
Admin & General	\$ 349.27	0.1%
Food and Beverage	807.46	0.1%
Human Resources	2,295.32	0.4%
Information Systems	846.23	0.1%
Property Operation & Maintenance	864.00	0.1%
Sales & Marketing	272.19	0.0%
Telecommunications	524.48	0.1%
Total System Expenses	<u>\$ 5,958.95</u>	1.0%
Other Expenses		
Contract Services	\$ 2,627.27	0.4%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	114.24	0.0%
Total Other Expenses	<u>\$ 2,781.51</u>	0.5%
Departmental Profit/(Loss)	<u>\$ (13,181.73)</u>	(2.2%)

The Williamsburg Hotel Sales & Marketing January 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 17,873.07	2.9%
Non-Management		
Event Coordinator	\$ 16,807.69	2.8%
Total Payroll Wage Expenses	<u>\$ 34,680.76</u>	5.7%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 2,601.87	0.4%
Federal Unemployment	188.96	0.0%
State Unemployment	348.94	0.1%
NY Re-Employment Service Fund Tax	25.55	0.0%
MTA Tax	113.15	0.0%
Workers Compensation Insurance	395.61	0.1%
Employee Benefits		
Bonus & Incentives	\$ 708.33	0.1%
Health Insurance	614.95	0.1%
Paid Family Leave	19.64	0.0%
Short Term Disability	20.20	0.0%
Total Payroll-Related Expenses	<u>\$ 5,037.20</u>	0.8%
Total Payroll Expenses	<u>\$ 39,717.96</u>	6.5%
Other Expenses		
Agency Fees	\$ 4,095.21	0.7%
Allocated F&B Payroll	7,030.83	1.2%
Allocated F&B Expenses	563.59	0.1%
Complimentary Food & Beverage	4,877.75	0.8%
Dues & Subscriptions	1,899.00	0.3%
Media	4,177.10	0.7%
Operating Supplies	242.98	0.0%
Promotion	2,612.23	0.4%
Public Relations	3,700.00	0.6%
Travel - Other	156.30	0.0%
Total Other Expenses	<u>\$ 29,354.99</u>	4.8%
Departmental Profit/(Loss)	<u>\$ (69,072.95)</u>	(11.3%)

The Williamsburg Hotel Property Operations & Maintenance January 2019

	<u>Actual</u>	%
Payroll		
Management		
Chief Engineer	\$ 6,280.76	1.0%
Non-Management		
Engineers	\$ 12,832.08	2.1%
Total Payroll Wage Expenses	<u>\$ 19,112.84</u>	3.1%
 Payroll-Related Expenses		
Contract Labor	\$ 3,200.00	0.5%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,435.70	0.2%
Federal Unemployment	104.93	0.0%
State Unemployment	192.68	0.0%
NY Re-Employment Service Fund Tax	14.10	0.0%
MTA Tax	62.42	0.0%
Workers Compensation Insurance	218.16	0.0%
Employee Benefits		
Employee Meals	\$ 548.55	0.1%
Health Insurance	1,748.83	0.3%
Paid Family Leave	10.83	0.0%
Short Term Disability	11.14	0.0%
Total Payroll-Related Expenses	<u>\$ 7,547.34</u>	1.2%
 Total Payroll Expenses	<u>\$ 26,660.18</u>	4.4%
 Other Expenses		
Allocated F&B Payroll	\$ 1,014.21	0.2%
Allocated F&B Expenses	66.02	0.0%
Complimentary Food & Beverage	22.86	0.0%
Elevator Repair	1,959.75	0.3%
Fire Safety & Alarm	2,542.23	0.4%
Grounds & Landscaping	1,037.43	0.2%
HVAC Equipment & Repair	1,270.21	0.2%
Kitchen Equipment	2,102.38	0.3%
Operating Supplies	864.63	0.1%
Waste Removal	3,628.76	0.6%
Window Cleaning	1,740.19	0.3%
Total Other Expenses	<u>\$ 16,248.66</u>	2.7%
 Departmental Profit/(Loss)	<u>\$ (42,908.85)</u>	(7.0%)

The Williamsburg Hotel

Utilities

January 2019

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 38,444.12	6.3%
Gas / Fuel	9,570.67	1.6%
Water / Sewer	3,626.75	0.6%
Total Utilities Expenses	<u>\$ 51,641.54</u>	8.5%

The Williamsburg Hotel
Fixed Expenses
January 2019

	<u>Actual</u>	<u>%</u>
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	2.2%
Total Fixed Expenses	<u>\$ 13,323.35</u>	2.2%



THE
Williamsburg
Hotel

Income Statement
February 2019

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The Williamsburg Hotel Income Statement Summary February 2019

	<u>Actual</u>	%
Paid Occupied Rooms	1,810	
Occupied Rooms	1,876	
Available Rooms	4,116	
Paid Occupancy %	44.0%	
Total Occupancy %	45.6%	
Paid ADR	\$ 258.27	
Total ADR	\$ 249.18	
RevPAR	\$ 113.57	
Revenue		
Room Revenue	\$ 467,462.12	58.6%
F&B Revenue	\$ 328,739.06	41.2%
Other Income	\$ 1,837.00	0.2%
Total Revenue	\$ 798,038.18	100.0%
Departmental Expenses		
Room Expenses	\$ 233,350.86	49.9%
F&B Expenses	\$ 278,599.93	84.7%
Total Departmental Expenses	\$ 511,950.79	64.2%
Total Departmental Profit	\$ 286,087.39	35.8%
Undistributed Operating Expenses		
Admin & General	\$ 100,362.06	12.6%
Info & Telecomm Systems	\$ 12,609.77	1.6%
Sales & Marketing	\$ 68,548.52	8.6%
Property Operations & Maintenance	\$ 41,870.35	5.2%
Utilities	\$ 46,559.24	5.8%
Total Undistributed Expenses	\$ 269,949.94	33.8%
Gross Operating Profit	\$ 16,137.45	2.0%
Property & Liability Insurance	\$ 13,323.35	1.7%
Net Operating Profit	\$ 2,814.10	0.4%

The Williamsburg Hotel Rooms Department February 2019

	<u>Actual</u>	<u>%</u>
Revenue		
<i>Transient Rooms Revenue</i>		
Published	\$ 36,884.00	7.9%
Total Retail	<u>\$ 36,884.00</u>	7.9%
Discount		
OTA		
Booking.com	\$ 36,621.02	7.8%
Expedia	83,823.40	17.9%
Hotel Tonight	21,818.26	4.7%
Mr & Mrs Smith	2,295.00	0.5%
Secret Escapes	1,451.25	0.3%
Tablet	3,967.50	0.8%
Total OTA	<u>\$ 149,976.43</u>	32.1%
Consortia		
ABC Travel	\$ 384.00	0.1%
Altour	246.50	0.1%
American Express	1,280.00	0.3%
BCD Travel	8,486.50	1.8%
Carlson Wagonlit	480.00	0.1%
Preffered Extras GBT Rate	1,376.00	0.3%
Total Consortia	<u>\$ 12,253.00</u>	2.6%
Promotion		
Advance Purchase	\$ 756.00	0.2%
Total Promotion	<u>\$ 756.00</u>	0.2%
Other Discount	<u>\$ 103,886.00</u>	22.2%
Total Other Discount	<u>\$ 103,886.00</u>	22.2%
Corporate Negotiated	<u>\$ 20,329.50</u>	4.3%
Total Negotiated	<u>\$ 20,329.50</u>	4.3%
<i>Total Transient Rooms Revenue</i>	<u>\$ 324,084.93</u>	69.3%

The Williamsburg Hotel Rooms Department February 2019

	<u>Actual</u>	<u>%</u>
<i>Group Rooms Revenue</i>		
Group - Corporate	\$ 111,630.00	23.9%
Group - Social	24,521.00	5.2%
<i>Total Group Rooms Revenue</i>	<u>\$ 136,151.00</u>	<u>29.1%</u>
<i>Other Rooms Revenue</i>		
Upsell/Upgrade Fee	\$ 1,570.00	0.3%
No Shows	4,766.69	1.0%
Late Check Out	889.50	0.2%
Total Other Rooms Revenue	<u>\$ 7,226.19</u>	<u>1.5%</u>
Total Revenue	<u><u>\$ 467,462.12</u></u>	<u><u>100.0%</u></u>
Payroll		
<i>Management</i>		
Front Office & Revenue		
Revenue Manager	\$ 9,230.76	2.0%
Front Office Manager	5,384.60	1.2%
Assistant Front Office Managers	8,275.80	1.8%
Reservation Managers	5,769.24	1.2%
Night Managers	4,615.40	1.0%
Housekeeping		
Housekeeping Managers	\$ 5,769.24	1.2%
<i>Non-Management</i>		
Bell Attendants	\$ 13,344.11	2.9%
Desk Clerks	8,923.91	1.9%
Guest Room Attendants	39,690.34	8.5%
Housekeeping Supervisors	3,846.16	0.8%
Housepersons	30,954.62	6.6%
Night Auditors	3,618.34	0.8%
Total Payroll Wage Expenses	<u>\$ 139,422.52</u>	<u>29.8%</u>

The Williamsburg Hotel Rooms Department February 2019

	<u>Actual</u>	<u>%</u>
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 10,908.51	2.3%
Federal Unemployment	534.74	0.1%
State Unemployment	1,238.21	0.3%
NY Re-Employment Service Fund Tax	90.60	0.0%
MTA Tax	475.02	0.1%
Workers Compensation Insurance	1,860.40	0.4%
Employee Benefits		
Employee Meals	\$ 3,392.84	0.7%
Health Insurance	1,706.42	0.4%
Paid Family Leave	92.36	0.0%
Short Term Disability	94.99	0.0%
Total Payroll-Related Expenses	<u>\$ 20,394.09</u>	<u>4.4%</u>
Total Payroll Expenses	<u>\$ 159,816.61</u>	<u>34.2%</u>
Other Expenses		
Allocated F&B Payroll	\$ 8,760.07	1.9%
Allocated F&B Expenses	876.92	0.2%
Cable Television	2,232.97	0.5%
Cleaning Supplies	5,114.63	1.1%
Commission - OTA	21,439.89	4.6%
Commission - Other	1,428.63	0.3%
Complimentary Breakfast	4,367.35	0.9%
Dues & Subscriptions	1,172.86	0.3%
Guest Amenities	489.45	0.1%
Guest Amenities Wine	3,662.99	0.8%
Guest Supplies	2,506.57	0.5%
Guest Relations	246.02	0.1%
Laundry - Linen	16,506.55	3.5%
Laundry - Uniforms	254.47	0.1%
Laundry - Other	548.05	0.1%

The Williamsburg Hotel Rooms Department February 2019

	<u>Actual</u>	<u>%</u>
Operating Supplies	43.30	0.0%
Reservations Services	3,302.02	0.7%
Rooms Meal Package	581.50	0.1%
Total Other Expenses	<u>\$ 73,534.25</u>	15.7%
 Total Departmental Expenses	 <u>\$ 233,350.86</u>	 49.9%
 Departmental Profit	 <u>\$ 234,111.25</u>	 50.1%

The Williamsburg Hotel Restaurant/Hotel Bar February 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food	\$ 73,359.45	41.6%
N/A Beverage	9,951.68	5.6%
<i>Total Food Revenue</i>	<u>\$ 83,311.13</u>	47.3%
 Beverage Revenue		
Beer	\$ 8,550.00	4.9%
Liquor	65,922.65	37.4%
Wine	16,967.72	9.6%
<i>Total Beverage Revenue</i>	<u>\$ 91,440.37</u>	51.9%
 Other Revenue		
Delivery Fee	\$ 1,425.11	0.8%
<i>Total Other Revenue</i>	<u>\$ 1,425.11</u>	0.8%
 Total Revenue	<u>\$ 176,176.61</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 24,356.57	33.2%
Cost of N/A Beverage Sales	2,667.19	26.8%
<i>Total Cost of Food Sales</i>	<u>\$ 27,023.76</u>	32.4%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 2,217.44	25.9%
Cost of Liquor Sales	11,914.68	18.1%
Cost of Wine Sales	4,150.24	24.5%
<i>Total Cost of Beverage Sales</i>	<u>\$ 18,282.36</u>	20.0%
 Total Cost of Sales	<u>\$ 45,306.12</u>	25.9%
 Gross Profit	<u>\$ 130,870.49</u>	74.3%

The Williamsburg Hotel Restaurant/Hotel Bar February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 2,695.59	1.5%
Sous Chefs	8,646.81	4.9%
Restaurant Managers	10,696.52	6.1%
Non-Management		
Cooks	\$ 16,135.47	9.2%
Stewards	9,976.21	5.7%
Bartenders	5,857.22	3.3%
Barbacks	2,606.92	1.5%
Bussers	7,409.46	4.2%
Hostess/Host	6,117.92	3.5%
Servers	11,896.39	6.8%
Total Payroll Wage Expenses	<u>\$ 82,038.53</u>	46.6%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 10,747.64	6.1%
Federal Unemployment	533.09	0.3%
State Unemployment	1,229.82	0.7%
NY Re-Employment Service Fund Tax	90.00	0.1%
MTA Tax	468.17	0.3%
Workers Compensation Insurance	1,488.92	0.8%
Employee Benefits		
Employee Meals	\$ 1,996.40	1.1%
Health Insurance	997.74	0.6%
Paid Family Leave	90.84	0.1%
Short Term Disability	93.43	0.1%
Total Payroll-Related Expenses	<u>\$ 17,736.06</u>	10.1%
Total Payroll Expenses	<u>\$ 99,774.59</u>	56.6%

The Williamsburg Hotel Restaurant/Hotel Bar February 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 238.29	0.1%
Cleaning Supplies	1,153.06	0.7%
Complimentary Food & Beverage	3,131.61	1.8%
Dues & Subscriptions	99.00	0.1%
Equipment Rental	1,013.89	0.6%
Kitchen Fuel	568.87	0.3%
Laundry - Linen	1,775.26	1.0%
Laundry - Uniforms	103.35	0.1%
Menu R&D	1,566.12	0.9%
Music & Entertainment	5,929.76	3.4%
Operating Supplies	2,224.98	1.3%
Paper & Plastics	392.24	0.2%
Reservations	662.22	0.4%
Total Other Expenses	<u>\$ 18,858.65</u>	10.7%
Total Departmental Expenses	<u>\$ 118,633.24</u>	67.3%
Departmental Profit/Loss	<u>\$ 12,237.25</u>	6.9%

The Williamsburg Hotel Watertower Bar February 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 4,055.01	4.5%
Non-Alcoholic Revenue	1,581.50	1.7%
<i>Total Food Revenue</i>	<u>\$ 5,636.51</u>	6.2%
 Beverage Revenue		
Beer Revenue	\$ 6,662.00	7.3%
Liquor Revenue	69,940.78	76.8%
Wine Revenue	8,787.00	9.7%
<i>Total Beverage Revenue</i>	<u>\$ 85,389.78</u>	93.8%
 Total Revenue	 <u>\$ 91,026.29</u>	 100.0%
 Cost of Sales		
<i>Cost of Food Sales</i>		
Cost of Food Sales	\$ 1,357.87	33.5%
Cost of Non-Alcoholic Sales	423.86	26.8%
<i>Total Cost of Food Sales</i>	<u>\$ 1,781.73</u>	31.6%
 <i>Cost of Beverage Sales</i>		
Cost of Beer Sales	\$ 1,727.79	25.9%
Cost of Liquor Sales	12,640.90	18.1%
Cost of Wine Sales	2,149.27	24.5%
<i>Total Cost of Beverage Sales</i>	<u>\$ 16,517.96</u>	19.3%
 Total Cost of Sales	 <u>\$ 18,299.69</u>	 20.1%
 Gross Profit	 <u>\$ 72,726.60</u>	 79.9%

The Williamsburg Hotel Watertower Bar February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 2,855.55	3.1%
Sous Chefs	553.23	0.6%
Restaurant Managers	3,778.11	4.2%
Non-Management		
Cooks	\$ 1,032.37	1.1%
Stewards	638.29	0.7%
Bartenders	605.00	0.7%
Barbacks	2,145.40	2.4%
Bussers	926.70	1.0%
Servers	3,996.70	4.4%
Total Payroll Wage Expenses	<u>\$ 16,531.35</u>	18.2%
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 1,746.72	1.9%
Federal Unemployment	87.50	0.1%
State Unemployment	200.99	0.2%
NY Re-Employment Service Fund Tax	14.70	0.0%
MTA Tax	76.17	0.1%
Workers Compensation Insurance	102.55	0.1%
Employee Benefits		
Employee Meals	\$ 402.29	0.4%
Paid Family Leave	5.09	0.0%
Short Term Disability	5.24	0.0%
Total Payroll-Related Expenses	<u>\$ 2,641.25</u>	2.9%
Total Payroll Expenses	<u><u>\$ 19,172.61</u></u>	21.1%

The Williamsburg Hotel Watertower Bar February 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Bar Supplies	\$ 252.44	0.3%
Cleaning Supplies	407.27	0.4%
Complimentary Food & Beverage	624.61	0.7%
Equipment Rental	600.00	0.7%
Kitchen Fuel	200.93	0.2%
Laundry - Linen	627.04	0.7%
Laundry - Uniforms	36.50	0.0%
Menu R&D	2,000.00	2.2%
Music & Entertainment	5,600.00	6.2%
Operating Supplies	250.35	0.3%
Paper & Plastics	138.54	0.2%
Promotion	8,189.46	9.0%
Security	8,466.12	9.3%
Total Other Expenses	<u>\$ 27,393.26</u>	<u>30.1%</u>
Total Departmental Expenses	<u>\$ 46,565.86</u>	<u>51.2%</u>
Departmental Profit/Loss	<u>\$ 26,160.74</u>	<u>28.7%</u>

The Williamsburg Hotel Banquets February 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 17,200.00	34.3%
Non-Alcoholic Revenue	9,235.00	18.4%
<i>Total Food Revenue</i>	<u>\$ 26,435.00</u>	52.7%
 Beverage Revenue		
Liquor Revenue	\$ 14,999.00	29.9%
<i>Total Beverage Revenue</i>	<u>\$ 19,990.00</u>	39.9%
 Other Revenue		
Service Charges	\$ 202.16	0.4%
Room Rental	3,500.00	7.0%
<i>Total Other Revenue</i>	<u>\$ 3,702.16</u>	7.4%
 Total Revenue	<u>\$ 50,127.16</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 5,642.25	32.8%
Cost of Non-Alcoholic Sales	2,475.11	26.8%
<i>Total Cost of Food Sales</i>	<u>\$ 8,117.36</u>	30.7%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 1,080.97	25.9%
Cost of Liquor Sales	2,710.88	18.1%
Cost of Wine Sales	201.30	24.5%
<i>Total Cost of Beverage Sales</i>	<u>\$ 3,993.15</u>	20.0%
 Total Cost of Sales	<u>\$ 12,110.51</u>	26.1%
 Gross Profit	<u>\$ 38,016.65</u>	75.8%

The Williamsburg Hotel Banquets February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Beverage Director	\$ 602.69	1.2%
Sous Chefs	1,580.79	3.2%
Restaurant Managers	2,448.45	4.9%
Non-Management		
Cooks	\$ 2,949.84	5.9%
Stewards	1,823.82	3.6%
Bartenders	1,245.69	2.5%
Barbacks	554.43	1.1%
Bussers	1,696.04	3.4%
Hostess/Host	1,400.40	2.8%
Servers	2,723.10	5.4%
Total Payroll Wage Expenses	<u>\$ 17,025.24</u>	34.0%
Payroll-Related Expenses		
Contract Labor	\$ 7,160.25	14.3%
Payroll Taxes & Worker's Comp		
FICA	\$ 2,460.15	4.9%
Federal Unemployment	122.03	0.2%
State Unemployment	281.51	0.6%
NY Re-Employment Service Fund Tax	20.60	0.0%
MTA Tax	107.17	0.2%
Workers Compensation Insurance	340.82	0.7%
Employee Benefits		
Employee Meals	\$ 414.31	0.8%
Health Insurance	228.38	0.5%
Total Payroll-Related Expenses	<u>\$ 11,135.21</u>	22.2%
Total Payroll Expenses	<u>\$ 28,160.45</u>	56.2%

The Williamsburg Hotel Banquets February 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Cleaning Supplies	\$ 263.94	0.5%
Complimentary Food & Beverage	716.83	1.4%
Equipment Rental	2,189.01	4.4%
Kitchen Fuel	130.22	0.3%
Laundry - Linen	406.36	0.8%
Laundry - Uniforms	23.66	0.0%
Music & Entertainment	2,106.00	4.2%
Operating Supplies	509.30	1.0%
Paper & Plastics	89.78	0.2%
Total Other Expenses	<u>\$ 6,435.09</u>	<u>12.8%</u>
Total Departmental Expenses	<u>\$ 34,595.54</u>	<u>69.0%</u>
Departmental Profit/Loss	<u>\$ 3,421.11</u>	<u>6.8%</u>

The Williamsburg Hotel Minibar February 2019

	<u>Actual</u>	<u>%</u>
Revenue		
Food Revenue		
Food Revenue	\$ 2,639.00	23.1%
Non-Alcoholic Revenue	3,485.00	30.5%
<i>Total Food Revenue</i>	<u>\$ 6,124.00</u>	53.7%
 Beverage Revenue		
Beer Revenue	\$ 534.00	4.7%
Liquor Revenue	1,921.00	16.8%
Wine Revenue	939.00	8.2%
<i>Total Beverage Revenue</i>	<u>\$ 3,394.00</u>	29.7%
 Sundries Revenue	<u>\$ 1,891.00</u>	16.6%
<i>Total Sundries Revenue</i>	<u>\$ 1,891.00</u>	16.6%
 Total Revenue	<u>\$ 11,409.00</u>	100.0%
 Cost of Sales		
Cost of Food Sales		
Cost of Food Sales	\$ 774.01	29.3%
Cost of Non-Alcoholic Sales	781.14	22.4%
<i>Total Cost of Food Sales</i>	<u>\$ 1,555.15</u>	25.4%
 Cost of Beverage Sales		
Cost of Beer Sales	\$ 264.77	49.6%
Cost of Liquor Sales	498.15	25.9%
Cost of Wine Sales	423.06	45.1%
<i>Total Cost of Beverage Sales</i>	<u>\$ 1,185.97</u>	34.9%
 Cost of Sundries Sales		
Cost of Sundries Sales	\$ 347.85	18.4%
<i>Total Cost of Sundries</i>	<u>\$ 347.85</u>	18.4%
 Total Cost of Sales	<u>\$ 3,088.97</u>	27.1%
 Departmental Profit	<u>\$ 8,320.03</u>	72.9%

The Williamsburg Hotel Miscellaneous Income February 2019

	<u>Actual</u>	%
Miscellaneous Income		
Guest Laundry/Dry Cleaning Fee	\$ 552.00	30.0%
Miscellaneous Fees	300.00	16.3%
Pet Fee	900.00	49.0%
Porterage Fee	85.00	4.6%
Total Miscellaneous Income	<u>\$ 1,837.00</u>	100.0%

The Williamsburg Hotel Admin & General February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Executive		
Assistant General Manager	\$ 7,673.07	1.0%
Accounting		
Assistant Controller	\$ 11,326.91	1.4%
Non-Management		
Security Officers	\$ 18,663.79	2.3%
Total Payroll Wage Expenses	<u>\$ 37,663.77</u>	<u>4.7%</u>
Payroll-Related Expenses		
Payroll Taxes & Worker's Comp		
FICA	\$ 3,591.16	0.4%
Federal Unemployment	168.10	0.0%
State Unemployment	398.36	0.0%
NY Re-Employment Service Fund Tax	29.15	0.0%
MTA Tax	155.76	0.0%
Workers Compensation Insurance	603.21	0.1%
Employee Benefits		
Employee Meals	\$ 916.55	0.1%
Health Insurance	4,228.30	0.5%
Paid Family Leave	29.95	0.0%
Short Term Disability	30.80	0.0%
Total Payroll-Related Expenses	<u>\$ 10,151.33</u>	<u>1.3%</u>
Total Payroll Expenses	<u>\$ 47,815.10</u>	<u>6.0%</u>

The Williamsburg Hotel Admin & General February 2019

	<u>Actual</u>	<u>%</u>
Other Expenses		
Allocated F&B Payroll	\$ 8,085.99	1.0%
Allocated F&B Expenses	574.71	0.1%
Bad Debt Expense	2,000.00	0.3%
Bank Charges	462.19	0.1%
Complimentary Food & Beverage	6,959.32	0.9%
Complimentary Mini-Bar	13.92	0.0%
Credit Card Commissions	25,093.53	3.1%
Credit Card Fees / Rebates	504.62	0.1%
Dues & Subscriptions	146.98	0.0%
Equipment Rental	490.20	0.1%
Human Resources	662.00	0.1%
Legal Services	900.00	0.1%
Licenses & Permits	1,830.83	0.2%
Operating Supplies	1,574.31	0.2%
Payroll Fees	2,587.32	0.3%
Postage	197.37	0.0%
Vehicle Costs	463.67	0.1%
Total Other Expenses	<u>\$ 52,546.96</u>	<u>6.6%</u>
 Departmental Profit/(Loss)	 <u>\$ (100,362.06)</u>	 <u>(12.6%)</u>

The Williamsburg Hotel Information & Telecommunications Systems February 2019

	<u>Actual</u>	<u>%</u>
Cost of Services		
Cost of Cell Phones	\$ 170.77	0.0%
Cost of Internet Services	3,405.28	0.4%
Cost of Local Calls	474.03	0.1%
Cost of Long Distance Calls	38.13	0.0%
Cost of Services - Other	402.62	0.1%
Total Cost of Services	<u>\$ 4,490.83</u>	0.6%
System Expenses		
Admin & General	\$ 364.87	0.0%
Food and Beverage	807.46	0.1%
Human Resources	1,709.28	0.2%
Information Systems	846.23	0.1%
Property Operation & Maintenance	864.00	0.1%
Sales & Marketing	272.19	0.0%
Telecommunications	462.51	0.1%
Total System Expenses	<u>\$ 5,326.54</u>	0.7%
Other Expenses		
Contract Services	\$ 2,638.16	0.3%
Dues & Subscriptions	40.00	0.0%
Operating Supplies	114.24	0.0%
Total Other Expenses	<u>\$ 2,792.40</u>	0.3%
Departmental Profit/(Loss)	<u>\$ (12,609.77)</u>	(1.6%)

The Williamsburg Hotel Sales & Marketing February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Sales Managers	\$ 17,138.47	2.1%
Non-Management		
Event Coordinator	\$ 14,615.40	1.8%
Total Payroll Wage Expenses	<u>\$ 31,753.87</u>	4.0%
 Payroll Taxes & Worker's Comp		
FICA	\$ 2,493.80	0.3%
Federal Unemployment	117.76	0.0%
State Unemployment	277.02	0.0%
NY Re-Employment Service Fund Tax	20.28	0.0%
MTA Tax	108.40	0.0%
Workers Compensation Insurance	423.76	0.1%
Employee Benefits		
Bonus & Incentives	\$ 708.33	0.1%
Health Insurance	614.95	0.1%
Paid Family Leave	21.04	0.0%
Short Term Disability	21.64	0.0%
Total Payroll-Related Expenses	<u>\$ 4,806.97</u>	0.6%
 Total Payroll Expenses	<u>\$ 36,560.84</u>	4.6%
 Other Expenses		
Agency Fees	\$ 4,095.21	0.5%
Allocated F&B Payroll	7,432.01	0.9%
Allocated F&B Expenses	641.66	0.1%
Complimentary Food & Beverage	8,793.33	1.1%
Dues & Subscriptions	1,700.00	0.2%
Media	3,358.26	0.4%
Operating Supplies	61.65	0.0%
Printing & Stationery	38.32	0.0%
Promotion	2,867.23	0.4%
Public Relations	3,000.00	0.4%
Total Other Expenses	<u>\$ 31,987.68</u>	4.0%
 Departmental Profit/(Loss)	<u>\$ (68,548.52)</u>	(8.6%)

The Williamsburg Hotel Property Operations & Maintenance February 2019

	<u>Actual</u>	<u>%</u>
Payroll		
Management		
Chief Engineer	\$ 5,461.56	0.7%
Non-Management		
Engineers	\$ 10,055.76	1.3%
Total Payroll Wage Expenses	<u>\$ 15,517.32</u>	<u>1.9%</u>
Payroll-Related Expenses		
Contract Labor	\$ 3,200.00	0.4%
Payroll Taxes & Worker's Comp		
FICA	\$ 1,215.06	0.2%
Federal Unemployment	58.81	0.0%
State Unemployment	136.54	0.0%
NY Re-Employment Service Fund Tax	9.99	0.0%
MTA Tax	52.92	0.0%
Workers Compensation Insurance	207.10	0.0%
Employee Benefits		
Employee Meals	\$ 377.61	0.0%
Health Insurance	1,748.83	0.2%
Paid Family Leave	10.28	0.0%
Short Term Disability	10.57	0.0%
Total Payroll-Related Expenses	<u>\$ 7,027.72</u>	<u>0.9%</u>
Total Payroll Expenses	<u>\$ 22,545.04</u>	<u>2.8%</u>
Other Expenses		
Allocated F&B Payroll	\$ 412.69	0.1%
Allocated F&B Expenses	28.70	0.0%
Complimentary Food & Beverage	15.73	0.0%
Elevator Repair	1,959.75	0.2%
Fire Safety & Alarm	3,075.72	0.4%
Grounds & Landscaping	2,537.54	0.3%
HVAC Equipment & Repair	1,270.21	0.2%
Kitchen Equipment	1,199.81	0.2%
Light Bulbs	103.34	0.0%
Operating Supplies	821.52	0.1%
Pest Control	1,497.03	0.2%
Plumbing	1,034.31	0.1%
Waste Removal	3,628.76	0.5%
Window Cleaning	1,740.19	0.2%
Total Other Expenses	<u>\$ 19,325.30</u>	<u>2.4%</u>
Departmental Profit/(Loss)	<u>\$ (41,870.35)</u>	<u>(5.2%)</u>

The Williamsburg Hotel

Utilities

February 2019

	<u>Actual</u>	<u>%</u>
Utilities Expenses		
Electricity	\$ 34,233.52	4.3%
Gas / Fuel	9,098.88	1.1%
Water / Sewer	3,226.84	0.4%
Total Utilities Expenses	<u>\$ 46,559.24</u>	<u>5.8%</u>

The Williamsburg Hotel
Fixed Expenses
February 2019

	<u>Actual</u>	%
Fixed Expenses		
Property & Liability Insurance	\$ 13,323.35	1.7%
Total Fixed Expenses	<u>\$ 13,323.35</u>	1.7%



THE
Williamsburg
Hotel

Income Statement
March 2019

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The Williamsburg Hotel Income Statement Summary March 2019

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	2,104	
Occupied Rooms	2,158	
Available Rooms	4,557	
Paid Occupancy %	46.2%	
Total Occupancy %	47.4%	
Paid ADR	\$ 266.30	
Total ADR	\$ 259.64	
RevPAR	\$ 122.95	
Revenue		
Room Revenue	\$ 560,300.31	54.9%
F&B Revenue	\$ 458,398.59	44.9%
Other Income	\$ 2,259.00	0.2%
Total Revenue	\$ 1,020,957.90	100.0%
Departmental Expenses		
Room Expenses	\$ 281,938.89	50.3%
F&B Expenses	\$ 370,172.49	80.8%
Total Departmental Expenses	\$ 652,111.37	63.9%
Total Departmental Profit	\$ 368,846.53	36.1%
Undistributed Operating Expenses		
Admin & General	\$ 118,871.38	11.6%
Info & Telecomm Systems	\$ 13,604.42	1.3%
Sales & Marketing	\$ 71,713.48	7.0%
Property Operations & Maintenance	\$ 49,922.74	4.9%
Utilities	\$ 50,836.71	5.0%
Total Undistributed Expenses	\$ 304,948.73	29.9%
Gross Operating Profit	\$ 63,897.79	6.3%
Property & Liability Insurance	\$ 13,323.35	1.3%
Net Operating Profit	\$ 50,574.45	5.0%



THE
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Income Statement
April 2019

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The Williamsburg Hotel Income Statement Summary April 2019

	<u>Actual</u>	<u>%</u>
Paid Occupied Rooms	2,350	
Occupied Rooms	2,395	
Available Rooms	4,410	
 Paid Occupancy %	53.3%	
Total Occupancy %	54.3%	
Paid ADR	\$ 336.53	
Total ADR	\$ 330.21	
RevPAR	\$ 179.33	
 Revenue		
Room Revenue	\$ 790,849.38	55.7%
F&B Revenue	\$ 625,534.52	44.0%
Other Income	\$ 4,516.75	0.3%
Total Revenue	\$ 1,420,900.65	100.0%
 Departmental Expenses		
Room Expenses	\$ 336,548.35	42.6%
F&B Expenses	\$ 394,504.78	63.1%
Total Departmental Expenses	\$ 731,053.13	51.4%
 Total Departmental Profit	\$ 689,847.52	48.6%
 Undistributed Operating Expenses		
Admin & General	\$ 132,629.04	9.3%
Info & Telecomm Systems	\$ 14,117.94	1.0%
Sales & Marketing	\$ 83,283.12	5.9%
Property Operations & Maintenance	\$ 59,931.63	4.2%
Utilities	\$ 33,956.15	2.4%
Total Undistributed Expenses	\$ 323,917.88	22.8%
 Gross Operating Profit	\$ 365,929.64	25.8%
 Property & Liability Insurance	\$ 13,323.35	0.9%
 Net Operating Profit	\$ 352,606.29	24.8%



THE
Williamsburg
Hotel

Income Statement
May 2019

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The Williamsburg Hotel Income Statement Summary May 2019

	<u>Actual</u>	%
Paid Occupied Rooms	3,012	
Occupied Rooms	3,052	
Available Rooms	4,557	
 Paid Occupancy %	66.1%	
Total Occupancy %	67.0%	
Paid ADR	\$ 376.86	
Total ADR	\$ 371.92	
RevPAR	\$ 249.09	
 Revenue		
Room Revenue	\$ 1,135,104.73	50.3%
F&B Revenue	\$ 1,113,585.64	49.4%
Other Income	\$ 7,726.20	0.3%
Total Revenue	\$ 2,256,416.57	100.0%
 Departmental Expenses		
Room Expenses	\$ 365,714.64	32.2%
F&B Expenses	\$ 602,517.11	54.1%
Total Departmental Expenses	\$ 968,231.75	42.9%
 Total Departmental Profit	\$ 1,288,184.83	57.1%
 Undistributed Operating Expenses		
Admin & General	\$ 149,985.55	6.6%
Info & Telecomm Systems	\$ 15,017.77	0.7%
Sales & Marketing	\$ 76,389.33	3.4%
Property Operations & Maintenance	\$ 53,575.24	2.4%
Utilities	\$ 32,790.18	1.5%
Total Undistributed Expenses	\$ 327,758.07	14.5%
 Gross Operating Profit	\$ 960,426.76	42.6%
 Property & Liability Insurance	\$ 13,323.35	0.6%
 Net Operating Profit	\$ 947,103.42	42.0%