

<b>Quality Inn Huntingburg</b>		<b>Five Year Pro Forma</b>				
<b>Income</b>		<b>First Year</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Five</b>
	Room	\$ 657,043	\$ 766,640	\$ 877,036	\$ 957,724	\$1,048,700
	Restaurant Lease Income	\$ 118,920	\$ 118,920	\$ 123,677	\$ 123,677	\$ 123,677
	Safe rental and other Misc Income	\$ 9,856	\$ 11,500	\$ 13,156	\$ 14,366	\$ 15,730
	<b>Total Income</b>	<b>\$ 785,819</b>	<b>\$ 897,060</b>	<b>\$1,013,869</b>	<b>\$1,095,767</b>	<b>\$1,188,107</b>
<b>Expenses:</b>						
<b>Rooms:</b>						
	Salaries and wages(hskp/laundry/kitchen)	\$ 45,993	\$ 53,665	\$ 61,393	\$ 67,041	\$ 73,409
	Guest Supplies	\$ 11,498	\$ 13,416	\$ 15,348	\$ 16,760	\$ 18,352
	Cable, Phone & Internet	\$ 19,200	\$ 19,200	\$ 19,200	\$ 19,200	\$ 19,200
	Continental Breakfast	\$ 17,083	\$ 19,933	\$ 22,803	\$ 24,901	\$ 27,266
	Cleaning Supplies	\$ 657	\$ 767	\$ 877	\$ 958	\$ 1,049
	Laundry Expenses	\$ 5,585	\$ 6,516	\$ 7,455	\$ 8,141	\$ 8,914
	Uniforms	\$ 600	\$ 650	\$ 675	\$ 700	\$ 750
	Credit card fees	\$ 15,769	\$ 18,399	\$ 21,049	\$ 22,985	\$ 25,169
	<b>Total</b>	<b>\$ 116,385</b>	<b>\$ 132,546</b>	<b>\$ 148,799</b>	<b>\$ 160,685</b>	<b>\$ 174,109</b>
<b>Property Operation:</b>						
	Maintenance Salary	\$ 18,000	\$ 19,000	\$ 21,000	\$ 23,000	\$ 24,000
	Repairs and Maintenance	\$ 13,141	\$ 15,333	\$ 17,541	\$ 19,154	\$ 20,974
	Ground Maint./Landscaping	\$ 3,285	\$ 3,833	\$ 4,385	\$ 4,789	\$ 5,243
	Waste Removal	\$ 2,892	\$ 2,892	\$ 2,892	\$ 2,892	\$ 2,892
	Pool supplies & Maintenance	\$ 4,350	\$ 4,550	\$ 4,750	\$ 4,950	\$ 5,145
	Pest Control	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840
	Employee benefits	\$ 3,500	\$ 4,000	\$ 4,500	\$ 4,750	\$ 5,000
	<b>Total</b>	<b>\$ 46,008</b>	<b>\$ 50,448</b>	<b>\$ 55,908</b>	<b>\$ 60,375</b>	<b>\$ 64,094</b>
<b>Marketing:</b>						
	Billboards	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
	Newspaper,magazines and directories expense	\$ 300	\$ 300	\$ 360	\$ 360	\$ 400
	Business Promotion	\$ 1,183	\$ 1,380	\$ 1,579	\$ 1,724	\$ 1,888
	<b>Total</b>	<b>\$ 4,483</b>	<b>\$ 4,680</b>	<b>\$ 4,939</b>	<b>\$ 5,084</b>	<b>\$ 5,288</b>
<b>General and Administrative:</b>						
	Salaries and wages (Management)	\$ 52,000	\$ 58,000	\$ 64,000	\$ 70,000	\$ 76,000
	Payroll taxes	\$ 5,785	\$ 6,267	\$ 6,785	\$ 7,234	\$ 7,674
	Property Tax	\$ 33,000	\$ 34,000	\$ 35,000	\$ 36,000	\$ 37,000
	Dues and subscriptions	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200
	Professional Fees	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
	Office supplies	\$ 3,285	\$ 3,833	\$ 4,385	\$ 4,789	\$ 5,243
	CHOICE royalties, marketing, TA,OTA & other fees	\$ 84,102	\$ 98,130	\$ 112,261	\$ 122,589	\$ 134,234
	<b>Total</b>	<b>\$ 182,971</b>	<b>\$ 205,030</b>	<b>\$ 227,231</b>	<b>\$ 245,411</b>	<b>\$ 264,951</b>
<b>Other:</b>						
	Salaries and wages (Gst svc & front desk)	\$ 59,831	\$ 59,831	\$ 59,831	\$ 59,831	\$ 59,831
	Utilities	\$ 106,500	\$ 109,000	\$ 112,500	\$ 115,000	\$ 117,500
	Insurance	\$ 18,000	\$ 19,000	\$ 19,500	\$ 20,000	\$ 21,500
	<b>Total</b>	<b>\$ 184,331</b>	<b>\$ 187,831</b>	<b>\$ 191,831</b>	<b>\$ 194,831</b>	<b>\$ 198,831</b>
	<b>Total Operating Expense</b>	<b>\$ 534,178</b>	<b>\$ 580,536</b>	<b>\$ 628,708</b>	<b>\$ 666,386</b>	<b>\$ 707,273</b>
	<b>NOI</b>	<b>\$ 251,640</b>	<b>\$ 316,524</b>	<b>\$ 385,161</b>	<b>\$ 429,380</b>	<b>\$ 480,834</b>
	<b>Total Rooms Available</b>	<b>32208</b>	<b>32120</b>	<b>32120</b>	<b>32120</b>	<b>32208</b>
	<b>Total Rooms Rented</b>	<b>7730</b>	<b>8672</b>	<b>9540</b>	<b>10017</b>	<b>10546</b>
	<b>Occupancy</b>	<b>24%</b>	<b>27%</b>	<b>30%</b>	<b>31%</b>	<b>33%</b>
	<b>ADR</b>	<b>\$ 85.00</b>	<b>\$ 88.40</b>	<b>\$ 91.94</b>	<b>\$ 95.61</b>	<b>\$ 99.44</b>