

Company: Lieben Group, LP Property: Sleep Inn - Galion

2021 Limited Service Income Statement

As of 6/30/2021

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Summary																
1,860		1,860		0	1,860		0	Rooms Available	11,222		11,222		0	11,284		-62
1,240		949		291	286		954	Rooms Sold	5,318		4,700		618	2,181		3,137
66.67%		51.02%		15.65%	15.38%		51.29%	Occupancy %	47.39%		41.88%		5.51%	19.33%		28.06%
89.03		79.00		10.03	97.83		-8.80	ADR	79.98		77.85		2.14	87.58		-7.60
59.36		40.31		19.05	15.04		44.31	RevPAR	37.90		32.60		5.30	16.93		20.97
Operating Revenue																
110,403.32	99.03%	74,971.00	98.15%	35,432.32	27,979.93	98.19%	82,423.39	Room Revenue	425,340.76	98.40%	365,874.00	97.89%	59,466.76	191,018.04	95.79%	234,322.72
640.00	0.57%	665.98	0.87%	-25.98	116.90	0.41%	523.10	Other Operated Departments	3,295.75	0.76%	3,369.24	0.90%	-73.49	1,394.92	0.70%	1,900.83
446.68	0.40%	750.00	0.98%	-303.32	397.64	1.40%	49.04	Miscellaneous Income	3,616.97	0.84%	4,500.00	1.20%	-883.03	6,990.35	3.51%	-3,373.38
111,490.00	100.00%	76,386.98	100.00%	35,103.02	28,494.47	100.00%	82,995.53	Total Operating Revenue	432,253.48	100.00%	373,743.24	100.00%	58,510.24	199,403.31	100.00%	232,850.17
Departmental Expenses																
26,600.37	24.09%	23,160.51	30.89%	-3,439.86	1,611.27	5.76%	-24,989.10	Rooms Expenses	114,207.84	26.85%	113,318.94	30.97%	-888.90	67,193.43	35.18%	-47,014.41
172.99	27.03%	401.54	60.29%	228.55	0.00	0.00%	-172.99	Other Operated Depts. Expense	1,996.23	60.57%	1,964.67	58.31%	-31.56	847.36	60.75%	-1,148.87
26,773.36	24.01%	23,562.05	30.85%	(3,211.31)	1,611.27	5.65%	(25,162.09)	Total Departmental Expense	116,204.07	26.88%	115,283.61	30.85%	(920.46)	68,040.79	34.12%	(48,163.28)
84,716.64	75.99%	52,824.93	69.15%	31,891.71	26,883.20	94.35%	57,833.44	Total Departmental Income	316,049.41	73.12%	258,459.63	69.15%	57,589.78	131,362.52	65.88%	184,686.89
Undistributed Operating Expenses																
6,886.34	6.18%	5,628.38	7.37%	-1,257.96	534.25	1.87%	-6,352.09	Administrative & General	38,777.67	8.97%	29,346.75	7.85%	-9,430.92	32,477.93	16.29%	-6,299.74
8,192.85	7.35%	9,055.40	11.85%	862.55	7,396.93	25.96%	-795.92	Information & Telecom Systems	42,940.98	9.93%	47,092.46	12.60%	4,151.48	38,108.73	19.11%	-4,832.25
4,626.67	4.15%	4,011.02	5.25%	-615.65	0.00	0.00%	-4,626.67	Sales & Marketing	28,765.25	6.65%	19,837.19	5.31%	-8,928.06	15,925.44	7.99%	-12,839.81
2,906.14	2.61%	3,586.06	4.69%	679.92	1,482.90	5.20%	-1,423.24	Property Operations & Maintenance	22,019.29	5.09%	22,201.38	5.94%	182.09	24,083.16	12.08%	2,063.87
3,555.57	3.19%	5,003.34	6.55%	1,447.77	2,745.98	9.64%	-809.59	Utilities	30,178.91	6.98%	24,480.20	6.55%	-5,698.71	30,989.80	15.54%	810.89
26,167.57	23.47%	27,284.20	35.72%	-1,116.63	12,160.06	42.68%	14,007.51	Total Undistributed Expense	162,682.10	37.64%	142,957.98	38.25%	19,724.12	141,585.06	71.00%	21,097.04
58,549.07	52.52%	25,540.73	33.44%	33,008.34	14,723.14	51.67%	43,825.93	Gross Operating Profit	153,367.31	35.48%	115,501.65	30.90%	37,865.66	-10,222.54	-5.13%	163,589.85
3,545.85	3.18%	3,050.00	3.99%	-495.85	2,500.00	8.77%	-1,045.85	Management Fees	15,385.13	3.56%	18,300.00	4.90%	2,914.87	10,292.88	5.16%	-5,092.25
55,003.22	49.33%	22,490.73	29.44%	32,512.49	12,223.14	42.90%	42,780.08	Income Before Non-Oper. Ex	137,982.18	31.92%	97,201.65	26.01%	40,780.53	-20,515.42	-10.29%	158,497.60
Non-Operating Expenses																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Rent	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
3,089.90	2.77%	2,939.27	3.85%	-150.63	3,791.67	13.31%	701.77	Property & Other Taxes	17,786.25	4.11%	17,635.62	4.72%	-150.63	22,750.02	11.41%	4,963.77
419.00	0.38%	1,466.67	1.92%	1,047.67	1,316.08	4.62%	897.08	Insurance	5,093.94	1.18%	8,800.02	2.35%	3,706.08	15,565.64	7.81%	10,471.70
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Other Non-Operating Expenses	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
3,508.90	3.15%	4,405.94	5.77%	-897.04	5,107.75	17.93%	-1,598.85	Total Non-Operating Expense	22,880.19	5.29%	26,435.64	7.07%	-3,555.45	38,315.66	19.22%	-15,435.47
51,494.32	46.19%	18,084.79	23.68%	33,409.53	7,115.39	24.97%	44,378.93	EBITDA	115,101.99	26.63%	70,766.01	18.93%	44,335.98	-58,831.08	-29.50%	173,933.07
689.31	0.62%	11,591.00	15.17%	10,901.69	27,818.57	97.63%	27,129.26	Interest	97,367.81	22.53%	69,546.00	18.61%	-27,821.81	181,339.30	90.94%	83,971.49
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Income Taxes	0.00	0.00%	0.00	0.00%	0.00	150.00	0.08%	150.00
50,805.01	45.57%	6,493.79	8.50%	44,311.22	-20,703.18	-72.66%	71,508.19	Net Income	17,734.18	4.10%	1,220.01	0.33%	16,514.17	-240,320.38	120.52%	258,054.56

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Rooms Department																
Revenue																
58,283.92	52.79%	74,971.00	100.00%	-16,687.08	6,574.25	23.50%	51,709.67	Transient - Retail	221,761.90	52.14%	365,874.00	100.00%	-144,112.10	96,750.29	50.65%	125,011.61
51,928.03	47.03%	0.00	0.00%	51,928.03	20,402.80	72.92%	31,525.23	Transient - Negotiated	203,225.59	47.78%	0.00	0.00%	203,225.59	92,664.72	48.51%	110,560.87
110,211.95	99.83%	74,971.00	100.00%	35,240.95	26,977.05	96.42%	83,234.90	Total Room Charges	424,987.49	99.92%	365,874.00	100.00%	59,113.49	189,415.01	99.16%	235,572.48
191.37	0.17%	0.00	0.00%	191.37	1,002.88	3.58%	-811.51	Guaranteed No Show	353.27	0.08%	0.00	0.00%	353.27	1,603.03	0.84%	-1,249.76
110,403.32	100.00%	74,971.00	100.00%	35,432.32	27,979.93	100.00%	82,423.39	Total Room Revenue	425,340.76	100.00%	365,874.00	100.00%	59,466.76	191,018.04	100.00%	234,322.72
Salaries & Wages Manageme																
Non-Management																
8,500.98	7.70%	5,347.09	7.13%	-3,153.89	891.83	3.19%	-7,609.15	Payroll - Guest Service Rep	45,087.89	10.60%	26,162.03	7.15%	-18,925.86	23,567.71	12.34%	-21,520.18
0.00	0.00%	381.93	0.51%	381.93	0.00	0.00%	0.00	Payroll - Hospitality AM	0.00	0.00%	1,868.72	0.51%	1,868.72	5,140.24	2.69%	5,140.24
3,795.05	3.44%	6,492.89	8.66%	2,697.84	251.43	0.90%	-3,543.62	Payroll - Housekeepers	21,296.03	5.01%	31,768.17	8.68%	10,472.14	12,954.21	6.78%	-8,341.82
281.40	0.25%	106.94	0.14%	-174.46	0.00	0.00%	-281.40	Payroll - Laundry Attendant	281.40	0.07%	523.23	0.14%	241.83	0.00	0.00%	-281.40
0.00	0.00%	1,527.74	2.04%	1,527.74	0.00	0.00%	0.00	Payroll - Night Auditor	0.00	0.00%	7,474.86	2.04%	7,474.86	0.00	0.00%	0.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Payroll - Trainee	349.28	0.08%	0.00	0.00%	-349.28	0.00	0.00%	-349.28
12,577.43	11.39%	13,856.59	18.48%	-1,279.16	1,143.26	4.09%	11,434.17	Total Rooms Salaries & Wages	67,014.60	15.76%	67,797.01	18.53%	-782.41	41,662.16	21.81%	25,352.44
Payroll Taxes & Benefits																
1,223.47	1.11%	1,909.67	2.55%	686.20	119.46	0.43%	-1,104.01	Payroll Taxes	6,807.58	1.60%	9,343.57	2.55%	2,535.99	4,352.04	2.28%	-2,455.54
957.25	0.87%	221.52	0.30%	-735.73	0.00	0.00%	-957.25	Workers Compensation	957.25	0.23%	1,083.86	0.30%	126.61	865.66	0.45%	-91.59
2,180.72	1.98%	2,131.19	2.84%	49.53	119.46	0.43%	2,061.26	Total Rooms PR Taxes & Ben	7,764.83	1.83%	10,427.43	2.85%	-2,662.60	5,217.70	2.73%	2,547.13
14,758.15	13.37%	15,987.78	21.33%	-1,229.63	1,262.72	4.51%	13,495.43	Total Rooms Payroll	74,779.43	17.58%	78,224.44	21.38%	-3,445.01	46,879.86	24.54%	27,899.57
Other Expenses																
342.35	0.31%	473.60	0.63%	131.25	0.00	0.00%	-342.35	Cleaning Supplies	2,061.90	0.48%	2,317.21	0.63%	255.31	885.48	0.46%	-1,176.42
4,292.60	3.89%	3,055.48	4.08%	-1,237.12	151.34	0.54%	-4,141.26	Complimentary Breakfast	16,295.78	3.83%	14,949.73	4.09%	-1,346.05	11,994.77	6.28%	-4,301.01
2,671.74	2.42%	763.87	1.02%	-1,907.87	34.71	0.12%	-2,637.03	Guest Supplies	6,762.54	1.59%	3,737.44	1.02%	-3,025.10	2,370.47	1.24%	-4,392.07
834.16	0.76%	381.93	0.51%	-452.23	0.00	0.00%	-834.16	Laundry Supplies	2,683.23	0.63%	1,868.72	0.51%	-814.51	396.73	0.21%	-2,286.50
775.04	0.70%	343.74	0.46%	-431.30	0.00	0.00%	-775.04	Linen Replenishment	2,458.36	0.58%	1,681.85	0.46%	-776.51	312.38	0.16%	-2,145.98
0.00	0.00%	397.21	0.53%	397.21	0.00	0.00%	0.00	Operating Supplies	820.44	0.19%	1,943.45	0.53%	1,123.01	253.32	0.13%	-567.12
133.24	0.12%	0.00	0.00%	-133.24	0.00	0.00%	-133.24	Printing & Stationary	133.24	0.03%	0.00	0.00%	-133.24	0.00	0.00%	-133.24
2,793.09	2.53%	1,680.51	2.24%	-1,112.58	162.50	0.58%	-2,630.59	Reservations	8,212.92	1.93%	8,222.35	2.25%	9.43	4,100.42	2.15%	-4,112.50
0.00	0.00%	76.39	0.10%	76.39	0.00	0.00%	0.00	Uniforms	0.00	0.00%	373.75	0.10%	373.75	0.00	0.00%	0.00
11,842.22	10.73%	7,172.73	9.57%	4,669.49	348.55	1.25%	11,493.67	Total Rooms Other Expenses	39,428.41	9.27%	35,094.50	9.59%	4,333.91	20,313.57	10.63%	19,114.84
26,600.37	24.09%	23,160.51	30.89%	-3,439.86	1,611.27	5.76%	-24,989.10	Total Rooms Expense	114,207.84	26.85%	113,318.94	30.97%	-888.90	67,193.43	35.18%	-47,014.41
83,802.95	75.91%	51,810.49	69.11%	31,992.46	26,368.66	94.24%	57,434.29	Rooms Dept. Profit (Loss)	311,132.92	73.15%	252,555.06	69.03%	58,577.86	123,824.61	64.82%	187,308.31

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var	YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Room Statistics															
536		0		-536	205		-331	Transient - Retail #	2,449	0		-2,449	1,032		-1,417
704		0		-704	81		-623	Transient - Negotiated #	2,869	0		-2,869	1,149		-1,720
1,240		0		1,240	286		954	Total Rooms Sold	5,318	0		5,318	2,181		3,137
89.03		0.00		89.03	97.83		-8.80	Total ADR	79.98	0.00		79.98	87.58		-7.60
0.67		0.00		0.67	0.15		0.51	Occupancy %	0.47	0.00		0.47	0.19		0.28
59.36		40.31		19.05	15.04		44.31	RevPAR	37.90	32.60		5.30	16.93		20.97
10		0		-10	10		0	Guaranteed No Shows #	108	0		-108	45		-63
188		0		-188	809		621	Out of Order Rooms #	928	0		-928	1,379		451
1		0		-1	2		1	Complimentary Rooms #	6	0		-6	2		-4
431		0		-431	763		332	Vacant Rooms #	4,971	0		-4,971	7,722		2,751
1,800		0		-1,800	425		-1,375	Number of Guests Paid	7,439	0		-7,439	2,614		-4,825

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Minor Operated Departments																
Departmental Revenue																
225.00	35.16%	100.00	15.02%	125.00	0.00	0.00%	225.00	Meeting Room Rental	625.00	18.96%	600.00	17.81%	25.00	50.00	3.58%	575.00
0.00	0.00%	30.59	4.59%	-30.59	0.00	0.00%	0.00	Guest Laundry/Dry Cleaning Inc	0.00	0.00%	149.68	4.44%	-149.68	0.00	0.00%	0.00
415.00	64.84%	535.39	80.39%	-120.39	116.90	100.00%	298.10	Pantry/Market Income	2,670.75	81.04%	2,619.56	77.75%	51.19	1,344.92	96.42%	1,325.83
640.00	100.00%	665.98	100.00%	-25.98	116.90	100.00%	523.10	Total Minor Operated Reven	3,295.75	100.00%	3,369.24	100.00%	-73.49	1,394.92	100.00%	1,900.83
Departmental Expenses																
172.99	27.03%	401.54	60.29%	228.55	0.00	0.00%	-172.99	Pantry/Market Expense	1,996.23	60.57%	1,964.67	58.31%	-31.56	847.36	60.75%	-1,148.87
172.99	27.03%	401.54	60.29%	-228.55	0.00	0.00%	172.99	Total Minor Operated Expens	1,996.23	60.57%	1,964.67	58.31%	31.56	847.36	60.75%	1,148.87
Minor Operated Departmental																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Vending Profit	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
225.00	50.37%	100.00	13.33%	125.00	0.00	0.00%	225.00	Meeting Room Profit	625.00	17.28%	600.00	13.33%	25.00	50.00	0.72%	575.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	A/V Rental Profit	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
0.00	0.00%	30.59	4.08%	-30.59	0.00	0.00%	0.00	Guest Laundry/Dry Cleaning Pro	0.00	0.00%	149.68	3.33%	-149.68	0.00	0.00%	0.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Movie Rental Profit	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
242.01	54.18%	133.85	17.85%	108.16	116.90	29.40%	125.11	Pantry/Market Profit	674.52	18.65%	654.89	14.55%	19.63	497.56	7.12%	176.96
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Parking Profit	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
467.01	104.55%	264.44	35.26%	202.57	116.90	29.40%	350.11	Total Minor Operated Profit	1,299.52	35.93%	1,404.57	31.21%	-105.05	547.56	7.83%	751.96
Miscellaneous Income																
Revenue																
446.68	100.00%	750.00	100.00%	-303.32	397.64	100.00%	49.04	Miscellaneous Income	3,616.97	100.00%	4,500.00	100.00%	-883.03	6,990.35	100.00%	-3,373.38
446.68	100.00%	750.00	100.00%	(303.32)	397.64	100.00%	49.04	Total Miscellaneous Income	3,616.97	100.00%	4,500.00	100.00%	(883.03)	6,990.35	100.00%	(3,373.38)

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Administrative & General																
Salaries & Wages Management																
2,557.73	2.29%	1,583.33	2.07%	-974.40	0.00	0.00%	-2,557.73	Payroll - General Manager	16,442.55	3.80%	9,499.98	2.54%	-6,942.57	13,027.28	6.53%	-3,415.27
Non-Management																
2,557.73	2.29%	1,583.33	2.07%	(974.40)	0.00	0.00%	(2,557.73)	Total A & G Salaries & Wages	16,442.55	3.80%	9,499.98	2.54%	(6,942.57)	13,027.28	6.53%	(3,415.27)
Payroll Taxes & Benefits																
195.61	0.18%	305.55	0.40%	109.94	0.00	0.00%	-195.61	Payroll Taxes	1,488.78	0.34%	1,494.98	0.40%	6.20	1,236.59	0.62%	-252.19
75.00	0.07%	0.00	0.00%	-75.00	0.00	0.00%	-75.00	Workers Compensation	75.00	0.02%	0.00	0.00%	-75.00	0.00	0.00%	-75.00
270.61	0.24%	305.55	0.40%	34.94	0.00	0.00%	(270.61)	Total A & G PR Taxes & Bene	1,563.78	0.36%	1,494.98	0.40%	(68.80)	1,236.59	0.62%	(327.19)
2,828.34	2.54%	1,888.88	2.47%	(939.46)	0.00	0.00%	(2,828.34)	Total A & G Payroll	18,006.33	4.17%	10,994.96	2.94%	(7,011.37)	14,263.87	7.15%	(3,742.46)
Other Expenses:																
0.00	0.00%	0.00	0.00%	0.00	10.00	0.04%	10.00	Bank Service Charges	40.00	0.01%	0.00	0.00%	-40.00	395.00	0.20%	355.00
2,919.82	2.62%	2,383.27	3.12%	-536.55	250.97	0.88%	-2,668.85	Credit Card Commissions	11,378.96	2.63%	11,660.79	3.12%	281.83	7,663.27	3.84%	-3,715.69
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Dues & Subscriptions	13.93	0.00%	0.00	0.00%	-13.93	0.00	0.00%	-13.93
0.00		50.00		50.00	0.00		0.00	Employee Engagement	122.55		300.00		177.45	39.86		(82.69)
0.00		0.00		0.00	48.35		48.35	Finance Charge Expense	4,341.98		0.00		(4,341.98)	2,345.00		(1,996.98)
0.00	0.00%	114.58	0.15%	114.58	0.00	0.00%	0.00	Licenses & Permits	435.25	0.10%	560.61	0.15%	125.36	1,154.25	0.58%	719.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Miscellaneous	0.00	0.00%	0.00	0.00%	0.00	107.25	0.05%	107.25
397.14	0.36%	420.13	0.55%	22.99	134.29	0.47%	-262.85	Operating Supplies	1,055.54	0.24%	2,055.59	0.55%	1,000.05	2,260.04	1.13%	1,204.50
386.10	0.35%	145.14	0.19%	-240.96	0.00	0.00%	-386.10	Pest Control	874.09	0.20%	710.12	0.19%	-163.97	1,228.02	0.62%	353.93
5.94	0.01%	15.28	0.02%	9.34	10.14	0.04%	4.20	Postage & Delivery Charges	5.94	0.00%	74.75	0.02%	68.81	48.74	0.02%	42.80
0.00	0.00%	190.97	0.25%	190.97	0.00	0.00%	0.00	Professional Fees	1,250.00	0.29%	934.35	0.25%	-315.65	1,075.00	0.54%	-175.00
349.00	0.31%	190.97	0.25%	-158.03	0.00	0.00%	-349.00	Training	1,099.00	0.25%	934.35	0.25%	-164.65	1,114.03	0.56%	15.03
0.00	0.00%	229.16	0.30%	229.16	80.50	0.28%	80.50	Travel	154.10	0.04%	1,121.23	0.30%	967.13	783.60	0.39%	629.50
4,058.00	3.64%	3,739.50	4.90%	(318.50)	534.25	1.87%	(3,523.75)	Total A & G Other Expenses	20,771.34	4.81%	18,351.79	4.91%	(2,419.55)	18,214.06	9.13%	(2,557.28)
6,886.34	6.18%	5,628.38	7.37%	(1,257.96)	534.25	1.87%	(6,352.09)	Total A & G Expenses	38,777.67	8.97%	29,346.75	7.85%	(9,430.92)	32,477.93	16.29%	(6,299.74)

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Information & Telecommunic																
Cost of Services																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Cost of Cell Phones	0.00	0.00%	0.00	0.00%	0.00	150.00	0.08%	150.00
1,722.51		1,916.67		194.16	6,208.08		4,485.57	Cost of Internet/TV Services	9,453.68		11,500.02		2,046.34	12,944.88		3,491.20
1,722.51	1.54%	1,916.67	2.51%	-194.16	6,208.08	21.79%	-4,485.57	Total I & T Cost of Services	9,453.68	2.19%	11,500.02	3.08%	-2,046.34	13,094.88	6.57%	-3,641.20
System Expenses																
75.00	0.07%	116.67	0.15%	41.67	0.00	0.00%	-75.00	Admin & General Systems	553.00	0.13%	700.02	0.19%	147.02	75.00	0.04%	-478.00
3,120.62	2.80%	3,636.02	4.76%	515.40	697.79	2.45%	-2,422.83	Rooms Systems	14,983.97	3.47%	17,790.18	4.76%	2,806.21	11,912.12	5.97%	-3,071.85
2,818.63	2.53%	2,902.71	3.80%	84.08	75.00	0.26%	-2,743.63	Sales & Marketing Systems	14,481.57	3.35%	14,202.26	3.80%	-279.31	9,953.56	4.99%	-4,528.01
6,014.25	5.39%	6,655.40	8.71%	-641.15	772.79	2.71%	5,241.46	Total I & T System Expenses	30,018.54	6.94%	32,692.46	8.75%	-2,673.92	21,940.68	11.00%	8,077.86
Other Expenses																
456.09	0.41%	483.33	0.63%	27.24	416.06	1.46%	-40.03	Information Systems	3,468.76	0.80%	2,899.98	0.78%	-568.78	3,073.17	1.54%	-395.59
456.09	0.41%	483.33	0.63%	-27.24	416.06	1.46%	40.03	Total I & T Other Expenses	3,468.76	0.80%	2,899.98	0.78%	568.78	3,073.17	1.54%	395.59
8,192.85	7.35%	9,055.40	11.85%	862.55	7,396.93	25.96%	-795.92	Total Information & Telecom	42,940.98	9.93%	47,092.46	12.60%	4,151.48	38,108.73	19.11%	-4,832.25

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Sales & Marketing																
Salaries & Wages Management																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Payroll - Sales Manager	11,327.09	2.62%	0.00	0.00%	-11,327.09	0.00	0.00%	-11,327.09
Non-Management																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Sales & Mktg Sal. & Wa	11,327.09	2.62%	0.00	0.00%	11,327.09)	0.00	0.00%	(11,327.09)
Payroll Taxes & Benefits																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Payroll Taxes	1,097.52	0.25%	0.00	0.00%	-1,097.52	0.00	0.00%	-1,097.52
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Sales & Mktg PR Taxes	1,097.52	0.25%	0.00	0.00%	(1,097.52)	0.00	0.00%	(1,097.52)
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Sales & Mktg Payroll	12,424.61	2.87%	0.00	0.00%	12,424.61)	0.00	0.00%	(12,424.61)
Other Expenses:																
666.50	0.60%	191.67	0.25%	-474.83	0.00	0.00%	-666.50	Advertising	666.50	0.15%	1,150.02	0.31%	483.52	0.00	0.00%	-666.50
0.00		0.00		0.00	0.00		0.00	Advertising-Outdoor Signs	(1,950.00)		0.00		1,950.00	5,150.00		7,100.00
3,960.17	3.55%	3,819.35	5.00%	-140.82	0.00	0.00%	-3,960.17	Franchise Fee	17,624.14	4.08%	18,687.17	5.00%	1,063.03	10,775.44	5.40%	-6,848.70
4,626.67	4.15%	4,011.02	5.25%	(615.65)	0.00	0.00%	(4,626.67)	Total Sales & Mktg Other Exp	16,340.64	3.78%	19,837.19	5.31%	3,496.55	15,925.44	7.99%	(415.20)
4,626.67	4.15%	4,011.02	5.25%	(615.65)	0.00	0.00%	(4,626.67)	Total Sales & Mktg Expenses	28,765.25	6.65%	19,837.19	5.31%	(8,928.06)	15,925.44	7.99%	(12,839.81)

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Property Operations & Maint																
Salaries & Wages Management																
1,496.75	1.34%	1,416.67	1.85%	-80.08	0.00	0.00%	-1,496.75	Payroll - Chief Engineer	7,771.00	1.80%	8,500.02	2.27%	729.02	704.00	0.35%	-7,067.00
Non-Management																
1,496.75	1.34%	1,416.67	1.85%	(80.08)	0.00	0.00%	(1,496.75)	Total POM Salaries & Wages	7,771.00	1.80%	8,500.02	2.27%	729.02	704.00	0.35%	(7,067.00)
Payroll Taxes & Benefits																
139.08	0.12%	122.22	0.16%	-16.86	0.00	0.00%	-139.08	Payroll Taxes	794.96	0.18%	598.00	0.16%	-196.96	73.57	0.04%	-721.39
139.08	0.12%	122.22	0.16%	(16.86)	0.00	0.00%	(139.08)	Total POM PR Taxes & Benefi	794.96	0.18%	598.00	0.16%	(196.96)	73.57	0.04%	(721.39)
1,635.83	1.47%	1,538.89	2.01%	(96.94)	0.00	0.00%	(1,635.83)	Total POM Payroll	8,565.96	1.98%	9,098.02	2.43%	532.06	777.57	0.39%	(7,788.39)
Other Expenses:																
0.00	0.00%	61.11	0.08%	61.11	0.00	0.00%	0.00	Building Repairs	0.00	0.00%	298.98	0.08%	298.98	0.00	0.00%	0.00
0.00	0.00%	45.83	0.06%	45.83	0.00	0.00%	0.00	Dues & Subscriptions	0.00	0.00%	224.24	0.06%	224.24	370.25	0.19%	370.25
0.00	0.00%	305.55	0.40%	305.55	278.53	0.98%	278.53	Elevators	3,448.08	0.80%	1,494.98	0.40%	-1,953.10	2,809.46	1.41%	-638.62
482.63	0.43%	534.71	0.70%	52.08	482.63	1.69%	0.00	Grounds Maintenance & Landscz	4,729.74	1.09%	2,616.20	0.70%	-2,113.54	3,433.88	1.72%	-1,295.86
0.00	0.00%	76.39	0.10%	76.39	407.69	1.43%	407.69	HVAC Repairs	371.08	0.09%	373.75	0.10%	2.67	1,871.91	0.94%	1,500.83
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Laundry Equipment	361.83	0.08%	0.00	0.00%	-361.83	0.00	0.00%	-361.83
0.00	0.00%	7.64	0.01%	7.64	0.00	0.00%	0.00	Light Bulbs	0.00	0.00%	37.38	0.01%	37.38	38.48	0.02%	38.48
651.53	0.58%	763.87	1.00%	112.34	271.53	0.95%	-380.00	Maintenance Contracts	1,893.03	0.44%	3,737.44	1.00%	1,844.41	7,996.03	4.01%	6,103.00
0.00	0.00%	38.19	0.05%	38.19	0.00	0.00%	0.00	Operating Supplies	28.45	0.01%	186.86	0.05%	158.41	70.97	0.04%	42.52
0.00	0.00%	7.64	0.01%	7.64	0.00	0.00%	0.00	Plumbing	0.00	0.00%	37.38	0.01%	37.38	0.00	0.00%	0.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Snow Removal/Sweeping Fees	1,750.32	0.40%	3,087.05	0.83%	1,336.73	3,818.10	1.91%	2,067.78
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Swimming Pool	0.00	0.00%	0.00	0.00%	0.00	2,072.50	1.04%	2,072.50
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Vehicle Repairs	0.00	0.00%	0.00	0.00%	0.00	31.72	0.02%	31.72
136.15	0.12%	206.24	0.27%	70.09	42.52	0.15%	-93.63	Waste Removal	870.80	0.20%	1,009.10	0.27%	138.30	792.29	0.40%	-78.51
1,270.31	1.14%	2,047.17	2.68%	776.86	1,482.90	5.20%	212.59	Total POM Other Expenses	13,453.33	3.11%	13,103.36	3.51%	(349.97)	23,305.59	11.69%	9,852.26
2,906.14	2.61%	3,586.06	4.69%	679.92	1,482.90	5.20%	(1,423.24)	Total POM Expenses	22,019.29	5.09%	22,201.38	5.94%	182.09	24,083.16	12.08%	2,063.87

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
Utilities																
1,877.92	1.68%	3,437.41	4.50%	1,559.49	1,889.88	6.63%	11.96	Electricity	21,372.69	4.94%	16,818.45	4.50%	-4,554.24	20,489.47	10.28%	-883.22
424.39	0.38%	420.13	0.55%	-4.26	334.63	1.17%	-89.76	Gas & Oil	1,651.07	0.38%	2,055.59	0.55%	404.52	3,569.27	1.79%	1,918.20
1,253.26	1.12%	1,145.80	1.50%	-107.46	521.47	1.83%	-731.79	Water & Sewer	7,155.15	1.66%	5,606.16	1.50%	-1,548.99	6,931.06	3.48%	-224.09
3,555.57	3.19%	5,003.34	6.55%	-1,447.77	2,745.98	9.64%	809.59	Total Utilities	30,178.91	6.98%	24,480.20	6.55%	5,698.71	30,989.80	15.54%	-810.89

PTD	PTD %	PTD Bud	%	PTD Var	PTD LY	%	PTD LY Var		YTD	%	YTD Bud	%	YTD Var	YTD LY	%	YTD LY Var
3,545.85	3.18%	3,050.00	3.99%	-495.85	2,500.00	8.77%	-1,045.85	Management Fees	15,385.13	3.56%	18,300.00	4.90%	2,914.87	10,292.88	5.16%	-5,092.25
3,545.85	3.18%	3,050.00	3.99%	(495.85)	2,500.00	8.77%	(1,045.85)	Total Management Fees	15,385.13	3.56%	18,300.00	4.90%	2,914.87	10,292.88	5.16%	(5,092.25)
Non-Operating Expenses																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Rent and Lease Expens	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
3,089.90	2.77%	2,939.27	3.85%	-150.63	3,791.67	13.31%	701.77	Real Estate Taxes	17,786.25	4.11%	17,635.62	4.72%	-150.63	22,750.02	11.41%	4,963.77
3,089.90	2.77%	2,939.27	3.85%	(150.63)	3,791.67	13.31%	701.77	Total Property & Other Taxes	17,786.25	4.11%	17,635.62	4.72%	(150.63)	22,750.02	11.41%	4,963.77
419.00	0.38%	1,466.67	1.92%	1,047.67	1,316.08	4.62%	897.08	Building Insurance	5,093.94	1.18%	8,800.02	2.35%	3,706.08	15,565.64	7.81%	10,471.70
419.00	0.38%	1,466.67	1.92%	1,047.67	1,316.08	4.62%	897.08	Total Insurance	5,093.94	1.18%	8,800.02	2.35%	3,706.08	15,565.64	7.81%	10,471.70
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Other Non-Operating E	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00
3,508.90	3.15%	4,405.94	5.77%	897.04	5,107.75	17.93%	1,598.85	Total Non-Operating Expens	22,880.19	5.29%	26,435.64	7.07%	3,555.45	38,315.66	19.22%	15,435.47
Interest Expense																
689.31	0.62%	11,591.00	15.17%	10,901.69	27,744.00	97.37%	27,054.69	Mortgage Interest	97,367.81	22.53%	69,546.00	18.61%	-27,821.81	177,976.33	89.25%	80,608.52
0.00	0.00%	0.00	0.00%	0.00	74.57	0.26%	74.57	Note Interest	0.00	0.00%	0.00	0.00%	0.00	3,362.97	1.69%	3,362.97
689.31	0.62%	11,591.00	15.17%	-10,901.69	27,818.57	97.63%	-27,129.26	Total Interest Expense	97,367.81	22.53%	69,546.00	18.61%	27,821.81	181,339.30	90.94%	-83,971.49
Income Taxes																
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Income Taxes	0.00	0.00%	0.00	0.00%	0.00	150.00	0.08%	150.00
0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	0.00	Total Income Taxes	0.00	0.00%	0.00	0.00%	0.00	150.00	0.08%	-150.00