

HOUSE *of* SALT

FINANCE

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MONTHLY CASH FLOW

Monthly Preliminary Working Budget (2017-2018)

MONTH		DEC 17	JAN 18	FEB 18	MAR 18	APR 18	MAY 18	JUN 18	JUL 18	AUG 18	SEP 18	OCT 18	NOV 18	DEC 18
REVENUE	Reservations	\$7,588.80	\$7,588.80	\$6,854.40	\$7,588.80	\$28,800.00	\$29,760.00	\$28,800.00	\$57,536.00	\$57,536.00	\$55,680.00	\$31,992.00	\$30,960.00	\$31,992.00
	Occupancy Tax	\$887.89	\$887.89	\$801.96	\$887.89	\$3,369.60	\$3,481.92	\$3,369.60	\$6,731.71	\$6,731.71	\$6,514.56	\$3,743.06	\$3,622.32	\$3,743.06
	Events/Catering								\$1,500.00	\$2,000.00				
	Merchandise						\$60.00		\$40.00					
	TOTAL REVENUE	\$8,476.69	\$8,476.69	\$7,656.36	\$8,476.69	\$32,169.60	\$33,301.92	\$32,169.60	\$64,307.71	\$65,767.71	\$64,194.56	\$35,735.06	\$34,582.32	\$35,735.06
KEY PERFORMANCE INDICATOR SAVINGS	Savings Rate		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
	Flat Amount								\$8,500.00	\$8,500.00	\$8,000.00	\$1,800.00	\$1,800.00	\$1,400.00
	AMOUNT SAVED		\$339.07	\$306.25	\$339.07	\$1,286.78	\$1,332.08	\$1,286.78	\$11,715.39	\$11,788.39	\$11,209.73	\$3,586.75	\$3,529.12	\$3,186.75
FIXED EXPENSES	Mortgage	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45	\$9,233.45
	Property Tax	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33	\$1,158.33
	Insurance	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33
	Licenses		\$1,630.00											
	Website Hosting	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
	Property Management	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
	Building Maintenance	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	Lawn Service				\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	Professional Services													\$2,000.00
	Renovation/Repair					\$1,600.00	\$1,600.00	\$800.00	\$1,600.00	\$1,600.00	\$800.00	\$1,600.00	\$1,600.00	\$800.00
	Training						\$500.00							\$500.00
	TOTAL FIXED ACCOUNTS	\$11,585.11	\$13,215.11	\$11,585.11	\$11,735.11	\$13,335.11	\$13,835.11	\$12,375.11	\$13,335.11	\$13,335.11	\$13,335.11	\$12,535.11	\$13,335.11	\$13,835.11
VARIABLE EXPENSES	Utilities	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00	\$1,225.00
	Food and Beverage	\$781.20	\$781.20	\$705.60	\$781.20	\$2,100.00	\$2,170.00	\$2,100.00	\$3,472.00	\$3,472.00	\$3,360.00	\$2,604.00	\$2,520.00	\$2,604.00
	Special Events													
	Staff Salary	\$798.90	\$798.90	\$798.90	\$798.90	\$3,598.90	\$3,598.90	\$4,998.90	\$5,798.90	\$5,798.90	\$5,798.90	\$2,798.90	\$2,798.90	\$2,798.90
	Owner Salary					\$1,000.00	\$1,000.00	\$1,000.00	\$3,000.00	\$2,000.00	\$2,000.00	\$2,500.00	\$1,500.00	\$2,000.00
	Health Insurance		\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
	Lodging Supplies	\$500.00	\$75.00	\$68.00	\$75.00	\$200.00	\$310.00	\$200.00	\$331.00	\$396.00	\$458.00	\$198.00	\$140.00	\$198.00
	Occupancy Tax	\$234.36	\$234.36	\$211.68	\$234.36	\$900.00	\$931.80	\$900.00	\$1,786.80	\$1,785.60	\$1,833.00	\$1,004.40	\$972.00	\$1,004.40
	Booking Commissions	\$455.33	\$455.33	\$411.26	\$455.33	\$1,728.00	\$1,785.60	\$1,728.00	\$3,452.16	\$3,340.80	\$1,919.52	\$1,857.60	\$1,919.52	\$1,004.40
	Credit Card Fees	\$254.30	\$254.30	\$229.69	\$254.30	\$965.09	\$999.06	\$965.09	\$1,929.23	\$1,973.03	\$1,925.84	\$1,072.05	\$1,037.47	\$1,072.05
	Advertising	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
	Miscellaneous	\$121.74	\$123.61	\$120.18	\$123.36	\$272.22	\$277.82	\$307.22	\$431.40	\$409.12	\$406.69	\$302.10	\$272.53	\$289.60
Firewood	\$310.00	\$310.00	\$280.00	\$300.00	\$300.00	\$310.00	\$300.00				\$186.00	\$180.00	\$186.00	
TOTAL VARIABLE ACCOUNTS	\$6,334.35	\$6,411.23	\$6,140.60	\$6,400.98	\$16,258.81	\$16,658.30	\$17,693.81	\$27,871.41	\$26,957.93	\$26,529.79	\$18,048.63	\$16,653.82	\$17,536.13	
MONTHLY CASH FLOW SUMMARY	Revenue	\$8,476.69	\$8,476.69	\$7,656.36	\$8,476.69	\$32,169.60	\$33,301.92	\$32,169.60	\$64,307.71	\$65,767.71	\$64,194.56	\$35,735.06	\$34,582.32	\$35,735.06
	Fixed Expenses	\$11,585.11	\$13,215.11	\$11,585.11	\$11,735.11	\$13,335.11	\$13,835.11	\$12,535.11	\$13,335.11	\$13,335.11	\$12,535.11	\$13,335.11	\$13,835.11	\$14,535.11
	Variable Expenses	\$6,334.35	\$6,411.23	\$6,140.60	\$6,400.98	\$16,258.81	\$16,658.30	\$17,693.81	\$27,871.41	\$26,957.93	\$26,529.79	\$18,048.63	\$16,653.82	\$17,536.13
	KPI Savings		\$339.07	\$306.25	\$339.07	\$1,286.78	\$1,332.08	\$1,286.78	\$11,715.39	\$11,788.39	\$11,209.73	\$3,586.75	\$3,529.12	\$3,186.75
	GROSS PROFIT	\$(9,442.78)	\$(11,488.72)	\$(10,375.60)	\$(9,998.47)	\$1,288.89	\$1,476.43	\$653.89	\$11,385.81	\$13,686.29	\$13,919.93	\$764.56	\$564.27	\$477.06

MONTH		DEC 17	JAN 18	FEB 18	MAR 18	APR 18	MAY 18	JUN 18	JUL 18	AUG 18	SEP 18	OCT 18	NOV 18	DEC 18
REVENUE PROJECTION ASSUMPTIONS	Occupancy	18%	18%	18%	18%	50%	50%	50%	80%	80%	80%	60%	60%	60%
	Average Rate	\$170.00	\$170.00	\$170.00	\$170.00	\$240.00	\$240.00	\$240.00	\$290.00	\$290.00	\$290.00	\$215.00	\$215.00	\$215.00
CASH FLOW ANALYSIS	Starting Balance	\$75,000.00	\$65,557.22	\$54,068.50	\$43,692.90	\$33,694.43	\$34,983.32	\$36,459.75	\$37,113.64	\$48,499.44	\$62,185.73	\$76,105.66	\$76,870.22	\$77,434.48
	Monthly Net Change	\$(9,442.78)	\$(11,488.72)	\$(10,375.60)	\$(9,998.47)	\$1,288.89	\$1,476.43	\$653.89	\$11,385.81	\$13,686.29	\$13,919.93	\$764.56	\$564.27	\$477.06
	Ending Monthly Balance	\$65,557.22	\$54,068.50	\$43,692.90	\$33,694.43	\$34,983.32	\$36,459.75	\$37,113.64	\$48,499.44	\$62,185.73	\$76,105.66	\$76,870.22	\$77,434.48	\$77,911.55

MONTHLY TOTALS

REVENUE

Reservations	\$382,676.80
Guest Functions	
Events/Catering	\$3,500.00
Merchandise	\$100.00
Occupancy Tax	\$44,773.19
TOTAL REVENUE	\$431,049.99

KPI SAVINGS

Savings Rate	4.15%
Flat Sum	\$3,750.00
TOTAL SAVINGS	\$49,906.16

FIXED EXPENSES

Mortgage	\$120,034.81
Property Tax	\$15,058.33
Insurance	\$10,833.33
Licenses	\$1,630.00
Website Hosting	\$650.00
Property Management	\$2,080.00
Building Maintenance	\$1,950.00
Lawn Service	\$1,500.00
Professional Services	\$2,000.00
Renovation/Repair	\$12,000.00
Training	\$1,000.00
TOTAL FIXED EXPENSES	\$168,736.48

VARIABLE EXPENSES

Utilities	\$15,925.00
Food and Beverage	\$27,451.20
Special Events	
Staff Salary	\$41,185.70
Owner Salary	\$16,000.00
Health Insurance	\$12,000.00
Lodging Supplies	\$3,149.00
Occupancy Tax	\$44,773.19
Booking Commissions	\$22,960.61
Credit Card Fees	\$12,931.50
Advertising	\$7,000.00
Miscellaneous	\$3,457.61
Firewood	\$2,662.00
TOTAL VARIABLE EXPENSES	\$209,495.80

CASH FLOW TOTALS

Revenue	\$431,049.99
KPI Savings	\$49,906.16
Fixed Expenses	\$168,736.48
Variable Expenses	\$209,495.80
GROSS PROFIT	\$2,911.55

Startup Investment

CAPITAL IMPRO

ROOM ONE

ROOM TWO

ROOM THREE

ROOM FOUR

ROOM FIVE

ROOM SIX

ROOM SEVEN

ROOM EIGHT

\$5,000.00

\$5,000.00

\$5,000.00

\$5,000.00

\$5,000.00

\$5,000.00

\$5,000.00

\$5,000.00



OVERSEAS EXPENSES

KITCHEN/DINING

\$100,000.00

INFORMATION TECHNOLOGY

\$2,000.00

COMMUNAL AREAS

\$20,000.00

TOTAL

\$162,000.00

QUARTERLY CASH FLOW

Quarterly Preliminary Working Budget (2018–2020)

QUARTER		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	
REVENUE	Reservations	\$22,032.00	\$87,360.00	\$170,752.00	\$94,944.00	\$22,032.00	\$87,360.00	\$181,424.00	\$102,856.00	\$24,480.00	\$102,102.00	\$192,096.00	\$113,344.00	
	Guest Functions					\$600.00				\$1,000.00				
	Occupancy Tax	\$2,577.74	\$10,221.12	\$19,977.98	\$11,108.45	\$2,577.74	\$10,221.12	\$21,226.61	\$12,034.15	\$2,864.16	\$11,945.93	\$22,475.23	\$13,261.25	
	Events/Catering				\$3,500.00			\$10,000.00				\$15,000.00		
	Merchandise		\$40.00		\$60.00		\$40.00		\$80.00		\$80.00		\$120.00	
	TOTAL REVENUE		\$24,609.74	\$97,621.12	\$194,229.98	\$106,112.45	\$25,209.74	\$97,621.12	\$212,650.61	\$114,970.15	\$28,344.16	\$114,127.93	\$229,571.23	\$126,725.25
KEY PERFORMANCE INDICATOR SAVINGS	Savings Rate	4.00%	4.00%	5.00%	5.00%	4.00%	4.00%	5.00%	5.00%	4.00%	5.00%	5.00%	5.00%	
	Flat Amount			\$25,000.00	\$5,000.00			\$30,000.00	\$7,500.00			\$35,000.00	\$10,000.00	
	AMOUNT SAVED		\$984.39	\$3,904.84	\$34,711.50	\$10,305.62	\$1,008.39	\$3,904.84	\$40,632.53	\$13,248.51	\$1,133.77	\$5,706.40	\$46,478.56	\$16,336.26
FIXED EXPENSES	Mortgage	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	\$27,700.34	
	\$7.45/\$1K Property Tax	\$3,475.00	\$3,475.00	\$3,475.00	\$3,475.00	\$3,579.25	\$3,579.25	\$3,579.25	\$3,579.25	\$3,683.50	\$3,683.50	\$3,683.50	\$3,683.50	
	Insurance	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,750.00	\$2,750.00	\$2,750.00	\$2,750.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	
	Licenses	\$1,630.00				\$1,730.00				\$1,830.00				
	\$50.00/MO. Website Hosting	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	
	\$150.00/MO. Building Maintenance	\$450.00	\$450.00	\$450.00	\$450.00	\$300.00	\$600.00	\$600.00	\$300.00	\$300.00	\$600.00	\$600.00	\$300.00	
	\$150.00/MO. Lawn Service	\$150.00	\$450.00	\$450.00	\$450.00		\$600.00	\$600.00	\$300.00		\$600.00	\$600.00	\$300.00	
	Professional Services				\$2,000.00				\$2,000.00				\$2,000.00	
	Property Management													
	Renovation/Repair		\$4,000.00	\$4,000.00	\$4,000.00		\$4,000.00	\$4,000.00	\$4,000.00		\$4,000.00	\$4,000.00	\$4,000.00	
	Training		\$500.00		\$500.00		\$500.00		\$500.00		\$500.00		\$500.00	
	TOTAL FIXED ACCOUNTS		\$36,535.34	\$39,705.34	\$39,205.34	\$41,705.34	\$36,689.59	\$40,359.59	\$39,859.59	\$41,759.59	\$37,143.84	\$40,713.84	\$40,213.84	\$42,113.84
	VARIABLE EXPENSES	\$1225.00/MO. Utilities	\$3,675.00	\$3,675.00	\$3,675.00	\$3,675.00	\$3,300.00	\$3,900.00	\$3,900.00	\$3,600.00	\$3,300.00	\$3,900.00	\$3,900.00	\$3,600.00
Food and Beverage		\$2,268.00	\$6,370.00	\$10,304.00	\$7,728.00	\$2,268.00	\$6,370.00	\$10,948.00	\$8,372.00	\$2,520.00	\$7,007.00	\$11,592.00	\$9,016.00	
Special Events						\$300.00				\$500.00				
Staff Salary		\$2,396.70	\$12,196.70	\$17,396.70	\$8,396.70	\$8,396.70	\$8,396.70	\$14,396.70	\$10,396.70	\$8,396.70	\$8,396.70	\$14,396.70	\$10,396.70	
Owner Salary			\$3,000.00	\$7,000.00	\$6,000.00	\$2,000.00	\$2,000.00	\$6,000.00	\$6,000.00	\$2,000.00	\$2,000.00	\$6,000.00	\$6,000.00	
Health Insurance		\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	
\$5.00/ROOM TURN Lodging Supplies		\$218.00	\$710.00	\$1,185.00	\$536.00	\$324.00	\$607.00	\$1,043.00	\$1,196.00	\$360.00	\$668.00	\$1,104.00	\$859.00	
3% REVENUE Credit Card Fees		\$738.29	\$2,929.23	\$5,828.10	\$3,181.57	\$756.29	\$2,928.63	\$6,379.52	\$3,449.10	\$850.32	\$3,423.84	\$6,887.14	\$3,801.76	
Occupancy Tax		\$2,577.74	\$10,221.12	\$19,977.98	\$11,108.45	\$2,577.74	\$10,221.12	\$21,226.61	\$12,034.15	\$2,864.16	\$11,945.93	\$22,475.23	\$13,261.25	
15% ON 40% Booking Commissions		\$1,321.92	\$5,241.60	\$10,245.12	\$5,696.64	\$1,321.92	\$5,241.60	\$10,885.44	\$6,171.36	\$1,468.80	\$6,126.12	\$11,525.76	\$6,800.64	
\$500.00/MO. Advertising		\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	\$1500.00	
2.5% VARIABLE Miscellaneous		\$367.15	\$857.27	\$1,247.22	\$864.23	\$568.62	\$740.31	\$1,179.18	\$951.65	\$583.18	\$770.14	\$1,209.50	\$968.14	
\$10.00/DAY Firewood		\$890.00	\$910.00		\$552.00	\$900.00	\$910.00		\$552.00	\$900.00	\$910.00		\$552.00	
TOTAL VARIABLE ACCOUNTS		\$18,952.81	\$50,610.93	\$81,359.12	\$52,238.59	\$27,213.28	\$45,815.36	\$80,458.45	\$57,222.96	\$28,243.16	\$49,647.73	\$83,590.32	\$59,755.48	
QUARTERLY CASH FLOW SUMMARY	Revenue	\$24,609.74	\$97,621.12	\$194,229.98	\$106,112.45	\$25,209.74	\$97,621.12	\$212,650.61	\$114,970.15	\$28,344.16	\$114,127.93	\$229,571.23	\$126,725.25	
	Fixed Expenses	\$36,535.34	\$39,705.34	\$39,205.34	\$41,705.34	\$36,689.59	\$40,359.59	\$39,379.59	\$41,759.59	\$37,143.84	\$40,713.84	\$40,213.84	\$42,113.84	
	Variable Expenses	\$18,952.81	\$50,610.93	\$81,359.12	\$52,238.59	\$27,213.28	\$45,815.36	\$80,458.45	\$57,222.96	\$28,243.16	\$49,647.73	\$83,590.32	\$59,755.48	
	KPI Savings	\$984.39	\$3,904.84	\$34,711.50	\$10,305.62	\$1,008.39	\$3,904.84	\$40,632.53	\$13,248.51	\$1,133.77	\$5,706.40	\$46,478.56	\$16,336.26	
	GROSS PROFIT		\$(31,862.79)	\$3,400.01	\$38,954.02	\$1,862.89	\$(39,701.52)	\$7,541.32	\$51,700.04	\$2,739.09	\$(38,176.61)	\$18,059.97	\$59,288.50	\$8,519.66

QUARTER		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
REVENUE PROJECTION ASSUMPTIONS	Occupancy	18%	50%	80%	60%	18%	50%	85%	65%	20%	55%	90%	70%
	Average Rate	\$170.00	\$240.00	\$290.00	\$215.00	\$170.00	\$240.00	\$290.00	\$215.00	\$170.00	\$255.00	\$290.00	\$220.00
CASH FLOW ANALYSIS	Starting Balance	\$65,557.22	\$33,694.43	\$37,094.44	\$76,048.46	\$77,911.35	\$38,209.83	\$45,751.15	\$97,451.19	\$100,190.28	\$62,013.67	\$80,073.64	\$139,362.14
	Quarterly Net Change	\$(31,862.79)	\$3,400.01	\$38,954.02	\$1,862.89	\$(39,701.52)	\$7,541.32	\$51,700.04	\$2,739.09	\$(38,176.61)	\$18,059.97	\$59,288.50	\$8,519.66
	Ending Quarterly Balance	\$33,694.43	\$37,094.44	\$76,048.46	\$77,911.35	\$38,209.83	\$45,751.15	\$97,451.19	\$100,190.28	\$62,013.67	\$80,073.64	\$139,362.14	\$147,881.80



QUARTERLY TOTALS

REVENUE

2018

Reservations	\$375,088.00
Guest Functions	
Events/Catering	\$3,500.00
Merchandise	\$100.00
Occupancy Tax	\$43,885.30
TOTAL REVENUE	\$422,573.30

2019

Reservations	\$393,672.00
Guest Functions	\$600.00
Events/Catering	\$10,000.00
Merchandise	\$120.00
Occupancy Tax	\$46,059.62
TOTAL REVENUE	\$450,451.62

2020

Reservations	\$432,022.00
Guest Functions	\$1,000.00
Events/Catering	\$15,000.00
Merchandise	\$200.00
Occupancy Tax	\$50,546.57
TOTAL REVENUE	\$498,768.57

KPI SAVINGS

2018

Savings Rate	4.50%
Flat Sum	\$7,500.00
TOTAL SAVINGS	\$49,906.36

2019

Savings Rate	4.50%
Flat Sum	\$9,375.00
TOTAL SAVINGS	\$58,794.27

2020

Savings Rate	4.50%
Flat Sum	\$11,250.00
TOTAL SAVINGS	\$69,654.99

FIXED EXPENSES

2018

Mortgage	\$110,801.37
Property Tax	\$13,900.00
Insurance	\$10,000.00
Licenses	\$1,630.00
Website Hosting	\$600.00
Building Maintenance	\$1,800.00
Lawn Service	\$1,500.00
Professional Services	\$2,000.00
Renovation/Repair	\$12,000.00
Training	\$1,000.00
Property Management	\$1,920.00
TOTAL FIXED EXPENSES	\$157,151.37

2019

Mortgage	\$110,801.37
Property Tax	\$14,317.00
Insurance	\$11,000.00
Licenses	\$1,730.00
Website Hosting	\$600.00
Building Maintenance	\$1,800.00
Lawn Service	\$1,500.00
Professional Services	\$2,000.00
Renovation/Repair	\$12,000.00
Training	\$1,000.00
Property Management	\$1,920.00
TOTAL FIXED EXPENSES	\$158,668.37

2020

Mortgage	\$110,801.37
Property Tax	\$14,734.00
Insurance	\$12,000.00
Licenses	\$1,830.00
Website Hosting	\$600.00
Building Maintenance	\$1,800.00
Lawn Service	\$1,500.00
Professional Services	\$2,000.00
Renovation/Repair	\$12,000.00
Training	\$1,000.00
Property Management	\$1,920.00
TOTAL FIXED EXPENSES	\$160,185.37

VARIABLE EXPENSES

2018

Utilities	\$14,700.00
Food and Beverage	\$26,670.00
Special Events	
Staff Salary	\$40,386.80
Owner Salary	\$16,000.00
Health Insurance	\$12,000.00
Lodging Supplies	\$2,649.00
Credit Card Fees	\$12,677.20
Advertising	\$6,000.00
Miscellaneous	\$3,335.87
Occupancy Tax	\$43,885.30
Firewood	\$2,352.00
Booking Commissions	\$22,505.28
TOTAL VARIABLE EXPENSES	\$203,161.45

2019

Utilities	\$14,700.00
Food and Beverage	\$27,958.00
Special Events	\$300.00
Staff Salary	\$41,586.80
Owner Salary	\$16,000.00
Health Insurance	\$12,000.00
Lodging Supplies	\$3,170.00
Credit Card Fees	\$13,513.55
Advertising	\$6,000.00
Miscellaneous	\$3,439.76
Occupancy Tax	\$46,059.62
Firewood	\$2,362.00
Booking Commissions	\$23,620.32
TOTAL VARIABLE EXPENSES	\$210,710.05

2020

Utilities	\$14,700.00
Food and Beverage	\$30,135.00
Special Events	\$500.00
Staff Salary	\$41,586.80
Owner Salary	\$16,000.00
Health Insurance	\$12,000.00
Lodging Supplies	\$2,991.00
Credit Card Fees	\$14,963.06
Advertising	\$6,000.00
Miscellaneous	\$3,530.95
Occupancy Tax	\$50,546.57
Firewood	\$2,362.00
Booking Commissions	\$25,921.32
TOTAL VARIABLE EXPENSES	\$221,236.70

ANNUAL CASH FLOW

2018

Revenue	\$422,573.30
Fixed Expenses	\$157,151.37
Variable Expenses	\$203,161.45
KPI Savings	\$49,906.36
GROSS PROFIT	\$12,354.12

2019

Revenue	\$450,451.62
Fixed Expenses	\$158,668.37
Variable Expenses	\$210,710.05
KPI Savings	\$58,794.27
GROSS PROFIT	\$22,278.93

2020

Revenue	\$498,768.57
Fixed Expenses	\$160,185.37
Variable Expenses	\$221,236.70
KPI Savings	\$69,654.99
GROSS PROFIT	\$47,691.52



HOUSE
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KEY

PERFORMANCE

INDICATORS

PERFORMANCE INDICATORS	TARGETS	QUARTERLY PAYMENT	PROJECTIONS	LOAN ITEMS	AMOUNTS
3 YEAR PAYBACK	\$150,000.00	\$12,500.00	\$178,355.62	DOWNPAYMENT	\$340,000.00
5 YEAR PAYBACK	\$150,000.00	\$18,750.00		CAPITAL IMPROVEMENTS	\$162,000.00
7 YEAR PAYBACK	\$150,000.00	\$18,750.00		WORKING CAPITAL	\$75,000.00
10 YEAR PAYBACK	\$200,000.00	\$16,666.67		STARTUP COST	\$8,780.00
TOTAL REPAYMENT	\$650,000.00	\$16,250.00		TOTAL LOAN	\$585,780.00
					RATE OF RETURN = 10.96%



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