

	<b>Pro-Forma</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
SALES	1,550,000	1,543,132	1,476,458	1,416,852
COST OF SALE	1,100,500	1,092,266	1,045,958	970,036
<b>GROSS PROFIT</b>	<b>449,500</b>	<b>450,866</b>	<b>430,500</b>	<b>446,816</b>
	29%	29%	29%	32%
<b>MISCELLANEOUS INCOME</b>				
ROOM RENTAL	215,000	212,485	192,844	186,006
LOTTERY, NET	50,000	49,212	50,154	36,935
OTHER INCOME	35,000	33,541	34,267	34,565
	<b>749,500</b>	<b>746,104</b>	<b>707,775</b>	<b>704,322</b>
<b>EXPENSES</b>				
Advertising & promotion	9,000	9,265	9,645	6,828
Bad debts	0		0	1,425
Bank charges & interest	9,500	9,781	8,403	9,810
Equipment lease	0		0	1,098
Equipment repairs	8,335	12,751	9,072	7,599
Hotel supplies	15,274	18,685	18,084	12,464
Insurance	17,000	25,260	16,896	16,166
Laundry & Janitorial	0	2,137	0	3,703
Licenses & taxes	10,000	7,119	10,122	7,436
Office & miscellaneous	8,000	18,823	8,401	6,786
Professional services	5,000	12,597	18,055	10,360
Property taxes	32,000	33,709	31,117	27,860
Rent	0	24,000	24,000	24,000
Repairs & maintenance	15,000	19,733	11,178	17,268
Spillage	0	0	59	82
Travel & Vehicle	3,000	10,559	11,424	10,486
Utilities	60,000	62,677	57,975	52,951
Wages & benefits	231,000	286,990	293,222	252,380
Wages - Management	0	0	9,000	13,000
	423,109	554,086	536,653	481,702
<b>NET - before depreciation &amp; mortgage</b>	<b>326,391</b>	<b>192,018</b>	<b>171,122</b>	<b>222,620</b>

1. Wages in 2016 includes \$15k to the owner's children & \$40k to a maintenance person which is a redundant position.

## Monthly Sales

2015			2016			2017		
LRS	Pub	Rooms	LRS	Pub	Rooms	LRS	Pub	Rooms
88,614	7,415	11,569	88,409	10,048	11,487	88,454	9,025	15,838
90,662	7,739	12,090	83,588	10,746	12,754	87,601	12,704	16,402
103,201	11,112	13,309	106,931	13,293	12,614	96,013	10,348	14,573
112,516	11,279	12,988	113,683	13,854	15,764	112,832	10,868	17,627
136,552	11,651	19,496	133,590	13,772	16,382	125,137	14,009	22,628
134,995	14,967	26,146	135,456	13,709	21,979			
155,856	15,765	25,915	148,330	14,059	30,596			
154,451	14,605	27,997	141,653	14,455	28,290			
127,084	16,072	22,423	125,750	13,582	25,461			
117,022	15,693	17,473	111,711	12,084	21,006			
94,825	13,128	14,531	97,205	10,477	12,784			
120,076	12,624	8,999	112,240	9,532	8,454			
<b>1,435,854</b>	<b>152,050</b>	<b>212,936</b>	<b>1,398,546</b>	<b>149,611</b>	<b>217,571</b>	<b>510,037</b>	<b>56,954</b>	<b>87,068</b>

### Historical Room Sales

**2013**            **\$177,434**

**2014**            **\$185,704**

**2015**            **\$192,844**

**2016**            **\$212,485**

Note: The historical room sale numbers do not match the monthly room sale numbers due to a timing difference (the historical numbers coincide with the company year-end).