



HISTORIC
FRANKLIN
TENNESSEE

ITEM #22
BOMA
06/24/14

MEMORANDUM

June 6, 2014

TO: Board of Mayor & Aldermen
FROM: Eric S. Stuckey, City Administrator
Russ Truell, Assistant City Administrator
SUBJECT: Acknowledgment of Conference Center Budget for FY2014-2015

Purpose

The purpose of this agenda item is to acknowledge receipt and consider approval of the proposed FY2015 budget for the Cool Springs Conference Center.

Background

Each year Franklin Realco LLC, the management company who operates the Conference Center under City contract 2010-129, provides a proposed budget for the upcoming fiscal year. Although this is not a discrete part of the City of Franklin Operating Budget, the City is asked to acknowledge the proposed Conference Center budget and provide any comments that the Finance Committee and staff deems necessary.

Financial Impact

No impact to General Fund. The Conference Center is included in the FY15 City budget as a line item in the Hotel Tax fund. The net of proceeds versus expenses is included at a neutral value within the expenditure category in the Hotel Tax Fund. The Conference Center has performed extremely well over its lifespan, providing a positive contribution to the City and County revenues in thirteen of the fifteen years that the Center has been in operation.

Options

Acknowledge receipt and approval of the proposed budget.

Recommendation

Staff recommends approval.

Statement of Income
Jun 2015 YTD

2012	2013	2014	2015	
	Actual	Projection	BudCast	
0.0%	6,581,075	6,284,826	6,371,599	96.7%
0.0%	170,013	199,951	182,540	2.8%
0.0%	36,384	28,933	32,400	0.5%
0	6,787,472	6,513,709	6,586,540	100.0%
0.0%	3,693,959	3,612,969	3,631,317	57.0%
0.0%	46,328	46,713	43,310	23.7%
0	3,740,287	3,659,682	3,674,626	55.8%
0.0%	488,130	476,750	487,945	7.4%
0.0%	626,098	696,473	708,452	10.8%
0.0%	323,619	313,170	314,516	4.8%
0.0%	290,902	304,353	309,203	4.7%
0.0%	156,986	172,627	171,832	2.6%
0	1,885,735	1,963,373	1,991,948	30.2%
0	1,161,449	890,653	919,965	14.0%
0.0%	176,234	181,522	186,972	2.8%
0.0%	37,471	39,576	38,734	0.6%
0.0%	1,298	864	1,296	0.0%
0.0%	1	0	0	0.0%
0.0%	182,023	144,958	191,712	2.9%
0	220,793	185,398	231,742	3.5%
0.0%	2,103,879	2,092,949	2,136,701	32.4%
0.0%	65,794	78,476	85,857	1.3%
0.0%	132,110	131,317	137,979	2.1%
0	2,301,783	2,302,742	2,360,537	35.8%

	vs 2012	Variance vs 2013	vs 2014
6,586,540	0%	(200,932)	72,830
0	0.0%	(209,476)	86,774
0	0.0%	12,528	(17,410)
0	0.0%	(3,984)	3,467
6,586,540	0%	(200,932)	72,830
0	0.0%	62,643	(18,348)
0	0.0%	3,018	3,404
(3,674,626)	0%	65,661	(14,944)
0	0.0%	185	(11,194)
0	0.0%	(82,354)	(11,979)
0	0.0%	9,103	(1,346)
0	0.0%	(18,301)	(4,851)
0	0.0%	(14,846)	795
(1,991,948)	0%	(106,213)	(28,575)
919,965	0%	(241,484)	29,312
14.0%		-20.2%	40.2%
0	0.0%	(10,738)	(5,450)
0	0.0%	(1,263)	842
0	0.0%	2	(432)
0	0.0%	1	0
0	0.0%	(9,689)	(46,754)
(231,742)	0%	(10,949)	(46,344)
0	0.0%	(32,822)	(43,752)
0	0.0%	(20,063)	(7,380)
0	0.0%	(5,870)	(6,663)
(2,360,537)	0.0%	(58,754)	(57,795)

PREMILINARY
2014-2015 Budget

Cool Springs Conference Center
Statement of Income
Rolling 12 Month Budcast

	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Total	Budget	Projection	
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Jun 2015	Jun 2015	Total	Jun 2015	Jun 2015	
Food Revenue	328,276	477,387	563,077	609,129	472,144	756,318	544,488	489,717	554,467	622,914	495,557	468,115	6,371,599	96.7%	6,371,599	96.7%	6,284,826	96.5%
Beverage Revenue	3,180	7,716	12,048	18,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,940	2.8%	182,940	2.8%	199,951	3.1%
Misc. Dept Revenue	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	0.5%	32,400	0.5%	28,933	0.4%
Total Revenue	334,156	487,803	577,825	630,621	490,097	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,586,540	100%	6,586,540	100%	6,513,709	100%
Food Expense	215,848	283,150	312,914	327,783	279,005	399,608	315,800	287,287	311,803	356,287	277,658	264,173	3,631,317	57.0%	3,631,317	57.0%	3,612,969	57.5%
Beverage Expense	685	1,705	2,735	4,235	3,519	7,565	5,018	3,974	2,032	4,874	2,383	1,849	43,310	23.7%	43,310	23.7%	46,713	24.4%
Departmental Expense	216,534	284,855	315,650	334,754	282,524	407,173	320,818	291,260	313,835	361,161	280,941	266,022	3,674,626	55.8%	3,674,626	55.8%	3,659,682	56.2%
Administrative and General	40,287	48,462	39,225	41,472	39,388	41,460	41,083	36,772	40,820	40,265	40,067	38,643	487,945	7.4%	487,945	7.4%	476,750	7.3%
Sales and Marketing	62,518	55,466	62,276	61,422	54,149	53,989	59,432	51,643	60,986	66,562	60,665	59,764	708,452	10.8%	708,452	10.8%	696,473	10.7%
Energy	29,092	24,949	19,544	23,961	25,398	26,925	29,690	26,133	28,805	25,843	26,805	27,371	314,516	4.8%	314,516	4.8%	313,170	4.8%
Repairs and Maintenance	26,041	25,755	25,208	25,780	25,558	25,960	26,291	24,729	25,978	26,696	25,603	25,603	309,203	4.7%	309,203	4.7%	304,353	4.7%
Franchise Fees	13,634	13,524	13,791	14,573	19,774	12,428	13,344	13,366	14,519	14,158	14,158	14,158	171,832	2.6%	171,832	2.6%	172,627	2.7%
Undistributed Expense	171,772	168,155	160,046	167,208	164,267	160,341	169,840	152,643	170,549	173,167	168,391	165,569	1,991,948	30.2%	1,991,948	30.2%	1,963,373	30.1%
Gross Operating Profit	(54,150)	34,793	102,128	128,660	43,306	226,676	78,649	66,390	82,032	113,195	60,715	37,571	919,965	14.0%	919,965	14.0%	890,653	13.7%
Management Fees	15,561	15,561	15,561	15,561	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	186,972	2.8%	186,972	2.8%	181,522	2.8%
Income before Fixed Expenses	(69,731)	19,212	86,547	113,079	27,725	211,095	63,068	50,809	66,451	97,614	45,134	21,990	732,993	11.1%	732,993	11.1%	709,132	10.9%
Insurance	2,921	2,921	2,921	2,921	2,921	3,067	3,067	3,067	3,067	3,067	3,067	3,067	38,734	0.6%	38,734	0.6%	39,576	0.6%
Taxes	108	108	108	108	108	108	108	108	108	108	108	108	1,296	0.0%	1,296	0.0%	864	0.0%
Other	15,807	15,807	16,314	15,807	15,807	16,314	15,807	16,314	15,807	16,314	15,807	16,314	191,712	2.9%	191,712	2.9%	144,958	2.2%
Total Fixed Charges	18,836	18,836	19,343	18,836	18,836	19,489	21,642	18,982	19,489	18,982	18,982	19,489	231,742	3.5%	231,742	3.5%	185,398	2.8%
EBITDA	(88,567)	376	67,204	94,243	8,889	191,606	41,426	31,827	46,962	78,632	26,152	2,501	501,251	7.6%	501,251	7.6%	523,733	8.0%
Net Income	(88,567)	376	67,204	94,243	8,889	191,606	41,426	31,827	46,962	78,632	26,152	2,501	501,251	7.6%	501,251	7.6%	523,733	8.0%
Raw Payroll	148,339	175,633	178,455	187,815	166,752	212,971	185,079	168,200	182,398	197,742	167,041	166,275	2,136,701	32.4%	2,136,701	32.4%	2,092,949	32.1%
Incentives	7,231	7,231	6,989	7,231	6,989	7,231	6,555	7,231	7,231	7,230	7,480	7,230	85,857	1.3%	85,857	1.3%	78,476	1.2%
Sick/Vacation/Holiday	11,326	10,056	12,739	10,654	12,164	14,806	13,113	9,555	10,388	11,173	12,389	9,618	137,979	2.1%	137,979	2.1%	131,317	2.0%
PTFB Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0.0%	0	0.0%
Contract Labor	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0.0%	0	0.0%
Total	166,896	192,920	198,200	205,700	185,904	235,008	205,423	184,310	200,017	216,145	186,910	183,122	2,360,537	35.8%	2,360,537	35.8%	2,302,742	2.0%

PRELIMINARY
2014-2015 Budget

Cool Springs Conference Center
 FBSummary
 Rolling 12 Month Budcast

	Budget												Projection		
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Jun 2015 T12	Jun 2014 T12
Revenue															
Food Revenue -20	328,276	477,387	563,077	609,129	472,144	756,318	544,488	489,717	554,467	622,914	495,567	458,115	6,371,599	97.2%	6,284,826
Total Food Revenue	328,276	477,387	563,077	609,129	472,144	756,318	544,488	489,717	554,467	622,914	495,567	458,115	6,371,599	97.2%	6,284,826
Beverage Revenue -30	3,180	7,716	12,048	18,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,540	2.8%	199,951
Total Beverage Revenue	3,180	7,716	12,048	18,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,540	2.8%	199,951
Total Food & Beverage Revenue	331,456	485,103	575,125	627,921	487,397	791,490	566,607	507,593	563,715	644,823	506,447	466,462	6,554,140	100.0%	6,484,776
Cost of Sales															
Net Food Cost - All	39,778	65,660	78,451	91,105	66,952	126,498	78,387	73,941	76,885	91,529	61,024	62,102	912,312	14.3%	922,362
Cost of Beverage Sales - All	685	1,705	2,735	3,996	3,519	7,565	5,018	3,974	2,032	4,874	2,383	1,849	40,335	22.1%	43,730
Total Cost of Other Food Sales - All	36,448	43,467	50,628	45,377	40,995	44,804	49,268	41,958	51,221	57,070	52,555	39,728	553,538	8.7%	549,212
Total Cost of Sales	76,911	110,832	131,815	140,478	111,466	178,867	132,693	119,873	130,137	153,473	115,962	103,680	1,506,185	23.0%	1,515,312
Payroll															
Food Payroll and Benefits	125,293	155,745	163,165	170,682	148,814	199,462	168,263	152,279	164,040	181,106	147,271	145,376	1,921,495	30.2%	1,892,292
Total Food Payroll	125,293	155,745	163,165	170,682	148,814	199,462	168,263	152,279	164,040	181,106	147,271	145,376	1,921,495	30.2%	1,892,292
Total Food & Beverage Payroll	125,293	155,745	163,165	170,682	148,814	199,462	168,263	152,279	164,040	181,106	147,271	145,376	1,921,495	29.3%	1,892,292
Operating Expense															
Food Operating Expense - Summary	14,329	18,278	20,670	20,619	22,245	28,844	19,862	19,109	19,658	26,582	16,808	16,967	243,971	3.7%	249,103
Beverage Operating Expense - Summary	0	0	0	2,975	0	0	0	0	0	0	0	0	0	0.0%	2,975
Total Operating Expense	14,329	18,278	20,670	23,594	22,245	28,844	19,862	19,109	19,658	26,582	16,808	16,967	246,946	3.8%	252,078
Profit/(Loss)															
Food	112,428	194,237	250,162	281,346	193,139	356,710	228,688	202,430	242,664	266,627	217,909	193,942	2,740,283	41.8%	2,671,857
Beverage	2,495	6,011	9,313	11,821	11,734	27,607	17,101	13,902	7,216	17,035	8,497	6,498	139,231	2.1%	153,238
Total Profit/(Loss)	114,923	200,248	259,475	293,167	204,873	384,317	245,789	216,333	249,881	283,662	226,406	200,440	2,879,513	43.9%	2,825,094

Cool Springs Conference Center
Food
Rolling 12 Month Budget

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Jun 2014 T12	Projection	Jun 2014 T12	
Revenue																		
Banquet Food Revenue	174,843	279,403	333,834	387,680	387,680	284,900	527,071	333,550	314,641	327,168	389,483	259,676	264,262	3,876,522	3,876,522	60.8%	3,771,478	60.0%
Food Revenue	174,843	279,403	333,834	387,680	387,680	284,900	527,071	333,550	314,641	327,168	389,483	259,676	264,262	3,876,522	3,876,522	60.8%	3,771,478	60.0%
20-42690 - Banquet Room Rental	34,610	34,293	39,547	33,963	33,963	26,189	17,319	26,189	17,319	35,622	20,588	39,339	43,682	376,999	376,999	5.9%	353,799	5.6%
20-42692 - Misc. Banquet Rev Local	934	1,344	1,632	1,711	1,267	2,386	1,481	1,481	1,982	1,674	1,732	1,308	1,308	16,697	16,697	0.3%	18,697	0.3%
20-42695 - Banquet Service Charges	63,519	97,123	111,986	115,754	81,982	138,980	108,982	93,780	112,955	123,164	115,785	89,119	1,264,749	1,264,749	19.8%	1,264,749	20.2%	
20-42696 - Audio / Visual Income	52,192	62,087	72,270	64,035	58,556	63,700	70,216	60,802	73,100	81,438	74,995	56,692	789,004	789,004	12.4%	782,922	12.5%	
20-42697 - Misc Banquet Revenue	2,178	3,137	3,868	5,994	2,955	3,568	3,816	4,390	4,040	3,052	4,040	4,040	3,052	45,629	45,629	0.7%	45,629	0.7%
Total Food Dept Revenue	328,226	477,387	563,077	609,129	563,077	472,144	756,318	544,488	483,717	554,467	622,914	495,567	455,115	6,371,599	6,371,599	100.0%	6,284,826	100.0%
Cost of Sales																		
20-52100 - Net Food Cost	43,711	69,851	83,458	96,920	71,225	131,768	83,390	78,660	81,792	97,371	64,919	66,065	969,130	969,130	23.5%	975,572	24.5%	
20-52110 - Employee Meal Credit	(3,933)	(4,941)	(5,077)	(5,915)	(4,273)	(4,273)	(5,003)	(4,703)	(4,907)	(5,842)	(3,895)	(3,963)	(56,818)	(56,818)		(53,210)		
20-52598 - Cost of AV	36,012	42,846	49,866	44,128	40,440	43,691	48,525	45,401	50,439	56,192	51,747	39,117	544,413	544,413	69.0%	540,302	69.0%	
20-52599 - Cost of Banquet Misc	436	637	782	1,139	391	1,114	763	557	762	878	808	610	9,126	9,126	20.0%	8,910	12.7%	
Total Cost of Sales	76,226	109,127	129,079	136,962	107,947	171,302	127,675	115,899	128,106	143,599	113,579	101,850	1,465,851	1,465,851	23.0%	1,471,574	23.4%	
Payroll																		
Food Administration	10,055	10,055	9,713	10,055	9,713	10,055	10,055	9,102	10,055	10,055	10,406	10,053	10,053	119,366	119,366	1.9%	120,227	1.9%
Chefs/Cooks	22,290	28,028	29,267	31,065	26,348	37,338	30,383	27,668	29,715	33,705	26,158	25,805	25,805	347,770	347,770	5.9%	338,765	5.4%
Banquets	53,484	68,816	71,197	75,357	64,915	86,860	73,888	67,240	72,449	81,032	63,017	64,029	64,029	844,206	844,206	13.2%	829,934	13.2%
Stewarding	850	1,394	1,501	1,611	1,283	2,079	1,560	1,424	1,510	1,808	1,148	1,218	1,218	17,375	17,375	0.3%	17,375	0.3%
Food Misc Payroll	8,914	14,521	15,743	16,900	13,458	21,812	16,365	14,943	15,842	18,324	11,635	12,348	180,805	180,805	2.8%	184,959	2.9%	
20-62599 - Incentives	2,512	2,512	2,427	2,512	2,427	2,512	2,512	2,274	2,512	2,512	2,600	2,512	2,512	29,827	29,827	0.5%	27,575	0.4%
20-62797 - Holiday Pay	1,936	0	1,936	0	1,936	1,936	1,936	0	0	0	2,003	0	0	11,683	11,683	0.2%	12,913	0.2%
20-62798 - Sick / Vacation Pay	5,282	6,605	6,812	7,203	6,238	8,438	7,069	6,432	6,937	7,722	6,144	6,167	6,167	81,052	81,052	1.3%	77,469	1.2%
20-62950 - FT/B	20,051	23,822	24,569	25,979	22,496	26,432	24,494	23,195	25,020	25,951	24,160	23,243	289,412	289,412	4.5%	284,330	4.5%	
Total Payroll	125,293	155,745	163,165	170,682	148,814	199,462	168,263	152,279	164,040	181,106	147,271	145,376	1,921,495	1,921,495	30.2%	1,892,292	30.1%	
Operating Expenses																		
20-72100 - China, Glass, Silverware	1,064	1,733	1,878	2,016	1,606	2,603	1,953	1,783	1,890	2,186	1,388	1,473	1,473	21,573	21,573	0.3%	29,011	0.5%
20-72160 - Laundry/Laundry Rehabil	2,856	3,676	4,336	4,690	3,636	5,824	4,193	3,771	4,269	4,796	3,816	3,527	3,527	49,300	49,300	0.8%	40,361	0.8%
20-72200 - Linen Replacement	380	619	671	720	573	929	697	637	675	781	496	526	526	7,705	7,705	0.1%	7,960	0.1%
20-72230 - Comp Service & Gifts	300	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600	0.1%	3,313	0.1%
20-72250 - Decorations	253	413	447	480	382	4,120	465	425	450	521	331	351	351	8,637	8,637	0.1%	8,081	0.1%
20-72280 - Contract Cleaning	700	700	700	700	700	700	700	700	700	700	700	700	700	17,600	17,600	0.3%	17,585	0.3%
20-72300 - Supplies - Other	3,686	3,992	4,059	4,122	3,934	5,190	4,053	4,015	4,064	4,200	3,835	3,574	49,062	49,062	0.8%	48,140	0.8%	
20-72310 - Supplies - Cleaning	1,064	1,733	1,878	2,016	1,606	2,603	1,953	1,783	1,890	2,186	1,388	1,473	1,473	21,573	21,573	0.3%	20,610	0.3%
20-72320 - Supplies - Paper	1,114	1,815	1,968	2,112	1,682	2,726	2,046	1,868	1,980	2,291	1,454	1,544	1,544	22,601	22,601	0.4%	22,261	0.4%
20-72350 - Menus	0	0	0	0	0	0	0	0	0	0	0	0	0	500	500	0.0%	652	0.0%
20-72400 - Supplies - Kitchen & Utensils	50	50	50	50	50	50	50	50	50	50	50	50	50	600	600	0.0%	624	0.0%
20-72420 - Kitchen Fuel	268	437	474	509	405	657	493	450	477	552	350	372	372	5,445	5,445	0.1%	5,275	0.1%
20-72450 - Music & Entertainment	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	0.0%	1,246	0.0%
20-72750 - Uniforms - Purchase/Cleaning	754	945	987	1,026	909	1,194	1,008	959	990	1,075	847	871	871	11,564	11,564	0.2%	14,698	0.2%
20-72810 - Telecommunications	750	750	750	750	750	750	750	750	750	750	750	750	750	9,000	9,000	0.1%	9,000	0.1%
20-72860 - Printing & Stationary	41	66	72	77	61	99	74	68	72	83	53	56	56	822	822	0.0%	873	0.0%
20-72880 - Travel & Meals	150	150	150	150	150	150	150	150	150	150	150	150	150	2,200	2,200	0.0%	2,261	0.0%
20-72890 - Training	0	0	0	0	0	0	0	0	0	0	0	0	0	1,300	1,300	0.0%	1,440	0.0%
20-72950 - Equipment Rental	800	800	800	800	800	800	800	800	800	800	800	800	800	9,600	9,600	0.2%	10,039	0.2%
20-72975 - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	426	0.0%
Total Operating Expenses	14,329	18,278	20,670	20,619	22,245	28,844	19,862	19,109	19,658	26,582	16,808	16,967	243,971	243,971	3.8%	249,103	4.0%	
Food Profit/(Loss)	112,428	194,237	250,162	281,346	193,139	356,710	228,688	202,430	242,864	266,627	217,909	193,942	2,740,283	2,740,283	43.0%	2,671,957	42.5%	

Cool Springs Conference Center
FoodStats
Rolling 12 Month Budget

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Projection	
	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast	Bud/Cast		Jun 2015 T12	Jun 2014 T12	
20-42310 - Group Banquet Breakfast	25,146	35,469	50,073	50,328	50,328	33,372	25,312	43,287	49,643	44,490	58,999	40,663	489,640	18.6%	425,492	17.2%
20-42320 - Group Banquet Lunch	47,865	75,310	110,079	94,633	66,964	43,515	83,781	84,013	102,202	122,973	57,401	73,027	961,562	36.5%	933,779	37.8%
20-42330 - Group Banquet Dinner	20,896	30,813	27,538	42,950	23,926	24,000	39,590	33,709	40,693	55,484	20,873	33,204	389,675	14.8%	447,837	18.1%
20-42370 - Group Banquet Coffee Break	14,180	23,392	21,681	53,247	47,402	38,018	42,007	44,015	47,563	52,655	40,188	39,751	533,173	20.2%	428,985	17.4%
Group Banquet Reception	138,914	205,212	267,465	265,663	188,064	140,092	233,747	242,510	258,251	315,457	165,608	211,974	2,632,957	100.0%	2,471,995	100.0%
20-42311 - Local Banquet Breakfast	4,907	10,686	11,200	17,298	14,987	39,960	13,908	8,814	9,074	12,655	13,338	7,731	164,535	13.2%	166,621	12.8%
20-42321 - Local Banquet Lunch	14,726	28,791	24,958	40,672	37,084	179,301	34,192	30,964	22,276	25,922	30,017	17,905	486,306	39.1%	544,740	41.9%
20-42331 - Local Banquet Dinner	7,296	22,771	15,520	26,104	19,633	79,838	21,361	12,960	19,362	16,788	21,952	14,235	277,821	22.3%	294,653	22.7%
20-42361 - Local Banquet Coffee Break	5,565	5,899	8,883	21,513	15,487	43,440	19,028	9,400	10,495	11,829	7,644	7,644	166,202	13.5%	161,797	12.5%
20-42371 - Local Banquet Reception	3,435	6,045	5,808	16,431	9,635	44,440	11,225	9,594	9,216	8,166	16,933	5,273	146,701	11.8%	131,672	10.1%
Local Banquet Food Revenue	35,929	74,192	66,369	122,018	96,856	386,978	99,813	74,131	66,917	74,026	94,068	52,287	1,243,565	100.0%	1,299,483	100.0%
Total Food Revenue	174,843	279,403	333,834	387,680	284,900	527,071	333,560	314,641	327,168	389,483	259,676	264,262	3,876,522		3,771,478	
Total Food Covers	10,129	16,501	17,890	19,204	15,293	24,786	18,597	16,981	18,002	20,823	13,222	14,032	205,460		195,167	
Total Average Check	17,26	16,93	18,66	20,19	18,63	21,26	17,94	18,53	18,17	18,70	19,64	18,83	18,87		19,33	
20-42310 - Group Banquet Breakfast Covers	1,610	2,300	2,658	2,597	2,197	2,012	2,627	2,537	2,233	3,580	1,835	2,288	28,475	19.5%	26,387	19.8%
20-42320 - Group Banquet Lunch Covers	2,034	2,739	3,597	3,093	2,439	1,945	3,129	3,021	3,675	4,264	1,968	2,727	34,631	23.7%	33,806	25.4%
20-42330 - Group Banquet Dinner Covers	725	1,052	800	1,188	1,063	800	1,202	1,160	1,411	1,637	697	1,048	12,783	8.7%	14,217	10.7%
20-42360 - Group Banquet Coffee Break Cove	3,435	4,370	5,769	5,274	3,911	3,119	5,019	4,842	5,892	5,767	3,742	4,373	55,513	37.9%	46,085	24.6%
20-42370 - Group Banquet Reception Covers	540	1,075	1,766	1,721	957	763	1,475	1,928	1,482	1,673	563	1,070	14,993	10.2%	12,750	9.6%
Group Banquet Food Covers	8,344	11,536	14,580	13,873	10,567	8,659	13,452	13,488	14,653	16,921	8,826	11,906	146,395	100.0%	133,225	100.0%
20-42311 - Local Banquet Breakfast Covers	347	746	578	933	918	2,826	900	611	586	683	769	442	10,339	17.5%	10,625	17.2%
20-42321 - Local Banquet Lunch Covers	540	1,019	789	1,274	1,108	3,859	1,230	835	801	932	1,051	604	14,042	23.8%	16,082	26.0%
20-42331 - Local Banquet Dinner Covers	168	1,160	475	768	664	2,325	741	503	482	562	633	364	8,845	15.0%	9,224	14.9%
20-42361 - Local Banquet Coffee Break Cover	551	1,575	1,099	1,775	1,534	5,377	1,713	1,163	1,115	1,299	1,464	841	19,506	33.0%	19,125	30.9%
20-42371 - Local Banquet Reception Covers	179	465	359	581	502	1,760	561	381	365	426	479	275	6,333	10.7%	6,886	11.1%
Local Banquet Food Covers	1,785	4,965	3,300	5,331	4,726	16,147	5,145	3,493	3,349	3,902	4,396	2,526	59,065	100.0%	61,942	100.0%

Coal Springs Conference Center
Banquets
Rolling 13 Month Budget

Revenue	Budget												Total	Projection		
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015		Jun 2015 T12	Jun 2015 T12	Jun 2016 T12
Banquet Food Revenue	174,843	279,403	332,834	387,680	284,900	527,071	333,560	314,841	327,168	389,483	259,676	264,262	3,876,522	59.3%	3,771,478	58.5%
20-42680 - Banquet Social Rental	34,610	34,293	39,547	33,963	32,484	19,933	26,189	17,319	35,622	20,556	39,339	43,682	376,999	15.2%	353,799	14.3%
20-42685 - Banquet Service Charges	63,519	97,123	111,986	115,754	19,982	136,580	108,962	93,780	112,995	125,164	115,785	89,119	1,264,749	51.1%	1,266,744	51.2%
20-42691 - Audio / Visual Income	52,192	62,087	72,070	64,026	58,556	67,320	70,326	60,002	73,100	81,470	74,995	56,692	789,004	31.9%	782,922	31.6%
20-42697 - Misc Banquet Revenue	2,178	3,137	3,808	5,994	2,955	5,568	3,816	2,783	3,908	4,900	3,052	4,629	45,629	1.8%	70,271	2.8%
Total Other Revenue	152,499	196,640	227,614	219,737	185,977	256,861	209,293	177,883	225,625	234,550	234,159	192,545	2,476,380	100.0%	2,473,735	100.0%
Banquet Beverage Revenue	3,180	7,716	12,048	16,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,540	2.8%	199,951	3.1%
Total Banquet Revenues	330,523	483,759	573,493	626,209	496,130	789,103	564,972	506,401	562,041	642,942	504,715	466,164	6,535,443		6,445,164	
Revenue	26,146	35,489	50,073	50,328	33,372	23,312	43,287	49,643	44,480	58,999	31,836	40,663	489,640	18.6%	425,492	17.2%
20-42310 - Group Banquet Breakfast	47,665	75,310	110,079	64,633	66,984	43,151	83,781	84,913	102,202	122,973	57,401	73,027	961,562	36.5%	933,779	37.8%
20-42320 - Group Banquet Lunch	20,896	30,813	27,538	42,950	22,964	33,709	39,590	40,693	45,464	55,464	30,204	389,675	14.8%	447,877	18.1%	
20-42360 - Group Banquet Dinner	30,827	40,208	58,094	53,477	47,402	38,018	42,001	47,563	52,655	60,188	39,751	533,173	20.2%	428,985	17.4%	
20-42370 - Group Banquet Coffee Break	13,894	23,392	21,681	24,594	17,401	9,748	25,082	31,330	23,303	25,347	15,310	28,329	258,907	9.8%	235,904	9.5%
Group Banquet Food Revenue	138,914	205,212	267,465	265,663	188,064	140,092	233,747	242,510	258,251	315,187	165,608	211,974	2,632,957	100.0%	2,471,995	100.0%
20-42311 - Local Banquet Breakfast	4,907	10,666	11,200	17,298	14,987	39,960	13,908	6,814	9,054	12,655	13,311	7,721	164,535	13.2%	166,621	12.8%
20-42321 - Local Banquet Lunch	14,726	28,791	24,958	40,672	37,084	179,331	34,192	30,964	22,276	25,922	30,017	17,405	486,306	39.1%	544,740	41.9%
20-42331 - Local Banquet Dinner	7,296	22,771	15,520	26,104	19,633	79,838	21,361	12,960	19,362	16,788	14,235	27,821	277,821	22.3%	294,653	22.7%
20-42361 - Local Banquet Coffee Break	5,565	6,899	8,883	21,313	15,497	43,440	19,028	9,400	9,009	10,495	11,829	7,644	168,202	13.5%	181,797	12.5%
20-42371 - Local Banquet Reception	3,435	6,045	5,808	16,431	9,635	44,440	11,325	5,994	9,216	8,166	5,273	146,701	11.8%	131,672	10.1%	
Local Banquet Food Revenue	35,929	74,192	66,369	122,018	96,836	386,978	99,813	72,131	68,917	74,026	94,068	52,287	1,243,565	100.0%	1,297,463	100.0%
Total Banquet Food Revenue	174,843	279,403	333,834	387,680	284,900	527,071	333,560	314,641	327,168	389,483	259,676	264,262	3,876,522		3,771,478	
Covers	1,610	2,300	2,658	2,897	2,197	2,012	2,627	2,537	2,229	3,580	1,836	2,288	28,475	19.5%	26,367	19.8%
20-42310 - Group Banquet Breakfast Covers	2,094	2,729	3,093	2,439	1,965	3,129	3,021	3,675	4,264	1,968	1,968	2,727	34,631	23.7%	33,806	25.4%
20-42320 - Group Banquet Lunch Covers	723	1,052	800	1,088	1,063	800	1,202	1,160	1,411	1,637	1,048	1,048	12,783	8.7%	14,217	10.7%
20-42360 - Group Banquet Dinner Covers	540	4,370	5,769	5,274	3,911	3,119	5,019	4,942	5,892	5,767	3,742	4,373	55,513	37.9%	46,085	31.6%
20-42370 - Group Banquet Coffee Break Covers	8,344	11,576	14,590	13,873	10,567	9,639	13,452	13,488	14,653	16,921	8,826	11,506	146,395	10.2%	12,750	9.6%
Group Banquet Food Covers	347	746	933	918	611	586	683	769	683	769	442	442	10,339	17.5%	10,625	17.2%
20-42311 - Local Banquet Breakfast Covers	540	1,019	789	1,274	1,108	2,629	1,230	835	801	932	1,051	604	14,942	23.8%	16,082	26.0%
20-42321 - Local Banquet Lunch Covers	168	1,160	475	768	664	2,325	741	503	482	562	633	364	8,845	15.0%	9,224	14.9%
20-42361 - Local Banquet Dinner Covers	551	1,575	1,099	1,773	1,531	5,377	1,713	1,115	1,299	1,464	841	1,479	19,506	33.0%	19,125	30.9%
20-42371 - Local Banquet Reception Covers	1,785	4,965	3,300	5,331	4,726	16,447	5,145	3,493	3,349	3,902	4,396	2,516	6,333	10.7%	6,886	11.1%
Local Banquet Food Covers	10,129	16,501	17,890	19,204	15,293	24,786	18,937	16,981	18,002	20,823	13,222	14,032	205,460	100.0%	61,942	100.0%
Total Banquet Food Covers	16,74	15,43	18,94	19,38	15,19	12,58	16,46	19,37	19,92	16,48	17,34	17,77	17,20	17,20	16,14	16,14
Group Banquet Breakfast - Ave Check	23,43	27,50	30,60	27,46	22,37	28,78	27,81	28,84	29,17	28,84	29,17	27,77	27,77	27,77	27,62	27,62
Group Banquet Lunch - Ave Check	28,92	29,25	34,42	38,15	21,37	30,00	32,94	29,06	28,84	33,69	29,95	28,82	30,48	30,48	31,50	31,50
Group Banquet Dinner - Ave Check	8,74	9,20	10,07	10,10	12,12	12,19	8,37	9,09	6,07	9,13	10,74	9,09	9,60	9,60	9,31	9,31
Group Banquet Coffee Break - Ave Check	26,26	21,76	12,28	14,24	18,18	12,12	17,01	16,15	15,15	16,16	15,15	26,26	17,27	17,27	18,50	18,50
Group Banquet Reception - Ave Check	16,65	17,79	18,33	19,15	17,80	16,22	17,38	17,96	17,62	18,64	18,76	18,42	17,99	17,99	18,56	18,56
Group Banquet Food Ave Check	14,14	14,32	19,38	18,54	16,33	14,14	15,45	14,43	15,45	18,53	17,34	17,49	15,91	15,91	15,68	15,68
Local Banquet Lunch - Ave Check	27,27	28,25	31,63	31,92	33,47	46,46	27,80	37,08	27,81	28,56	28,82	24,63	34,63	34,63	33,87	33,87
Local Banquet Dinner - Ave Check	43,43	19,63	32,67	33,99	29,57	34,34	28,83	25,77	40,17	29,87	34,68	39,11	31,41	31,41	31,94	31,94
Local Banquet Coffee Break - Ave Check	10,10	3,75	8,08	12,12	10,10	8,08	11,11	8,08	8,08	8,08	8,08	8,62	8,62	8,62	8,46	8,46
Local Banquet Reception - Ave Check	19,19	13,00	16,18	28,28	19,19	25,25	20,19	26,23	25,25	19,17	35,35	19,18	23,16	23,16	19,12	19,12
Local Banquet Food Ave Check	20,13	14,94	20,11	22,89	20,49	23,97	19,40	20,65	20,58	18,97	21,40	20,70	21,05	21,05	20,96	20,96
Total Banquet Average Check	17,26	16,93	18,66	20,19	18,63	21,26	17,94	18,53	18,17	18,70	19,64	18,83	18,87	18,87	18,87	19,37

Cool Springs Conference Center
Beverage
Rolling 12 Month BudCast

	BudCast Jul 2014	BudCast Aug 2014	BudCast Sep 2014	BudCast Oct 2014	BudCast Nov 2014	BudCast Dec 2014	BudCast Jan 2015	BudCast Feb 2015	BudCast Mar 2015	BudCast Apr 2015	BudCast May 2015	BudCast Jun 2015	Total	Budget Jun 2015 T12	Projection Jun 2014 T12
Revenue															
Banquet Beverage Revenue	3,180	7,716	12,048	16,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,540	182,540	199,951
Beverage Revenue	3,180	7,716	12,048	16,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	182,540	182,540	199,951
Cost of Sales															
Total Cost of Sales	685	1,705	2,735	3,996	3,519	7,565	5,018	3,974	2,032	4,874	2,383	1,849	40,335	40,335	43,738
Operating Expense															
30-73220 - License & Permits	0	0	0	2,975	0	0	0	0	0	0	0	0	2,975	2,975	2,975
Total Operating Expense	0	0	0	2,975	0	0	0	0	0	0	0	0	2,975	2,975	2,975
Beverage Profit/(Loss)	2,495	6,011	9,313	11,821	11,734	27,607	17,101	13,902	7,216	17,035	8,497	6,498	139,231	139,231	153,238

Cool Springs Conference Center
 BevStats
 Rolling 12 Month Budcast

	Jul 2014		Aug 2014		Sep 2014		Oct 2014		Nov 2014		Dec 2014		Jan 2015		Feb 2015		Mar 2015		Apr 2015		May 2015		Jun 2015		Total		Budget		Projection	
	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast
30-43310 - Banquet Liquor	738	1,150	2,761	5,145	2,547	9,496	3,973	4,275	1,528	4,435	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	40,354	66.1%	39,142	19.6%
30-43312 - Banquet Liquor-Local	513	1,461	501	2,776	1,016	4,376	2,057	1,444	1,718	2,542	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	20,708	33.9%	39,227	50.1%	
Liquor Sales	1,251	2,611	3,262	7,921	3,563	13,872	6,030	5,719	3,246	6,977	3,885	2,725	3,885	2,725	3,885	2,725	3,885	2,725	3,885	2,725	3,885	2,725	3,885	2,725	3,885	61,062	100.0%	78,369	100.0%	
30-43320 - Banquet Beer	661	1,354	2,761	4,313	3,547	3,782	3,973	3,275	1,592	3,435	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	31,819	58.6%	30,883	66.0%	
30-43322 - Banquet Beer-Local	580	1,943	501	1,865	1,016	5,158	2,057	1,444	2,284	2,542	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	22,496	41.4%	15,918	34.0%	
Beer Sales	1,241	3,297	3,262	6,178	4,563	8,940	6,030	4,719	3,876	5,977	4,425	1,807	4,425	1,807	4,425	1,807	4,425	1,807	4,425	1,807	4,425	1,807	4,425	1,807	4,425	54,315	100.0%	46,801	100.0%	
30-43330 - Banquet Wine	445	1,096	4,522	1,332	5,095	5,201	7,946	5,550	1,289	5,871	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	42,904	63.9%	49,836	66.6%	
30-43332 - Banquet Wine-Local	243	712	1,002	3,361	2,032	7,159	2,113	1,888	837	3,084	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	24,259	36.1%	24,945	33.4%	
Wine Sales	688	1,808	5,524	4,693	7,127	12,360	10,059	7,438	2,126	8,955	2,570	3,815	2,570	3,815	2,570	3,815	2,570	3,815	2,570	3,815	2,570	3,815	2,570	3,815	2,570	67,163	100.0%	74,781	100.0%	
30-43310 - Banquet Liquor	738	1,150	2,761	5,145	2,547	9,496	3,973	4,275	1,528	4,435	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	1,962	2,344	40,354	22.1%	39,142	19.6%
30-43320 - Banquet Beer	661	1,354	2,761	4,313	3,547	3,782	3,973	3,275	1,592	3,435	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	1,426	1,700	31,819	17.4%	30,883	15.4%	
30-43330 - Banquet Wine	445	1,096	4,522	1,332	5,095	5,201	7,946	5,550	1,289	5,871	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	3,052	1,505	42,904	0.0%	49,836	0.0%	
30-43312 - Banquet Liquor-Local	513	1,461	501	2,776	1,016	4,376	2,057	1,444	1,718	2,542	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	381	1,923	20,708	0.0%	39,227	0.0%	
30-43322 - Banquet Beer-Local	580	1,943	501	1,865	1,016	5,158	2,057	1,444	2,284	2,542	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	381	2,725	22,496	0.0%	15,918	0.0%	
30-43332 - Banquet Wine-Local	243	712	1,002	3,361	2,032	7,159	2,113	1,888	837	3,084	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	763	1,065	24,259	0.0%	24,945	0.0%	
Banquet Beverage Revenue	3,180	7,716	12,048	18,792	15,253	35,172	22,119	17,876	9,248	21,909	10,880	8,347	10,880	8,347	10,880	8,347	10,880	8,347	10,880	8,347	10,880	8,347	10,880	8,347	10,880	8,347	182,540	100.0%	199,951	100.0%

Coal Springs Conference Center
 Misc-Summary
 Rolling 12 Month Budcast

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Projection
Revenue	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	32,400	28,933
Misc Dept Revenue	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	32,400	28,933
Total Revenue	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	32,400	28,933
Profit/(Loss)															
Misc Dept	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	32,400	28,933
Total Profit/(Loss)	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	32,400	32,400	28,933

Cool Springs Conference Center
Misc Dept
Rolling 12 Month Budget

	Budget												Total	Budget		Project		
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015		Jun 2015	Jun 2015	Jun 2015	Jun 2015	Jun 2015
Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
50-45137 - Deposit Excess/Refunds/Cancellation Fee	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700
50-45136 - Attention FRB	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700
Total Revenue	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700
Misc Dept Profit/(Loss)	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700

Cool Springs Conference Center
Admin & General
Rolling 12 Month Budcast

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Projection
	334,156	487,803	577,825	630,821	490,097	794,190	569,307	510,293	586,415	647,523	509,147	469,162	6,586,540	6,586,540	6,513,709
Total Revenue															
Payroll															
Admin and General Administration	4,473	4,473	4,321	4,473	4,473	4,049	4,473	4,473	4,473	4,472	4,629	4,472	53,100	53,100	50,057
Admin and General Accounting	7,597	7,597	7,339	7,597	7,597	6,877	7,597	7,597	7,596	7,596	7,863	7,596	90,191	90,191	81,403
Admin and General Night Audit	1,681	1,681	1,624	1,681	1,681	1,522	1,681	1,681	1,681	1,740	1,681	1,681	19,961	19,961	20,247
Admin and General Security	3,486	3,486	3,367	3,486	3,486	3,486	3,486	3,486	3,486	3,485	3,608	3,485	41,382	41,382	41,400
Admin and General Human Resources	3,610	3,610	3,487	3,610	3,610	3,268	3,610	3,610	3,610	3,609	3,736	3,609	42,855	42,855	42,561
Admin and Gen Misc Payroll	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
60-66199 - Incentives	1,589	1,589	1,538	1,589	1,589	1,448	1,589	1,589	1,589	1,589	1,641	1,589	18,875	18,875	17,275
60-66798 - Sick / Vacation Pay	1,393	1,393	1,345	1,393	1,393	1,261	1,393	1,393	1,393	1,392	1,441	1,392	16,532	16,532	16,000
60-66797 - Holiday Pay	289	289	0	289	289	0	289	289	289	0	289	0	1,814	1,814	1,497
60-66995 - PTBE	4,586	4,586	4,430	4,586	4,586	4,151	4,586	4,586	4,585	4,746	4,585	4,585	54,443	54,443	52,107
Total Payroll	28,703	28,414	27,741	28,741	28,783	25,730	28,703	28,414	28,409	29,693	28,409	28,409	339,153	339,153	321,316
Operating Expense															
60-76175 - Dues and Subscriptions	15	150	50	270	15	15	460	75	15	15	15	140	1,235	1,235	683
60-76350 - Telecommunications	140	140	140	140	140	140	140	140	140	140	140	140	1,680	1,680	1,871
60-76460 - Chargebacks	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41
60-76501 - Information Systems	47	47	47	47	47	47	47	47	47	47	47	47	564	564	324
60-76520 - Bank Charges	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600	3,404
60-76550 - Cash Over / Short	0	0	0	0	0	0	0	0	0	0	0	0	0	0	480
60-76600 - Employee Relocation	610	460	580	460	460	580	460	460	580	460	460	460	6,050	6,050	5,824
60-76610 - Employee Recruiting	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,067
60-76700 - Credit Card Commission	3,342	4,878	5,778	6,306	4,901	7,942	5,693	5,103	5,664	6,475	5,091	4,692	65,865	65,865	65,137
60-76710 - Credit & Collection	105	105	105	105	105	105	105	105	105	105	105	105	1,260	1,260	1,330
60-76755 - License & Permits	350	8	8	375	8	8	1,095	8	40	8	8	360	2,276	2,276	2,113
60-76755 - Software License Fees	70	70	70	70	70	70	70	70	70	70	70	70	840	840	134
60-76760 - Uniforms - Purchase/Cleaning	0	0	0	0	0	0	0	0	0	0	0	0	0	0	240
60-76770 - Guest Relations	55	55	55	55	55	55	55	55	55	55	55	55	735	735	2,901
60-76800 - Fees - Professional	2,960	10,460	460	715	2,460	460	676	1,039	460	460	888	460	21,501	21,501	20,421
60-76801 - Fees - Legal	900	900	900	900	900	900	900	900	900	900	900	900	10,800	10,800	13,856
60-76832 - Taxes - Adjustment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	172
60-76840 - Postage	70	70	70	70	70	70	70	70	70	70	70	70	840	840	811
60-76860 - Printing & Stationery	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	22,800	22,415
60-76880 - Travel & Meals	300	85	410	1,225	85	650	85	650	85	275	85	85	3,455	3,455	5,275
60-76883 - Training	370	370	560	70	70	80	70	1,925	565	180	400	400	4,690	4,690	4,579
60-76990 - VPE Gifts	50	50	50	50	50	50	50	50	50	50	50	50	600	600	627
60-76991 - Loss & Damage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	320
Total Operating Expense	11,584	20,048	11,484	13,058	11,646	12,677	12,381	11,042	12,407	11,856	10,374	10,234	148,791	148,791	155,435
Admin Dept Total	40,287	48,462	39,225	41,472	39,388	41,460	41,083	36,772	40,820	40,265	40,067	38,643	487,945	487,945	476,750

Cool Springs Conference Center
Sales & Marketing
Rolling 12 Month Budget

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Projection
	334,156	487,803	577,825	650,621	490,097	794,130	569,307	510,293	566,415	647,523	509,147	469,162	6,586,540	6,586,540	6,513,709
Total Revenue	12,709	12,709	12,709	12,709	12,709	12,709	12,709	11,505	12,709	12,709	13,154	12,707	150,882	150,882	145,852
Payroll	1,061	1,061	1,061	1,061	1,061	1,061	1,061	960	1,061	1,061	1,098	1,061	12,591	12,591	10,255
Sales and Marketing Management	7,938	7,938	7,938	7,938	7,938	7,938	7,938	7,185	7,938	7,937	8,216	7,937	94,237	94,237	89,597
Sales and Marketing Administration	2,812	2,812	2,812	2,812	2,812	2,812	2,812	2,545	2,812	2,811	2,910	2,811	33,382	33,382	31,640
70-67189 - Travel Expenses	1,446	1,446	1,446	1,446	1,446	1,446	1,446	1,309	1,446	1,446	1,446	1,446	17,164	17,164	15,988
70-67190 - Sick / Vacation Pay	107	107	107	107	107	107	107	0	107	107	111	111	646	646	481
70-67192 - Holiday Pay	5,263	5,263	5,263	5,263	5,263	5,263	5,263	4,765	5,263	5,263	5,448	5,263	62,487	62,487	60,836
70-67193 - FT/EB	31,335	31,335	31,335	31,335	31,335	31,335	31,335	28,269	31,335	31,335	32,433	31,335	371,389	371,389	354,248
Total Payroll	17,740	17,740	17,740	17,740	17,740	17,740	16,759	14,567	17,936	19,807	19,448	18,778	209,526	209,526	208,894
Operating Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77100 - Colateral Material (Brochures)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77102 - Production Costs	34	34	34	34	34	34	34	34	34	34	34	34	408	408	528
70-77150 - Advertising Media (Newspapers/Mags)	2,242	1,419	1,154	1,747	1,626	2,587	1,519	1,958	2,557	1,154	1,654	1,654	20,771	20,771	17,798
70-77350 - Telephone	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,325
70-77370 - Postage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100
70-77600 - Frequent Flier/Stay Expense	17,740	16,294	17,356	20,769	15,880	14,191	16,759	14,567	17,936	19,807	19,448	18,778	209,526	209,526	208,894
70-77680 - Supplies - Office	500	500	500	500	500	500	500	500	500	500	500	500	9,000	9,000	1,254
70-77700 - Promotion - Inhouse	300	0	0	0	250	0	0	0	1,075	500	250	0	3,575	3,575	7,970
70-77750 - Promotion - Outside	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8
70-77780 - Miscellaneous	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77790 - E-Commerce	145	145	3,840	145	145	145	145	145	145	145	150	100	290	290	420
70-77797 - Group and Catering Automation	5,233	5,346	8,119	6,499	5,411	5,238	6,932	5,609	7,510	7,319	5,951	6,827	76,504	76,504	5,123
70-77798 - National Sales/Revenue Management	2,165	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800	76,764
70-77800 - Travel & Meals	1,980	175	175	175	175	175	175	175	175	175	175	175	5,065	5,065	900
70-77881 - Training	31,384	24,238	32,003	30,194	23,874	22,221	28,097	23,374	29,758	35,337	28,232	28,539	337,064	337,064	5,573
Total Operating Expense	62,518	55,466	62,278	61,422	54,149	53,569	59,432	51,643	60,986	66,562	60,665	59,764	708,452	708,452	696,473
Sales Dept Total	62,518	55,466	62,278	61,422	54,149	53,569	59,432	51,643	60,986	66,562	60,665	59,764	708,452	708,452	696,473

Cool Springs Conference Center
Fees
Rolling 12 Month BudCast

	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	BudCast	Total	Budget	Projection			
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Jun 2015	Jun 2015	Jun 2015	Jun 2015	T12	Jun 2015	T12	Jun 2014	T12	
Total Revenue	334,156	487,803	577,825	630,621	490,097	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,586,540	0	0	0	6,586,540	6,586,540	6,513,709			
Franchise Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
71-77900 - Royalty Fees	7,584	7,274	7,541	8,323	13,524	6,178	7,094	7,116	8,083	8,269	7,908	7,938	96,832	0	0	0	96,832	96,832	97,627	0.0%	0.0%	
71-77950 - Marketing Fees	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000	0	0	0	75,000	75,000	43,750	1.5%	1.5%	
71-77901 - Royalty Fees FB	13,834	13,524	13,791	14,573	19,774	12,428	13,344	13,366	14,333	14,519	14,158	14,188	171,832	0	0	0	171,832	171,832	172,627	1.1%	1.1%	
Total Franchise Fees	17,668	17,048	17,562	18,146	29,548	18,856	26,738	26,732	26,666	26,738	26,316	26,276	172,664	0	0	0	172,664	172,664	144,154	2.6%	2.6%	
Management Fees	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	186,972	15,581	15,581	15,581	186,972	186,972	181,522	2.8%	2.8%	
89-80010 - Base Management Fee	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	186,972	15,581	15,581	15,581	186,972	186,972	181,522	2.8%	2.8%	
Total Management Fees	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	186,972	15,581	15,581	15,581	186,972	186,972	181,522	2.8%	2.8%	

Cool Springs Conference Center
Fixed and Other
Rolling 12 Month Budget

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Jun 2015 T12	Jun 2014 T12
Total Revenue	334,156	467,803	577,825	630,621	490,097	794,190	569,307	510,293	566,415	647,524	509,147	469,162	6,586,540	6,586,540	6,586,540	6,513,709
Property Taxes	108	108	108	108	108	108	108	108	108	108	108	108	1,296	1,296	1,296	864
Taxes Other	108	108	108	108	108	108	108	108	108	108	108	108	1,296	1,296	1,296	864
Total Taxes	216	216	216	216	216	216	216	216	216	216	216	216	2,592	2,592	2,592	1,728
Insurance	2,213	708	2,213	2,213	708	2,324	2,324	743	2,324	743	2,324	743	27,333	27,333	27,333	23,839
90-80450 - Property Insurance	708	708	708	708	708	743	743	743	743	743	743	743	8,741	8,741	8,741	13,205
90-80460 - General Liability Insurance	-	-	-	-	-	-	-	-	-	-	-	-	368	368	368	350
90-80481 - Crime Insurance	-	-	-	-	-	-	-	-	-	-	-	-	2,292	2,292	2,292	2,183
90-80482 - EPL Insurance	-	-	-	-	-	-	-	-	-	-	-	-	3,067	3,067	3,067	3,057
Total Insurance	2,213	708	2,213	2,213	708	2,324	2,324	743	2,324	743	2,324	743	27,333	27,333	27,333	23,839
Other	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	189,684	189,684	189,684	184,165
90-80750 - Other Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	2,028	2,028	2,028	2,029
90-80800 - Owners Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(41,235)
90-81005 - Prior Year Expenses	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	191,712	191,712	191,712	141,958
Total Other	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	15,807	189,684	189,684	189,684	184,165
Total Fixed Charges	18,836	18,836	18,836	18,836	18,836	18,836	18,836	18,836	18,836	18,836	18,836	18,836	231,742	231,742	231,742	228,993

Coal Springs Conference Center
 PTEB
 Rolling 12 Month Budget

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Total	Budget	Projection
Total Revenue	334,155	487,803	577,025	630,621	490,097	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,586,540	6,586,540	6,513,709
Wages	105,242	131,923	138,596	144,703	126,318	173,030	143,769	129,084	139,020	155,155	123,111	122,133	1,632,083	1,632,083	1,607,962
Food Payroll	24,117	23,828	23,311	23,628	23,311	24,157	24,117	21,579	23,828	23,824	24,947	23,824	284,710	284,710	269,208
Admin and General Payroll	26,072	25,965	25,190	25,965	25,190	26,072	26,072	23,504	25,965	25,962	26,985	25,962	308,902	308,902	293,411
Sales and Marketing Payroll	11,466	11,205	11,085	11,205	11,085	11,710	11,466	10,143	11,205	11,203	11,867	11,203	134,542	134,542	132,160
Repairs and Maintenance Payroll	186,696	192,920	196,083	205,700	185,904	235,008	205,423	184,310	200,017	216,145	186,910	183,122	2,360,537	2,360,537	2,302,742
Total Wages	157,983	178,399	182,440	188,800	172,447	213,196	189,057	169,367	184,175	197,820	175,274	170,774	2,179,732	2,179,732	2,116,508
PTEB Payroll	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PTEB Dept Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0