



HISTORIC  
FRANKLIN  
TENNESSEE

ITEM # 2  
FINANCE  
06-12-14

## MEMORANDUM

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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%
<b>0.0%</b>	<b>6,787,472</b>	<b>6,513,709</b>	<b>6,586,540</b>	<b>100.0%</b>
0.0%	3,693,959	3,612,969	3,631,317	57.0%
0.0%	46,328	46,713	43,310	23.7%
<b>0.0%</b>	<b>3,740,287</b>	<b>3,659,682</b>	<b>3,674,626</b>	<b>55.8%</b>
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%
<b>0.0%</b>	<b>1,885,735</b>	<b>1,963,373</b>	<b>1,991,948</b>	<b>30.2%</b>
<b>0.0%</b>	<b>1,161,449</b>	<b>890,653</b>	<b>919,965</b>	<b>14.0%</b>
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%
<b>0.0%</b>	<b>220,793</b>	<b>185,398</b>	<b>231,742</b>	<b>3.5%</b>
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%
<b>0.0%</b>	<b>2,301,783</b>	<b>2,302,742</b>	<b>2,360,537</b>	<b>35.8%</b>

	vs 2012	Variance vs 2013	vs 2014
Food Revenue	0.0%	(209,476)	86,774
Beverage Revenue	0.0%	12,528	(17,410)
Misc Dept Revenue	0.0%	(3,984)	3,467
<b>Total Revenue</b>	<b>0%</b>	<b>(200,932)</b>	<b>72,830</b>
Food Expense	0.0%	62,643	(18,348)
Beverage Expense	0.0%	3,018	3,404
<b>Departmental Expense</b>	<b>0%</b>	<b>65,661</b>	<b>(14,944)</b>
Administrative and General	0.0%	185	(11,194)
Sales and Marketing	0.0%	(82,354)	(11,979)
Energy	0.0%	9,103	(1,346)
Repairs and Maintenance	0.0%	(18,301)	(4,851)
Franchise Fees	0.0%	(14,846)	795
<b>Undistributed Expense</b>	<b>0%</b>	<b>(106,213)</b>	<b>(28,575)</b>
<b>Gross Operating Profit</b>	<b>0%</b>	<b>(241,484)</b>	<b>29,312</b>
<b>GOP Flow</b>	<b>14.0%</b>	<b>-20.2%</b>	<b>40.2%</b>
Management Fees	0.0%	(10,738)	(5,450)
Insurance	0.0%	(1,263)	842
Taxes	0.0%	2	(432)
Leases	0.0%	1	0
Other	0.0%	(9,689)	(46,754)
<b>Total Fixed Charges</b>	<b>0%</b>	<b>(10,949)</b>	<b>(46,344)</b>
Raw Payroll	0.0%	(32,822)	(43,752)
Incentives	0.0%	(20,063)	(7,380)
Sick/Vacation/Holiday	0.0%	(5,870)	(6,663)
<b>Total</b>	<b>0.0%</b>	<b>(58,754)</b>	<b>(57,795)</b>

**PRELIMINARY**  
**2014-2015 Budget**

Cool Springs Conference Center  
Statement of Income  
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		
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	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	182,540	182,540	2.8%	159,951	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	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	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	3,631,317	57.0%	3,612,969	57.5%
Beverage Expense	685	1,705	2,735	6,971	3,519	7,565	5,018	3,974	2,032	4,874	2,383	1,849	43,310	43,310	23.7%	46,713	23.4%
Departmental Expense	216,534	284,855	315,650	334,754	282,524	407,173	320,818	291,260	313,835	361,161	280,041	266,022	3,674,626	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	487,945	7.4%	476,750	7.3%
Sales and Marketing	62,518	55,466	62,278	61,422	54,149	53,589	59,432	51,643	60,986	66,562	60,865	59,764	708,452	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	314,516	4.8%	313,170	4.8%
Repairs and Maintenance	26,041	25,755	25,208	25,780	25,598	25,960	26,291	24,729	25,605	25,978	26,696	25,603	309,203	309,203	4.7%	304,353	4.7%
Franchise Fees	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	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	1,991,948	30.2%	1,963,373	30.1%
Gross Operating Profit	(54,150)	34,793	102,128	128,560	43,306	226,676	78,649	66,390	82,032	113,195	60,715	37,571	919,965	919,965	14.0%	890,653	13.7%
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	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	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	38,734	0.6%	39,576	0.6%
Taxes	108	108	108	108	108	108	108	108	108	108	108	108	1,296	1,296	0.0%	864	0.0%
Other	15,807	15,807	16,314	15,807	15,807	16,314	15,807	15,807	16,314	15,807	16,314	16,314	191,712	191,712	2.9%	144,958	2.2%
Total Fixed Changes	18,836	18,836	19,343	18,836	18,836	19,489	21,642	18,982	19,489	18,982	19,489	19,489	231,742	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	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	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	182,998	197,742	167,041	166,275	2,136,701	2,136,701	32.4%	2,092,949	32.1%
Incentives	7,231	7,231	6,989	7,231	6,989	7,231	7,231	6,555	7,231	7,230	7,480	7,230	85,857	85,857	1.3%	78,476	1.3%
Sick/Vacation/Holiday	11,326	10,056	12,739	10,654	12,164	14,806	13,113	9,555	10,388	11,473	12,389	9,618	137,979	137,979	2.1%	131,317	2.0%
PTEB Expense	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%
Total	166,896	192,920	198,183	205,700	185,904	235,008	205,423	184,310	200,017	216,145	186,910	183,122	2,360,537	2,360,537	35.8%	2,302,742	2.0%

**PREMILINARY  
2014-2015 Budget**

Cool Springs Conference Center  
 FBSummary  
 Rolling 12 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 2014 T12	Jun 2014 T12
Food Revenue -20	328,276	477,387	563,077	609,129	472,144	756,318	544,482	489,717	554,467	622,914	495,567	458,115	6,371,599	97.2%	6,284,826	96.9%
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	96.9%
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	3.1%
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	3.1%
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	100.0%
Cost of Sales	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	14.7%
Net Food Cost - 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%	43,738	21.9%
Total Cost of Other Food Sales - All	36,448	43,467	50,628	45,377	40,995	44,804	49,288	41,958	51,221	57,070	52,555	39,728	553,538	8.7%	549,212	8.7%
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	1,545,185	23.0%	1,515,312	23.4%
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	30.1%
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	30.1%
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	29.2%
Operating Expense	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	3.8%
Food Operating Expense - Summary	0	0	0	2,975	0	0	0	0	0	0	0	0	2,975	0.0%	2,975	0.0%
Beverage 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	240,996	3.8%	246,128	3.8%
Total Operating Expense	14,329	18,278	20,670	20,619	22,245	28,844	19,862	19,109	19,658	26,582	16,808	16,967	246,946	3.8%	252,078	3.9%
Profit/(Loss)	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	41.2%
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	41.2%
Beverage	2,495	6,011	9,313	11,821	11,794	27,607	17,101	13,902	7,216	18,000	8,497	6,498	139,231	2.1%	153,238	2.4%
Total Profit/(Loss)	114,923	200,248	259,475	293,167	204,933	384,317	245,789	216,333	249,881	283,627	226,406	200,440	2,879,513	43.9%	2,825,094	43.6%

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	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	Bud/Cast	Jun 2015 T12	Jun 2015 T12		
<b>Revenue</b>																	
Banquet Food Revenue	174,843	279,403	333,834	387,680	284,900	527,071	333,560	314,641	327,168	389,483	250,676	264,262	3,876,572	3,876,572	60.8%		
Food Revenue	174,843	279,403	333,834	387,680	284,900	527,071	314,641	327,168	389,483	250,676	264,262	3,876,572	3,876,572	60.8%	3,771,478	60.0%	
20-42690 - Banquet Room Rental	34,610	34,293	39,547	33,963	32,484	19,393	26,189	17,919	35,622	20,558	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	2,267	2,385	1,635	1,192	1,675	1,081	1,732	1,308	18,997	18,997	0.3%	18,997	0.3%
20-42695 - Banquet Service Charges	63,519	97,123	111,986	115,754	138,580	108,862	93,760	112,995	125,164	115,783	89,119	1,264,749	1,264,749	19.8%	1,264,749	19.8%	
20-42696 - Audio / Visual Income	52,192	62,087	72,270	64,036	58,556	63,230	70,328	60,002	81,438	74,995	56,692	789,004	789,004	12.4%	789,004	12.4%	
20-42697 - Misc Banquet Revenue	2,178	3,137	3,608	5,894	2,955	3,566	3,818	2,783	3,108	4,040	3,052	45,629	45,629	0.7%	45,629	0.7%	
<b>Total Food Dept Revenue</b>	328,276	477,387	563,877	609,129	472,144	796,318	544,468	489,717	554,467	622,914	493,567	458,115	6,371,599	6,371,599	100.0%	6,284,826	100.0%
<b>Cost of Sales</b>																	
20-52100 - Net Food Cost	43,711	69,851	83,468	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	3,033	(4,931)	(5,807)	(5,815)	(4,273)	(5,270)	(5,003)	(4,719)	(4,917)	(5,642)	(3,895)	(3,863)	(56,818)	(56,818)		(53,210)	
20-52596 - Cost of AV	36,012	42,860	49,866	44,178	40,404	43,691	48,525	41,401	50,439	56,192	51,747	39,117	544,413	544,413	69.0%	540,302	69.0%
20-52597 - Cost of Banquet Misc	406	627	762	1,199	591	1,114	763	557	782	878	808	610	9,126	9,126	20.0%	8,910	12.7%
<b>Total Cost of Sales</b>	76,226	109,127	129,079	136,462	107,947	171,302	127,675	115,899	128,106	146,999	113,579	101,830	1,465,851	1,465,851	23.0%	1,471,574	23.4%
<b>Payroll</b>																	
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	119,366	119,366	1.9%	119,366	1.9%
Chefs/Cooks	22,290	28,028	29,267	31,065	26,948	37,338	30,383	27,668	29,715	33,705	26,158	25,805	347,770	347,770	5.5%	338,765	5.4%
Banquets	53,404	64,818	71,197	75,357	64,913	88,860	73,888	67,440	72,449	81,032	63,017	64,029	844,206	844,206	13.2%	829,934	13.2%
Stewarding	850	1,384	1,501	1,611	1,283	2,079	1,560	1,424	1,510	1,808	1,148	1,218	17,375	17,375	0.3%	16,120	0.3%
Food Misc Payroll	8,914	14,521	15,743	16,900	13,468	21,812	16,365	14,943	15,842	18,724	11,635	12,348	180,805	180,805	2.8%	184,959	2.9%
20-62399 - 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	29,827	29,827	0.5%	27,575	0.4%
20-62737 - Holiday Pay	1,936	0	1,936	0	1,936	1,936	1,936	0	0	0	2,003	0	11,683	11,683	0.2%	12,913	0.2%
20-62738 - 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	81,052	81,052	1.3%	77,469	1.2%
20-62995 - PTEB	20,051	23,822	24,569	25,979	22,496	26,432	24,494	23,195	25,020	25,951	24,150	23,243	289,412	289,412	4.5%	284,330	4.5%
<b>Total Payroll</b>	125,293	155,745	163,165	170,682	146,814	199,462	168,263	152,279	164,040	181,106	147,271	146,376	1,921,495	1,921,495	30.2%	1,892,292	30.1%
<b>Operating Expenses</b>																	
20-72100 - China, Glass, Silverware	1,064	1,733	2,016	2,016	1,606	2,603	1,953	1,783	1,890	2,186	1,388	1,473	21,573	21,573	0.3%	20,011	0.5%
20-72180 - Laundry/Laundry Rebill	2,856	3,676	4,336	4,690	3,636	5,824	4,193	3,771	4,269	4,796	3,816	3,527	49,390	49,390	0.8%	46,391	0.8%
20-72200 - Linen Replacement	380	619	671	720	573	929	697	637	675	781	496	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	3,600	3,600	0.1%	3,313	0.1%
20-72260 - Decorations	253	413	447	480	382	4,120	465	425	450	521	331	351	8,637	8,637	0.1%	8,081	0.1%
20-72300 - Contract Cleaning	700	700	700	700	5,300	700	700	700	700	5,300	3,835	3,874	49,062	49,062	0.8%	46,140	0.8%
20-72310 - Supplies - Other	3,666	4,059	4,122	3,934	5,190	4,064	4,093	4,015	4,064	4,200	3,835	3,874	49,062	49,062	0.8%	46,140	0.8%
20-72320 - Supplies - Cleaning	1,064	1,733	2,016	2,016	1,606	2,603	1,953	1,783	1,890	2,186	1,388	1,473	21,573	21,573	0.3%	20,011	0.3%
20-72350 - Menus	1,114	1,815	1,968	2,112	1,682	2,726	2,046	1,868	1,980	2,291	1,454	1,544	22,601	22,601	0.4%	22,261	0.4%
20-72400 - Supplies - Kitchen & Utensils	0	0	0	0	0	0	0	0	0	0	0	0	500	500	0.0%	652	0.0%
20-72420 - Kitchen Fuel	50	50	50	50	50	50	50	50	50	50	50	50	600	600	0.0%	634	0.0%
20-72450 - Music & Entertainment	268	437	474	509	405	657	493	450	477	552	350	372	5,445	5,445	0.1%	5,275	0.1%
20-72750 - Uniforms - Purchases/Cleaning	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,200	1,200	0.0%	1,348	0.2%
20-72810 - Telecommunications	754	945	987	1,026	909	1,194	1,008	959	990	1,075	847	871	11,564	11,564	0.2%	14,698	0.2%
20-72860 - Printing & Stationary	750	750	750	750	750	750	750	750	750	750	750	750	9,000	9,000	0.1%	6,393	0.1%
20-72890 - Travel & Meals	41	66	72	77	61	99	74	68	72	83	53	56	822	822	0.0%	2,303	0.0%
20-72890 - Training	150	150	150	150	150	150	150	150	150	150	150	150	2,300	2,300	0.0%	2,461	0.0%
20-72850 - Equipment Rental	0	0	0	0	0	0	0	0	0	0	0	0	1,300	1,300	0.0%	1,440	0.0%
20-72875 - Miscellaneous	800	800	800	800	800	800	800	800	800	800	800	800	9,600	9,600	0.2%	10,039	0.2%
<b>Total Operating Expenses</b>	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%
<b>Food Profit/(Loss)</b>	112,428	194,237	250,162	281,346	193,139	356,710	228,688	292,430	242,664	266,627	217,909	193,942	2,740,283	2,740,283	43.0%	2,671,857	42.5%

Cool Springs Conference Center  
FoodStarts  
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	
20-42310 - Group Banquet Breakfast	26,146	35,469	50,073	50,328	33,372	25,312	43,287	49,643	44,950	56,999	31,836	40,663	489,640	18.6%	425,492	17.2%
20-42320 - Group Banquet Lunch	47,665	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	22,926	24,000	39,590	33,709	40,693	55,484	20,873	30,204	389,675	14.8%	447,837	18.1%
20-42360 - Group Banquet Coffee Break	30,027	40,208	58,094	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%
20-42370 - Group Banquet Reception	14,180	23,392	21,681	24,504	17,401	9,248	25,082	31,130	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	285,663	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	9,054	12,655	13,338	7,731	164,635	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	17,405	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	19,562	16,788	21,952	14,235	277,821	21.3%	294,653	22.7%
20-42361 - Local Banquet Coffee Break	5,565	5,899	8,883	21,513	15,497	43,440	19,038	9,400	9,009	10,495	11,829	7,644	168,202	13.5%	161,797	12.5%
20-42371 - Local Banquet Reception	3,435	6,045	5,608	15,431	9,635	44,440	11,335	9,994	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	96,836	386,378	99,813	72,131	68,917	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	18.87	18.87		19.32	
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	1,836	2,288	28,475	19.5%	35,367	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	687	1,048	12,783	8.7%	14,217	10.7%
20-42360 - Group Banquet Coffee Break Covers	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	34.6%
20-42370 - Group Banquet Reception Covers	540	1,075	1,766	1,721	957	763	1,425	1,928	1,442	1,673	583	1,070	14,993	10.2%	12,750	9.6%
Group Banquet Food Covers	8,344	11,536	14,590	13,873	10,567	8,639	13,492	13,468	14,653	16,921	8,826	11,506	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	3,659	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 Covers	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%	59,065	100.0%

Cool Springs Conference Center  
Banquets  
Rolling 12 Month Bud/Cast

Revenue	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	Projection
Banquet Food Revenue	174,843	279,403	333,834	387,680	284,900	577,071	333,560	314,641	327,168	389,483	259,676	264,282	3,876,522	3,876,522	59.3%	3,771,478
20-42690 - Banquet Room Rental	34,610	34,293	39,547	33,963	32,484	19,393	26,189	17,319	35,622	20,558	33,339	43,682	376,999	376,999	15.2%	353,799
20-42695 - Banquet Service Charges	63,519	67,123	111,966	64,036	91,982	138,580	108,562	115,782	112,995	125,164	115,785	89,119	1,264,749	1,264,749	51.1%	1,266,744
20-42696 - Audio / Visual Income	52,192	62,087	72,270	66,004	58,556	63,320	60,326	60,002	73,100	81,438	71,995	56,612	789,004	789,004	31.9%	782,522
20-42697 - Misc. Banquet Revenue	2,178	3,137	3,808	2,955	5,568	3,416	2,783	3,908	4,390	3,052	4,140	3,052	45,629	45,629	1.8%	70,271
Total Other Revenue	152,489	196,640	227,611	219,377	185,977	226,861	209,263	173,883	225,625	231,550	234,159	192,545	2,476,380	2,476,380	100.0%	2,473,725
Banquet Beverage Revenue	3,180	7,716	12,048	18,792	15,253	35,172	22,119	17,876	9,748	21,909	10,880	8,347	182,540	182,540	2.6%	199,951
Total Banquet Revenues	330,523	483,759	573,493	626,209	486,130	789,103	564,972	506,401	562,041	642,942	504,715	465,154	6,535,443	6,535,443		6,445,164
Revenue	26,146	35,489	50,073	50,628	33,372	25,312	43,987	48,643	44,990	58,999	31,836	40,653	439,640	439,640	18.6%	425,492
20-42310 - Group Banquet Breakfast	47,665	75,310	110,079	94,633	66,964	43,515	83,781	84,013	102,920	122,973	57,401	73,027	961,562	961,562	36.5%	933,779
20-42330 - Group Banquet Lunch	20,895	30,813	27,538	42,950	22,526	24,000	39,590	39,709	40,693	55,484	20,873	30,204	389,675	389,675	14.8%	447,837
20-42360 - Group Banquet Dinner	30,827	40,288	50,684	52,427	47,402	36,018	42,007	44,015	47,983	52,655	40,188	39,751	533,173	533,173	20.2%	428,988
20-42370 - Group Banquet Coffee Break	14,310	23,592	21,681	24,504	17,401	9,288	25,082	31,130	23,303	25,347	15,310	28,339	258,907	258,907	9.8%	235,804
Local Banquet Food Revenue	138,914	205,212	287,465	265,663	188,064	140,052	233,747	242,510	258,251	315,457	165,608	211,974	2,632,957	2,632,957	100.0%	2,471,995
20-42311 - Local Banquet Breakfast	4,907	10,686	11,200	17,298	14,987	39,960	13,908	8,814	9,054	12,655	13,238	7,731	164,535	164,535	13.2%	166,621
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	17,405	486,306	486,306	39.1%	544,743
20-42331 - Local Banquet Dinner	7,296	22,771	15,520	26,104	19,633	79,831	21,361	12,960	16,788	21,952	14,235	27,821	277,821	277,821	22.3%	294,663
20-42361 - Local Banquet Coffee Break	5,565	5,899	8,883	21,513	15,497	43,490	19,028	9,400	9,009	10,495	11,829	7,644	168,202	168,202	13.5%	161,797
20-42371 - Local Banquet Reception	3,435	6,045	5,808	16,431	9,635	44,440	11,225	9,216	8,166	16,933	14,670	11,815	146,701	146,701	11.8%	131,672
Local Banquet Food Revenue	35,929	74,192	66,369	122,018	96,836	386,978	99,813	72,131	69,917	74,026	94,068	52,287	1,243,565	1,243,565	100.0%	1,259,483
Total Banquet Food Revenue	174,843	279,403	333,834	387,680	284,900	577,071	333,560	314,641	327,168	389,483	259,676	264,282	3,876,522	3,876,522		3,771,478
Covers	1,610	2,300	2,658	2,597	2,197	2,012	2,627	2,537	2,233	3,580	1,836	2,288	28,475	28,475	19.5%	26,367
20-42310 - Group Banquet Breakfast Covers	2,034	2,738	3,597	3,093	2,199	1,946	3,129	3,021	3,075	4,284	1,968	2,727	34,631	34,631	23.7%	33,806
20-42330 - Group Banquet Lunch Covers	725	1,082	800	1,188	1,663	800	1,202	1,160	1,411	1,637	697	1,048	12,783	12,783	8.7%	14,217
20-42360 - Group Banquet Dinner Covers	3,435	4,370	5,789	5,274	3,911	3,119	5,019	4,842	5,692	5,767	3,742	4,373	55,513	55,513	37.9%	46,086
20-42370 - Group Banquet Coffee Break Covers	540	4,073	1,785	3,721	957	763	3,473	1,928	1,442	1,673	583	1,070	14,993	14,993	10.2%	12,750
Group Banquet Food Covers	8,344	11,536	14,590	13,973	10,567	8,659	13,452	13,488	14,653	16,921	8,826	11,506	146,395	146,395	100.0%	133,225
20-42311 - Local Banquet Breakfast Covers	347	746	578	933	918	2,826	900	611	586	683	769	442	10,339	10,339	17.5%	10,625
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	14,042	23.8%	16,082
20-42331 - Local Banquet Dinner Covers	168	1,160	475	768	664	2,325	741	503	482	562	633	364	8,845	8,845	15.0%	9,224
20-42361 - Local Banquet Coffee Break Covers	551	1,575	1,099	1,775	1,531	5,377	1,713	1,163	1,115	1,299	1,464	841	19,506	19,506	33.0%	19,125
Local Banquet Food Covers	1,785	4,965	3,200	5,331	4,726	16,147	5,145	3,493	3,349	3,902	4,396	2,526	59,065	59,065	100.0%	61,942
Total Banquet Food Covers	10,129	16,501	17,890	19,284	15,283	24,786	14,597	15,981	14,002	20,823	13,222	14,032	205,460	205,460		195,167
Group Banquet Breakfast - Avc Check	16,24	15,43	16,84	19,38	15,19	12,58	16,48	15,57	19,92	16,46	17,34	17,77	1720	1720		1614
Group Banquet Lunch - Avc Check	23,43	27,50	30,60	34,42	36,15	21,57	30,00	32,94	29,06	28,84	29,95	28,82	30,48	30,48		27,62
Group Banquet Dinner - Avc Check	28,82	29,30	34,42	36,15	21,57	30,00	32,94	29,06	28,84	29,95	28,82	30,48	30,48		31,50	
Group Banquet Coffee Break - Avc Check	8,74	9,20	10,07	10,10	12,12	12,19	8,37	9,09	8,07	9,13	10,74	9,09	9,60	9,60		9,31
Group Banquet Reception - Avc Check	26,26	21,76	12,28	14,24	18,18	12,12	17,01	16,15	16,16	15,15	26,26	26,48	17,27	17,27		18,50
Group Banquet Food Avc Check	16,65	17,79	16,33	19,15	17,80	16,22	17,38	17,98	17,62	18,64	18,76	18,42	17,99	17,99		18,56
Local Banquet Breakfast - Avc Check	14,14	14,32	19,38	16,34	16,33	14,14	15,45	14,43	15,45	18,53	17,34	17,49	15,91	15,91		15,68
Local Banquet Lunch - Avc Check	27,27	28,25	31,63	31,92	33,47	46,46	27,80	27,81	27,81	28,56	28,82	34,63	34,63	34,63		33,87
Local Banquet Dinner - Avc Check	49,43	19,63	32,67	33,99	29,57	34,34	28,83	25,77	29,87	34,68	39,11	31,41	31,41	31,41		31,94
Local Banquet Coffee Break - Avc Check	10,10	3,75	8,08	12,12	10,10	8,08	8,08	8,08	8,08	8,08	9,09	8,62	8,62	8,62		8,46
Local Banquet Reception - Avc 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
Local Banquet Food Avc 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		20,98
Total Banquet Average Check	17,26	18,93	18,63	20,19	18,63	18,17	17,94	18,53	18,17	18,70	19,64	18,87	18,87	18,87		19,92





Cool Springs Conference Center  
 BevStats  
 Rolling 12 Month Budcast

	Budget 2015 T12												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		
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	40,354	40,354	66.1%	39,142	49.2%
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	20,708	20,708	33.9%	39,227	50.1%
<b>Liquor Sales</b>	1,251	2,611	3,262	7,921	3,563	13,872	6,030	5,719	3,246	6,977	3,885	2,725	61,062	61,062	100.0%	78,369	100.0%
30-43320 - Banquet Beer	661	1,354	2,761	4,313	3,547	7,782	3,973	3,275	1,592	3,485	1,700	1,426	31,819	31,819	58.6%	30,883	66.0%
30-43322 - Banquet Beer-Local	580	1,943	501	1,865	1,016	5,158	2,757	1,444	2,284	2,542	2,725	381	22,496	22,496	41.4%	15,918	34.0%
<b>Beer Sales</b>	1,241	3,297	3,262	6,178	4,563	8,940	6,030	4,719	3,876	5,977	4,425	1,807	54,315	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	5,350	1,289	5,871	1,505	3,052	42,904	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	24,259	24,259	36.1%	24,945	33.4%
<b>Wine Sales</b>	688	1,808	5,524	4,693	7,127	12,360	10,059	7,438	2,126	8,955	2,570	3,815	67,163	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	40,354	40,354	22.1%	39,142	19.6%
30-43320 - Banquet Beer	661	1,354	2,761	4,313	3,547	7,782	3,973	3,275	1,592	3,485	1,700	1,426	31,819	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	5,350	1,289	5,871	1,505	3,052	42,904	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	20,708	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	22,496	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	24,259	24,259	0.0%	24,945	0.0%
<b>Banquet Beverage Revenue</b>	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	182,540	100.0%	199,951	100.0%

Cool Springs Conference Center  
 MiscSummary  
 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 Debt 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	100.0%
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	100.0%
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	100.0%
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	100.0%

Coal Springs Conference Center  
 Misc Dept  
 Rolling 12 Month Budget

Revenue  
 50-45137 - Deposit Forfeiture/Cancellation Fee  
 50-45155 - Attention TRB  
 Total Revenue  
 Misc Dept Profit/(Loss)

	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	Jun 2015 T12	Projection	
Bud/Cast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	
Bud/Cast	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	1,359	4.7%
Bud/Cast	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	27,573	95.3%
Bud/Cast	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	28,933	100.0%
Bud/Cast	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	28,933	100.0%

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
	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
<b>Total Revenue</b>	354,156	407,803	577,825	630,621	490,697	794,190	569,507	510,293	586,415	647,523	509,147	469,162	6,586,540	6,586,540	6,513,709
<b>Payroll</b>	4,473	4,473	4,321	4,473	4,321	4,473	4,473	4,049	4,473	4,472	4,629	4,472	53,100	53,100	50,057
Admin and General Administration	7,597	7,597	7,339	7,597	7,339	7,597	7,597	6,877	7,597	7,596	7,863	7,596	90,191	90,191	81,403
Admin and General Accounting	1,681	1,681	1,624	1,681	1,624	1,681	1,681	1,522	1,681	1,681	1,740	1,681	19,961	19,961	20,247
Admin and General Night Audit	3,486	3,486	3,367	3,486	3,367	3,486	3,486	3,155	3,486	3,485	3,608	3,485	41,382	41,382	41,490
Admin and General Security	3,610	3,610	3,487	3,610	3,487	3,610	3,610	3,268	3,610	3,609	3,736	3,609	42,555	42,555	42,561
Admin and General Human Resources	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Admin and Gen Misc Payroll	1,589	1,589	1,538	1,589	1,538	1,589	1,589	1,448	1,589	1,589	1,641	1,589	18,875	18,875	17,275
60-56199 - Incentives	1,393	1,393	1,345	1,393	1,345	1,393	1,393	1,261	1,393	1,392	1,441	1,392	16,532	16,532	16,000
60-56796 - Sick / Vacation Pay	289	0	289	0	289	0	289	0	0	0	200	192	1,814	1,497	1,497
60-56797 - Holiday Pay	4,586	4,586	4,430	4,586	4,430	4,586	4,586	4,151	4,586	4,585	4,746	4,585	54,443	54,443	52,107
60-56995 - PTEB	28,703	28,414	27,741	28,414	27,741	28,783	28,703	28,741	28,409	28,409	29,693	28,409	339,153	339,153	321,316
<b>Total Payroll</b>	15	150	50	270	15	15	460	75	15	15	15	140	1,235	1,235	683
<b>Operating Expense</b>	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,40	1,680	1,680	1,871
60-76175 - Dues and Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41
60-76350 - Telecommunications	0	0	0	0	0	0	0	0	0	0	0	0	0	0	324
60-76460 - Chargebacks	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
60-76501 - Information Systems	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	490
60-76600 - Employee Recruiting	610	460	580	460	470	460	580	460	580	460	470	460	6,050	6,050	5,824
60-76610 - Employee Relocation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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
60-76750 - License & Permits	350	8	8	375	8	1,095	8	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 & Stationary	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	22,815
60-76880 - Travel & Meals	300	85	410	1,225	85	85	650	85	275	85	85	85	3,455	3,455	5,275
60-76883 - Training	370	370	560	70	70	70	70	1,925	525	180	400	400	4,680	4,680	4,579
60-76990 - VIP 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
<b>Total Operating Expense</b>	11,584	20,048	11,484	13,058	11,646	12,677	12,381	11,042	12,407	11,656	10,374	10,234	148,791	148,791	155,435
<b>Admin Dept Total</b>	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
	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
<b>Total Revenue</b>	334,156	487,803	577,825	630,621	490,897	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,386,540	6,586,540	6,513,709
<b>Payroll</b>	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	146,852
Sales and Marketing Management	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 Administration	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
70-67169 - Incentives	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
70-67166 - Sick / Vacation Pay	1,446	1,446	1,446	1,446	1,446	1,446	1,446	1,309	1,446	1,446	1,496	1,446	17,164	17,164	15,988
70-67167 - Holiday Pay	107	107	107	107	107	107	107	0	107	107	111	111	646	646	481
70-67168 - PTEB	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	60,636
<b>Total Payroll</b>	31,335	31,228	30,275	31,228	30,275	31,335	31,335	28,269	31,228	31,228	32,453	31,225	371,369	371,369	354,748
<b>Operating Expense</b>	0	0	0	0	0	0	0	0	0	0	0	0	300	300	538
70-77100 - Collateral Material (Brochures)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77102 - Production Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77150 - Advertising Media (Newspapers/Mags)	34	34	34	34	34	34	34	34	34	34	34	34	408	408	2,500
70-77180 - Dues and Subscriptions	2,242	1,419	1,154	1,747	1,154	1,626	2,587	1,519	1,958	2,557	1,154	1,654	20,771	20,771	304
70-77350 - Telephone	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,798
70-77370 - Postage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77600 - Frequent Flier/Stay Expense	17,740	16,294	17,356	20,769	15,880	14,191	16,759	14,567	17,938	19,807	19,448	18,779	209,526	209,526	208,894
70-77600 - Supplies - Office	500	500	500	500	500	500	500	500	500	500	500	500	900	900	1,254
70-77700 - Promotion - Inhouse	300	0	0	0	250	0	500	500	1,075	500	250	0	3,375	3,375	7,570
70-77700 - Promotion - Outside	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8
70-77750 - Miscellaneous	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70-77780 - Tradeshow	0	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	5,723	5,346	8,119	6,499	5,411	5,238	6,852	5,609	7,510	7,319	5,951	6,827	5,435	5,435	5,123
70-77800 - National Sales/Revenue Management	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800	76,504
70-77881 - Travel & Meals	2,165	175	175	175	175	175	175	175	175	1,150	175	175	5,065	5,065	900
70-77881 - Training	1,990	0	500	0	0	0	0	0	0	0	0	0	2,490	2,490	5,373
<b>Total Operating Expense</b>	31,184	24,238	32,003	30,194	23,874	22,234	28,097	23,374	29,758	35,337	28,232	28,539	337,064	337,064	342,226
<b>Sales Dept Total</b>	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

Total Revenue	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	BudCast							
	334,156	487,803	577,825	630,621	490,097	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,556,540	6,556,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
<b>Franchise Fees</b>	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	96,832	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	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	75,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
71-7901 - Royalty Fees FB	13,834	13,524	13,791	14,573	19,774	12,428	13,244	13,366	14,333	14,519	14,158	14,188	171,832	171,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Total Franchise Fees</b>	21,418	20,798	21,332	20,946	26,028	18,648	20,338	20,532	22,396	22,788	20,308	20,126	171,832	171,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Management Fees</b>	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	
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	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581
<b>Total Management Fees</b>	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581	15,581
<b>Total</b>	49,004	42,863	46,913	36,527	51,609	34,229	37,419	36,119	36,979	39,369	35,889	23,517	113,453	113,453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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 2015 T12	Jun 2015 T12
<b>Total Revenues</b>	334,156	487,803	577,825	630,621	490,087	794,190	569,307	510,293	566,715	647,523	509,147	469,162	6,586,540	6,586,540	6,586,540	6,513,709	6,513,709
<b>Property Taxes</b>	108	108	108	108	108	108	108	108	108	108	108	108	1,296	1,296	1,296	864	864
90-80400 - Taxes Other	108	108	108	108	108	108	108	108	108	108	108	108	1,296	1,296	1,296	864	864
<b>Insurance</b>	2,213	708	2,213	2,213	2,213	2,324	2,324	2,324	2,324	2,324	2,324	2,324	27,333	27,333	27,333	23,839	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	13,205
90-80460 - General Liability Insurance	-	-	-	-	-	-	-	-	-	-	-	-	360	360	360	350	350
90-80461 - Crime Insurance	-	-	-	-	-	-	2,292	-	-	-	-	-	2,292	2,292	2,292	2,183	2,183
90-80462 - EPL Insurance	-	-	-	-	-	-	5,727	-	-	-	-	-	5,727	5,727	5,727	39,576	39,576
<b>Total Insurance</b>	2,921	2,921	2,921	2,921	2,921	3,067	3,067	3,067	3,067	3,067	3,067	3,067	36,734	36,734	36,734	39,576	39,576
<b>Other</b>	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	184,165
90-80750 - Other Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	2,028	2,028	2,028	2,029	2,029
90-80800 - Owners Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
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	(41,235)	(41,235)
<b>Total Other</b>	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	144,959	144,959
<b>Total Fixed Charges</b>	18,836	18,836	18,836	18,836	18,836	19,489	21,642	18,982	19,489	18,982	18,982	18,982	231,742	231,742	231,742	185,398	185,398

Cool Springs Conference Center  
 PTEB  
 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 2014 T12	Jun 2015 T12
<b>Total Revenue</b>	334,156	487,803	577,825	630,621	490,097	794,190	569,307	510,293	566,415	647,523	509,147	469,162	6,386,540	6,586,540	6,513,709	
<b>Wages</b>	105,242	131,923	138,596	144,703	126,318	173,030	143,769	129,084	139,020	155,155	123,111	124,133	1,632,083	1,632,083	1,632,083	24.8%
Food Payroll	24,117	23,828	23,311	23,828	23,711	24,197	24,117	21,579	23,828	23,824	24,947	23,824	284,710	284,710	284,710	4.3%
Admin and General Payroll	26,072	25,965	25,190	25,965	25,190	26,072	23,504	25,965	25,962	25,962	26,985	25,962	308,902	308,902	308,902	4.7%
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	134,842	134,842	134,842	2.0%
Repairs and Maintenance Payroll	166,696	192,920	198,183	205,700	185,904	235,008	205,423	164,310	200,017	216,145	186,910	183,122	2,360,537	2,360,537	2,360,537	35.8%
<b>Total Wages</b>	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	2,179,732	33.1%
<b>PTEB Payroll</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%
<b>PTEB Dept Total</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%