

Proyeccion 4 años/ Presupuesto			4 Year Projection / Budget			365 Dias	FEB. 15th.2018 AHG/KJH			
PALMS RESORT MAZATLAN	ACTUAL		#ROOMS 190			365 Days				
	2017		2018		2019		2020		2021	
Available Rooms/Habs. Disponibles	69,350	RevPAR	69,350	RevPAR	69,350	RevPAR	69,350	RevPAR	69,350	RevPAR
Rooms Occupied/Hab. Ocupadas	37,653	\$ 740.03	39,183	\$ 807.95	40,917	\$ 932.20	42,304	\$ 1,018.70	44,384	\$ 1,120.00
Occupancy/Ocupación	54.3%	RevPerR	56.5%	RevPerR	59.0%	RevPerR	61.0%	RevPerR	64.0%	RevPerR
Average Daily Rate/Tarifa diaria promedio	\$ 1,363.00	\$ 270,111	\$ 1,430.00	\$ 294,902	\$ 1,580.00	\$ 340,253	\$ 1,670.00	\$ 371,826	\$ 1,750.00	\$ 408,800
All Funds Are In MX \$ Pesos/ Fondos en Pesos MX	Actual		Forecast/	2018	Forecast/	2019	Forecast/	2020	Forecast/	2021
REVENUES/INGRESOS		2017	Pronóstico	Year #1	Pronóstico	Year #2	Pronóstico	Year #3	Pronóstico	Year #4
Rooms/Habitaciones	\$ 51,321,000	81.6%	\$ 56,031,333	82.1%	\$ 64,648,070	83.5%	\$ 70,646,845	84.0%	\$ 77,672,000	84.4%
Food/Alimentos	\$ 7,984,000	12.7%	\$ 8,400,000	12.3%	\$ 8,800,000	11.4%	\$ 9,100,000	10.8%	\$ 9,500,000	10.3%
Beverage/Bebidas	\$ 2,594,000	4.1%	\$ 2,800,000	4.1%	\$ 3,000,000	3.9%	\$ 3,400,000	4.0%	\$ 3,900,000	4.2%
Other Income/Otros ingresos	\$ 996,000	1.6%	\$ 1,000,000	1.5%	\$ 1,000,000	1.3%	\$ 1,000,000	1.2%	\$ 1,000,000	1.1%
Total Revenues/Total Ingresos	\$ 62,895,000	100.0%	\$ 68,231,333	100.0%	\$ 77,448,070	100.0%	\$ 84,146,845	100.0%	\$ 92,072,000	100.0%
DEP. EXPENSES/GASTOS DEPARTAMENTALES										
Total Dep. Expenses/Gastos totales departamentales	\$ 26,826,100	42.7%	\$ 27,974,846	41.0%	\$ 31,366,468	40.5%	\$ 33,658,738	40.0%	\$ 36,828,800	40.0%
Gross Operating Income/Ingreso Operación Bruto	\$ 36,068,900	57.3%	\$ 40,256,486	59.0%	\$ 46,081,602	59.5%	\$ 50,488,107	60.0%	\$ 55,243,200	60.0%
Admin. & General	\$ 6,509,000	10.0%	\$ 6,481,977	9.5%	\$ 7,047,774	9.1%	\$ 7,573,216	9.0%	\$ 8,102,336	8.8%
Marketing/Sales//Mercadotecnia/Ventas	\$ 2,113,400	3.4%	\$ 2,251,634	3.3%	\$ 2,478,338	3.2%	\$ 2,608,552	3.1%	\$ 2,854,232	3.1%
Repairs & Maintenance/Reparaciones & mantenimiento	\$ 6,159,400	9.8%	\$ 6,209,051	9.1%	\$ 6,737,982	8.7%	\$ 7,152,482	8.5%	\$ 7,918,192	8.6%
Energy Cost/Costo de Energía	\$ 6,970,300	11.1%	\$ 7,300,753	10.7%	\$ 7,744,807	10.0%	\$ 8,078,097	9.6%	\$ 8,562,696	9.3%
Total Undistributed Cost/ Exp./ Total costos/ gastos no distribuidos	\$ 21,752,100	34.6%	\$ 22,243,414	32.6%	\$ 24,008,902	31.0%	\$ 25,412,347	30.2%	\$ 27,437,456	29.8%
Gross Operating Profit/Ganancia bruta de Operación	\$ 14,316,800	22.8%	\$ 18,013,072	26.4%	\$ 22,072,700	28.5%	\$ 25,075,760	29.8%	\$ 27,805,744	30.2%
FIXED EXPENSES/GASTOS FIJOS										
Property Taxes/ Federal Zone//Predial/ Zona Federal	\$ 1,452,000	2.3%	\$ 1,532,000	2.2%	\$ 1,622,000	2.1%	\$ 1,702,000	2.0%	\$ 1,782,000	1.9%
Net Income Before Debt Service/ P\$/ Ingreso neto antes deuda	\$ 12,864,800	20.5%	\$ 16,481,072	24.2%	\$ 20,450,700	26.4%	\$ 23,373,760	27.8%	\$ 26,023,744	28.3%