

Dated: March 2, 2012



James M. Marlar

James M. Marlar, Chief Bankruptcy Judge

**IN THE UNITED STATES BANKRUPTCY COURT
FOR THE DISTRICT OF ARIZONA**

In re:)	Chapter 11
)	
GATEWAY HOTEL, LLC, an Arizona limited liability company,)	Case No. 2:11-bk-08302-JMM
)	
Debtor,)	
)	FOURTH STIPULATED ORDER EXTENDING AUTHORIZATION AND APPROVAL OF DEBTOR'S USE OF CASH COLLATERAL
)	
)	

On May 3, 2011, the Court signed the *Final Order Authorizing and Approving Debtor's Use of Cash Collateral* ("Final Order"), providing among other things that Gateway Hotel, LLC, the Chapter 11 debtor and debtor in possession in the above-referenced Chapter 11 case (the "Debtor") was authorized to use Cash Collateral¹ until the earliest to occur of: (i) the effective date of any confirmed plan of reorganization; (ii) appointment of Chapter 11 Trustee or examiner; (iii) conversion of this case to a case under Chapter 7 of the Bankruptcy Code; (iv) dismissal of this case; (v) July 30, 2011, and (vi) the Debtor's breach of any of the provisions of this Order. The Final Order further provided that prior to July 30, 2011, and to the extent the Debtor had not otherwise breached any of the provisions of the Final Order, the Debtor could seek approval from the Bankruptcy Court for the continued use of Cash Collateral as set forth hereunder with an express reservation of all rights of 2010-1 SFG Venture LLC, as successor in

¹ Capitalized terms not otherwise defined herein shall have the meaning ascribed thereto in the Final Order.

interest to Specialty Finance Group LLC ("Lender") with respect thereto.

On August 3, 2011, the Court signed that certain *Stipulated Order Extending Authorization and Approval of Debtor's Use of Cash Collateral* ("First Extension Order"), thereby extending Debtor's authority to use Cash Collateral under the terms of the Final Order until the earliest to occur of: (i) the conclusion of the confirmation hearing on the Debtor's Chapter 11 plan of reorganization; (ii) the appointment of Chapter 11 Trustee or examiner; (iii) conversion of this case to a case under Chapter 7 of the Bankruptcy Code; (iv) dismissal of this case; (v) October 31, 2011, and (vi) the Debtor's breach of any of the provisions of the First Extension Order or the Final Order.

On October 3, 2011, the Court signed that certain *Second Stipulated Order Extending Authorization and Approval of Debtor's Use of Cash Collateral* ("Second Extension Order"), further extending Debtor's authority to use Cash Collateral under the terms of the Final Order until the earliest to occur of: (i) the conclusion of the confirmation hearing on the Debtor's Chapter 11 plan of reorganization; (ii) the appointment of Chapter 11 Trustee or examiner; (iii) conversion of this case to a case under Chapter 7 of the Bankruptcy Code; (iv) dismissal of this case; (v) December 31, 2011, and (vi) the Debtor's breach of any of the provisions of the First Extension Order, Second Extension Order or the Final Order.

On January 13, 2012, the Court signed that certain *Third Stipulated Order Extending Authorization and Approval of Debtor's Use of Cash Collateral* ("Third Extension Order"), further extending Debtor's authority to use Cash Collateral under the terms of the Final Order until the earliest to occur of: (i) the conclusion of the confirmation hearing on the Debtor's Chapter 11 plan of reorganization; (ii) the appointment of Chapter 11 Trustee or examiner; (iii) conversion of this case to a case under Chapter 7 of the Bankruptcy Code; (iv) dismissal of this case; (v) February 15, 2012, and (vi) the Debtor's breach of any of the provisions of the First Extension Order, Second Extension Order, Third Extension Order, or the Final Order.

The Debtor and the Lender hereby stipulate to extend the period through which the Debtor is authorized to use Cash Collateral, as set forth herein.

Based on the entire record before the Court and good cause appearing therefor,

IT IS HEREBY ORDERED

1. Paragraph 2 of the Final Order is hereby modified to provide that the Debtor is authorized to use Cash Collateral in accordance with the terms and conditions set forth in the Final Order until the earliest to occur of: (i) the conclusion of the confirmation hearing on the Debtor's Chapter 11 plan of reorganization; (ii) the appointment of Chapter 11 Trustee or examiner; (iii) conversion of this case to a case under Chapter 7 of the Bankruptcy Code; (iv) dismissal of this case; (v) March 31, 2012, and (vi) the Debtor's breach of any of the provisions of the First Extension Order, Second Extension Order, Third Extension Order, this Order or the Final Order.

2. The Budget attached hereto as "Exhibit A" shall constitute an updated budget pursuant to Paragraph 4(b)(i) of the Final Order and shall replace and supersede the budget attached to the Final Order as Exhibit A.

3. Except as expressly modified hereby, the Final Order remains in full force and effect.

SIGNED AND DATED AS SET FORTH ABOVE.

[Approval of Debtor and Lender attached]

APPROVED BY:

Dated: February 28, 2012

GATEWAY HOTEL, LLC

By: /s/ KSH, 024155

ROBERT J. MILLER

BRYCE A. SUZUKI

KYLE S. HIRSCH

BRYAN CAVE LLP

Attorneys for Debtor and

Debtor in Possession

Dated: February 28, 2012

2010-1 SFG Venture LLC

By: /s/ Adam Starr (with permission)

DAVID D. CLEARY

ADAM STARR

GREENBERG TRAUERIG LLP

Attorneys for Lender

EXHIBIT A

HILTON GARDEN INN

Statement of Budgeted Revenues and Expenses - Income Tax Basis HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES

	MAR	%
REVENUE		
Rooms	576,800	89.4%
Food	46,680	7.2%
Beverage	14,075	2.2%
Telephone	507	0.1%
Other	7,062	1.1%
Fitness Center	0	0.0%
TOTAL REVENUE	645,123	100.0%
COST OF SALES		
Rooms	116,582	20.2%
Food	42,118	90.2%
Beverage	8,082	57.4%
Telephone	2,900	572.4%
Other	3,460	49.0%
Fitness Center	0	0.0%
TOTAL COST OF SALES	173,141	26.8%
GROSS PROFIT	471,982	73.2%
GROSS OPERATING INCOME		
Rooms	460,218	79.8%
Food	4,562	9.8%
Beverage	5,993	42.6%
Telephone	-2,393	-472.4%
Other	3,602	51.0%
Fitness Center	0	0.0%
GROSS PROFIT	471,982	73.2%
UNDISTRIBUTED EXPENSES		
General & Administration	60,996	9.5%
Marketing	69,701	10.8%
Franchise Costs	28,840	4.5%
Energy Costs	25,208	3.9%
Prop. Oper. & Maint	34,810	5.4%
TOTAL UNDIST. EXPENSES	219,554	34.0%
GROSS OPERATING PROFIT	252,428	39.1%
OTHER INCOME & EXPENSE		
8201-60 Gain/Loss on Sale of Assets	0	0.0%
8205-60 Interest Income	0	0.0%
8210-60 Discounts Earned	325	0.1%
TOTAL OTHER INCOME & EXPENSE	325	0.1%
INCOME BEFORE FIXED CHARGES	252,753	39.2%
FIXED CHARGES	51,505	8.0%
INCOME AFTER FIXED CHARGES	201,248	31.2%
DEPRECIATION/AMORTIZATION	0	0.0%
NET INCOME (LOSS)	201,248	31.2%
8060-56 0% Capital Improvement Reserve	0	0.0%
NET INCOME AFTER CAP RESERVES	201,248	31.2%
Chapter 11 Expenses - Legal Fees	0	0.0%
US Trustee Fees	0	0.0%
NET INCOME	201,248	31.2%
Lender Adequate Protection	100,000	
NET INCOME	101,248	

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES

Rooms Department

		<u>MAR</u>	<u>%</u>
	Rooms Available	5,952	
	Rooms Sold		
8601-75	Corporate	1,950	40.4%
8605-75	Government	450	9.3%
8610-75	Group	525	10.9%
	Tour & Travel	0	0.0%
8615-75	Volume Discount / Airline	0	0.0%
8620-75	Frequent Stay Program (H Honors)	100	2.1%
8625-75	Leisure	425	8.8%
8630-75	LNR	875	18.1%
8635-75	Distressed Passengers	250	5.2%
8640-75	Internet	250	5.2%
	Total Rooms Sold	4,825	100.0%
	Occupancy	81.1%	
	ADR		
4001-10	Corporate	\$131.00	100.8%
4005-10	Government	\$126.00	96.9%
4010-10	Group	\$119.00	91.5%
	Tour & Travel	\$0.00	0.0%
4015-10	Volume Discount / Airline	\$0.00	0.0%
4020-10	Frequent Stay Program (H Honors)	\$15.00	11.5%
4025-10	Leisure	\$136.00	104.6%
4030-10	LNR	\$109.00	83.8%
4035-10	Distressed Passengers	\$60.00	46.2%
4040-10	Internet	\$130.00	100.0%
	Average Daily Rate	\$119.54	100.0%
	Revenue		
4001-10	Corporate	255,450	44.3%
4005-10	Government	56,700	9.8%
4010-10	Group	62,475	10.8%
	Tour & Travel	0	0.0%
4015-10	Volume Discount / Airline	0	0.0%
4020-10	Frequent Stay Program (H Honors)	1,500	0.3%
4025-10	Leisure	57,800	10.0%
4030-10	LNR	95,375	16.5%
4035-10	Distressed Passengers	15,000	2.6%
4040-10	Internet	32,500	5.6%
	Total Room Revenue	576,800	100.0%
	RevPar	\$96.91	
	POR / % Payroll Expense		
5001-10	0.00 Front Desk Management	0	0.0%
	0.62 Front Desk Supervisor AM	2,989	0.5%
	Front Desk Supervisor PM	0	0.0%
5005-10	1.35 Front Desk Clerks	6,535	1.1%
5010-10	0.72 Night Audit	3,453	0.6%
5015-10	0.73 Housekeeping Management	3,499	0.6%
5020-10	0.46 Housekeeping Inspector	2,195	0.4%
5025-10	4.01 Housekeepers	19,364	3.4%
5030-10	0.00 Rooms Deep Cleaning	0	0.0%
5035-10	0.33 Houseman	1,581	0.3%
5040-10	1.00 Laundry Attendant	4,841	0.8%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES

Rooms Department

		MAR	%
Rooms Available		5,952	
5045-10	0.00 Breakfast Attendant	0	0.0%
5050-10	0.87 Van Driver / Bell Staff	4,215	0.7%
5055-10	0.33 Public Area Attendant	1,581	0.3%
5066-10	0.00 Other Rooms Wages	0	0.0%
5067-10	0.23 Training	1,100	0.2%
5069-10	0.25 Vacation/Holiday/Sick	1,200	0.2%
5072-10	0.00 Bonus	0	0.0%
5075-10	21.00% Taxes & Benefits	11,036	1.9%
5078-10	0.00% Employee Meals	0	0.0%
Total Rooms Payroll		63,591	11.0%
POR / % Rooms Other			
5101-10	0.62 Cable Television	3,000	0.5%
5104-10	0.00 Cash Over/Short	0	0.0%
5107-10	0.28 Cleaning Supplies	1,351	0.2%
5110-10	0.18 Coffee & Supplies	869	0.2%
5113-10	0.6% Commissions - Other	4,361	0.8%
5116-10	2.0% Commissions - Travel Agent	11,536	2.0%
5119-10	0.30 Comp. Breakfast / Guest Relations	1,448	0.3%
5120-10	0.15 Complimentary Newspapers	724	0.1%
5122-10	0.00 Contract Service/Labor	0	0.0%
5125-10	0.00 Decorations	0	0.0%
5128-10	0.00 Equipment Rental	0	0.0%
5131-10	0.18 Front Desk Supplies	869	0.2%
5134-10	0.00 Glassware	0	0.0%
5137-10	0.86 Guest Supplies	4,150	0.7%
5138-10	1.60 Guest Promotion	7,720	1.3%
5140-10	0.00 Guest Transportation	0	0.0%
5143-10	0.25 Laundry Supplies	1,206	0.2%
5146-10	0.3% Linen Expense	3,282	0.6%
5149-10	0.00 Miscellaneous Rooms Expense	0	0.0%
5152-10	0.00 Movie Expense (DO NOT USE)	0	0.0%
5155-10	0.07 Pest Control	330	0.1%
5158-10	0.05 Printing & Stationary	241	0.0%
5161-10	2.0% Reservation Expense	11,536	2.0%
5164-10	0.00 Social Hour Expense	0	0.0%
5167-10	0.04 Telephone	170	0.0%
5170-10	0.04 Uniforms	200	0.0%
5173-10	0.00 Walked Guest Expense	0	0.0%
Total Rooms Other		52,991	9.2%
Total Rooms Department Expense		116,582	20.2%
Department Income (Loss)		460,218	79.8%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES

Food Department

		<u>MAR</u>	<u>%</u>
Revenue			
4100-14	Breakfast	6,000	15.6%
4105-14	Lunch	0	0.0%
4110-14	Dinner	7,500	19.5%
4115-14	Room Service	5,500	14.3%
4116-14	Banq Breakfast	2,000	5.2%
4117-14	Banq Lunch	5,900	15.4%
4118-14	Banq Dinner	1,800	4.7%
4119-14	Banq Coffee Break	2,000	5.2%
4105-14	Banq Reception	1,200	3.1%
4125-14	Outside Catering	0	0.0%
4130-14	Lounge Food	6,500	16.9%
4150-14	Other Food Revenue	0	0.0%
4155-14	Food Allowances	0	0.0%
	Gross Food Sales	38,400	100.0%
	Ala Carte Food (Memo only)	25,500	66.4%
	Banq Food (Memo only)	12,900	33.6%
Other Banquet Revenue			
4135-14	Banquet Rentals	0	0.0%
4123-14	Banquet Service Charge	2,580	31.2%
4140-14	Meeting Room Rental	5,500	66.4%
4145-14	Audio Visual Rental	200	2.4%
	Total Other Banq Revenue	8,280	100.0%
	Total Food Dept Revenue	46,680	100.0%
Cost of Goods Sold			
4601-14	26.00% Food Purchases	9,984	26.0%
	Total Food Purchases	9,984	26.0%
4646-14	90.00% Audio Visual Equipment Cost	180	90.0%
Food Payroll Expense			
5301-14	Restaurant Management	0	0.0%
5304-14	Banquet Management	0	0.0%
5307-14	Kitchen Manager	0	0.0%
5310-14	Chef	0	0.0%
5313-14	Sous Chef	3,210	8.4%
5317-14	Kitchen Wages	0	0.0%
5320-14	Purchaser - Food	0	0.0%
5323-14	Cook	7,009	18.3%
5327-14	Busboy	0	0.0%
5330-14	Utility	0	0.0%
5333-14	Dishwasher	2,866	7.5%
5336-14	Wait Staff	7,233	28.4%
5339-14	Waiters - Poolside	0	0.0%
5342-14	Cooks - Poolside	0	0.0%
5345-14	Hostess	0	0.0%
5348-14	Banquet Waiters	1,550	12.0%
5351-14	Banquet Setup	1,938	15.0%
5355-14	Cafeteria Attendant	0	0.0%
5354-14	Banquet Cook	0	0.0%
5357-14	Janitorial	0	0.0%
5360-14	0.00% Banquet Gratuities	0	0.0%
5363-14	Room Service Server	0	0.0%
5366-14	Other Food Labor	0	0.0%
5367-14	Training	0	0.0%
5369-14	0.00% Vacation/Holiday/Sick	500	1.3%
5372-14	Bonus	0	0.0%
5375-14	21.00% Taxes & Benefits	5,104	13.3%
5378-14	0.00% Employee Meals	0	0.0%
5381-14	Employee Tips	0	0.0%
	Total Food Payroll	29,410	63.0%

HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expenses
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES**

Food Department

		<u>MAR</u>	<u>%</u>
		September	
		%	
	Food Other Expense		
5501-14	A&G Food	0	0.0%
5504-14	A&P Food	0	0.0%
5507-14	Advertising	0	0.0%
5510-14	Banquet Expense	0	0.0%
5513-14	Cash Over/Short	0	0.0%
5516-14	0.25% China/Glass/Silver	117	0.3%
5519-14	1.00% Cleaning Supplies	467	1.0%
5522-14	Contract Services/Labor	0	0.0%
5525-14	Equipment Rental	0	0.0%
5528-14	Flowers/Decorations	0	0.0%
5531-14	Ice	0	0.0%
5534-14	0.20% Kitchen Utensils	93	0.2%
5537-14	Laundry	0	0.0%
5540-14	Licenses/Permits	0	0.0%
5543-14	0.20% Linens	93	0.2%
5547-14	Menus	0	0.0%
5550-14	Miscellaneous Food Expense	0	0.0%
5553-14	Music & Entertainment	0	0.0%
5557-14	1.25% Operating Supplies	584	1.3%
5560-14	1.25% Paper Supplies	584	1.3%
5563-14	Pest Control	0	0.0%
5566-14	Printing & Stationary	0	0.0%
5569-14	0.00% Promotion	0	0.0%
5572-14	Small Appliances	0	0.0%
5575-14	0.80% Sterno Fuel	373	0.8%
5578-14	Telephone	0	0.0%
5581-14	0.50% Uniforms	233	0.5%
5584-14	Utilities	0	0.0%
5587-14	Waste Removal (DO NOT USE)	0	0.0%
	Total Food Other	2,544	5.5%
	Total Food Dept Expense	42,118	90.2%
	Department Income (Loss)	4,562	9.8%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE F

0.20 Beverage Department

		<u>MAR</u>	<u>%</u>
	Revenue		
4200-18	Restaurant Liquor	650	4.6%
4205-18	Restaurant Beer	650	4.6%
4210-18	Restaurant Wine	1,050	7.5%
4215-18	Lounge Liquor	3,750	26.6%
4220-18	Lounge Beer	4,500	32.0%
4225-18	Lounge Wine	1,900	13.5%
4230-18	Banquet Liquor	300	2.1%
4235-18	Banquet Beer	150	1.1%
4240-18	Banquet Wine	0	0.0%
4245-18	Poolside Liquor	0	0.0%
4250-18	Poolside Beer	0	0.0%
4255-18	Poolside Wine	0	0.0%
4260-18	Room Service Liquor	150	1.1%
4265-18	Room Service Beer	175	1.2%
4270-18	Room Service Wine	300	2.1%
4275-18	Other Beverage Revenue	500	3.6%
	Gross Beverage Sales	<u>14,075</u>	<u>100.0%</u>
	Beverage Cost		
4701-18	18.00% Liquor Purchases	873	6.2%
4705-18	24.00% Beer Purchases	1,314	9.3%
4710-18	32.00% Wine Purchases	1,040	7.4%
4715-18	0.00% Non-Alcoholic Beverage Costs	0	0.0%
	Total Beverage Cost	<u>3,227</u>	<u>22.9%</u>
	Beverage Payroll Expense		
5701-18	Beverage Management	0	0.0%
5705-18	Bartenders	2,581	18.3%
5710-18	Bar Back	0	0.0%
5715-18	Banquet Bartenders	0	0.0%
5720-18	Wait Staff	0	0.0%
5725-18	Door Personnel	0	0.0%
5730-18	Entertainers	0	0.0%
5735-18	Janitorial	0	0.0%
5766-18	Pool Server	0	0.0%
5769-18	0.00% Vacation/Holiday/Sick	100	0.7%
5772-18	Bonus	0	0.0%
5775-18	21.00% Taxes & Benefits	563	4.0%
5778-18	0.00% Employee Meals	0	0.0%
5781-18	Employee Tips	0	0.0%
	Total Beverage Payroll	<u>3,244</u>	<u>23.0%</u>
	Beverage Other		
5901-18	A&G Expense	0	0.0%
5904-18	A&P Expense	0	0.0%
5907-18	0.00% Advertising	0	0.0%
5910-18	0.40% Bar Supplies	56	0.4%
5913-18	Cash Over/Short	0	0.0%
5915-18	0.40% China/Glass/Silver	56	0.4%
5918-18	0.00% Cleaning Supplies	0	0.0%
5921-18	0.00% Complimentary Happy Hour	0	0.0%
5924-18	Contract Services/Labor	0	0.0%
5927-18	Decorations	0	0.0%
5930-18	Equipment Rental	0	0.0%
5933-18	0.00% Hors D'oeuvres	0	0.0%
5936-18	Ice	0	0.0%
5939-18	Laundry	0	0.0%
5942-18	License & Permit	600	4.3%
5945-18	0.00% Linens	0	0.0%
5948-18	Miscellaneous Beverage Expense	0	0.0%
5951-18	Music & Entertainment	0	0.0%
5954-18	0.00% Other Supplies	0	0.0%
5957-18	0.00% Paper Supplies	0	0.0%
5960-18	Printing & Stationary	0	0.0%
5963-18	Promotion	869	6.2%
5966-18	Small Appliances	0	0.0%
5969-18	Spillage	30	0.2%
5972-18	Telephone	0	0.0%
5975-18	0.00% Uniforms	0	0.0%
5978-18	Utilities	0	0.0%
	Total Beverage Other	<u>1,611</u>	<u>11.4%</u>
	Total Bev Dept. Expense	<u>8,082</u>	<u>57.4%</u>
	Department Income (Loss)	<u>5,993</u>	<u>42.6%</u>

HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expenses
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEE**

Telephone Department

		<u>MAR</u>	<u>%</u>
Total Rooms Sold		4,825	100.0%
POR Revenue			
4300-22	\$0.00 Local Calls	0	0.0%
4305-22	\$0.11 Long Distance	507	100.0%
4310-22	\$0.00 Telephone Commissions	0	0.0%
4315-22	\$0.00 Telephone Allowances	0	0.0%
Total Revenue		507	100.0%
Cost of Sales			
4801-22	0.07 Local Call Costs	350	69.1%
4805-22	0.00 Long Distance Costs	0	0.0%
0.07	Total Cost of Sales	350	69.1%
PBX Payroll Expense			
6301-22	0.00 PBX Supervisor	0	0.0%
6305-22	0.00 PBX Operator	0	0.0%
6310-22	0.0% Taxes & Benefits	0	0.0%
6315-22	0.0% Vacation	0	0.0%
Total PBX Payroll Expense		0	0.0%
Other Telephone Expense			
6201-22	0.00 Equipment Rental	0	0.0%
6203-22	0.39 Internet Cost	1,900	375.0%
6205-22	0.10 Miscellaneous Telephone Expense	500	98.7%
6210-22	0.03 Telephone Maintenance	150	29.6%
0.53	Total Other Expense	2,550	503.3%
0.60	Total Telephone Dept. Expense	2,900	572.4%
-0.50	Department Income (Loss)	-2,393	#####

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses

HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEE

Other Income

		<u>MAR</u>	<u>%</u>
	POR Revenue		
4401-26	\$0.00 Commissions	0	0.0%
4405-26	\$0.00 Copier/Fax	0	0.0%
4410-26	\$0.00 Equipment Rental	0	0.0%
4415-26	\$0.00 Forfeited Deposits	0	0.0%
4420-26	\$0.70 Gift Shop	3,378	47.8%
4425-26	\$0.00 Internet Access	0	0.0%
4430-26	\$0.18 Laundry & Valet	869	12.3%
4435-26	\$0.00 Movies	0	0.0%
4440-26	\$0.50 No Show Revenue	2,413	34.2%
4445-26	\$0.00 Turf Program Sales	0	0.0%
4450-26	\$0.05 Other Income	236	3.3%
4455-26	\$0.00 Pool/Roof Rental	0	0.0%
4460-26	Rent	0	0.0%
4465-26	\$0.00 RV Park	0	0.0%
4470-26	\$0.03 Vending/Other	167	2.4%
4475-26	\$0.00 Vending Machines	0	0.0%
	Total Other Income	7,062	100.0%

		<u>MAR</u>	<u>%</u>
	% OF REV Cost of Goods Sold		
4901-26	78.0% Gift Shop Purchases	2,634	78.0%
4905-26	95.0% Laundry /Valet Costs	825	95.0%
4910-26	0.0% Movie Costs	0	#####
4915-26	0.0% Other Misc Expense	0	0.0%
4920-26	0.0% Rental Equipment Expense	0	#####
4922-26	0.0% RV Park Expense	0	#####
4925-26	0.0% Turf Program Expense	0	#####
4930-26	0.0% Vending Machine Expense	0	#####
	Total Cost of Goods Sold	3,460	49.0%

Department Income (Loss) **3,602** 51.0%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FE

General & Administration

	MAR	%
Total Rooms Sold	4,825	100%
Total Revenue	645,123	100%

Payroll Expense

	POR / %			
7001-40	1.42	Management	6,828	1.1%
7005-40	0.00	Accounting	0	0.0%
7010-40	0.00	Admin. Assistant	0	0.0%
7015-40	0.00	Operations Manager	0	0.0%
7020-40	1.03	Controller	4,993	0.8%
7025-40	0.00	Asst. Controller	0	0.0%
7030-40	0.00	Accounting Clerks	0	0.0%
7035-40	0.00	H.R. Manager	0	0.0%
7040-40	0.00	H.R. Clerical	0	0.0%
7045-40	0.00	Purchasing / Receiving	0	0.0%
7066-40	0.00	Other Admin Salaries	0	0.0%
7069-40	0.00%	Vacation/Holiday/Sick	0	0.0%
7072-40	0.00	Bonus	0	0.0%
7075-40	22.00%	Taxes & Benefits	2,601	0.4%
7078-40	0.00%	Employee Meals	0	0.0%
	2.99	Total Payroll	14,422	2.2%

Other Expense

7101-40	0.03	A&G Beverage	150	0.0%
7102-40	0.02	A&G Food	100	0.0%
7104-40	4.56	Accounting & Legal	22,000	3.4%
7106-40	0.00	Administrative Expense	0	0.0%
7108-40	0.00	Bad Debt Provisions	0	0.0%
7110-40	0.00	Bank Charges	0	0.0%
7112-40	0.00	Cash Over/Short	0	0.0%
7114-40	0.00	Contracted Services/Labor	0	0.0%
7116-40	0.04	Copier Lease	195	0.0%
7118-40	0.00	Credit & Collection Costs	0	0.0%
7120-40	2.70%	Credit Card Costs	17,418	2.7%
7122-40	0.00	Decorations	0	0.0%
7124-40	0.00	Donations	0	0.0%
7126-40	0.00	Dues & Subscriptions	0	0.0%
7128-40	0.10	Employee Relations	500	0.1%
7130-40	0.00	Office Equipment Rental	0	0.0%
7132-40	0.01	Federal Express	30	0.0%
7134-40	0.00	General Promotion	0	0.0%
7136-40	0.00	License & Permits	0	0.0%
7138-40	0.00	Loss & Damage	0	0.0%
7140-40	0.00	Meals & Entertainment	0	0.0%
7142-40	0.00	Miscellaneous A&G Expense	0	0.0%
7144-40	0.06	Office Supplies	275	0.0%
7146-40	1.00%	Payroll Processing Fees	1,403	0.2%
7148-40	0.00	Penalties	0	0.0%
7150-40	0.00	Personnel Relocation	0	0.0%
7152-40	0.01	Postage & Delivery	65	0.0%
7154-40	0.00	Printing & Stationary	0	0.0%
7156-40	0.00	Professional Fees	0	0.0%
7158-40	0.04	Recruitment Expense	200	0.0%
7160-40	0.85	Security	4,092	0.6%
7162-40	0.00	Seminars/Training	0	0.0%
7164-40	0.00	Taxes	0	0.0%
7166-40	0.01	Telephone	70	0.0%
7168-40	0.02	Travel	75	0.0%
7170-40	0.00	Uniforms	0	0.0%
	9.65	Total Other Expense	46,574	7.2%

12.64 Total G & A	60,996	9.5%
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HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expense:
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE F**

Franchise Costs

	<u>MAR</u>	<u>%</u>
Room Revenue	576,800	100%
Total Revenue	645,123	100%

Franchise Costs

8050-56	5.0%	Franchise Royalty Costs	28,840	5.0%
Total Franchise Costs			28,840	5.0%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FI

Sales & Marketing

	MAR	%
Total Rooms Sold	4,825	100%
Room Revenue	576,800	100%
Total Revenue	645,123	100%

POR / % Sales & Marketing Salaries

7301-44	1.16 Director of Sales	5,599	0.9%
7305-44	1.94 Sales & Marketing Wages	9,360	1.5%
7310-44	0.15 Sales Coordinator	713	0.1%
7315-44	2.00% Sales Commissions	3,157	0.5%
7320-44	0.00 Catering Sales Manager	0	0.0%
7369-44	0.00% Vacation/Holiday/Sick	0	0.0%
7372-44	0.00 Bonus	0	0.0%
7375-44	22.00% Taxes & Benefits	4,142	0.6%
7378-44	0.00% Employee Meals	0	0.0%
Total Payroll		22,971	3.6%

Other Sales & Marketing Expense

7401-44	0.05 A&P Beverage	250	0.0%
7402-44	0.04 A&P Food	200	0.0%
7404-44	0.00 Advertising Agency Expense	0	0.0%
7406-44	0.40 Airport Advertising	1,950	0.3%
7408-44	0.00 Brochures	0	0.0%
7410-44	0.12 Contract Services/Labor	590	0.1%
7412-44	0.00 Co-Op Advertising	0	0.0%
7414-44	0.00 Decorations	0	0.0%
7416-44	0.05 Directory Advertising	240	0.0%
7418-44	0.10 Dues & Subscriptions	500	0.1%
7420-44	0.00 Equipment Rental	0	0.0%
7422-44	2.00% Franchise National Marketing	11,536	2.0%
7424-44	0.02 Fruit/Flower/Gifts	100	0.0%
7426-44	0.00 Graphics	0	0.0%
7428-44	0.22 Group Business Expense - Rooms	1,050	0.2%
7430-44	4.90% Frequent Stay Program	28,263	4.4%
7432-44	0.02 Meals & Entertainment	100	0.0%
7434-44	0.06 Miscellaneous Sales Expense	300	0.0%
7436-44	0.00 Newspaper Advertising	0	0.0%
7438-44	0.02 Operating Supplies	100	0.0%
7440-44	0.00 Other Advertising Expense	0	0.0%
7442-44	0.00 Outdoor Billboards	0	0.0%
7444-44	0.00 Photography	0	0.0%
7446-44	0.00 Postage & Delivery	0	0.0%
7448-44	0.09 Printing & Stationary	450	0.1%
7450-44	0.00 Promotional Expense	0	0.0%
7452-44	0.06 Sales Blitz	300	0.0%
7454-44	0.00 Seminars/Training	0	0.0%
7456-44	0.10 Telephone	500	0.1%
7458-44	0.00 Trade Shows	0	0.0%
7460-44	0.06 Travel	300	0.0%
7462-44	0.00 Travel Agent Expense	0	0.0%
7464-44	0.00 Yellow Page Advertising	0	0.0%
9.68 Total Other Expense		46,729	7.2%

14.45 **Total Marketing Expense** **69,701** 10.8%

HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expen
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE**

Energy & Utility Costs

	MAR	%
Total Rooms Sold	4,825	100.0%
Total Revenue	645,123	100.0%

Energy/Utility Costs

POR				
7601-48	2.80	Electric	13,510	2.1%
7602-48	0.00	Electric - RV Park	0	0.0%
7605-48	1.20	Gas	5,790	0.9%
7610-48	0.45	Sewer	2,171	0.3%
7615-48	0.65	Water	3,136	0.5%
7620-48	0.12	Waste Removal	600	0.1%
5.22		Total Energy/Utility Costs	25,208	3.9%

POR CALCULATIONS

Electric - Fixed Cost	0
Electric	\$2.80
Electric - RV Park	\$0.00
Gas	\$1.20
Sewer	\$0.45
Water	\$0.65

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FE

Property, Operations, & Maintenance

			<u>MAR</u>	<u>%</u>
		Total Rooms Sold	4,825	100.0%
		Total Revenue	645,123	100.0%
		Payroll Expense		
POR / %				
7701-52	0.00	Maintenance Management	0	0.0%
7702-52	0.00	Maintenance Assistant Management	0	0.0%
7703-52	0.00	Gardener	0	0.0%
7705-52	1.14	Maintenance Wages	5,492	0.9%
7769-52	0.00%	Vacation/Holiday/Sick	0	0.0%
7772-52	0.00	Bonus	0	0.0%
7775-52	22.00%	Taxes & Benefits	1,208	0.2%
7778-52	0.00%	Employee Meals	0	0.0%
	1.39	Total Payroll Expense	6,700	1.0%
		Other Expenses		
7801-52	0.62	Air & Refrigeration	3,000	0.5%
7804-52	0.31	Building Maintenance	1,500	0.2%
7806-52	0.08	Computer Maintenance	380	0.1%
7808-52	0.00	Contracted Services/Labor	0	0.0%
7810-52	0.00	Electrical Equipment	0	0.0%
7812-52	0.41	Elevators	1,980	0.3%
7814-52	0.02	Engineering Supplies	100	0.0%
7816-52	0.00	Equipment Rental	0	0.0%
7818-52	0.00	Exercise Equipment	0	0.0%
7820-52	0.02	Floor Covering	100	0.0%
7822-52	0.21	Grounds/Landscape	1,000	0.2%
7824-52	0.00	Interior Plants	0	0.0%
7826-52	0.35	Laundry Equipment	1,700	0.3%
7828-52	0.02	Light Bulbs	97	0.0%
7830-52	0.03	Locks & Keys	200	0.0%
7832-52	0.36	Maintenance Contracts	1,760	0.3%
7834-52	0.00	Mechanical Equipment	0	0.0%
7836-52	0.10	Miscellaneous Maintenance Expense	500	0.1%
7838-52	0.00	Office Equipment	0	0.0%
7840-52	0.00	Operating Supplies	0	0.0%
7842-52	0.03	Painting/Decorating	300	0.0%
7844-52	0.00	Parking Areas	0	0.0%
7846-52	0.08	Plumbing/Heating	900	0.1%
7848-52	0.00	Roofing	0	0.0%
7850-52	0.00	Signs	0	0.0%
7852-52	0.04	Small Fixtures & Equipment	200	0.0%
7854-52	0.01	Small Tools	48	0.0%
7856-52	2.36	Swimming Pool/Jacuzzi	11,400	1.8%
7858-52	0.01	Telephone Equipment	50	0.0%
7860-52	0.00	Television/Radio Repair	0	0.0%
7862-52	0.00	Uniforms	0	0.0%
7864-52	0.60	Van Expense	2,895	0.4%
	5.83	Total Other Expense	28,110	4.4%
	7.21	Total POM	34,810	5.4%

HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expenses
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FE**

Property, Operations, & Maintenance

	MAR	%
Total Rooms Sold	4,825	100.0%
Total Revenue	645,123	100.0%

COMPUTER MAINTENANCE	September
PMS	100
POS	280
OTHER	0
OTHER	0
TOTAL	380

ELEVATORS	September
ELEVATOR CONTRACT	1,980
OTHER	0
TOTAL	1,980

MAINTENANCE CONTRACTS	September
SEMI ANNUAL - jan / jul SUN DEVIL - FIRE PANEL	470
QUARTERLY - MAR / JU SUN DEVIL -SMOKE / SPRINKLER	350
ANNUAL - JAN SUN DEVIL - EXTINGUISHERS	200
SEMI ANNUAL - JUN / E SUN DEVIL - HOOD INSP & CLEAN	400
ANNUAL - FEB SUN DEVIL - BACKFLOW	0
ANNUAL - MAY \$1200 SUN DEVIL - SPRINKLER PUMP	100
QUARTERLY - \$700 RESCUE AIR - STAIRWELL AIR, PFD	240
GR3EASE TRAP	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
CONTRACT	0
TOTAL	1,760

HILTON GARDEN INN

**Departmental Statement of Budgeted Revenues and Expenses
HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES**

Fixed Charges & Depreciation

	<u>MAR</u>	<u>%</u>
Total Rooms Sold	4,825	100.0%
Total Revenue	645,123	100.0%
POR Property Taxes		
8001-56 0.77 Property Tax	3,700	0.6%
8005-56 3.11 Real Estate Tax	15,000	2.3%
Total Property Taxes	18,700	2.9%
Insurance		
8015-56 1.04 General Liability & Property Insurance	5,000	0.8%
Total Insurance	5,000	0.8%
Interest		
8040-56 0.00 Mortgage Expense	0	0.0%
8045-56 0.00 Interest Expense	0	0.0%
Total Interest	0	0.0%
Other Ownership Costs		
8007-56 0.00 Other Taxes	0	0.0%
8008-56 0.41 Guest Transportation / Van Lease	2,000	0.3%
8010-56 4.0% Management Fees	25,805	4.0%
8030-56 0.00 Space Lease / Rent	0	0.0%
8035-56 0.00 Other Ownership Costs	0	0.0%
8055-56 0.00 Land Lease	0	0.0%
Total Other Costs	27,805	4.3%
10.67 Total Fixed Charges	51,505	14.0%
Depreciation & Amortization		
8020-56 Depreciation	0	0.0%
8025-56 Amortization	0	0.0%
Total Depreciation/Amortization	0	0.0%

HILTON GARDEN INN

Departmental Statement of Budgeted Revenues and Expenses HGI 2012 BUDGET (MARCH) WITH LEGAL & TRUSTEE FEES

UST Fees

	MAR	%	MAR	%	APR	%	MZY	%
<p>POR</p> <p>0.00 US Trustee Fees</p>	0	0.0%	0	#####	0	#####	0	#####
Total UST Fees	0	0.0%	0	#####	0	#####	0	#####

**Requested Capital Expenditures Budget
2012**

Capital Budget

Estimated

	MAR	%
	0	
Replace fabric in elevator cab	0	
New PTAC Units 5	0	
Landscaping enhancement (rock)	0	
New Vaccums 2	0	
Patio furniture for dining patio	0	
Plant oleanders around pool fence	0	
Automatic back door opener	0	
Carpet replacement as needed	0	
	0	
	0	
	0	
Running Balance	0	

The above items represent requested capital improvements pending owner's approval

HOTEL NAME: **HILTON GARDEN INN**
 NUMBER OF BUILT ROOMS: **192**
 YEAR: **HGI 2012 BUDGET (MARCH) V**

SALARIED MANAGERS		ANNUAL SALARY	
5001-10	Front Desk Manager	\$ -	0
5015-10	Housekeeping Mgmt	\$ 41,200	3,499
5301-14	Restaurant Manager	\$ -	0
5304-14	Banquet Manager	\$ -	0
5307-14	Kitchen Manager	\$ -	0
5310-14	Chef	\$ -	0
5313-14	Sous Chef	\$ 37,793	3,210
5701-18	Beverage Manager	\$ -	0
7001-40	General Manager	\$ 80,400	6,828
	Accounting	\$ -	0
7005-40	Operations Manager	\$ -	0
7066-40	Controller	\$ 58,788	4,993
	Asst. Controller	\$ -	0
	H.R. Manager	\$ -	0
7301-44	Director of Sales	\$ 65,920	5,599
7305-44	Sales & Marketing Wages	\$ 110,210	9,360
7320-44	Catering Sales Manager	\$ -	0
7701-52	Maint Management	\$ -	0
	Maint. Assistant Management	\$ -	0
		\$ 394,311	

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MAR

ROOMS	AVERAGE HOURLY WAGE	
	Front Desk Supervisor AM	\$13.50
	Front Desk Supervisor PM	\$0.00
5005-10	Front Desk Clerks	\$10.85
5010-10	Night Audit	\$13.50
5020-10	Inspectress	\$9.10
5025-10	Housekeepers	\$8.60
5030-10	Rooms Deep Cleaning	\$0.00
5035-10	Houseman	\$8.50
5040-10	Laundry Attendant	\$8.60
5045-10	Breakfast Attendant	\$0.00
5050-10	Van Driver / Bellman	\$7.77
5055-10	Public Area Attendant	\$8.50
	Other Room Wages	\$0.00
F&B	AVERAGE HOURLY WAGE	
5317-14	Kitchen Wages	\$0.00
5320-14	Purchaser	\$0.00
5323-14	Cook	\$13.30
5327-14	Busboy	\$0.00
5330-14	Utility	\$0.00
	Dishwasher	\$8.30
5336-14	Wait Staff	\$7.65
	Waiters - Poolside	\$0.00
	Cooks - Poolside	\$0.00
5345-14	Hostess	\$0.00
5348-14	Banquet Waiters	\$10.00
5351-14	Banquet Set Up	\$12.50
	Cafeteria Attendant	\$0.00
5354-14	Banquet Cook	\$0.00
5357-14	Janitorial - Food	\$0.00
5363-14	Room Service Server	\$0.00
5366-14	Other Food Labor	\$0.00
5705-18	Bartenders	\$9.25
5710-18	Bartender Poolside	\$0.00
5715-18	Bartender Banquet	\$0.00
5720-18	Wait Staff	\$0.00
5725-18	Door Personnel	\$0.00
5730-18	Entertainment	\$0.00
5735-18	Janitorial - Beverage	\$0.00
	Other Beverage Labor	\$0.00
OTHER	AVERAGE HOURLY WAGE	
	PBX Supervisor	\$0.00
	PBX Operator	\$0.00
	Attendants - Fitness Center	\$0.00
A&G	AVERAGE HOURLY WAGE	
	Admin. Assistant	\$0.00
	Accounting Clerks	\$0.00
	H.R. Clerical	\$0.00
	Purchasing / Receiving	\$0.00
	Other Admin Salaries	\$0.00
A&P	AVERAGE HOURLY WAGE	
	Sales Coordinator	\$10.00
MAINT	AVERAGE HOURLY WAGE	
	Gardener	\$0.00
7705-52	Maint Wages	\$15.50

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HOTEL NAME: **HILTON GARDEN INN**
 NUMBER OF BUILT ROOMS: **192**
 YEAR: **HGI 2012 BUDGET (MARCH) V**

		MAR	
ROOMS	OPERATING STANDARDS	STANDARD	
	Front Desk Supervisor AM	HOURS PER DAY	7.14
	Front Desk Supervisor PM	HOURS PER DAY	0.00
5005-10	Front Desk Clerks	HOURS PER DAY	19.43
5010-10	Night Audit	HOURS PER DAY	8.25
5020-10	Inspectress	MINUTES P.O.R.	3.00
5025-10	Housekeepers	MINUTES P.O.R.	28.00
5030-10	Rooms Deep Cleaning	HOURS PER DAY	0.00
5035-10	Houseman	HOURS PER DAY	6.00
5040-10	Laundry Attendant	MINUTES P.O.R.	7.00
5045-10	Breakfast Attendant	HOURS PER DAY	0.00
5050-10	Van Driver / Bellman	HOURS PER DAY	17.50
5055-10	Public Area Attendant	HOURS PER DAY	6.00
	Other Room Wages	HOURS PER DAY	0.00
F&B	OPERATING STANDARDS	STANDARD	
5317-14	Kitchen Wages	HOURS PER DAY	0.00
5320-14	Purchaser	HOURS PER DAY	0.00
5323-14	Cook	HOURS PER DAY	17.00
5327-14	Busboy	HOURS PER DAY	0.00
5330-14	Utility	HOURS PER DAY	0.00
	Dishwasher	HOURS PER DAY	11.14
5336-14	Wait Staff	HOURS PER DAY	30.50
	Waiters - Poolside	HOURS PER DAY	0.00
	Cooks - Poolside	HOURS PER DAY	0.00
5345-14	Hostess	HOURS PER DAY	0.00
5348-14	Banquet Waiters	HOURS PER DAY	5.00
5351-14	Banquet Set Up	HOURS PER DAY	5.00
	Cafeteria Attendant	HOURS PER DAY	0.00
5354-14	Banquet Cook	HOURS PER DAY	0.00
5357-14	Janitorial - Food	HOURS PER DAY	0.00
5363-14	Room Service Server	HOURS PER DAY	0.00
5366-14	Other Food Labor	HOURS PER DAY	0.00
5705-18	Bartenders	HOURS PER DAY	9.00
5710-18	Bartender Poolside	HOURS PER DAY	0.00
5715-18	Bartender Banquet	HOURS PER DAY	0.00
5720-18	Wait Staff	HOURS PER DAY	0.00
5725-18	Door Personnel	HOURS PER DAY	0.00
5730-18	Entertainment	HOURS PER DAY	0.00
5735-18	Janitorial - Beverage	HOURS PER DAY	0.00
	Other Beverage Labor	HOURS PER DAY	0.00
OTHER	AVERAGE HOURLY WAGE	STANDARD	
	PBX Supervisor	HOURS PER DAY	0.00
	PBX Operator	HOURS PER DAY	0.00
	Attendants - Fitness Center	HOURS PER DAY	0.00
A&G	AVERAGE HOURLY WAGE	STANDARD	
	Admin. Assistant	HOURS PER DAY	0.00
	Accounting Clerks	HOURS PER DAY	0.00
	H.R. Clerical	HOURS PER DAY	0.00
	Purchasing / Receiving	HOURS PER DAY	0.00
	Other Admin Salaries	HOURS PER DAY	0.00
A&P	AVERAGE HOURLY WAGE	STANDARD	
	Sales Coordinator	HOURS PER DAY	2.30
MAINT	AVERAGE HOURLY WAGE	STANDARD	
	Gardener	HOURS PER DAY	0.00
7705-52	Maint Wages	HOURS PER DAY	11.43

		HOURS	
		PER DAY	
MAY, JUN, JUL, AUG, DEC	DESK LOW		9.71
JAN, SEP, NOV	DESK MED		14.29
FEB, MAR, APR, OCT	DESK HIGH		19.43
	FOM		7.14
			0.00
	WAIT HIGH		26.71
	WAIT MED		23.00
	WAIT LOW		20.14
	MAINT		11.43
			0.00
			0.00
			0.00
			0.00
			0.00
			0.00
			0.00
			0.00