

New Portsmouth Hotel & Conference Center Consolidated Company
FOR PERIOD ENDING 12/31/2004

CURRENT PERIOD THIS YEAR		CURRENT PERIOD BUDGET 04 2004		CURRENT PERIOD YR ENDING 2003			YEAR-TO-DATE THIS YEAR		YEAR-TO-DATE BUDGET 04 2004		YEAR-TO-DATE YR ENDING 2003	
50.96		58.06		52.98		TOTAL OCCUPANCY %	70.94		73.68		70.38	
47.26		54.89		48.63		REVENUE OCCUPANCY	67.69		70.28		66.03	
81.31		76.70		76.35		AVERAGE ROOM RATE \$	98.68		102.27		99.00	
38.43		42.10		37.13		REVPAR	66.80		71.88		65.37	
***** EARNINGS STATEMENT P-1 REPORT 01 - B *****												
296,654	25.1	324,980	31.5	286,620	23.6	ROOMS REVENUE	6,088,121	55.4	6,550,925	55.8	5,941,381	54.2
57,841	4.9	64,964	6.3	58,653	4.8	FOOD REVENUE	816,698	7.4	910,693	7.8	818,686	7.5
18,570	1.6	21,489	2.1	24,416	2.0	BEVERAGE REVENUE	277,034	2.5	310,984	2.7	296,988	2.7
798,119	67.5	601,887	58.4	686,535	56.5	BANQUET REVENUE	3,553,201	32.3	3,706,580	31.6	3,521,687	32.1
874,530	74.0	688,340	66.8	769,604	63.3	TOTAL F&B REVENUE	4,646,934	42.3	4,928,257	42.0	4,637,361	42.3
5,779	.5	9,516	.9	5,574	.5	TELEPHONE DEPARTMENT	130,437	1.2	142,575	1.2	121,884	1.1
2,566	.2	3,247	.3	2,532	.2	GIFT SHOP DEPARTMENT	49,336	.5	48,636	.4	44,979	.4
3,044	.3	4,168	.4	151,893	12.5	OTHER REVENUE	77,510	.7	60,195	.5	223,569	2.0
1,182,573	100.0	1,030,251	100.0	1,216,222	100.0	TOTAL GROSS REVENUE	10,992,339	100.0	11,730,588	100.0	10,969,173	100.0
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DEPARTMENT PROFITS												
198,037	66.8	224,469	69.1	206,018	71.9	ROOMS DEPARTMENT	4,812,374	79.1	5,145,611	78.6	4,598,939	77.4
3,134	5.4	403	.6	(1,346)	2.3	-FOOD DEPARTMENT	(2,666)	.3	(23,891)	2.6	(22,333)	2.7
7,574	40.8	6,393	29.8	12,405	50.8	BEVERAGE DEPARTMENT	101,668	36.7	116,011	37.3	110,889	37.3
459,428	57.6	303,448	50.4	371,637	54.1	BANQUET DEPARTMENT	1,153,592	32.5	1,237,830	33.4	1,167,226	33.1
470,137	53.8	310,244	45.1	382,696	49.7	TOTAL FOOD & BEVERAGE	1,252,594	27.0	1,329,950	27.0	1,255,782	27.1
(7,955)	137.7	(242)	2.5	(1,312)	23.5	-TELEPHONE DEPARTMENT	3,104	2.4	11,824	8.3	25,865	21.2
169	6.6	845	26.0	(563)	22.2	-GIFT SHOP DEPARTMENT	10,721	21.7	12,905	26.5	9,212	20.5
1,794	58.9	2,918	70.0	150,643	99.2	OTHER DEPARTMENTS	62,510	80.7	45,195	75.1	208,569	93.3
662,182	56.0	538,234	52.2	737,482	60.6	TOTAL DEPARTMENT PROFIT	6,141,305	55.9	6,545,485	55.8	6,098,367	55.6
54,228	4.6	74,976	7.3	45,601	3.8	ADMIN. & GENERAL	809,408	7.4	880,242	7.5	866,783	7.9
10,861	.9	17,824	1.7	21,118	1.7	CREDIT CARD COMMISSION	184,964	1.7	202,939	1.7	205,826	1.9
14,833	1.3	16,249	1.6	14,322	1.2	FRANCHISE FEES	304,406	2.8	327,546	2.8	295,994	2.7
75,667	6.4	65,621	6.4	43,164	3.6	ADVERTISING & SALES	848,604	7.7	854,228	7.3	796,434	7.3
44,406	3.8	46,745	4.5	38,772	3.2	REPAIRS & MAINTENANCE	501,298	4.6	563,261	4.8	525,701	4.8
69,908	5.9	51,997	5.1	61,959	5.1	UTILITIES	659,673	6.0	615,726	5.3	599,602	5.5
269,901	22.8	273,412	26.5	224,936	18.5	TTL. DED. FROM INCOME	3,308,353	30.1	3,443,942	29.4	3,290,340	30.0
392,280	33.2	264,822	25.7	512,547	42.1	HOUSE PROFIT	2,832,951	25.8	3,101,543	26.4	2,808,027	25.6
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***** EARNINGS STATEMENT P-2 REPORT 01 - B *****												
392,280	33.2	264,822	25.7	512,547	42.1	HOUSE PROFIT	2,832,951	25.8	3,101,543	26.4	2,808,027	25.6
35,477	3.0	30,909	3.0	36,487	3.0	MANAGEMENT FEE	329,771	3.0	351,918	3.0	329,075	3.0
37,616	3.2	40,882	4.0	165,267	13.6	INSURANCE & TAXES	484,949	4.4	490,573	4.2	618,395	5.6
15,112	1.3	15,086	1.5	19,445	1.6	LEASES & COMMISSIONS	181,143	1.7	181,076	1.5	190,449	1.7
304,075	25.7	177,945	17.3	291,348	24.0	NET OPERATING PROFIT	1,837,088	16.7	2,077,976	17.7	1,670,108	15.2