

## RULE 15c2-12 FILING COVER SHEET

This cover sheet is sent with all submissions to the Municipal Securities Rulemaking Board's Electronic Municipal Market Access ("EMMA") pursuant to Securities and Exchange Commission (SEC) Rule 5c2-12 or any analogous state statutes.

**Issuer Name: Brooks Development Authority**

**Issue(s):**

**\$ 32,650,000 Special Facilities Hotel Revenue Refunding Bonds, Series 2017**

**Filing Format**  electronic \_\_\_ paper; If available on the Internet, give URL: \_\_\_\_\_

**CUSIP Numbers to which the information filed relates (optional):**

Nine-digit number(s) (see following page(s)):

\_\_\_ Six-digit number if information filed relates to all securities of the issuer

### Financial & Operating Data Disclosure Information

Annual Financial Report or CAFR

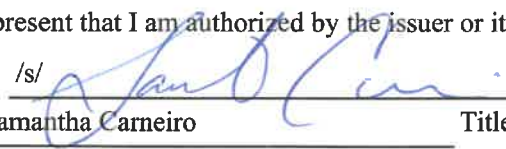
Financial Information & Operating Data

Other (describe) \_\_\_\_\_

Fiscal Period Covered: QE 06-30-19

Monthly  Quarterly Annual Other: \_\_\_\_\_

I hereby represent that I am authorized by the issuer or its agent to distribute this information publicly:

Signature: /s/  \_\_\_\_\_

Name: Samantha Carneiro Title: Chief Financial Officer

Employer: Brooks Development Authority

Telephone Number: 210-678-3391

Email Address: samantha@livebrooks.com

**DESCRIPTION OF ISSUES COVERED BY THIS REPORT**

**Special Facilities Hotel Revenue Refunding Bonds, Series 2017**

Date	Principal	CUSIP
08/15/52	\$ 32,650,000	11440PAA7
	\$ 32,650,000	

CONTINUING DISCLOSURE REPORT  
FOR THE  
QUARTER ENDED JUNE 30, 2019

BROOKS DEVELOPMENT AUTHORITY

HOTEL REVENUE



**HTS** Continuing Disclosure Services  
A Division of Hilltop Securities.

**SIGNATURE OF ISSUER**

The information set forth herein has been obtained from the Authority and other sources believed to be reliable, but such information is not guaranteed as to accuracy or completeness and is not to be construed as a promise or guarantee. This Quarterly Continuing Disclosure Report may contain, in part, estimates and matters of opinion which are not intended as statements of fact, and no representation is made as to the correctness of such estimates and opinions, or that they will be realized. The information and expressions of opinion contained herein are subject to change without notice, and the delivery of this Quarterly Continuing Disclosure Report will not, under any circumstances, create any implication that there has been no change in the affairs of the Authority or other matters described.

**Brooks Development Authority**

/s/ 

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Samantha Carneiro

Chief Financial Officer

Approved for Submission:

<sup>29</sup>  
07/08/2019

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Date



**Embassy Suites San Antonio Brooks Hotel and Spa**  
**Profit and Loss by Month**  
 October 2018 - June 2019

Income	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Total
4100 Rooms Revenue	54,305.00	7,914.00	36,658.00	19,343.00	5,197.00	7,778.00	49,431.00	5,984.00	2,992.00	189,602.00
4102 Group Corporation	42,022.00	372.00	4,104.00	0.00	13,138.00	16,649.00	102,599.00	41,195.00	28,980.00	249,058.00
4103 Group National Association	21,480.00	73,725.00	4,274.00	35,223.00	38,028.00	15,925.00	8,879.00	25,331.00	28,768.00	251,633.00
4104 Group Smeaf		2,772.00	2,772.00	0.00	6,300.00	0.00	0.00	5,372.00	0.00	17,216.00
4105 Group Government	38,028.00	37,468.00	9,367.00	15,518.00	25,796.00	33,923.00	33,402.00	25,987.00	23,743.00	243,212.00
4107 Corporate Special	1,277.00	1,087.00	276.00	278.00	100.00	446.00	2,893.00	597.00	1,222.00	8,176.00
4108 Corporate Volume/Airline	110,310.00	117,012.00	141,275.00	138,227.00	168,851.00	200,892.00	173,109.00	172,469.00	159,061.00	1,381,006.00
4109 Transient	64,728.00	39,177.00	24,503.00	48,088.00	74,971.00	59,705.00	48,332.00	56,314.00	56,752.00	472,570.00
4110 Corporate Rack	13,363.00	10,415.00	14,041.00	7,708.00	14,026.00	22,797.00	7,540.00	21,014.00	23,133.00	134,037.00
4111 Package	102,333.00	95,495.00	113,351.00	66,329.00	80,194.00	170,184.00	80,850.00	129,805.00	168,724.00	1,005,263.00
4112 Discount	27,161.00	20,951.00	17,623.00	34,104.00	53,684.00	38,230.00	46,442.00	43,693.00	55,344.00	337,232.00
<b>Total 4100 Rooms Revenue</b>	<b>\$ 475,017.00</b>	<b>\$ 406,386.00</b>	<b>\$ 388,244.00</b>	<b>\$ 364,818.00</b>	<b>\$ 480,085.00</b>	<b>\$ 566,529.00</b>	<b>\$ 583,476.00</b>	<b>\$ 527,741.00</b>	<b>\$ 546,709.00</b>	<b>\$ 4,289,005.00</b>
4200 Food Revenue										0.00
4201 Starbucks	2,392.82	1,997.95	2,171.54	1,754.50	1,896.36	3,231.21	3,093.97	3,429.60	2,867.12	22,835.07
4202 Restaurant Breakfast	49,882.64	31,669.59	24,211.99	28,762.50	27,195.96	29,091.00	24,687.83	44,541.15	56,755.50	316,798.16
4203 Restaurant Lunch	14,908.00	15,230.28	19,110.00	17,190.88	25,194.40	27,909.79	33,747.80	22,900.98	12,810.30	188,992.53
4204 Restaurant Dinner	12,865.09	13,349.35	9,699.64	13,551.89	15,196.91	14,624.27	12,798.88	14,025.90	13,311.90	119,423.83
4205 Room Service Dinner	4,940.88	3,896.88	3,845.15	3,177.42	4,316.97	4,861.27	4,833.76	3,756.06	5,381.68	39,009.87
4206 Room Service Delivery Charges	495.00	397.50	375.00	367.50	467.50	497.50	565.00	552.50	557.50	4,265.00
4207 Banquet Breaks	10,064.00	13,740.50	5,940.00	4,456.00	4,001.20	12,848.18	20,859.46	19,826.42	15,236.50	106,973.26
4208 Banquet Breakfast	14,756.00	12,679.10	2,720.00	0.00	65.00	388.00	1,184.00	7,093.00	9,874.00	48,759.10
4209 Banquet Lunch	36,588.00	2,888.00	15,370.00	2,032.00	450.00	4,268.50	36,451.37	16,585.00	8,246.00	124,258.87
4210 Banquet Dinner	12,577.25	20,294.00	41,136.55	4,537.00	41,119.78	18,879.00	21,230.80	5,571.23	9,012.77	174,358.38
4211 Banquet Reception	17,000.89	0.00	575.00	0.00	0.00	3,030.00	28.00	2,800.00	0.00	23,433.89
4212 Banquet Service Charges	41,938.52	19,393.90	23,613.46	3,943.20	12,213.97	12,647.40	31,317.32	16,319.68	13,022.14	173,409.61
4213 Meeting Room Rental	13,200.00	18,150.29	10,318.59	18,175.00	15,300.00	21,300.00	16,893.63	14,178.75	9,078.50	136,694.76
4214 Audio Visual Income	17,320.85	2,550.00	4,007.30	3,651.50	1,206.00	6,755.00	27,540.25	3,815.00	7,270.30	74,116.00
4215 Banquet Misc	18,754.00	8,277.00	18,325.20	2,547.00	627.85	2,531.20	14,030.95	7,242.00	1,625.00	73,960.20
4216 Banquet MR Service Charge	3,036.00	4,174.57	3,611.00	3,340.85	5,185.92	4,793.00	3,885.53	1,678.45	2,088.05	31,793.37
<b>Total 4200 Food Revenue</b>	<b>\$ 270,719.54</b>	<b>\$ 167,088.91</b>	<b>\$ 185,030.44</b>	<b>\$ 107,477.34</b>	<b>\$ 154,427.82</b>	<b>\$ 167,656.32</b>	<b>\$ 253,148.55</b>	<b>\$ 186,295.72</b>	<b>\$ 167,137.26</b>	<b>\$ 1,658,881.90</b>
4300 Beverage Revenue										0.00
4302 Liquor Sales	23,719.58	17,940.49	14,764.76	15,778.54	18,377.41	14,295.89	12,391.01	14,885.44	16,056.74	148,209.86
4303 Beer Sales	15,756.38	10,519.22	8,167.76	12,034.68	11,837.80	7,648.46	14,484.77	9,258.54	9,481.91	99,189.52
4304 Wine Sales	8,952.81	6,638.94	4,591.35	5,612.88	6,329.57	3,422.04	5,056.21	4,044.51	3,636.22	48,284.33
4305 Banquet Liquor Sales	4,911.89	3,441.42	4,806.10	0.00	0.00	0.00	0.00	887.54	1,546.39	15,593.34
4306 Banquet Beer Sales	1,768.51	0.00	224.93	0.00	0.00	0.00	1,038.93	187.44	0.00	3,219.81
4307 Banquet Wine Sales	3,410.50	0.00	2,113.41	0.00	0.00	0.00	0.00	0.00	0.00	5,523.91
<b>Total 4300 Beverage Revenue</b>	<b>\$ 58,519.47</b>	<b>\$ 36,540.07</b>	<b>\$ 34,668.31</b>	<b>\$ 33,426.10</b>	<b>\$ 36,544.78</b>	<b>\$ 25,366.39</b>	<b>\$ 32,970.92</b>	<b>\$ 29,263.47</b>	<b>\$ 30,771.26</b>	<b>\$ 320,020.77</b>
4400 Other Revenue										0.00
4451 Internet Connection	59.40	44.55	24.75	74.25	103.95	108.90	217.60	153.45	89.10	876.15
4452 Vending Commissions	445.05	306.11	246.21	185.25	177.45	226.20	277.13	202.49	0.00	2,065.89
4453 Other Income	448.82	51.08	513.18	163.60	712.73	-208.75	1,938.34	823.53	325.33	4,767.66
4454 Long Distance Telephone Sales	16.82	21.64	12.60	6.71	49.09	15.27	2.47	12.07	33.29	169.96
4455 Retail / Sundries	4,245.97	3,589.41	3,185.35	3,166.47	4,272.60	5,573.55	4,511.90	3,805.13	5,181.80	37,552.08
4457 Retail Beverage	692.50	428.50	1,130.15	282.00	688.50	463.00	339.50	550.00	510.00	5,074.15
4458 Movie	1,384.33	658.93	919.62	698.92	2,005.21	1,637.05	813.58	1,000.87	1,051.69	10,170.20
4459 Discount Retail Beverage	5,767.52	-317.50	977.50	0.00	0.00	0.00	0.00	0.00	0.00	6,427.52
4605 Rooms Damage	250.00	0.00	250.00	1,150.00	0.00	0.00	525.00	170.00	185.00	2,530.00
4606 No Shows	823.78	746.20	412.12	493.62	1,443.29	374.56	987.24	957.60	1,405.45	7,643.86
<b>Total 4400 Other Revenue</b>	<b>\$ 14,133.89</b>	<b>\$ 5,528.92</b>	<b>\$ 7,671.48</b>	<b>\$ 6,220.82</b>	<b>\$ 9,452.82</b>	<b>\$ 8,179.78</b>	<b>\$ 9,612.96</b>	<b>\$ 7,675.14</b>	<b>\$ 8,781.66</b>	<b>\$ 77,257.47</b>

4500 Spa Revenue	833.50	953.42	2,003.86	2,107.32	1,957.21	2,017.39	1,008.50	2,220.50	1,902.88	0.00
4501 Spa Facials	7,461.00	5,844.50	3,193.64	5,402.26	8,513.05	10,954.29	8,343.01	10,617.99	11,946.98	15,004.58
4502 Spa Massage	701.00	767.19	252.00	489.43	707.31	790.29	254.80	200.00	342.73	72,276.72
4503 Spa Retail	2,467.50	2,231.00	3,531.00	2,321.42	2,472.80	3,238.21	4,624.49	2,998.01	2,298.65	4,504.75
4504 Spa Salt Cave	498.10	441.00	522.40	571.50	1,899.50	1,778.32	639.25	1,129.00	257.00	26,182.88
4505 Spa Misc										7,836.07
Total 4500 Spa Revenue	\$ 11,961.10	\$ 10,237.11	\$ 9,502.90	\$ 10,891.93	\$ 15,649.87	\$ 18,778.50	\$ 14,870.05	\$ 17,165.50	\$ 16,748.24	\$ 125,805.00
Total Income	\$ 830,351.00	\$ 627,761.01	\$ 605,117.13	\$ 522,834.19	\$ 696,160.09	\$ 786,809.99	\$ 864,078.48	\$ 768,140.83	\$ 770,097.42	\$ 6,471,070.14
Cost of Goods Sold	49,121.41	37,433.42	42,505.03	31,290.53	38,240.01	43,077.29	55,640.49	48,820.97	49,888.85	396,019.00
5202 Food Cost Food Cost	10,376.05	6,791.17	5,947.49	5,720.01	6,401.20	6,498.98	8,463.05	6,160.01	7,671.99	64,029.95
5302 Beverage Cost										0.00
5400 Other Costs	2,273.53	1,507.65	2,404.84	1,573.77	2,199.88	2,774.59	2,375.48	1,761.81	1,974.52	18,846.07
5401 Sweet Shop	265.88	-6.22	156.31	24.43	136.92	36.10	-26.78	241.72	-147.78	680.58
5403 Retail Beverages	1,310.14	729.79	954.05	674.81	1,825.04	1,815.95	781.80	975.17	1,085.11	10,251.86
5404 Movies Cost	8,609.39		-5,460.58							3,128.81
5408 Discount Retail Beverage										
Total 5400 Other Costs	\$ 12,458.94	\$ 2,231.22	\$ 1,965.38	\$ 2,273.01	\$ 4,261.84	\$ 4,626.64	\$ 3,130.50	\$ 2,978.70	\$ 2,911.85	\$ 32,907.32
5405 Spa	0.00	1,550.00	0.00	918.00	-434.00	1,616.02				3,650.02
5406 SPA Service Product Cost										483.23
5407 SPA Retail Product Cost										-1,716.50
Total 5405 Spa	\$ 0.00	\$ 1,550.00	\$ 0.00	\$ 918.00	\$ -434.00	\$ 1,616.02	\$ 57.27	\$ -1,190.00	\$ 14.00	\$ -2,416.75
Total Cost of Goods Sold	\$ 71,956.40	\$ 48,005.81	\$ 46,468.14	\$ 40,201.55	\$ 48,469.05	\$ 55,818.93	\$ 67,176.77	\$ 56,769.68	\$ 60,486.69	\$ 495,373.02
Gross Profit	\$ 758,394.60	\$ 579,775.20	\$ 558,628.99	\$ 647,691.04	\$ 647,691.04	\$ 730,691.06	\$ 786,901.71	\$ 711,371.15	\$ 709,610.73	\$ 5,975,697.12
Expenses										
6101 Rooms Payroll	6,540.46	6,873.79	7,380.67	7,556.47	7,990.50	6,727.58	6,774.51	7,430.17	7,680.81	64,934.96
6102 Management	32,643.43	29,895.24	27,928.44	27,241.24	30,270.23	34,932.37	35,198.80	40,676.36	43,458.11	302,184.22
6103 Housekeeping	10,756.85	10,810.36	13,193.44	10,236.85	9,514.75	12,867.47	12,773.19	13,159.35	14,407.13	107,719.39
6104 Front Office	243.32	100.36	49.91	50.51	176.59	37.18	138.19	167.06		963.12
6105 Employee Meals	5,042.34	4,967.19	6,612.50	7,022.68	7,528.31	7,239.93	7,120.95	7,962.42	8,697.42	62,193.74
6106 Payroll Tax & Benefits										0.00
Total 6101 Rooms Payroll	\$ 55,226.40	\$ 52,646.94	\$ 55,144.96	\$ 52,107.75	\$ 55,460.38	\$ 61,804.53	\$ 61,945.64	\$ 69,395.38	\$ 74,243.47	\$ 537,995.43
6110 Rooms Expense	2,483.84	2,483.84	2,483.84	2,483.84	2,483.84	2,506.84	2,483.84	2,483.84	2,483.84	0.00
6111 Cablevision	1,705.10	1,916.17	1,426.80	1,703.13	1,980.85	1,907.35	2,457.19	1,985.69	1,985.69	22,379.56
6112 Cleaning Supplies	17,467.06	15,571.03	17,029.81	9,309.86	12,257.02	15,146.36	6,678.62	14,539.64	14,050.50	16,577.69
6113 Travel Agent Commission		303.04	180.50	45.70				51.42		122,049.90
6114 Decorations	2,503.28	3,014.61	2,902.10	2,710.45	3,292.95	3,379.19	3,604.01	4,523.08	3,724.10	580.66
6115 Guest Supplies										29,653.77
6116 Walked Guest Expense	-2.87	-36.95	24.72	10.46	8.45	-13.91	-218.15	232.76	30.08	351.06
6118 Valet Laundry	2,095.90	3,148.54	3,216.17	3,232.93	3,158.64	3,200.84	3,524.37	3,204.58	2,538.50	34.59
6119 Linen	513.03	311.61	236.24	498.60	782.07	1,462.24	1,284.09	1,458.57	963.44	27,320.47
6120 Small Equipment	1,134.44	625.22	434.27	1,090.76	1,570.72	-1,705.28	1,142.88	1,383.50	1,570.58	7,480.89
6121 Guest Satisfaction	0.00	381.78	59.84	1,304.37	750.00	41.14	70.46	1,151.88	104.38	3,863.85
6122 Other Operating Expense	141.60	224.88	243.80	196.04	266.86	160.36	482.70	257.08	270.59	2,245.71
6124 Printing, Stationery & Supplies	1,077.68	350.68	285.33	380.92	279.47	669.71	580.32	502.49	529.72	4,666.52
6125 Uniforms	185.00	222.00	175.75	185.00	231.25	185.00	185.00	222.00	185.00	1,766.75
6126 Complementary Newspapers	1.38									1.38
6127 Complementary Coffee/Bars	902.64	600.72		601.96		911.58	602.19		619.58	4,238.67
6128 Guest Key Card/Cover	513.89	229.83	413.83	339.93	633.50	421.98	710.88	584.76	201.77	4,050.35
6129 Hilton Amenities	1,094.51	1,057.26	1,202.46	866.91	1,025.18	1,141.45	1,141.37	991.70	1,870.17	10,411.01
6130 Laundry Cleaning Supply	3,933.54	3,063.89	2,132.36	2,669.44	4,195.87	4,543.08	3,769.21	5,189.76	5,783.51	35,280.66
6131 Premium Floor Snacks		118.66	0.00	250.00	20.00					388.66
6132 Rooms Promo										
Total 6110 Rooms Expense	\$ 35,790.02	\$ 33,566.81	\$ 32,447.82	\$ 27,881.05	\$ 33,243.48	\$ 33,946.18	\$ 28,488.96	\$ 38,263.47	\$ 36,921.45	\$ 300,528.24





6500 Admin & General	17,692.73	23,272.72	23,022.71	16,245.81	20,477.16	13,762.14	16,588.11	16,690.92	16,690.92	0.00
6502 Management			112.78							164,443.22
6503 Employee Meals										112.78
6504 Payroll Tax & Benefits	1,191.75	1,779.87	1,733.11	1,623.92	1,706.45	1,258.75	1,337.81	994.74	994.74	12,621.14
6505 Other Miscellaneous	464.92	464.92	464.92	645.74	645.74	645.74	271.60	282.26	282.26	4,168.10
6506 External Billing	0.00		0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.10
6511 Accounting / HR Fees			1,727.95	25.00	183.94	25.00	25.00	25.00	25.00	2,036.79
6512 Expenses Bank Charges	237.70	166.30	189.27	143.49	190.13	141.65	181.36	255.27	217.98	1,732.15
6513 Bad Debt Provision	594.30				25.98			4,116.03	0.00	4,736.31
6514 Charge-backs	406.62	1,355.02	763.40	509.50	2,687.67	2,503.63	2,133.98	865.91	1,253.32	12,468.45
6515 Credit Card Commissions	17,196.67	14,761.68	11,190.87	12,538.11	16,875.30	18,819.37	18,728.34	17,631.06	18,205.12	145,946.52
6516 Payroll Processing	4,183.72	2,292.42	2,434.22	5,386.20	2,526.24	2,428.57	3,259.04	2,692.29	2,482.52	27,685.22
6517 Donations							1,866.33			1,866.33
6518 Employee Advertising						247.28	153.44	124.30		525.02
6519 Equipment Maintenance	4,029.88	4,029.88	3,805.24	3,805.24	5,169.97	5,721.38	4,346.40	4,086.00	4,151.05	39,144.04
6521 Internet / Telephone	3,306.82	2,658.62	2,658.62	2,031.88	3,294.25	2,698.11	2,034.29	2,126.75	2,760.83	23,570.17
6522 Licenses	230.00	430.00	358.70		1,992.95	5,740.00				8,751.65
6523 Other Operating Expenses	7,516.46	1,239.95	-1,277.05	-6,214.80	5,513.97	-2,655.39	5,561.59	4,575.55	-1,402.94	12,857.34
6524 Postage/Overnight Delivery	292.52		57.65			55.00	65.95	55.00		526.12
6525 Printing, Stationery & Supply	19.46	122.46	48.18							191.10
6526 Employee Relations		922.75	4,146.33		104.94	179.98		14.09		5,368.09
6527 Education & Training	258.34	258.34	258.34	258.34	258.34	258.30				1,550.00
6528 Office/General Administrative Expenses	460.00	455.00	250.00	250.00						1,415.00
6529 Travel & Entertainment		723.76	13.95				61.49			799.20
6530 Wired Music Expense	83.00	83.00	83.00	83.00	83.00	83.00	89.85	89.85	89.85	767.55
6531 T & E Meals		141.95								141.95
Total 6500 Admin & General	\$ 58,164.89	\$ 55,157.64	\$ 52,053.19	\$ 37,331.43	\$ 61,734.93	\$ 51,912.61	\$ 56,703.98	\$ 54,615.02	\$ 45,750.65	\$ 473,424.34
6600 Sales & Marketing Payroll										0.00
6602 Payroll Management	21,275.78	18,513.23	22,944.22	21,649.31	24,775.52	19,443.46	26,772.50	23,785.87	22,153.49	201,323.38
6603 Payroll Tax & Benefits	1,996.83	1,117.61	1,928.91	1,549.38	2,950.14	2,362.25	2,748.52	1,893.04	2,007.66	18,494.42
6604 Other Miscellaneous	464.91	464.91	464.91	645.73	645.73	645.73	271.59	282.26	282.25	4,168.02
6610 Sales & Marketing										0.00
6611 Manager Reception	39,951.02	24,196.00	15,979.00	25,833.00	22,153.00	14,345.58	11,585.00	10,305.00	15,748.00	180,095.60
6612 Fees - Advertising	449.30	1,675.00	942.50	469.90	384.90					3,921.60
6613 Embassy Breakfast	60,986.85	54,339.43	42,040.06	42,119.65	47,246.57	50,298.45	49,602.89	55,651.13	61,152.98	463,418.01
6614 Internet Marketing	452.77	2,832.63	1,166.59	1,258.62	1,261.79	1,367.82	1,751.12	3,813.24	1,990.77	15,895.35
6615 In-House Entertainment	68.18						45.62		183.90	297.70
6616 Other Operating Expenses	1,488.68	284.44	182.63	79.78	5.26	8.30	33.73	8.01		2,070.83
6617 Printing, Stationery & Supply	103.39								40.02	143.41
6618 Group Commissions	93.72	0.00	9,363.78	-340.80	1,847.50	544.70	206.40	3,567.02		15,282.32
6619 Reservation Expenses	2,414.12	2,708.94	2,539.56	4,236.32	4,274.49	4,685.31	4,493.07	4,055.53	4,576.29	33,963.63
6620 Dues & Subscriptions			1,496.28	1,296.70	7,567.79	942.38	954.62	553.39	3,021.71	15,832.87
6621 Travel & Entertainment			354.41		18.26		101.91	1,127.79	30.20	1,632.57
6624 Trade-shows								625.00	225.00	850.00
6625 T & E Meals			139.10		15.36		77.76	41.46		273.68
6626 SIP - Promo			3,901.15	5,693.14		3,406.28	5,080.59	4,326.96	3,674.66	45,624.28
Total 6610 Sales & Marketing	\$ 113,343.57	\$ 91,208.43	\$ 80,504.37	\$ 79,347.83	\$ 90,468.06	\$ 75,578.82	\$ 73,932.71	\$ 84,074.53	\$ 90,843.53	\$ 779,301.85
Total 6600 Sales & Marketing Payroll	\$ 137,021.19	\$ 111,304.18	\$ 105,842.41	\$ 103,192.23	\$ 116,939.45	\$ 98,030.26	\$ 103,725.32	\$ 110,045.70	\$ 115,286.93	\$ 1,003,287.67



**Embassy Suites San Antonio Brooks Hotel and Spa**  
**Balance Sheet**  
 As of June 30, 2019

	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019
<b>ASSETS</b>									
<b>Current Assets</b>									
<b>Bank Accounts</b>									
1000 IBC Bank OPS #6975	-7,569.81	-7,569.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1001 Sonora - Credit Card -3386	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1003 Sonora Bank-Operating account	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1004 Sonora- Brooks Beverage Co #1639	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1005 Sonora Bank - SATBB Payroll	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1007 IBC OPS - NEW #9286	375,885.58	278,487.99	140,724.87	229,938.77	343,799.52	273,483.74	315,136.82	282,343.59	293,476.81
1008 IBC- Credit Card Account #4400	55,133.86	50,542.63	62,645.91	52,842.35	47,888.41	160,885.77	41,501.98	57,186.07	153,470.43
1009 Beverage Account IBC # 9770	17,744.70	14,026.82	15,407.92	4,827.74	6,078.27	8,014.53	14,981.15	8,126.14	7,983.00
1011 Cash Banks at Hotel	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
1101 Sonora #2735	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1102 PEX Card	0.00	0.00	0.00	0.00	500.00	3,622.57	3,337.59	7,287.84	8,684.58
<b>Total Bank Accounts</b>	<b>\$ 444,192.33</b>	<b>\$ 338,487.63</b>	<b>\$ 214,208.89</b>	<b>\$ 290,808.86</b>	<b>\$ 401,266.20</b>	<b>\$ 448,976.81</b>	<b>\$ 377,957.34</b>	<b>\$ 337,943.64</b>	<b>\$ 466,594.82</b>
<b>Accounts Receivable</b>									
1100 Accounts Receivable (A/R)	75,210.31	54,887.43	97,730.53	51,549.26	59,050.13	49,341.05	147,856.08	152,739.69	164,005.24
<b>Total Accounts Receivable</b>	<b>\$ 75,210.31</b>	<b>\$ 54,887.43</b>	<b>\$ 97,730.53</b>	<b>\$ 51,549.26</b>	<b>\$ 59,050.13</b>	<b>\$ 49,341.05</b>	<b>\$ 147,856.08</b>	<b>\$ 152,739.69</b>	<b>\$ 164,005.24</b>
<b>Other Current Assets</b>									
Beverage Deposits	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Beverage Inventory	16,259.26	13,888.46	14,429.68	16,521.28	16,800.35	16,025.20	15,104.86	17,085.38	15,610.98
Food Inventory	18,281.56	18,576.72	12,839.26	13,773.00	10,214.89	12,697.40	13,811.74	13,012.52	11,020.40
Hilton HHonors Reimbursement	308.92	308.92	0.00	-877.59	-615.30	0.00	0.00	0.00	0.00
Pantry Inventory	1,310.11	1,734.18	1,181.03	1,441.30	1,280.33	1,474.87	1,310.88	2,043.01	1,889.05
Pre Opening & Inventories	194,917.23	194,917.23	194,917.23	194,917.23	194,917.23	194,917.23	194,917.23	194,917.23	194,917.23
Prepaid Expenses	8,239.82	14,452.75	12,018.69	9,694.83	7,150.57	4,716.54	16,748.41	14,797.08	12,846.51
Prepaid Insurance Acct	10,500.00	1,020.91	1,065.50	1,110.09	1,154.88	1,198.27	1,243.86	16,288.45	17,833.04
Retail Beverage Inventory	5,087.95	5,094.17	4,937.86	4,913.43	4,779.51	4,740.41	4,787.19	4,683.47	4,841.25
Spa Inventory	5,818.00	4,288.00	4,288.00	3,570.00	3,959.00	3,537.50	3,913.00	5,103.00	5,131.00
SPA Prepaid Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Uncategorized Asset	1,768.33	1,768.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Other Current Assets</b>	<b>\$ 262,801.18</b>	<b>\$ 287,029.67</b>	<b>\$ 245,657.25</b>	<b>\$ 244,953.35</b>	<b>\$ 239,338.26</b>	<b>\$ 239,248.22</b>	<b>\$ 251,908.07</b>	<b>\$ 267,951.02</b>	<b>\$ 284,288.46</b>
<b>Total Current Assets</b>	<b>\$ 781,903.82</b>	<b>\$ 650,414.73</b>	<b>\$ 557,596.67</b>	<b>\$ 587,111.47</b>	<b>\$ 699,654.59</b>	<b>\$ 737,565.88</b>	<b>\$ 777,723.47</b>	<b>\$ 756,634.35</b>	<b>\$ 894,889.52</b>
<b>Fixed Assets</b>									
7000 CAPEX	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7001 Housekeeping	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,930.38
7002 Buildings	0.00	0.00	0.00	0.00	7,988.26	7,988.26	14,206.46	14,206.46	25,683.39
7003 Engineering Equipment	4,816.07	4,816.07	4,816.07	6,857.09	6,857.09	6,857.09	6,857.09	6,857.09	6,857.09
7004 Kitchen Equipment	1,280.00	1,280.00	1,280.00	1,280.00	1,280.00	1,280.00	1,280.00	1,280.00	1,280.00
7005 Plumbing & Heating	3,930.30	3,930.30	3,930.30	3,930.30	3,930.30	3,930.30	3,930.30	3,930.30	3,930.30
7006 TV, Computers & Electronics	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00
<b>Total 7000 CAPEX</b>	<b>\$ 11,256.37</b>	<b>\$ 11,256.37</b>	<b>\$ 11,256.37</b>	<b>\$ 13,297.39</b>	<b>\$ 21,266.65</b>	<b>\$ 21,266.65</b>	<b>\$ 27,593.85</b>	<b>\$ 27,593.85</b>	<b>\$ 40,911.16</b>
<b>Brooks Project Fund - SALON</b>									
SALON	4,025.00	4,025.00	4,025.00	4,025.00	9,325.00	14,614.98	14,614.98	25,385.04	38,990.42
<b>Total Brooks Project Fund - SALON</b>	<b>\$ 4,025.00</b>	<b>\$ 4,025.00</b>	<b>\$ 4,025.00</b>	<b>\$ 4,025.00</b>	<b>\$ 9,325.00</b>	<b>\$ 14,614.98</b>	<b>\$ 14,614.98</b>	<b>\$ 25,385.04</b>	<b>\$ 38,990.42</b>
<b>Brooks Project Fund 24 - Pre Opening &amp; Inventories Office</b>									
Supplies / Shipping / Postage	7,674.74	7,674.74	7,674.74	7,674.74	7,674.74	7,674.74	7,674.74	7,674.74	7,674.74
01 Contingency/Shipping	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-36,000.00	-36,000.00
02 Efcresa Building Sign	0.00	0.00	0.00	0.00	0.00	0.00	0.00	63.88	63.88
03 Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,763.75	1,763.75
04 FFE & Decor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,446.05
06 Shower	0.00	0.00	0.00	0.00	0.00	0.00	313.83	3,849.83	5,088.83
08 Textiles	0.00	0.00	0.00	0.00	0.00	0.00	17.24	2,517.24	4,017.24
09 Products & Retail Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,574.16	2,574.16
<b>Total Brooks Project Fund 68-Spa Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 331.07</b>	<b>\$ 20,079.08</b>	<b>\$ 15,983.28</b>
<b>Total Fixed Assets</b>	<b>\$ 22,856.11</b>	<b>\$ 22,856.11</b>	<b>\$ 22,856.11</b>	<b>\$ 24,987.13</b>	<b>\$ 38,266.39</b>	<b>\$ 43,556.35</b>	<b>\$ 50,124.82</b>	<b>\$ 10,285.53</b>	<b>\$ 71,983.24</b>
<b>TOTAL ASSETS</b>	<b>\$ 804,859.93</b>	<b>\$ 673,370.84</b>	<b>\$ 580,552.78</b>	<b>\$ 612,108.60</b>	<b>\$ 737,920.98</b>	<b>\$ 781,122.23</b>	<b>\$ 827,848.09</b>	<b>\$ 746,348.82</b>	<b>\$ 966,872.76</b>

## LIABILITIES AND EQUITY

Liabilities												
Current Liabilities												
Accounts Payable												
Accounts Payable (A/P)	381,991.58	330,658.89	297,182.02	264,724.90	448,719.45	380,081.88	415,428.36	389,592.26	484,925.25			
Total Accounts Payable	\$ 381,991.58	\$ 330,658.89	\$ 297,182.02	\$ 264,724.90	\$ 448,719.45	\$ 380,081.88	\$ 415,428.36	\$ 389,592.26	\$ 484,925.25			
Other Current Liabilities												
9000 County Occupancy Tax		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9001 Sales Tax, 8.25%	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9002 State Occupancy Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9003 City Occupancy Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9004 State Beverage Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9005 Accrued Salaries & Wages	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9006 Advanced Deposits OnQ	15,888.44	12,298.19	8,574.70	10,718.93	4,113.06	88,317.01	12,273.84	15,166.59	12,206.51			
9007 Retail Beverage Sales Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9013 Misc Accruals	14,666.07	-2,666.66	0.00	0.00	0.00	0.00	0.00	2,708.92	2,708.92			
9015 San Antonio Tourism PID Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9800 Misc Accounting Accruals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9008 Manager's Advance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9009 Manual Check	-376.35	182.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
9010 Guest refund Checks	-165.83	-17.97	0.00	0.00	-630.53	-2,213.82	-543.93	-5.12	-597.89			
9011 Void Checks	0.00	-916.57	-534.72	0.00	0.00	244.98	-1,233.81	1,500.78	11.28			
9012 Credit Card Reconciliation account	170.74	1,522.09	0.00	507.82	507.82	0.00	617.70	856.48	0.00			
9016 Vendor Void Check	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,540.37	1,475.37			
PTO Accrual	286.87	256.39	-2,240.84	-3,483.41	-3,651.26	-2,377.34	-1,163.99	-1,358.68	-2,360.77			
Tax Reconciliation Account	2,990.24	5,639.59	0.00	2,108.55	2,486.07	0.00	185.28	1,307.11	0.00			
Via Annual Bus Passes	0.00	0.00	80.00	220.50	263.00	263.00	263.00	263.00	263.00			
Total 9800 Misc Accounting Accruals	\$ 2,905.67	\$ 6,875.89	\$ 2,635.56	\$ 655.54	\$ 1,024.99	\$ 4,083.18	\$ 1,905.75	\$ 4,105.92	\$ 1,209.13			
Advance Deposit Pre Opening	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Total Other Current Liabilities	\$ 33,460.78	\$ 16,508.42	\$ 5,879.14	\$ 10,064.39	\$ 3,089.16	\$ 84,233.83	\$ 10,388.09	\$ 22,013.43	\$ 13,709.30			
Total Current Liabilities	\$ 415,452.36	\$ 347,167.31	\$ 303,071.16	\$ 274,789.29	\$ 451,808.61	\$ 464,315.51	\$ 425,797.45	\$ 410,605.89	\$ 508,634.56			
Total Liabilities	\$ 415,452.36	\$ 347,167.31	\$ 303,071.16	\$ 274,789.29	\$ 451,808.61	\$ 464,315.51	\$ 425,797.45	\$ 410,605.89	\$ 508,634.56			
Equity												
1002 UMB - Lockbox Fund	-1,639,386.53	-2,114,366.53	-2,254,386.53	-2,254,386.53	-2,454,386.53	-2,654,386.53	-2,854,386.53	-3,104,386.53	-3,144,386.53			
BDA Capital	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00			
Opening Balance Equity	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Retained Earnings	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00	1,875,377.00			
Net Income	203,417.10	315,215.08	406,491.15	480,328.84	615,123.90	845,816.25	1,131,090.17	1,316,752.08	1,477,247.74			
Total Equity	\$ 399,407.57	\$ 326,203.53	\$ 277,481.82	\$ 337,318.31	\$ 286,114.37	\$ 316,806.72	\$ 402,050.64	\$ 337,743.13	\$ 459,238.21			
TOTAL LIABILITIES AND EQUITY	\$ 804,859.93	\$ 673,370.84	\$ 580,552.98	\$ 612,108.60	\$ 737,922.98	\$ 781,122.23	\$ 827,848.09	\$ 748,348.82	\$ 967,872.76			

**Embassy Suites San Antonio Brooks Hotel and Spa**  
**Statement of Cash Flows**  
 October 2018 - June 2019

	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Total
<b>OPERATING ACTIVITIES</b>										
Net Income	203,417.10	111,795.96	91,278.09	59,837.69	146,795.06	230,692.35	285,243.92	185,692.49	160,495.08	1,477,247.74
Adjustments to reconcile Net Income to Net Cash provided by operations:										
1100 Accounts Receivable (AIR)	-82,853.73	20,322.88	-42,843.10	46,181.27	-7,500.87	9,709.08	-98,517.01	-4,881.63	-11,265.55	-171,648.66
Beverage Inventory	-2,801.43	2,370.80	-541.22	-2,091.58	-279.09	775.15	830.54	-1,900.72	1,284.40	-2,353.15
Food Inventory	-2,604.24	-1,285.16	6,737.46	-933.74	3,558.11	-2,422.51	-1,174.34	799.22	1,992.12	4,666.92
Hilton HHonors Reimbursement	-308.92	0.00	308.92	877.59	37.71	-915.30	0.00	0.00	0.00	0.00
Pantry Inventory	803.31	-424.07	553.15	-260.27	160.97	2,434.03	-12,032.87	-732.03	153.96	224.37
Prepaid Expenses	1,647.97	-6,212.93	2,434.06	2,434.06	2,434.06	2,434.03	-12,032.87	1,951.45	1,951.45	-2,958.72
Prepaid Insurance Acct	9,312.51	9,479.09	-44.59	-44.59	-44.59	-44.59	-44.59	-15,044.59	-1,544.59	1,979.47
Retail Beverage Inventory	-149.67	-6.22	156.31	24.43	136.92	36.10	-26.78	73.72	-147.78	97.03
Spa Inventory	0.00	1,350.00	0.00	698.00	-389.00	421.50	-375.50	-1,190.00	-28.00	687.00
Uncategorized Asset		1,768.33								1,768.33
Accounts Payable (A/P)	66,775.37	-51,332.69	-33,466.87	-32,467.12	183,933.65	-68,636.77	35,347.68	-26,837.10	106,332.99	179,709.04
9000 County Occupancy Tax					0.00					0.00
9001 Sales Tax 8.25%		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9002 State Occupancy Tax		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9003 City Occupancy Tax		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9004 State Beverage Tax		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9005 Accrued Salaries & Wages		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9006 Advanced Deposits OnQ		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9007 Retail Beverage Sales Tax	-6,424.17	-3,565.25	-3,724.49	2,145.23	-6,606.87	84,203.95	-76,043.17	2,924.75	-2,989.08	-10,103.10
9008 Misc Accounting Accruals:Manager's Advance		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9009 Misc Accounting Accruals:Manual Check	-890.57	568.71	-192.36	0.00	-630.53	-1,583.29	1,669.89	538.81	-592.87	-1,112.21
9010 Misc Accounting Accruals:Guest refund Checks	-165.83	147.86	17.97	0.00	0.00	244.98	-244.98	1,500.78	-1,489.52	11.26
9011 Misc Accounting Accruals:Void Checks	737.74	-918.57	383.85	534.72			-1,233.81	1,233.81		737.74
9012 Misc Accounting Accruals:Credit Card Reconciliation account	170.74	1,351.35	-1,522.09	507.82			617.70	240.76	-868.46	0.00
9013 Misc Accruals	14,666.67	-17,333.33	2,666.66					2,708.92		2,708.92
9015 San Antonio Tourism PID Fee					0.00					0.00
9016 Misc Accounting Accruals:Vendor Void Check								1,540.37	-65.00	1,475.37
Misc Accounting Accruals:PTO Accrual	286.87	-28.48	-2,499.23	-1,252.57	-157.86	1,273.92	1,213.35	-194.69	-1,002.09	-2,360.77
Misc Accounting Accruals:Tax Reconciliation Account	2,990.24	2,049.35	-5,839.59	2,109.55	376.52	-2,486.07	155.28	1,151.83	-1,307.11	0.00
Misc Accounting Accruals:Via Annual Bus Passes			80.00	140.50	42.50	0.00	0.00			263.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	\$ 1,192.86	\$ 42,490.66	\$ 75,566.83	\$ 18,603.30	\$ 175,131.54	\$ 22,308.02	\$ 149,894.92	\$ 36,116.34	\$ 90,424.87	\$ 3,791.84
Net cash provided by operating activities	\$ 204,609.96	\$ 69,306.30	\$ 15,711.26	\$ 78,440.99	\$ 323,926.60	\$ 253,000.37	\$ 135,549.00	\$ 149,576.15	\$ 250,919.95	\$ 1,481,039.58
<b>INVESTING ACTIVITIES</b>										
01 Brooks Project Fund 59-Spa Expense:Contingency/Shipping								-63.88		-63.88
02 Brooks Project Fund 59-Spa Expense:Eforea Building Sign								-1,763.75		-1,763.75
03 Brooks Project Fund 59-Spa Expense:Equipment								-1,446.05		-1,446.05
04 Brooks Project Fund 59-Spa Expense:FFE & Decor								-3,536.00		-3,536.00
06 Brooks Project Fund 59-Spa Expense:Shower								-2,500.00		-2,500.00
08 Brooks Project Fund 59-Spa Expense:Textiles								-2,574.16		-2,574.16
09 Brooks Project Fund 59-Spa Expense:Products & Retail Inventory								-5,443.01		-5,443.01
7001 CAPEX:Housekeeping								-1,930.38		-1,930.38
7002 CAPEX:Buildings								-11,476.93		-11,476.93
7003 CAPEX:Engineering Equipment								40,000.00		40,000.00
Brooks Project Fund - SALON:SALON										-2,041.02
Brooks Project Fund 24 - Pre Opening & Inventories Office Supplies / Shipping / Postage										-34,965.42
Brooks Project Fund 59-Spa Expense										-7,874.74
Net cash provided by investing activities	\$ -75,000.00	\$ -175,000.00	\$ -140,000.00	\$ -200,000.00	\$ -200,000.00	\$ -200,000.00	\$ -200,000.00	\$ -250,000.00	\$ -40,000.00	\$ -1,280,000.00
<b>FINANCING ACTIVITIES</b>										
1002 UMB - Lockbox Fund										0.00
Opening Balance Equity										0.00
Net cash provided by financing activities	\$ 75,000.00	\$ 175,000.00	\$ 140,000.00	\$ 0.00	\$ 200,000.00	\$ 200,000.00	\$ 200,000.00	\$ 250,000.00	\$ 40,000.00	\$ 1,280,000.00
Net cash increase for period	\$ 121,935.22	\$ 105,694.70	\$ 124,288.74	\$ 76,399.97	\$ 110,657.34	\$ 47,710.41	\$ 71,019.27	\$ 40,013.70	\$ 128,651.18	\$ 144,337.71