

B&B Pro Forma – Seasonal Profit Forecast (4 Rooms, 3-Night Minimum)

This pro forma presents projected revenue and profit for a 4-room Bed & Breakfast in a mountain resort with strong winter demand, assuming a 3-night minimum stay.

Assumptions

- 4 total rooms available for nightly rental.
- Average occupancy varies by season (Winter 75%, Spring 50%, Summer 90%, Fall 60%).
- Variable nightly rates: Winter \$160, Spring \$130, Summer \$160, Fall \$145.
- Add-on income (breakfast, tours, etc.): \$20 per booked room per night.
- Outsourced cleaning: \$30 per booked room, averaged over a 3-night stay.
- Fixed daily operating costs: \$100.
- 3-night minimum stay reduces cleaning cost per night and increases average booking value.

Seasonal Financial Projections

| Season | Nightly Rate (\$) | Avg Rooms/Night | Seasonal Revenue (incl. Add-ons) (\$) | Seasonal Profit (4 Rooms, 3-Night Min) (\$) |
|--------|-------------------|-----------------|---------------------------------------|---|
| Winter | 160 | 3 | 48,600 | 36,900 |
| Spring | 130 | 2 | 27,000 | 16,200 |
| Summer | 160 | 4 | 64,800 | 52,200 |
| Fall | 145 | 2 | 29,700 | 18,900 |

Annual Totals

Annual Revenue: \$170,100

Annual Profit: \$124,200