

| <b>CARGO</b>             | <b>NOMINA</b>    | <b># PERSONAS</b> | <b>TRANSPORTE</b> |
|--------------------------|------------------|-------------------|-------------------|
| Coordinador del Hotel    | 1,300,000        |                   |                   |
| Dirección Administrativo | 1,200,000        |                   | 102,854           |
| Director de Servicios    | 1,000,000        |                   | 102,854           |
| Recepcionista            | 1,200,000        |                   | 102,854           |
| Auxiliar de cocina       | 877,803          |                   | 102,854           |
| Aseo                     | 877,803          |                   | 102,854           |
| <b>TOTALES</b>           | <b>6,455,606</b> |                   | <b>514,270</b>    |

| <b>COSTOS FIJOS</b>           |                   | <b>% DE DISTRIBUCIÓN / PC</b> |               |
|-------------------------------|-------------------|-------------------------------|---------------|
| Nómina                        | 9,778,382         |                               |               |
| Prestamo Bancario             | 3,000,000         |                               |               |
| Servicios Públicos            | 450,000           |                               |               |
| Celular                       | 60,000            |                               |               |
| Servicios de Contador         | 600,000           |                               |               |
| Impuesto Industria y Comercio | 250,000           |                               |               |
| Otros Impuestos               | 150,000           |                               |               |
| Página Web                    | 120,000           |                               |               |
| Publicidad                    | 50,000            |                               |               |
| Caja Menor                    | 300,000           | <b>HOTEL</b>                  | <b>TOUR</b>   |
| <b>TOTAL COSTOS FIJOS</b>     | <b>14,758,382</b> | 0.50%                         | 0.20%         |
|                               |                   | <b>73,792</b>                 | <b>29,517</b> |

**ESTRUCTURA DE NOMINA**

| <b>SALUD</b>   | <b>PENSIÓN</b> | <b>ARL</b>    | <b>COMFAMA</b> | <b>CESANTÍAS</b> | <b>INTERESES</b> |
|----------------|----------------|---------------|----------------|------------------|------------------|
| <b>8.00%</b>   | <b>12.00%</b>  | <b>0.52%</b>  | <b>4.00%</b>   | <b>8.33%</b>     | <b>1.00%</b>     |
| 104,000        | 156,000        | 6,760         | 52,000         | 108,290          | 13,000           |
| 96,000         | 144,000        | 6,240         | 48,000         | 99,960           | 12,000           |
| 80,000         | 120,000        | 5,200         | 40,000         | 83,300           | 10,000           |
| 96,000         | 144,000        | 6,240         | 48,000         | 99,960           | 12,000           |
| 70,224         | 105,336        | 4,565         | 35,112         | 73,121           | 8,778            |
| 70,224         | 105,336        | 4,565         | 35,112         | 73,121           | 8,778            |
| <b>446,224</b> | <b>774,673</b> | <b>29,005</b> | <b>223,112</b> | <b>464,631</b>   | <b>64,556</b>    |

**PORTAFOLIO**

| <b>EVENTOS</b> |    |
|----------------|----|
| 0.30%          | 1% |
| <b>44,275</b>  |    |

| <b>PRIMA</b>   | <b>VACACIONES</b> | <b>TOTAL</b>     |
|----------------|-------------------|------------------|
| <b>8.33%</b>   | <b>4.16%</b>      |                  |
| 108,290        | 54,080            | 1,902,420        |
| 99,960         | 49,920            | 1,858,934        |
| 83,300         | 41,600            | 1,566,254        |
| 99,960         | 49,920            | 1,858,934        |
| 73,121         | 36,517            | 1,387,431        |
| 73,121         | 36,517            | 1,387,431        |
| <b>537,752</b> | <b>268,553</b>    | <b>9,778,382</b> |

| COSTOS DIRECTOS HOTEL               |               |
|-------------------------------------|---------------|
| COSTOS DIRECTOS HABITACIÓN SENCILLA |               |
| Descripción                         | V/total       |
| Seguro hotelero                     | 3,000         |
| Café y aromáticas                   | 4,000         |
| Implementos de aseo                 | 5,000         |
| Souvenir (Zapatillas)               | 10,000        |
| Zonas húmedas                       | 5,000         |
| Desayuno                            | 10,000        |
| <b>TOTALES</b>                      | <b>37,000</b> |

| COSTOS DIRECTOS HABITACIÓN SUITE JUNIOR |               |
|---|---------------|
| Descripción                             | V/total       |
| Seguro hotelero                         | 3,000         |
| Café y aromáticas                       | 4,000         |
| Implementos de aseo                     | 5,000         |
| Souvenir (Llavero)                      | 5,000         |
| Piscina                                 | 3,000         |
| Desayuno                                | 10,000        |
| <b>TOTALES</b>                          | <b>30,000</b> |

| COSTOS DIRECTOS HABITACIÓN SUITE |               |
|----------------------------------|---------------|
| Descripción                      | V/total       |
| Seguro hotelero                  | 3,000         |
| Café y aromáticas                | 4,000         |
| Implementos de aseo              | 5,000         |
| Souvenir (zapatillas)            | 10,000        |
| Zonas húmedas                    | 5,000         |
| Rosas                            | 4,000         |
| Desayuno                         | 10,000        |
| <b>TOTALES</b>                   | <b>41,000</b> |

| COSTOS DIRECTOS HABITACIÓN DOBLE (2 camas) |               |
|--|---------------|
| Descripción                                | V/total       |
| Seguro hotelero                            | 3,000         |
| Café y aromáticas                          | 4,000         |
| Implementos de aseo                        | 5,000         |
| Souvenir (Llavero)                         | 5,000         |
| Zonas húmedas                              | 5,000         |
| Desayuno                                   | 10,000        |
| <b>TOTALES</b>                             | <b>32,000</b> |

| COSTOS DIRECTOS HABITACIÓN TRIPLE (3 camas) |         |
|---|---------|
| Descripción                                 | V/total |

| COSTOS VARIABLES HOTEL               |               |
|--------------------------------------|---------------|
| COSTOS VARIABLES HABITACIÓN SENCILLA |               |
| Descripción                          | V/total       |
| Almuerzo                             | 15,000        |
| Bebidas en el bar                    | 15,000        |
| <b>TOTALES</b>                       | <b>30,000</b> |

| COSTOS VARIABLES HABITACIÓN SUITE JUNIOR |               |
|--|---------------|
| Descripción                              | V/total       |
| Almuerzo                                 | 15,000        |
| Zona de diversión Niños                  | 12,000        |
| <b>TOTALES</b>                           | <b>27,000</b> |

| COSTOS VARIABLES HABITACIÓN SUITE |               |
|-----------------------------------|---------------|
| Descripción                       | V/total       |
| Almuerzo                          | 15,000        |
| Bebidas en el bar                 | 15,000        |
| Musica                            | 50,000        |
| <b>TOTALES</b>                    | <b>80,000</b> |

| COSTOS VARIABLES HABITACIÓN DOBLE |               |
|-----------------------------------|---------------|
| Descripción                       | V/total       |
| Almuerzo                          | 15,000        |
| Bebidas en el bar                 | 15,000        |
| <b>TOTALES</b>                    | <b>30,000</b> |

| COSTOS VARIABLES HABITACIÓN TRIPLE |         |
|------------------------------------|---------|
| Descripción                        | V/total |

| BEBIDAS DEL BAR |               |
|-----------------|---------------|
| Descripción     | V/total       |
| Cerveza         | 3,000         |
| Pasantes        | 2,000         |
| picada          | 10,000        |
| <b>TOTALES</b>  | <b>15,000</b> |

| COSTOS VARIABLES GENERALES     |        |
|--------------------------------|--------|
| Almuerzo                       | 15,000 |
| Bebidas en el Bar              | 15,000 |
| Zona de diversión niños        | 12,000 |
| Música                         | 50,000 |
| Botella de vino                | 8,000  |
| Obsequio especial              | 4,000  |
| Comida romantica               | 15,000 |
| Baño espumoso                  | 5,000  |
| Fruta (fresas, durazno y uvas) | 6,000  |
| Champaña                       | 7,000  |
| Cena                           | 15,000 |
| Refrigerio                     | 5,000  |
| Pasabocas                      | 30000  |
| Copa de vino                   | 50000  |
| Desayuno                       | 100000 |
| Refrigerio                     | 40000  |
| Seguro hotelero                | 30000  |
| Almuerzo                       | 40000  |

|                     |               |
|---------------------|---------------|
| Seguro hotelero     | 3,000         |
| Café y aromáticas   | 4,000         |
| Implementos de aseo | 5,000         |
| Souvenir (Llavero)  | 5,000         |
| Zonas húmedas       | 5,000         |
| Desayuno            | 10,000        |
| <b>TOTALES</b>      | <b>32,000</b> |

|                |               |
|----------------|---------------|
| Almuerzo       | 15,000        |
| <b>TOTALES</b> | <b>15,000</b> |

| COSTOS DIRECTOS HABITACIÓN CUMPLEAÑOS |               |
|---------------------------------------|---------------|
| Descripción                           | V/total       |
| Seguro hotelero                       | 3,000         |
| Café y aromáticas                     | 4,000         |
| Implementos de aseo                   | 5,000         |
| Souvenir (Llavero)                    | 5,000         |
| Zonas húmedas                         | 5,000         |
| Decoración                            | 4,000         |
| Desayuno                              | 10,000        |
| <b>TOTALES</b>                        | <b>36,000</b> |

| COSTOS VARIABLES HABITACIÓN CUMPLEAÑOS |               |
|--|---------------|
| Descripción                            | V/total       |
| Almuerzo                               | 15,000        |
| Bebidas en el bar                      | 15,000        |
| Torta de Cumpleaños                    | 10,000        |
| Botella de vino                        | 8,000         |
| Obsequio Especial                      | 4,000         |
| <b>TOTALES</b>                         | <b>52,000</b> |

| COSTOS DIRECTOS HABITACIÓN BODA |               |
|---------------------------------|---------------|
| Descripción                     | V/total       |
| Seguro hotelero                 | 3,000         |
| Café y aromáticas               | 4,000         |
| Implementos de aseo             | 5,000         |
| Souvenir (Zapatillas)           | 10,000        |
| Decoración                      | 4,000         |
| Zonas húmedas                   | 5,000         |
| Desayuno                        | 10,000        |
| <b>TOTALES</b>                  | <b>41,000</b> |

| COSTOS VARIABLES HABITACIÓN BODA |               |
|----------------------------------|---------------|
| Descripción                      | V/total       |
| Almuerzo o Cena                  | 15,000        |
| Bebidas en el bar                | 15,000        |
| Comida Romantica                 | 15,000        |
| Baño espumoso                    | 5,000         |
| <b>TOTALES</b>                   | <b>50,000</b> |

| COSTOS DIRECTOS NOCHE ROMANTICA |               |
|---------------------------------|---------------|
| Descripción                     | V/total       |
| Seguro hotelero                 | 3,000         |
| Café y aromáticas               | 4,000         |
| Implementos de aseo             | 5,000         |
| Souvenir (Zapatillas)           | 10,000        |
| Decoración                      | 4,000         |
| Jacuzzi especial                | 5,000         |
| Desayuno                        | 10,000        |
| <b>TOTALES</b>                  | <b>41,000</b> |

| COSTOS VARIABLES NOCHE ROMANTICA |               |
|----------------------------------|---------------|
| Descripción                      | V/total       |
| Fruta (fresas, durazno y uvas)   | 6,000         |
| Champaña                         | 7,000         |
| Cena                             | 15,000        |
| Bebidas en el bar                | 15,000        |
| <b>TOTALES</b>                   | <b>43,000</b> |

| COSTOS DIRECTOS TOUR |          |         |         |
|----------------------|----------|---------|---------|
| Descripción          | Cantidad | V/Unt   | V/total |
| Guía                 | 3        | 150,000 | 50,000  |

|                |               |
|----------------|---------------|
| <b>TOTALES</b> | <b>50,000</b> |
|----------------|---------------|

| <b>COSTOS VARIABLES TOUR</b> |                |
|------------------------------|----------------|
| <b>Descripción</b>           | <b>V/total</b> |
| Refrigerio                   | 5,000          |
| Almuerzo                     | 12,000         |
| <b>TOTALES</b>               | <b>17,000</b>  |

| <b>COSTOS DIRECTOS CONFERENCIA</b> |                 |              |                |
|------------------------------------|-----------------|--------------|----------------|
| <b>Descripción</b>                 | <b>Cantidad</b> | <b>V/Unt</b> | <b>V/total</b> |
| Café y aromáticas                  | 10              | 4,000        | 40000          |
| Implementos de aseo                | 25              | 5,000        | 125000         |
| Euipo de Sonido                    | 10              | 4,000        | 40000          |
| Portatil                           | 10              | 2,000        | 20000          |
| Proyector                          | 10              | 1,500        | 15000          |
| <b>TOTALES</b>                     |                 |              | <b>240,000</b> |

| <b>COSTOS VARIABLE CONFERENCIA</b> |                 |              |
|------------------------------------|-----------------|--------------|
| <b>Descripción</b>                 | <b>Cantidad</b> | <b>V/Unt</b> |
| Pasabocas                          | 10              | 3,000        |
| Copa de vino                       | 10              | 5,000        |
| Desayuno                           | 10              | 10,000       |
| Refrigerio                         | 10              | 4,000        |
| Seguro hotelero                    | 10              | 3,000        |
| Almuerzo                           | 10              | 4,000        |
| <b>TOTALES</b>                     |                 |              |

| <b>Porcentaje</b> |         |
|-------------------|---------|
| Portatil          | 2000000 |
| sonido            | 4000000 |
| proyector         | 1500000 |

| NIÑOS          |               |
|----------------|---------------|
| Descripción    | V/total       |
| Jugo           | 3,000         |
| Postre         | 4,000         |
| Mini sandwich  | 5,000         |
| <b>TOTALES</b> | <b>12,000</b> |





|                |
|----------------|
|                |
| <b>V/total</b> |
| 30000          |
| 50000          |
| 100000         |
| 40000          |
| 30000          |
| 40000          |
| <b>290,000</b> |

|              |
|--------------|
| <b>0.10%</b> |
| 2000         |
| 4000         |
| 1500         |

| HOTEL                                  |     |                |
|--|-----|----------------|
| ESTRUCTURA                             |     | VALOR          |
| COSTOS FIJOS                           |     | 29,517         |
| COSTOS DIRECTOS                        |     | 37,000         |
| COSTOS VARIABLES                       |     | 30,000         |
| <b>Subtotal</b>                        |     | <b>96,517</b>  |
| Comisión                               | 3%  | 2,896          |
| Utilidad                               | 10% | 9,652          |
| <b>TOTAL COSTO HABITACIÓN SENCILLA</b> |     | <b>109,064</b> |

| ESTRUCTURA                                 |     | VALOR         |
|--|-----|---------------|
| COSTOS FIJOS                               |     | 29,517        |
| COSTOS DIRECTOS                            |     | 30,000        |
| COSTOS VARIABLES                           |     | 27,000        |
| <b>Subtotal</b>                            |     | <b>86,517</b> |
| Comisión                                   | 3%  | 2,596         |
| Utilidad                                   | 10% | 8,652         |
| <b>TOTAL COSTO HABITACIÓN SUITE JUNIOR</b> |     | <b>97,764</b> |

| ESTRUCTURA                          |     | VALOR          |
|-------------------------------------|-----|----------------|
| COSTOS FIJOS                        |     | 29,517         |
| COSTOS DIRECTOS                     |     | 41,000         |
| COSTOS VARIABLES                    |     | 80,000         |
| <b>Subtotal</b>                     |     | <b>150,517</b> |
| Comisión                            | 3%  | 4,516          |
| Utilidad                            | 10% | 15,052         |
| <b>TOTAL COSTO HABITACIÓN SUITE</b> |     | <b>170,084</b> |

| ESTRUCTURA                          |     | VALOR          |
|-------------------------------------|-----|----------------|
| COSTOS FIJOS                        |     | 29,517         |
| COSTOS DIRECTOS                     |     | 32,000         |
| COSTOS VARIABLES                    |     | 30,000         |
| <b>Subtotal</b>                     |     | <b>91,517</b>  |
| Comisión                            | 3%  | 2,746          |
| Utilidad                            | 10% | 9,152          |
| <b>TOTAL COSTO HABITACIÓN DOBLE</b> |     | <b>103,414</b> |

| ESTRUCTURA       |     | VALOR         |
|------------------|-----|---------------|
| COSTOS FIJOS     |     | 29,517        |
| COSTOS DIRECTOS  |     | 32,000        |
| COSTOS VARIABLES |     | 15,000        |
| <b>Subtotal</b>  |     | <b>76,517</b> |
| Comisión         | 3%  | 2,296         |
| Utilidad         | 10% | 7,652         |

| TOUR                    |     |                |
|-------------------------|-----|----------------|
| ESTRUCTURA              |     | VALOR          |
| COSTOS FIJOS            |     | 29,517         |
| COSTOS DIRECTOS         |     | 50,000         |
| COSTOS VARIABLES        |     | 17,000         |
| <b>Subtotal</b>         |     | <b>96,517</b>  |
| Comisión                | 3%  | 2,896          |
| Utilidad                | 10% | 9,652          |
| <b>TOTAL COSTO TOUR</b> |     | <b>109,064</b> |

| EVENTOS                                     |     |                |
|---|-----|----------------|
| ESTRUCTURA                                  |     | VALOR          |
| COSTOS FIJOS                                |     | 44,275         |
| COSTOS DIRECTOS                             |     | 240,000        |
| COSTOS VARIABLES                            |     | 290,000        |
| <b>Subtotal</b>                             |     | <b>574,275</b> |
| Comisión                                    | 3%  | 17,228         |
| Utilidad                                    | 10% | 57,428         |
| <b>TOTAL COSTO REUNIONES Y CONFERENCIAS</b> |     | <b>648,931</b> |

|                                      |               |
|--------------------------------------|---------------|
| <b>TOTAL COSTO HABITACIÓN TRIPLE</b> | <b>86,464</b> |
|--------------------------------------|---------------|

| ESTRUCTURA                               |     | VALOR          |
|--|-----|----------------|
| COSTOS FIJOS                             |     | 29,517         |
| COSTOS DIRECTOS                          |     | 36,000         |
| COSTOS VARIABLES                         |     | 52,000         |
| <b>Subtotal</b>                          |     | <b>117,517</b> |
| Comisión                                 | 3%  | 3,526          |
| Utilidad                                 | 10% | 11,752         |
| <b>TOTAL COSTO HABITACIÓN CUMPLEAÑOS</b> |     | <b>132,794</b> |

| ESTRUCTURA                          |     | VALOR          |
|-------------------------------------|-----|----------------|
| COSTOS FIJOS                        |     | 29,517         |
| COSTOS DIRECTOS                     |     | 41,000         |
| COSTOS VARIABLES                    |     | 50,000         |
| <b>Subtotal</b>                     |     | <b>120,517</b> |
| Comisión                            | 3%  | 3,616          |
| Utilidad                            | 10% | 12,052         |
| <b>TOTAL COSTO HABITACIÓN BODAS</b> |     | <b>136,184</b> |

| ESTRUCTURA                                    |     | VALOR          |
|---|-----|----------------|
| COSTOS FIJOS                                  |     | 29,517         |
| COSTOS DIRECTOS                               |     | 41,000         |
| COSTOS VARIABLES                              |     | 43,000         |
| <b>Subtotal</b>                               |     | <b>113,517</b> |
| Comisión                                      | 3%  | 3,406          |
| Utilidad                                      | 10% | 11,352         |
| <b>TOTAL COSTO HABITACIÓN NOCHE ROMANTICA</b> |     | <b>128,274</b> |

| ECOGREEN             |                            |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|----------------------|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Proyección de Ventas | DESCRIPCIÓN                | ENERO             | FEBRERO           | MARZO             | ABRIL             | MAYO              | JUNIO             | JULIO             | AGOSTO            | SEPTIEMBRE        | OCTUBRE           | NOVIEMBRE         |
|                      | HABITACIÓN SENCILLA        | 34                | 29                | 28                | 45                | 28                | 30                | 44                | 20                | 30                | 44                | 34                |
|                      | HABITACIÓN SUITE JUNIOR    | 30                | 10                | 15                | 35                | 17                | 28                | 35                | 35                | 35                | 35                | 35                |
|                      | HABITACIÓN SUITE           | 40                | 23                | 24                | 40                | 30                | 28                | 40                | 40                | 38                | 40                | 40                |
|                      | HABITACIÓN DOBLE           | 60                | 30                | 29                | 75                | 29                | 30                | 76                | 60                | 55                | 70                | 60                |
|                      | HABITACIÓN TRIPLE          | 82                | 27                | 26                | 94                | 26                | 30                | 56                | 35                | 30                | 85                | 82                |
|                      | HABITACIÓN CUMPLEAÑOS      | 58                | 30                | 29                | 59                | 29                | 28                | 58                | 40                | 37                | 58                | 58                |
|                      | HABITACIÓN BODA            | 7                 | 3                 | 4                 | 7                 | 4                 | 5                 | 7                 | 7                 | 4                 | 7                 | 7                 |
|                      | HABITACIÓN ROMANTICA       | 50                | 20                | 29                | 50                | 29                | 29                | 50                | 50                | 45                | 50                | 50                |
|                      | REUNIONES Y CONFEREBCIAS   | 15                | 10                | 15                | 15                | 15                | 15                | 15                | 15                | 15                | 15                | 15                |
| TOUR                 | 30                         | 25                | 20                | 30                | 20                | 20                | 30                | 30                | 20                | 25                | 30                |                   |
| <b>TOTAL</b>         | <b>406</b>                 | <b>207</b>        | <b>219</b>        | <b>450</b>        | <b>227</b>        | <b>243</b>        | <b>411</b>        | <b>332</b>        | <b>309</b>        | <b>429</b>        | <b>411</b>        |                   |
| Ingreso Promedio     | HABITACIÓN SENCILLA        | 3,708,174         | 3,162,854         | 3,053,790         | 4,907,877         | 3,053,790         | 3,271,918         | 4,798,813         | 2,181,279         | 3,271,918         | 4,798,813         | 3,708,174         |
|                      | HABITACIÓN SUITE JUNIOR    | 2,932,918         | 977,639           | 1,466,459         | 3,421,738         | 1,661,987         | 2,737,390         | 3,421,738         | 3,421,738         | 3,421,738         | 3,421,738         | 3,421,738         |
|                      | HABITACIÓN SUITE           | 6,803,358         | 3,911,931         | 4,082,015         | 6,803,358         | 5,102,518         | 4,762,350         | 6,803,358         | 6,803,358         | 6,463,190         | 6,803,358         | 6,803,358         |
|                      | HABITACIÓN DOBLE           | 6,204,837         | 3,102,418         | 2,999,004         | 7,756,046         | 2,999,004         | 3,102,418         | 7,859,460         | 6,204,837         | 5,687,767         | 7,238,976         | 6,204,837         |
|                      | HABITACIÓN TRIPLE          | 8,479,943         | 2,792,176         | 2,688,763         | 9,720,911         | 2,688,763         | 3,102,418         | 5,791,181         | 3,619,488         | 3,102,418         | 8,790,185         | 8,479,943         |
|                      | HABITACIÓN CUMPLEAÑOS      | 5,998,009         | 3,102,418         | 2,999,004         | 6,101,423         | 2,999,004         | 2,895,590         | 5,998,009         | 4,136,558         | 3,826,316         | 5,998,009         | 5,998,009         |
|                      | HABITACIÓN BODA            | 723,898           | 310,242           | 413,656           | 723,898           | 413,656           | 517,070           | 723,898           | 723,898           | 413,656           | 723,898           | 723,898           |
|                      | HABITACIÓN NOCHE ROMANTICA | 5,170,697         | 2,068,279         | 2,999,004         | 5,170,697         | 2,999,004         | 2,999,004         | 5,170,697         | 5,170,697         | 4,653,627         | 5,170,697         | 5,170,697         |
|                      | REUNIONES Y CONFEREBCIAS   | 1,551,209         | 1,034,139         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         | 1,551,209         |
|                      | TOUR                       | 3,102,418         | 2,585,349         | 2,068,279         | 3,102,418         | 2,068,279         | 2,068,279         | 3,102,418         | 3,102,418         | 2,068,279         | 2,585,349         | 3,102,418         |
| <b>TOTAL</b>         | <b>44,675,461</b>          | <b>23,047,446</b> | <b>24,321,184</b> | <b>49,259,574</b> | <b>25,537,215</b> | <b>27,007,648</b> | <b>45,220,781</b> | <b>36,915,479</b> | <b>34,460,118</b> | <b>47,082,232</b> | <b>45,164,281</b> |                   |
| Costos Fijos         |                            | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> |
| Costos Directos      | HABITACIÓN SENCILLA        | 1,258,000         | 1,073,000         | 1,036,000         | 1,665,000         | 1,036,000         | 1,110,000         | 1,628,000         | 740,000           | 1,110,000         | 1,628,000         | 1,258,000         |
|                      | HABITACIÓN SUITE JUNIOR    | 900,000           | 300,000           | 450,000           | 1,050,000         | 510,000           | 840,000           | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         |
|                      | HABITACIÓN SUITE           | 1,200,000         | 690,000           | 720,000           | 1,200,000         | 900,000           | 840,000           | 1,200,000         | 1,200,000         | 1,140,000         | 1,200,000         | 1,200,000         |
|                      | HABITACIÓN DOBLE           | 1,800,000         | 900,000           | 870,000           | 2,250,000         | 870,000           | 900,000           | 2,280,000         | 1,800,000         | 1,650,000         | 2,100,000         | 1,800,000         |
|                      | HABITACIÓN TRIPLE          | 2,460,000         | 810,000           | 780,000           | 2,820,000         | 780,000           | 900,000           | 1,680,000         | 1,050,000         | 900,000           | 2,550,000         | 2,460,000         |
|                      | HABITACIÓN CUMPLEAÑOS      | 1,740,000         | 900,000           | 870,000           | 1,770,000         | 870,000           | 840,000           | 1,740,000         | 1,200,000         | 1,110,000         | 1,740,000         | 1,740,000         |
|                      | HABITACIÓN BODA            | 210,000           | 90,000            | 120,000           | 210,000           | 120,000           | 150,000           | 210,000           | 210,000           | 120,000           | 210,000           | 210,000           |
|                      | HABITACIÓN NOCHE ROMANTICA | 1,500,000         | 600,000           | 870,000           | 1,500,000         | 870,000           | 870,000           | 1,500,000         | 1,500,000         | 1,350,000         | 1,500,000         | 1,500,000         |
|                      | REUNIONES Y CONFEREBCIAS   | 450,000           | 300,000           | 450,000           | 450,000           | 450,000           | 450,000           | 450,000           | 450,000           | 450,000           | 450,000           | 450,000           |
|                      | TOUR                       | 900,000           | 750,000           | 600,000           | 900,000           | 600,000           | 600,000           | 900,000           | 900,000           | 600,000           | 750,000           | 900,000           |
| <b>TOTAL</b>         | <b>12,418,000</b>          | <b>6,413,000</b>  | <b>6,766,000</b>  | <b>13,815,000</b> | <b>7,006,000</b>  | <b>7,500,000</b>  | <b>12,638,000</b> | <b>10,100,000</b> | <b>9,480,000</b>  | <b>13,178,000</b> | <b>12,568,000</b> |                   |
| Costos Variables     | HABITACIÓN SENCILLA        | 1,020,000         | 870,000           | 840,000           | 1,350,000         | 840,000           | 900,000           | 1,320,000         | 600,000           | 900,000           | 1,320,000         | 1,020,000         |
|                      | HABITACIÓN SUITE JUNIOR    | 900,000           | 300,000           | 450,000           | 1,050,000         | 510,000           | 840,000           | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         |
|                      | HABITACIÓN SUITE           | 1,200,000         | 690,000           | 720,000           | 1,200,000         | 900,000           | 840,000           | 1,200,000         | 1,200,000         | 1,140,000         | 1,200,000         | 1,200,000         |
|                      | HABITACIÓN DOBLE           | 1,800,000         | 900,000           | 870,000           | 2,250,000         | 870,000           | 900,000           | 2,280,000         | 1,800,000         | 1,650,000         | 2,100,000         | 1,800,000         |
|                      | HABITACIÓN TRIPLE          | 2,460,000         | 810,000           | 780,000           | 2,820,000         | 780,000           | 900,000           | 1,680,000         | 1,050,000         | 900,000           | 2,550,000         | 2,460,000         |
|                      | HABITACIÓN CUMPLEAÑOS      | 1,740,000         | 900,000           | 870,000           | 1,770,000         | 870,000           | 840,000           | 1,740,000         | 1,200,000         | 1,110,000         | 1,740,000         | 1,740,000         |
|                      | HABITACIÓN BODA            | 210,000           | 90,000            | 120,000           | 210,000           | 120,000           | 150,000           | 210,000           | 210,000           | 120,000           | 210,000           | 210,000           |

|   |                            |                   |                  |                  |                   |                  |                  |                   |                  |                  |                   |                   |
|---|----------------------------|-------------------|------------------|------------------|-------------------|------------------|------------------|-------------------|------------------|------------------|-------------------|-------------------|
| C | HABITACIÓN NOCHE ROMANTICA | 1,500,000         | 600,000          | 870,000          | 1,500,000         | 870,000          | 870,000          | 1,500,000         | 1,500,000        | 1,350,000        | 1,500,000         | 1,500,000         |
|   | REUNIONES Y CONFEREBCIAS   | 450,000           | 300,000          | 450,000          | 450,000           | 450,000          | 450,000          | 450,000           | 450,000          | 450,000          | 450,000           | 450,000           |
|   | TOUR                       | 900,000           | 750,000          | 600,000          | 900,000           | 600,000          | 600,000          | 900,000           | 900,000          | 600,000          | 750,000           | 900,000           |
|   | <b>TOTAL</b>               | <b>12,180,000</b> | <b>6,210,000</b> | <b>6,570,000</b> | <b>13,500,000</b> | <b>6,810,000</b> | <b>7,290,000</b> | <b>12,330,000</b> | <b>9,960,000</b> | <b>9,270,000</b> | <b>12,870,000</b> | <b>12,330,000</b> |

|                            |                  |                   |                   |           |                   |                   |           |           |                |           |           |
|----------------------------|------------------|-------------------|-------------------|-----------|-------------------|-------------------|-----------|-----------|----------------|-----------|-----------|
| <b>PUNTO DE EQUILIBRIO</b> | <b>5,319,079</b> | <b>-4,333,936</b> | <b>-3,773,198</b> | 7,186,192 | <b>-3,037,167</b> | <b>-2,540,734</b> | 5,494,399 | 2,097,097 | <b>951,737</b> | 6,275,850 | 5,507,899 |
|----------------------------|------------------|-------------------|-------------------|-----------|-------------------|-------------------|-----------|-----------|----------------|-----------|-----------|

|                  |
|------------------|
|                  |
| <b>DICIEMBRE</b> |
| 44               |
| 35               |
| 40               |
| 77               |
| 94               |
| 58               |
| 7                |
| 50               |
| 15               |
| 30               |
| <b>450</b>       |

|                   |
|-------------------|
| 4,798,813         |
| 3,421,738         |
| 6,803,358         |
| 7,962,874         |
| 9,720,911         |
| 5,998,009         |
| 723,898           |
| 5,170,697         |
| 1,551,209         |
| 3,102,418         |
| <b>49,253,924</b> |

**14,758,382**

|                   |
|-------------------|
| 1,628,000         |
| 1,050,000         |
| 1,200,000         |
| 2,310,000         |
| 2,820,000         |
| 1,740,000         |
| 210,000           |
| 1,500,000         |
| 450,000           |
| 900,000           |
| <b>13,808,000</b> |

|           |
|-----------|
| 1,320,000 |
| 1,050,000 |
| 1,200,000 |
| 2,310,000 |
| 2,820,000 |
| 1,740,000 |
| 210,000   |

|                        |                            |
|------------------------|----------------------------|
|                        | <b>CAPACIDADE DE CAMAS</b> |
| #HABITACIÓN            | CATEGORIA                  |
| MINIMO DE HABITACIONES | MAXIMO DE HABITACIONES     |
| 207                    | 450                        |

|   |  |
|---|--|
| <b>PROYECCIÓN DE CANTIDAD DE HABITACIONES PARA EL HOTEL</b> |  |
|   |  |
|   |  |

|                   |
|-------------------|
| 1,500,000         |
| 450,000           |
| 900,000           |
| <b>13,500,000</b> |

|           |
|-----------|
| 7,187,542 |
|-----------|

|            |
|------------|
| TOTAL      |
| 26,334,760 |

| ECOGREEN             |                         |                     |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|----------------------|-------------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Proyección de Ventas | DESCRIPCIÓN             | ENERO               | FEBRERO           | MARZO             | ABRIL             | MAYO              | JUNIO             | JULIO             | AGOSTO            | SEPTIEMBRE        | OCTUBRE           | NOVIEMBRE         |
|                      |                         | HABITACIÓN SENCILLA | 34                | 29                | 28                | 45                | 28                | 30                | 44                | 20                | 30                | 44                |
|                      | HABITACIÓN SUITE JUNIOR | 30                  | 10                | 15                | 35                | 17                | 28                | 35                | 35                | 35                | 35                | 35                |
|                      | HABITACIÓN SUITE        | 40                  | 23                | 24                | 40                | 30                | 28                | 40                | 40                | 38                | 40                | 40                |
|                      | HABITACIÓN DOBLE        | 60                  | 30                | 29                | 75                | 29                | 30                | 76                | 60                | 55                | 70                | 60                |
|                      | HABITACIÓN TRIPLE       | 82                  | 27                | 26                | 94                | 26                | 30                | 56                | 35                | 30                | 85                | 82                |
|                      | TOUR                    | 30                  | 25                | 20                | 30                | 20                | 20                | 30                | 30                | 20                | 25                | 30                |
|                      | <b>TOTAL</b>            | <b>276</b>          | <b>144</b>        | <b>142</b>        | <b>319</b>        | <b>150</b>        | <b>166</b>        | <b>281</b>        | <b>220</b>        | <b>208</b>        | <b>299</b>        | <b>281</b>        |
| Ingreso Promedio     |                         |                     |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|                      | HABITACIÓN SENCILLA     | 3,708,174           | 3,162,854         | 3,053,790         | 4,907,877         | 3,053,790         | 3,271,918         | 4,798,813         | 2,181,279         | 3,271,918         | 4,798,813         | 3,708,174         |
|                      | HABITACIÓN SUITE JUNIOR | 2,932,918           | 977,639           | 1,466,459         | 3,421,738         | 1,661,987         | 2,737,390         | 3,421,738         | 3,421,738         | 3,421,738         | 3,421,738         | 3,421,738         |
|                      | HABITACIÓN SUITE        | 6,803,358           | 3,911,931         | 4,082,015         | 6,803,358         | 5,102,518         | 4,762,350         | 6,803,358         | 6,803,358         | 6,463,190         | 6,803,358         | 6,803,358         |
|                      | HABITACIÓN DOBLE        | 6,204,837           | 3,102,418         | 2,999,004         | 7,756,046         | 2,999,004         | 3,102,418         | 7,859,460         | 6,204,837         | 5,687,767         | 7,238,976         | 6,204,837         |
|                      | HABITACIÓN TRIPLE       | 8,479,943           | 2,792,176         | 2,688,763         | 9,720,911         | 2,688,763         | 3,102,418         | 5,791,181         | 3,619,488         | 3,102,418         | 8,790,185         | 8,479,943         |
|                      | TOUR                    | 3,102,418           | 2,585,349         | 2,068,279         | 3,102,418         | 2,068,279         | 2,068,279         | 3,102,418         | 3,102,418         | 2,068,279         | 2,585,349         | 3,102,418         |
|                      | <b>TOTAL</b>            | <b>31,231,648</b>   | <b>16,532,368</b> | <b>16,358,310</b> | <b>35,712,348</b> | <b>17,574,341</b> | <b>19,044,775</b> | <b>31,776,968</b> | <b>25,333,117</b> | <b>24,015,310</b> | <b>33,638,419</b> | <b>31,720,468</b> |
| Costos Fijos         |                         | <b>14,758,382</b>   | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> | <b>14,758,382</b> |
| Costos Directos      |                         |                     |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|                      | HABITACIÓN SENCILLA     | 1,258,000           | 1,073,000         | 1,036,000         | 1,665,000         | 1,036,000         | 1,110,000         | 1,628,000         | 740,000           | 1,110,000         | 1,628,000         | 1,258,000         |
|                      | HABITACIÓN SUITE JUNIOR | 900,000             | 300,000           | 450,000           | 1,050,000         | 510,000           | 840,000           | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         |
|                      | HABITACIÓN SUITE        | 1,200,000           | 690,000           | 720,000           | 1,200,000         | 900,000           | 840,000           | 1,200,000         | 1,200,000         | 1,140,000         | 1,200,000         | 1,200,000         |
|                      | HABITACIÓN DOBLE        | 1,800,000           | 900,000           | 870,000           | 2,250,000         | 870,000           | 900,000           | 2,280,000         | 1,800,000         | 1,650,000         | 2,100,000         | 1,800,000         |
|                      | HABITACIÓN TRIPLE       | 2,460,000           | 810,000           | 780,000           | 2,820,000         | 780,000           | 900,000           | 1,680,000         | 1,050,000         | 900,000           | 2,550,000         | 2,460,000         |
|                      | TOUR                    | 900,000             | 750,000           | 600,000           | 900,000           | 600,000           | 600,000           | 900,000           | 900,000           | 600,000           | 750,000           | 900,000           |
|                      | <b>TOTAL</b>            | <b>8,518,000</b>    | <b>4,523,000</b>  | <b>4,456,000</b>  | <b>9,885,000</b>  | <b>4,696,000</b>  | <b>5,190,000</b>  | <b>8,738,000</b>  | <b>6,740,000</b>  | <b>6,450,000</b>  | <b>9,278,000</b>  | <b>8,668,000</b>  |
| Costos Variables     |                         |                     |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|                      | HABITACIÓN SENCILLA     | 1,020,000           | 870,000           | 840,000           | 1,350,000         | 840,000           | 900,000           | 1,320,000         | 600,000           | 900,000           | 1,320,000         | 1,020,000         |
|                      | HABITACIÓN SUITE JUNIOR | 900,000             | 300,000           | 450,000           | 1,050,000         | 510,000           | 840,000           | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         | 1,050,000         |
|                      | HABITACIÓN SUITE        | 1,200,000           | 690,000           | 720,000           | 1,200,000         | 900,000           | 840,000           | 1,200,000         | 1,200,000         | 1,140,000         | 1,200,000         | 1,200,000         |
|                      | HABITACIÓN DOBLE        | 1,800,000           | 900,000           | 870,000           | 2,250,000         | 870,000           | 900,000           | 2,280,000         | 1,800,000         | 1,650,000         | 2,100,000         | 1,800,000         |
|                      | HABITACIÓN TRIPLE       | 2,460,000           | 810,000           | 780,000           | 2,820,000         | 780,000           | 900,000           | 1,680,000         | 1,050,000         | 900,000           | 2,550,000         | 2,460,000         |
|                      | TOUR                    | 900,000             | 750,000           | 600,000           | 900,000           | 600,000           | 600,000           | 900,000           | 900,000           | 600,000           | 750,000           | 900,000           |
|                      | <b>TOTAL</b>            | <b>8,280,000</b>    | <b>4,320,000</b>  | <b>4,260,000</b>  | <b>9,570,000</b>  | <b>4,500,000</b>  | <b>4,980,000</b>  | <b>8,430,000</b>  | <b>6,600,000</b>  | <b>6,240,000</b>  | <b>8,970,000</b>  | <b>8,430,000</b>  |
| PUNTO DE EQUILIBRIO  |                         | <b>-324,734</b>     | <b>-7,069,014</b> | <b>-7,116,072</b> | 1,498,966         | <b>-6,380,040</b> | <b>-5,883,607</b> | -149,414          | <b>-2,765,264</b> | <b>-3,433,072</b> | 632,037           | -135,914          |



|                  |
|------------------|
|                  |
| <b>DICIEMBRE</b> |
| 44               |
| 35               |
| 40               |
| 77               |
| 94               |
| 30               |
| <b>320</b>       |

|                   |
|-------------------|
| 4,798,813         |
| 3,421,738         |
| 6,803,358         |
| 7,962,874         |
| 9,720,911         |
| 3,102,418         |
| <b>35,810,112</b> |

**14,758,382**

|                  |
|------------------|
| 1,628,000        |
| 1,050,000        |
| 1,200,000        |
| 2,310,000        |
| 2,820,000        |
| 900,000          |
| <b>9,908,000</b> |

|                  |
|------------------|
| 1,320,000        |
| 1,050,000        |
| 1,200,000        |
| 2,310,000        |
| 2,820,000        |
| 900,000          |
| <b>9,600,000</b> |

1,543,730

|                        |                            |      |
|------------------------|----------------------------|------|
|                        | <b>CAPACIDADE DE CAMAS</b> |      |
| #HABITACIÓN            |                            | DÍAS |
| MINIMO DE HABITACIONES | MAXIMO DE HABITACIONES     | MES  |
| 142                    | 320                        |      |

|   |                       |             |
|---|-----------------------|-------------|
| <b>PROYECCIÓN DE CANTIDAD DE HABITACIONES PARA EL HOTEL</b> |                       |             |
| Can de habitaciones ocupadas en Agosto                      | Tipos de habitaciones | Proyección  |
| 220   | 6                     | 36.66666667 |

Esta proyección se dio a partir de una simulación de cuantas veces se coparía una habitación y con base en esto se sumaron todas las habitaciones en el mes de Agosto el cual se determino como punto de equilibrio y la suma total de las veces que se ocuparon las habitaciones se dividió en la cantidad de tipos habitaciones que se tiene proyectadas para el hotel.

|             |
|-------------|
| TOTAL       |
| -29,582,398 |