



November 8, 2019

Budget Committee
Office of the City Clerk
City Hall
222 – 3rd Avenue North
Saskatoon, SK
S7K 0J5

Re: 2020 & 2021 Operating & Capital Budgets – SaskTel Centre (Saskatchewan Place Association Inc.)

Enclosed please find SaskTel Centre's 2020 & 2021 Operating and Capital Budgets. These were approved by the SaskTel Centre Board of Directors on November 6, 2019.

Recommendations are that the Budget Committee refer to City Council that:

1. The 2020 & 2021 Operating Budget be approved;
2. The 2020 Capital Budget be approved.

Please contact me if there are any questions or comments.

Sincerely,

A handwritten signature in blue ink, appearing to read "TJ", written over a faint circular stamp.

Trevor James, CPA, CA
Director of Finance & Ticketing
SaskTel Centre
tjames@sasktelcentre.com
(306) 975-3176

cc: Kari Smith, Interim Director of Finance, City of Saskatoon

SaskTel Centre 2020 & 2021 Operating Budget

	2019 Budget	2020 Budget	2021 Budget
Operating Revenues			
Sales			
Event Sales/Admissions	3,570,254	3,550,546	3,621,557
Private Functions/Rentals/Non Theatre Sales	46,327	46,590	47,521
Box Office Revenue	4,758,386	5,357,969	5,465,128
Ticket Service Charge Revenue	2,365,357	2,198,431	2,242,400
Gift Shop Sales (if applicable)	-	-	-
Alcohol Sales	3,209,922	2,749,727	2,804,722
Other Sales Revenue	1,241,761	1,135,840	1,158,557
Total Sales	15,192,006	15,039,103	15,339,886
Other Income			
Sponsorship	1,130,000	1,205,000	1,229,100
Corporate Suite Rentals	2,220,000	2,222,352	2,266,799
Development/Fundraising Revenue	-	-	-
Interest Income	363,000	491,156	500,979
City of Saskatoon - Funding	-	-	-
Total Other Income	3,713,000	3,918,508	3,996,878
Total Operating Revenues	18,905,006	18,957,611	19,336,764
Expenditures			
Direct Expenses/Cost of Goods Sold	9,933,063	9,856,262	10,053,388
Plant Maintenance	331,258	352,722	359,777
Administration Expenses/Overhead	5,613,403	6,104,061	6,226,142
Box Office Expenses	526,670	515,895	526,213
Amortization Expense	864,793	1,044,307	1,065,193
Transfer to Reserve/Fund	-	-	-
Reimbursement to City of Saskatoon	381,791	339,218	346,003
Total Expenditures	17,650,977	18,212,465	18,576,715
Net Budget	1,254,029	745,146	760,049

SASKTEL CENTRE
Statement of Earnings
Budget 2020 & 2021

	Budget 2019	Budget 2020	Budget 2021
Revenue:			
4000 Facility Rent	769,606	839,689	856,483
4100 Co promoted Event Revenues	3,734,241	4,310,972	4,397,191
4200 Self promoted Event Revenues	1,024,145	1,046,997	1,067,937
4250 Event Sponsorship	61,329	49,450	50,439
4260 Event Electrical	13,677	12,461	12,710
4270 Event Booth Rentals	25,551	51	52
4310 Corporate Suite Ticket Revenues	769,273	646,724	659,658
4320 Parking/Shuttle Revenues	84,255	66,631	67,963
4325 Event Ride Revenues	4,883	5,552	5,663
4400 Ticket Service Charge Revenue	2,365,357	2,198,431	2,242,400
4500 Concession	660,985	632,013	644,653
4520 Concession Revenue Offsite	180,048	0	0
4550 Catering Commission	62,065	59,295	60,481
4560 Corporate Suite Concession Sales	47,711	27,953	28,512
4600 Alcohol Sales	2,761,413	2,487,347	2,537,094
4620 Corporate Suite Alcohol Sales	269,743	261,514	266,745
4630 Alcohol Sales Offsite	178,766	867	884
4850 Ancillary Charges	64,277	71,639	73,072
4990 Recovery	519,093	846,081	863,003
5030 Lottery Income	46,095	49,714	50,708
5110 Merchandise Commission	261,407	243,293	248,159
	<u>13,903,919</u>	<u>13,856,674</u>	<u>14,133,807</u>
Cost of sales:			
6000 Print Advertising	17,600	18,578	18,949
6010 Advertising	101,573	110,986	113,206
6020 Television Advertising	33,442	45,761	46,677
6030 Other Advertising	28,205	27,392	27,940
6100 Artist Costs (Suites to Rush)	3,955,428	4,543,611	4,634,483
6180 Credit Cards	305,067	303,557	309,628
6190 Box Office Charge & TM Fees	337,628	297,153	303,096
6270 Event Production Costs	1,014,529	1,035,246	1,055,951
6400 Parking Attendants	182,628	180,586	184,197
6410 Ticket Takers	65,606	67,000	68,340
6420 Ushers	131,265	134,259	136,944
6425 Guest Services	14,228	12,898	13,156
6430 Security Services	347,862	295,839	301,756
6440 Pass Gate Attendant	49,931	49,312	50,298
6460 Merchandisers	91,763	69,982	71,382
6470 Suite Attendant	75,448	65,205	66,509
6475 Command Center	10,237	10,020	10,220
6480 Scorekeeper/Referee	63,646	62,000	63,240
6490 Medical	40,812	38,469	39,239
6600 Sponsor Ticket Cost	155,287	133,693	136,367
6610 Event Cleaning Costs	311,327	316,940	323,279
6630 Shuttle Service	72,818	31,463	32,093
6640 Merchandise COGS	0	0	0
6650 Food & Beverage Per Cap Rebate	208,559	254,032	259,113
6700 Alcohol Product Costs	919,449	755,352	770,459
6710 Alcohol Labour Costs	242,868	229,733	234,328
6730 Alcohol Management Costs	191,903	175,628	179,140
6750 Cost of Goods Corp. Suites	107,991	86,397	88,125
6770 Corp. Suite Management Fee	22,177	19,690	20,084
8380 Marketing Levy	833,787	485,479	495,189
	<u>9,933,063</u>	<u>9,856,262</u>	<u>10,053,388</u>
Gross profit Events	<u>3,970,856</u>	<u>4,000,411</u>	<u>4,080,420</u>

SASKTEL CENTRE
Statement of Earnings
Budget 2020 & 2021

	Budget 2019	Budget 2020	Budget 2021
Other Income:			
8000 Sponsorship Title & Sign	1,130,000	1,205,000	1,229,100
8090 Corporate Suite Rentals	2,220,000	2,222,352	2,266,799
8200 Ticket Distribution Fees (Options)	373,293	358,161	365,324
8210 Offsite Ticket Service Fees	2,953	12,436	12,685
8250 Gold Card Revenue	12,000	7,826	7,982
8260 Service Charge revenue - Other Ven	100,000	71,887	73,325
8400 Hourly Ice Rental	12,000	13,978	14,258
8410 Rental other eg Parking Lot	34,327	32,612	33,264
8420 ATM Revenue	120,000	119,256	121,641
8430 Interest Income	363,000	491,156	500,979
8440 Facility Fee	527,515	460,274	469,480
8450 Marketing Levy - W.C.	6,000	6,000	6,120
8960 Gain Loss on Disposal	0	0	0
8970 Canadian Digital Revenues	36,000	36,000	36,720
8980 Sundry Income	64,000	64,000	65,280
Total Other Income	<u>5,001,088</u>	<u>5,100,938</u>	<u>5,202,957</u>
Other Expenses:			
8300 Box Office Staff Costs	423,669	421,689	430,123
8310 Remote Service Charge Expense	1,500	1,500	1,530
8320 Box Office Shortages Overages	0	0	0
8330 Box Office Communication Costs	39,000	44,000	44,880
8340 Credit Card - Other Venue	20,500	16,174	16,497
8350 TM Costs - Other Venue	33,000	28,532	29,103
8360 Box Office Charge & TM Fees Event	9,001	4,000	4,080
Total Expenses:	<u>526,670</u>	<u>515,895</u>	<u>526,213</u>
Other Income Less Other Expenses	<u>4,474,418</u>	<u>4,585,043</u>	<u>4,676,744</u>

SASKTEL CENTRE
Statement of Earnings
 Budget 2020 & 2021

	Budget 2019	Budget 2020	Budget 2021	
Overhead Expenses:				
9000 Advertising	68,878	68,880	70,258	
9010 Staff and Board Functions	24,900	32,400	33,048	
9020 Business Dev - Sponsor Signage	42,200	42,200	43,044	
9021 Business Dev - Printing	10,080	10,081	10,282	
9022 Business Dev - Media Campaign/Ad	78,800	61,000	62,220	
9023 Business Dev - Sponsor Fulfillment,	75,200	80,200	81,804	
9024 Business Dev - Promotional Items	8,400	8,400	8,568	
9025 Business Dev - Community Support	25,801	32,800	33,456	
9100 Benefits	443,111	478,013	487,573	
9110 Parking/Traffic/Lot Lease	153,200	153,200	156,264	
9120 Partime Set Up\Take Down Event Ai	300,109	344,109	350,991	
9130 Staff Training & Uniforms	72,250	114,375	116,663	
9140 Wages - Overhead	1,594,512	1,685,713	1,719,427	
9150 Wages - Operations	701,560	715,144	729,447	
9200 Bank charges	49,800	56,799	57,935	
9210 Communications	86,400	135,610	138,322	
9215 Foreign Exchange Gain/Loss	0	0	0	
9220 Courier/Delivery	18,000	18,000	18,360	
9230 Insurance	110,177	121,488	123,918	
9250 Memberships \Licenses	49,155	53,967	55,046	
9260 Non-Event Specific Supplies	8,000	10,000	10,200	
9270 Office Expenses	43,000	43,000	43,860	
9280 Professional Fees	211,831	280,483	286,093	Note 1
9290 Travel	65,100	108,100	110,262	Note 1
9350 Building Maintenance: Suite Related	18,002	45,000	45,900	
9351 Building Maintenance: Hockey Relat	11,849	11,484	11,714	
9352 Building Maintenance: HVAC	60,000	60,000	61,200	
9353 Building Maintenance: Plumbing	20,002	20,000	20,400	
9354 Building Maintenance: House Elec &	120,000	120,001	122,401	
9355 Building Maintenance: Ice Plant Mai	30,000	30,000	30,600	
9356 Building Maintenance: Various	71,405	66,237	67,562	
9360 Cleaning Supplies	44,996	40,000	40,800	
9370 Computer Services	195,888	190,748	194,563	
9380 Equipment Maint: Various Equip	24,000	24,959	25,458	
9381 Equipment Maint: Video/Sound Equi	31,603	31,600	32,232	
9382 Equipment Maint: Radio Repair and	10,000	10,000	10,200	
9383 Equipment Maint: Fuel	14,400	14,400	14,688	
9384 Equipment Maint: Forklift, Zamboni,	35,369	28,245	28,810	
9385 Equipment Maint: Concession/Bar E	29,356	35,221	35,925	
9390 Equipment Purchases: Computer/Of	14,101	16,600	16,932	
9391 Equipment Purchases: Concession/I	15,600	28,600	29,172	
9392 Equipment Purchases: Event Equipr	10,000	14,000	14,280	
9393 Equipment Purchases: Operations E	20,000	20,000	20,400	
9430 Garbage Collection/Recycling	54,795	50,100	51,102	
9440 Grounds Maintenance	40,000	29,800	30,396	
9460 Ice Making Supplies	12,000	12,000	12,240	
9480 In House Cleaning	85,939	86,259	87,984	
9510 Signage - Non-event/Wayfinding	28,300	22,000	22,440	
9520 Snow Removal	86,000	86,000	87,720	
9530 Washroom Supplies	28,317	30,923	31,541	
9600 Utilities Electrical	420,546	450,078	459,080	
9610 Utilities Gas	65,511	68,874	70,251	
9630 Utilities Water	106,218	159,692	162,886	
9650 Depreciation Expense C.O.S. Thresl	508,886	606,650	618,782	
9655 Depreciation Expense CUC Thresho	355,907	437,657	446,410	
9660 CBCM Reserves Allocation	381,791	339,218	346,003	
9690 Extraordinary Expense	0	0	0	
Total Overhead Expenses	7,191,245	7,840,308	7,997,114	
Net earnings (loss) for period	1,254,029	745,146	760,049	

Note 1:

Please note that included in these two accounts for both 2020 and 2021 are \$153,000 of expenses related to the new Downtown Entertainment District/Arena Project (\$133,000 in Professional Fees and \$20,000 in Travel)

SaskTel Centre 2020 Capital Budget

2020 Capital Enhancement Budget

Computer & Communications Systems	815,000
Audio/Visual Enhancements	180,000
Security Equipment	100,000
Electrical Equipment	85,000
Lighting Equipment	85,000
Concession Enhancements	50,000
Event Equipment	25,000
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	1,340,000

2020 Capital Equipment Budget

Vehicles	190,000
Operations Equipment	73,000
Communications Equipment	70,000
Audio/Visual Equipment	69,000
Computers & Computer Equipment	27,000
Cleaning Equipment	15,800
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	444,800