



November 5, 2018

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

Re: 2019 Operating & Capital Budgets – SaskTel Centre (Saskatchewan Place Association Inc.)

Enclosed please find SaskTel Centre's 2019 Operating and Capital Budgets. These were approved by the SaskTel Centre Board of Directors on October 31, 2018.

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

1. The 2019 Operating Budget be approved;
2. The 2019 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", is placed above the printed name.

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

cc: Clae Hack, Director of Finance, City of Saskatoon

SaskTel Centre 2019 Operating Budget

	2018 Budget	2019 Budget
Operating Revenues		
Sales		
Event Sales/Admissions	3,071,426	3,570,254
Private Functions/Rentals/Non Theatre Sales	58,980	46,327
Box Office Revenue	6,530,654	4,758,386
Ticket Service Charge Revenue	2,136,200	2,365,357
Gift Shop Sales (if applicable)	-	-
Alcohol Sales (if applicable)	2,680,400	3,209,922
Other Sales Revenue	1,017,130	1,241,761
Total Sales	<u>15,494,791</u>	<u>15,192,006</u>
Other Income		
Sponsorship	1,130,000	1,130,000
Corporate Suite Rentals (if applicable)	2,200,000	2,220,000
Development/Fundraising Revenue	-	-
Interest Income	130,000	363,000
City of Saskatoon - Funding	-	-
Total Other Income	<u>3,460,000</u>	<u>3,713,000</u>
Total Operating Revenues	<u><u>18,954,791</u></u>	<u><u>18,905,006</u></u>
Expenditures		
Direct Expenses/Cost of Goods Sold	10,803,050	9,933,063
Plant Maintenance (if applicable)	359,904	331,258
Administration Expenses/Overhead	5,122,839	5,613,403
Box Office Expenses	577,466	526,670
Amortization Expense	840,000	864,793
Transfer to Reserve/Fund	-	-
Reimbursement to City of Saskatoon	350,000	381,791
Total Expenditures	<u><u>18,053,258</u></u>	<u><u>17,650,977</u></u>
Net Budget	<u><u>901,532</u></u>	<u><u>1,254,029</u></u>

**SaskTel Centre 2019 Operating
Budget**

	Budget	Forecast	Budget
	2018	2018 (June)	2019
Revenue:			
4000 Facility Rent	729,025	762,576	769,606
4100 Co promoted Event Revenues	5,148,062	6,494,596	3,734,241
4200 Self promoted Event Revenues	1,382,592	2,561,888	1,024,145
4250 Event Sponsorship	85,800	261,640	61,329
4260 Event Electrical	16,500	14,687	13,677
4270 Event Booth Rentals	25,000	25,376	25,551
4310 Corporate Suite Ticket Revenues	630,400	817,505	769,273
4320 Parking/Shuttle Revenues	50,150	70,547	84,255
4325 Event Ride Revenues	2,800	9,274	4,883
4400 Ticket Service Charge Revenue	2,136,200	2,718,126	2,365,357
4410 Ticket Sales Commission	0	0	0
4420 Ticket System Event Set Up Fees	0	0	0
4500 Concession	590,890	700,598	660,985
4520 Concession Revenue Offsite	200,000	172,166	180,048
4550 Catering Commission	41,938	73,830	62,065
4560 Corporate Suite Concession Sales	40,630	54,057	47,711
4600 Alcohol Sales	2,270,200	2,867,997	2,761,413
4610 Lounge Alcohol Sales			
4620 Corporate Suite Alcohol Sales	210,200	279,285	269,743
4630 Alcohol Sales Offsite	200,000	195,897	178,766
4850 Ancillary Charges	45,895	31,795	64,277
4990 Recovery	285,946	896,726	519,093
5110 Merchandise Commission	282,252	312,912	261,407
5030 Lottery Income	30,700	87,312	46,095
4310 Corporate Suite Rentals	13,500	0	0
	14,418,680	19,408,791	13,903,919

**SaskTel Centre 2019 Operating
Budget**

	Budget	Forecast	Budget
	2018	2018 (June)	2019
Other Income:			
8000 Sponsorship Title & Sign	1,130,000	1,115,871	1,130,000
8090 Corporate Suite Rentals	2,200,000	2,242,451	2,220,000
8200 Ticket Distribution Fees (Options)	287,250	377,305	373,293
8210 Offsite Ticket Service Fees	10,500	2,576	2,953
8250 Gold Card Revenue	12,000	14,740	12,000
8260 Service Charge revenue - Other Venue	100,000	106,749	100,000
8400 Hourly Ice Rental	9,000	12,025	12,000
8410 Rental other eg Parking Lot	49,980	36,153	34,327
8420 ATM Revenue	110,000	117,937	120,000
8430 Interest Income	130,000	349,885	363,000
8440 Facility Fee	349,380	516,834	527,515
8450 Marketing Levy - W.C.	6,000	6,018	6,000
8950 Revenue Government Grants and other	0	0	0
8960 Gain Loss on Disposal	0	18,940	0
8980 Sundry Income	92,000	83,143	64,000
8970 Canadian Digital Revenues	50,000	29,030	36,000
Total Other Income	4,536,110	5,029,658	5,001,088
Other Expenses:			
8100 Non Event Sponsorship Costs			
8300 Box Office Staff Costs	460,366	429,975	423,669
8310 Remote Service Charge Expense	6,300	(317)	1,500
8320 Box Office Shortages Overages	0	(288)	0
8330 Box Office Communication Costs	34,800	41,796	39,000
8340 Credit Card - Other Venue	20,500	18,351	20,500
8350 TM Costs - Other Venue	43,000	23,899	33,000
8360 Box Office Charge & TM Fees Event no	12,500	5,660	9,001
8370 Box Office Courier/Delivery	0	0	0
Total Expenses:	577,466	519,075	526,670
Other Income Less Other Expenses:	3,958,644	4,510,583	4,474,418

**SaskTel Centre 2019 Operating
Budget**

	Budget	Forecast	Budget
	2018	2018 (June)	2019
9392 Equipment Purchases: Event Equipmen	6,700	8,695	10,000
9393 Equipment Purchases: Operations Equi	16,500	22,793	20,000
9430 Garbage Collection/Recycling	54,795	51,614	54,795
9440 Grounds Maintenance	40,000	35,024	40,000
9460 Ice Making Supplies	12,000	11,168	12,000
9480 In House Cleaning	82,716	81,596	85,939
9510 Signage - Non-event/Wayfinding	28,300	21,633	28,300
9520 Snow Removal	86,000	87,889	86,000
9530 Washroom Supplies	22,000	27,105	28,317
9600 Utilities Electrical	400,000	406,128	420,546
9610 Utilities Gas	62,500	109,633	65,511
9630 Utilities Water	100,000	100,709	106,218
9650 Depreciation Expense C.O.S. Threshold	600,000	508,886	508,886
9655 Depreciation Expense CUC Thresholds	240,000	355,907	355,907
9660 CBCM Reserves Allocation	350,000	426,667	381,791
9680 Interest Long Term Liability	0	0	0
9690 Extraordinary Expense	0	69,277	0
Total Overhead Expenses	6,672,743	6,679,746	7,191,245
Net earnings (loss) for period	901,532	2,026,691	1,254,029

SaskTel Centre 2019 Capital Budget

2019 Capital Enhancement Budget

Computer	357,000
Electrical Equipment	47,000
Air Curtains	170,000
Staging	297,500
Concession Equipment	40,000
Outdoor Signage	10,000
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	921,500

2019 Capital Equipment Budget

Computer	40,000
Concession Equipment	11,000
Tables & Draping System	10,000
General Equipment	20,000
Video Equipment	85,000
Staging	15,000
Vehicles	48,000
Office Furniture & Equipment	5,000
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	234,000

Total 2019 Capital Budget 1,155,500