



January 30, 2019

Mayor Charlie Clark & City Council
Mayor's Office
City of Saskatoon
222 – 3rd Avenue North
Saskatoon, SK S7K 0J5

Dear Mayor Clark:

Re: Tourism Saskatoon 2018 Un-Audited Financial Statement

Please find enclosed our un-audited financial statement for the year 2018 as required by our Fee for Service Agreement.

You may contact Todd Brandt at (306) 931-7574 or myself at (306) 931-7570 should you have any questions pertaining to the enclosed information.

Sincerely,



Angela Wallman
Finance Officer

Enclosure

cc: Kerry Tarasoff

**Saskatoon Visitor & Convention Bureau
Consolidated Statement of Income and Expenses
1 month period ending December 31, 2018**

	<i>December 31, 2018</i>	<i>YTD</i>	<i>2018 Projection</i>	<i>2018 Budget</i>	<i>% Used</i>	<i>Prior Year</i>
REVENUE						
0100 Administration	43,658	519,176	517,778	516,600	100%	560,389
0200 Membership	11,190	127,985	125,137	127,052	101%	140,644
0400 Leisure Marketing	4,134	53,239	53,905	59,050	90%	49,992
0500 Visitor Services	215	2,845	2,000	4,000	71%	3,600
0900 Destination Marketing Program	158,846	2,782,097	2,912,010	3,022,495	92%	2,675,082
TOTAL REVENUE	218,043	3,485,342	3,610,830	3,729,197	93%	3,429,707
EXPENSES						
0100 Administration	13,224	183,547	183,030	194,975	94%	185,329
0200 Membership	2,924	20,407	21,560	19,896	103%	42,621
0500 Visitor Services	81	17,892	17,760	22,540	79%	25,613
Core Staff Costs	49,131	511,731	509,914	499,339	102%	466,172
0900 DMP - Travel Trade	5,459	83,650	91,411	59,200	141%	15,975
0900 DMP - Travel Media	6,634	134,373	150,089	173,000	78%	149,110
0900 DMP - Convention Marketing - National	25,263	529,402	560,831	554,920	95%	530,127
0900 DMP - Convention Marketing - International	1,031	209,483	209,454	245,236	85%	201,522
0900 DMP - Strategic Marketing	3,658	52,635	48,417	59,150	89%	58,178
0900 DMP - Leisure	17,948	488,794	508,729	567,000	86%	481,443
0900 DMP - Event Production	5,663	158,659	217,500	247,300	64%	112,036
0900 DMP - Joint Marketing Fund	33,550	189,000	194,000	190,000	99%	191,000
0900 DMP - Administrative	0	-30,048	-30,048	-30,048	100%	-31,170
0900 DMP - Staff Costs	51,043	644,061	640,741	635,851	101%	537,788
0900 DMP - SSTP	8,597	292,040	290,838	290,838	100%	397,903
TOTAL EXPENSES	224,206	3,485,626	3,614,226	3,729,197	93%	3,363,647
EXCESS REVENUE OVER EXPENDITURES	-6,163	-284	-3,396	0		66,060

2018 YTD
Core only
703,245

2018 YTD
Core only
703,529

-284