

TOURISM MOOSE JAW 2019 BUDGET

	2020 Budget	January	February	March	April	May	June	July	August	September	October	November	December	YTD	2019 Actuals	2019 Budget	2020 YTD
Revenue Descriptions	Revenues															Revenues	
Municipal Fee For Service	\$92,976.00													\$0.00	\$91,152.00	\$91,153.32	
Federal Grants	\$13,000.00													\$0.00	\$0.00	\$12,000.00	
Provincial Grants - Summer Students	\$0.00													\$0.00	\$0.00	\$0.00	
Canada Day Grants	\$7,500.00				##											\$7,500.00	
Other Grants	\$0.00													\$0.00	\$0.00	\$0.00	
Total Grant Revenues:	\$113,476.00	##	##	##	##	##	##	##	##	##	##	##	##	\$3,600.00	\$91,152.00	\$110,653.32	
Mini-City Display Revenues	\$14,000.00													\$0.00	\$7,825.00	\$13,500.00	
Membership Revenues	\$26,000.00													\$0.00	\$25,525.00	\$26,000.00	
Merchandise Revenues	\$60,000.00													\$0.00	\$57,201.80	\$55,000.00	
Lease Revenue	\$1,000.00													\$0.00	\$275.00	\$2,000.00	
Donation Revenue	\$1,000.00													\$0.00	\$44,871.38	\$500.00	
Canada Day Donations	\$11,000.00															\$6,000.00	
Fundraising Revenue	\$1,000.00													\$0.00	\$0.00	\$2,500.00	
Tourism Miscellaneous Revenues	\$4,000.00													\$0.00	\$5,388.98	\$1,750.00	
Social Media Marketing Revenues	\$5,000.00													\$0.00	\$0.00	\$6,800.00	
Sidewalk Days Stipend	\$4,000.00													\$0.00	\$0.00	\$3,500.00	
Total Non-Grant Revenues:	\$127,000.00	##	##	##	##	##	##	##	##	##	##	##	##	\$0.00	\$45,272.84	\$117,550.00	
Trolley Ticket Sales	\$42,000.00													\$0.00	\$34,944.05	\$38,000.00	
Trolley Group Sales	\$12,000.00													\$0.00	\$10,189.78	\$8,000.00	
Trolley Ghost Tours	\$30,000.00													\$0.00	\$29,057.10	\$22,680.68	
Trolley Ad Revenues	\$4,500.00													\$0.00	\$4,250.00	\$4,500.00	
Trolley Interest Income	\$100.00													\$0.00	\$0.00	\$100.00	
Trolley Fundraising	\$6,000.00													\$0.00	\$3,000.00	\$2,500.00	
Total Trolley Revenues:	\$94,600.00													\$0.00	\$81,440.93	\$75,780.68	
Sidewalk Days Sponsorships	\$14,000.00													\$0.00	\$10,773.81	\$14,000.00	
Sidewalk Days Vendor Fees	\$30,000.00													\$0.00	\$35,149.43	\$30,000.00	
Total Sidewalk Days Revenues	\$44,000.00													\$0.00	\$45,923.24	\$44,000.00	
TOTAL REVENUES:	\$379,076.00	###	###	###	###	###	###	###	###	###	###	###	###	\$3,600.00	\$175,838.47	\$347,984.00	
														\$0.00	\$0.00		
														\$0.00	\$0.00		
														\$0.00	\$0.00		
														\$0.00	\$0.00		
2020 Budget														\$0.00	\$0.00	2019 Budget	

Expense Descriptions															\$0.00	\$0.00		
Executive Director Salary	\$55,560.00														\$0.00	\$36,000.00	\$54,000.00	
Bookkeeper Contract	\$8,500.00														\$0.00	\$2,000.00	\$3,000.00	
Trolley Driver Wages	\$14,000.00														\$0.00	\$13,225.17	\$10,000.00	
Conductor Wages	\$8,000.00														\$0.00	\$8,659.03	\$7,000.00	
Summer Student Wages	\$16,000.00														\$0.00	\$17,113.79	\$15,000.00	
Ambassador Wages	\$8,000.00														\$0.00	\$9,342.56	\$7,000.00	
Visitor Centre Wages	\$37,000.00														\$0.00	\$34,553.43	\$35,000.00	
Maintenance Contracts	\$2,500.00														\$0.00	\$1,145.75	\$3,000.00	
MERC	\$10,000.00														\$0.00	\$7,982.74	\$9,000.00	
Benefits	\$1,000.00														\$0.00	\$0.00	\$1,000.00	
Professional Development	\$1,500.00														\$0.00	\$895.00	\$1,500.00	
Total Wages Expense:	\$162,060.00	##	##	##	##	##	##	##	##	##	##	##	##	##	\$0.00	\$130,917.47	\$145,500.00	
															\$0.00	\$0.00		
Marketing: Print	\$5,000.00														\$0.00	\$1,500.00	\$5,000.00	
Marketing: General	\$8,000.00														\$0.00	\$3,599.31	\$5,000.00	
Membership Expense TMJ	\$400.00														\$0.00	\$0.00	\$500.00	
Mini-City Display Expense	\$340.00														\$0.00	\$0.00	\$340.00	
Christmas in October Expense	\$1,131.00														\$0.00	\$0.00	\$1,500.00	
Board Development	\$750.00														\$0.00	\$0.00	\$750.00	
Total Marketing Expense:	\$15,621.00	##	##	##	##	##	##	##	##	##	##	##	##	##	\$0.00	\$0.00	\$13,090.00	
															\$0.00	\$0.00		
Accounting/Legal	\$9,000.00														\$0.00	\$0.00	\$7,500.00	
AGM Expense	\$100.00														\$0.00	\$0.00	\$100.00	
Bank Fees/Interest Charges/Credit Card	\$1,600.00														\$0.00	\$630.09	\$1,600.00	
Cash Over / Short	\$25.00														\$0.00	\$18.51	\$25.00	
Courier & Postage	\$1,700.00														\$0.00	\$35.95	\$1,700.00	
Loss/Theft *	\$100.00														\$0.00	\$23.18	\$100.00	
Equipment Lease & Repairs	\$0.00														\$0.00	\$0.00	\$0.00	
Insurance - Operations	\$7,000.00														\$0.00	\$6,854.00	\$6,500.00	
Janitorial Supplies	\$2,500.00														\$0.00	\$147.85	\$2,500.00	
Janitorial Removal	\$750.00														\$0.00	\$66.85	\$750.00	
Merchandise for Sale	\$40,000.00														\$0.00	\$19,730.42	\$35,019.00	
Freight	\$1,500.00														\$0.00	\$259.64	\$1,500.00	
Trade Show Expense	\$3,000.00														\$0.00	\$0.00	\$3,000.00	
Fundraising Expense	\$1,500.00														\$0.00	\$0.00	\$1,000.00	
Miscellaneous	\$500.00														\$0.00	\$0.00	\$500.00	
Strategic Plan	\$500.00														\$0.00	\$0.00	\$500.00	
Office Expenses	\$2,000.00														\$0.00	\$1,120.32	\$2,500.00	
Office Supplies	\$900.00														\$0.00	\$650.63	\$900.00	
Professional Memberships	\$300.00														\$0.00	\$165.00	\$300.00	
Staff Recognition	\$500.00														\$0.00	\$38.95	\$500.00	
Repair & Maintenance - Building	\$8,500.00														\$0.00	\$6,408.23	\$15,000.00	

Repair & Maintenance - Grounds	\$6,500.00														\$0.00	\$4,988.51	\$6,500.00	
Travel & Meals	\$1,250.00														\$0.00	\$121.55	\$1,250.00	
Website Expense	\$500.00														\$0.00	\$293.12	\$500.00	
Utilities - Sask. Tel	\$4,500.00														\$0.00	\$1,830.87	\$4,500.00	
Utilities - Sask. Power	\$9,000.00														\$0.00	\$3,863.41	\$9,000.00	
Utilities - Sask. Energy	\$1,900.00														\$0.00	\$525.00	\$1,900.00	
Utilities - Water	\$1,500.00														\$0.00	\$653.01	\$1,500.00	
Total Operations Expense:	\$107,125.00	##	##	##	##	##	##	##	##	##	##	##	##	##	\$0.00	\$48,425.09	\$106,644.00	
															\$0.00	\$0.00		
Trolley - Fuel	\$5,000.00														\$0.00	\$0.00	\$6,000.00	
Trolley - Insurance	\$2,500.00														\$0.00	\$0.00	\$2,000.00	
Trolley - Marketing	\$2,500.00														\$0.00	\$2,412.90	\$3,000.00	
Trolley - Operating *	\$4,000.00														\$0.00	\$528.57	\$1,500.00	
Trolley - Repairs & Maintenance *	\$15,000.00														\$0.00	\$16,008.50	\$8,000.00	
Trolley - Telephone	\$0.00														\$0.00	\$0.00	\$0.00	
Trolley - Reserve	\$8,800.00														\$0.00	\$0.00	\$6,500.00	
Total Trolley Expenses:	\$37,800.00	##	##	##	##	##	##	##	##	##	##	##	##	##	\$0.00	\$18,949.97	\$27,000.00	
															\$0.00	\$0.00		
Sidewalk Days Entertainment	\$12,000.00														\$0.00	\$0.00	\$11,000.00	
Sidewalk Days Children's Village	\$11,000.00														\$0.00	\$0.00	\$11,000.00	
Sidewalk Days Security & Clean Up	\$3,370.00														\$0.00	\$0.00	\$3,370.00	
Sidewalk Days Volunteer Costs	\$1,600.00														\$0.00	\$0.00	\$1,600.00	
Sidewalk Days Marketing	\$3,500.00														\$0.00	\$0.00	\$3,500.00	
Sidewalk Days Miscellaneous	\$3,500.00														\$0.00	\$300.00	\$3,500.00	
Sidewalk Days Fee to TMJ	\$4,000.00														\$0.00	\$0.00	\$4,000.00	
Deposits for following year	\$5,000.00														\$0.00	\$0.00	\$6,030.00	
Total Sidewalk Days Expenses	\$43,970.00	###	###	###	###	###	###	###							\$0.00	\$300.00	\$44,000.00	
Canada Day Programming	\$2,000.00														\$0.00	\$0.00	\$3,000.00	
Fireworks	\$10,500.00														\$0.00	\$0.00	\$10,500.00	
Total Sidewalk Days Expenses	\$12,500.00	###	###	###	###	###	###	###							\$0.00	\$600.00	\$13,500.00	
TOTAL EXPENSES:	\$379,076.00	###	###	###	###	###	###								\$0.00	\$117,473.75	\$349,734.00	
NET INCOME / LOSS:	\$ -	###	###	###	###	###	###	###							\$ 3,600.00	\$ 58,364.72	\$ (1,750.00)	

TOURISM MOOSE JAW 2019 BUDGET

	2019 Budget	January	February	March	April	May	June	July	August	ptem	ctob	vem	Dece	YTD	2018 Budget	2018 YTD
Revenue Descriptions	Revenues														Revenues	
Municipal Fee For Service	\$91,153.32	\$ 44,683.00				\$ 46,469.00								\$91,152.00	\$89,366.00	\$89,366.00
Federal Grants	\$12,000.00													\$0.00	\$10,000.00	\$2,403.43
Provincial Grants - Summer Students	\$0.00													\$0.00	\$0.00	\$0.00
Canada Day Grants	\$7,500.00				\$ 3,500.00			\$ 2,450.00						\$5,950.00	\$0.00	\$15,685.00
Other Grants	\$0.00													\$0.00	\$0.00	\$0.00
Total Grant Revenues:	\$110,653.32	\$ 44,683.00	\$ -	\$ -	\$ 3,500.00	\$ 46,469.00	\$ -	\$ 2,450.00	\$ -	##	##	##	##	\$97,102.00	\$99,366.00	\$91,769.43
Mini-City Display Revenues	\$13,500.00		\$ 3,425.00			\$ 4,400.00	\$ 2,925.00							\$10,750.00	\$13,500.00	\$11,116.67
Membership Revenues	\$26,000.00	\$ 24,000.00	\$ 275.00	\$ 400.00	\$ 200.00		\$ 350.00							\$25,225.00	\$26,000.00	\$22,395.35
Merchandise Revenues	\$55,000.00	\$ 845.66	\$ 533.12	\$ 1,137.95	\$ 3,049.09	\$ 6,270.60	\$ 9,560.95	\$ 21,318.63	\$ 17,046.66					\$59,762.66	\$52,000.00	\$44,982.68
Lease Revenue	\$2,000.00						\$ 100.00		\$ 175.00					\$275.00	\$2,000.00	\$865.00
Donation Revenue	\$500.00			\$ 30.00	\$ 64.49	\$ 457.80	\$ 149.12	\$ 260.00						\$961.41	\$500.00	\$440.00
Canada Day Donations	\$6,000.00						\$ 11,500.00							\$11,500.00		\$0.00
Fundraising Revenue	\$2,500.00													\$0.00	\$2,500.00	
Tourism Miscellaneous Revenues	\$1,750.00			\$ 176.75	\$ 7.38		\$ 7.39	\$ 19.39	\$ 7.65					\$218.56	\$2,000.00	\$219.07
Social Media Marketing Revenues	\$6,800.00							\$ 1,350.00						\$1,350.00	\$6,800.00	\$1,947.00
Christmas In October	\$1,750.00													\$0.00	\$15,000.00	\$0.00
Sidewalk Days Stipend	\$3,500.00													\$0.00	\$3,500.00	\$0.00
Total Non-Grant Revenues:	\$119,300.00	\$ 24,845.66	\$ 4,233.12	\$ 1,744.70	\$ 3,320.96	\$ 11,128.40	\$ 24,592.46	\$ 22,948.02	\$ 17,229.31	##	##	##	##	\$110,042.63	\$123,800.00	\$81,965.77
														\$0.00		\$0.00
Trolley Ticket Sales	\$38,000.00				\$ 79.00	\$ 4,153.50	\$ 7,132.75	\$ 11,995.50	\$ 16,876.05	##				\$42,470.05	\$38,000.00	\$14,824.12
Trolley Group Sales	\$8,000.00		\$ 150.00		\$ 1,244.25	\$ 2,919.00	\$ 5,332.75	\$ 1,817.00	\$ 1,217.53	##				\$13,704.28	\$7,000.00	\$7,981.23
Trolley Ghost Tours	\$22,680.68				\$ 136.00	\$ 1,921.00	\$ 4,573.00	\$ 9,588.00	\$ 12,397.10	##				\$30,247.10	\$22,000.00	\$9,941.57
Trolley Ad Revenues	\$4,500.00				\$ 4,250.00									\$4,250.00	\$4,500.00	\$4,350.00
Trolley Interest Income	\$100.00													\$0.00	\$100.00	\$51.90
Trolley Fundraising	\$2,500.00					\$ 585.00			\$ 4,368.75					\$4,953.75	\$2,500.00	\$0.00
Total Trolley Revenues:	\$75,780.68	\$ -	\$ 150.00	\$ -	\$ 5,709.25	\$ 9,578.50	\$ 17,038.50	\$ 23,400.50	\$ 34,859.43	##	##	##	##	\$95,625.18	\$74,100.00	\$37,148.82
														\$0.00		\$0.00
Sidewalk Days Sponsorships	\$14,000.00				\$ 1,500.00	\$ 2,000.00	\$ 5,773.81	\$ 1,500.00						\$10,773.81	\$18,000.00	\$10,232.76
Sidewalk Days Vendor Fees	\$30,000.00		\$ 9,955.31	\$ 6,642.53	\$ 5,433.59	\$ 7,187.50	\$ 4,154.41	\$ 1,725.00						\$35,098.34	\$25,000.00	\$33,584.32
Total Sidewalk Days Revenues	\$44,000.00		\$9,955.31	\$6,642.53	\$6,933.59	\$9,187.50	\$9,928.22	\$3,225.00	\$0.00	###	###	###	###	\$45,872.15	\$43,000.00	\$43,817.08
														\$0.00		\$0.00
TOTAL REVENUES:	\$349,734.00	\$69,528.66	\$14,338.43	\$8,387.23	\$19,463.80	\$76,363.40	\$51,559.18	\$52,023.52	\$52,088.74	###	###	###	###	\$348,641.96	\$340,266.00	\$254,701.10
														\$0.00		
														\$0.00		
														\$0.00		
														\$0.00		
	2019 Budget													\$0.00	2018 Budget	2018 YTD
Expense Descriptions														\$0.00		
Executive Director Salary	\$54,000.00	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33					\$34,666.64	\$52,000.00	\$34,025.83
Bookkeeper Contract	\$3,000.00	\$ 1,000.00			\$ 1,000.00		\$ 1,000.00							\$3,000.00	\$3,000.00	\$2,125.00
Trolley Driver Wages	\$10,000.00					\$ 3,060.95	\$ 2,512.56	\$ 3,038.40	\$ 5,025.08					\$13,636.99	\$10,000.00	\$7,171.58
Conductor Wages	\$7,000.00				\$ 211.25	\$ 546.00	\$ 2,274.05	\$ 3,153.04	\$ 3,385.53					\$9,569.87	\$7,000.00	\$5,422.74
Summer Student Wages	\$15,000.00				\$ 78.00	\$ 2,859.67	\$ 3,500.00	\$ 3,500.00	\$ 5,132.87					\$15,070.54	\$13,000.00	\$15,668.10
Ambassador Wages	\$7,000.00						\$ 1,022.32	\$ 2,863.53	\$ 3,153.98					\$7,039.83	\$5,500.00	\$10,244.50
Visitor Centre Wages	\$35,000.00	\$ 1,707.75	\$ 2,260.98	\$ 3,192.97	\$ 2,484.88	\$ 5,132.42	\$ 5,093.56	\$ 5,219.09	\$ 5,351.30					\$30,442.95	\$35,000.00	\$22,386.56
Maintenance Contracts	\$3,000.00	\$ 770.00			\$ 147.00		\$ 210.75	\$ 793.00	\$ 2,681.85					\$4,602.60	\$2,500.00	\$4,312.85

MERC	\$9,000.00	\$ 358.09	\$ 395.55	\$ 577.15	\$ 397.32	\$ 1,451.15	\$ 2,093.09	\$ 2,266.32	\$ 2,684.85					\$10,223.52	\$9,000.00	\$6,260.41
Benefits	\$1,000.00													\$0.00	\$1,000.00	\$0.00
Professional Development	\$1,500.00													\$0.00	\$2,000.00	\$302.57
Total Wages Expense:	\$145,500.00	\$ 8,169.17	\$ 6,989.86	\$ 8,103.45	\$ 8,651.78	\$ 17,383.52	\$ 22,039.66	\$ 25,166.71	\$ 31,748.79	##	##	##	##	\$128,252.94	\$140,000.00	\$107,920.14
														\$0.00		\$0.00
Marketing: Print	\$5,000.00					\$ 1,500.00	\$ 1,000.00	\$ 79.51						\$2,579.51	\$5,000.00	\$4,403.25
Marketing: General	\$5,000.00		\$ 264.67	\$ 445.00	\$ 1,097.64	\$ 1,792.00	\$ 221.01	\$ 1,100.00						\$4,920.32	\$5,000.00	\$4,435.78
Membership Expense TMJ	\$500.00													\$0.00	\$600.00	\$0.00
Mini-City Display Expense	\$340.00						\$ 1,272.00							\$1,272.00	\$340.00	\$90.10
Christmas in October Expense	\$1,500.00													\$0.00	\$13,000.00	\$0.00
Board Development	\$750.00													\$0.00	\$1,500.00	\$187.95
Total Marketing Expense:	\$13,090.00	\$ -												\$0.00	\$25,440.00	\$9,117.08
														\$0.00		\$0.00
Accounting/Legal	\$7,500.00							\$ 6,360.00						\$6,360.00	\$7,000.00	\$5,045.40
AGM Expense	\$100.00						\$ 24.34							\$24.34	\$100.00	\$0.00
Bank Fees/Interest Charges/Credit Card	\$1,600.00	\$ 105.33	\$ 113.65	\$ 128.41	\$ 104.38	\$ 178.32	\$ 230.59	\$ 401.01	\$ 304.90					\$1,566.59	\$1,500.00	\$1,967.24
Cash Over / Short	\$25.00		\$ (2.98)		\$ 11.27	\$ 10.22	\$ (114.77)	\$ 77.02						-\$19.24	\$25.00	\$96.90
Courier & Postage	\$1,700.00					\$ 35.95	\$ 127.34	\$ 57.77	\$ 45.15					\$266.21	\$1,500.00	\$1,058.74
Loss/Theft *	\$100.00					\$ 23.18								\$23.18	\$100.00	\$0.00
Equipment Lease & Repairs	\$0.00													\$0.00	\$0.00	\$0.00
Insurance - Operations	\$6,500.00				\$ 6,854.00		\$ 83.74							\$6,937.74	\$6,000.00	\$6,008.14
Janitorial Supplies	\$2,500.00			\$ 65.69		\$ 82.16	\$ 363.64	\$ 306.93	\$ 478.04					\$1,296.46	\$2,500.00	\$1,846.50
Janitorial Removal	\$750.00				\$ 66.85		\$ 125.39	\$ 178.99	\$ 232.37					\$603.60	\$1,000.00	\$565.43
Merchandise for Sale	\$35,019.00	\$ 223.49	\$ 379.13	\$ 6,939.49	\$ 4,728.31	\$ 7,460.00	\$ 3,454.83	\$ 5,215.19	\$ 6,534.97					\$34,935.41	\$33,051.00	\$36,959.20
Freight	\$1,500.00			\$ 229.14	\$ 2.50	\$ 28.00	\$ 6.36	\$ 41.00	\$ 28.00					\$335.00	\$1,800.00	\$672.84
Trade Show Expense	\$3,000.00													\$0.00	\$5,000.00	\$601.88
Fundraising Expense	\$1,000.00								\$ 421.25					\$421.25	\$2,000.00	\$40.00
Miscellaneous	\$500.00						\$ 134.74	\$ 93.41	\$ 23.21					\$251.36	\$500.00	\$279.53
Strategic Plan	\$500.00													\$0.00	\$750.00	\$0.00
Office Expenses	\$2,500.00		\$ 1,061.05	\$ 59.27				\$ 297.34	\$ 717.40					\$2,135.06	\$500.00	\$515.59
Office Supplies	\$900.00			\$ 148.39	\$ 225.98	\$ 276.26	\$ 132.52							\$783.15	\$800.00	\$674.53
Professional Memberships	\$300.00				\$ 165.00									\$165.00	\$350.00	\$193.57
Staff Recognition	\$500.00			\$ 38.95			\$ 20.00	\$ 16.18						\$75.13	\$500.00	\$0.00
Repair & Maintenance - Building	\$15,000.00	\$ 6,185.10				\$ 223.13	\$ 4,773.68	\$ 564.08						\$11,745.99	\$4,000.00	\$2,760.15
Repair & Maintenance - Grounds	\$6,500.00	\$ 4,876.00				\$ 112.51	\$ 140.00	\$ 53.00	\$ 884.41					\$6,065.92	\$6,500.00	\$2,244.80
Travel & Meals	\$1,250.00	\$ 42.85		\$ 38.70		\$ 40.00	\$ 231.68		\$ 272.17					\$625.40	\$1,500.00	\$76.99
Website Expense	\$500.00		\$ 293.12						\$ 16.96					\$310.08	\$500.00	\$319.11
Utilities - Sask. Tel	\$4,500.00	\$ 370.21	\$ 371.48	\$ 343.75	\$ 364.22	\$ 381.21	\$ 479.24	\$ 506.84	\$ 526.39					\$3,343.34	\$4,500.00	\$3,076.49
Utilities - Sask. Power	\$9,000.00	\$ 764.32	\$ 764.32	\$ 764.32	\$ 765.17	\$ 805.28	\$ 773.94	\$ 753.57	\$ 1,529.19					\$6,920.11	\$9,000.00	\$5,872.89
Utilities - Sask. Energy	\$1,900.00	\$ 105.00	\$ 105.00	\$ 105.00	\$ 105.00	\$ 105.00	\$ 105.00	\$ 266.87	\$ 105.00					\$1,001.87	\$1,900.00	\$868.77
Utilities - Water	\$1,500.00			\$ 324.88	\$ 328.13		\$ 40.44							\$693.45	\$1,700.00	\$179.22
Total Operations Expense:	\$106,644.00	\$ 12,672.30	\$ 3,084.77	\$ 9,185.99	\$ 13,720.81	\$ 9,761.22	\$ 11,132.70	\$ 15,189.20	\$ 12,119.41	##	##	##	##	\$86,866.40	\$94,576.00	\$67,927.91
														\$0.00		\$0.00
Trolley - Fuel	\$6,000.00						\$ 604.23	\$ 1,299.53	\$ 1,666.17					\$3,569.93	\$7,000.00	\$1,023.23
Trolley - Insurance	\$2,000.00							\$ 800.00						\$800.00	\$3,100.00	\$1,482.94
Trolley - Marketing	\$3,000.00			\$ 65.78	\$ 2,347.12		\$ 45.00	\$ 146.38						\$2,604.28	\$2,000.00	\$1,300.00
Trolley - Operating	\$1,500.00				\$ 500.00	\$ 28.57	\$ 312.33	\$ 576.74	\$ 776.18					\$2,193.82	\$1,000.00	\$2,150.00
Trolley - Repairs & Maintenance	\$8,000.00					\$ 16,008.50	\$ 2,071.05	\$ 597.26	\$ 393.42					\$19,070.23	\$17,000.00	\$12,000.00
Trolley - Telephone	\$0.00													\$0.00	\$0.00	\$0.00
Trolley - Reserve	\$6,500.00								\$ 2,500.00					\$2,500.00	\$7,150.00	\$0.00
Total Trolley Expenses:	\$27,000.00	\$ -	\$ -	\$ 65.78	\$ 2,847.12	\$ 16,037.07	\$ 3,032.61	\$ 3,419.91	\$ 5,335.77	##	##	##	##	\$30,738.26	\$37,250.00	\$17,956.17
														\$0.00		\$0.00
Sidewalk Days Entertainment	\$11,000.00						\$ 8,586.76	\$ 225.00						\$8,811.76	\$10,750.00	\$11,403.00

Sidewalk Days Children's Village	\$11,000.00						\$ 3,244.84	\$ 6,077.18						\$9,322.02	\$10,750.00	\$10,783.21
Sidewalk Days Security & Clean Up	\$3,370.00						\$ 2,631.80	\$ 307.19						\$2,938.99	\$3,370.00	\$3,254.67
Sidewalk Days Volunteer Costs	\$1,600.00						\$ 285.61	\$ 477.48						\$763.09	\$1,600.00	\$726.48
Sidewalk Days Marketing	\$3,500.00						\$ 3,034.80	\$ 714.00						\$3,748.80	\$3,500.00	\$4,466.02
Sidewalk Days Miscellaneous	\$3,500.00					\$ 300.00	\$ 2,661.09	\$ 828.50						\$3,789.59	\$3,500.00	\$3,438.45
Sidewalk Days Fee to TMJ	\$4,000.00													\$0.00	\$3,500.00	\$0.00
Deposits for following year	\$6,030.00													\$0.00	\$6,030.00	\$0.00
Total Sidewalk Days Expenses	\$44,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$20,444.90	\$8,629.35						\$29,374.25	\$43,000.00	\$34,071.83
Canada Day Programming	\$3,000.00					\$ 2,945.83	\$ 556.50	\$ 353.68						\$3,856.01	\$0.00	\$3,170.00
Fireworks	\$10,500.00					\$ 10,000.00								\$10,000.00	\$0.00	\$8,715.00
Total Canada Day Expenses	\$13,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,945.83	\$556.50	\$353.68	\$0.00	###	###	###	###	\$13,856.01	\$61,130.00	\$11,885.00
TOTAL EXPENSES:	\$349,734.00	\$20,841.47	\$10,074.63	\$17,355.22	\$25,219.71	\$43,481.81	\$56,649.87	\$52,405.17	\$49,203.97					\$275,231.85	\$340,266.00	\$248,878.13
NET INCOME / LOSS:	\$ -	\$48,687.19	\$4,263.80	-\$8,967.99	-\$5,755.91	\$32,881.59	-\$5,090.69	-\$381.65	\$2,884.77	###	###	###	###	\$ 73,410.11	\$ -	

FINANCIAL STATEMENTS

Tourism Moose Jaw Inc.

Moose Jaw, Saskatchewan

December 31, 2018



Professional Accountants

INDEPENDENT AUDITOR'S REPORT

To: The Members of
Tourism Moose Jaw Inc.

Qualified Opinion

We have audited the financial statements of Tourism Moose Jaw Inc., which comprise the statement of financial position as at December 31, 2018, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 2018, and its results of its operations and its cash flows for the year then ended in accordance with Accounting Standards for Not-for-Profit Organizations (ASNPO).

Basis for Qualified Opinion

We were not able to observe the counting of the physical inventories at the beginning or end of 2018 or satisfy ourselves concerning those inventory quantities by alternative means.

Since opening and ending inventories affect the determination of the results of operations and cash flows, we were unable to determine whether adjustments to the results of operations and cash flows might be necessary for the year ended December 31, 2018. Our audit opinion on the financial statements for the year ended December 31, 2018 is qualified accordingly because of the possible effects of this limitation in scope as well as the possible effects of this matter on the comparability of the current period's figures and the comparative information.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

Other Matter

The financial statements of the Company for the year ended December 31, 2017 were not audited, however, they were reviewed.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with ASNPO, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

INDEPENDENT AUDITOR'S REPORT, continued

Those charged with governance are responsible for overseeing the organization's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- ♦ Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- ♦ Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- ♦ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- ♦ Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- ♦ Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

INDEPENDENT AUDITOR'S REPORT, continued

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Moose Jaw, Saskatchewan
May 30, 2019

Benson Trithardt Noren
Professional Accountants

Tourism Moose Jaw Inc.

STATEMENT OF FINANCIAL POSITION As at December 31, 2018

	2018	2017
ASSETS		
CURRENT		
Cash	\$ 52,066	\$ 57,443
Term deposits (note 3)	35,187	30,381
Accounts receivable (note 4)	32,815	15,720
Inventories (note 5)	<u>16,261</u>	<u>13,065</u>
	136,329	116,609
PROPERTY, PLANT AND EQUIPMENT (note 6)	<u>587,734</u>	<u>613,808</u>
	<u>\$ 724,063</u>	<u>\$ 730,417</u>
LIABILITIES		
CURRENT		
Accounts payable (note 7)	\$ 13,608	\$ 22,203
Unearned revenue (note 8)	23,668	12,125
Deferred contributions (note 9)	<u>39,592</u>	<u>30,000</u>
	<u>76,868</u>	<u>64,328</u>
INVESTMENT IN CAPITAL ASSETS (note 10)	587,734	613,808
NET ASSETS	<u>59,461</u>	<u>52,281</u>
	<u>647,195</u>	<u>666,089</u>
	<u>\$ 724,063</u>	<u>\$ 730,417</u>

See accompanying notes



Professional Accountants

Tourism Moose Jaw Inc.

STATEMENT OF CHANGES IN NET ASSETS

For the year ended December 31, 2018

	2018	2017
NET ASSETS, BEGINNING OF YEAR	\$ 52,281	\$ 29,318
DEFICIENCY OF REVENUES OVER EXPENDITURES FOR THE YEAR	<u>(18,894)</u>	<u>(349)</u>
	33,387	28,969
NET TRANSFER FROM INVESTMENT IN CAPITAL ASSETS	<u>26,074</u>	<u>23,312</u>
NET ASSETS, END OF YEAR	<u>\$ 59,461</u>	<u>\$ 52,281</u>

See accompanying notes



Professional Accountants

Tourism Moose Jaw Inc.

STATEMENT OF OPERATIONS For the year ended December 31, 2018

	2018	2017
REVENUES		
Contributions	\$ 131,686	\$ 122,540
Merchandise sales	53,477	52,548
Sidewalk days revenue	43,637	48,050
Trolley revenue	35,777	62,872
Membership sales	29,088	23,690
Advertising	14,520	26,798
Lease revenue	1,185	989
Art guild revenue	405	555
Miscellaneous revenue	173	-
	<u>309,948</u>	<u>338,042</u>
COST OF SALES	<u>37,394</u>	<u>35,633</u>
GROSS MARGIN	<u>272,554</u>	<u>302,409</u>
EXPENDITURES		
Wages and benefits	132,866	131,431
Merchandise expense	31,552	27,877
Trolley expense	26,733	48,427
Utilities	16,528	19,018
Repairs and maintenance	5,676	14,496
Insurance	4,025	3,365
Office and administration	9,243	5,435
Interest and bank charges	2,977	3,651
Bad debts	1,263	551
Professional fees	4,865	3,854
Marketing and local emphasis	26,100	13,547
Janitorial services	3,227	3,295
Memberships	319	323
Amortization	26,074	27,488
	<u>291,448</u>	<u>302,758</u>
DEFICIENCY OF REVENUES OVER EXPENDITURES FOR THE YEAR	<u>\$ (18,894)</u>	<u>\$ (349)</u>

See accompanying notes



Professional Accountants

Tourism Moose Jaw Inc.

STATEMENT OF CASH FLOWS For the year ended December 31, 2018

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Deficiency of revenues over expenditures for the year	\$ (18,894)	\$ (349)
Item not affecting cash		
Amortization	<u>26,074</u>	<u>27,488</u>
	7,180	27,139
Change in non-cash working capital items		
Accounts receivable	(17,095)	(13,773)
Inventories	(3,196)	(6,701)
Accounts payable	(8,595)	8,392
Unearned revenue	11,543	9,320
Deferred contributions	<u>9,592</u>	<u>20,000</u>
	<u>(571)</u>	<u>44,377</u>
CASH FLOWS FROM INVESTING ACTIVITY		
Purchase of property, plant and equipment	<u>-</u>	<u>(4,176)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Investment in capital assets	(26,074)	(23,312)
Net transfer from investment in capital assets	<u>26,074</u>	<u>23,312</u>
	<u>-</u>	<u>-</u>
NET INCREASE (DECREASE) IN CASH	(571)	40,201
CASH, BEGINNING OF YEAR	<u>87,824</u>	<u>47,623</u>
CASH, END OF YEAR	<u><u>\$ 87,253</u></u>	<u><u>\$ 87,824</u></u>
CASH CONSISTS OF:		
Cash	\$ 52,066	\$ 57,443
Term deposits	<u>35,187</u>	<u>30,381</u>
	<u><u>\$ 87,253</u></u>	<u><u>\$ 87,824</u></u>

See accompanying notes



Professional Accountants

Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2018

1. NATURE OF OPERATIONS

Tourism Moose Jaw Inc. is a not-for-profit organization incorporated under the Business Corporations Act of Saskatchewan. The organization was formed to work in co-operation with local business to promote the City of Moose Jaw.

The organization enjoys tax-exempt status as a not-for-profit organization under Paragraph 149(1)(f) of the Income Tax Act.

2. BASIS OF ACCOUNTING AND SIGNIFICANT ACCOUNTING POLICIES

The organization applies the Canadian accounting standards for not-for-profit organizations.

Revenue recognition

a) Contributions

Revenue from contributions is recognized using the deferral method. Under this method, restricted contributions are recognized in the period the related expenses are incurred or their restrictions are met. Contributions for depreciable property, plant and equipment are deferred and amortized on the same basis as the underlying asset. Unrestricted contributions are recognized as revenue when received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured.

b) Membership sales

Membership fees are set annually by the Board of Directors and are recognized as revenue proportionately over the fiscal year to which they relate.

c) Merchandise, Trolley and Mini-City Display Advertising revenues

Revenue is recognized at the time of shipment, when the service is rendered, or proportionately over the period in which the advertising is displayed, depending on the nature of the the product or service.

d) Lease revenue

The organization records rental revenue on a monthly basis as per the rental agreement.

e) Sidewalk Days revenue

Revenue from Sidewalk Days is recognized as received or receivable. Vendor fees are receivable at the time the vendor registers for the event.

Inventories

Inventories are measured at the lower of cost and net realizable value, with cost being determined using the purchase cost method. Net realizable value is the estimated selling price in the ordinary course of business, less any applicable variable selling costs.

Property, plant and equipment

Property, plant and equipment are recorded at cost. The organization provides for amortization using the declining balance method at rates designed to amortize the cost of the property, plant and equipment over their estimated useful lives. The annual amortization rates are as follows:



Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2018

2. BASIS OF ACCOUNTING AND SIGNIFICANT ACCOUNTING POLICIES, continued

Property, plant and equipment, continued

Buildings	4%
Equipment	20%
Paving	4%
Displays	20%
Computer equipment	30%
Signs	35%

Financial instruments

(i) Measurement of financial instruments

The organization initially measures its financial assets and financial liabilities at fair value adjusted by, in the case of a financial instrument that will not be measured subsequently at fair value, the amount of transaction costs directly attributable to the instrument.

The organization subsequently measures its financial assets and financial liabilities at amortized cost. Financial assets measured at amortized cost include cash, accounts receivable and term deposits. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

(ii) Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of possible impairment. When a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the financial asset or group of assets, a write-down is recognized in net income.

Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the balance sheet date and the reported amounts of revenues and expenses during the year. Significant areas where management uses estimates include valuation of inventories, accounts receivable and in the determination of the useful lives of property, plant and equipment. Actual results could differ from those estimates.

Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2018

3. TERM DEPOSITS

	<u>2018</u>	<u>2017</u>
Royal Bank GIC, maturing May 1, 2018, interest accruing at 0.65% per annum.	\$ -	\$ 10,381
Conexus Credit Union GIC, maturing November 6, 2019, interest accruing at 2.4% per annum.	<u>35,187</u>	<u>20,000</u>
	<u>\$ 35,187</u>	<u>\$ 30,381</u>

Term deposits are measured at amortized cost. The investments mature within the next year, and therefore are classified as current.

4. ACCOUNTS RECEIVABLE

	<u>2018</u>	<u>2017</u>
Trade receivables	\$ 32,815	\$ 15,846
Allowance for doubtful accounts	<u>-</u>	<u>(126)</u>
	<u>\$ 32,815</u>	<u>\$ 15,720</u>

During the year, the organization recorded impairments of \$1,263 (2017 - \$551). This amount is included in bad debt expense.

5. INVENTORIES

	<u>2018</u>	<u>2017</u>
Merchandise	<u>\$ 16,261</u>	<u>\$ 13,065</u>

Inventories of merchandise is comprised of specialty foods, souvenirs, plush toys, and clothing. The amount of inventories recognized as an expense during the year was \$31,552 (2017 - \$27,877). During the year, there was an adjustment of \$nil for impairment to inventories due to obsolescence.

Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2018

6. PROPERTY, PLANT AND EQUIPMENT

	<u>2018</u>		<u>2017</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value</u>
Buildings	\$ 1,060,206	\$ 490,515	\$ 569,691
Equipment	50,575	46,491	4,084
Trolley	174,051	174,051	-
Paving	18,761	8,166	10,595
Displays	71,886	68,649	3,237
Computer equipment	9,761	9,732	29
Signs	21,405	21,307	98
	<u>\$ 1,406,645</u>	<u>\$ 818,911</u>	<u>\$ 587,734</u>
			<u>\$ 613,808</u>

Amortization for the year amounted to \$26,074 (2017 - \$27,488).

7. ACCOUNTS PAYABLE

	<u>2018</u>	<u>2017</u>
Trade payables	\$ 4,055	\$ 7,275
PST payable	4,025	3,086
GST payable	3,778	7,249
Credit card payable	-	1,370
Vacation payable	1,750	1,553
Payroll deductions payable	-	1,670
	<u>\$ 13,608</u>	<u>\$ 22,203</u>

8. UNEARNED REVENUE

During the year, the organization received funds totalling \$23,668 (2017 - \$12,125) for memberships and advertising relating to the 2019 year.

Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2018

9. DEFERRED CONTRIBUTIONS

a) Deferred contributions relating to funds received but restricted to the operations of the trolley:

	<u>2018</u>	<u>2017</u>
Balance at the beginning of the year	\$ 5,000	\$ 10,000
Amounts spent and recognized as revenue in the year	<u>(5,000)</u>	<u>(5,000)</u>
	<u>\$ -</u>	<u>\$ 5,000</u>

b) Deferred contributions relating to funds received but restricted to maintenance and improvement of Mac the Moose:

	<u>2018</u>	<u>2017</u>
Balance at the beginning of the year	\$ 25,000	\$ -
Contributions received during the year	14,592	25,000
Amounts spent and recognized as revenue in the year	<u>-</u>	<u>-</u>
	<u>\$ 39,592</u>	<u>\$ 25,000</u>

10. INVESTMENT IN CAPITAL ASSETS

Changes in the amounts invested in capital assets are as follows:

	<u>2018</u>	<u>2017</u>
Balance, beginning of year	\$ 613,808	\$ 641,212
Amortization	<u>(26,074)</u>	<u>(27,404)</u>
	<u>\$ 587,734</u>	<u>\$ 613,808</u>

11. FINANCIAL INSTRUMENTS

The organization is exposed to various financial risks through transactions in financial instruments. The following provides helpful information in assessing the extent of the organization's exposure to these risks.

(a) Fair value

The fair value of current financial assets and current financial liabilities approximates their carrying value due to their short-term maturity dates. The fair value of long-term financial liabilities approximates their carrying value based on the presumption that the organization is a going concern and thus expects to fully repay the outstanding amounts.

Tourism Moose Jaw Inc.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2018

11. FINANCIAL INSTRUMENTS, continued

- (b) **Currency risk**
Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The organization does not regularly transact in foreign currency, and does not use foreign exchange contracts to mitigate the currency risk.
- (c) **Credit risk**
Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The organization's main credit risk relates to its accounts receivable. The organization reduces this risk by regularly reviewing credit policies and limiting the amount of credit extended when necessary. Management believes concentrations of credit risk with respect to accounts receivable is limited due to the large number of smaller customers.
- (d) **Liquidity risk**
Liquidity risk is the risk that the organization will encounter difficulty in meeting obligations associated with financial liabilities. The organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities. Management regularly reviews cash flows from operations to mitigate liquidity risk.
- (e) **Interest rate risk**
Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The organization is exposed to interest rate risk on its fixed interest rate financial instruments. The primary objective of the organization with respect to its investments is to ensure the security of principal amounts invested and provide for a high degree of liquidity, while achieving a satisfactory investment return.
- (f) **Changes in risk**
There have been no changes in the organization's risk exposures from the prior year.

12. COMPARATIVE AMOUNTS

The financial statements for the year ended December 31, 2017 were not audited and are presented for comparative purposes only. The December 31, 2017 financial statements were reviewed.

THIS AGREEMENT MADE THIS 22 DAY OF July, A.D. 2003

BETWEEN:

THE MUNICIPAL CORPORATION OF
THE CITY OF MOOSE JAW

(hereinafter referred to as the "City")

AND:

TOURISM MOOSE JAW INC.

(hereinafter referred to as the "Tourism Moose Jaw")

FEE FOR SERVICE AGREEMENT

(TOURISM SERVICES)

WHEREAS the City of Moose Jaw acknowledges the important role of tourism in the Moose Jaw economy;

AND WHEREAS the City wishes to support, promote and expand the tourism industry in the City and to provide a broad range of helpful and timely services and information to tourists, travellers, and new members of the community;

AND WHEREAS the Tourism Moose Jaw is a non-profit organization formed for the purpose of supporting the growth of Moose Jaw's tourism industry and for the purpose of services and information to tourists, travellers, new members of the community, and the organizers of local community events;

AND WHEREAS the City of Moose Jaw wishes to retain the services of Tourism Moose Jaw to provide the tourism services provided for within this Agreement;

NOW THEREFORE THIS AGREEMENT WITNESSETH AS FOLLOWS:

COPY

1. INTERPRETATION AND SCHEDULES

1.1 In the recital to this Agreement and in this Agreement:

- (a) the term "**City Council**" means the elected officials of the City of Moose Jaw;
- (b) the term "**Strategic Plan**" means the plan referred to in Article 2.2.

2. TOURISM SERVICES

2.1 During the term of this Agreement, Tourism Moose Jaw undertakes and agrees to provide all reasonable and necessary services for the purpose of supporting the growth of Moose Jaw's tourism industry and to provide helpful and timely services and information to tourists, travellers, new members of the community and the organizers of local community events.

2.2 Each year during the term of this Agreement, Tourism Moose Jaw undertakes and agrees to prepare a plan setting out the strategic planning priorities for Tourism Moose Jaw.

2.3 During the term of this Agreement, Tourism Moose Jaw undertakes and agrees to provide the following specific services:

- (a) Tourism Moose Jaw shall maintain its head office within the corporate limits of the City of Moose Jaw.
- (b) Tourism Moose Jaw shall promptly respond to all enquiries seeking information about the City of Moose Jaw, its features and attractions.
- (c) Tourism Moose Jaw shall diligently pursue the priorities set forth in the Strategic Plan, through aggressive promotion of the City of Moose Jaw in partnership with compatible businesses and marketing groups in the Moose Jaw region.
- (d) Tourism Moose Jaw shall solicit and provide editorial content to all media promoting the City of Moose Jaw.
- (e) Tourism Moose Jaw shall provide and promote tours, educational opportunities and tools.

(f) Tourism Moose Jaw shall maintain current membership in the following associations and representative bodies:

- (i) Tourism Saskatchewan
- (ii) Southwest Saskatchewan Region
- (iii) Moose Jaw Regional Economic Development Authority

(g) Tourism Moose Jaw shall promote the City of Moose Jaw through the production of:

- (i) Visitor Services Guide and Directory;
- (ii) Tourist Information Map.

(h) Tourism Moose Jaw shall monitor and evaluate the priorities set forth in the Strategic Plan and shall periodically report to the City on client contacts and marketing activities.

3. REPRESENTATION ON TOURISM BOARD OF DIRECTORS

3.1 During the term of this Agreement, one member of City Council and the City of Moose Jaw's Director of Parks and Recreation, or his designate, shall serve as, and enjoy the full voting privileges on, the Board of Directors of Tourism Moose Jaw.

4. FUNDING BY THE CITY

4.1 The City agrees, during the term of this Agreement, to provide Tourism Moose Jaw with annual funding in the amount of ~~\$54,500.~~

2009- \$58,995.00
61,858.00
\$ 57,500.00 SDS

4.2 The City shall reimburse Tourism Moose Jaw an amount equal to the cost incurred by Tourism Moose Jaw to maintain the City of Moose Jaw's membership in the Saskatchewan Tourism Association.

4.3 In addition to the annual funding provided for in Article 4.1, the City may retain Tourism Moose Jaw to provide additional or supplementary services and may agree to provide additional funding in consideration therefore, in which case such additional funding shall be distributed together with the annual funding.

4.4 The annual funding provided for in Article 4.1, together with any additional sums payable pursuant to Articles 4.2 and/or 4.3, shall be payable to the Tourism Moose Jaw as follows:

- (a) 50% of annual funding for the calendar year payable on or before January 3 of the current funding year; and
- (b) 50% of the annual funding for the calendar year payable on or before July 4th of the current funding year, plus any additional funding agreed to by City Council pursuant to Article 4.3.

5. DISCLOSURE OF INFORMATION

5.1 The Tourism Moose Jaw shall provide the City with copies of the following documents promptly upon the following events:

- (a) the annual budget for Tourism Moose Jaw, upon approval by the Board of Directors;
- (b) all audited financial statements, upon approval by the membership of Tourism Moose Jaw;
- (c) all activity reports tracking projects and client interactions, including marketing activities, upon production;
- (d) the approved Strategic Plan.

5.2 In addition to the information set forth in Article 5.1, the Tourism Moose Jaw shall provide the City with copies of the following upon request by the City:

- (a) minutes of all regular and special meetings of the Board of Directors of Tourism Moose Jaw;
- (b) any financial or other documents or information related to the activities or services provided pursuant to the terms of this Agreement or any other supplemental or additional services acquired by the City.

6. TERM OF AGREEMENT

- 6.1 The term of this Agreement shall be for an initial period of three (3) years, commencing January 1, 2003 and continuing until December 31, 2005.
- 6.2 Unless notice of termination is provided by either party in accordance with the terms of this Agreement, this Agreement shall automatically renew for successive one (1) year terms, commencing January 1 and continuing until December 31 of that same year.
- 6.3 Either party may terminate this Agreement:
- (a) at the end of the initial period, by providing ninety (90) days' notice to the other party prior to the end of that term; or
 - (b) at the end of any successive term thereafter, by providing ninety (90) days' notice to the other party prior to the end of that term.

7. BINDING AGREEMENT

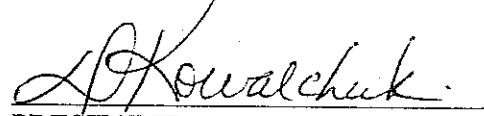
- 7.1 This Agreement and the development standards, terms and conditions contained herein shall apply to, and be binding upon, the parties hereto and their successors, administrators, executors and assigns, and each of them.


8. INTERPRETATIONS

- 8.1 This Agreement shall for all purposes be construed and interpreted according to the laws of the Province of Saskatchewan and any cause of action arising under or by virtue of this Agreement shall be deemed to have arisen at the City of Moose Jaw in the Province of Saskatchewan and any such cause of action shall be tried in the Judicial Centre in which the City of Moose Jaw is situated.

IN WITNESS WHEREOF the **Tourism Moose Jaw Inc.** has hereunto affixed its corporate seal as attested to by the hands of its duly authorized officers on the day and year first above written.

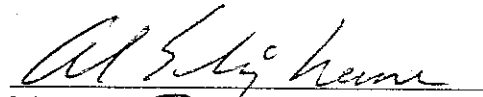
TOURISM MOOSE JAW INC.

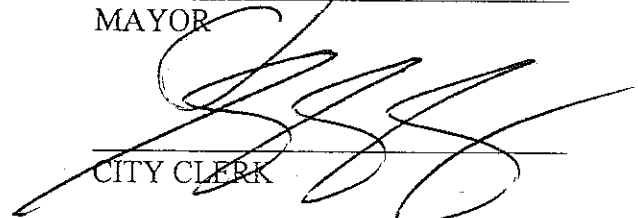

PRESIDENT


VICE-PRESIDENT

IN WITNESS WHEREOF the **Municipal Corporation of the City of Moose Jaw** has hereunto affixed its corporate seal as attested to by the hands of its duly authorized officers on the day and year first above written.

**THE MUNICIPAL CORPORATION OF
CITY OF MOOSE JAW**


MAYOR


CITY CLERK

THIS LEASE MADE THE 31 DAY OF JULY, A.D. 2002.

BETWEEN:

THE MUNICIPAL CORPORATION OF
THE CITY OF MOOSE JAW

(hereinafter referred to as the "Landlord")
OF THE FIRST PART

AND:

TOURISM MOOSE JAW INC.

(hereinafter referred to as the "Tenant")
OF THE SECOND PART

LEASE AGREEMENT

WHEREAS the Landlord is the owner of the land comprising Parcel "B" shown in the Plan of Survey attached hereto as Schedule "A" (hereinafter referred to as the "Land");

AND WHEREAS the Tenant wishes to develop a tourist information centre on the Land and the Landlord wishes to facilitate the same;

AND WHEREAS the Land is zoned M.5 Industrial Zone (Light-Medium Industrial Park) and must be rezoned C.4 Commercial Zone (Restricted Highway Service) to accommodate the tourist information centre;

AND WHEREAS the Land is presently not serviced;

NOW THEREFORE in consideration of the covenants and agreements contained herein the parties hereto agree as follows:

1. LEASE

- 1.1 Subject to the registration of the Plan of Survey shown in Schedule "A" and to the rezoning of the Land to accommodate a tourist information centre, the Landlord leases the Land to the Tenant. The registration of the Plan of Survey and the rezoning of the Land are conditions precedent to this Lease.

2. TERM

- 2.1 The term of this lease shall continue for so long as the Tenant complies with Tenant's construction obligation, provided for by Article 6.1 hereof (hereinafter, the Land and the building constructed pursuant to Article 6.1 shall be referred to as the "the Premises") and, thereafter, for so long as the Premises are used in accordance with the terms of this lease (hereinafter referred to as the "Term").

3. RENT

- 3.1 The rent shall be one dollar (\$1.00) per year payable annually in advance, in the first instance upon the execution of this lease and, thereafter, on or before the anniversary of the execution.

4. SERVICING

- 4.1 The Landlord shall construct a paved road to access the Land from Thatcher Drive in the City of Moose Jaw, including curbs and gutters, and shall construct a subsurface water main along the road. The Tenant shall pay sixty-five thousand dollars (\$65,000.00) to the Landlord for constructing the road and water main. The payment shall be due when this Lease is executed.

5. SUBDIVISION AND REZONING

- 5.1 The Landlord shall do everything within its control to effect the registration of the Plan of Survey shown in Schedule "A" and to rezone the Land in order to accommodate the tourist information centre; provided however, the Tenant acknowledges that the Landlord must act in the public interest and agrees that the Landlord shall not be liable to the Tenant if the Landlord declines to proceed with the proposed subdivision or rezoning.

6. TENANT'S CONSTRUCTION

- 6.1 Immediately after the Land is rezoned, the Tenant shall construct a building on the Land to house the tourist information centre. The building shall consist of office, meeting and display areas and shall be developed as a first class facility. The portion of the Land that is not occupied by the building shall be developed to provide paved parking that is

adequate for the purposes of the tourist information centre and landscaped in a manner befitting a first class facility. The value of the building and development of the remainder of the Land shall exceed five hundred thousand dollars (\$500,000.00).

7. **OWNERSHIP OF THE BUILDING**

- 7.1 The building constructed pursuant to the Tenant's construction obligation, provided for by Article 6.1, shall be the property of the Tenant throughout the Term. At the conclusion of the Term or upon the earlier determination of this lease, the building shall automatically become the property of the Landlord.

8. **TENANT'S COVENANTS**

- 8.1 The Tenant covenants with the Landlord:

- (1) **Rent:** to pay the rent in the manner and at the time specified herein;
- (2) **Utilities:** to pay all charges for utilities provided to the Premises including, but not limited to, gas, electricity and water;
- (3) **Maintenance and Repairs:** to retain the building on the Land throughout the Term and to keep the Premises in a good state of repair and the Land in a neat and tidy condition and free of weeds;
- (4) **Property Insurance:** to insure the building to the extent of its insurable value and to do nothing nor suffer anything whereby the policy of insurance may be vitiated and to pay all premiums and sums of money for such purposes when due; the insurance policy shall stipulate that the insurer shall provide thirty (30) days' written notice to the City of any amendment, non-renewal or cancellation of the policy; and, upon obtaining the insurance, the Tenant shall submit to the City an insurance certificate relating to policy;
- (5) **Entry by Landlord:** to permit the Landlord, its servants or agents to enter upon the Premises at any time and from time to time for the purpose of inspecting the Premises, and the Tenant is not entitled to compensation for any inconvenience, nuisance or discomfort occasioned thereby;

- (6) **Assigning, subletting or pledging:** not to assign, sublet, pledge as security or part with possession of any part of the Premises without the written consent of the Landlord;
- (7) **Use of Premises:**
- (a) not to use the Premises except for the purpose of a tourist information centre including the promotion of tourism in the City of Moose Jaw and not to carry on or permit to be carried on therein any other trade or business;
 - (b) not to do or omit to do or permit to be done or omitted anything, upon the Premises which causes the rate of insurance upon the building to be increased;
 - (c) if any insurance policy upon the building is cancelled by the insurer as a result of the use or occupation of the Premises by the Tenant or by any assignee or subtenant of the Tenant or by anyone permitted by the Tenant to be upon the Premises, the Landlord may at its option determine this Lease forthwith by leaving upon the Premises notice in writing of its intention to terminate and thereupon rent and any other payments for which the Tenant is liable under this Lease shall be apportioned and paid in full to the date of the determination and the Tenant shall immediately deliver up possession of the Premises to the Landlord and the Landlord may re-enter and take possession of them;
- (8) **Observance of law:** in its use and occupation of the Premises, not to violate any law or ordinance or any order, rule, regulation or requirement of any federal, provincial or municipal government and any department, commission, board or officer thereof;
- (9) **Waste and nuisance:** not to do or suffer any waste or damage, disfiguration or injury to the Premises or the fixtures and equipment or permit or suffer any overloading of the floors; and not to use or permit the use of any part of the Premises for any dangerous, noxious or offensive trade or business and not to cause or maintain any nuisance in, at or on the Premises;

- (10) **Indemnity:** to indemnify the Landlord against all claims by any person, firm, or corporation arising from the conduct of work by or through any act of negligence of the Tenant or any assignee, subtenant, agent, contractor, servant, employee or licensee of the Tenant, and against all costs, counsel fees, expenses and liabilities incurred in any claim, action or proceeding brought thereon;
- (11) **Liability Insurance:** to secure and maintain public liability insurance against all claims for damage or injury to person or property or for loss of life occurring on the Premises or the area adjacent thereto in the amount of \$2,000,000.00 per occurrence (such limit to be reviewed from time to time and increased if considered necessary by the City); the insurance policy shall stipulate that the insurer shall provide thirty (30) days' written notice to the City of any amendment, non-renewal or cancellation of the policy; and, forthwith upon the execution of this lease, the Tenant shall submit to the City an insurance certificate relating to policy;
- (12) **Exhibiting Premises:** to permit the Landlord or its agents to exhibit the Premises to prospective tenants during normal business hours of the last six months of the Term;
- (13) **Alterations, etc.:** not to make or erect in or to the Premises any installation, alteration, addition, or partition without submitting plans and specifications to the Landlord and obtaining the Landlord's prior written consent;
- (14) **Builders' Liens:** if any builders' lien is registered against the Premises as a result of work done and materials supplied thereto, to obtain and register a discharge of the lien within ten days thereafter; and if the Tenant fails to do so, the Landlord may pay into court the amount required to obtain a discharge, in the name of the Tenant, and the amount paid, together with all disbursements and costs of the proceedings on a solicitor-client basis, shall be repayable by the Tenant to the Landlord and may be collected by the Landlord as rent in arrears;

- (15) **Signs:** with the exception of the Tenant's normal everyday signs, posters and advertising used in the operation of its business in the Premises, not to paint, display, inscribe or affix any sign, picture, advertisement, notice, lettering or direction on any part of the Premises without the Landlord's prior written consent which shall not be unreasonably withheld.

9. LANDLORD'S COVENANTS

- 9.1 The Landlord covenants to allow the Tenant quiet enjoyment of the Premises so long as the Tenant pays the rent and complies with the covenants and agreements herein on the part of the Tenant.

10. PROVISOS

10.1 Provided always and it is agreed as follows:

- (1) **Damage to property:** The Landlord is not liable nor responsible in any way for any loss of or damage or injury to any property belonging to the Tenant or to its employees or to any other person while the property is on the Premises unless the loss, damage or injury is caused by the negligence of the Landlord or of its employees, servants or agents and the Landlord is not liable in any event for damage to the property caused by steam, water, rain or snow which may leak into, issue or flow from any part of the building or from the water, steam or drainage pipes or plumbing works of the building or from any other place or quarter nor for any damage caused by or attributable to the condition or arrangement of any electric or other wiring nor for any damage caused by anything done or omitted by any other tenant;
- (2) **Impossibility of performance:** It is agreed that whenever the Landlord is unable to fulfil, or is delayed or restricted in fulfilling any obligation hereunder for the supply or provision of any service or utility or the doing of any work or the making of any repairs because it is unable to obtain the material, goods, equipment, service, utility or labour required to enable it to fulfil the obligation or by reason of any statute, law or order-in-council or any regulation or order passed or made pursuant thereto or by reason of the order or direction of any

administrator, controller or board, or of any government department or officer or other authority, or by reason of not being able to obtain any permission or authority required thereby, or by reason of any other cause beyond its control, the Landlord is relieved from the fulfilment of the obligation and the Tenant is not entitled to compensation for any inconvenience, nuisance or discomfort thereby occasioned;

- (3) **Default of Tenant:** If the rent is not paid when due, whether lawfully demanded or not, or in case of breach or non-observance or non-performance of any of the covenants or agreements or rules or regulations herein contained or referred to on the part of the Tenant to be observed and performed, or in the case the Premises are vacated or remain unoccupied or in case the Term is taken in execution or attachment for any cause, then the Landlord is entitled to enter upon the Premises or any part thereof in the name of the whole and to repossess and enjoy the Premises as of its former estate; provided that in the event of breach or non-observance or non-performance of any of the covenants or agreements or rules or regulations herein contained, the Landlord shall provide the Tenant with written notice describing the breach or non-observance or non-performance and the Tenant shall have ten days to remedy the breach or non-observance or non-performance to the satisfaction of the Landlord;
- (4) **Bankruptcy of Tenant:** In case, without the written consent of the Landlord, the Premises remain vacant or not used for the period of thirty (30) consecutive days or for 150 days in any 365 day period or are used by a person other than the Tenant or for any other purpose than that for which they were let or in the case the Term or any of the goods and chattels of the Tenant are seized in execution or attachment by a creditor of the Tenant or if the Tenant makes any assignment for the benefit of creditors or any bulk sale or becomes bankrupt or insolvent or takes the benefit of any act now or hereafter in force for bankrupt or insolvent debtors or if an order is made for the winding-up of the Tenant, then this Lease shall at the option of the Landlord cease and the Term shall immediately be forfeited and the Landlord may re-enter and take possession of the Premises as though the Tenant or other occupant of the was holding over after the expiration of the Term;

- (5) **Distress:** The Tenant waives the benefit of any present or future statute taking away or limiting the Landlord's right of distress, and agrees that none of the goods and chattels of the Tenant on the Premises at any time during the Term is exempt from levy by distress for rent in arrears;
- (6) **Right of re-entry:** On the Landlord's becoming entitled to re-enter the Premises under any of the provisions of this Lease, the Landlord, in addition to all other rights, may do so as the agent of the Tenant, using force if necessary, without being liable to prosecution therefor, and may relet the Premises as agent of the Tenant, and receive the rent therefor, and as agent of the Tenant may take possession of furniture or other property on the Premises and sell it a public or private sale without notice and apply the proceeds of sale and rent derived from reletting the Premises upon account of the rent under this Lease, and the Tenant is liable to the Landlord for any deficiency;
- (7) **Right of termination:** On the Landlord's becoming entitled to re-enter the Premises under any of the provisions of this Lease, the Landlord, in addition to all other rights, has the right to determine this Lease forthwith by leaving upon the Premises notice in writing of its intention, and thereupon rent and any other payments for which the Tenant is liable under this Lease shall be computed, apportioned and paid in full to the date of such determination, and the Tenant shall immediately deliver up possession of the Premises to the Landlord, and the Landlord may re-enter and take possession of the Premises;
- (8) **Non-waiver:** Any condoning, excusing or overlooking by the Landlord of any default, breach or non-observance by the Tenant of any covenant, proviso or condition herein contained does not operate as a waiver of the Landlord's rights hereunder in respect of subsequent defaults, breaches or non-observances and does not defeat or affect in any way the rights of the Landlord herein in respect of any subsequent defaults or breaches;
- (9) **Overholding:** If the Tenant continues to occupy the Premises after the expiration of this Lease with or without the consent of the Landlord, and without any further written agreement, the Tenant shall be a monthly tenant at the same rent and on the terms and conditions herein set out except as to length of tenancy;

- (10) **Notice:** Any notice required by this Lease is deemed sufficiently given if contained in writing enclosed in a sealed envelope addressed, in the case of notice to the Landlord, to it at City Hall, 228 Main Street North, Moose Jaw, Saskatchewan, S6H 3J8; and in the case of notice to the Tenant, to the Premises, and mailed by registered mail, and any notice mailed by registered mail to the Tenant shall be deemed to have been received by the Tenant five (5) days after the mailing thereof.

11. HEADINGS

- 11.1 The headings in this Lease have been inserted as a matter of convenience and for reference only and in no way define, limit or enlarge the scope or meaning of this Lease nor of any provisions hereof.

12. EFFECT OF LEASE

- 12.1 This lease and everything herein contained shall extend to and bind and may be taken advantage of by the heirs, executors, administrators, successors and assigns, of each of the parties hereto, subject to the granting of consent by the Landlord as provided in subsection 11(6) to any assignment, subletting or pledging, and where there is more than one tenant or a tenant is not a corporation, the provisions hereof shall be read with all changes in gender or number required by the context and all covenants are deemed joint and several.

IN WITNESS WHEREOF the **Tenant** has affixed its corporate seal as attested to by the hand(s) of its duly authorized officer(s) this 31st day of July, 2002.

TOURISM MOOSE JAW INC.

Per: Marlene Cannon

Per: Michelle Power

THIS IS PAGE 10 OF THE AGREEMENT BETWEEN THE MUNICIPAL CORPORATION
OF THE CITY OF MOOSE JAW AND TOURISM MOOSE JAW INC. DATED THE 31
DAY OF JULY 2002.

IN WITNESS WHEREOF, the **Landlord** has hereunto affixed its corporate seal as attested to
by the hands of its duly authorized officers on the day and year first above written.

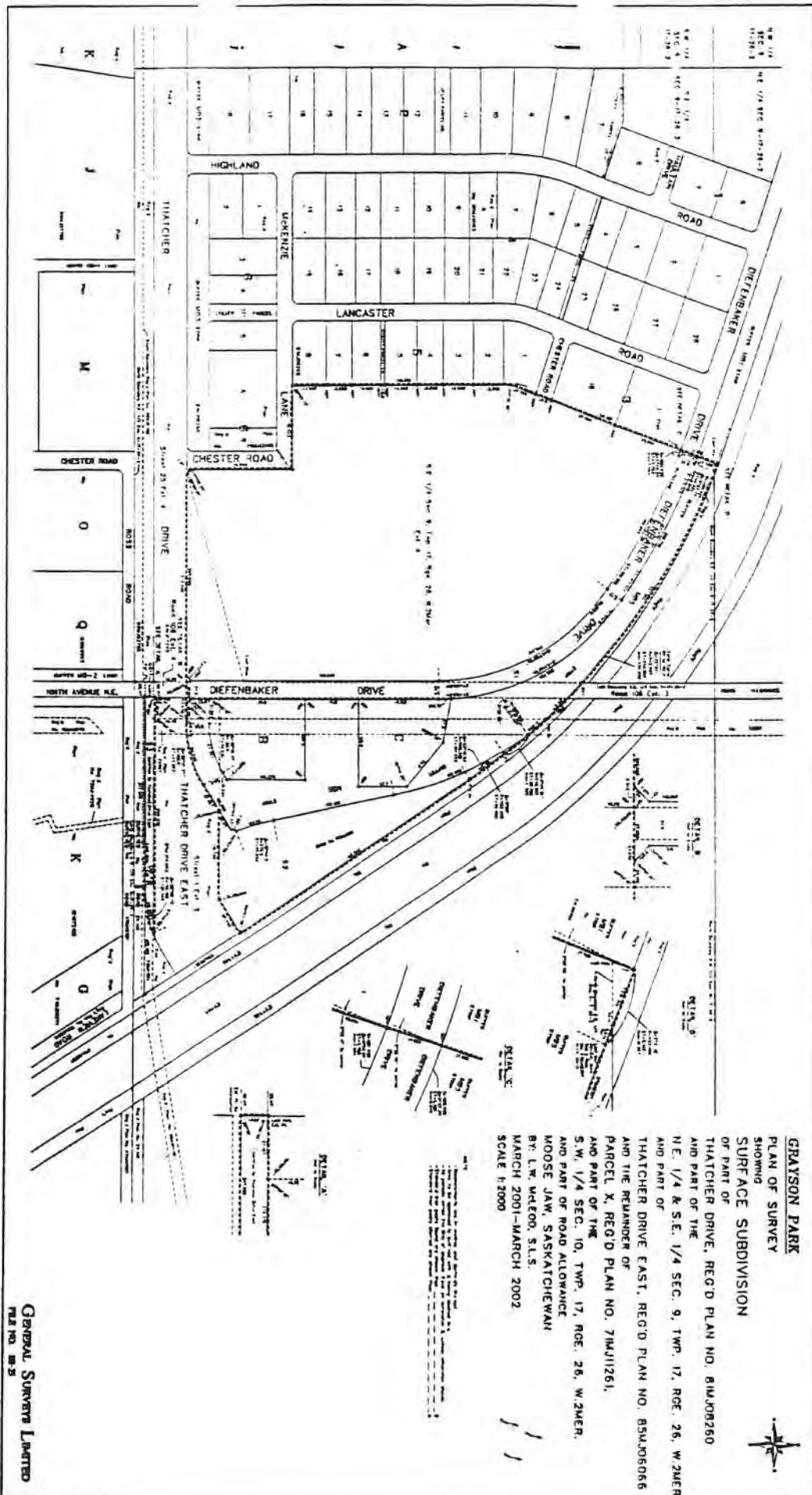
**THE MUNICIPAL CORPORATION OF
THE CITY OF MOOSE JAW**




MAYOR


CITY CLERK

SCHEDULE "A"





TOURISM MOOSE JAW LEASE AMENDING AGREEMENT

Agreement dated August 6, 2015

Between:

THE MUNICIPAL CORPORATION OF THE CITY OF MOOSE JAW,
a municipal corporation continued under the Cities Act ("the Landlord")

- and -

TOURISM MOOSE JAW INC. a non-profit corporation incorporated pursuant
to *The Non-Profit Corporations Act, 1995* (the "Tenant")

The Parties agree as follows:

- 1 The agreement between the Landlord and the Tenant, dated July 31, 2002 (the "Agreement"), respecting the lease of land legally described as Surface Parcel # 131706301, Parcel B, Plan 101157151 and a building (hereinafter referred to as the "Premises") for the purpose of providing a tourist information centre for the promotion of tourism in the City of Moose Jaw is amended as set out in this Amending Agreement.
- 2 Section 8.1(7) is deleted and the following substituted:
 - (7) **Use of Premises**
 - (a) The Premises is to be used for the purpose of a tourist information centre for the promotion of Tourism in Moose Jaw and area.
 - (b) In the event that the Tenant sublets any portion of the Premises, prior written approval of the Landlord is required. All subleases shall terminate if Tourism Moose Jaw ceases to exist or the Agreement between the parties is terminated.
 - (c) The Tenant understands that where the Premises is sublet to a subtenant that does not qualify for an exemption under The Cities Act, SS 2002, c C-11.1, the portion of the Premises that the subtenant occupies will become taxable.
 - (d) Not to do or omit to do or permit to be done or omitted anything, upon the Premises which causes the rate of insurance upon the building to be increased;
 - (e) If any insurance policy upon the Premises is cancelled by the insurer as a result of the use or occupation of the Premises by the Tenant or by any assignee or subtenant of the Tenant or by anyone permitted by the Tenant to be upon the Premises, the Landlord may at its option terminate this Lease forthwith by leaving upon the Premises notice in writing of its intention to terminate and thereupon rent and any other payments for which the Tenant is liable under this Lease shall be apportioned and paid in full to the date of the termination and the Tenant shall immediately deliver up possession of the

Premises to the Landlord and the Landlord may re-enter and take possession of them;

3 In all other respects, the terms and conditions of the Agreement continue to apply.

The parties have duly executed this Amending Agreement as of the date written above.

CITY OF MOOSE JAW



City Clerk



Mayor



(seal)

TOURISM MOOSE JAW INC.



(signature)

President

(position, please print)



(signature)

Executive Director

(position, please print)