

**Period Ending Dec 8, 2016**

		01/04/2016 - 08/12/2016	01/04/2016 - 31/08/2016	Year Ending March 31, 2017
		<b>Actual</b>	<b>Budget</b>	
<b>REVENUE</b>				
4013	Partnership Revenue	49,039.10	110,000.00	125,000.00
4014	2013/2014 Ministry of Tourism	1,282,965.00	1,281,465.00	1,423,849.00
4030	Interest Revenue	129.42	140.00	0.00
4050	Local Partner Revenue	533.00	800.00	0.00
4097	Membership Revenue	5,123.00	120.00	0.00
	<b>TOTAL REVENUE</b>	<u>1,337,789.52</u>	<u>1,392,525.00</u>	<u>1,548,849.00</u>
	<b>TOTAL REVENUE</b>	<u>1,337,789.52</u>	<u>1,392,525.00</u>	<u>1,548,849.00</u>
<b>EXPENSE</b>				
<b>Administrative &amp; Overhead</b>				
5105	Insurance	3,846.29	3,500.00	3,500.00
5120	Staffing & Benefits	6,944.84	5,999.40	13,000.00
5130	Office Rent/Internet	15,022.81	18,000.00	24,000.00
5132	Total Office Rent	15,022.81	18,000.00	24,000.00
5135	Bank Charges	539.73	749.97	1,500.00
5140	Communication/Office Equipment	9,913.81	9,250.00	10,000.00
5150	Board Travel - General Expenses	12,195.89	11,250.00	15,000.00
5151	Staff Travel	14,603.40	15,000.03	18,000.00
5160	Professional Fees-Acctg/Legal	6,306.51	7,500.00	10,000.00
5181	Board Meetings/Conf Call	3,953.39	6,500.00	5,000.00
5186	Telephone	5,769.77	6,000.30	10,000.00
	<b>Total - Administrative &amp; Overhead</b>	<u>79,096.44</u>	<u>83,749.70</u>	<u>110,000.00</u>
<b>Industry Relations</b>				
5201	Governance/Policy&Procedure Consult	9,034.28	12,000.00	12,000.00
5205	Membership	4,404.56	6,000.00	4,500.00
5206	Website	8,463.60	10,000.00	8,000.00
5208	Committee Meeting Expenses	1,234.83	3,750.03	4,100.00
5213	Investment Attraction Outreach	23,016.00	19,000.00	23,000.00
	<b>Total Industry Relations</b>	<u>46,153.27</u>	<u>50,750.03</u>	<u>51,600.00</u>
<b>Program Development</b>				
5435	Transacting	109,809.53	120,000.00	120,000.00
5440	Marketing	442,912.45	571,000.00	583,000.00
5462	Professional Images/Support&Train	3,266.09	9,000.00	20,000.00
5463	Total Photo/Image Bank	3,266.09	9,000.00	10,000.00
5467	Media / PR	7,916.01	9,000.00	15,000.00
5475	Product Development	59,431.61	57,000.00	57,000.00
5480	Tourism Research Measurement Track	19,072.99	20,000.00	28,000.00
5484	Total Research	19,072.99	20,000.00	20,000.00
5486	Workforce Development	1,122.44	0.01	1,249.00
5487	Partnership Activities	131,046.72	257,000.00	291,000.00
	<b>Total Program Development</b>	<u>774,577.84</u>	<u>1,043,000.01</u>	<u>1,097,249.00</u>
<b>Payroll Expenses</b>				
5505	Wages and Salaries	184,140.59	194,931.79	290,000.00
5510	EI Expense	3,359.83	3,163.97	0.00
5515	CPP Payable	6,178.56	5,849.67	0.00
	<b>Total Payroll Expenses</b>	<u>193,678.98</u>	<u>203,945.43</u>	<u>290,000.00</u>
	<b>TOTAL EXPENSE</b>	<u>1,093,506.53</u>	<u>1,381,445.17</u>	<u>1,548,849.00</u>
	<b>NET INCOME</b>	244,282.99	11,079.83	0.00

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		01/04/2016 - 08/12/2016	01/04/2016 - 31/08/2016	Year Ending March 31, 2017
		Actual	Budget	
<b>Governance and Administration</b>				
5120	Salaries and Benefits	200,624	209,945	303,000
5160	Finance and Administration	6,307	7,500	10,000
5130				
5186	General Administration	30,706	33,250	44,000
5140				
5150				
5151	Travel and General Expenses	30,753	32,750	38,000
5181				
5105	Other Administration	4,386	4,250	5,000
5135				
	<b>Total</b>	<b>272,775</b>	<b>287,695</b>	<b>400,000</b>
<b>Governance / Industry Relations</b>				
5208	Outreach/Meetings	1,235	3,750	4,100
5201	Governance, Policy, Communication & Planning	9,034	12,000	12,000
5205	Membership	4,405	6,000	4,500
5206	Industry and Consumer Website	8,464	10,000	8,000
5480	Research	19,073	20,000	28,000
	<b>Total</b>	<b>42,210</b>	<b>51,750</b>	<b>56,600</b>
<b>Marketing</b>				
5440	Marketing & Social Media	442,912	571,000	583,000
5462	Image Bank	3,266	9,000	10,000
5467	Media/PR	7,916	9,000	15,000
5435	Transacting	109,810	120,000	120,000
	<b>Total</b>	<b>563,904</b>	<b>709,000</b>	<b>728,000</b>
<b>Investment Attraction</b>				
5213	Outreach/Meetings	23,016	19,000	23,000
	<b>Total</b>	<b>23,016</b>	<b>19,000</b>	<b>23,000</b>
<b>Product Development &amp; Innovation</b>				
5475	Product Development Fund	59,432	57,000	57,000
	<b>Total</b>	<b>59,432</b>	<b>57,000</b>	<b>57,000</b>
<b>Workforce Development</b>				
5486	Workforce Development	1,122	0	1,249
	<b>Total</b>	<b>1,122</b>	<b>0</b>	<b>1,249</b>
<b>Partnership Funding</b>				
5487	Partnership Activities	131,047	257,000	291,000
	<b>Total</b>	<b>131,047</b>	<b>257,000</b>	<b>291,000</b>
	<b>Grand Total</b>	<b>1,093,507</b>	<b>1,381,445</b>	<b>1,556,849</b>