

Welcome by Toby Barrett President of the Board

Introductions



Agenda

Formal Proceedings:

- 1. Approval of the Agenda
- 2. Approval of the minutes from 2020 AGM
- 3. Presentation of the Financial Statements
- 4. Approval of the financial statements
- 5. Highlights of 2020 Annual Report
- 6. Election of Directors & Announcements
- 7. Motion to Adjourn

-----Break-----

Informal Proceedings:

- Presentation of the draft 5-year Strategic Plan 2022-2026 -Suzanne Denbak Cadence Strategies
- > RMI Projects Update from Jon Wilsgard CAO Town of Golden
- STR Update from Phil Armstrong Manager of Development Services, Town of Golden



MOTIONS

- 1. To approve the Agenda
- 2. To approve the minutes of 2020 AGM



Presentation of Financial Statements: 2020 FY Tourism Golden Marketing 2020 FY Visitor Services

By Toby Barrett, President



TOURISM GOLDEN ASSOCIATION

Statement of Revenues and Expenditures

Year Ended December 31, 2020

		2020		2019
REVENUES				
Cooperative marketing	\$	11,911	\$	14,640
Website memberships	*	13,976	+	14,147
Partner funding		30,524		69,000
MRDT revenues (Note 9)		466,778		788,046
Travel planner		-		45,907
Grants		152,567		19,852
Event Grants & Sponsorship		500		2,500
		676,256		954,092
EXPENSES		0.0,200		001,002
Marketing and promotion (Note 12)		402,621		598,551
Amortization		1,435		811
Business taxes, licenses and memberships		7,376		2,594
Employee Salaries		178,169		175,267
Insurance		2,168		2,494
Interest and bank charges		386		1,174
MRDT Administration fees		11,300		26,300
Office		995		4,656
Education & training		995		633
Board and governance		130		2,921
WCB Expense		435		918
Professional fees		2,291		2,381
Rental				
Seasonal wages		3,128		4,944
		2.470		13,534
Telephone Travel		2,479		2,789
		2,717		3,208
Utilities	_	2,286		1,994
	_	617,916		845,169
EXCESS OF REVENUES OVER EXPENSES FROM OPERATIONS	_	58,340		108,923
OTHER INCOME				
Interest income		502		634
Covid Related Grants/Funding	_	82,692		-
	_	83,194		634
EXCESS OF REVENUES OVER EXPENSES	\$	141,534	\$	109,557

TOURISM GOLDEN ASSOCIATION

Statement of Cash Flow

Year Ended December 31, 2020

		2020	2019
OPERATING ACTIVITIES			
Excess of revenues over expenses	\$	141,534	\$ 109,557
Item not affecting cash: Amortization of capital assets		1,435	811
		142,969	110,368
Changes in non-cash working capital:			
Accounts receivable		41,875	(41,123)
Accounts payable		669	(4,723)
Prepaid expenses		3,051	(2,959)
Goods and services tax payable		6,971	(2,133)
Refundable security deposit		-	3,500
Deposits received	_	1,438	210
	_	54,004	(47,228)
Cash flow from operating activities	_	196,973	63,140
INVESTING ACTIVITY Purchase of capital assets		(1,927)	(1,355)
	_	(1,321)	(1,333)
FINANCING ACTIVITIES Interfund transfers, net Proceeds received from CEBA Loan (Note 11)		30,000	(1,870)
Cash flow from (used by) financing activities		30,000	(1,870)
NCREASE IN CASH FLOW		225,046	59,915
Cash - beginning of year		193,881	133,966
CASH - END OF YEAR	\$	418,927	\$ 193,881

TOURISM GOLDEN ASSOCIATION

Statement of Financial Position

December 31, 2020

		2020	2019
ASSETS			
CURRENT			
Cash and deposits	\$	418,927	\$ 193,881
Accounts receivable (Note 9)		85,949	127,824
Goods and services tax recoverable		14,734	21,705
Prepaid expenses	_	1,366	4,417
		520,976	347,827
CAPITAL ASSETS (Note 7)	_	2,309	1,817
	\$	523,285	\$ 349,644
LIABILITIES AND NET ASSETS			
CURRENT			
Accounts payable	\$	16,032	\$ 15,363
Deposits received		7,696	6,258
		23,728	21,621
LONG TERM DEBT (Note 11)	_	30,000	-
	_	53,728	21,621
NET ASSETS			
Operating fund		467,248	326,206
Capital asset fund		2,309	1,817
	_	469,557	328,023
TOTAL LIABILITIES AND NET ASSETS	\$	523,285	\$ 349,644

TOURISM GOLDEN - VISITOR SERVICES

Statement of Operations

Year Ended December 31, 2020

	2020	2019
REVENUES		
Advertising revenue	\$ 1,000	\$ 11,153
Partner funding (Note 8)	50,000	104,520
Grants	4,397	8,256
Other revenue	1,477	7,707
Retail	 21,463	67,097
	 78,337	198,733
EXPENSES		
Marketing and promotion (Note 9)	23,961	29,857
Amortization	3,231	4,349
Employee Salaries	33,285	86,932
Insurance	1,060	943
Interest and bank charges	834	2,677
Office	779	793
Education & training	25	3,381
Cost of Park Passes sold	18,696	55,705
Cost of KHMR Passes sold	(8)	2,007
Cost of Retail sales	1,022	5,727
Sani Dump Operations	2,611	701
Professional fees	1,354	1,485
Operational Maintenance & Supplies	6,269	8,739
Telephone	1,498	1,623
Travel	348	275
Uniforms	-	486
Utilities	 158	1,092
	 95,123	206,772
DEFICIENCY OF REVENUES OVER EXPENSES FROM OPERATIONS	(16,786)	(8,039)
		(0,038)
Covid Related Grants/Funding	 2,643	
DEFICIENCY OF REVENUES OVER EXPENSES	\$ (14,143)	\$ (8,039)

TOURISM GOLDEN - VISITOR SERVICES

Statement of Cash Flow

Year Ended December 31, 2020

	2020	2019
OPERATING ACTIVITIES Deficiency of revenues over expenses Item not affecting cash:	\$ (14,143)	\$ (8,039)
Amortization of capital assets	3,231	4,349
	(10,912)	(3,690)
Changes in non-cash working capital: Deferred Income/Revenue Prepaid expenses Goods and services tax payable	(38) 139	(500) (72) (1,849)
	101	(2,421)
Cash flow used by operating activities	(10,811)	(6,111)
INVESTING ACTIVITY Purchase of capital assets		(676)
FINANCING ACTIVITY Advances from related parties		1,870
DECREASE IN CASH FLOW	(10,811)	(4,917)
Cash - beginning of year	202,979	207,896
CASH - END OF YEAR	\$ 192,168	\$ 202,979

TOURISM GOLDEN - VISITOR SERVICES

Statement of Financial Position

December 31, 2020

	2020	2019
ASSETS		
CURRENT Cash Goods and services tax recoverable Prepaid expenses	\$ 192,168 1,710 516	\$ 202,979 1,849 478
	194,394	205,306
CAPITAL ASSETS (Note 7)	 9,706	12,937
TOTAL ASSETS	\$ 204,100	\$ 218,243
LIABILITIES AND NET ASSETS CURRENT		
NET ASSETS Operating fund Capital asset fund	\$ 194,394 9,706	\$ 205,306 12,937
	 204,100	218,243
	\$ 204,100	\$ 218,243

Motion to approve the Financial Statements as presented



Summary of the Tourism Golden Annual Report 2020 FY

by Joanne Sweeting



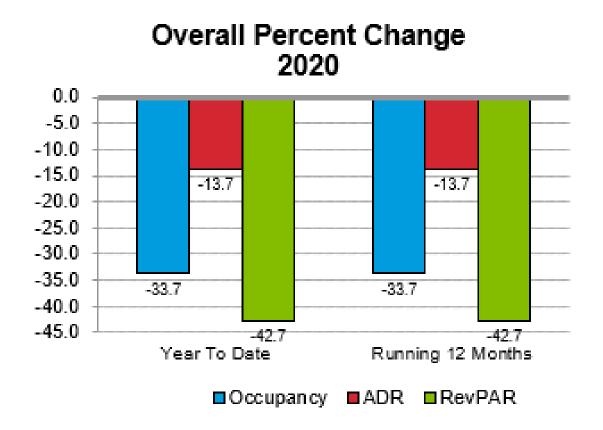




- ☐ Build on a strong brand
- ☐ Identify & own unique selling propositions
- Create, curate and communicate
- ☐ Educate & collaborate
- ☐ Inform & evaluate

SITUATIONAL ANALYSIS

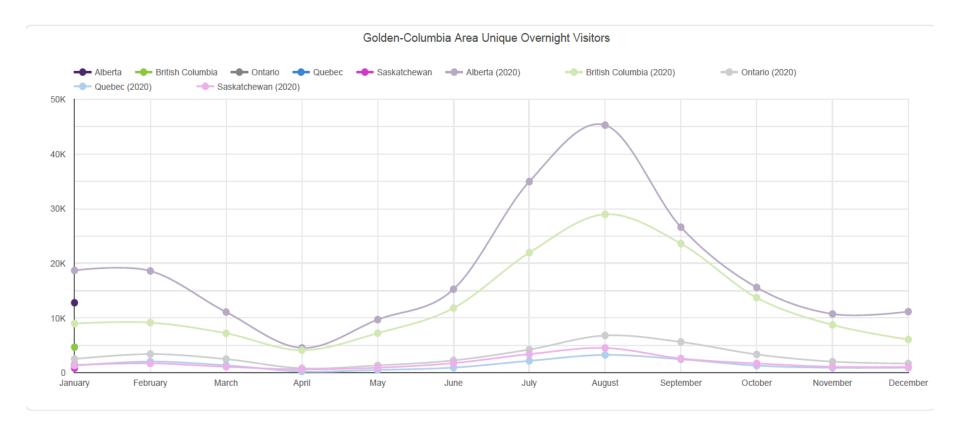
The global COVID-19 pandemic devastated the tourism industry from March 2020. Overall, tourism revenues in Golden reduced by 40%



Source: STR Destination Report - Golden

Monthly Unique Overnight Count

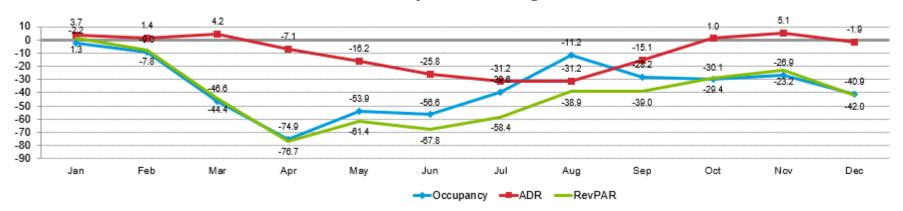
Province Breakdown



Source: Telus Insights Jan 2021- Golden-Columbia

- □ Q1 & Q2 devastated by COVID
- □ Some improvement Q3 & Q4

Monthly Percent Change - 2020

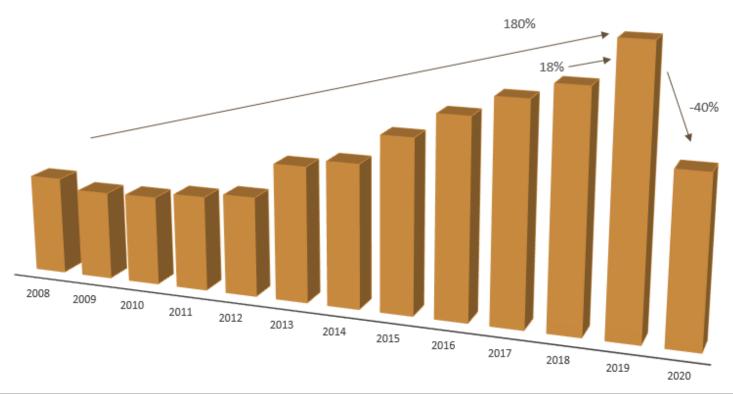


Source: STR Destination Report - Golden

DESTINATION PERFORMANCE - TSI

			GOLDEN			REVELSTOR	Œ
CATEGORIES	VOLUME COMPARISON	Volume	Emotion	Sentiment	Volume	Emotion	Sentiment
▲ Outdoor Activities		70% ~ 70%	Joy	17 Average	46% ~ 46%	Sadness	22 Average
▲ Food + Culinary	-	11% - 11%	Anger	27 Average	2% ~ 2%	Joy	12 Average
▲ Safety	_	4% ~ 4%	Joy	-10 Average	7 % ~ 7%	Fear	0 Average
▲ Access + Transportation	-	4% - 4%	Joy	12 Average	28% - 28%	Anger	-6 Average
▲ Destination Services	=	5% ^ 5%	Joy	33 Average	8% ~ 8%	Joy	27 Average
▲ Culture + History		3% - 3%	Joy	23 Average	1% - 1%	N/A	10 Average
▲ Relaxation + Wellness	:	3% - 3%	Joy	3 Average	3% - 3%	Joy	22 Average
▲ Amenities + Entertainment	<u>-</u>	1% - 1%	Joy	55 High	5% ~ 5%	Fear	17 Average

Nett MRDT Revenues 2008 - 2020



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
■ YEAR	\$271,790	\$244,632	\$246,621	\$262,247	\$275,700	\$373,994	\$394,722	\$476,925	\$544,210	\$599,102	\$641,893	\$761,746	\$455,478

DMO PERFORMANCE - DISRUPTERS

- MRDT remitting deferred March Sept
 - No indication of annual revenue until Q4 2020
 - Reduced expenses
 - Paused some programs
- □ PHO orders
- No provincial advertising in Alberta

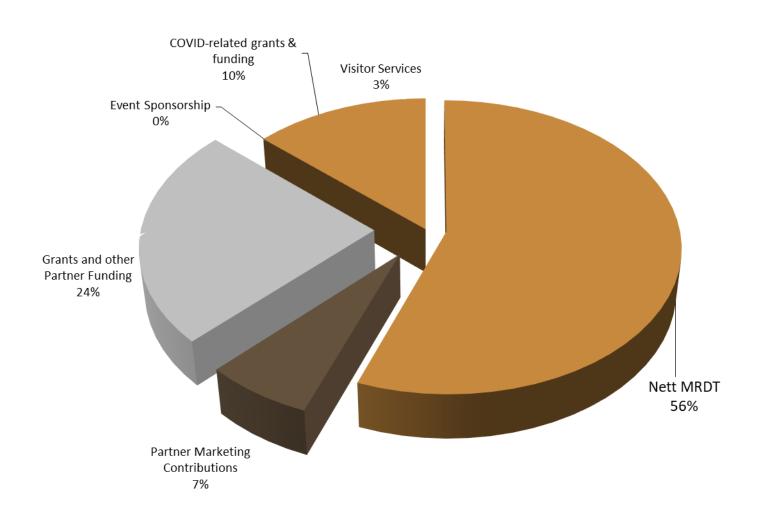
DMO PERFORMANCE - DISRUPTERS

MRDT REVENUES BY MONTH 2019 - 2021



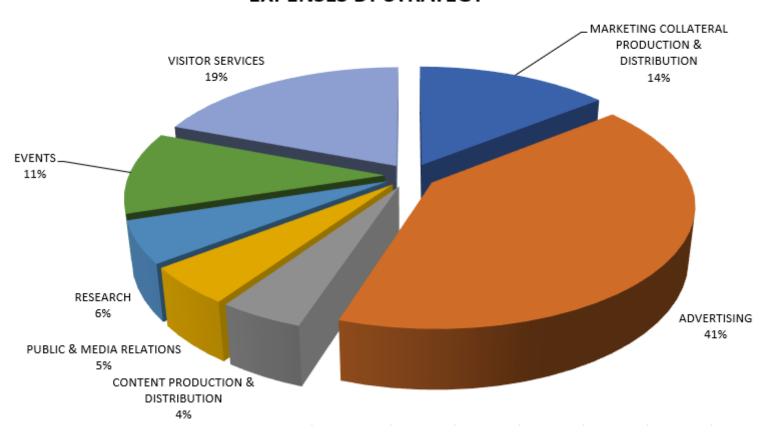
FINANCIAL

2020 FY Revenue Sources



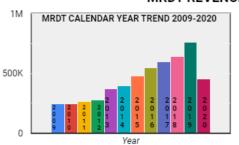
Expenses by strategy

2020 FY EXPENSES BY STRATEGY



DMO PERFORMANCE

MRDT REVENUES



Total MRDT 466,777.73

YTD change % -40.21%

Average Length of Stay (Nights)

Winter Summer 2019 2019 3.5 2.5

Destination Awareness

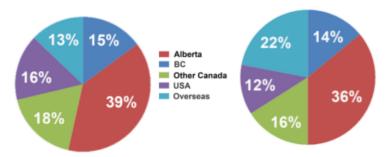
Winter 2018/19 Summer 2019 40%

Overnight Visitors

Winter Summer 2018/19 2018 89% 84%

TARGET MARKET PENETRATION

Market Origin
Winter 2018/19 Summer 2019



PUBLIC & MEDIA RELATIONS

Earned Media Features Stakeholder 72 5

Stakeholder News Open % 52%

Consumer Database

Consumer News Open % 13.41%

SOCIAL MEDIA



Instagram Followers 18,000

Facebook Fans

Twitter Followers 2,900

Video Views 215,900

Instagram Engagement 105,000

Facebook Engagement 76.000

Twitter Engagement 2.600

WEBSITE ANALYTICS

Jan 1, 2020 - Dec 31, 2020



Unique Users 322,362 -30.4% Organic Searches
117,067

Digital Campaigns 107,969 -56.2%

Web Visits: 322,362



All Activities Page Views 296,206

Top 5 Country of Origin by Visit

Country	Sessions -	% ∆
Canada	230,509	-10.5% 4
United States	65,017	-61.2% 4
United Kingdom	6,442	-26.1%
Australia	2,388	-50.5% 4
Germany	2,121	-32.7%

Content Drill down/Page views

Activity -	Page Views	% Д
Biking	12,633	-47.6% ↓
Heli & Cat Skiing	3,549	5.1% †
Hiking	26,535	-65.5% +
Other	43,183	-28.9% •
Parks	247	-96.9% •
Rafting	11,613	-1.1% +
Ski Touring	3,168	1.1% †
Skiing	30,701	52.8% †

COVID RESPONSE – DMO OPERATIONS

- Immediate pausing & ongoing assessment of all advertising.
- Budget and marketing plan updated.
- Increased stakeholder communications.
- Created new campaign materials:
 - > Dream Golden (ran during non-essential travel)
 - Getting to Golden
 - > Off the Beaten Track
- Postponed Golden Travel Planner from Dec 2020 to May 2021.
- Supported KRT Resident Sentiment survey.
- Supported all industry bodies in lobbying for industry support

COVID RESPONSE – INDUSTRY SUPPORT

- Created COVID-19 stakeholder information web page.
- ➤ Initiated regular COVID-19 special stakeholder e-blasts 58% open rate
- Hosted stakeholder virtual Town Hall.
- Hosted free digital marketing workshop.
- Created & distributed businesses open/closed summary document.
- Created 'Travelling to Golden during COVID' for visitors
- Created stakeholder messaging toolkit. 'Travelling to Golden during COVID'
- Postponed Golden Travel Planner from Dec 2020 to May 2021.
- Co-op marketing opportunities continued

COVID RESPONSE – CONSUMER FACING

- Advisory banner added to all webpages.
- Created COVID-19 consumer information web page.
- Created and launched 'Dream Golden' social campaign.
- Created & distributed businesses open/closed summary document.
- Created 'Travelling to Golden during COVID' for visitors.
- > Focussed on AB & BC markets only for CTA advertising.

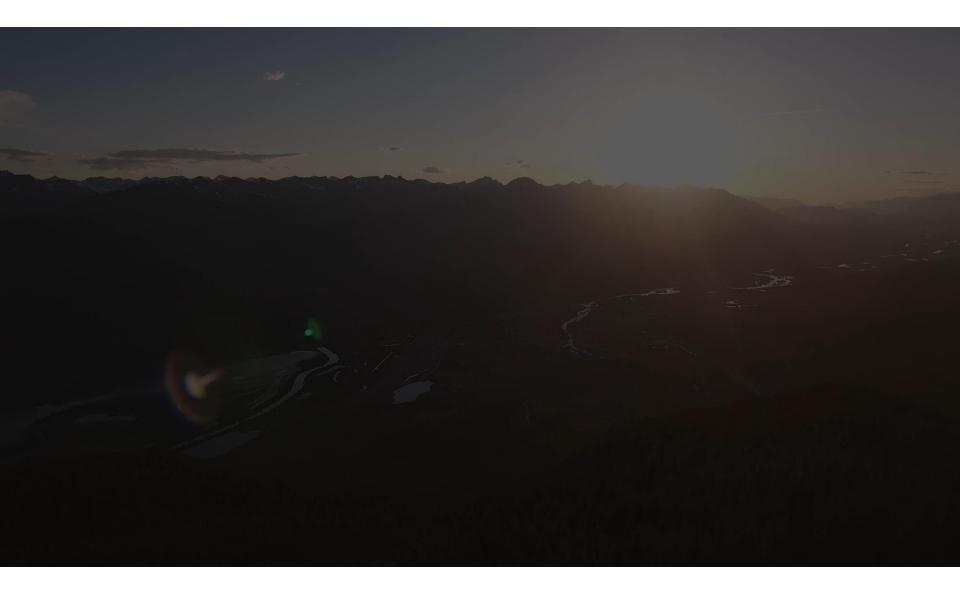
TACTICAL MARKETING

- □ Target audiences focussed only on AB & BC
- □ Digital & social campaigns ran as dictated by PHO travel guidelines
 - □ Dream Golden dream now, plan for later
 - □ Getting to Golden road trip regional messaging
 - ☐ Get off the Beaten Track open spaces, fewer faces
 - ☐ Heart of the Parks









MEDIA RELATIONS

72 features directly resulting from TG activity





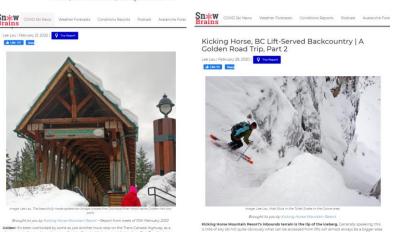


LIVE BIG | TRAVEL | FOOD & DRINK | FASHION & GEAR | ARTS & CULTURE | PLACE | SHOP | VIDE



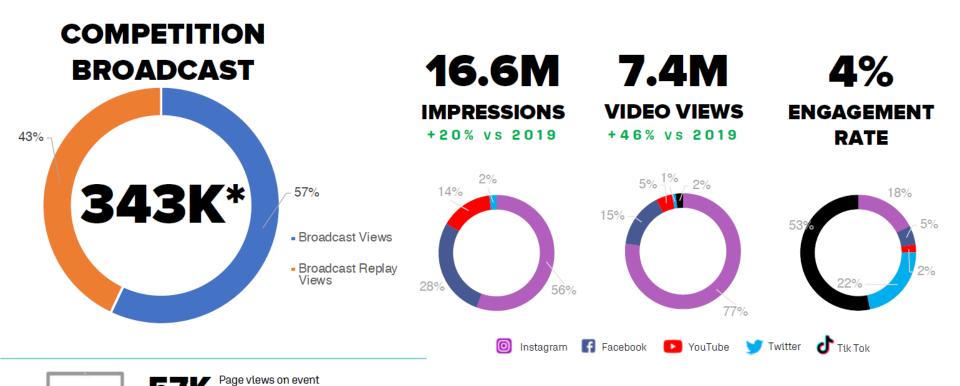
Be Here Now: Golden, British Columbia

Margaret Atwood once wrote, "In the spring, at the end of the day, you should smell like dirt." After a spring day in Golden, British Columbia, it's impossible not to.



EVENTS





page of FWT website

+14% vs 2019

EVENTS

Forbes

The Under-The-Radar Ski Town Where Adventure Still Feels Wild

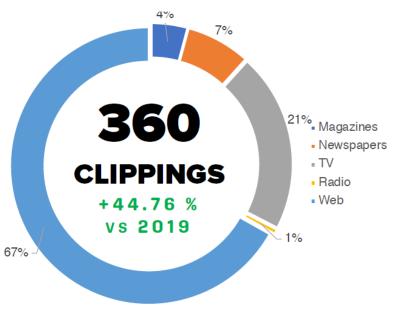
VIEW ARTICLE

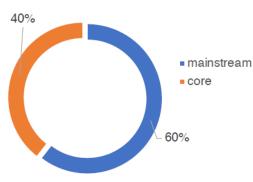


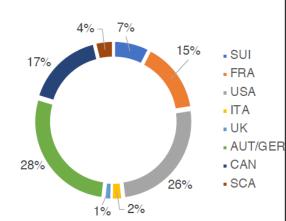
When travelers first pull into Golden, B.C., the most apparent features are the railway tracks bisecting town, the steam from the sawmill billowing over the valley, and the avalanche chutes—often mistaken for Kicking Horse Mountai Resort—on the steep peaks bounding the highway. There's no sizable, central downtown. It's not a "cute" mountain town like Whitefish, or historic on its f like Banff. Its sleepy blue-collar exterior is easy to overlook in the crowded find of coxy North American ski towns.

But that, on its own, is what makes it special.









3 PRESS RELEASES 4 NEWS LETTERS



13MEDIA ONSITE



10'000

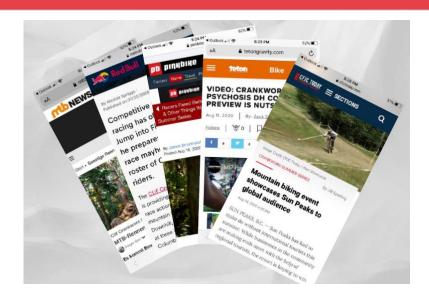
ONSITE contacts

EVENTS

full-length broadcast shows distributed through EDGEsport and webcast on YouTube, Facebook, and Vimeo

313,593

Total broadcast and webcast views





United States	35.3%
Canada	21.1%
United Kingdom	8.7%
Germany	4.5%
Australia	3.6%
Brazil	3.4%
India	3.1%
France	2.0%
Mexico	1.6%
Spain	1.6%
New Zealand	1.4%

LEAD ORGANISATION FOR TOURISM

- □ Representing tourism in Golden
 - □ KHCP4 Community Liaison Committee
- □ Advocacy
 - □ STR legislation
 - Labour shortages
 - □ Support for industry bodies in lobbying for industry support

RESEARCH

- □ Telus Insights 2-year project 2020-2021
- ☐ Tourism Sentiment Index & COVID Index
- ☐ KRT Resident Sentiment Survey
- ☐ Economic Impact of Labour Shortages

ECONOMIC IMPACT OF LABOUR SHORTAGES 2019

- Mostly SMEs < 5 employees</p>
- 46% experienced labour challenges
- Impact on visitor experience:
 - Reduced customer service 48%
 - Turned clients away
- Economic Impact:
 - \$6.6 million in lost direct revenue
 - \$4.6 million in GDP
 - \$3.5 million labour income
 - \$1.5 million in federal, provincial & municipal taxes
 - 90 jobs
- Identified opportunities/gaps:
 - Lack of employee housing
 - Increase resident base
 - Reduced seasonality of tourism industry
 - □ Federal & provincial support programs for labour & skills shortages
 - Initiatives to promote tourism careers



ECONOMIC IMPACT OF LABOUR SHORTAGES 2019

Suggestions to Address Labour Market Challenges	Golden Businesses (%)
More Affordable and Accessible Housing	65%
Marketing - Promote Golden and the Tourism Industry	16%
Recruit Foreign Workers	14%
Target Students and Younger People	11%
Provide Affordable Transportation Options	8%
Other	5%
Offer Competitive Wages	5%
Reduce the Overall Cost of Living	3%



2019 VALUE OF TOURISM IN GOLDEN BRITISH COLUMBIA

Golden's tourism industry contributes significant economic benefits to the Golden area and the rest of BC.

285

Tourism-Related Businesses²

\$124.5 million

direct tourism revenues collected by tourism-related businesses in 2019.

On average, 75% of gross business revenues7 are generated from tourism

In 2019, the Golden tourism industry generated:34

\$87.8 million in GDP \$174 million in domestic output \$34.5 million in tax revenue

2019 Tourism Revenues

(\$124.5 million)



Employment

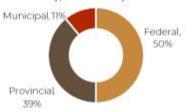


1,866 Jobs

1.392 Full-Time Equivalents

2019 Tax Revenue Paid

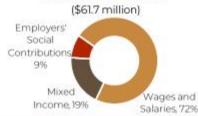
(\$34.5 million)



Average summer visitor party expenditures in Golden: \$606

BC Visitor = \$415 Alberta Visitor = \$576 US Visitor \$670 Overseas Visitor \$720

2019 Labour Income



\$350 in average client expenditure at tourism-related business.

\$496,130 average toursim revenues in 2019 for Golden tourism-related busineses.

\$44.5 million in

revenues generated from paid accommodation.

88% from hotel/motels.

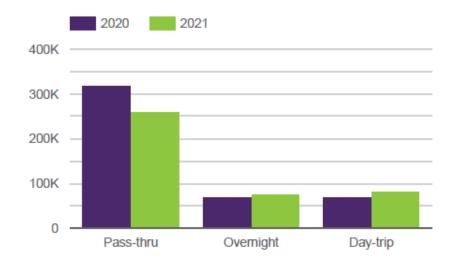
8% from short-term rentals.

4% from campgrounds.

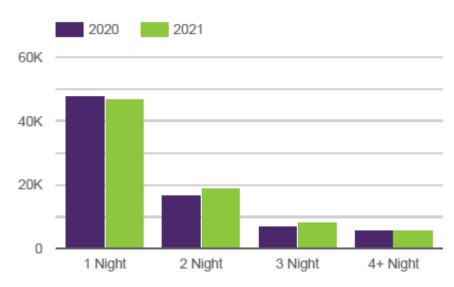


DESTINATION PERFORMANCE

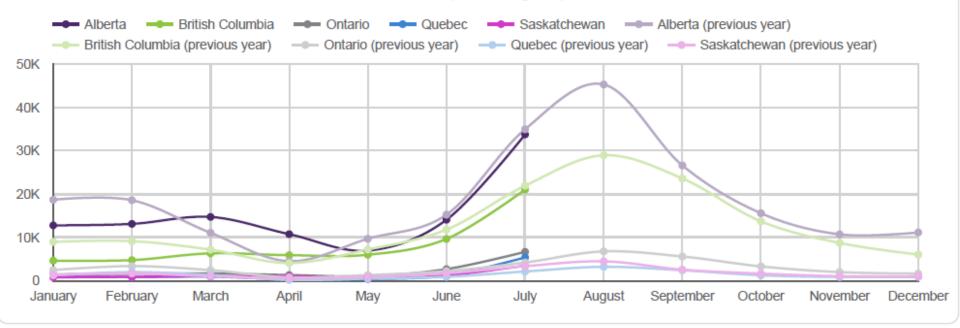
Golden Area Unique Visitors in July



Golden Area Unique Visitors in July



Golden Area Unique Overnight-trip Visitors





Unique Visitors

72K

\$6%

Alberta 34K

4 -3%

British Columbia

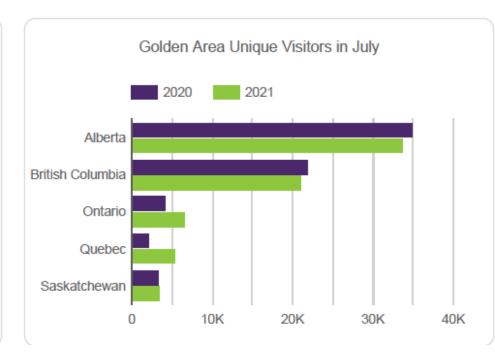
21K

4 -4%

Ontario

7K

1 58%

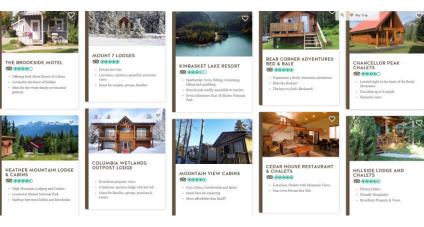


STAKEHOLDER SUPPORT PROGRAMS

- ☐ Travel Planner & maps
- ☐ Website listings
 - ☐ Feature listing
 - ☐ Experience & offers
 - Experience Finder feature
- ☐ 3rd party print advertising







STAKEHOLDER SUPPORT PROGRAMS

☐ Member-led Co-op Marketing Program				
	☐ 50% matching funding for eligible expenses.			
	☐ Up to \$1,000 per sole applicant.			
	☐ Up to \$1,500 with two or more partners			
☐ Co-op Photo & Video Shoots Winter & Summer				
	☐ 50% co-op support for professional seasonal photo & video shoots			
	☐ Details to be announced November 2021			
☐ Events Hosting Co-op Program				
	☐ RMI funding			
	☐ 50% matching funding for eligible local hosting expenses.			

ELECTION OF DIRECTORS

Voting

Announcements



Nominees

For Seat Representing:	Member Organisation	Nominee
Town Accommodator (re-electing 1 seat)	Prestige Inn	Treena Coney
Area A Accommodators	Mount 7 Lodges	Jo Best
(re-electing 2 seats)	Moberly Lodge	Lucille Hayward
	Kicking Horse Mountain Resort	Toby Barrett
ourism Operators e-electing 2 seats)	Glacier Raft Company	Ryan Johannesen
	Golden Skybridge	Tristan MacLaggan

Voting

- Counting of ballots
- Announcement



2021-2022 Board of Directors

Sector	Member Organisation	Representative
Town Accommodators	Best Western Mountain View	Suk Dhasi
	Ponderosa Motor Inn	Atma Sandher
	Prestige Inn	Treena Coney
Area A Accommodators	Lush Mountain Accommodations	John Lush
	Moberly Mountain Lodge	Lucille Hayward
	Mount 7 Lodges	Jo Best
General Accommodator	Kicking Horse Lodging	Brandy Beliveau
Activity Operators	Golden Golf Club	Graeme Kreiner
	Tba	TBA
	TBA	TBA
Community	K.H.C Chamber of Commerce	Representative

Motion to adjourn



5-year Strategic Plan 2022 - 2026

Presented By Suzanne Denbak – Cadence Strategies

RMI Projects Update

Presented By Jon Wilsgard – CAO, Town of Golden

STR Bylaw Implementation Update

Presented By Phil Armstrong – Manager of Planning Services, Town of Golden

