



DESTINATION
BRITISH COLUMBIA™

Destination BC Corp.

Statements of Financial Information

Fiscal Year Ended March 31, 2018

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Destination BC Corp.
Financial Statements
as at
March 31, 2018

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Management's Report

Management's Responsibility for the Destination BC Corp. Financial Statements

The Destination BC Corp. financial statements have been prepared by management in accordance with Canadian public sector accounting standards, and the integrity and objectivity of these statements are management's responsibility. Management is also responsible for all of the notes to the Destination BC Corp. financial statements and schedules, and for ensuring that this information is consistent, where appropriate, with the information contained in the Destination BC Corp financial statements. A summary of the significant accounting policies are described in Note 2 to the Destination BC Corp. financial statements. The preparation of financial statements necessarily involves the use of estimates based on management's judgment, particularly when transactions affecting the current accounting period cannot be finalized with certainty until future periods.

Management is also responsible for implementing and maintaining a system of internal controls to provide reasonable assurance that reliable financial information is produced. The internal controls are designed to provide reasonable assurance that assets are safeguarded, transactions are properly authorized and recorded in compliance with legislative and regulatory requirements, and reliable financial information is available on a timely basis for preparation of the financial statements.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control. The Board reviews internal Destination BC Corp. financial statements on a quarterly basis and external audited Destination BC Corp. financial statements yearly. The Board also discusses any significant financial reporting or internal control matters prior to their approval of the Destination BC Corp. financial statements.

The external auditors, Office of the Auditor General of British Columbia, conduct an independent examination, in accordance with Canadian auditing standards, and express their opinion on the Destination BC Corp. financial statements. The external auditors have full and free access to financial management of Destination BC Corp. and meet when required. The accompanying Auditor's Report outlines their responsibilities, the scope of their examination and their opinion on the Destination BC Corp. financial statements.

On behalf of Destination BC Corp.



Marsha Walden
Chief Executive Officer



Lesley Christian
Acting Chief Financial Officer

May 10, 2018



INDEPENDENT AUDITOR'S REPORT

*To the Board of Governors of Destination BC Corp., and
To the Minister of Tourism, Arts and Culture, Province of British Columbia*

I have audited the accompanying financial statements of *Destination BC Corp.* (“the entity”), which comprise the statement of financial position as at March 31, 2018, and the statements of operations and accumulated surplus, changes in net debt, cash flows, and remeasurement gains and losses for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian Public Sector Accounting Standards, 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.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

In my view, the audit evidence I have obtained is sufficient and appropriate to provide a basis for my qualified audit opinion.

Basis for Qualified Opinion

As described in Note 2e to the financial statements, the entity's accounting treatment for contributions received from governments and for externally restricted contributions received from non-government sources is to initially record them as deferred revenue (a liability) and then recognize revenue in the statement of operations either on the same basis as the related

expenditures occur or, in the case of funds for the purchase or construction of capital assets, to recognize revenue on the same basis as the related assets are amortized. The entity was required to adopt this accounting policy as prescribed by Province of British Columbia Treasury Board Regulation 198/2011.

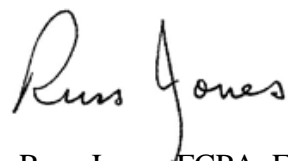
Under Canadian Public Sector Accounting Standards, the entity's method of accounting for contributions is only appropriate in circumstances where the funding meets the definition of a liability. Otherwise, the appropriate accounting treatment is to record contributions as revenue when they are received or receivable. In our opinion certain contributions of the entity do not meet the definition of a liability, and as such the entity's method of accounting for those contributions represents a departure from Canadian Public Sector Accounting Standards.

This departure has existed since the inception of the standard, which applies to periods beginning on or after April 1, 2012. When the cumulative effects of this departure to date are adjusted through opening accumulated surplus, the entity's records indicate that the effects of this departure on the current year financial statements is an overstatement of the liability for deferred revenue of \$1,092,000, an understatement of accumulated surplus of \$870,000, and a current year understatement of revenue of \$222,000. Accordingly, the current year surplus is understated by \$222,000 and net debt is understated by \$1,092,000.

Qualified Opinion

In my opinion, except for the effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of *Destination BC Corp.* as at March 31, 2018, and the results of its operations, changes in its net debt, remeasurement gains and losses and its cash flows for the year then ended in accordance with Canadian Public Sector Accounting Standards.

Victoria, British Columbia
June 7, 2018




Russ Jones, FCPA, FCA
Deputy Auditor General




Destination BC Corp.
Statement of Financial Position
 [\$000s]

	<i>Note</i>	March 31, 2018	March 31, 2017
Financial assets			
Cash and cash equivalents	3	9,385	7,288
Accounts receivable	4	483	269
Due from Ministry of Tourism, Arts and Culture		0	62
		<u>9,868</u>	<u>7,619</u>
Liabilities			
Accounts payable and accrued liabilities	5	7,859	5,121
Due to the Public Service Agency	6	1,244	1,090
Deferred capital contributions	7	1,234	1,800
		<u>10,337</u>	<u>8,011</u>
Net financial debt		<u>(469)</u>	<u>(392)</u>
Non-financial assets			
Tangible capital assets	8	1,075	852
Prepaid expenses		103	101
		<u>1,178</u>	<u>953</u>
Accumulated surplus		<u>709</u>	<u>561</u>
Accumulated surplus is comprised of:			
Accumulated operating surplus		693	545
Accumulated remeasurement gains		16	16
		<u>709</u>	<u>561</u>
Contractual obligations	9		
Risk Management	10		

The accompanying notes are an integral part of these Destination BC Corp. financial statements.

Signature 

 Andrea Shaw, Board Chair

Signature 

 Laird Miller, Chair, Finance & Audit Committee

Destination BC Corp.
Statement of Operations
 [\$000s]

	<i>Note</i>	Budget (Note 15)	March 31, 2018	March 31, 2017
Revenues				
Government transfers	11	50,916	53,250	51,838
Program revenue	12	362	361	578
Interest income		0	183	157
Capital contribution	7	760	566	579
		<u>52,038</u>	<u>54,360</u>	<u>53,152</u>
Expenses				
	13			
Global Marketing		32,473	31,848	32,076
Destination and Industry Development		12,378	16,126	14,510
Research, Strategy and Communications		2,525	1,960	1,965
Corporate Services		3,902	3,712	3,844
Amortization		760	566	579
		<u>52,038</u>	<u>54,212</u>	<u>52,974</u>
Annual operating surplus		0	148	178
Accumulated operating surplus, beginning of year		<u>545</u>	<u>545</u>	<u>367</u>
Accumulated operating surplus, end of year		<u><u>545</u></u>	<u><u>693</u></u>	<u><u>545</u></u>

The accompanying notes are an integral part of these Destination BC Corp. financial statements.

Destination BC Corp.
Statement of Remeasurement Gains and Losses
[\$000s]

	<u>March 31,</u> <u>2018</u>	<u>March 31,</u> <u>2017</u>
Opening balance	16	16
Unrealized gains on foreign bank accounts	0	16
Amount of foreign exchange reclassified to the Statement of Operations	(0)	(16)
Accumulated remeasurement gains, end of year	<u>16</u>	<u>16</u>

The accompanying notes are an integral part of these Destination BC Corp. financial statements.

Destination BC Corp.
Statement of Change in Net Financial Debt
 [\$000s]

	Budget	March 31, 2018	March 31, 2017
Annual operating surplus	0	148	178
Acquisition of tangible capital assets	(1,309)	(789)	0
Amortization of tangible capital assets	760	566	579
	(549)	(223)	579
Acquisition of prepaid expenses	0	(103)	(101)
Use of prepaid expenses	0	101	234
	0	(2)	133
Effect of remeasurement gains (losses) for the year	0	0	0
Decrease (increase) in net financial debt	(549)	(77)	890
Net financial debt at beginning of year	(392)	(392)	(1,282)
Net financial debt at end of year	(941)	(469)	(392)

The accompanying notes are an integral part of these Destination BC Corp. financial statements.

Destination BC Corp.
Statement of Cash Flows
[\$000s]

	March 31, 2018	March 31, 2017
Operating transactions		
Surplus for the year	148	178
Cash and non-cash items included in surplus:		
Amortization of tangible capital assets	566	579
Deferred capital contributions – government	(566)	(579)
Accounts receivable	(213)	238
Accounts payable and accrued liabilities	2,737	(74)
Prepaid expenses	(2)	133
Due to/from Ministry of Tourism, Arts and Culture	62	288
Due to Public Service Agency	154	(269)
Cash provided (used in) by operations	<u>2,886</u>	<u>494</u>
Capital transactions		
Acquisition of tangible capital assets	<u>(789)</u>	<u>0</u>
Increase (decrease) in cash and cash equivalents	<u>2,097</u>	<u>494</u>
Cash and cash equivalents at beginning of year	<u>7,288</u>	<u>6,794</u>
Cash and cash equivalents at end of year	<u><u>9,385</u></u>	<u><u>7,288</u></u>

The accompanying notes are an integral part of these Destination BC Corp. financial statements.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

1. Nature of Operations

Destination BC Corp. (the Corporation) is a provincial Crown corporation initially created under the *BC Business Corporations Act* on November 2, 2012, and subsequently confirmed under the *Destination BC Corp. Act*, which received Royal Assent in March 2013.

The Corporation reports to the Legislative Assembly through the Ministry of Tourism, Arts and Culture. The accumulated operating surplus includes 1 issued share of Destination BC Corp., value \$1, which is held by the Province of British Columbia.

The purposes of the Corporation are to:

- a) market British Columbia domestically, nationally and internationally as a tourist destination;
- b) promote the development and growth of the tourism industry in British Columbia to increase revenue and employment in, and the economic benefits generated by, the industry;
- c) provide advice and recommendations to the minister on tourism-related matters; and
- d) enhance public awareness of tourism and its economic value to British Columbia.

The Corporation commenced operations on April 1, 2013.

The Corporation is exempt from federal and provincial income taxes but is subject to the federal goods and services tax and provincial sales tax.

2. Summary of Significant Accounting Policies

a. Basis of accounting

These Destination BC Corp. financial statements are prepared by management in accordance with Section 23.1 of the *Budget Transparency and Accountability Act (BTAA)* of the Province of British Columbia which requires that financial statements be prepared in accordance with Canadian public sector accounting standards.

b. Tangible capital assets

Tangible capital assets are recorded at cost, which includes amounts that are directly related to the acquisition, design, construction, development, improvement or betterment of the assets.

The cost, less residual value, of the tangible capital assets, excluding land, is amortized on a straight-line basis over their estimated useful lives as follows:

Furniture and equipment	5 years
Websites, hardware and software	5 years

Assets under development are not amortized until the asset is available for productive use.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

2. Summary of Significant Accounting Policies (continued)

Tangible capital assets are written down when conditions indicate that they no longer contribute to Destination BC Corp.'s ability to provide goods and services, or when the value of future economic benefits associated with the tangible capital assets are less than their net book value. The net write-downs are accounted for as expenses in the Destination BC Corp. statement of operations.

Intangible assets, such as copyrights, trademarks, etc. are not recognized in these financial statements.

c. Employee future benefits

- i. The employees of Destination BC Corp. belong to the Public Service Pension Plan, which is a multi-employer joint trustee plan. This plan is a defined benefit plan, providing a pension on retirement based on the member's age at retirement, length of service and highest earnings averaged over five years. Inflation adjustments are contingent upon available funding.

The joint trustee board of the plan determines the required plan contributions annually.

Destination BC Corp.'s contribution to the plan is recorded as an expense for the year.

- ii. The costs of insured benefits reflected in these financial statements are the employer's portion of the insurance premiums owed for coverage of employees during the period.
- iii. The cost of non-vesting sick leave benefits are determined using management's best estimate of salary escalation, accumulated sick days at retirement, long-term inflation rates and discount rates.

d. Prepaid expenses

Prepaid expenses include items which are charged to expenses over the periods expected to benefit from them.

e. Revenue recognition

Revenues are recognized in the period in which the transactions or events occurred that gave rise to the revenues. All revenues are recorded on an accrual basis, except when the accruals cannot be determined with a reasonable degree of certainty or when their estimation is impracticable.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

2. Summary of Significant Accounting Policies (continued)

Government transfers are recognized as revenues when the transfer is authorized and any eligibility criteria are met, except to the extent that transfer stipulations give rise to an obligation that meets the definition of a liability, including capital contributions which are recognized as revenue to match the amortization expense in accordance with Section 23.1 of the BTAA. Transfers are recognized as deferred revenue when transfer stipulations give rise to a liability. Transfer revenue is recognized in the statement of operations as the stipulation liabilities are settled.

Revenue related to fees or services received in advance of the fee being earned or the service is performed is deferred and recognized when the fee is earned or service performed.

f. Expenses

Expenses are reported on an accrual basis. The cost of all goods consumed and services received during the year is expensed.

Transfers include entitlements, grants and transfers under shared cost agreements. Grants and transfers are recorded as expenses when the transfer is authorized and eligibility criteria have been met by the recipient.

g. Foreign currency translation

Foreign currency transactions are translated at the exchange rate prevailing at the date of the transactions.

Monetary assets and liabilities included in the fair value measurement category denominated in foreign currencies are translated into Canadian dollars at the exchange rate prevailing at the financial statement date. Unrealized foreign exchange gains and losses are recognized in the statement of remeasurement gains and losses. In the period of settlement, realized foreign exchange gains and losses are recognized in the statement of operations, and the cumulative amount of remeasurement gains and losses is reversed in the statement of remeasurement gains and losses.

h. Cash and cash equivalents

Cash and cash equivalents are entirely funds in bank accounts and therefore subject to an insignificant risk of change in value, other than potential exchange gains or losses on the USD bank accounts as described in Note 10.

i. Financial instruments

Financial assets and financial liabilities are measured at cost or amortized cost.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

2. Summary of Significant Accounting Policies (continued)

j. Measurement uncertainty

The preparation of Destination BC Corp. financial statements 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 date of the Destination BC Corp. financial statements and the reported amounts of the revenues and expenses during the period. Items requiring the use of significant estimates include the useful life of capital assets, rates for amortization, provision for doubtful accounts.

Estimates are based on the best information available at the time of preparation of the Destination BC Corp. financial statements and are reviewed annually to reflect new information as it becomes available. Measurement uncertainty exists in these Destination BC Corp. financial statements. Actual results could differ from these estimates.

3. Cash and Cash Equivalents

Destination BC Corp. had unrestricted cash consisting of the following:

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Royal Bank of Canada - CAD	9,314	7,217
Royal Bank of Canada - USD	71	71
Total	9,385	7,288

4. Accounts Receivable

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Accounts receivable	488	269
Less provision for doubtful accounts	(5)	(0)
Net Accounts Receivable	483	269

5. Accounts Payable and Accrued Liabilities

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Accounts payables and accrued liabilities	7,358	4,683
Accrued vacation pay	501	438
Total	7,859	5,121

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

6. Employee Future Benefits

Destination BC Corp. and its employees are subject to the *Public Service Act* and benefits are managed through the Public Service Agency. Destination BC makes contributions to the PSA who administers payment of benefits to employees to whom the act applies.

Other employee benefits available to employees of Destination BC Corp. are:

a. Retirement benefits

The employees of Destination BC Corp. belong to the Public Service Pension Plan (the "Plan"), which is a multi-employer joint trustee plan. The Public Service Pension Board of Trustees, representing Plan members and employers, is responsible for overseeing the management of the Plan, including investment of the assets and administration of benefits. Basic pension benefits are based on a formula. The Plan has about 59,470 active plan members, 46,282 retired plan members and 16,868 inactive members.

The latest actuarial valuation as at March 31, 2017, indicated a funding surplus of \$1,896 million for basic pension benefits. Employers participating in the Plan record their pension expense as the amount of employer contributions made during the fiscal year (defined contribution pension plan accounting). This is because the Plan records accrued liabilities and accrued assets for the Plan in aggregate with the result that there is no consistent and reliable basis for allocating the obligation, assets and cost to individual employers participating in the Plan.

No pension liability is included in the Destination BC Corp. financial statements.

Destination BC Corp.'s contribution of \$680 thousand (2016/17 - \$684 thousand) to the Plan was expensed during the year.

b. Other employee future benefits

Workplace safety and insurance board obligations

Destination BC Corp. is an employer under the Workers Compensation Act part 3 ("Act") and, as such, assumes responsibility for the payment of all claims to its injured workers under the Act. Destination BC Corp. does not fund these obligations in advance of disbursement.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

7. Deferred Capital Contribution

The deferred contribution consists of a capital contribution from the Province of British Columbia for the purpose of acquiring capital assets. The amount recorded as revenue matches the amortization expense for the year.

8. Tangible Capital Assets

(in \$ thousands)

	Furniture and equipment	Websites, hardware and software	2018 Total
Opening Balance	69	2,826	2,895
Additions	0	789	789
Disposals	0	0	0
Closing balance	69	3,615	3,684
Opening balance	20	2,023	2,043
Amortization	14	552	566
Disposals	0	0	0
Closing balance	34	2,575	2,609
Net book value	35	1,040	1,075

(in \$ thousands)

	Furniture and equipment	Websites, hardware and software	2017 Total
Opening Balance	69	2,826	2,895
Additions	0	0	0
Disposals	0	0	0
Closing balance	69	2,826	2,895
Opening balance	6	1,458	1,464
Amortization	14	565	579
Disposals	0	0	0
Closing balance	20	2,023	2,043
Net book value	49	803	852

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

9. Contractual Obligations

Destination BC Corp. has entered into a number of contractual arrangements for the delivery of services in the future, the development of assets, and property leases. These contractual obligations will become liabilities in the future when the terms of the contracts are met. Disclosure relates to the unperformed portion of the contracts.

	(in \$ thousands)					
	2019	2020	2021	2022	2023	Thereafter
Property leases	1,180	0	0	0	0	0
Other contractual arrangements	11,299	4,453	190	50	0	0
Total contractual obligations	12,479	4,453	190	50	0	0

10. Risk Management

Destination BC Corp. is exposed to certain risks from the entity's financial instruments. Qualitative and quantitative analysis of the significant risks from Destination BC's financial instruments is provided below by type of risk.

i) Foreign exchange risk

The carrying amount of Destination BC Corp.'s foreign currency denominated financial assets at March 31, 2018 is \$71 thousand (2016/17 - \$71 thousand).

The sensitivity of Destination BC Corp.'s operating surplus (deficit) and remeasurement gains (losses) due to change in foreign exchange rate between the Canadian dollar and US dollar can be summarized as follows:

A 5% change in USD exchange rate will have an impact on the remeasurement gains or losses of CDN\$3,500.

ii) Interest rate risk

The sensitivity of Destination BC Corp.'s operating surplus (deficit) and accumulated remeasurement gains (losses) due to changes in the interest rate is minimal as it carries no debt.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

11. Government Transfers

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Revenue:		
Province of British Columbia	53,250	51,838
Expenses:		
Shared cost agreements	16,801	17,111
Tourism Events Program	2,334	1,415
	19,135	18,526

Revenue includes \$2.334M (2016/17 \$1.415M) received for the Tourism Events Program (TEP) which was implemented through Destination & Industry Development. The TEP agreement between the Ministry of Tourism, Arts and Culture and Destination BC delegates the administration of program funding to Destination BC for events approved through an application process administered by the Ministry. Ministry funding is released to Destination BC as projects are approved. Destination BC ensures financial accountability through Shared Cost Agreements with event proponents.

In 2016/17, funding also included \$100,000 for ExploreBC marketing campaign.

Shared cost agreements include transfers to Municipalities, local governments and Service providers.

12. Program Revenue

Destination BC Corp. earned the following program revenues during the year:

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Merchandise sales, royalties and other	238	382
Remarkable Experiences Program	123	39
WorldHost	0	153
Reservations, commission and listings	0	4
Total program revenue	361	578

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

13. Expenses

The following is a summary of expenses by category:

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Government transfers - note 11	19,135	18,526
Advertising	9,399	8,370
Professional services	7,656	7,501
Salaries and wages	7,346	7,335
Information systems	2,721	3,401
Office and business	2,582	2,528
Rental expenditures	1,990	1,775
Employee benefits	1,751	1,769
Travel	628	579
Amortization	566	579
Materials and supplies	224	140
Other	114	127
Board expenses	61	71
Support services	39	273
Total expenses	54,212	52,974

As of March 31, 2018, Destination BC Corp.'s actual expenses did not exceed its legislated expenses limit.

Destination BC Corp.
Notes to the Financial Statements
for the year ended March 31, 2018

14. Related Party Transactions

Destination BC Corp. is related through common ownership to all Province of British Columbia ministries, agencies and Crown corporations. Transactions with these entities considered to be in the normal course of operations, are recorded at the exchange amounts, predominantly under prevailing trade terms.

Destination BC Corp. had the following transactions with the government and other government controlled organizations:

	(in \$ thousands)	
	March 31, 2018	March 31, 2017
Grants from the Province	53,250	51,838
Amounts paid or due to the Ministry of Finance:		
Payroll	9,034	9,099
Building Occupancy Costs	1,909	1,726
Information Technology Services	767	645
Visitor Experience Support	97	104
Postage, supplies, printing	49	72
Legal Services	37	198
Audit Fees	35	35
BC Stats	27	28
Insurance Premiums	21	22
Corporate Communications	12	12
World Host Online Workshop	3	26
International Travel Trade	0	10
Other (including bank charges)	4	5

Grants from the Province include \$2.334M (2016/17 \$1.415M) distribution to successful applicants in Government's Tourism Events Program. The distribution of the Tourism Events Program funds is included as expenses under Destination and Industry Development in the Statement of Operations. In 2016/17, Grants also included \$100,000 for ExploreBC marketing campaign.

15. Budgeted Figures

Budgeted figures from the 17/18 Service Plan have been provided for comparison purposes.

16. Comparative Figures

Certain comparative figures, have been restated to conform to current year's presentation.

**Destination BC Corp.
Financial Information Act Reporting
Fiscal Year Ended March 31, 2018**

Statement of Indemnifications

Name of Person / Company Indemnified	Risk Management Branch Issuance Number	Issue Date
Hootsuite Media Inc.	20187414	June 29, 2017
River Rock Casino Resort	20187628	August 10, 2017
Greater Victoria Harbour Authority	20187917	October 3, 2017
City of Victoria	20187921	October 4, 2017
Capital Regional District	20187922	October 4, 2017
The Great Canadian Gambling Association and Great Canadian Casinos Inc.	20188444	February 09, 2018

Destination BC Corp. Financial Information Act Reporting Fiscal Year Ended March 31, 2018

Schedule of Remuneration

1. Elected Officials, Employees appointed by Cabinet and Members of the Board of Directors

Name	Position	Remuneration \$	Expenses \$
Doi, Susan	Member, Board of Directors	6,100	1,087
Louie, Chief Clarence	Member, Board of Directors	3,150	790
Miller, Laird	Vice Chair, Board of Directors	-	1,038
Mosteller, Matt	Member, Board of Directors	3,750	2,023
Phinney, Loring	Member, Board of Directors	4,350	1,046
Pratt, Robert	Member, Board of Directors	4,900	610
Raine, Alan	Member, Board of Directors	5,400	3,990
Shaw, Andrea	Chair, Board of Directors	9,150	2,287
Tyabji, Josephine	Member, Board of Directors	5,850	3,048
Wilson, Penny	Member, Board of Directors	1,200	-
		(A) \$43,850	\$15,919

2. Employees earning > \$75,000

Name	Position	Remuneration \$	Expenses \$
Boyd, Heather	Manager, Industry Programs	88,509	8,111
Chong, Christopher	Manager, IT Operations	84,279	-
Christian, Lesley	Controller	104,328	832
Endrizzi, Nicole	Executive Secretary	85,037	5,027
Fielden, Stephanie	Manager, Market Dev. Europe, N America, Mexico	84,628	13,736
Fitzpatrick, Kate	Manager, People & Development	86,636	-
Greene, Maria	Director, Global Marketing Partnerships	111,074	26,425
Greenwood-Fraser, Janice	Managing Editor	84,512	2,784
Harrison, Peter J	Director, Industry Partnerships & Visitor Services	125,808	44,611
Harvey, Kathleen	Manager, Visitor Services	97,815	15,285
Hood, Kimberley	Manager, Co-op Marketing Program	88,509	15,860
Lange, Maya	Vice President, Global Marketing	156,329	20,870
Leeck, Monica	Manager, Market Development Asia Pacific	90,827	23,457

MacIntyre, Jennifer	Manager, Industry Development	87,040	5,098
Mackay, Grant L	Vice President, Destination Management	189,479	19,175
Mason, Clare	Manager, Corporate Communications	88,666	11,586
McKay, Alison	Director, Destination & Industry Development	93,143	8,329
Miller, Kyle C	Manager, Online Programs	86,081	-
Parkinson, Shawn	Studio Lead	76,835	44
Penner, Kailee	Senior Researcher	76,502	8,435
Porges, Richard	Vice President, Corporate Development	155,639	34,624
Poulton, Leah	Director, Global Content	104,928	4,504
Reid, Alexandra	Manager, Market Dev. – North America & Mexico	83,661	13,347
Robson, Sabrina	Media Relations Specialist	78,518	23,631
Ryan, Mika	Manager, Travel Media & Partnerships	93,407	30,803
Simpson, Jacqueline	Director, Global Marketing Channels	113,451	5,799
Skerbinek, Angela	Director, Research & Analytics	95,212	3,057
Skinner, Dean	Chief Financial Officer	123,108	31,870
Vallance, Ruth	Manager, Digital and IT Projects	89,728	215
Vasquez, Daniel	Director, Digital Strategy & IT	108,875	-
Walden, Marsha	Chief Executive Officer	238,525	20,340

Total employees with remuneration of > \$75,000		\$3,271,090	\$397,854
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Total employees with remuneration of \$75,000 or less		\$3,964,966	156,631
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Total Employees	(B)	\$7,236,056	554,485
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3. Reconciliation

Elected Officials, Employees appointed by Cabinet and Members of the Board of Directors		(A)	\$43,850
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Employees total remuneration		(B)	\$7,236,056
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Sub-total			\$7,279,906
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Reconciling items include year-end salary accrual and leave liability adjustment			<u>109,950</u>
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Total per Financial Statements			<u>\$7,389,856</u>
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**Destination BC Corp.
Financial Information Act Reporting
Fiscal Year Ended March 31, 2018**

Statement of Severance Agreements

There was one severance agreement under which payment commenced between Destination BC Corp. and its non-unionized employees during the fiscal year ended March 31, 2018. The agreement represented eight months of compensation.

Prepared under the Financial Information Regulation, Schedule 1, subsection 6(7)

Destination BC Corp. Financial Information Act Reporting Fiscal Year Ended March 31, 2018

Schedule of Transfer Payments

1. Alphabetical list of recipients who were paid aggregate amounts exceeding \$25,000

Name	Amount \$
ADVENTURE MANAGEMENT LTD.	338,900
ADVENTURE WORLD	29,249
AIR CANADA	86,876
ALBERNI VALLEY CHAMBER OF COMMERCE	29,522
ALLIED GOLF ASSOCIATION - BC	212,500
AUSTRALIAN PACIFIC TOURING P/L	38,091
B.C. FISHING RESORTS AND OUTFITTERS ASSOCIATION	315,825
BACKCOUNTRY LODGES OF BC ASSOCIATION	27,000
BC OCEAN BOATING TOURISM ASSOCIATION	34,952
BEIJING LOGA TECHNOLOGY CO LTD	49,297
BRITISH COLUMBIA LODGING AND CAMPGROUNDS ASSOCIATION	46,647
BRITISH COLUMBIA WINE INSTITUTE SOCIETY	250,000
CANADA WEST SKI AREAS ASSOCIATION	570,000
CANADIAN VOLLEYBALL ASSOCIATION	50,000
CARIBOO-CHILCOTIN-COAST TOURISM ASSOCIATION	918,480
CHEMAINUS & DISTRICT CHAMBER OF COMMERCE	27,188
CHRISTINA LAKE TOURISM SOCIETY	30,031
COLUMBIA SHUSWAP REGIONAL DISTRICT	55,080
COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY	261,176
DER TOURISTIK DEUTSCHLAND GMBH & Co. KG	55,000
DESTINATION CANADA	895,546
DESTINATION OSOYOOS DEVELOPMENT SOCIETY	50,000
DESTINATION THINK! PROFESSIONAL SERVICES INC.	30,000
DISTRICT OF HOPE	31,500
ECOASIS RESORT AND GOLF LLP	45,000
EXPEDIA TRAVEL	421,006
FLIGHT CENTRE TRAVEL GROUP LTD	65,156

FREERIDE WORLD TOUR (FWT) MANAGEMENT SA	90,000
GREATER VICTORIA VISITORS & CONVENTION BUREAU	160,000
GUIDE-OUTFITTERS ASSOCIATION OF BRITISH COLUMBIA	50,000
HOPE BUSINESS AND DEVELOPMENT SOCIETY	80,000
INDIGENOUS TOURISM ASSOCIATION OF BRITISH COLUMBIA	813,000
INVERMERE PANORAMA DMO	72,250
IO CONGRESS 2018 ORGANIZING SOCIETY	36,000
JFLNW COMEDY LTD.	67,500
KAMLOOPS TOURISM MARKETING SOCIETY	27,423
KICKING HORSE MOUNTAIN RESORT	44,610
KOOTENAY ROCKIES TOURISM ASSOCIATION	1,178,000
LUMBY & DISTRICT CHAMBER OF COMMERCE	25,500
MINISTER OF FINANCE OF BC	96,780
MISTY ISLES ECONOMIC DEVELOPMENT SOCIETY	44,924
MTCH AG	28,000
NELSON & DISTRICT CHAMBER OF COMMERCE	25,250
NELSON KOOTENAY LAKE TOURISM SOCIETY	56,000
NORTHERN BRITISH COLUMBIA TOURISM ASSOCIATION	1,065,577
OSOYOOS INDIAN BAND DEVELOPMENT LLP	46,750
PARKSVILLE QUALICUM BEACH TOURISM ASSOCIATION	173,500
PORT HARDY CHAMBER OF COMMERCE	28,882
QUALICUM BEACH CHAMBER OF COMMERCE	28,595
REVELSTOKE CHAMBER OF COMMERCE	33,384
SALMON ARM FOLK MUSIC SOCIETY	54,810
SALT SPRING ISLAND CHAMBER OF COMMERCE	132,019
SCENIC TOURS PTY LTD	30,072
SHANGHAI CTRIP COMMERCE CO., LIMITED.	200,000
SIDNEY BUSINESS IMPROVEMENT AREA SOCIETY	31,500
SPARWOOD & DISTRICT CHAMBER OF COMMERCE	29,697
SPORTSCHECK GMBH	154,799
SUNSHINE COAST TOURISM	468,082
SURREY TOURISM & CONVENTION ASSOCIATION	234,447
SYMPHONY TOURISM SERVICES LTD.	129,780
THE CANADIAN ACADEMY OF RECORDING ARTS AND SCIENCES	63,000
THE CORPORATION OF CITY OF DAWSON CREEK	57,600
THOMPSON OKANAGAN TOURISM ASSOCIATION	1,406,750
TOFINO DESTINATION MANAGEMENT ASSOCIATION	116,200
TOUGH MUDDER EVENTS LTD	36,000
TOURISM ABBOTSFORD SOCIETY	37,467
TOURISM ASSOCIATION OF VANCOUVER ISLAND	1,322,776

TOURISM CHILLIWACK INC.	59,171
TOURISM COWICHAN SOCIETY	250,000
TOURISM GOLDEN ASSOCIATION	170,000
TOURISM KELOWNA SOCIETY	30,984
TOURISM PRINCE GEORGE SOCIETY	89,201
TOURISM ROSSLAND	40,020
TOURISM VANCOUVER	193,500
TOURISM WHISTLER	73,000
TOURISM WHITE ROCK	31,250
TRAVEL PENTICTON SOCIETY	69,229
TRIPADVISOR LLC	62,000
TRUE ROMANCE BRANDMANAGEMENT GMBH	232,038
UCLUELET TOURISM ASSOCIATION	37,500
VANPASS	183,663
VIAJES BEDA S.A. DE C.V.	40,000
VICTORIA MARATHON SOCIETY	27,000
WESTERN CANADA MOUNTAIN BIKE TOURISM ASSOCIATION	103,450
WHISTLER RESORT ASSOCIATION	96,026
	<u>(A) \$15,528,978</u>

2. Consolidated payments to recipients for transfers of \$25,000 or less

(B) \$2,173,592

3. Reconciliation

Total transfer payments exceeding \$25,000 paid to recipients **(A) \$15,528,978**

Consolidated total transfer payments of \$25,000 or less paid to recipients **(B) \$2,173,592**

Sub-total **\$17,702,570**

Reconciling items including year-end accruals 1,432,490

Total per Financial Statements \$19,135,060

**Destination BC Corp.
Financial Information Act Reporting
Fiscal Year Ended March 31, 2018**

**Schedule of Payments for Goods or Services
(Other than Transfer Payments)**

1. Alphabetical list of recipients who were paid aggregate amounts exceeding \$25,000

Name	Amount
	\$
ADURA STRATEGY INCORPORATED	31,895
AIR CANADA	154,600
APRIMO US LLC	83,247
ARCTERYX EQUIPMENT	91,935
AVISCAR INC.	28,150
BEATTIE TARTAN COMMUNICATIONS LIMITED	25,865
BEIJING LOGA TECHNOLOGY CO LTD	412,380
BEIJING NATURE POWER TECH CO., LTD	37,826
BOILEAU, DANIELLE LEAH	55,470
BOUCHER, JACKIE	37,967
BRAINSTATION	45,900
CAMP PACIFIC, L.P.	61,341
CANADA TOURISM PLANNING GROUP INC.	84,689
CANADA WEST SKI AREAS ASSOCIATION	69,875
CENSHARE US INC.	82,165
CHASE ENTERTAINMENT 6 INC.	50,000
CHIANG, JON	31,812
CRESTMONT DIGITAL INC.	88,057
CROWDRIFF INC.	85,360
DAWLEY AND ASSOCIATES INC	98,335
DELL CANADA INC	52,189
DELOITTE INC.	99,531
DELTA VICTORIA-OCEAN POINTE RESORT	40,686
DEMPSEY, HILARY ANN CARDER	98,770
DENBAK, SUZANNE	88,581
DESTINATION CANADA	1,231,250
DESTINATION THINK! PROFESSIONAL SERVICES INC.	174,409

ENVIRONICS ANALYTICS GROUP LTD.	137,508
FCV TECHNOLOGIES LTD.	375,994
FORWARD DATA S L	48,085
GLOBAL TOURISM SOLUTIONS	333,499
GO2 TOURISM HR SOCIETY	54,113
GOEHRING	26,044
GORKANA GROUP	32,335
GRAHAM, RICHARD JOHN	159,334
GRANT THORNTON LLP	36,844
HARBOUR AIR LTD.	57,138
HELIJET INTERNATIONAL INC.	39,147
HOOTSUITE INC.	155,083
JUNGLE MEDIA INC.	1,120,350
JUNIPER DIGITAL	27,469
JW SOFTWARE CONSULTING INC.	48,240
KBC PR AND MARKETING	342,681
KEMP, MEREDITH LOUISE	66,752
KINETIX MEDIA COMMUNICATIONS LTD.	35,009
KO, KALUM JEFFERY GIBSON	30,555
KOOTENAY ROCKIES TOURISM ASSOCIATION	64,031
LEUNG, SHAWNA	73,101
LOUNGEWORKS INC	56,151
MANNINGS, JASON	84,896
MARKETING SERVICES INTERNATIONAL GMBH	268,628
MCANERIN INTERNATIONAL INC.	205,364
MCGILLIVRAY, HEATHER	81,886
MEDIATIVE	1,100,209
MH EVENT DESIGNER SC	41,077
MINISTER OF FINANCE	4,561,749
MOXLEY, ZACHARY	50,110
NOISE DIGITAL INC	5,739,345
NORAVERA VISUALS LTD.	28,650
NORMA ALICIA IBARRA FIMBRES	26,346
NORTHERN BRITISH COLUMBIA TOURISM ASSOCIATION	52,242
NRG RESEARCH GROUP INC.	38,710
OMNICOM CANADA CORP.	417,195
OPEN TEXT INC	93,060
OPTIMUM TALENT INC.	59,100
OYSTER PROMO INC	33,355
POKOJOY, BRIAN	59,945

PROJEXIA INC.	123,494
REGIONAL DISTRICT OF BULKLEY-NECHAKO	27,299
RENDEZ-VOUS CANADA	43,705
RICOH CANADA INC.	37,771
RIVER ROCK CASINO RESORT GREAT CANADIAN CASIONS INC.	94,475
ROCKY MOUNTAIN SHERPAS INC.	27,112
ROGERS WIRELESS INC. ROGERS SANS-FIL INC.	86,464
ROVE MARKETING INC.	30,000
RUDER FINN PUBLIC RELATIONS CONSULTING (BEIJING) CO LTD	173,282
RYAN, THOMAS JOSEPH	108,145
S.I. SYSTEMS PARTNERSHIP	39,768
SADA SYSTEMS INC	78,668
SALESFORCE.COM CANADA CORP	206,569
SAM KOLDER CREATIVE	27,000
SAMANTHA BROWN MEDIA INC.	42,368
SEA TO SKY MEETING MANAGEMENT INC	94,148
SENTIS MARKET RESEARCH INC	138,730
SEVEN NETWORK (OPERATIONS) LIMITED	65,843
SHANGHAI TAIYANG ADVERTISEMENT CO., LTD.	89,346
SIMON FRASER UNIVERSITY	52,890
SIMPLY MEASURED INC.	25,161
STATISTICS CANADA	140,392
STEARNS, KATHALENE	34,132
T4G LIMITED	789,161
TELEGRAPH MEDIA GROUP LIMITED	35,461
THOMPSON OKANAGAN TOURISM ASSOCIATION	60,356
TOPO FILMS INC.	34,431
TOURISM ASSOCIATION OF VANCOUVER ISLAND	96,033
TOURISM CAFE CANADA LTD.	177,618
TOURISM INDUSTRY ASSOCIATION OF BRITISH COLUMBIA	72,350
TOURISM VANCOUVER	27,936
TOURISM VICTORIA	27,587
UNIGLOBE SPECIALTY TRAVEL LTD.	197,226
UNIVERSAL COACH LINE LTD.	26,902
UPWORDS MARKETING SOLUTIONS	52,299
VANCOUVER FIREWORKS FESTIVAL SOCIETY	90,000
VARDO CREATIVE INC.	239,119
VERB INTERACTIVE INCORPORATED	230,951
WATSON ADVISORS INC.	29,593
WORLD COMMUNICATION SYSTEM CO LTD	185,421

WPIC MARKETING INC.		249,837
XIBITA		30,804
	(A)	<u>\$24,143,462</u>
2. Consolidated payments to recipients of \$25,000 or less	(B)	<u>\$2,916,467</u>
3. Reconciliation		
Total payments exceeding \$25,000 paid to recipients	(A)	24,143,462
Consolidated total payments of \$25,000 or less paid to recipients	(B)	<u>2,916,467</u>
		27,059,929
Reconciling items including year-end accruals		<u>867,159</u>
Total per Financial Statements		<u><u>\$27,927,088</u></u>

Destination BC Corp.
Statement of Financial Information
Fiscal Year Ended March 31, 2018

The undersigned represents the Board of Destination BC Corp. and approves all the statements and schedules included in this Statement of Financial Information, produced under the Financial Information Act.



Signature

Name: ANDREA STAW

Title: BOARD CHAIR

Date: 25 SEPT 2018