



Staff Report

Finance and IT Services

Report To: Committee of the Whole
Meeting Date: June 26, 2017
Report Number: FAF.17.80
Subject: Ontario Small Urban Municipalities (OSUM) Conference
Prepared by: Ruth Prince, Director of Finance and IT Services

A. Recommendations

THAT Council receive staff report FAF.17.80, entitled "OSUM Conference";
 AND THAT Council provide direction on the disbursement of the balance of the 2017 OSUM Funds.

B. Overview

This report provides Council with the financial results of hosting the 2017 OSUM Conference in The Blue Mountains.

C. Background

The Blue Mountains hosted the 2017 OSUM conference from May 3 to 5 at the Blue Mountain Resorts Conference Centre.

As the host municipality, the Town was responsible to collect the registration fees, sponsorships and trade booth rentals. The Town was also responsible to pay Blue Mountain Resorts, staff costs and other miscellaneous expenses. Any remaining revenue after all expenses are paid belongs to the Town.

D. Analysis

With the conference now over, The Blue Mountains has a favourable variance in the amount of \$60,210. The chart below provides detail of the conference:

Revenue		
Sponsorship	\$	18,250
Tradeshaw Booths	\$	33,522
Delegates/Golfers	\$	95,152
Total Revenue	\$	146,924
Expense		
Salaries & Benefits	\$	13,653
Conference Expenses	\$	73,061
Total Expenses	\$	86,714
Net Profit	\$	60,210

Council has options on the favourable variance from the OSUM Conference. These options include taking the money into general revenues, carrying the money into 2018 for a specific purpose or using the money for one time only donations.

E. The Blue Mountains Strategic Plan

Goal #4: Promote a Culture of Organizational and Operational Excellence
Objective #4: To Be a Financially Responsible Organization

F. Environmental Impacts

None.

G. Financial Impact

The 2017 Budget does not include any money received or expensed for the OSUM conference.

H. In consultation with

Wanda Robertson, Accounting Analyst

I. Attached

None.

Respectfully Submitted,

Ruth Prince
Director of Finance and IT Services

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