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Message from the Chair



My year as Board Chair was busy. Like all Board members, this is a volunteer position. Thanks to technology I was able to stay connected even during far flung journeys.

Tunngasaiji's implementation has to be a priority. Nunavut Tourism keeps it in mind with everything that is done.

Training and product development are priorities to build a strong industry. These have been neglected for a period but I am happy to report that we have worked hard to find ways to deliver new opportunities. This fits nicely with the new government's SIVUMUT ABLUQTA plan. Watch for these new programs in 2015-16 and take advantage of what is offered.

The organization continues to respond to changes and the needs of the industry. We visited eleven communities, some more than once, to hear first-hand what the industry has to say. Bringing the industry together for the second Tourism in Nunavut Conference also provided us an opportunity to hear from the industry. I had a great time facilitating this event and learned a lot about what the challenges facing tourism in Nunavut.

The Board and staff collaborate to grow tourism in Nunavut. Their dedication and knowledge are helping businesses gain successes and attracting new businesses to the sector.

Nunavut Tourism continues to work for our members and has some great new opportunities planned for the next year. I encourage you to watch for these and make sure you utilize them.

Tax.

Message from the CEO



The last year has been busy. The priority for Nunavut Tourism remains working with our members to grow a strong, sustainable Nunavut-based tourism industry. In the last year we have started major step towards helping the industry do that.

In the last year there have been challenges but I am happy to say that the industry and Nunavut Tourism rose to meet them. Ice in the summer of 2014 forced several cruise companies to significantly change their itineraries. This happened in a way that the passengers had amazing experiences and will rave about their trips. Changes in hunting tag allocations have meant that some operators who have focussed primarily on hunting in the past are now offering outdoor adventure and wildlife viewing products.

One of our key focuses remains Tunngasaiji. Nunavut Tourism continues to work with the Government of Nunavut and other stakeholders to ensure this strategy is implemented.

The second Tourism in Nunavut Conference was held in March. This event provides information exchange and learning opportunities on a wide range of topics affecting the industry. It provides valuable networking opportunities and a chance for the industry to let their concerns be heard.

Nunavut tourism continues to chair the Pan Territorial Marketing Consortium, made up of the three Northern territories. This group won the prestigious Marketing Campaign of the Year award from the Tourism Industry Association of Canada this year for a campaign that aired on television during season one of the Amazing Race Canada. This is a major recognition highlighted the efforts of this group over the last few years.

The need for training and product development have been identified as challenges to the industry, Nunavut Tourism worked with our funding partners this year to ensure that these priorities will be addressed. New initiatives for both training and product development will be started in the 15/16 year because of work done this year.

Strong, collaborative relationships with our funding partners continue to move the organization forward. Support from our partners – The Government of Nunavut Departments of Economic Development and Transportation and Culture and Heritage, and the Canadian Northern Economic Development Agency – makes the work of Nunavut Tourism possible. They are committed to growing the industry.

The dedication and hard work of the Nunavut Tourism Board and staff are an integral part of the organization's success.

The Nunavut Tourism Board of Directors is a dedicated group that guides the organization. They are a completely voluntary board that meets regularly and looks at the bigger picture of where the industry is and should be going.

The staff at Nunavut Tourism is a small very dynamic team. They work well together and are dedicated to serving our members and growing the industry. It is through their hard work that this organization has been able to accomplish what it has.

On a personal note this year also saw some significant changes. This winter I decided I would be retiring and leaving Nunavut Tourism in the summer of 2015. This was not an easy decision. Leading this organization and helping the industry grow has not really seemed like work. Having the opportunity to work with you, the operators, our funding partners and especially the Board and amazing staff has been a great pleasure. I know that while I won't be in Nunavut, a big part of me always will be. I first came to Nunavut n 1993 which seems like a blink of an eye ago.

Over the years I have made some great friends in this industry. I will miss you all.

I wish you all the greatest success. The potential of the tourism industry is one of the Territory's greatest resources. It encompasses the art, food, culture and beauty that is Nunavut. I encourage you all to use the resources and knowledge at Nunavut Tourism to reach that potential.

C. Dupuis

Vision

An environmentally responsible and economically viable tourism industry, characterized by professional delivery, and operating in harmony with Nunavut culture and tradition.

Mission

Nunavut Tourism is a not-for-profit membership association which encourages tourism development by providing specialized knowledge and expertise in five key areas: marketing, research, industry development, training, and visitor services.

Nunavut Tourism seeks partnerships with governments, Inuit associations, communities, and tourism operators in order to exploit those tourism opportunities which offer a means of sustainable economic growth, cultural preservation, and social benefits for the people of Nunavut.

Background

Nunavut Tourism was established in 1996 as a non-profit association, incorporated under the NWT Society's Act, and began with one seconded government staff person serving as Executive Director.

The organization's headquarters staff now includes a senior management team of CEO, Finance Manager, and Director of Member & Visitor Services. Other full-time staff includes the Marketing Director, Project Officer, Research Coordinator, Executive Assistant, and Administrative Assistant, along with contract employees hired to work on special projects. Nunavut Tourism also manages the three regional visitor centres in Iqaluit, Rankin Inlet, and Cambridge Bay.

Nunavut Tourism receives its core funding from the Department of Economic Development and Transportation, based upon a Contribution Agreement. Other government departments, both territorial and federal, contribute financial support towards a variety of programs and special projects.

Nunavut Tourism is governed by a Board of Directors who provides their time on a voluntary basis.





Introduction

As Destination Marketing Organization for the territory, Nunavut Tourism is responsible for promoting Nunavut as a travel destination, guiding potential travelers to our members' services and encouraging them to visit our communities.

Nunavut Tourism aims to position Nunavut as a one-of-a-kind "bucket list" travel destination to consumers and the travel trade in both domestic and international markets. Our marketing activities include advertising, public and media relations, attendance at media/trade/consumer shows and other industry events, social media, market research and much more.

Through collaboration and partnerships with the private sector, governments and other stakeholders, Nunavut Tourism is also able to participate in bigger projects which further promote Nunavut's wealth of tourism opportunities and encourage tourism as a means of sustainable economic growth, cultural preservation and social benefits for the people of Nunavut.

Fam Trips

Stanley Johnson- Arctic Haven



Stanley Johnson stayed at Arctic Haven to watch the Qamanirjuaq caribou herd migrate north to feed on the tundra and calve. Stanley's article featured in the London Telegraph Travel section in 2014 can be found here: <u>http://www.telegraph.co.uk/travel/destinations/northameric</u> <u>a/canada/11118755/On-the-trail-of-Canadas-caribou.html</u>. The London Telegraph is one of the largest papers distributed in the UK with a daily circulation of 541,036 people, and a

total daily UK reach of 2.3 million readers. Thanks to Nansen Webber, were also able to add amazing photos and video of caribou to the Nunavut Tourism image bank.

Helge Bendl - Blackfeather

Helge, a German writer, travelled to Pond Inlet to capture the breathtaking floe edge. Helge had a publication commitment from Kanada Journal, among other high end newspapers in Germany. Diamir Erlebnisreisen, a German tour operator, launched a separate Canada brochure in October including Nunavut packages and the Blackfeather Floe Edge tour was supported by Helge.

Jim Shockey's Hunting Adventures -Canada North Outfitting

Jim Shockey and his crew were flown up to Cambridge Bay in March for a muskox hunt and to Arctic Bay April for a polar bear hunt. Jim saw 25 polar bears during the ten days and was able to participate in many cultural activities as well, including elders sharing polar bear stories of Inuit legends over oil lamp in an igloo. The footage being filmed is for the TV series UNCHARTED, with a large amount of the episode dedicated to understanding and learning traditional customs and methods. The two, one hour episodes were each aired five times July-September and five times October- December 2014 on Outdoor Channel in United States and WILD TV in Canada

(http://outdoorchannel.com/showepisodes.aspx?show-id=13860).

GoMedia – Great Canadian Travel Company

Every year CTC (Canadian Tourism Commission) holds pre and post media tours for the GoMedia Conference. This conference brings together some of the most well-known tourism writers from around the world. Along with Travel Manitoba and The Great Canadian Travel Company, Nunavut hosted five writers for a GoMedia Pre-trip to Churchill and Repulse Bay. This trip was a success resulting in a new market ready product offered in Repulse Bay from The Great Canadian Travel Company (http://greatcanadiantravel.com/tours/repulse-bay-on-the-arctic-circle/).

Lucas Aykroyd – An adventure travel writer based out of Vancouver, writing for a travel column in the Vancouver Sun among many other newspapers, magazines and websites.

Timothy Johnson – Based out of Toronto, Ontario, Timothy writes fir some of Canada's biggest magazines and newspapers including Globe and Mail, Maclean's, Reader's digest, National Post, and many more.

Ole Helmhausen – As a Montreal based correspondent for German national newspapers, online publications and magazines, Ole has access to a great reach in the German market.

Birgit-Cathrin Duval – Journalist and photographer working in Germany, specializing in outdoor activities for various magazine and newspapers in Germany and Switzerland.

Jörg Michel – Writes for 25 German speaking media in Germany, Austria and Switzerland about travels issues including outdoor activities, aboriginal tourism, culture and history.



Jim Gallagher & Brian Johnson



Avid canoers and writers, Jim and Brian, paddled the Banning and Surrey Rivers on Victoria Island. The two started their trip in Cambridge Bay, attending the Nunavut Day celebrations before heading out on their journey. The trip proved to be quite difficult with some ice issues but with a little help they managed to make the trip back to Cambridge Bay after 215 miles of canoeing. One feature that came from this story can be found online at: http://www.canoeing.com/advanced/feature/victoriaisland.htm

Jim and Brian also participate in presentations where in their lecture they help promote trips to Nunavut. Shows include Canoecopia in Wisconsin, a presentation in March, <u>http://www.canoecopia.com/canoecopia/speakerPrevious.asp?spid=1001795</u>, and the Outdoor Adventure Expo in Minneapolis, a presentation in April, <u>http://www.outdooradventureexpo.com/speakers-programs.php?speaker=jim-gallagher#paddling-rivers-on-victoria-island-nunavut.</u>

Laurence Pivot and Gilles Rappaport

Laurence and Gilles are experienced Arctic travellers. They were travelling on the Coast Guard Icebreaker Amundsen from Kugluktuk to Iqaluit. While on board they were chronicling their adventure for L'Express Magazine in France. During their time in Iqaluit they spent time with Inukpak Outfitting hiking in Sylvia Grinnell Park and heading out on the water for a boat tour with Arctic Kingdom.

<u>Margo Pfeiff- Northwest Passage Cruise</u> – Due to unforeseen circumstances this trip had to be cancelled.

Trade Shows

Regional Tradeshows

Nunavut Tourism again has attended all three Regional Tradeshows; the Nunavut Tradeshow, the Kivalliq Tradeshow, and the Kitikmeot tradeshow. These are great opportunities for Nunavut Tourism to meet with potential and existing members, other stakeholders, and the public. A greater push to inform Nunavummiut of the opportunities in their own backyard is essential to sustainable tourism outside of the peak seasons.



Toronto Outdoor Adventure Show

Nunavut Tourism attended the Toronto Outdoor Adventure Show at the Toronto International Centre. This was the fourth year we have attended in conjunction with Territorial Parks and Parks Canada. This year saw a new, larger booth format and included a Parks Canada employee performing drum dancing and Charly the Char also made an appearance. Both were very well received by the general public. Nunavut Tourism staff spoke with over 1700 show attendees, 200 of which were considered high value leads. Several members also had booths set up at the show and sold packages at the show. This event is the perfect demographic and always elicits a strong interest from attendees.

Advertising and Other Events

Toronto Media Dinner

10:48 PM - 22 Feb 2015 - Details

Every year in conjunction with the Toronto Outdoor Adventure Show,

Nunavut Tourism hosts a media dinner. The media dinner featured an Arctic Char main course and presentation at the Brassaii Restaurant. This year there were many great connections made, resulting in good marketing connections and prospects.

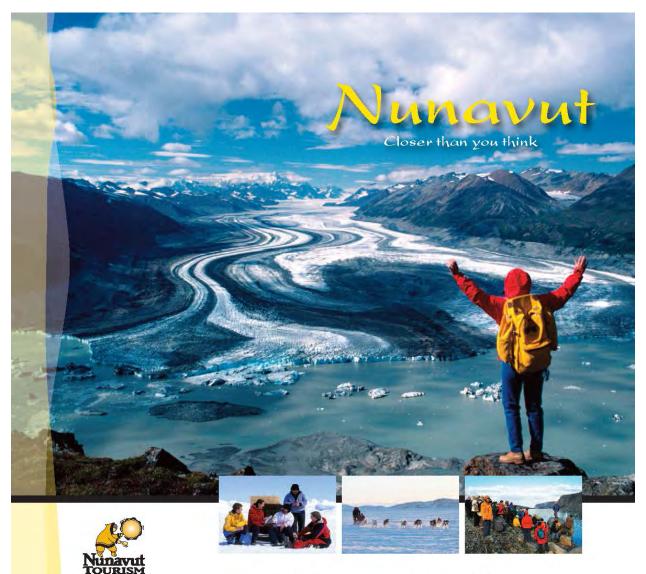
Canadian Museum of Nature - Edible Arctic Festival

- Nunavut Tourism was a Presenting Sponsor in the Edible Arctic Festival, held from Thursday April 3rd to Monday April 7th 2014 at the Canadian Museum of Nature.
- Edible Arctic is the second season of the Museum's Arctic Festival. Over five days, Over 5,500 visitors explored and celebrated Canada's vast, unique and changing Arctic through food, music, story-telling, performing arts and engaging activities.
- Nunavut Tourism's logo was prominently featured widely including, main entrance, elevator, donner recognition, website, microsite, program, Print media, newsletter, radio, social media
- A Nunavut Tourism Kiosk was also located in the Atrium at the Main Entrance
- Nunavut Tourism members participated as featured speakers and with displays
- A full breakdown of the even can be found as an Appendix



Meetings and Conference Brochure

The economic potential of meetings and conferences held in Nunavut has been recognized. A first step to tapping into this largely untapped market was the development of a comprehensive guide for meeting planners. The purpose of the brochure is to entice meeting planners to hold meetings in Nunavut. The reader will find information about Nunavut as well as attractions and accommodations. The brochure was mailed out to 90 different organizations across Canada who have members within Nunavut. It is available in digital and print formats. Nunavut Tourism will have staff dedicated to attracting meetings and conferences in the coming year.



A guide to meetings and conferences in Nunavut



Entdecke Nunavut Kanadas Arktis





NUNAVUT Closer Than You Think...

NUNAVUT

A land of adventure

Leave the beaten path behind and experience a place where two million square kilometres of untouched Arctic wilderness are waiting to be explored with only a 3 hour flight by jet in between.



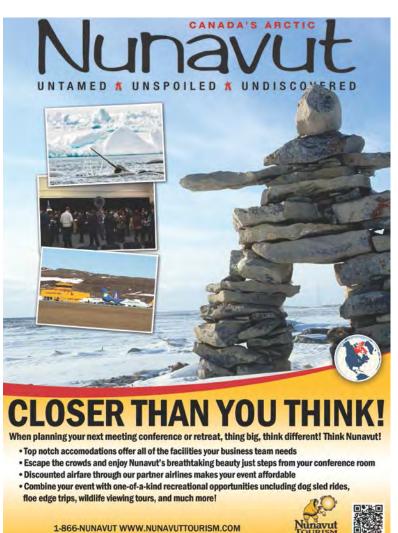
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>こららしてんのらしののとして Nunavunmi Aquiqattangniq Tourism in Nunavut Le Tourisme au Nunavut

The 2015 Tourism in Nunavut Conference (TINC) brought together tourism representatives from the three regions of Nunavut; Kitikmeot, Kivalliq and Qikiqtaaluk (Baffin); Quebec and Ontario. This event created and reinforced tourism related issues and ideas while providing an opportunity for problem solving and networking. The theme of the TINC "Welcoming the Future" was displayed in the diverse programing and the variety of attendees.

The target markets for the Tourism in Nunavut Conference were as follows: Nunavut Tourism members; small local business; private sector investors/operators; senior level decision makers of three levels of government (federal, territorial, and municipal); senior level decision makers for non-governmental organizations; Inuit organizations; National and International destination marketing organizations, circumpolar organizations.

Two venues were used to host the TINC; the primary venue was the Frobisher Inn. The Unikkaarvik Visitor's Centre hosted an Inuit Art Experience with tea and bannock on Friday March 13th. The bannock was catered by the Grind and Brew.

The TINC had 14 scheduled sessions and 22 scheduled speakers in a 3 day program. Board Chair Max Johnson and CEO Colleen Dupuis shared the roll of facilitator for all TINC sessions. Sessions were well attended and speakers were well received.

All presentations were recorded and have been edited to release to our members and conference attendees. If you would like the link for any or all of the presentations please contact Mike Leitch at <u>research@nuanvuttourism.com</u>.



Image of the edited Tourism in Nunavut Conference video

Attendance was consistent throughout all of the sessions, with questions being asked at the end of each one.



The 2015 Tourism in Nunavut Conference would not have been a success without the support of these sponsors:

イタティハテ[®] つ[®]し⁵し⁵ムテ[®] Tungganaktuk Hivunighaktut Welcome the Future En route vers l'avenir

2015 Tourism in Nunavut Conference In Partnership with



Canadian Northern Economic Development Agency Agence canadienne de développement économique du Nord

Thank You to Our Sponsors









CalmAir





In 2014-2015 Nunavut Tourism staff visited eleven communities, some more than once. Our goal is to visit at least 8 communities per year. We attempted to get into Clyde River and also Sanikiluaq again this year but were unsuccessful due to weather and mechanical issues.

Communities Visited this year were:

Cambridge Bay Rankin Inlet Arviat Baker Lake Kimmirut Pond Inlet Grise Fiord Resolute Bay Naujaat Igloolik Hall Beach

When in a community Nunavut Tourism meets with the EDO, the local Nunavut Tourism members, the HTO, and any new possible members. Each visit is advertised so anyone wanting to meet with Nunavut Tourism can schedule an appointment. We are also committed to getting youth involved in tourism and make every attempt to do presentations on tourism as a career at the local high schools.

Nunavut Tourism strives to provide the best support and services to our members. Community visits from staff, involvement with industry regulators about changes to legislation and regulations, and training programs are just a few examples of the benefits of a Nunavut Tourism membership. We are working with partners (both new and old) to provide the best programs, services, and support to help our members grow and reach their potential.

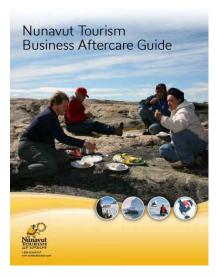
While in Arviat and Baker Lake, Nunavut Tourism staff were present to train visitor centre staff from the respective communities. Cruise Ship consultations were held in Kimmirut with Nunavut Tourism staff on hand. A familiarization trip was being held in Naujaat that a staff member from Nunavut Tourism was present for. Nunavut Tourism was also present at community economic development meetings in Igloolik and Hall Beach.

Member Services

A Fishing Guide Training Video was developed by Nunavut Tourism. It is available through the members section of our website. If you do not have access or if internet capability is a concern please contact Nunavut Tourism for a DVD copy of the video. We would be happy to provide one.



Over the past year members have been receiving a newsletter via e-mail. Newsletters are filled with valuable information. Everything from license deadlines, to upcoming events is covered. The newsletter is for members and as such we strive to provide a quality resource. We always welcome feedback from members on what they would like to see or have included.



Helping businesses succeed and be sustainable was a need identified in Tunngasaiji. The Business Aftercare Booklet has been completed and translated. It is available both in print and digital formats. It provides all the basic information necessary for successful day to day operations of your business. For first time business owners or those inexperienced in running day to day operations this tool is highly beneficial. Member feedback has been very positive. The possibility of developing the booklet into video format is being considered.

EDO workshops were held during each regional trade show. This gives us the opportunity to meet with them as a group as well as offer private consultations to discuss any needs or concerns they may have. It also provides opportunities for training as well. On average 5-10 EDO's attended each session.

Visitors Centres

The three regional visitors' centres (Iqaluit, Rankin Inlet, and Cambridge Bay) that Nunavut Tourism manages on behalf of the Government of Nunavut continue to flourish as the number of tourists accessing them rises. Local community initiatives and volunteering for community events are also benefits provided by the various centres in addition to responding to visitor inquiries, either in person, by e-mail, or the 1-800 phone number,

The Unikkaarvik Visitor Centre and The Arctic Coast Visitor Centre offer cultural programing with the support of the Government of Nunavut's Department of Culture and Heritage. Each program is offered to the public and advertised via community radio and community bulletin boards. This programming is run to make the visitor centres living spaces for the community and visitors.

After School Program: Two students from the Nunavut Teacher Education Program are hired to teach the students. The program runs weekly from September through to March for the ages of 7- 10 years old. Cultural activities include:

- Seal skin sewing
- Inuit storytelling
- Crafts

Guest Speakers: Once a month, a special guest is invited to speak to community members. Past speakers include well-known local residents and visitors to the community. Speakers attract both residents and visitors to the audience and are well received by both.



Thursday Movie Night in Iqaluit Unikkaarvik Visitors Centre Movies for March 2015

> March 5 - Nanook of the North March 12 - The Snow Walker March 19 - Growing up Arctic March 26 - Kikkik E1-472

When: Thursdays @ 7pm Where: Unikkaarvik Visitors Centre (Building 220) Free Admission - Snacks and Refreshments Call (867) 979-4636 for more information



Movie Nights: The Visitor Centres house an extensive Inuit movie collection. Twice a month we host a movie night showcasing movies from the National Film Board of Canada. We also get special guests which in include at times actors, directors, etc. from the film that is showing that evening.

Artist Marketplace: Artists are invited to sell the work they produce. These events are hosted throughout the year and at key times when big groups are in town such as cruise ship visits and conferences. We normally host approximately 5 to 10 artists. During our Christmas Craft Sale at the Unikkaarvik Visitors Centre we had a significant turnout and artists had advised they had received record sales.

Nunavut Day: Nunavut Tourism employees volunteer their time for the Nunavut Day festivities in all three gateway communities.

Community Clean-up day: Star at all three visitor centres partnered with the GN Department of Environment in coordinating clean-up activities for their respective communities.

Canada Day: Nunavut Tourism employees host a BBQ at the visitor centre for Iqaluit residents to

celebrate this special day. In Rankin Inlet staff served refreshments at the festivities held there. In Cambridge Bay, Nunavut Tourism donated prizes for the community games.

Unikkaarvik Visitors Centre – There are additional activities at UVC in Iqaluit including:

March Break: a week long program is offered for students and runs every day of the week. The students are offered in-depth programming during this time away from school. This was the first time the program had been offered and 10 students attended.



Inuit Art Experience: Unikkaarvik invites artists from the community and also artists that are traveling to Iqaluit to come and meet the public. Artists are encouraged to bring some of his or her work to the visitor centre and explain Inuit stories through art. The work is for sale to the public. These artists include Gyta Eeseemailie, Geela Jaw, and more.

TIAC Town Hall: In October representatives from Tourism Industry Association of Canada and Destination Canada held a town hall meeting to discuss various initiatives. These meetings have been held across the country. This was held in conjunction with the Nunavut Tourism Annual General Meeting in October and provided those involved in the tourism industry in Nunavut an opportunity to speak with national organizations in person. Nunavut had 29 people in attendance. In comparison some larger jurisdictions had only 5-10 attendees.

The Kivalliq Regional Visitor Centre is unique in that it operates out of the Rankin Inlet Airport. It has a very small exhibit space and therefore doesn't do community programming, however it does work in cooperation with the schools to run programming, such as guest speakers once a month.

Visitor Centre employees are also very active in the community and sit on various committees.

Training

The need for training within the tourism industry has been identified as a priority. A training needs assessment was done with members to know what types of training was an immediate need and use that data to try and come up with a desirable training schedule. Training is available to non-members interested in starting a tourism business or who are already a licensed operator as well.

A Training Co-ordinator began at Nunavut Tourism in June 2015. Their responsibility is to schedule training across the territory in all three regions and ensure the courses are filled with participants. To assist with this task a Training Database has been created which houses all the information on what courses are offered, who is taking them, what certifications people already have, etc. It will provide a valuable tool to the co-ordinator.



Member Advocacy

During the 2014-15 year Nunavut Tourism continued to work on many fronts for its members.

Nunavut Tourism continues to work with the Government of Nunavut on the Travel and Tourism Act. As changes to any legislation, this is a detailed process. Upcoming in 2015 the GN and Nunavut Tourism will travel the territory and provide community consultations with stakeholders in the tourism industry. These consultations will allow the public to gain information and have their own input in the process.

Nunavut Tourism continues to work with other NGO's to determine how to work better together and utilize all our resources cooperatively. These include Inuit Heritage Trust, Nunavut Arts and Craft Association, and Nunavut Film.

Nunavut Tourism worked closely with Crystal Cruise Lines to ensure they completed community consultations and how to maximize the benefit to Nunavut of their 1000 passenger ship visiting Pond Inlet and Cambridge Bay in 2016. It will be stopping in those communities as part of their voyage from Seattle to New York City.

Nunavut Tourism continued their participation in NEDS II. This included Sivumiut III in December 2014 as a key participant. NEDS II which was released the winter of 2015 will be an important piece in Nunavut's economic picture.

As in past years, Nunavut Tourism is working closely with Territorial Parks and Parks Canada on plans for new parks and collaborative marketing efforts.

Nunavut Tourism continues to work with the three Regional Inuit Associations to try and come up with a solution for land lease issue that are ongoing.

Tunnjasaiji and Implementation

Tunngasaiji is the key document to guide this industry and move it forward to grow and be sustainable over the next five years.

Nunavut Tourism continued to coordinate the Tourism Task for the Territory. The core group includes various groups such as the Government of Nunavut and NTI. This group meets every 2 months to discuss opportunities to enhance the tourism industry in Nunavut and check in on implementation of the Tourism Strategy. A general stakeholders meeting is held 2-3 times per year to keep all groups involved in tourism informed of new ideas or changes that are happening.

Aboriginal Tourism Association of Canada

Nunavut Tourism is a key player in the creation of a new group which has blossomed into the Aboriginal Tourism Association of Canada. Nunavut Tourism attended the inaugural meeting that took place in Quebec City in March. At the meeting some organizations (including Nunavut Tourism) have concerns about what the exact role of the organization will be and how it will interface with existing Provincial and Territorial Marketing Organizations. Nunavut Tourism will continue to work with the group to ensure that our territorial interests are heard.

NT Staff

2014-15 saw some changes in staffing at Nunavut Tourism.

Aaron Watson began his tenure as Unikkaarvik Visitors Centre Manager in April 2014.

Laura Haywood joined the staff at Head Office from the UVC to take on the role as Conference Coordinator for the Tourism in Nunavut Conference 2015.

Ipellie Ootoova joined us as the Information Counsellor at the Arctic Coast Visitors Centre in Cambridge Bay taking over for Yvonne Angohiatok who departed to continue her education.

Sara Thomson went on maternity leave in May. Mackenzie joined Sara and Len in late May. Shannon Mactavish took over temporarily as Project Coordinator while Sara was away. Staff training continued to be important to ensure employee growth. Courses on First Aid, Project Management, and Report Writing Skills were taken by staff.



Appendix A: Board of Directors

Non-Sector Representative Max Johnson (Chair) Tabagari, Taylor, and Johnson

Arts Sector Representative Rowena House NACA

Cruise Sector Representative Matthew Swan Adventure Canada

Outdoor Adventure Sector Representative **Tessum Weber (**Treasurer) Arctic Watch / Arctic Haven Wilderness Lodges

Kivalliq Representative Karen Yip Calm Air Kitikmeot Representative Daniel Caron Green Row Executive Suite

Baffin Representative Sarah McNair-Landry NorthWinds Arctic Adventures

Transportation Sector Representative Adamie Sakeeta (Vice Chair) Canadian North

Accommodations Sector Representative John Simms Arctic Co-op

Travel and Trade Sector Representative Katherine Johnson Great Canadian Travel Company

Ex-officio Representative Adam Larkin CanNor

Ex-officio Representative Karen Petkau Parks Canada-Nunavut Field Unit Government of Canada

Ex-officio Representative **David Monteith** Department of Environment Territorial Parks and Special Places Government of Nunavut

Appendix B: Nunavut Tourism Staff



Colleen Dupuis *Chief Executive Officer*



Theresa Rodrigue Finance Manager



Kevin Kelly Director of Member and Visitor Services



Sara Tomson Project Coordinator (On maternity Leave)



Shannon Mactavish Project Coordinator



Mike Leitch Research Coordinator



Joan Nolan Executive Assistant



Laura Haywood Conference Coordinator



Aaron Watson Unikkaarvik Visitor Centre Manager



Kyra Flaherty Information Counselor Unikkaarvik Visitor Centre



Ipellie Ootoova Information Counselor Arctic Coast Visitor Centre



Arnaujuaq Kowmuk Information Counselor Kivalliq Regional Visitor Centre



Charly The Char Recreational Sport Fishing Mascot

Appendix C: CEO Travel 2014-15

April 2014: Ottawa

To attend and speak at the Edible Arctic event at the Canadian Museum of Nature.

May 2014: Vancouver

To attend Rendez-vous Canada and national tourism meetings.

September 2014: Charlottetown

To attend Provincial/Territorial Ministers meetings.

November 2014: Ottawa

To attend annual Tourism Association of Canada meetings.

February 2015: Toronto

To attend Toronto Outdoor Adventure show and Nunavut Tourism Annual Media Dinner.

March 2015: Quebec City

To attend founding meeting of the Aboriginal Tourism Association of Canada.

Appendix D

INUIT LANGUAGE PLAN

In the spring of 2011, Nunavut Tourism filed its language implementation plan with the Office of the Language Commissioner. The following were the actions set out in that plan and accepted by the Language Commissioner. Status of each is noted in italics.

Measures/Actions

Ensure that Vision and Mission statement is available in all official languages - Done

Multilingual sign in front of building erected - Done

Letterhead. Redesign and print - Done

Create e-mail blocks based on business cards - Done

Website: Members section, "contact us" available in official languages – *all basic membership documents are in The "members" section of the website in English and Inultitut*

Make an active offer of service. Change phone messages, create signs for visitor centres - *Done*

Have text on English invoices offering to create in official language upon request - *In progress*

Designate Inuit language staff to respond to public enquires and provide training. -Done

Training for non-Inuit language users to be able to say "I will transfer you to xx who speaks Inuktitut." or "xxx who speaks Inuktitut will can you back what is your phone number" - In progress

Change Exit signs at visitor centres - Done

Create new hours of operation signs for visitor centres - Done

We have staff at all NT locations (HQ, and all three visitor centres) that can offer basic service in Inuktitut.

All correspondence with members is translated, and we provide interpretation services, if requested, at all training and meetings. When visiting a community we always ensure we have a local interpreter with us to ensure full communication.

Our plan was published in our Annual Report each year with updates included each year on where we are on the plan.

We have signage at all facilities stating that service is available in Inuktitut.

Changing invoices using our accounting software has been a challenge and continues to be worked on.

Appendix E: Inuit Employment Plan

Nunavut Tourism has a commitment to work towards a work force reflective of Nunavut's population. To that end, Nunavut Tourism will, when two candidates are equal in experience and knowledge, give preference to those who are beneficiaries of the Nunavut Land Claims Agreement. Further, the following policies are in place :

• all jobs are publicly advertised in both English and Inuktitut; newspapers and posters around community where the position is

• screening of candidates is done on a priority system; first round – beneficiaries (eligible candidates are interviewed and if one is successful no further screening; second round – local to Nunavut (those who have been residents of Nunavut for more than a year); round three – all other candidates

Nunavut Tourism will also actively seek training programs and opportunities to bring Inuit to work in management positions in our organization.

We are proud to say we continue to have 1/3 of our workforce beneficiaries and are striving to increase that.



Accommodations, Services, Outfitters, Operators, and Events

Your journey to the Arctic begins right here.

The following listing will help you plan your trip to Nunavut – find the right hotel, outfitter, or other service for your adventure! Within each section, services are listed alphabetically and categorized by region, and for a quick view of all the possibilities, skip to the centre pages for an at-a-glance list. Also, be sure to check out the Community Event Listing on the back page to see what's happening around Nunavut throughout the year! Did you know about our airline discounts? Talk to one of our member operators today to learn how you can save when booking your trip

Kitikmeot

Accommodations

Amundsen Hotel

PO Box 120, Gjoa Haven, NU, X0B 1J0 \$ 867.360.6176 or 1.888.866.6784 | \$ 867.360.6283 | amundsen@innsnorth.coop | www.lnnsNorth.com |

The Amundsen Hotel offers accommodations for 36

guests in 16 rooms. All rooms offer flat screen television, wireless internet, coffee maker, telephone and private bath. Conference facilities are available for groups up to 25 people. Meals are prepared fresh daily in our newly renovated dining room. Laundry facilities are available.

Arctic Island Lodge

PO Box 38, Cambridge Bay, NU, X0B 0C0 **\$** 867.983.2345 or 1.888.866.6784 | **b** 867.983.2480 |

arcticislands@innsnorth.coop | www.lnnsNorth.com |

Arctic Islands Lodge is located on the famous Northwest Passage, north of the Arctic Circle on Victoria Island. Luxurious accommodations offering: clock/radio, telephone, complimentary wireless-internet, cable, on-site staff, VIP suite, dining room with take-out available. There is an incredible variety of northern wildlife and flora to photograph. VISA, MasterCard, American Express, Diners Club/enRoute and Interac are welcome.

Arctic Vision Bed & Breakfast

PO Box 482, Kugluktuk, NU, X0B 0E0 **** 867.982.3084 | **▶** | **⊠** arcticavc@gmail.com | **۞**

Rest your head where the Coppermine River meets the Sea. Our newly renovated home offers a wonderful waterfront view in every season. If you are here for business or leisure, you will enjoy our comfortable 'home away from home' and all the pleasures Kugluktuk has to offer.

Central Arctic Adventures (4660 NU, Ltd.)

PO Box 115, Gjoa Haven, NU, X0B 1J0 📞 867.360.6272 | 🖿 867.360.7011 | 🕱

Nunavut@huskydog.com | www.huskydog.com | Come visit historic Gjoa Haven, located in the Northwest Passage. Travel in the footsteps of Roald Amundsen and Sir John Franklin. View arctic wildlife in their natural habitat, have tea with lnuit Elders, experience the arctic tundra, 24-hour sun, and a part of Canada few people will ever visit. Also available are boat trips, and sport-fishing, lnuit cultural, ecotours and a bed & breakfast with 2,3 & 4 bedroom houses available. For the armchair traveler-we have "Nunavut Territory" on CD-ROM with hundreds of pictures, interactive mapping and over 30 minutes of video clips.

We have 14 rooms with 26 beds. Four rooms have private bathrooms. Our dining room seats 32 guests. All rooms have satellite TV, internet and telephone. We look forward to serving you while you are in Kugluktuk. Amenities offered in the community are bird watching, boating, camping, hiking, fishing, hunting, snowmobiling, and wildlife viewing.

Enokhok Inn

PO Box 162, Kugluktuk, NU, XOB 0E0 \$67.982.3197 or 866.452.5623 ext.2 | \$867.982.4291 | info@enokhok.com | ♥ www.enokhok.com | Enokhok Inn and Executive Suites offer 12 single rooms with private bathroom and queen beds, or choose our deluxe 2 bedroom fully furnished duplex with full kitchen and living room. All amenities including washer and dryer. All rooms have satellite TV and Wi-Fi. Breakfast, lunch and supper are available.

Enokhok Inn & Suites

PO Box 103, Cambridge Bay, NU, X0B 0C0 867.983.2562 or 866.452.5623x2 | ■ 867.983.2271 | info@enokhok.com | ♥ www.enokhok.com | The Enokhok Inn & Suites has 7 rooms in the main building and 3 rooms in the second building; 8 have queen size beds and 2 have double beds; all rooms have cable TV and Wi-Fi access. The Inn has a shared kitchen and bathrooms as well as a washer and dryer. There is a large living room where you can take time to meet and share stories with other guests. We offer airport pickup.

Gjoa Haven Bed & Breakfast

PO Box 115, Gjoa Haven, NU, XOB 1J0 867.360.6272 | ■ 867.360.7011 | Nunavut@huskydog.com | Gjoa Haven B & B has 6 houses available for rent. Houses are turn-key with all dishes, cutlery, pots, pans and bedding and are suitable for individuals or small groups. Internet, phone & cable TV are standard. Affordable rates.

Green Row Executive Suites

Our 2 Bedroom suites are similar to a small apartment and offer you the same comforts as being in your own home. Each suite has a fully equipped kitchenette, living room with large screen satellite TV, washer & dryer, free Internet services, local calls, gym access as well as free shuttle service to and from the airport. All amenities are within walking distance. Truck rentals are available upon request.

Inukshuk Inn

PO Box 118, Kugaaruk, NU, X0B 1K0 or 1.888.866.6784 | inukshuk@innsnorth.coop | www.innsnorth.com | Inukshuk Inn accommodates 12 in 6 rooms. SA,SB,PB,TV, restaurant, conferences, AT, laundry. VISA, Mastercard, Diners Club and American Express accepted.

Umingmak Lodge Bed & Breakfast

Communities

Angoniatit Niovikvia

PO Box 309, Kugluktuk, NU, A0B 0E0 867.982.4908 | ■ 867.982.5912 | kugluktukhto@qiniq.com | ♥ | Angoniatit Niovikvia, Ltd. is business arm for Kugluktuk Angoniatit Association (HTO). Angoniatit Niovikvia, Ltd. serves to provide a small retail for hunting and camping supplies, sub-contracting services to researchers, mines and agencies, rental space (3 offices), boardroom rental as well as a 24 foot boat rental.

Hamlet of Kugaaruk

Cultural Centres

Nattilik Heritage Center

The Nattilik Heritage Society has a mandate to preserve and promote the culture and heritage of Nattilingmiut. It is also to lead initiatives which generate social, cultural and economic benefit in the community. The Nattilik (Netsilik) Heritage Center presents an account of the Nattilik people through their stories, images and local lnuit art and craft. The heritage center will play an important role in strengthening culture and language at the community level, and provide visitors with a better understanding of the unique world of the Nattilik people.

Inuit Art Stores

Arctic Closet

The coolest store in the North! We sell lnuit arts and crafts, fine jewelery, souveniers, gift ware, sportswear and other unique gift items. We coordinate and organize scenic and historical town and land tours for cruise ships, photographers, dignitaries and visitors.

Outfitters

Canoe Arctic, Inc.

PO Box 130, Fort Smith, NT, X0E 0P0 📞

867.872.2308 | L | A alex@canoearctic.com | O www.canoearctic.com |

Fly-in canoe trips on the Thelon River. Observe caribou, muskoxen, wolves, moose, grizzlies, & rich birdlife. All trips guided by Alex Hall, wildlife biologist and the Canadian Arctic's first and most experienced canoeing guide. Our 40th year. Visit our website for our colour brochure, 250 photos and video.

Qaigguit Tours

PO Box 1194, Cambridge Bay, NU, X0B 0C0 **€** 867.983.2414 | **È** 867.983.2108 | **⊠** arctic_closet@giniq.com | **۞** |

Eco-tourism providing tours of Cambridge Bay and area; flora, fauna, birds, historic sites, cultural events, shopping for tourists, business travellers, cruise ships, etc., during all seasons involving elders, youth and local residents.

Hakongak Outfitting

PO Box 2053, Cambridge Bay, NU, X0B 0C0 867.983.2799 or 867.983.5294 | 867.983.3190 | X naikak@northwestel.net | ♀ | We offer wildlife viewing, hunting, fishing and bird watching.

Taxis

Go Cargo Taxi

Wilderness Lodges

B & J Flyfishing Adventures

A semi Wilderness Camp catering to fly fishers, and catch and release. Accommodation is not very modern. You need to bring your own sleeping gear. Sleeping gear and clothing should be rated for temperatures around 5C and down to 0C. Ekaluk River has the best fishing in the world. Hike in the area of our traditional lnuit camp ground. Our specialty has always been home style food.

Bathurst Inlet Lodge

 PO Box 820, Yellowknife, NT, X1A 2N6 <> 867.446.2654

 or 867.873.8275 |
 Image: The state of the st

Remote full service Eco Tourism wilderness lodge started in 1969 in historic Hudson Bay Trading Post, 30 miles north of the Arctic Circle. Inuit partnership that highlights the best the Arctic has to offer, small groups and personalized service.

High Arctic Lodge

Kivalliq

info@higharctic.com | • • www.higharctic.com | Operating in July and August, this full-service lodge offers week-long arctic char and lake trout fishing packages to Merkley Lake and Victoria Island. The world's Northernmost Sport-Fishing and Hunting Lodge. If you are looking for arctic char fishing, lake trout fishing or muskox hunting then High Arctic Lodge is what you are looking for. We are located in Nunavut, Canada with the very best Canada sport fishing.

Accommodations

Iglu Hotel Ltd.

Turaarvik

PO Box 40, Rankin Inlet, NU, XOC 0G0 S 867.645.4955 or 1.888.866.6784 | 867.645.4956 | S turaarvik@innsnorth.coop | 9 www.innsnorth.com | The Turaarvik Hotel, Inns North offers 22 rooms including: kitchenette suites, double suites and twin rooms. All rooms offer private bathrooms, telephone, coffeemaker, cable TV and wireless internet. Conference facilities and services are available. Full menu-service restaurant featuring traditional and Canadian cuisine.

Tavanni Hotel

PO Box 60, Whale Cove, NU, XOC 0J0 \$ 867.896.9004 or 1.888.866.6784 | \$ 867.896.9087 | manager@issatik.coop | www.innsnorth.com | Tavanni Hotel, Inns North can accommodate 12 people in 6 newly renovated rooms. Each room features a flat screen television, cable, complimentary wireless internet, telephone and private bath. Meals are prepared fresh daily in our newly renovated dining room. Laundry facilities are available.

Tangmavik Hotel

PO Box 43, Chesterfield Inlet, NU, XOC 0B0 867.898.9975 | ■ 1.888.866.6784 | 조 tangmavik@innsnorth.coop | www.innsnorth.com | Tangmavik Hotel, Inns North is nestled off the western shore of the historic Hudson Bay in Chesterfield Inlet, Nunavut. The hotel can accommodate 14 people in 7 rooms, each with a private bath. Meals are prepared fresh daily in our dining room. Laundry facilities are available.

Siniktarvik Hotel and Conference Center

PO Box 40, Rankin Inlet, NU, XOC 0G0 \$67.645.2807 or 1.888.866.6784 | \$ 867.645.2999 | siniktarvik@innsnorth.coop | ♥ www.innsnorth.com | The Siniktarvik Hotel & Conference Centre is a modern 50-room facility. Located on-site are: full menu-service restaurant, four fully equipped conference rooms, banquet services and licensed guest lounge. Catering, both on and off site, is available. All rooms offer private bathroom, telephone, wireless internet, cable TV and coffeemaker.

Katimavik Suites (Arviat)

Katimavik Suites is a family owned business. The Katimavik Suites opened in July, 2006 with 7 Suites including a 1000 square foot conference centre and a meeting room for smaller groups. Each room is beautifully appointed with a kitchenette, in-suite bathroom, double bed, satellite TV, and a phone. Wireless and high speed internet, and catering services available.

Katimavik Suites (Rankin)

PO Box 73, Rankin Inlet, NU, X0C 0G0 867.645.2275 | Suites@eskimopointlumber.com | www.katimaviksuites.com |

Katimavik Suites is THE "Meeting Place" for all your business needs. Our conference room is equipped with State of the art Audio/Visual equipment, Translation Booth and can be paired with translation catering services. To enhance your experience, stay in one of our well appointed rooms and enjoy a Complimentary Breakfast before your day begins. After the meeting relax in our Common Kitchen watching the 60" T.V. while leisurely cooking dinner or enjoying one of our home prepared meals. It will be our pleasure to have you as our guest.

Leonie's Place

PO Box 123, Coral Harbour, NU, XOC 0C0 867.925.9751 | ■ 867.925.8606 | ▼ | ● | Accommodates 15 people in 8 rooms, shared accommodations have private shower/washroom & TV. One room has private bath, small fridge and TV. Common room has large screen TV, books, and couches. Meals are extra. Non-smoking. Winner of Nunavut Tourism's 2009 Hans Aaronson Bursary for Excellence in Entrepreneurship.

Naujat Inns North

PO Box 70, Repulse Bay, NU, XOC 0H0 S 867.462.4304 or 1.888.866.6784 | S 867.462.4152 | S naujat@innsnorth.coop | S www.innsnorth.com | Naujat Hotel is situated near the airport and the ocean in Repulse Bay, Nunavut. The hotel can accommodate 28 people in 15 rooms each with a private bath. Meals are prepared fresh daily in our dining room. Laundry facilities are available.

Nunamiut Lodge

PO Box 369, Baker Lake, NU, XOC 0A0
867.793.2127 | ▲ 867.793.2505 | ★
info@nunamiutlodge.ca | ◆
www.nunamiutlodgehotel.ca |
Welcome to the Nunamiut Lodge Hotel in Baker Lake!
100% Inuit Owned. At the Nunamiut Lodge Hotel, enjoy our northern hospitality in a warm and comfortable setting.
We provide a wide range of amenities, an unbeatable service, excellent dining, comfortable rooms, all at an unmatched quality. Conference room and banquet facilities, copier, fax, gift shop are available. Quality customer service oriented to small groups.

Padlei Inns North

PO Box 90, Arviat, NU, X0C 0E0 \$867.857.2919 or 1.888.866.6784 | \$867.857.2989 | ☎

padlei@innsnorth.coopv | 😧 www.innsnorth.com | Padlei Inn, Inns North offers accommodation in 16 rooms. SA, private bath, S/NS rooms, cable TV, radio,dining room and banquet facilities, guest lounge, pool table. Conference facilities are available for groups up to 15 people. Meals are prepared fresh daily in our newly renovated dining room. Laundry facilities are available. VISA, MC, AMEX, Diners Club, Interac.

Communities

Hamlet of Arviat

Outfitters

Arctic Circle Paws and Paddles

PO Box 197, Repulse Bay, NU, XOC 0H0 867.462.4482 | ■ | ▼ tusarvik@gmail.com | ♥ www.arcticcirclepawsandpaddles.weebly.com | We offer professionally guided dog sled tours, on the land and sea ice, using traditional lnuit-style kamotik sleds as well as modern basket-style sleds from October till June.In the summer we offer guided kayak tours on Hudson Bay from July till October. Although we specialize in dogsled and kayak tours, custom trips (photography, fishing, wildlife viewing and floe edge trips) can be specially arranged upon request.We also offer clean comfortable on-site accommodations with the capacity for 4 guests in 2 separate bedrooms.Full healthy breakfasts are provided and guests have free use of our kitchen facilities

Tassiuq Outfitters

PO Box 124, Coral Harbour, NU, X0C 0C0 867.925.8119 or 902.957.0485 | 867.925.8190 | dino_bruce@msn.com | www.tassiuqoutfitting.ca | Offer spring goose hunts, sightseeing at archaeological

sites, and at the floe edge.

Siku Tours

aaron_emiktowt@hotmail.com | 🔇 |

Siku Tours operates in Coral Harbour from August until October. Marine mammal hunting, fishing, and touring by boats are offered. Come visit Coral Harbour and enjoy your time with Siku Tours. Call (867)-925-8461.

Services

Aglu Consulting & Training, Inc.

Offers expertise and services in many different areas: Business Planning, Training, Websites and Communications, Translations and Proofreading, Bookkeeping, Management Consulting, Computer/Equipment Rentals, and Community and Tourism Planning. We work closely with Communities and Tourism Operators to help with their marketing needs including Handouts, Websites, Signs, Translations, Business Cards, Manuals and much more...

Arctic Fuel Services

Baker Lake, Nunavut. Over 60 full and part time positions. Visit our website at arcticfuel.ca. We provide vehicle and housing rentals.

Wilderness Lodges

Arctic Haven Wilderness Lodge

363 Pritchard Road, Alcove, QC, JOX 1A0 819.459.1794 or 1.855.459.1794 | ■ | mail@arcticwatch.ca | Arctic Haven Lodge is a Nunavut 5-star resort, located on Ennadai Lake, Nunavut. Home to the 350,000 strong Qamanirjuaq caribou herd, Arctic Haven offers access to hiking, kayaking, boating, world class fishing, cross country skiing, kite-skiing, dog sledding, snowmobiling, Arctic safaris with northern lights, arctic wolves, caribou, grizzly bears, wolverine and more. You don't have to be an experienced explorer to go on this Arctic adventure; Find out for yourself at www.ArcticHaven.ca

Henik Lake Adventures

PO Box 420, Arviat, NU, XOC 0E0 **6**867.857.2587 | 867.857.2883 | A heniklakeadventures@gmail.com | www.heniklakeadventures.com |

We offer one of the finest Caribou Hunts in Northern Canada, in the Territory of Nunavut. Please note that we no longer offer polar bear, muskox or wolf hunts. We feel that we have one of the best and highest success caribou hunts for Central Barren Ground. We have a success rate of over 90% since 2006 and have achieved a success rate of 100% the past 2 years.

Kasba Lake Lodge

PO Box 96, Parksville, BC, V9P 2G3 S 250.248.3572 or 1.800.663.8641 | ■ 250.248.8576 | S info@kasba.com | Www.kasba.com | Located in southern Nunavut/NWT, specializing in tripletrophy, as well as catch and release fishing for northern pike, arctic grayling and lake trout. We can accommodate 40 guests comfortably in fully modern cabins. American Plan, guides, boats, motors, fuel and tackle rental. Direct charter from Winnipeg to private airstrip. An outpost-camp

charter from Winnipeg to private airstrip. An outpost-cam on Kazan River from late June to mid-August. Consult website for pricing.

Plummer's Arctic Lodge

950 Branford Street, Winnipeg, MB, R3H 0N5 204.774.5775 or 1.800.665.0240 | ■ 204.783.2320 | ズ fish@plummerslodge.com | www.plummerslodge.com |

Plummer's Arctic Lodge was rated the number one fishing destination in North America by Field and Stream this year! With All Tackle World Records for arctic char, lake trout and grayling, and world-famous service, let us bring you on your Arctic fishing adventure. Professional guides, excellent chefs and first class accommodations. Plummer's Great Bear Lake Lodge is a fishing outpost camp on the shores of the Tree River, offering world-class arctic char fishing. Home of the world's biggest arctic char. We offer all inclusive guided fishing trips, unguided trips, canoe trips, rafting trips or hiking trips.

Multi-Community Accommodations

Explorer Hotel

Full-service hotel, with exceptional views, located downtown near shopping. 187 air-conditioned rooms, with cable TV and high-speed wireless internet. Deluxe suites offer fireplaces and Jacuzzi's. Trader's Grill Restaurant, licensed lounge. Fitness facility. 10 meeting rooms with capacity of 350. VISA, MC, Amex, EnRoute and JCB accepted. Close to hiking trails, museum, visitor centre, Legislative Assembly. Airport transportation. Pets allowed. Laundry. English, French, German, Italian and Japanese spoken.

Inns North

Airlines

Calm Air International, Ltd.

90 Thompson Drive, Thompson, MB, R8N 1Y8 1.800.839.2256 | 204.778.6954 | mail@calmair.com | Scheduled passenger, cargo and charter flights in Nunavut and Manitoba utilizing fleet of ATRs and Dornier 328 Jets. Offering most frequent scheduled service throughout all communities in the Kivalliq region-Arviat,Rankin Inlet, Baker Lake, Whale Cove, Chesterfield Inlet, Repulse Bay, Coral Harbour, with connections to Winnipeg, Thompson and Churchill, Manitoba.

Canadian North

 PO Box 70, Iqaluit, NU, X0A 0H0
 № 867.979.8248 or

 1.800.661.1505 |
 ▶ 867.979.3214 |
 ▲

 customercare@canadiannorth.com.
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 www.canadiannorth.com
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Canadian North and its founding companies have proudly served Canada's North for more than 80 years. They offer flights to the Northwest Territories and Nunavut from their southern gateway cities of Edmonton and Ottawa. Canadian North also offers air charter services within and beyond the North for industrial clients, sports teams and large groups. Canadian North is a member of the NorTerra Group of Companies whose parent corporation, NorTerra Inc., is 100% Aboriginal-owned by Inuvialuit Development Corporation.

First Air

PO Box 477, Iqaluit, NU, X0A 0H0 867.979.8309 or
1.800.267.1247 | 867.975.1059 | a
contact@firstair.ca | www.firstair.ca |
Scheduled, cargo and charter passenger flights to and within the NWT, Nunavut and Nunavik. Main gateways:
Ottawa, Montreal, Edmonton, Winnipeg, Iqaluit and Yellowknife. 26 destinations in the North with over 20 aircraft. All scheduled First Air flights earn Aeroplan points.
Charter air service also available worldwide.

Keewatin Air Charters

charters@keewatinair.ca | • www.keewatinair.ca | Keewatin Air offers air charter services throughout the entire Nunavut Territory, in addition to our world-renowned medevac services. For an amazing tour of the lqaluit area, our 1 hour sight-seeing tours are extremely popular. Contact us today for your free quote!

Cruises

Adventure Canada

14 Front Street, S.Mississauga, ON, L5H 2C4 905.271.4000 or 1.800.363.7566 | info@adventurecanada.com | €

www.adventurecanada.com

Adventure Canada is a family owned tour operator that specializes in Arctic polar expedition cruising, along with land based tours. We are celebrating our 25th year of operation and are based out of Mississauga, Ontario.

Quark Expeditions, Inc.

www.quarkexpeditions.com

The Company Quark Expeditions is the world leader in polar adventure travel. Since 1991, Quark has been establishing a tradition of firsts in polar travel: as the first to transit the Northeast Passage with adventure travelers; the first to take travelers to the far side of Antarctica; and the first to circumnavigate the Antarctic continent with guests. Quark is recognized for its diverse fleet of passenger vessels and offers the widest variety of polar itineraries of any other adventure company.

One Ocean Expeditions

www.oneoeanexpeditions.com | One Ocean Expeditions celebrates the sea and the complex ecosystems it supports by giving its Arctic cruise clients a one-in-lifetime experience. The best way to learn about and appreciate its complexity and interconnectedness of the world's ocean is by travelling it. With marine naturalists and other expert dedicated to Polar Conservation we want to change how you think about the world's ocean as well as yourselves.

Outfitters

Arctic Kingdom Polar Expeditions, Inc.

Arctic Kingdom is fiercely dedicated to creating authentic and awe-inspiring Arctic travel experiences. Through our Wildlife Safaris, Quick Getaways, Backcountry Trips and Expedition Cruises, we ensure your Arctic experience in the world's most captivating place is second-to-none. For shorter visits, we now offer day trips in Iqaluit; stop by our new Tour Iqaluit Office in the Hotel Arctic lobby to book snowmobile, boat, hike, ATV, and Iqaluit town tours, or to create a private tour or customized Getaway package made just for you.

Blackfeather

250 McNaught's Rd, Seguin, ON, P2A 0B2 705.746.1372 or 1.888.849.7668 |
705.746.7048 |

info@blackfeather.com | www.blackfeather.com |

Black Feather offers outfitted, guided expeditions by hike, sea kayak and canoe. Explore Auyuittuq and Quttinirpaaq Natioanal parks; canoe the Coppermine, Hood and Soper Rivers, sea kayak at Pond Inlet.

Canada North Outfitting Inc.

Since 1981, Canada North Outfitting, the oldest operating company in Nunavut, has been offering polar bear, muskox, caribou, barren-ground grizzly, walrus and wolf hunts out of numerous Inuit communities across the Arctic.

Services

Baffin Business Development Corporation

Baffin Regional Chamber of Commerce

PO Box 59, Iqaluit, Nunavut, XOA 0H0 867.979.4654 | 867.979.2929 | admin@baffinchamber.ca | www.baffinchamber.ca |

We are a Chamber of Commerce, making commerce happen through growth and attraction. The Baffin Regional Chamber of Commerce works for a healthy economic climate of good jobs, capital creation, and honest, efficient government. Our strength lies in the number and diversity of our membership.

Eyos Expeditions

69 W 106th Street, #3B, New York, NY, 10025 212.662.3271 | ■ | ▼ | ♥ www.eyos.expeditions.com | Eyos expeditions organizes, plans, and guides superyacht expeditions in the worlds most wild or culturally rich locations.

Top of the World Travel

5105-48th Street, Yellowknife, NT, X1A 1N5 867.766.6000 or 1.800.837.8922 | ■ 867.873.3422 | ■ | ● www.topoftheworldtravel.com | We book tours and travel for all regions.

The Great Canadian Travel Company

☑ canada@gctravel.ca | ♥

www.greatcanadiantravel.com |

Since 1981, The Great Canadian Travel Company has been helping people explore the world's most fascinating Arctic regions and most remote communities. We offer a variety of tours that will immerse you in the culture and landscapes of the North and can customize them to suit any travel style.

Students on Ice

1740 Pink Road, Gatineau, QC, J9J 3N7 819.827.3300 or 1.866.336.6423 | 819.827.9951 |

☑ expedition@studentsonice.com | ♀

www.studentsonice.com

Students on Ice is an award-winning organization offering unique educational expeditions to the Antarctic and the Arctic. Our mandate is to provide students, educators and scientists from around the world with inspiring educational opportunities at the ends of the earth and, in doing so, help them foster a new understanding and respect for the planet.

Kellett Communications

KELLETT is much more than an advertising agency. We like to describe what we do as creative solutions. Simply, this means we take our clients' communications challenges and turn them into opportunities.

Tabagari, Taylor & Johnson

The collaboration of lan Tabagari, Cameron Taylor and Max Johnson offers clients a unique combination of tourism advice and insight; their work draws on an extensive academic, public sector and private sector experience, and combines to create a real knowledge and assistance from product development to marketing. Working with our national or regional tourism organizations, individual tour operators, events and facilities looking to sharpen their position in the tourism industry, we can bring insight, experience and advice to projects large and small. With offices in Canada, Scotland and the Republic of Georgia, our geographic scope is wide and our affinity for global projects assured. We look forward to hearing about new programs and invite you to contact us to discuss your next tourism project.

Northwest Territories Tourism

PO Box 610, Yellowknife, NT, X1A 2N5 📞 | 皆 | 🛣

Sentiers Privés

40 rue prince arthur, suite 210 \$ 514.360.3716 | 514.360.3717 | yoann.ronsin@sentiersprives.com | www.sentiersprives.com |

Sentiers Privés operates throughout Canada and is a full-service DMC, Receptive Tour Operator and Inbound Agency. We Québec's only top luxury incoming travel company, specialized in the design of unique experiential itineraries. We've created a collection of extraordinary experiences, journeys and feelings, designed for demanding customers who serach for the very best.

Qikiqtani

Accommodations

Amaulik Motel

General Delivery, Sanikiluaq, NU, X0A 0W0 📞

www.lnnsNorth.com

Accommodates 32 persons in 16 double rooms with private baths.Amaulik Hotel offers cable TV, AT, laundry, business support, meeting room, dining room, catering, and local tours. VISA, MC, Diners Club, AMEX,Interac are welcome

Auyuittuq Lodge

www.lnnsNorth.com |

The Auyuittuq Lodge is a 22-room, 36-bed hotel which features: coffee service, cable television, complimentary airport shuttle service, fine cuisine, the best table on Baffin Island, catering, do-it-yourself laundry.

Beaches Bed & Breakfast

PO Box 11387, Iqaluit, NU, X0A 0H0 💊 867.979.3373 or 867.979.3034 | 🖿 | 🕱

Beaches Bed & Breakfast offers a real "Northern

Welcome" situated right on beautiful Frobisher Bay. Sinaa community tours & a large meeting room can serve your every need!

Capital Suites - Iqaluit

Located in downtown lqaluit and minutes from the airport, Capital Suites is the first choice in accommodations for business and leisure travelers. Capital Suites boasts fullyfurnished one-bedroom executive suites with full kitchens, free high-speed internet, and all the comforts of home. Come experience our signature 'Aurora Beds', and true northern hospitality at the Capital Suites!

Discovery Lodge Hotel

Discovery Lodge Hotel is Nunavut's premier hotel and the first choice of experienced northern travelers. The hotel has been newly renovated. Executive and business suites; 53 full service and NS rooms w/amenities and In-room coffee, wireless internet access, voicemail, cable TV, AWFM radio. Renowned licensed dining, listed in Where to eat in Canada. Conference and banquet facilities are available. Airport shuttle, copier/fax, secretarial and laundry services offered. Visa, MC Amex, EnRoute, Dinners Club, Interac

Dorset Suites / Huit Huit Tours

 PO Box 4, Cape Dorset, NU, X0A 0C0 €

 867.897.8806 |
 ▲
 867.897.8688 |
 ▲

 huithuit@capedorsettours.com |
 €

www.dorsetsuites.com; www.capedorsettours.com | Dorset Suites Hotel offers 20 guest suites, dining room and conference rooms and is centrally located in Cape Dorset. The preferred choice for northern travelers. Huit Huit Tours offers eco-culture trips and custom tours. Visitors can experience the Inuit culture with local people as guides and learn about the art, culture and natural environment of South Baffin. Floe-edge, snow machine, boat, camping, fishingand hiking trips offered by licensed outfitter.

Hall Beach Hotel

www.innsnorth.com | Accommodates 18 in 9 rooms, SA, PB, TV. Dining room, canteen, laundry, AT. VISA, MC, AMEX, Diners Club, and Interac accepted.

Hotel Arctic

Igloolik Inn Hotel

PO Box 120, Igloolik, NU, XOA 0L0 \$ 867.934.8627 or 1.888.866.6784 | \$ 867.934.8598 | igloolik@innsnorth.coop | ♥ www.innsnorth.com | Igloolik Inn, Inns North accommodates 20 people in 16 rooms. Guest rooms are appointed with cable, complimentary wireless internet, coffee maker, telephone and private bath. Join us in the dining room for our a la carte menu or freshly prepared daily specials. Laundry facilities are available. VISA, Mastercard, American Express, Diners Club and Interac accepted.

Tulugak Hotel

tulugak@innsnorth.coop | 🚱 www.innsnorth.com | Tulugak Hotel, Inns North is located on Broughton Island north of Auyuittuq National Park. A cozy 10 room hotel serving hearty meals prepared with care and creativity. Our large guest rooms offer in room coffee, complimentary wireless internet, cable, flat screen television, and private bath. Laundry facilities are available.

South Camp Inn

c/o Atco Structures & Logistics Ltd. 5109-48th St. Suite 203, Yellowknife, NT, X1A 1N5 \$ 867.669.7370 | 867.252.3205 | \$ scinn@internorth.com | \$ | We invite you to discover the beauty and history Resolute Bay has to offer. Enjoy an unforgettable High Arctic adventure while receiving excellent hospitality from me and my family at the South Camp Inn, your top class destination on Cornwallis Island. We take pride in catering to all your private and expedition needs and are so certain that you will enjoy staying with us that we guarantee a full refund, if you do not!

Sauniq Hotel

PO Box 370, Pond Inlet, NU, XOA 0S0 \$867.899.6500 or 1.888.866.6784 | \$867.899.8770 | sauniq@innsnorth.coop | \$ www.pondtours.ca | The Sauniq Hotel is located above the Arctic Circle in beautiful Pond Inlet, Nunavut. Our facility accommodates 40 in 20 double rooms, SA, SB, PB, TV, laundry facilities, business support, gift shop and shuttle service. Our dining room offers a buffet with an assortment of delicious options. Conference facilities and service are available.

Frobisher Inn

 PO Box 4209, Iqaluit, NU, X0A 0H0
 \$67.979.2222 or

 1.877.422.9422 |
 ▲
 \$67.979.0427 |
 ▲

gm@frobisherinn.com | • www.frobisherinn.com | Frobisher Inn boasts simplified elegance, service and attention to detail, and the latest features and amenities with 95 Standard, deluxe and executive suites. Coffee makers, wireless internet, voice mail, room service, dining room, lobby bar cafe and deli, sport bar lounge, banquet facilities, on site movie theater, ATM machine, and convenience store.

Kimik Hotel

kimik@innsnorth.coop | 🚱 www.innsnorth.com | Kimik Hotel, Inns North is located near Katannilik Territorial Park on Baffin Island. Featuring 8 rooms each appointed with clock/radio, telephone, complimentary wireless internet, cable, and private bath. Meals are prepared fresh daily in our newly renovated dining room. Laundry facilities are available. Mastercard, American Express, enRoute, VISA and Interac accepted.

Qausuittuq Inns North

www.innsnorth.com |

Qausuittuq Hotel, Inns North is located on Cornwallis Island in Resolute, Nunavut. Fully modern new hotel: 28 people in 13 rooms. PB, phone, cable TV, internet. Transportation provided. Restaurant/dining room, meeting room, catering, gift shop. Views of bay/Northwest Passage. Library of Arctic books/videos. Town tours. Expedition base camp space. Vehicles available. All major credit cards accepted.

Nunattaq Suites

PO Box 846, Iqaluit, NU, X0A 0H0 S 867.979.2221 | 867.979.6880 | S info@nunattaqsuites.com | I | Nunattaq Suites offers executive rooms with a smoke-free environment, wireless internet, cable t.v., telephone and voice mail access, private bathroom, laundry facilities, complimentary continental breakfast and access to a fully equipped kitchen.

Tujurmivik Hotel Ltd.

Communities

Municipality of Kimmirut

PO Box 120, Kimmirut, NU, X0A 0N0 867.939.2247 | 867.939.2045 | cedokimmirut@outlook.com | ♀ |

Municipality of Pangnirtung

PO Box 253, Pangnirtung, NU, X0A 0R0 867.473.8953 | angedo@qiniq.com | www.pangnirtung.ca |

Convenience Stores

D.J. Specialties

PO Box 1289, Iqaluit, NU, XOA 0H0 \$ 813.584.2083 or 867.222.3104 | \$ 867.979.2485 | \$ | \$ | \$ | Convenience Store - Known as "Iqaluit's Convenient Store". Shopping, personal supplies - open daily until 10:00PM. Commercial and residential leasing options also available.

Inuit Art Stores

Carvings Nunavut

Featuring soapstone carvings and lnuit crafts from all over Nunavut, we are available to display exhibits for large groups. Authentic lnuit art is collected from lnuit artisans residing in various Nunavut communities and sold at affordable prices. A certificate of authenticity is provided upon sales. Display cases are posted at various locations in Iqaluit, the capital city of Nunavut.

Iqaluit Fine Arts Studio

mitts, drawings and wall hangings. Art Appraisals. Also artworks with Arctic themes from proficient artists.

Southeast Nunavut Company

PO Box 1342 **€** 867.979.6495 | **■** 877.344.6848 | **▼** southeastnunavutcoltd@gmail.com | **●** www.northerncollectables.com |

An Inuit-owned by usiness located in Iqaluit offering magnificent pieces of Inuit art from teh 50's, 60's and 70's and up to the present. We strive in finding our collector's pieces they are looking for! Che us out on our website!

Outfitters

Alivaktuk Outfitting

Amittuq Adventures, Ltd.

Arctic Bay Adventures, Ltd.

Arctic Bay, NU S 867.439.8276 | S 867.439.8081 | S edo_ab@qiniq.com | ♥ |

Providing packed tours, wholesale tours to tour operators, expediting and outfitting and day trips. Both marine and land (and ice) based trips are available. Come visit beautiful Arctic Bay!

Tour Iqaluit

WE ARE THE IQALUIT SPECIALISTS (and the rest of Nunavut too!) One hour to half of multi-day trips in and around Iqaluit. Whether you're short on time or would like to add a little something extra to your visit to Iqaluit, Tour Iqaluit with Arctic Kingdom can provide you with an experience that is sure to leave you with great memories and stories to share. Choose from many activities that range from one hour to half day or multi-day trips. We make it convenient for you to experience the real Arctic while snowmobiling, hiking, boating, snowshoeing or touring the town (and much more!). Book online at www.Tourlqaluit.com or call/email us direct year round. Cruise ships, Private Tours. Groups, Government and Corporations welcome. Call us!

I.D.S Outfitting

I.D.S. Outfitting offers exceptional polar bear and walrus hunts. We also offer an exceptional ecotourism product.

Inukpak Outfitting Ltd.

Inukpak (in Inuktitut, the Inuit language) means the gentle giant; it should make sense when you meet the company founder. Since three years, we are pleased to offer guided services in the Nunavut capital, lqaluit. Our main goal, designing products to meet your expectations and creating an experience of a life time. Safety, publicat-large oriented, client needs, Inuit culture and environment are our main concerns. Specializing in dog-sledding, we are also offering other products such as: snowmobiling, hiking, canoeing, kayaking and many more.

NorthWinds Arctic Adventures

www.northwinds.arctic.com |

NorthWinds specializes in polar expeditions to the North Pole, South Pole and Greenland ice cap. We also offer Polar Training and consulting. To learn more about NorthWinds please check out our website.

Peter's Expediting and Outfitting

PO Box 365, Pangnirtung, NU, X0A 0R0 867.473.4060 | | | X peterkilabuk2005@qiniq.com | www.kilabukoutfitting.com |

Peter's Expediting Services offers marine and snowmobile transportation services in the Pangnirtung and Cumberland Sound area to the Auyuittuq National Park and Quekerten Territorial Park offering walking historical tours of the parks for both small and large groups.

Tagak Outfitting Services

PO Box 162, Pond Inlet, NU, X0A 0S0 867.899.8932 | tagakoutfitting@hotmail.com | ↓ |

Sheattie Tagak's 26 years of experience in outfitting in the Pond Inlet area shows with his trips. From ecotourism to sport hunts - Sheattie will provide a trip of a lifetime.

Parks

Parks Canada - Nunavut Field Office

Auyuittuq, Quttinirpaaq, Sirmilik, and Ukkusiksalik showcase inspiring, dynamic, and spectacularly beautiful examples of the Arctic's nature regions. These National Parks are among the most remote and northerly in the world and are protected for their unique natiral and cultural environments for today's Canadians and future generations. Dare to Explore! Call us.

Restaurants

Water's Edge

 PO Box 1709, Iqaluit, NU, X0A 0H0 \$\$
 867.979.4726 |

 ■
 | ▼ watersedge.iqaluit@gmail.com | \$

www.watersedgeiqaluit.ca |

Specializing in fine Steaks and Seafood. We have a great staff and lots of selection. Join us on Wednesday and Friday nights for live music in the Kickin' Caribou Pub. Whatever your occasion let us help to make it special. We are open seven days a week with a fabulous Sunday Brunch.

Services

Ajungi Arctic Consulting

PO Box 2323; Iqaluit, NU, X0A 0H0 \$867.979.1167 |
867.979.1167 | \$90 www.ajungi.com |
Tourism Training and Development; - Conference and Event Planning; - Marketing and Research including Surveys and Statistics; - Product and Service Evaluations; - Business Support and Planning

Alianait Entertainment Group

Alianait Entertainment Group is a non-profit organization known for high quality, reasonably priced festivals, concerts and community events featuring lnuit culture. The Alianait Arts Festival is the world's circumpolar stage!! Alianait sets the spotlight on lnuit and other circumpolar artists while bringing together exciting world-class musicians, circus acrobats, dancers, storyteller, actors, filmmakers and visual artists from around the globe. The Festival is celebrating its' 11th anniversary and will take place from June 26 to July 1, 2015) Check out our website for more information on this exciting northern festival.

Ayaya Marketing and Communications

Ayaya Marketing and Communications is Nunavut's premier marketing agency and publisher of the Nunavut handbook, a critically acclaimed travel guide to Nunavut which can be purchased online at www.arctic.travel.com

Carrefour Nunavut

Carrefour Nunavut is a leader in economic development. Recognized for its strategic alliances and quality services intended for Francophones and Francophiles in the territory to fully help them contribute to the region's economic growth. Our clients include Francophones and Francophiles who want to incorporate French as an added value to their business.

Rannva Design

Looking for the perfect gift, a nice winter coat, some deliciously warm mittens? Quality and irresistible beauty is RANNVA's innate goal, creating a trendy mix of locally made traditional crafts - and high end Canadian made fashions. All inspired and designed in this special corner of the world. RANNVA's work is widely distributed throughout Canada and the world.

Nunavut Arts and Crafts Association

exdir@nacaarts.org | • www.nacaarts.com | A non-profit incorporated that works on behalf of Nunavut's visual artists for the continued growth of the arts sector in the territory. Through activities such as conferences, workshops, the yearly Nunavut Arts Festival (NAF) and other events, NACA strives to create a better business and working environment for artists. Any artist that resides in Nunavut can become a member of NACA.

Nunavut Business Credit Corporation

Outcrop Nunavut

PO Box 1360, Iqaluit, NU, X0A 0H0 \$867.979.2194 | ■ 867.979.2192 | ■ nunavut@outcrop.com | www.outcrop.com |

Outcrop Nunavut is a full-service agency offering a wide range of services including advertising, marketing, graphic design, event planning and multimedia services. Are you planning a conference or event in Nunavut or want a targeted communications product? Then let Outcrop Nunavut deliver for you.

Nunavut Economic Developers Association

Taxis

Nunavut Caribou Tuktu Cabs, Ltd.

Wilderness Lodges

Arctic Watch Wilderness Lodge

363 Pritchard Road, Alcove, QC, J0X 1A0 📞 819.459.1794 or 867.252.3838 | 💾 | 🔀 mail@arcticwatch.ca | 🚱 www.arcticwatch.ca | Arctic Watch is the world's most northerly fly-in lodge located on Somerset Island. Visit Arctic Watch for an all-encompassing Arctic safari, to see thousands of beluga whales, (best beluga watching site in the world), musk-ox, polar bears, arctic foxes, birds and archaeological sites. Guests can hike the tundra, explore canyons, raft the Cunningham River, sea kayak with beluga whales, fish for arctic char, ATV the Northwest Passage and more. Vistas are immense and the sun shines 24 hours per day. Enjoy comfortable accommodations and the best food in Nunavut from our in-house chef. Every day begins with freshly prepared breakfast and ends with hot showers and a glass of wine.

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Rankin Inlet

PO Box 147, Rankin Inlet, NU, X0C 0G0 Tel: 867.645.2817 Fax: 867.645.2483

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∩∩ჼႱႱჃ๙ 147, ႱჼჁჼჁჂჾჼ, ഛ⊅, X0C 0G0 ⊳ჼႱჂ∩: 867.645.2817 / Ⴐללי: 867.645.2483

Iqaluit

PO Box 20, Iqaluit, NU, X0A 0H0 Tel: 867.979.6603 Fax: 867.979.6493

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LESTER LANDAU

Chartered Accountants



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Lester Landau

∆^cه_م¢ ح− 19, 2015

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| [؋] ݮ٥ ݷ ᠵ᠊ᢦ ^ݛ | ⊌ጋ≻ ቴ∩Ր ⊲Ϸϲ ⊰∩ጥ° <u>& ⊲Ϸϲ ∩Ⴋ</u> (Δϲ ∿ι Ι) | >_ናልሢር | ۲٬۹۳۵ ل۹۲۵۶ <u>۸۳۵۹ (</u> ۲۵۲) | Can Nor — గండి (దంటి III) | ح۲۰۹۳ <u>۸ ۲ م</u> ۹ (Δ ⊆ ۲ IV) | <u>2015</u> ⊾∩്∟∩ | <u>2014</u> ۲۰د-۲۰ |
|---|---|-------------------|--------------------------------------|---------------------------------|---------------------------------------|---------------------------|---------------------------|
| Ⴑኆ Ľ ᠈ď᠊ᠳ ^ᢏ ᠂ᠴ᠋ᢩᡆᠫ᠋᠈ | \$ 1,800,000 | ¢ | \$ 52,145 | ¢ | \$- | \$ 1,852,145 | \$ 2,027,950 |
| | \$ 1,800,000 (275,927) | \$ - | φ <i>32</i> ,143 | \$ - | ф - | \$ 1,832,143 (275,927) | \$ 2,027,930 (178,542) |
| | 1,524,073 | | 52,145 | | | 1,576,218 | 1,849,408 |
| ▷ኄኆ _Ⴂ ⊲ናር (▷ኈ▷٢ሤӶ 6) | 3,979 | _ | - | _ | - | 3,979 | 35,203 |
| | 1,528,052 | | 52,145 | | _ | 1,580,197 | 1,884,611 |
| ႱペLጋዄď ዸ፟ዹዾ ዾ ዄበናበ ፚ ኈ | -, | _ | - | 816,735 | 11,149 | 827,884 | 1,498,306 |
| ∆∟Ր≻⋗⁺≺Ńʻ | 15,055 | - | - | - | - | 15,055 | 14,760 |
| ᡖᢣ᠋᠋ᢞᡗ᠋᠋ᢘᢣ᠋ᢄᡁ᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘᠘ | 6,200 | - | - | - | - | 6,200 | 4,900 |
| ᢧ᠋ᢄ᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆ | - | - | - | 49,327 | - | 49,327 | - |
| ᡏ᠋᠈ᠳᡄᢂᡔ᠆ᡏ | 630 | 14,713 | - | 3,070 | 56,435 | 74,848 | 96,866 |
| | 1,549,937 | 14,713 | 52,145 | 869,132 | 67,584 | 2,553,511 | 3,499,443 |
| ₽₽₽₽₽₽₽ | | | | | | | |
| ᡏᡃᡄ᠋᠕᠆᠋᠋᠋᠆ᠵᠯᡗᡃ | 142,894 | 1,726 | - | - | - | 144,620 | 158,439 |
| ৯৬/<~ব ১ ৫ বচল | 8,585 | - | - | - | - | 8,585 | 45,063 |
| ᡖ᠐᠆ᡔᠲ᠊ᢆ᠂᠂ᢀᡔ᠆ᢕᢣ᠋ᢣ᠋᠕ | 73,348 | - | - | - | - | 73,348 | 69,182 |
| ᠘ᡃ᠋ᠴ᠋᠄᠊ᠯ᠋᠊᠋ᡝ᠂᠘ᡃᢐᡆ᠘ᢣᢈ᠋ | 143,631 | - | - | - | - | 143,631 | 150,985 |
| ᠘ᠴᡄᡅ᠊ᠯᢕ | 1,145,343 | - | - | - | 11,149 | 1,156,492 | 1,209,698 |
| \$P7940c | 36,136 | - | - | - | - | 36,136 | 55,279 |
| $rac{dc}{}^{c} \Delta c^{\mu} \Delta $ | - | 18,511 | - | - | - | 18,511 | 10,968 |
| ᠕᠆᠋᠊ᠬᡏᠴ᠋᠂᠂ᡐᡭ | | | 52,145 | 869,132 | 14,744 | 936,021 | 1,756,468 |
| | 1,549,937 | 20,237 | 52,145 | 869,132 | 25,893 | 2,517,344 | 3,456,082 |
| ኈኅ ረቀትራ የ ^ሚ ስት እንንንን | <u>\$</u> - | <u>\$ (5,524)</u> | <u>\$</u> - | <u>\$</u> | <u>\$ 41,691</u> | <u>\$ 36,167</u> | <u>\$ 43,361</u> |

۵۹۶٬ >۷، ۲۰۵۰ کومی ۹۲۶۶٬ ۹۳۶٬ ۹۳۶٬ ۹۳۶٬ ۹۳۶٬ ۹۰۹٬ ۵۰۰ Հ۰۲۰ ۲۰ ۲۰ ۲۰ ۲۰ ۲۰

| | ᠻᢣ᠋ᡃ᠋ᠫ᠘ᡆ᠊᠊ᠥ <u>᠙ᡆ᠋ᢩ᠔ᢣ᠘</u> ᢩ | مک≺۵۴ے ۵۲۵⊀۹۵ <u>م0ائ∧</u> | ፝ዾ ^៲ Γσ፞፞፝፝፝ዾ ^៲ ዮህልንበኣና ዸዾዾታ <u>ል</u> ና | ۲۵–۵۲ 2015 | ۲۹∟۵∩ <u>2014</u> |
|---|-----------------------------------|----------------------------------|---|-------------------|----------------------|
| ላዦረ∟ቍኂ, ∟ጋሏንበኂር | \$ 457,178 | \$ 20,177 | \$ 43,544 | \$ 520,899 | \$ 477,538 |
| ዄዯዾፘፘዸ፞ዹዾኯኇዻ ዻዸዸ፞፞፞፝፝፝፝፝፝፝ኯዸኯ፟ ዻዸዸ፞፞ዀቦዻዸኯ፞፞ | 36,167 (3,979) <u>8,585</u> | - 3,979 (8,585) | - - - | 36,167 | 43,361 |
| ላዦተLኇሢ, Lንነ⊀በኂር | <u>\$ 497,951</u> | <u>\$ 15,571</u> | <u>\$ 43,544</u> | <u>\$ 557,066</u> | <u>\$ 520,899</u> |

ወ**ግንና እርናነጋር ሲዮዥና** በበናነተ**Lኆ የወኦታር ሲσ ነጋና ዄወ∆ር ∿ር 'ምዥና** ሬናፖ 31, 2015Γ

| | <u>2015</u> | <u>2014</u> |
|---|---|-----------------------------|
| <u></u> <u></u> <u></u> | | |
| L°ዹ፟፟፟ዻ ዸ፟ዹዾ፟፟፟ዾዾ ፟፟፟፟ዾዾኯ ፟ ዾዸ፝፟፝፝፝፝፝፝፝፝፝፝ዾዾኯ፟ዄ ዸ ዸዾኯኯ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ ዾ | \$ 22,934 1,327,522 <u>14,815</u> 1,365,271 | 249,588 14,324 |
| ⊲₽ጋ⊰ ∧⊌ᡤ (▷᠖▷┌°५, σ 2 ⊲ч, 4) | 29,333 | 37,918 |
| | <u>\$ 1,394,604</u> | <u>\$ 950,013</u> |
| | | |
| L[°] ፌ^ֈሪ' | \$ 822,936 <u>840</u> 823,776 <u>13,762</u> 837,538 | <u>5,340</u> 411,373 |
| | | |
| የሥጋΔ°உኘውሮ"ህ⊀ና የ፟ዹϷታΔና ለንΔՎበነኻው ላየጋՎቃና ለነፀበቃና ዹ୮ኇኊታΔ የንህልϷበነኻΔ የ፟ዹϷታና | 497,951 15,571 <u>43,544</u> <u>557,066</u> <u>\$ 1,394,604</u> | 20,177 43,544 520,899 |
| b∩L≻ഛ ^ና ⊲℃℃⊳⊀ ^ເ : | | |

_____ุ**ป**ึงปะป

᠆᠋᠊᠋᠆᠋᠋᠋᠋ᠬ᠋᠋᠋ᢉᡬ᠋᠋ᠬ/ᢆᡥᡄᢂᢣ᠆᠋᠋᠋᠆ᠵᡄ

בבאי >ביז)רתאי ליגש**אלי מ׳ו׳ה׳יר אסיו׳יר** ליגשי מארכיאי ג'א 31, 2015

| | | <u>2015</u> | <u>2014</u> |
|---|-----------|-------------|---------------|
| ⋖⋗ ∟ ኇዥ ^ݛ ∧፫ <mark>ᇿ</mark> ⊲ᄡ∖∆ ^ݛ | | | |
| ᠋᠖ᡩᡗ᠔᠋ᡣᢣ᠋᠂᠂᠌ᢆᡄ᠔ᢣ᠆᠋᠋ᡏ | \$ | 36,167 | \$ 43,361 |
| ᠙ᢣ᠘᠋᠋᠄᠂ᢅᡄ᠌᠌᠌ᢣᢣᡃ᠋᠋᠋ᠫ᠋ᠬ᠋ᡃᢐᢩ᠋᠇᠋᠊᠋᠋ᡏ᠋᠋᠋ᢐᡳ᠋᠋᠋ᡏ᠋᠋᠋ᢐᡳ᠋᠋᠋ᡏ᠋᠋᠋ᡦᡳ᠋ | | | |
| ᠈ᡆ᠒ᡰ᠈᠕᠈ᡆᢣᢗᠲᢂ᠋᠅ᡣᢣ᠂ᢂ᠆᠆ᢞᠵ᠋᠆ᡧᡐᡆ | | 8,585 | 45,063 |
| ᡏ᠋᠉᠆ᡧ᠘᠕᠆᠉᠕᠆᠕᠆᠕᠆᠕᠆᠕᠆᠕᠆᠕᠆᠕᠆᠕ | | (3,979) | (35,203) |
| | | 40,773 | 53,221 |
| ᠙ᢆᡄᢂ᠋ᢣ᠖ᡅᢗ᠋ᡗ᠂᠋ᢩ᠕᠋᠆᠈ᡔ᠋᠈ᡔ᠂ᠳ᠕᠅ᡔ᠋᠅ᡔ᠋᠅᠘᠘᠈ᠺ | | | |
| ᡏᡄᡃ᠋ᢣ᠖ᡃᢆᡗᠣ᠋ᡃ᠂ᠳ᠋᠋ᡄ᠌᠌᠌ᢄᢉᢣ᠘ᡃ | (| 1,077,934) | 528,298 |
| ᡏᡄ᠅ᡝ᠘ᢞ᠂ᢆᡝᡄ᠔᠋ᢣ᠈ᢅ᠑ | | (491) | 7,794 |
| ᡏᢄ᠆ᡅ᠕ᡩ᠂᠙᠘᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕᠕ | | 416,903 | 40,223 |
| ᢂ᠋ᢞᠾ᠌ᢞ᠋᠋ᠧ᠋ᠺ᠋ᡗᡬ᠘᠋ᢆᢣᡄ᠋᠕ | | (4,500) | (7,720) |
| | | (625,249) | 621,816 |
| ٩Γሥህ _በ ላንን (Γነኆዮላንን) ሶፈንታΔ | | (625,249) | 621,816 |
| ϷʹͼϷϞϪ ^ϲ , LϽΔϨϹϭ | | 648,183 | 26,367 |
| ዸ፟፞ዹዾ ፟ ዾፚ, Lንነ ጚ ር፞፞፞፞፝ | <u>\$</u> | 22,934 | \$ 648,183 |

1. ኄዾጏ፞፞፝፝፝፝፝፝፟፝፞ የዾዾ፟

2. $\Lambda^{L}\Lambda^{P}$ \dot{P} \dot{P}

 \dot{P}_{a} የ σb \dot{M}^{*} < \dot{A}_{a} () c b) \dot{A}_{a})

(a) $4\dot{2}\Pi_{b}\sigma^{1}$ $\Gamma_{b}\rho^{1}$

 $\langle \dot{i}_{a} \Delta_{a} \sigma \dot{f}_{a} P + \Delta^{c} P \sigma b^{\alpha} \sigma L c^{\beta} c^{\alpha} b a C \dot{f}_{a} P + c \sigma \delta^{\beta} c^{\alpha} L c^{\beta} c^{\alpha} b^{\alpha} c^{\beta} c^{\beta}$

(b) $\dot{P}_{a} \rightarrow \tau_{a}$

 $e^{-\Delta P} = \Delta^{-1} + \Delta^{-1}$

| ᠘ᡃᠴᠡ᠌᠔ᡤ᠂᠕᠆᠋᠋᠋᠆ᠵ᠋᠇᠋ᠯ | 20->५ |
|----------------------------|----------------|
| ᡃ᠋᠖ᡵᢗ᠌ᢂᢣ᠘᠋᠋᠂᠋᠘᠆᠕᠆ᠰ᠘ᠴ᠂᠕᠆ᠰ᠆ᢂ | 30->५ |
| ᢗ᠋᠆ᠿᢧᡰ᠘᠆ᠺ | 30->५ |
| ንበና⊳ኅኁ⊲ለ ንፈንን⊳ር٬ር⊳ | ᠈᠙᠆᠕᠅᠙ᢕ᠘ᠴ᠂᠕᠅ᠺᢁ |

(e) የህኆኅረፈ ሀペレፅ ም ወይዳላል

ዮህኆነተL┽ ႱኆLነႫჾና ΔႱႵႵჃና የႱንΔጵና የሮቴንჾኑ ΔႱႵႵჃჾኑ ჾኦልንበነኣኦጔበካ ለLኊኦፋ፩ ላዛጔ ላየዮሮቦላናዮጵጋበካ ላዮዥናታዥበጋና ለኈLኊና ላኁኦቦታዥና.

(f) $\dot{P}_{a} = P_{c} = P_{c}$

సంగా సింగా సింగా

| | | <u>2015</u> | | <u>2014</u> |
|---|-----------|--------------------------------|-----------|-----------------------------|
| ႱペLⅆϞՐና ഛᡆᢩᢀና ႱペLⅆϞՐና bᡆርℾ ᢣᡆᠺᡃᠦ ᠍᠋ᡏᡄᡃᢣ᠘ᡕ ᢑ᠌ᠽ᠌᠌᠌ᠺᡃᠵ᠌ᢂ᠆᠆ | \$ | 296,890 1,014,519 16,113 | \$ | 58,638 169,922 21,028 |
| | <u>\$</u> | 1,327,522 | <u>\$</u> | 249,588 |

Δαδ΄ > ζίζος τη διαδί γη διαδί γη διαδί γη τη διαδί τη

4. **⊲**₽ጋ≺′ ∧ୱ∩'

| | <u> </u> | ᡣᡝ᠘᠊ᡨ᠈ᡥ ᠈ᡥ᠆᠆ᢤ᠆᠈ᡣᡝ | • | ⊲୮⊲ժ° <∆<∩J ⊲P° <u>2015</u> | < | ⊴୮⊲J° <∆<∩J ⊴P° <u>2014</u> |
|--|--|---|-----------|-----------------------------------|-----------|--------------------------------------|
| ᠘ᡃᠴᠡ᠋᠈ᢣ᠙ᡤ᠂᠋᠕ᡃᡆ᠋᠋ᠴ ᡃᢐᠽᢗ᠌᠌ᢂᢣ᠘᠋ᡬ᠋᠕᠅ᡯᡄ᠙ᡗᡤ ᡏ᠋᠑᠋᠄ᡗ᠙᠘᠅᠕ᢣ᠘᠊ᠺ | \$ 247,924 161,173 177,529 <u>88,876</u> | \$ 225,595 158,360 177,529 84,685 | \$ | 22,329 2,813 - 4,191 | \$ | 27,912 4,019 - <u>5,987</u> |
| | \$ 675,502 | \$ 646,169 | <u>\$</u> | 29,333 | <u>\$</u> | 37,918 |

5. $4\dot{P}_{CA}$

| | - | <u>2015</u> | | <u>2014</u> |
|--|-----------|--------------------------|------|--------------------|
| ᢪ᠋ᡃ᠋ᠡᢞᡝ᠘᠊ᡧ᠋᠘ᢞ᠘ᡃ᠊᠋ᡥ᠆᠋ᠺ᠘᠊᠋᠋ᠯ᠋ᡝᢂ᠂᠋᠋᠘᠂ᡘ᠋᠋ᡩ᠋᠘ ᠘ᢞ᠘ᡃᡥ᠆᠋᠋᠋ᡦ᠋᠘᠘᠋ᡶ᠋ᡗᡏ᠘᠘᠆ᠺ᠋᠘᠆ᠺ᠘᠆ᡘ᠋᠘᠋ᡬ | \$ | 17,741 (3,979) | | 52,944 (35,203) |
| ᠘ᢞ᠘ᡃ᠊᠋᠆ᠳ᠘᠘᠊᠋ᠴ᠘ᡇ᠋᠂᠋᠉ᡙᡐᠧ᠋ᢤᡃᢗ᠋᠆᠆᠋᠆᠆᠆᠆ | <u>\$</u> | 13,762 | \$ | 17,741 |
| ႱペĽᡃ᠍ᡥᠳ᠈᠘ᢆ᠋ᡰᡶ᠋ᡝ᠊ᡏ᠈᠂᠋ᠺᡃᢓ᠋ᡘᠴ᠅᠕ᡃ᠍᠍᠕᠋ᠴ᠅᠘᠆ᢗ᠋᠋ᠬᢣᢩᢂ᠅᠈ ᡏ᠈᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆᠆ | ؋ڡ٢ | ᠆᠍᠆᠋᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆᠋᠆ | ∩د⁺< | ᠈᠆᠋ᡃᡰᡉ᠆᠋᠂ᡃ᠋ᡰ |

>_{\chi}__{\chi} dn-\birthing \chi +2\Delta \chi \sqrt{2} d\ci \chi +2\Delta \chi \sqrt{2} d\ci +2\Delta \chi +2\

Δα^{\$}' ><u>ς</u>⁶)_C_λ⁴ ⁶<u>6</u> ⁶<u>6</u> ⁶<u>6</u> ⁶<u>6</u> ⁶<u>6</u> ⁶<u>7</u> ⁶<u>6</u> ⁶<u>7</u> ⁶<u>8</u> ^{6}

9. ለታጜፈታና

 $\dot{\Sigma}_{c}^{c} = \Delta^{c} \Delta^{c}$

| 2016 | \$ 89,006 |
|------|---------------|
| 2017 | 89,006 |
| 2018 | 89,006 |
| 2019 | 89,006 |
| 2020 | 18,543 |
| | \$ 374,567 |

| | ۹⊳د∩+∩ے۹⊳ دلئ م∩، ے۹⊵ | <u>>_ዮል</u> ና | ۵۹-۱۰۹ ۱۹ <u>ده</u> بیک | > _ዮል^ና ታኦል ላጓጎ <u>ታኦበና</u> | کامہ∩ط |
|--------------------------------------|-------------------------------------|------------------|----------------------------|---|-------------------|
| ᡥ᠋ᠴ᠋᠈ᢣᡄᡏ | | | | | |
| <i></i> ل<ام م | \$ 1,326,945 | \$ 473,055 | \$ 1,800,000 | \$ - | \$ 1,800,000 |
| ᠖ᡃ᠋ᢞᠬᡃᠺᢦ᠋ᠬ᠄᠙ᠴ᠋᠌᠌᠈ᡔᢧ᠘᠘ | 6,200 | - | 6,200 | - | 6,200 |
| ᠘ᡄᡗᢣᢂᡃᠯᡬ | 15,055 | - | 15,055 | - | 15,055 |
| ᠌ᢦᡝ᠋ᡥᠣ᠂ᢆᡝᡄ᠌᠌ᢂᢣᡄᢦᡃ | 380 | 250 | 630 | 14,713 | 15,343 |
| ᲑᲘᡃᡣᢗ᠂᠂ᡩᠴ᠌᠔ᢞ᠖᠋᠕ᢗᢂ᠆ᠺᠠ | (229,635) | (46,292) | (275,927) | - | (275,927) |
| ᠴᡃᠡᠵᡄ᠋᠋ᢦᢋ᠋᠂᠘ᢞ᠋᠆᠕ᢣ᠘ᢋ | 3,979 | | 3,979 | | 3,979 |
| | 1,122,924 | 427,013 | 1,549,937 | 14,713 | 1,564,650 |
| ዸ፟ ^ዾ ጛኯ _፝ | | | | | |
| ᡏᡄ᠋᠕ᡄᡅᢋᡅ | 112,242 | 30,652 | 142,894 | 1,726 | 144,620 |
| ᢀᡥᡄ᠊ᢞᡄ᠊ᡐᢣ᠋ | 8,585 | - | 8,585 | - | 8,585 |
| ᡖ᠐᠆ᢣ᠋ᠲ᠌ᡔ᠋᠂᠂ᢀᡔ᠆ᢉᠵᢋ᠘ | 73,348 | - | 73,348 | - | 73,348 |
| ᠘᠆᠋ᠴ᠋ᡝ᠊ᠯ᠋᠋ᡏ᠂᠘᠋ᡃᢐᡄ᠘ᢣᢈ᠋ | 143,131 | 500 | 143,631 | - | 143,631 |
| ᠘ᠴᡄ᠋᠋᠋ᡕ᠊᠋ᡘ | 752,132 | 393,211 | 1,145,343 | - | 1,145,343 |
| ᢧᢣᢄ᠘ᢋ᠒ᠺ | 33,486 | 2,650 | 36,136 | - | 36,136 |
| طعط ^{زد} کد ^ی رک | | | | 18,511 | 18,511 |
| | 1,122,924 | 427,013 | 1,549,937 | 20,237 | 1,570,174 |
| | <u>\$</u> | <u>\$</u> | <u>\$</u> | <u>\$ (5,524)</u> | <u>\$ (5,524)</u> |

ຼຼຼຼຼລວ^{\$}' >ຼናን፫ ኊዮኅ' ላፖዮ ሀኆLሇኇ ለ፫ ላ' ላ'ና່JJ' ۵ረඌጋታ ፲ና ፲ና 31, 2015

| | | Ώ ^ͺ | b℃~σΓ <u>>_ዮል</u> | TINC 606455 | <u>مر ۱۲</u> |
|--|-----------|----------------|-------------------------|-------------|--------------------------|
| ₽₽₽₽ ₽₽₽₽₽ | | | | | |
| ႱペLᡃݸ᠊ᠳ᠂᠋ᢩᠣᡄᡷ᠂ᢄDT ႱペLᡃݸ᠊ᠳ᠂᠋ᢩᠣᡆᡷ᠂ᢗ᠋᠋᠋ᢍ᠋ᡰ | \$ | - \$ | - 12,561 \$ | 6,500 \$ | 19,061 <u>33,084</u> |
| | | 33,084 | 12,561 | 6,500 | 52,145 |
| ᅣᇫ᠔ᢣ᠈᠋᠋ን᠈᠈ ᡏ᠋ᠫᡣᡃᡪ᠋᠋᠆᠆ᡏ᠆ᡶᡃ᠋ᢣ ᠫ᠋᠋ᠶ᠋ᡐᡗ ᠵᠯ᠋᠂ᠮ᠆ᠯᠬ᠂᠋᠋ᢐ᠋᠈ᡃᡶᢗᢂ᠋ᠴ | | 33,084 | 8,572 3,989 | - 6,500 | 41,656 3,989 6,500 |
| | | 33,084 | 12,561 | 6,500 | 52,145 |
| | <u>\$</u> | <u>- \$</u> | <u>- \$</u> | \$ | |

| | ۸۶۵۹۵ | -44 %><_ | <u>>ᡄ᠋ᠻᡃ᠋)ᡄ᠋᠇ᠥᡃ᠋</u> <u><ᡃᡆ᠘ᠠ᠘᠊ᢪ</u> | <u>ها مارم</u> |
|---|-------|--|---|--|
| ₽₽₽₽₽₽ | | | | |
| CanNord໊ᠳ ᠘Ხᢣᡳᡝ᠊ᡏᢩ᠘ᢣᢣᡧ ᠘ᢣᡳᡝᡩᢩ᠔ᡘ᠆ᡩᡄ᠌ᠺᢣᡧ ᡆ᠋ᡗ᠊ᡐᡌ᠂᠘ᢣᢣᡧ | \$ | 503,945 \$ 49,327 <u>3,070</u> 556,342 | 312,790 \$ | 816,735 49,327 <u>3,070</u> 869,132 |
| ፻₋ዾንታንንን፡ ቴኦኦቴሏጚበና ቴጚጥናኣኦበ ሪዛታጜሩ | | 261,985 - 40,500 17,151 236,706 556,342 | - 292,499 20,291 - 312,790 | 261,985 292,499 60,791 17,151 236,706 869,132 |

ጋඛී⁶ እርናነጋር ሲዮዮና ላፖዮዮ ለሮሲላና ላናናህገና ወረት የጋገና ሲናተ 31, 2015

| | <u>b</u> | <u>nr 4u</u> , | • | <u>IRSDC</u> ባኦታኇ -*ታላናሰና | ላፖ℉ <u>ለল∿</u> ፋ | <u> </u> | <u>۲ م</u> |
|---|----------|---------------------------------------|----|--|---|----------|--|
| ₽₽₽₽₽₽ | | | | | | | |
| ႱペLጋኈ bPペʰď ላፖ∿Ր՟σ ቮ፞ዹኦ৮ና ሏፖና<ኆላ ጚ ና | \$ | - 14,103 <u>4,588</u> 18,691 | \$ | 11,149 - - 11,149 | \$ - <u>37,744</u> <u>37,744</u> | \$ | 11,149 14,103 <u>42,332</u> 67,584 |
| ᡥᡆᡐᢣᡃᡗ᠈᠋ᠶ | | | | | | | |
| ᠌᠌᠌ᡔᠯ᠋᠆ᢣᠺ᠅᠋᠖ᢞᡁᢗᢦ᠋ᡣᠴ ᢪᡄ᠌᠌ᢂᢣᡃ᠋ᠺᢦ᠋ᠺ᠅᠘᠋᠋᠋ᢣᡳᡟ᠋᠋ᠴ | <u> </u> | 14,744 | \$ | - <u>11,149</u> <u>11,149</u> - | \$ | \$ | 14,744 <u>11,149</u> <u>25,893</u> 41,691 |

NUNAVUT TOURISM FINANCIAL STATEMENTS MARCH 31, 2015

NUNAVUT TOURISM INDEX MARCH 31, 2015

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Rankin Inlet

PO Box 147, Rankin Inlet, NU, XOC 0G0 Tel: 867.645.2817 Fax: 867.645.2483

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∩∩⁵₺⁵Ძ₳Ს 147, Ს∿∩∿亡♂್, 으つぷ, X0C 0G0 ▷⁵Სጏ∩: 867.645.2817 ぱち∜Ძć: 867.645.2483

LESTER LANDAU

Chartered Accountants



INDEPENDENT AUDITORS' REPORT

PO Box 20, Iqaluit, NU, XOA 0H0

Tel: 867.979.6603 Fax: 867.979.6493

∩ിംപ്പം 20, പംപ്പം, മാംഗം, X0A 0H0

⊳ الخا∩: 867.979.6603 كلاك 10: 867.979.6493

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To the Board of Directors of Nunavut Tourism

We have audited the accompanying financial statements of Nunavut Tourism, which comprise the statement of financial position as at March 31, 2015, and the statements of operations, changes in fund balances and cash flows 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 accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free of material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements in accordance with Canadian generally accepted auditing standards. Those standards require that we 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 auditors' 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 organization's preparation and fair presentation 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 organization'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 evaluation of the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, these financial statements present fairly, in all material respects, the financial position of Nunavut Tourism as at March 31, 2015 and its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Lester Landau

Iqaluit, Nunavut June 19, 2015

CHARTERED ACCOUNTANTS

NUNAVUT TOURISM STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2015

| REVENUES | Association Operations & <u>Management</u> (Schedule I) | Visitors Centre Merchandise Sales (Schedule I) | Other Government Projects (Schedule II) | Can Nor Projects (Schedule III) | Other Projects (Schedule IV) | <u>2015</u> Total | <u>2014</u> Total |
|-----------------------------|--|---|--|---------------------------------------|------------------------------------|---------------------------|----------------------------|
| | • • • • • • • • • • | • | * | . | ¢ | | • • • • • • • • • • |
| Government of Nunavut | \$ 1,800,000 | \$ - | \$ 52,145 | \$ - | \$ - | \$ 1,852,145 | \$ 2,027,950 |
| Repayment | (275,927) | | - | | | (275,927) | (178,542) |
| Defermed (Nate () | 1,524,073 | | 52,145 | - | - | 1,576,218 | 1,849,408 |
| Deferred (Note 6) | <u>3,979</u> 1,528,052 | | 52,145 | | | <u>3,979</u> 1,580,197 | <u>35,203</u> 1,884,611 |
| Federal government funding | 1,528,052 | - | 52,145 | 816,735 | - 11,149 | 827,884 | 1,498,306 |
| Memberships | 15,055 | _ | _ | - | - | 15,055 | 14,760 |
| Advertising and sponsorship | 6,200 | - | - | - | - | 6,200 | 4,900 |
| Contributions in kind | - | _ | _ | 49,327 | _ | 49,327 | - |
| Other revenue | 630 | 14,713 | - | 3,070 | 56,435 | 74,848 | 96,866 |
| | 1,549,937 | 14,713 | 52,145 | 869,132 | 67,584 | 2,553,511 | 3,499,443 |
| EXPENSES | | | | | | | |
| Administration | 142,894 | 1,726 | - | - | - | 144,620 | 158,439 |
| Amortization | 8,585 | _ | - | - | - | 8,585 | 45,063 |
| Board governance | 73,348 | - | - | - | - | 73,348 | 69,182 |
| Building and equipment | 143,631 | - | - | - | - | 143,631 | 150,985 |
| Human resources | 1,145,343 | - | - | - | 11,149 | 1,156,492 | 1,209,698 |
| Marketing | 36,136 | - | - | - | - | 36,136 | 55,279 |
| Materials and supplies | - | 18,511 | - | - | - | 18,511 | 10,968 |
| Project costs | | | 52,145 | 869,132 | 14,744 | 936,021 | 1,756,468 |
| | 1,549,937 | 20,237 | 52,145 | 869,132 | 25,893 | 2,517,344 | 3,456,082 |
| EXCESS REVENUES (EXPENSES) | <u>s -</u> | <u>\$ (5,524</u>) | <u>\$</u> | <u>\$</u> | <u>\$ 41,691</u> | <u>\$ 36,167</u> | <u>\$ 43,361</u> |

NUNAVUT TOURISM STATEMENT OF CHANGES IN FUND BALANCES FOR THE YEAR ENDED MARCH 31, 2015

| | | General <u>Fund</u> | vested in tal Assets | Asset I | Replacement Fund | | Total 2015 | | Total <u>2014</u> |
|---|-----------|-----------------------------------|-------------------------|-----------|---------------------|----|---------------|-----------|----------------------|
| BALANCE, OPENING | \$ 4 | 457,178 | \$ 20,177 | \$ | 43,544 | \$ | 520,899 | \$ | 477,538 |
| Excess revenue Amortization of government assistan Amortization | ice | 36,167 (3,979) <u>8,585</u> | 3,979 (8,585) | | - - | _ | 36,167 | _ | 43,361 |
| BALANCE, CLOSING | <u>\$</u> | <u>497,951</u> | \$ 15,571 | <u>\$</u> | 43,544 | \$ | 557,066 | <u>\$</u> | 520,899 |

NUNAVUT TOURISM STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2015

| | <u>2015</u> | <u>2014</u> |
|--|--|--|
| ASSETS | | |
| CURRENT Cash Accounts receivable (Note 3) Prepaid expenses | \$ 22,934 1,327,522 <u>14,815</u> 1,365,271 | \$ 648,183 249,588 <u>14,324</u> 912,095 |
| CAPITAL ASSETS (Notes 2 and 4) | 29,333 | 37,918 |
| | <u>\$ 1,394,604</u> | <u>\$ 950,013</u> |
| LIABILITIES | | |
| CURRENT Accounts payable and accrued liabilities (Note 5) Deferred revenue | \$ 822,936 840 823,776 | \$ 406,033 <u>5,340</u> 411,373 |
| DEFERRED GOVERNMENT ASSISTANCE (Note 6) | <u> 13,762</u> <u> 837,538</u> | <u> </u> |
| <u>NET ASSETS</u> | | |
| GENERAL FUND INVESTED IN CAPITAL ASSETS ASSET REPLACEMENT FUND | 497,951 15,571 <u>43,544</u> <u>557,066</u> | 457,178 20,177 <u>43,544</u> <u>520,899</u> |
| | <u>\$ 1,394,604</u> | <u>\$ 950,013</u> |
| APPROVED BY THE BOARD: | | |

President

_Secretary/Treasurer

NUNAVUT TOURISM STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2015

| | <u>2</u> | 015 | <u>2014</u> |
|---|-------------|---------------------------|---------------|
| OPERATING ACTIVITIES | | | |
| Excess revenue | \$ 3 | 86,167 | \$ 43,361 |
| Items not requiring (providing) cash: Amortization of capital assets | | 8,585 | 45,063 |
| Amortization of deferred government assistance | | 8,383 (<u>3,979</u>) | (35,203) |
| | | 10,773 | 53,221 |
| Cash provided by (used for) changes in non-cash working capital | : | | |
| Accounts receivable | | 7,934) | 528,298 |
| Prepaid expenses | | (491) | 7,794 |
| Accounts payable and accrued liabilities | 41 | 6,903 | 40,223 |
| Deferred revenue | | (4,500) | (7,720) |
| | (62 | 25,249) | 621,816 |
| INCREASE (DECREASE) IN CASH | (62 | 25,249) | 621,816 |
| CASH, OPENING | 64 | 18,183 | 26,367 |
| CASH, CLOSING | <u>\$ 2</u> | 22,934 | \$ 648,183 |

1. NATURE OF THE ORGANIZATION

Nunavut Tourism is a not-for-profit organization whose mission is to facilitate tourism marketing for Nunavut and to provide support and services to the membership resulting in an increase in tourism visitation to Nunavut. The organization commenced operations on September 15, 1995 and is incorporated under the *Societies Act* of Nunavut.

The organization is a not-for-profit association and is exempt from income tax under Sec. 149(1)(1) of the *Income Tax Act (Canada)*.

2. SIGNIFICANT ACCOUNTING POLICIES

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations and include the following significant accounting policies.

(a) 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, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Significant items subject to such estimates and assumptions include the valuation of accounts receivable and the estimated useful life of property and equipment. Actual results could differ from those estimates.

(b) Financial Instruments

The organization initially measures its financial assets and financial liabilities at fair value. The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for derivatives and equity securities quoted in an active market, which are measured at fair value.

Financial assets measured at amortized cost include cash, and accounts receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

It is management's opinion that the organization is not exposed to significant interest, currency or credit risks arising from these financial instruments unless otherwise noted.

(c) Fund Accounting

The General Fund accounts for the organization's general operating and administrative activities. Invested in Capital Assets contains all the organization's capital asset transactions. The Asset Replacement Fund represents the net appropriation of surplus amounts set aside by the Board of Directors for specific purposes.

2. SIGNIFICANT ACCOUNTING POLICIES (continued)

(d) Capital Assets

Capital assets are recorded at cost. Amortization is provided annually at rates calculated to write-off the assets over their estimated useful lives as follows:

| Furniture and equipment | 20% declining balance |
|--------------------------------------|-----------------------------------|
| Computers and audio-visual equipment | 30% declining balance |
| Media displays | 30% declining balance |
| Leasehold improvements | straight-line over the lease term |

(e) Deferred Government Assistance

Deferred government contributions represent restricted contributions for the purchase of capital assets and are amortized at the same rates as the assets to which they relate.

(f) Revenue Recognition

The organization follows the deferral method of revenue recognition for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Contributions in kind are recorded at their estimated fair value at the date of contribution, where the value can be reasonably estimated. Revenue from merchandise sales is recognized at the point of sale.

(g) Expense Allocations

The organization allocates expenses using the following method. Expenses which are wholly attributable to a particular program are charged directly to the appropriate program. Expenses that are attributable to more than one particular program are allocated based on a percentage method at a rate deemed appropriate by management.

3. ACCOUNTS RECEIVABLE

| | | <u>2015</u> | | <u>2014</u> |
|-----------------------|-----------|-------------|-----------|-------------|
| Government of Nunavut | \$ | 296,890 | \$ | 58,638 |
| Government of Canada | | 1,014,519 | | 169,922 |
| Trade receivables | _ | 16,113 | | 21,028 |
| | <u>\$</u> | 1,327,522 | <u>\$</u> | 249,588 |

4. CAPITAL ASSETS

| | <u>Cost</u> | Accumulated <u>Amortization</u> | Net Book Value <u>2015</u> | Net Book Value <u>2014</u> |
|---|-------------|------------------------------------|----------------------------------|----------------------------------|
| Furniture and equipment \$ Computers and | 247,924 | \$ 225,595 | \$ 22,329 | \$ 27,912 |
| audio-visual equipment | 161,173 | 158,360 | 2,813 | 4,019 |
| Leasehold improvements | 177,529 | 177,529 | - | - |
| Media displays | 88,876 | 84,685 | 4,191 | 5,987 |
| <u>\$</u> | 675,502 | <u>\$ 646,169</u> | <u>\$ 29,333</u> | <u>\$ 37,918</u> |

5. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Included in the accounts payable and accrued liabilities balance is \$15,836 (2014 - \$19,119) of government remittances payable.

6. DEFERRED GOVERNMENT ASSISTANCE

| | | <u>2015</u> | <u>2014</u> |
|--|-----------|-------------------|--------------------------|
| Deferred government assistance - beginning of year Government assistance recognized during year | \$ | 17,741 (3,979) | \$ 52,944 (35,203) |
| Deferred government assistance - end of year | <u>\$</u> | 13,762 | \$ 17,741 |

Government contributions for capital assets are recognized into income at the same rate as the assets to which they relate are amortized.

7. OPEARTING LINE OF CREDIT

The organization has signed a general loan agreement with Baffin Business Development Corporation for a line of credit in the amount of \$150,000 at an interest rate of 10%. The purpose is for interim financing when required. The agreement is in place until March 31, 2016. At year-end no funds were used (2014- nil).

8. ECONOMIC DEPENDENCE

The organization receives the majority of its funding from the Government of Nunavut. Without the continuing support of the government, it is unlikely that the organization's operations would be able to continue.

9. COMMITMENTS

The organization is committed to annual lease payments for equipment and office and airport display space as follows:

| 2016 | \$ 89,006 | |
|------|-------------------|--|
| 2017 | 89,006 | |
| 2018 | 89,006 | |
| 2019 | 89,006 | |
| 2020 | 18,543 | |
| | <u>\$ 374,567</u> | |

SCHEDULE I

NUNAVUT TOURISM CORE OPERATIONS FOR THE YEAR ENDED MARCH 31, 2015

| | | Operations Management | <u>Visi</u> | tors Centres | tal Operations and Visitors <u>Centres</u> | | tors Centre handise Sales | <u>1</u> | <u>Total</u> |
|---|----|---|-------------|--|---|----------|--|----------|---|
| Revenues | | | | | | | | | |
| Government of Nunavut Advertising and sponsorship Memberships Other income Repayment of funding Amortization of government assistance | \$ | 1,326,945 6,200 15,055 380 (229,635) <u>3,979</u> 1,122,924 | \$ | 473,055 - 250 (46,292) - 427,013 | \$ $ \begin{array}{r} 1,800,000\\6,200\\15,055\\630\\(275,927)\\\hline 3,979\\1,549,937\\\end{array} $ | \$ | - 14,713 - 14,713 | \$ | 1,800,000 6,200 15,055 15,343 (275,927) <u>3,979</u> 1,564,650 |
| Expenses | | | | | | | | | |
| Administration Amortization Board governance Building and equipment Human resources Marketing Materials and supplies | ¢ | 112,242 8,585 73,348 143,131 752,132 33,486 | \$ | 30,652 - 500 393,211 2,650 - 427,013 | \$ 142,894 8,585 73,348 143,631 1,145,343 36,136 | <u> </u> | $ \begin{array}{r} 1,726 \\ - \\ $ | ¢ | 144,620 8,585 73,348 143,631 1,145,343 36,136 <u>18,511</u> <u>1,570,174</u> |
| | 2 | - | <u>ک</u> | - | \$ - | 2 | (5,524) | 2 | (5,524) |

NUNAVUT TOURISM OTHER GOVERNMENT PROJECTS FOR THE YEAR ENDED MARCH 31, 2015

| | Arc | tic Coast Visitor <u>Centre</u> | <u>Rankin Visitor Centre</u> | TINC Delegates | Total |
|--|-----|------------------------------------|------------------------------|----------------|---------------------|
| Revenues | | | | | |
| Government of Nunavut EDT Government of Nunavut C&H | \$ | - 33,084 | \$ 12,561 | \$ 6,500 | \$ 19,061 33,084 |
| | | 33,084 | 12,561 | 6,500 | |
| Expenses Program expenses Rent Travel and accommodations | | 33,084 | 8,572 3,989 | 6,500 | |
| | | 33,084 | 12,561 | 6,500 | 52,145 |
| | \$ | - | \$ | \$ | <u>\$</u> |

NUNAVUT TOURISM CANADIAN NORTHERN ECONOMIC DEVELOPMENT AGENCY (CANNOR) FOR THE YEAR ENDED MARCH 31, 2015

| | | Building for <u>Tomorrow</u> | Tourism Market <u>Readiness</u> | Total | |
|------------------------------------|----|---------------------------------|------------------------------------|------------|--|
| Revenues | | | | | |
| CanNor Contributions receivable | \$ | 503,945 | \$ 312,790 | \$ 816,735 | |
| Contributions in kind | Ψ | 49,327 | - | 49,327 | |
| Other revenue | | 3,070 | - | 3,070 | |
| Net Contributions | | 556,342 | 312,790 | 869,132 | |
| Expenses | | | | | |
| Marketing and advertising | | 261,985 | - | 261,985 | |
| Media placement | | - | 292,499 | 292,499 | |
| Project management | | 40,500 | 20,291 | 60,791 | |
| Research | | 17,151 | - | 17,151 | |
| Training | _ | 236,706 | - | 236,706 | |
| | | 556,342 | 312,790 | 869,132 | |
| | \$ | | \$ | <u>\$</u> | |

NUNAVUT TOURISM OTHER PROJECTS FOR THE YEAR ENDED MARCH 31, 2015

| Meetings & <u>conferences</u> | HRSDC Summer <u>Students</u> | Other projects | <u>Total</u> | |
|---|------------------------------------|-------------------|--|--|
| Revenues | | | | |
| dederal government\$-\$Lakivak Association14,103Other income4,58818,691 | \$ 11,149 \$ - - 11,149 | \$ - | \$ 11,149 14,103 <u>42,332</u> 67,584 | |
| xpenses | | | | |
| Travel and accommodations 14,744 Vages and benefits | <u> </u> | | 14,744 11,149 25,893 \$ 41,691 | |
| <u>\$ 3,947</u> <u>\$</u> | <u>\$ - </u> | \$ 37,744 | | |