**From:** Merv Gunter
**Sent:** Tuesday, April 08, 2008 3:55 PM
**To:** Park, Jo-Ann
**Cc:** Kim Milne; Neil Taylor; Lynda Gunter

**Subject:** New hotel taxes

Chairperson and members of EPC
City of Winnipeg
Council
510 Main Street
Winnipeg, MB R3B 1B9

Dear Ms. Park,

Our company, Frontiers North Inc., is a tourism operator whose head office is located in the City of Winnipeg.

Each year we bring thousands of visitors from outside of Manitoba to Winnipeg on their way to Churchill, Manitoba and other Manitoba tourist destinations. We are presently pricing our products for 2009 and will be confirming our prices to our international tour operators in numerous countries around the globe within the next month. This means that it was about this time last year we confirmed with them all of our pricing for 2008, but it would not have incorporated this then unknown new hotel tax. We have already confirmed hundreds of tour programs for this year and invoiced our clients for their tours but we did not, of course, include the new tax.

We are very concerned that imposition of this new tax in this operational year will place an undue, and somewhat unfair, financial burden on our small business. We are requesting that the City of Winnipeg grant us an exception for 2008 and that we be allowed to postpone payment of this new tax until 2009. This will provide us with the opportunity to incorporate the new tax into our pricing model and ensure we collect and remit it in future years.

We would ask that your seriously consider the plight we find ourselves and and look favourably upon our request.

Sincerely,

Merv Gunter
Owner/Operator
Frontiers North Inc. and
The Tundra Buggy(R) Adventure