



**2020 Financial Plan**  
**Operating Plan - Cost Code Summary**  
**DCS**

|                             | 2020                                       | 2021          | Budget          | %        | Note      |
|-----------------------------|--|---------------|-----------------|----------|-----------|
|                             | Budget                                     | Budget        | Variance        | Variance | Reference |
| <b>Revenues</b>             |  |               |                 |          |           |
| User Charges                | 95,000                                     | 90,000        | (5,000)         | (5.3%)   | 1         |
| <b>Total Revenues</b>       | <b>95,000</b>                              | <b>90,000</b> | <b>(5,000)</b>  |          |           |
| <b>Expenditures</b>         |  |               |                 |          |           |
| Purchases                   | 62,000                                     | 55,000        | -7,000          | (11.3%)  | 2         |
| Interfunctional Adjustments | 4,200                                      | 4,700         | 500             | 11.9%    |           |
| Debt Principal & Interest   | 96,800                                     |               | -96,800         | (100.0%) | 3         |
| <b>Total Expenditures</b>   | <b>163,000</b>                             | <b>59,700</b> | <b>-103,300</b> |          |           |
| <b>Total Net Levy</b>       | <b>(68,000)</b>                            | <b>30,300</b> | <b>98,300</b>   |          |           |
| Notes:                      |  |               |                 |          |           |
| 1                           | Discover Tillsonburg - Advertising Revenue |               |                 |          |           |
| 2                           | Discover Tillsonburg - Advertising Expense |               |                 |          |           |
| 3                           | Debt fully amortized in 2020               |               |                 |          |           |



**2020 Financial Plan**  
**Operating Plan - Cost Code Summary**  
**Economic Dev**

|                             | 2020  | 2021             | Budget         | %        | Note      |
|-----------------------------|---|------------------|----------------|----------|-----------|
|                             | Budget  | Budget           | Variance       | Variance | Reference |
| <b>Revenues</b>             |   |                  |                |          |           |
| Grants                      | 11,000  | 12,000           | 1,000          | 9.1%     |           |
| User Charges                | 91,000  | 108,000          | 17,000         | 18.7%    | 1         |
| Contribution from Reserves  | 1,100   | 29,100           | 28,000         | 2,545.5% | 2         |
| <b>Total Revenues</b>       | <b>103,100</b>  | <b>149,100</b>   | <b>46,000</b>  |          |           |
| <b>Expenditures</b>         |   |                  |                |          |           |
| Labour                      | 323,700   | 303,700          | -20,000        | (6.2%)   | 3         |
| Purchases                   | 107,800   | 115,300          | 7,500          | 7.0%     | 4         |
| Contracted Services         | 27,000  | 27,000           |                | 0.0%     |           |
| Contribution to Reserves    | 76,000  | 76,000           |                | 0.0%     |           |
| Interfunctional Adjustments | -14,400   | -18,900          | -4,500         | 31.3%    |           |
| Debt Principal & Interest   | 24,100  | 90,800           | 66,700         | 276.8%   | 5         |
| <b>Total Expenditures</b>   | <b>544,200</b>  | <b>593,900</b>   | <b>49,700</b>  |          |           |
| <b>Total Net Levy</b>       | <b>(441,100)</b>                                      | <b>(444,800)</b> | <b>(3,700)</b> |          |           |
| Notes:                      |   |                  |                |          |           |
| 1                           | Additional Rent Revenue - Van Norman Park             |                  |                |          |           |
| 2                           | To fund debt interest relating to the industrial land |                  |                |          |           |
| 3                           | Part time FTE removed                                 |                  |                |          |           |
| 4                           | Special Events - SOMA                                 |                  |                |          |           |
| 5                           | Additional Debt P&I relating to Van Norman            |                  |                |          |           |