<table>
<thead>
<tr>
<th></th>
<th>March 2020 YTD Actuals</th>
<th>March 2020 YTD Budget</th>
<th>2020 Total Budget (rollup)</th>
<th>YTD $ Variance</th>
<th>YTD % Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Taxation</td>
<td>3,103,560</td>
<td>4,690,923</td>
<td>18,763,681</td>
<td>(1,587,363)</td>
<td>(33.8%)</td>
<td>Note 1</td>
</tr>
<tr>
<td>User Fees &amp; Charges</td>
<td>510,695</td>
<td>588,885</td>
<td>2,357,488</td>
<td>(78,190)</td>
<td>(13.3%)</td>
<td>Note 2</td>
</tr>
<tr>
<td>Water Charges</td>
<td>684,040</td>
<td>743,634</td>
<td>2,974,530</td>
<td>(59,594)</td>
<td>(8.0%)</td>
<td>Note 3</td>
</tr>
<tr>
<td>Sewer Charges</td>
<td>496,522</td>
<td>518,250</td>
<td>2,073,000</td>
<td>(21,728)</td>
<td>(4.2%)</td>
<td>Note 4</td>
</tr>
<tr>
<td>Grant Revenue</td>
<td>348,302</td>
<td>370,807</td>
<td>1,480,208</td>
<td>(22,505)</td>
<td>(6.1%)</td>
<td>Note 5</td>
</tr>
<tr>
<td>Other Income</td>
<td>664,719</td>
<td>857,256</td>
<td>3,428,982</td>
<td>(192,537)</td>
<td>(22.5%)</td>
<td>Note 6</td>
</tr>
<tr>
<td>Reserve Fund Contributions</td>
<td>91,662</td>
<td>366,654</td>
<td>(91,662)</td>
<td>(100.0%)</td>
<td></td>
<td>Note 7</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>5,807,838</td>
<td>7,861,417</td>
<td>31,444,603</td>
<td>(2,053,579)</td>
<td>(26.1%)</td>
<td></td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries &amp; Benefits</td>
<td>1,463,197</td>
<td>2,528,457</td>
<td>10,113,609</td>
<td>1,065,260</td>
<td>42.1%</td>
<td>Note 7</td>
</tr>
<tr>
<td>Interest &amp; Debt Payments</td>
<td>145,584</td>
<td>301,776</td>
<td>1,207,094</td>
<td>156,192</td>
<td>51.8%</td>
<td>Note 8</td>
</tr>
<tr>
<td>Materials &amp; Supplies</td>
<td>1,354,127</td>
<td>1,728,214</td>
<td>6,910,923</td>
<td>374,087</td>
<td>21.6%</td>
<td>Note 9</td>
</tr>
<tr>
<td>Contracted Services</td>
<td>1,036,625</td>
<td>1,252,191</td>
<td>5,010,715</td>
<td>215,566</td>
<td>17.2%</td>
<td>Note 10</td>
</tr>
<tr>
<td>Other Transfers</td>
<td>134,294</td>
<td>142,938</td>
<td>571,757</td>
<td>8,644</td>
<td>1.5%</td>
<td>Note 11</td>
</tr>
<tr>
<td>Rents and Financial Expenses</td>
<td>19,593</td>
<td>65,823</td>
<td>263,270</td>
<td>46,230</td>
<td>70.2%</td>
<td>Note 12</td>
</tr>
<tr>
<td>Reserve Fund Transfers</td>
<td>490</td>
<td>1,841,805</td>
<td>7,367,235</td>
<td>1,841,315</td>
<td>100.0%</td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>4,153,910</td>
<td>7,861,204</td>
<td>31,444,603</td>
<td>3,707,294</td>
<td>47.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Surplus/(Deficit)</strong></td>
<td>1,653,928</td>
<td>213</td>
<td></td>
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</tr>
</tbody>
</table>
Variance Notes:

Note 1  Taxation revenues are $1,590,000 less than YTD budget (34%) primarily due to the accrual entries completed in April instead of March.

Note 2  User fees and charges are $78,000 less than YTD budget, or 13%. This is due to the following factors:

  Landfill tipping fees are $51,000 less than YTD budget due to timing of invoicing and the closure of the facility as a result of the Covid-19 pandemic. Compared to Q1 in the prior year, actuals are $67K compared to $165K ($98K and 60% reduction).
  Cemetery lot sales and interments are $20,000 less than YTD budget due to seasonality. Sales are consistent with the prior year.
  Summer day camp is $43,000 less than YTD budget due to seasonality.
  This is offset by higher revenues for ice rentals due to seasonality: Tiverton $20,000 and Davidson Centre $16,000. Revenues are consistent with the prior year.

Note 3  Water charges are $60,000, or 8% less than YTD budget.
  Commercial/Industrial is $41,000 less than YTD budget. BEC water is $16,000 less than YTD budget primarily due to the timing of invoicing.

Note 4  Grant revenue is $22,500 (6%) less than YTD budget.
  This is due to the timing of receiving grants, specifically the 1000 Officers ($9,000), Community Safety and Policing ($7,000) and municipal drain grants ($5,000).

Note 5  Other income is $193,000 (23%) less than budget. This is due to the following variances:
  The Armow Wind revenue is $161,000 less than YTD budget as the ~$645,000 payment is not due until June.
  The Westario dividend is $15,000 less than YTD budget as the dividend is not issued until June.
  Maintenance revenue for the Bruce Power sirens is $10,000 less than YTD budget as billing is only done at year-end.
  Building and plumbing permits are currently $70,000 less than YTD budget. Compared to prior YTD, plumbing permits are comparable however building permit revenues are lower by $64K 70%). Water and sewer capital contributions are $21,000 less than YTD budget.
  Bluewater Trailer Park revenue is $8,000 less than YTD budget due to timing of invoicing.
  Airport fuel is $8,000 less than YTD budget due to seasonality.
  Marina gas revenues and transient rentals are $41,000 less than YTD budget.
  These are offset by a few billings: Dog licences are $16,000 higher than YTD budget as they are billed in Q1, and marina rentals of $124,000 as they are billed in Q1, whereas the budget assumes the amounts are evenly distributed throughout the year.

Note 6  Reserve Fund contributions are $92,000 (100%) less than YTD budget. Most contributions are calculated at year end and transferred at that time.

Note 7  Salaries and benefits are $1,065,000 (42%) less than YTD budget. This is due to a number of factors:

  The vacation accrual credit for 2019 accounts for $621,000 (58%) of the variance.
  Councillor wages are $18,000 less than YTD budget due to timing of payments.
  Regular wages are $255,000 less than YTD budget, primarily due to the timing of pay periods, in which PP#7 is not reflected until April.
Part time wages are $119,000 less than YTD budget. $85,000 (71%) of this variance is due to seasonality in the parks and rec department. Tourism wages are $8,000 lower, and snow plowing wages are $11,000 lower than YTD budget.

Note 8 Interest payments are $156,000 (52%) less than YTD budget. This is primarily due to the budgeted amounts for the Huron Terrace Forcemain and Queen St bridge rehabilitation projects, which the loans have not yet been finalized.

Note 9 Materials and supplies are $374,000 (22%) less than YTD budget. The variances include:
- Loosetop maintenance of $66,000
- Airport fuel $12,000; airport grounds maintenance $14,000
- Hydro $60,000
- BEC water purchases $32,000 as this entry is made at year end
- Building maintenance $75,000
- Grounds maintenance $38,000
- Equipment maintenance $32,000
- Fuel $24,000
- Sand $17,000
- Equipment purchases $15,000

Note 10 Contracted services are $216,000 (17%) less than YTD budget.
- $37,000 for updates to the Zoning by-law
- $19,000 marina yacht club labour
- $26,000 waste disposal monitoring
- $13,000 grass cutting contracts
- $10,000 sirens maintenance, which is offset by revenue.
- $76,000 in contracted services for public works including culvert repairs, ditching, hardtop maintenance, emerald ash borer removal, dust layer and crack sealing
- $8,000 in Canada Day activities and parks and recreation
- $9,000 in dredging at the marina
- $19,000 landfill disposal costs

Note 11 Rents and financial expenses are $46,000 (70%) less than YTD budget. This is primarily due to property taxes ($28,000) which are entered at year end, and equipment rentals ($10,000) for public works and parks operations.

Note 12 Reserve Fund transfers are $1,841,000 (100%) less than YTD budget due to timing. Reserve fund transfers are performed in June, September and at year end.