

## Multiyear Operating Budget Summary

|   | 2019<br>Recommended<br>Budget | 2020<br>Forecast            | 2021<br>Forecast            | 2022<br>Forecast            |
|---|-------------------------------|-----------------------------|-----------------------------|-----------------------------|
| <b>110 - Economic Develop &amp; Tourism</b> |                               |                             |                             |                             |
| <b>500 - Revenue</b>                        |                               |                             |                             |                             |
| 130 - User Fees & Charges                   | \$23,000                      | \$26,000                    | \$26,000                    | \$26,000                    |
| <b>Total 500 - Revenue</b>                  | <u>23,000</u>                 | <u>26,000</u>               | <u>26,000</u>               | <u>26,000</u>               |
| <b>600 - Expense</b>                        |                               |                             |                             |                             |
| 200 - Salaries & Wages                      | 911,090                       | 924,283                     | 925,958                     | 925,958                     |
| 205 - Employee Benefits                     | 218,941                       | 220,167                     | 221,400                     | 222,640                     |
| 210 - Training & Development                | 44,742                        | 45,636                      | 46,549                      | 47,479                      |
| 215 - Business Expenses                     | 100,359                       | 105,538                     | 105,720                     | 115,906                     |
| 220 - Advertising & Printing                | 221,808                       | 236,808                     | 241,808                     | 246,808                     |
| 225 - Professional Services                 | 10,000                        | 10,000                      | 10,000                      | 10,000                      |
| 240 - Contracted Services                   | 71,000                        | 54,800                      | 46,000                      | 54,800                      |
| 245 - Supplies & Materials                  | 46,382                        | 46,382                      | 46,382                      | 46,382                      |
| 255 - Equipment Purchases                   | 836                           | 836                         | 836                         | 836                         |
| 265 - Telecommunications                    | 7,982                         | 7,982                       | 7,982                       | 7,982                       |
| 275 - Grants & Requisitions                 | 215,000                       | 215,000                     | 215,000                     | 215,000                     |
| 280 - Other Expenses                        | 100                           | 100                         | 100                         | 100                         |
| 281 - Interprogram                          | 12,336                        | 13,444                      | 9,300                       | 9,300                       |
| <b>Total 600 - Expense</b>                  | <u>1,860,576</u>              | <u>1,880,976</u>            | <u>1,877,035</u>            | <u>1,903,191</u>            |
| <b>Net Revenues/(Expenses)</b>              | <u>(1,837,576)</u>            | <u>(1,854,976)</u>          | <u>(1,851,035)</u>          | <u>(1,877,191)</u>          |
| <b>Net Impact For Budget Purposes</b>       | <u><b>(\$1,837,576)</b></u>   | <u><b>(\$1,854,976)</b></u> | <u><b>(\$1,851,035)</b></u> | <u><b>(\$1,877,191)</b></u> |

## Two Year Operating Budget Comparison

|   | 2019<br>Recommended<br>Budget | 2018<br>Approved<br>Budget  | Variance \$               | Variance %       |
|---|-------------------------------|-----------------------------|---------------------------|------------------|
| <b>110 - Economic Develop &amp; Tourism</b> |                               |                             |                           |                  |
| <b>500 - Revenue</b>                        |                               |                             |                           |                  |
| 130 - User Fees & Charges                   | \$23,000                      | \$20,000                    | \$3,000                   | 15%              |
| <b>Total 500 - Revenue</b>                  | <u>23,000</u>                 | <u>20,000</u>               | <u>3,000</u>              | <u>15%</u>       |
| <b>600 - Expense</b>                        |                               |                             |                           |                  |
| 200 - Salaries & Wages                      | 911,090                       | 850,209                     | 60,881                    | 7%               |
| 205 - Employee Benefits                     | 218,941                       | 204,542                     | 14,399                    | 7%               |
| 210 - Training & Development                | 44,742                        | 43,644                      | 1,098                     | 3%               |
| 215 - Business Expenses                     | 100,359                       | 111,522                     | (11,163)                  | (10%)            |
| 220 - Advertising & Printing                | 221,808                       | 266,157                     | (44,349)                  | (17%)            |
| 225 - Professional Services                 | 10,000                        | 10,000                      | 0                         | 0%               |
| 240 - Contracted Services                   | 71,000                        | 83,800                      | (12,800)                  | (15%)            |
| 245 - Supplies & Materials                  | 46,382                        | 48,087                      | (1,705)                   | (4%)             |
| 255 - Equipment Purchases                   | 836                           | 836                         | 0                         | 0%               |
| 265 - Telecommunications                    | 7,982                         | 11,000                      | (3,018)                   | (27%)            |
| 275 - Grants & Requisitions                 | 215,000                       | 113,000                     | 102,000                   | 90%              |
| 280 - Other Expenses                        | 100                           | 100                         | 0                         | 0%               |
| 281 - Interprogram                          | 12,336                        | 9,300                       | 3,036                     | 33%              |
| <b>Total 600 - Expense</b>                  | <u>1,860,576</u>              | <u>1,752,197</u>            | <u>108,379</u>            | <u>6%</u>        |
| <b>Net Revenues/(Expenses)</b>              | <u>(1,837,576)</u>            | <u>(1,732,197)</u>          | <u>(105,379)</u>          | <u>6%</u>        |
| <b>Net Impact For Budget Purposes</b>       | <u><b>(\$1,837,576)</b></u>   | <u><b>(\$1,732,197)</b></u> | <u><b>(\$105,379)</b></u> | <u><b>6%</b></u> |



| EDT Budget Changes 2018 to 2019 |  |
|---------------------------------|--|
| <b>Revenues</b>                 |  |
| User Fees & Charges             | Growth in small business seminars, Savour Strathcona, and small business week events.  |
| <b>Expenses</b>                 |  |
| Salaries & Wages                | Increased due to changes in the standard salaries, grid movement, and staff reclassification.  |
| Employee Benefits               | Increased based on historical actuals and future rate changes.   |
| Business Expenses               | Decreased based on historical actual spending.   |
| Advertising & Printing          | Decreased due to the completion of a prior year initiative (2016-INIT-2 Build and manage business development data systems).   |
| Contracted Services             | Decreased due to the completion of a prior year initiative (2016- INIT-2 Build and manage business development data systems) and removal of the cost of buses for the CP holiday train event, which are needed only once in two years. |
| Grants & Requisitions           | Increased due to higher Global Edmonton participation fee as approved in the 2018 budget (2018-INIT-36 Edmonton Global Participation).   |
| Interprogram                    | Increase due to change in process for mobile device chargeback from ITS.   |

## Two Year Operating Budget Comparison

|   | 2020<br>Forecast     | 2019<br>Recommended<br>Budget | Variance \$       | Variance % |
|---|----------------------|-------------------------------|-------------------|------------|
| <b>110 - Economic Develop &amp; Tourism</b> |                      |                               |                   |            |
| <b>500 - Revenue</b>                        |                      |                               |                   |            |
| 130 - User Fees & Charges                   | \$26,000             | \$23,000                      | \$3,000           | 13%        |
| <b>Total 500 - Revenue</b>                  | <b>26,000</b>        | <b>23,000</b>                 | <b>3,000</b>      | <b>13%</b> |
| <b>600 - Expense</b>                        |                      |                               |                   |            |
| 200 - Salaries & Wages                      | 924,283              | 911,090                       | 13,193            | 1%         |
| 205 - Employee Benefits                     | 220,167              | 218,941                       | 1,226             | 1%         |
| 210 - Training & Development                | 45,636               | 44,742                        | 894               | 2%         |
| 215 - Business Expenses                     | 105,538              | 100,359                       | 5,179             | 5%         |
| 220 - Advertising & Printing                | 236,808              | 221,808                       | 15,000            | 7%         |
| 225 - Professional Services                 | 10,000               | 10,000                        | 0                 | 0%         |
| 240 - Contracted Services                   | 54,800               | 71,000                        | (16,200)          | (23%)      |
| 245 - Supplies & Materials                  | 46,382               | 46,382                        | 0                 | 0%         |
| 255 - Equipment Purchases                   | 836                  | 836                           | 0                 | 0%         |
| 265 - Telecommunications                    | 7,982                | 7,982                         | 0                 | 0%         |
| 275 - Grants & Requisitions                 | 215,000              | 215,000                       | 0                 | 0%         |
| 280 - Other Expenses                        | 100                  | 100                           | 0                 | 0%         |
| 281 - Interprogram                          | 13,444               | 12,336                        | 1,108             | 9%         |
| <b>Total 600 - Expense</b>                  | <b>1,880,976</b>     | <b>1,860,576</b>              | <b>20,400</b>     | <b>1%</b>  |
| <b>Net Revenues/(Expenses)</b>              | <b>(1,854,976)</b>   | <b>(1,837,576)</b>            | <b>(17,400)</b>   | <b>1%</b>  |
| <b>Net Impact For Budget Purposes</b>       | <b>(\$1,854,976)</b> | <b>(\$1,837,576)</b>          | <b>(\$17,400)</b> | <b>1%</b>  |



| EDT Budget Changes 2019 to 2020 |   |
|---------------------------------|---|
| <b>Revenues</b>                 |   |
| User Fees & Charges             | Growth in small business seminars, Savour Strathcona, and small business week events.   |
| <b>Expenses</b>                 |   |
| Salaries & Wages                | Increased due to changes in the standard salaries and grid movement.  |
| Employee Benefits               | Increased based on historical actuals and future rate changes.  |
| Advertising & Printing          | Increased due to anticipated growth related to tourism marketing, small business marketing, and other.  |
| Contracted Services             | Decreased due to the completion of a prior year initiative (2015-INIT-18 Foreign direct investment strategy update), partially offset by the addition of the cost of buses for CP holiday train event, which are needed only once in two years. |

## Two Year Operating Budget Comparison

|   | 2021<br>Forecast     | 2020<br>Forecast     | Variance \$    | Variance %  |
|---|----------------------|----------------------|----------------|-------------|
| <b>110 - Economic Develop &amp; Tourism</b> |                      |                      |                |             |
| <b>500 - Revenue</b>                        |                      |                      |                |             |
| 130 - User Fees & Charges                   | \$26,000             | \$26,000             | \$0            | 0%          |
| <b>Total 500 - Revenue</b>                  | <b>26,000</b>        | <b>26,000</b>        | <b>0</b>       | <b>0%</b>   |
| <b>600 - Expense</b>                        |                      |                      |                |             |
| 200 - Salaries & Wages                      | 925,958              | 924,283              | 1,675          | 0%          |
| 205 - Employee Benefits                     | 221,400              | 220,167              | 1,233          | 1%          |
| 210 - Training & Development                | 46,549               | 45,636               | 913            | 2%          |
| 215 - Business Expenses                     | 105,720              | 105,538              | 182            | 0%          |
| 220 - Advertising & Printing                | 241,808              | 236,808              | 5,000          | 2%          |
| 225 - Professional Services                 | 10,000               | 10,000               | 0              | 0%          |
| 240 - Contracted Services                   | 46,000               | 54,800               | (8,800)        | (16%)       |
| 245 - Supplies & Materials                  | 46,382               | 46,382               | 0              | 0%          |
| 255 - Equipment Purchases                   | 836                  | 836                  | 0              | 0%          |
| 265 - Telecommunications                    | 7,982                | 7,982                | 0              | 0%          |
| 275 - Grants & Requisitions                 | 215,000              | 215,000              | 0              | 0%          |
| 280 - Other Expenses                        | 100                  | 100                  | 0              | 0%          |
| 281 - Interprogram                          | 9,300                | 13,444               | (4,144)        | (31%)       |
| <b>Total 600 - Expense</b>                  | <b>1,877,035</b>     | <b>1,880,976</b>     | <b>(3,941)</b> | <b>(0%)</b> |
| <b>Net Revenues/(Expenses)</b>              | <b>(1,851,035)</b>   | <b>(1,854,976)</b>   | <b>3,941</b>   | <b>(0%)</b> |
| <b>Net Impact For Budget Purposes</b>       | <b>(\$1,851,035)</b> | <b>(\$1,854,976)</b> | <b>\$3,941</b> | <b>(0%)</b> |



| EDT Budget Changes 2020 to 2021 |  |
|---------------------------------|--|
| Expenses                        |  |
| Contracted Services             | Decreased due to the removal of the cost of buses for the CP holiday train event, which are needed only once in two years. |
| Interprogram                    | Decrease due to change in process for mobile device chargeback from ITS.   |

## Two Year Operating Budget Comparison

|   | 2022<br>Forecast            | 2021<br>Forecast            | Variance \$              | Variance %       |
|---|-----------------------------|-----------------------------|--------------------------|------------------|
| <b>110 - Economic Develop &amp; Tourism</b> |                             |                             |                          |                  |
| <b>500 - Revenue</b>                        |                             |                             |                          |                  |
| 130 - User Fees & Charges                   | \$26,000                    | \$26,000                    | \$0                      | 0%               |
| <b>Total 500 - Revenue</b>                  | <u>26,000</u>               | <u>26,000</u>               | <u>0</u>                 | <u>0%</u>        |
| <b>600 - Expense</b>                        |                             |                             |                          |                  |
| 200 - Salaries & Wages                      | 925,958                     | 925,958                     | 0                        | 0%               |
| 205 - Employee Benefits                     | 222,640                     | 221,400                     | 1,240                    | 1%               |
| 210 - Training & Development                | 47,479                      | 46,549                      | 930                      | 2%               |
| 215 - Business Expenses                     | 115,906                     | 105,720                     | 10,186                   | 10%              |
| 220 - Advertising & Printing                | 246,808                     | 241,808                     | 5,000                    | 2%               |
| 225 - Professional Services                 | 10,000                      | 10,000                      | 0                        | 0%               |
| 240 - Contracted Services                   | 54,800                      | 46,000                      | 8,800                    | 19%              |
| 245 - Supplies & Materials                  | 46,382                      | 46,382                      | 0                        | 0%               |
| 255 - Equipment Purchases                   | 836                         | 836                         | 0                        | 0%               |
| 265 - Telecommunications                    | 7,982                       | 7,982                       | 0                        | 0%               |
| 275 - Grants & Requisitions                 | 215,000                     | 215,000                     | 0                        | 0%               |
| 280 - Other Expenses                        | 100                         | 100                         | 0                        | 0%               |
| 281 - Interprogram                          | 9,300                       | 9,300                       | 0                        | 0%               |
| <b>Total 600 - Expense</b>                  | <u>1,903,191</u>            | <u>1,877,035</u>            | <u>26,156</u>            | <u>1%</u>        |
| <b>Net Revenues/(Expenses)</b>              | <u>(1,877,191)</u>          | <u>(1,851,035)</u>          | <u>(26,156)</u>          | <u>1%</u>        |
| <b>Net Impact For Budget Purposes</b>       | <u><b>(\$1,877,191)</b></u> | <u><b>(\$1,851,035)</b></u> | <u><b>(\$26,156)</b></u> | <u><b>1%</b></u> |





| EDT Budget Changes 2021 to 2022 |   |
|---------------------------------|---|
| Expenses                        |   |
| Business Expenses               | Increased due to more business travel related to industrial attraction and development.                                 |
| Contracted Services             | Increased because of addition of the cost of buses for CP holiday train event, which are needed only once in two years. |



## Staffing Increase Requests

| SIR Number | SIR Name | FTE | Hours |
|------------|----------|-----|-------|
| None       |          |     |       |

## Capital Base

| Project Name | Cost | Dept. |
|--------------|------|-------|
| None         |      |       |



## This image shows a single page of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



## This image shows a full page of blank, lined paper. It features approximately 28 evenly spaced horizontal grey lines across the entire width of the page, typical of standard notebook paper. There are no margins, text, or other markings present.