



**Corporation of the Town of Ingersoll  
Council Agenda  
Regular Meeting of Council  
Town Centre, Council Chambers  
Tuesday, October 9, 2018, 6:00 p.m.**

**Call to Order**

**Town of Ingersoll Staff – Long-Term Service Awards**

**10 Year Long-Term Service Awards**

Jessica Forbes - Community Services, Parks Division  
Shelley Hansford – Community Services, Programs Division  
Jennifer Pozzobon – Community Services, Programs Division  
Ryan Krienselokker - Public Works  
George Gerantonis – Public Works  
Shane Martin – Information Technology  
Carole Bragg – Crossing Guard

**Disclosures of Pecuniary Interest**

**Consent Agenda**

Items listed under the Consent Agenda are considered routine or no longer require further discussion and are enacted in one motion. The exception to this rule is that a Council Member may request for one or more items to be removed from the Consent Agenda for separate discussion and vote.

October 9, 2018 – [Consent Agenda](#)

**Resolution – Committee of the Whole (Councillor Van Kooten-Bossence)**

**Special Staff Reports**

- 1) Appointment of Director of EARTH Corp. [A-034-18](#)
- 2) Taiwan Economic Development Mission [A-035-18](#)

- 3) 136 Cherry St. Update and Direction [B-024-18](#)
- 4) Boiler at Fusion Youth Centre [CS-032-18](#)
- 5) VPCC Roof [CS-033-18](#)
- 6) Ingersoll Memorial Arena Canteen Space R.F.P. Results [CS-034-18](#)
- 7) Capital Project Update [F-014-18](#)
- 8) Operating Budget Variance Report for 9 Months of 2018 [T-022-18](#)

### Zone Change Application - Public Meeting

- 1) Application for Zone Change ZN 6-18-03, McLellan Industries Ltd., 99 Victoria St.
  - a) [Report No: CP 2018-286](#)

### Delegations & Presentations

- 1) Mike Van Boekel – Unifor Local 88, Thank you to the Town of Ingersoll
- 2) Captain Heath Mazur and Mr. Rick Cunningham – review of 109 Ingersoll Army Cadets activities and presentation on the Army Cadet League

### Correspondence & Resolution

### Consideration of By-Laws

- 1) [By-Law 18-5022](#) - to appoint Jennie Schmitt as Building Inspector
- 2) [By-Law 18-5023](#) – to adopt and confirm all actions and proceedings

### Notice of Motions

#### **Notice of motion - Ingersoll police services board makeup and remuneration review**

Whereas the police services act. R.S.O. 1990, CHAPTER P.15 part 3 sec 27 (4) sets the number of police service board members for a municipality the population of Ingersoll at three members as follows;

- (a) The head of the municipal council or, if the head chooses not to be a member of the board, another member of the council appointed by resolution of the council;
- (b) One person appointed by resolution of the council, who is neither a member of the council nor an employee of the municipality; and
- (c) One person appointed by the Lieutenant Governor in Council. 1997, c. 8, s. 19 (1).

And whereas the council of the town of Ingersoll voted to change the board's composition to a five member board as was their right as set out in the police services

act, rso 1990, chapter p.15 part 3 sec 27 (6) but whereas is more common for municipalities with a population over 25,000.

And whereas the police services act reg 268/10 part 2 section (5)c states;

A municipality shall pay to each board member who is appointed by the Lieutenant Governor in Council or the Solicitor General,

(c) in a municipality having a population exceeding 10,000 and not exceeding 100,000 according to the last revised assessment roll, not less than \$300 a year;

And whereas the current Ingersoll police services board remuneration is \$2910 per year for council members (2) \$5059 for the chair (1) and \$3731 to \$4731 for provincial appointees (2) for a total of \$18,860 in remuneration as per the 2018 Ingersoll police services board budget.

And whereas the meetings of the Ingersoll police services board average 1hr in length long as per the minutes of the Ingersoll police services board submitted to council.

Be it resolved the council for the town of Ingersoll reduce the police services board back to a three member board with membership as outlined in the legislation mentioned above and the remuneration be brought in line with the recommendations regarding population and the required roles of the members.

### Upcoming Council Meetings

#### Regular Meeting of Council

Monday, November 12, 2018, 6:00 p.m.

Town Centre, Council Chambers

### Council Committee Meetings

Please check the events calendar at [www.ingersoll.ca](http://www.ingersoll.ca) in the event of changes to Committee meeting dates and times

#### Harvest Festival

4<sup>th</sup> Wednesday of the Month

Cheese and Agricultural Museum

6:30 p.m.

#### Ingersoll BIA

2<sup>nd</sup> Tuesday of the Month

Town Centre, JC Herbert Room

6:30 p.m.

#### Safe Cycling Committee

2<sup>nd</sup> Thursday of the Month

Town Centre, JC Herbert Room

6.30pm

#### Recreational Trails Committee

3<sup>rd</sup> Wednesday of the Month

Town Centre, JC Herbert Room

6:30 p.m.

#### Transportation Committee

4<sup>th</sup> Wednesday of Every Other Month

Town Centre, Engineering Board Room

10:00 a.m.

#### Museum Committee

3<sup>rd</sup> Thursday of the Month

Cheese Museum

6:30 p.m.

#### Police Services Board

4<sup>th</sup> Monday of the Month

Town Centre, JC Herbert Room

6:00 p.m.

## **Closed Session**

- 1) Minutes of Closed Session Meeting on September 10, 2018
- 2) Section 239 (2) (b) personal matters about an identifiable individual, including municipal or local board employees.

## **Adjournment**





**DEPARTMENT:** Chief Administrative Officer

**REPORT NO:** A-034-18

**COUNCIL DATE:** October 9<sup>th</sup>, 2018

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**TITLE:** Appointment of Director of ERTH Corp.

**OBJECTIVE:** To seek direction from Council on the timing of commencing the search for candidates for appointment as Ingersoll's representative on the ERTH Board of Directors.

**BACKGROUND:** As Council will recall, in 2017 there was a discussion on finding a Director to represent Ingersoll's interests as a member of the ERTH Corp. Council determined that it would seek a candidate based on an established skill set and criteria.

**Since Council's investment in ERTH is its largest, Council determined that it should seek the most qualified expertise available to ensure the investment prospers.**

**It set out the following framework for the candidate and selection process:**

Eligibility Requirements

An Individual is eligible for appointment to the Board of Directors, and eligible to remain on the Board after being appointed, if they satisfy the eligibility requirements as established by the Town of Ingersoll with this policy and as amended from time to time.

In addition, citizen members are eligible for appointment to the Board, and eligible to remain on the Board after being appointed, if they:

1. Satisfy the eligibility requirements under the *Business Corporations Act* (Ontario) and the *Securities Act* (Ontario);
2. Are residents of Ontario;
  - a. Preference will be given to candidates that are not elected officials of the Town or any of its agencies or corporations;
3. Are not employees of the Town, its boards or committees; and
4. Are not employees, or have immediate family members employed by ERTH Corp. or any of its related business activities.

## Qualifications

Board members should demonstrate successful industry private sector expertise in one or more of the following:

- experience on a public utility commission or board of a major corporation or other commercial enterprise;
- experience or knowledge with respect to:
  - corporate finance;
  - corporate governance;
  - market development;
  - large system operation and management;
  - urban energy industries;
  - public policy issues and laws relating to Hydro distribution and the electricity industry and related industries;
  - environmental matters;
  - labour relations; and
  - occupational health and safety issues;
- commercial sensitivity and acumen;
- independence of judgement; and
- Personal integrity.

Preference will be given to an individual that has demonstrated expertise in legal, financial management or industry related activity.

## Appointments Process – Ingersoll Director

A director is to be recruited through an advertised recruitment process. A search consultant may be engaged to assist the Council during the process.

## Overview of Responsibilities of Director

### **Meetings**

Approximately monthly, or at the call of the Chair, or as determined by the Board.

Quarterly attendance at Ingersoll Council, to report on the activities and operations of the EARTH Corporation.

### **Expectations of Director**

- Actively participate in all meetings, providing candid criticism, advice, and comments.
- Prepare for meetings by reviewing all agenda material in advance.
- Serve on standing or ad hoc Board committees as assigned.
- Declare all potential conflicts of interest in accordance with Board policy.
- Monitor activities of the CEO in implementing initiatives policies set by the Board.
- Represent the corporation positively in dealings with external stakeholders.

- Assist the corporation in pursuing its goals by utilizing personal and professional contacts whenever possible.
- Exercise fiduciary responsibility to the corporation.
- Contribute to Board and committee work by completing individual project assignments.

### Remuneration

Fair compensation for duties and responsibilities will be provided for the requirements of fulfilling this role.

In addition, reasonable expenses incurred in the performance of the duties of the director will be reimbursed with receipts.

The level of compensation shall be determined by the Board and approved by the Shareholders from time to time.

**Council Direction** At the regular council meeting of October 10<sup>th</sup>, 2017, the following resolution was adopted by Council.

**Moved by Councillor Petrie; seconded by Van Kooten- Bossence**

**C17-10-295 THAT the new Director of ERTH Corporation policy be implemented following the next Council election.**

To ensure a seamless and timely process, Staff are seeking direction on when the search should commence.

If Council wishes to have a selection of Candidates to appoint early in the New Year and term of Council the call for interested individuals should commence now. However, if Council wishes to wait until after the election and the swearing in of the new Council, it will likely be required to name an interim representative until the recruitment process is completed.

Staff are seeking direction on the timing of the search.

**INTERDEPARTMENTAL IMPLICATIONS: N/A**

**FINANCIAL IMPLICATIONS: N/A**

**RECOMMENDATION: THAT** the Council of the Corporation of the Town of Ingersoll receives report numbered A-034-18 as information;

**AND FURTHER THAT** Council provides direction to Staff on when to commence the search for eligible candidates to fill the role of Director on the ERTH Corp. Board representing the Town of Ingersoll.

Prepared by: William Tigert, M.P.A., B. Comm.  
Chief Administrative Officer



**DEPARTMENT:** Chief Administrative Officer/Economic Development

**REPORT NO:** A-035-18

**COUNCIL DATE:** October 9<sup>th</sup>, 2018

**TITLE:** Taiwan Economic Development Mission

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**OBJECTIVE:** To provide an update and information on the recent trade, investment mission to Taiwan as a partner with the Canada-Taiwan Intelligent Manufacturing and IloT Forum.

**BACKGROUND:** As Council is aware SOMA, with Ingersoll being a member was invited to participate in the Ontario Trade Mission to Taiwan, as well as to participate as a presenter and the Canada-Taiwan Intelligent Manufacturing and IloT Forum. The second portion was coordinated by the Canadian Trade Office in Taiwan, which for all intents and purposes is the Embassy, but due to the one China Policy are labelled the Canadian Trade Office in Taipei (CTOT). (Brochure attached)

The Town's Economic Development Officer participated in the Canadian Young Leaders Delegation to Taiwan in June of this year and had several high-level government meetings. During these meetings, the EDO discussed the Town's goals of selling industrial land and creating jobs and inquired about the Taiwanese government, as well as the CTOT, assisting in a future mission. All mentioned that they would assist in the future with setting up meetings with companies interested in expanding to Canada and particularly to Southwestern Ontario. The CTOT, Ontario Ministry of Economic Development, Job Creation and Trade as well as the Taiwanese government all went above and beyond to plan logistics, set up meetings, provide translation services and assist with this mission to Taiwan.

Both the Federal and Provincial Governments spent a considerable amount of time, energy and money coordinating the events, where over 150 Taiwanese companies participated.

What is interesting is that at the Provincial Level all travel across all ministries has been cancelled due to the government reviewing the budget and looking for efficiencies. This

is the only planned expenditure that was initiated by the previous government and confirmed by Mr. Ford's government of being of significant enough value to not withdraw from.

Due to a death in the family, the Economic Development Officer was unable to attend the mission, so other staff were asked to participate to ensure the mission's success. In conversation with the Director of the CTOT, Duane Robson, he indicated that it would have been very harmful to SOMA, Ingersoll and his own department if there had been an outright cancellation of participation.



Left to right: Rupert Cao- Deputy Director- Trade & Investments with Canadian Trade office, William Tigert - Town of Ingersoll CAO, Duane Robson- Director – Trade & Investments with Canadian Trade office, Shannon Vanderydt –Town of Ingersoll CBO, Lisa Fang Qi – Area Director China Export Services Branch- Ontario Ministry of International Trade, Sonia Lee- Trade Commissioner- Canadian Trade office.

It was a very full and busy itinerary for the Team. Upon arrival in Taipei, the Ingersoll delegation met with Lisa Qi, Area Director for China, Export Services Branch. Ministry of Economic Development, Job Creation & Trade. This was to plan for the next two days of intensive travel and a number of high-level meetings with various businesses and Industries in Taiwan.

**Monday, September 17<sup>th</sup>, 2018**

1. A morning meeting was scheduled with the Chief Secretary of the Bureau of Economic Trade for the Government of Taiwan Nick K. Ni. He welcomed the delegation and expressed disappointment that Curtis Tighe was not amongst the delegates, as they had met in June when Curtis had participated in the Young Leaders Delegation.

He gave an overview of the importance of trade between the two nations of Canada and Taiwan. He also expressed the Taiwanese Government hopes of being considered for membership in the renewed CPTPP.

### **Foreign Investment Protection Agreement, FIPA**

Indeed, signing a Canada-Taiwan FIPA is an issue of great importance for Taiwan and on the priority agenda between the two sides. Due to many reasons, this proposal has been postponed for years. We hope for the Canada side to agree on launching the negotiation with Taiwan as a FIPA would benefit bilateral economic development and promote more substantiated investment activities.

Recently, Northland Power Inc. (NPI), the world's leading offshore wind turbine manufacturer, has been selected as our offshore wind power development team for 2021-2025. In the near future, Taiwan and Canada will work closely to develop Asian wind power business opportunities. The CEO of NPI wrote a letter to François-Philippe Champagne, the last Minister of International Trade, encouraging Canada to give ample consideration to pursuing discussions with Taiwan on a potential bilateral FIPA, in order to safeguard the future long-term investment interests in Taiwan.

Additionally, Bombardier Transportation, Husky Energy, and Ontario Teachers' Pension Fund are planning investments in Taiwan and strengthening their cooperation with Taiwanese businesses. These cases show the growing interaction of investment between our two countries. If Taiwan and Canada can sign a FIPA, Canadian investors will be able to enjoy a greater degree of protection, highlighting the importance of signing a FIPA for both sides.

To sum up, Taiwan-Canada relations are of great importance to Taiwan. This has been evident in the way we have addressed Canada's concerns and pushed towards a mutually-beneficial agenda. Our government has dedicated many resources and time toward the signing of the Avoidance of Double Taxation Agreement, (ADTA). We hope that Canada will acknowledge our efforts and launch FIPA negotiations with Taiwan as soon as possible.

## **Taiwan's Participation in the CPTPP will Strengthen C a n a d a - Taiwan Economic Ties**

In 2017,  
Taiwan was Canada's fifth largest trading partner in Asia;  
The tenth largest source of Imports for Canada,  
The tenth largest export market for educational services,  
The twelfth largest trading partner, and  
The nineteenth largest export market.

### **Building toward stronger trade ties**

Highly complementary bilateral trade between Taiwan and Canada has greatly benefited the businesses of both countries. The business communities have long voiced support for stronger trade and investment ties. The Canada-Taiwan Avoidance of Double Taxation Arrangement entered into force in January 2017, laying a solid foundation for stronger bilateral economic and trade relations. Eliminating trade barriers and implementing a more consistent harmonizing regulatory regime under the CPTPP would further promote bilateral trade, enhance economic development, and create win-win opportunities.

Once Taiwan joins the CPTPP, the investment chapter can provide both countries with a platform that guarantees non-discriminatory treatment, a general requirement for minimum standards of treatment, the right to transfer capital, and the ability to conduct trade in services through commercial presence (Mode III), to name several benefits that will be either reinforced or protected.

### **Bilateral trade: US\$5.48 billion in 2017**

**Canada's exports to Taiwan: US\$1.29 billion** (major items: mineral fuels, ores, and nickel products)

**Canada's imports from Taiwan: US\$4.19 billion** (major items: electronics such as computer products, cell phones, and digital cameras)

Should Taiwan join the CPTPP, Canada's trade with Taiwan would rank third among CPTPP members, behind Mexico and Japan.

### **Bilateral investment (1952-2017)**

Canada in Taiwan: US\$844 million involving 989 cases

Taiwan in Canada: US\$470 million involving 90 cases

### **Taiwan's participation in the CPTPP will reinforce Canada's economic engagement in the Asia-Pacific region.**

With Asia increasingly becoming the engine of global economic growth, Taiwan has become a key trading partner that plays a vital role in Asia. Many opportunities for further bilateral cooperation exist in areas such as clean and



renewable energy, mining, agriculture and food, e-commerce, finance, and engineering, all of which are covered by the CPTPP. With Taiwan's membership in the CPTPP, Canadian firms will be able not only to increase goods and services exports to Taiwan but also to collaborate more broadly with innovative Taiwanese companies. Canadian firms can benefit from Taiwan's cultural and local advantages to extend their business reach throughout the Asia-Pacific region. Recently, Northland Power Inc. (NPI) has been selected to our offshore wind power development team for 2021-2025. In the near future, Taiwan and Canada will work closely to develop Asian wind power business opportunities.



Left to Right/Back to Front: Peter Beacock –Senior Vice President – LongBridge, Joseph Sun- Sales manager- HIBAR systems Ltd, Shannon Vanderydt- Town of Ingersoll CBO, Rupert Cao- Deputy Director- Canadian Trade and Investment office, Iain McColl – President and CEO- HIBAR systems Ltd., Clarence Ching – Principal Presales Consultant- Solace., Natalia Mykhaylova- Founder and CEO- Weavair, Sophie Qiu- business development- Longbridge, William Tigert- Town of Ingersoll CAO, Nick K. Ni- Chief Secretary- Bureau of Economic Trade for the Government of Taiwan, Lisa Fang Qi- Area Director China Export Services Branch- Ontario Ministry of International Trade

2. The Provincial Group then left via High-Speed Train and traveled to the City of Taichung, the manufacturing centre, where there was a luncheon meeting held with ten manufacturing companies, with 25 representatives in attendance. First, there was a presentation by the Taiwan Smart manufacturing office.

The Delegation each had a ten-minute opportunity to make a presentation. Staff presented on behalf of SOMA and Ingersoll about the opportunities available to investors to establish operations in our area. Following the presentation there was a question and answer period. I was asked four of the ten questions raised during the question and answer session, dealing with the availability of land, price and the local process for development.

Following the luncheon, the delegation travelled to two different factories in the Taichung region and were taken on tours to view the level of smart manufacturing processes that were being undertaken in the region.



Attendees at the smart manufacturing forum

### **Toptek Automation Co. Ltd.**

Toptek was founded in 1999. The tenant of the enterprise is to apply their techniques and modularized concepts to establish the most popular products and services. The major products are the automatic handling devices applied in metal working machine tools. With the outstanding quality and performance, their products have been selected as the automatic accessories for use in factories of Victor Taichung Machinery, Ta-Tung Okuma, Tongtai, Goodway, Takisawa, and YCM.

Toptek has established the highest market share of all comparable suppliers in Taiwan. It will proceed in the research of design and service in the electro-mechanism field to establish the best service team. They hope to increase the competitiveness of their customers via their powerful automatic tools. In the future, Toptek will span into other fields like material flow, auto assembly line equipment, and other automatic manufacturing production lines.



Left to Right/Back to Front: Peter Beacock –Senior Vice President – LongBridge, Shannon Vanderydt- Town of Ingersoll CBO, Iain McColl – President and CEO- HIBAR systems ltd., Joseph Sun- Sales manager- HIBAR systems Ltd, Duane Robson- Director – Trade & Investments with Canadian Trade office, Clarence Ching – Principal Presales Consultant- Solace., Rupert Cao- Deputy Director- Canadian Trade and Investment office, William Tigert- Town of Ingersoll CAO, Lisa Fang Qi- Area Director China Export Services Branch- Ontario Ministry of International Trade, Sophie Qiu- business development- Longbridge, Natalia Mykhaylova- Founder and CEO- Weavair, Sonia Lee- Trade Commissioner- Canadian Trade office

## **ALFOT Technologies**

ALFOT Technologies Co., Ltd. is a professional aluminum forging company that specializes in aluminum forging for more than thirty years. Its goal is to fully grasp the aluminum material properties, mold development, process development, heat treatment, and other key technology and has won customers recognition on product quality and manufacturing process technology capabilities. Nowadays it is OEM suppliers to European first well-known factory as Mercedes-Benz, BMW, Audi, JAGUAR, and other automotive original manufacturing firms.

ALFOT Technologies Co., Ltd. mainly produces aluminum forging components of the necessary vehicle chassis suspension system, the automotive/motorcycle piston engines, and other mechanical components. Aluminum forgings features characteristics such as light texture, high strength, and others; in the past, it was mostly applied on high-priced products; however, in the car industry, it has gradually developed into the mid-priced vehicles, to replace the original metal castings.

In addition, following the trend of environmental protection, energy saving, and light-weight of automotive forging parts, in the future, it will certainly replace more of the original steel-made automobile parts. Under this favorable trend and coupled with the automotive supplier qualification by Mercedes-Benz etc., it is currently the only manufacturer of OEM aluminum forging of automotive chassis parts in Taiwan and estimated to give priority to undertake automotive OEM orders, future performance in sustaining growth can be expected in other markets like North America.

3. The Group headed, via high-speed train, to the city of Hsinchu, which is home to 360 high tech companies including TSMC, Philips, United Microelectronics, Holtec, AU Optronics, and Epistar. The city has the highest income level in the country. This was in advance of the Tuesday Forum being conducted on Intelligent Manufacturing and IIoT.

## **Tuesday, September 18<sup>th</sup>, 2018**

Intelligent Manufacturing and IIoT. (Agenda Attached)

There were a number of presentation, as noted on the agenda. I once again made a presentation of the opportunities within SOMA and Ingersoll region.

Following the formal program, there were Business to Business meetings. Our delegation was scheduled for a number of discussions; we participated in conversations with the following organizations:

- a) Walsiin Lihwa - With its copper wires, power and communication cables as well as specialty steel widely used in a range of infrastructure projects. Walsiin Lihwa's 2017 consolidated revenue exceeds NT\$168 billion \$7.3 billion Canadian, and the company has more than 4,800 employees.
- b) Charisma International- is a management consulting company. It provides executive/expert search, leadership coaching & business consulting services to multinational corporate clients in carefully targeted industry sectors and individuals.
- c) Industrial Technology Research Institute - Industrial Technology Research Institute (ITRI) is one of the world's leading technology R&D institutions aiming to innovate a better future for society. Founded in 1973, ITRI has played a vital role in transforming Taiwan's industries from labor-intensive into innovation-driven. It focuses on the fields of Smart Living, Quality Health, and Sustainable Environment.  
Over the years, ITRI has incubated over 270 innovative companies, including well-known names such as UMC and TSMC. In addition to its headquarters in Taiwan, ITRI has branch offices in the U.S., Europe, and Japan in an effort to extend its R&D scope and promote opportunities for international cooperation around the world.
- d) JP Flag Co., Ltd. - JP Flag Co., Ltd. has been a leading manufacturer of flags since the company's establishment in 1989 Taiwan. Our main products are Flags, Banners, Pennants, Promotional Flags, and Advertising Posters, as well as stands, brackets, and other accessories. Our strong professional background in manufacturing and exporting flags has enabled us to develop successful sales channels throughout the world.  
J P Flag has gained a solid reputation for high-quality service and prompt shipment from our facilities in both Taiwan and China.
- e) GeStream Technology - Is a robotic technology company in Taiwan, we are dedicated to providing innovative robots that are affordable and easy to use. Our mission: Creating innovation in life, Simplicity, Convenience,
- f) 3i Agricultural Biotech Group – Is a company that researches developing new products from organic and agricultural products.
- g) Honeywld Technology Corp. – Focuses on IOT technology to provide fall reporting technology and positioning systems for seniors providing for peace of mind, independent living.



- h) ITRI/ICL - ITRI focuses on the development of advanced and core technologies for Taiwan's ICT industrial upgrade and value-added. For more than 20 years, from personal computers (including notebook) and network communications in the early period to emerging smart devices and cloud computing application services, ICL built the foundation for industrial development by leading technology research and cultivating talents. In line with government policy, ICL also consolidates domestic resources from industry, government, and academy to participate in international ICT standard organizations to improve Taiwan's visibility and influence in the global market.
- i) Friendship Rubber Industry Inc. – Main Products include: Rubber articles  
Vibration Mounts Automotive Boots Stand for hard temperature, and road conditions  
Pneumatic Plugs for plumbing Rubber Dampers for Pile Driver Stop  
Buffers for Elevator Rubber Springs for deflections and shock absorption  
Silicone Rubber for Insulation.
- j) LEDA-Creative Inc. - software and Services Company that is devoted to developing and supporting optical, lens and thermal design. We help engineers, researchers and students to verify their design in a solid sense. Our strengths are the knowledge of cutting-edge technology, a culture of excellence and innovation, and most importantly, the insistence on listening to our clients.
- k) Inner Energy Technology – Is a manufacturer of high-quality batteries. Both supercapacitors and lithium iron phosphate batteries have high energy conversion efficiency, high rate charge and discharge, and maintenance-free maintenance. In addition, it can use a variety of designs, with high consistency and high stability. It not only prolongs the service life but also can be widely used in various environments. Suitable for clean room panel plants/fabs, rail transit, wind / solar power, automation equipment, inverter/servo motor, and other environments.
- l) Jing Tong Co., Ltd. - Exhaust System Parts, Exhaust Pipes, Manifolds, Mufflers.



Attendees at the Intelligent Manufacturing and business to business meetings

That concluded the scheduled meetings for Tuesday. Staff then headed back to Taipei to meet with representatives of the CTOT office to plan for the next two days of meetings that had been arranged for the Town of Ingersoll by the Canadian Government via the Canadian Trade Office in Taiwan.

### **Wednesday, September 19<sup>th</sup>, 2018**

Staff once again boarded the High-Speed Train at 8:00 am and headed to Taichung to meet with the Chairman and senior executives at Mobiletron

Mobiletron Electronics Co., Ltd. designs, manufactures and sells electronic components for the automotive industry worldwide. It offers engine management systems, such as ABS sensors, brake pad wear sensors, crank/cam shaft sensors, EGR valves, idle air control valves, ignition modules and coils, knock sensors, MAF and Map sensors, MAF sensor cores, oil pressure switches, pick up coils, relays, speed sensors, and throttle position sensors, as well as ignition modules for small engines.

The company also provides charging systems, including brush holders, diodes and diode trios, rectifiers, repair circuits, and voltage regulators. In addition, it offers mobile safety equipment, tire pressure monitoring systems, and power tools, as well as oxygen sensors. The company exports its products to approximately 100 countries. Mobiletron Electronics Co., Ltd. was founded in 1982 and is headquartered in Taichung City, Taiwan, and set up their US subsidiary in 1988, and the UK in 2000. In 2009, the second US subsidiary was established focusing on mobile tools (Durofix).

The company reported net sales of NTD \$713 million (\$31 million Canadian) with a growth rate of 35% compared with the same period. Earnings before tax were NTD \$115 million (\$5 million Canadian). Total net income was NTD \$82 million (\$3.57 million Canadian). Net income attributed to the shareholders of the company was NTD \$89 million (\$3.87 million Canadian).

The Company rolled out the red carpet for our delegation. The foyer of the building announced Welcome Town of Ingersoll, William Tigert Chief Administrative Officer, Shannon Vanderydt Chief Building Official, and Duane Robson Director CTOT.

After presentations by both Mobiletron and our delegation, we were invited to Lunch with the Chairman and were given seats of respected guests next to him.





Left to right: Gilbert Tsai, Elvis Yang – Regional Sales Director- RAC Electric Vehicles Inc., Venus Chen- Senior Investment Officer- Canadian Trade Office, Kim Y.C. Tsai –Chairman & CEO- Mobiletron Electronics Co., LTD, Duane Robson- Director – Trade & Investments with Canadian Trade office, William Tigert - Town of Ingersoll CAO, Shannon Vanderydt –Town of Ingersoll CBO, Miriam Lu – Sales Manager Electronics Division- Mobiletron Electronics Co., Ltd, Archer Ning- Regional Sales Director- RAC Electric Vehicles Inc.

DEPO Auto Parts Industrial Co. Ltd.

DEPO is a Taiwan-based company public company principally engaged in the manufacture, processing, and sales of car headlights and automobile parts (Asian and North American market). The Company's products include automobile lamps, spare parts, molds, as well as other automobile components and others parts.

The Company's products are utilized in automobiles with brands named ACURA, ALFA, AUDI, BMW, CHEVROLET, CITROEN, DODGE, FORD, HONDA, ISUZU, and others. The Company distributes its products both in domestic markets and to overseas markets.

DEPO has five facilities in Taiwan, 4 in China, and four warehouses in the USA. DEPO was selected as a top 35 Taiwan brand, and DEPO's car lamps sold to the US market is about 30% of total sales (36% to Europe).

DEPO has approximately 4,000 employees worldwide. Its headquarters are in Lu Kang Taiwan. DEPO has several facilities in Taiwan and China as well as one in the United States.

Staff met with Tyler Hsu, Chairman/Founder's 3<sup>rd</sup> son and two other colleagues from the President's Office.



Left to Right: Shannon Vanderydt- Town of Ingersoll- CBO, William Tigert- Town of Ingersoll CAO, Tyler Hsu- 2<sup>nd</sup> & 3<sup>rd</sup> BU Manager- DEPT Auto Parts IND. CO.,

LTD, Duane Robson- Director – Trade & Investments with Canadian Trade office, Venus Chen- Senior Investment Officer- Canadian Trade Office

**Thursday, September 20<sup>th</sup>, 2018**

1. E-Lead Electronic Co. Ltd. Staff were graciously met by Tonny Chen President and Founder, Bill Wu Vice President of Sales and Marketing and Rofic Ko Spokesperson Administration Division.

#### Background Information

E-Lead Electronic Co., Ltd. designs and manufactures multi-media and communication products in Taiwan. The company provides head unit infotainment/navigation systems, rear seat entertainment systems, automotive systems and digital dashboards, and advanced driving assistance systems. It also provides tire pressure monitoring systems; and eLeadrive, a solution for supporting the Internet of Vehicles. E-Lead Electronic Co., Ltd. was founded in 1983 and is headquartered in Changhua, Taiwan. They have around 1,000 employees.

E-Lead started the business from electronic devices chargers to cellphone chargers, then penetrated to automobile business by selling the car mobile system to Japanese car brands like Honda, Mazda, and Toyota.

Their R&D Staff takes about 3% of the total staff (about 270) and owns already over 600 patented products, including the vibration mode on the cell phone, and the hands-free car phone receiver. Their R&D Dept. was established in the mid 80's not much long after Chairman Chen founded the company, and was led by his own brother with a Physics degree.

E-Lead team's spirit in the pursuit of perfection, consistency, rigor, quality control policies are the key to our R&D's engineering results. Through the integration of product design and executing product development, the production and quality control both meets the strict requirements of quality norms of car manufacturers.

EMC and resistance to moisture, static discharge, heat, dust, and shock are tested through real vehicle operations and simulations. In addition, E-Lead is committed to the implementation of social responsibility to create a safe and protective environment (ex. Product complies with WEEE, RoHS specification) to prevent environmental hazards, air and waste pollution control, energy conservation and the establishment's full participation to achieve waste reduction.

Along with the expansion of its marketing, E-lead gradually establishes after-sales service sites in many countries including the entirety of Taiwan, mainland China, Thailand, Indonesia, Dubai, Mexico, Brazil, etc.

The formation of one-to-one service, the establishment of CRM customer relationship management system and the philosophy of "customer first" enable E-land to provide timely, professional and comprehensive after-sales service. We

uphold the conviction to innovate and continuously improve, and work towards being the number one in Asia in terms of quality.

E-Lead has copious amounts of experience cooperating with many major car manufacturing companies and yielded outstanding results. By using the latest cutting-edge technology in many fields, they hold an advantage over their competitors. In addition, they are familiar with car manufacturer procedures and quality control. In the R&D department, E-Lead holds market reaction as their number one priority.

Not only is their mission to uphold the motto, “make driving safer and more enjoyable”; it is also one of their key strategies. Whether it be car audio navigation head-units, rear seat entertainment systems, or other car-related electronics.

E-Lead will design their products with the customer's needs and interests in mind: always trying to innovate always trying to improve. They utilize PLM innovating platform and knowledge management module to trace and fix any problems.

E-Lead has teams specialized in checking quality, consistency, and progress. They also ensure research quality to accelerate the development cycle all to enhance the customer's competitive advantage in the market. After many times cooperating, planning, and testing with car manufacturers dedicated to car design; They have achieved a complete customized service in line with the car manufacturers original specifications as well as meeting the highest market trends.

They produce using TPS production management system and MES manufacturing tracking system. This helps them improve production speed, achieve instant delivery, reduce waste, reduce cost, continually improve, and improved resource utilization.

E-Lead currently own SMT, DIP plug-in, injection molding, painting, assembly, and other production equipment. Every production process is followed to every major automakers' ISO/TS16949 quality assurance standards and requirements. By keeping manufacturing manners flexible, we can keep the production process smooth and stable as well as meet the stringent requirements of car manufacturers. E-Lead can then deliver excellent products to customers quickly and accurately.

Currently, E-Lead does not have a presence in North America. However, they are interested in exploring the opportunities and were surprised to find out how much auto manufacturing is taking place in our area. With their technology and continued research and development, they are interested in looking at transitioning to meet the needs of autonomous vehicles and are fascinated by the investment and interest being shown in both Canada and the United States in this area.

Bill Wu will be attending the large automotive show this fall in Las Vegas and has asked to meet with Curtis to further discuss expansion opportunities in the Canadian Market.



Left to Right: Rofic Ko- Spokesman Administration Division- E-Lead Electronic CO., LTD, Shannon Vanderydt- Town of Ingersoll CBO, William Tigert- Town of Ingersoll CAO, Tonny Chen- President/Founder- E-Lead Electronic Co., LTD., Bill Wu- Vice President Sales & Marketing- E-Lead Electronic Co., LTD, Venus Chen- Senior Investment Officer- Canadian Trade Office

## 2. Fong Kee International Machinery

Fong Kee International Machinery Co., Ltd. (FKI) is the largest and finest machinery manufacturer in Taiwan Plastic Extrusion Industry. Established in 1953 by founder C.C Wei and spread its business to over 100 countries.

FKI manufactures a variety of plastic extrusion machinery, such as Blow Molding, Blown Film, Cast Film, Sheet Making, Extrusion Lamination Machines, etc. All of FKI machines were qualified of ISO9001-2000 edition as well as CE certificate. FKI continues to be recognized by international corporations as a trustworthy and innovative partner and aiming to be one of top international plastic extrusion manufacturer in the near future.

33 million dollars the U.S. in annual revenues and 180 employees.

They were interested in meeting with our delegation because they are actively looking into expanding their business to North America.

Originally we were scheduled to meet with CC Wei, Chairman and the Founder of FKI, who unfortunately was called to one of their operations in China. Instead were met and talked with his sister, Susan Wei, Vice President of the Company who will be responsible for any North American expansion.

Ms. Wei was very interested in our area once we went through our Ingersoll presentation. They are actively engaged in looking for 10,000 – 15,000 sq. ft. of warehousing with office attached. This would be an entry point for their long-term business plan. Staff are working on identifying half a dozen locations in Ingersoll and the SOMA area to present as options for consideration. It would be nice to limit it to Ingersoll, but unfortunately, there is not that many vacant facilities within the Town. Eventually, they will be looking to develop an assembly location either in North or South America. We stressed the advantages of North America, and particularly the Town of Ingersoll.

Ms. Wei had an extended conversation with Ms. Vanderydt on the building and planning requirements within the Town of Ingersoll. They discussed the timeline and expected requirements for new construction. She also enquired at length about available land and costs of purchase now and future expansions. It was a positive meeting with real potential for investment in our community.





Left to right: William Tigert- Town of Ingersoll CAO, Susan Wei- Executive Director- Fong Kee International Machinery Co., LTD, Shannon Vanderydt- Town of Ingersoll CBO, Venus Chen- Senior Investment Officer- Canadian Trade Office

### 3. Uni-President

This Company is an international food conglomerate based in Tainan, Taiwan. It is the largest food production company in Taiwan as well as Asia and has a significant market share in dairy product, foods and snacks, and beverages markets. It is also responsible for running Starbucks, 7-Eleven, Mister Donut and Carrefour in Taiwan.

In addition, Uni-President also has subsidiaries in Mainland China and Thailand.

Uni-President is a major importer of Canadian Soybeans. It currently contracts 5,000 metric Tons from Hensall District Coop annually for the Taiwanese market.

Uni brands of cooking oil and vegetable oils are regularly seen on North American Supermarket shelves. Recently they have sold this branch of operations to an independent corporation.

Friday, September 21<sup>st</sup>, 2018 – Delegation flew back to Toronto.

## **ANALYSIS**

The Town has seen major Asian investment in the past. The partnership between General Motors and Suzuki brought thousands of jobs and significant spinoff through suppliers to not only Ingersoll but to the greater area. Woodstock's Toyota and Hino plant had similar results.

Staff through this mission and the previous Young Leaders Delegation see great value and great opportunity through conversations with businesses, Taiwanese government officials, Provincial staff and the Canadian Trade Office in Taipei. The CP TPP will no doubt improve relations and opportunities in Asia and Taiwan.

This mission saw immediate results with an inquiry for warehousing space, but generally, Asian companies take long thorough looks before making investments. Both CAMI and the Toyota plant were over five years from initial conversations to fruition with hundreds of meetings and several trips back and forth.

SOMA and Ingersoll through the Asian missions biennially are building and maintain relationships in Asia that will no doubt reap further results. Council and staff need to be patient and continue these missions in order to see results as it will take years to build and maintain relationships to reach the point of investment.

Staff are following up with the companies met on this mission as well as the government staff from the Province, CTOT, and Taiwan. Through SOMA, the Economic Development Officer will be attending the SEMA Show in Las Vegas and will be meeting with E-Lead as they are exhibiting at that show.

SOMA will soon be planning their 2019 Asian mission, and because of the success and interest seen in this mission, Taiwan will be an addition that will be considered. This will help maintain the relationships built through the Canadian Young Leaders Delegation as well as this recent mission.

**INTERDEPARTMENTAL IMPLICATIONS:** N/A

**FINANCIAL IMPLICATIONS:** Council approved staff to reallocate funding from within approved budgets to allow for the trade mission to Taiwan.

Economic development is far from an exact science; it is more of an art form. Years of building relationship and trust is often required to attract foreign direct investment.

With the ongoing uncertainty with trade relations with the United States, it makes sense for Ingersoll to try and diversify its investment base.

Currently, the Town sets a budget of approximately \$250,000 to attract investment, jobs, and assessment to the community. Working with SOMA has allowed the Town to



leverage significantly larger sums for the advantage of getting our message and opportunities out to the world.

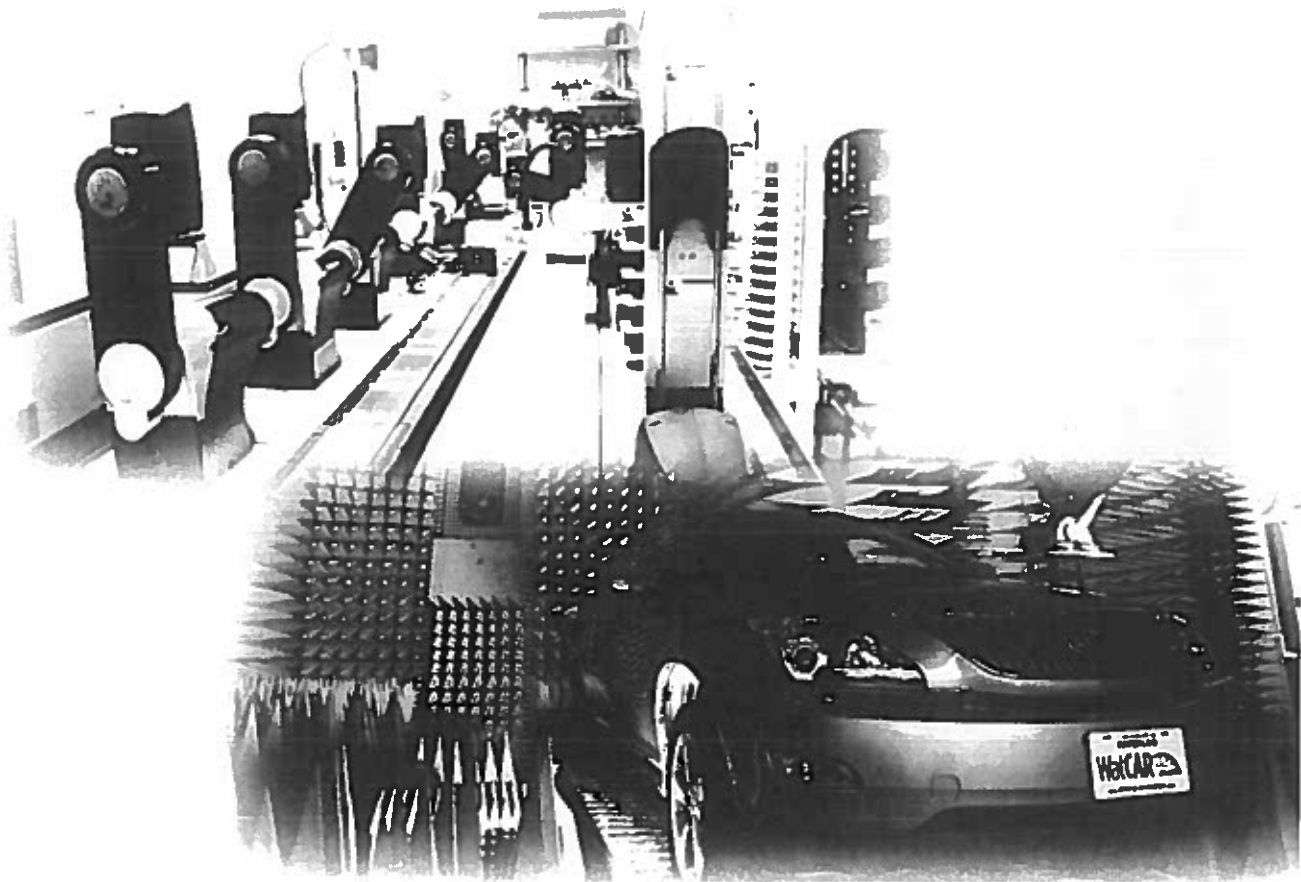
Some might argue that the funding could be utilized elsewhere or differently. This is a prerogative of the Council each and every year when they establish the budget. Staff believes there is value to these outreach missions; Council must ultimately determine if they agree.

**RECOMMENDATION: THAT** the Council of The Corporation of the Town of Ingersoll receives Report numbered A-035-18 as information.

Prepared by: Shannon Vanderydt, Zoning Administrator/Chief Building Official  
William Tigert, Chief Administrative Officer.

加拿大  
CANADA

Canada – Taiwan  
Intelligent Manufacturing and IIoT Forum



ONTARIO  
CANADA

智慧機械  
SMART MACHINERY

semi

GSA  
Global  
Semiconductor  
Alliance

## **Overview of Ontario Industrial Automation Sector**

### **Home to world-class companies and a broad supply chain**

From design engineering firms and components suppliers to OEMs and systems integrators, Ontario is home to more than 350 automation and robotics-related companies which makes Ontario the largest concentration of robotics and automation firms in Canada (both foreign-owned and domestic). We also have components and subsystems providers that offer software, machine vision, and automation solutions.

Ontario's strengths span multiple industries including industrial, surgical and mobile robotics, as well as control products, drones, and space exploration.

### **World-class education uniquely suited to industrial automation and robotics**

Ontario's innovative and collaborative ecosystem includes a strong post-secondary education and training infrastructure.

There are many programs available in the province, with applications in robotics, automation, controls, electronics and mechatronics, at the college, undergraduate and graduate levels.

This focus provides the talent required to undertake robotics-related research, such as space robotics, drone technologies, autonomous ground vehicles, and underground/underwater applications.

### **Ontario is a hub for robotics research and innovation**

Ontario's mix of industry, academia and support programs offers the perfect environment to nurture R&D and fuel innovation.

Hundreds of professors and faculty members in Ontario support and advance the education, research, and innovation agenda. Several Ontario professors maintain federal Industrial Research Chair and Canada Research Chair positions.

Ontario has a diversified mix of industry, academia, and supply chains to support a rich environment for R&D, innovation, commercialization, and production. However, there is a greater need to strengthen links among networks, clusters, stakeholder relationships, and other grass root initiatives due to the nature of this sector that cuts across various industry verticals.



## **CSA Group**

### **Headquarter**

178 Rexdale Blvd., Toronto, Ontario, Canada M9W 1R3  
www.csagroup.org

### **Taipei Office**

5F, 12, Wenhua Street, Neihu, Taipei

### **Contact Persons**

**Maxi Tsai**, Global Business Director, High Tech

T: 886 2 2798 7123 x777

M: 886 978 081881 (TW); 86 150 14100881 (CN)

E: Maxi.Tsai@csagroup.org

**Brian Hsu**, Operations Manager, CSA Taiwan

T: 886 2 2798 7123 x700

E :Brian.Hsu@csagroup.org

### **Company Profile**

A truly global organization – with offices in 14 countries around the world and a commitment to helping facilitate international business – we are driven by social, economic and environmental factors to help improve the safety and quality of the products and services that touch our lives. Our technical expertise, investment in research and innovation, and engaged staff help us stay one step ahead of the complexities of a changing world and continue to build upon the public trust that we have gained over the last century. Looking to the next 100 years, we are committed to continuing our role as a strategic partner and trusted advisor, dedicated to advancing consumer and workplace safety and helping manufacturers around the world bring innovative products to market.

### **Product Information**

CSA Group is a global provider of testing, inspection and certification services for products from a wide range of market sectors, and a leader in safety and environmental certification for Canada and the US. As one of the largest standards development organizations in North America, we understand the recognized benchmark that a standard sets a benchmark that products can be tested and certified to – opens international doors for those products. Our CSA certification mark appears on billions of products worldwide.

### **Partnership and Business Development Objectives of the Visit**

To further introduce CSA Group Services and be of High Tech manufacturers' assistance while navigating the regulatory and standard requirements of accessing global markets.



## **Forming Technologies Inc.**

3370 South Service Rd. Suite 203, Burlington  
Ontario, Canada L7N 3M6  
www.forming.com

### **Contact Persons**

**Michael Gallagher**, President & CEO  
T: 905 340 3370 Ext. 226  
E: mgallagher@forming.com

**Hao (Jessica) Zheng**, VP of Global Sales  
T: 905 340 3370 Ext. 245  
E: jzheng@forming.com

### **Company Profile**

Forming Technologies Incorporated (FTI) is the world's leading provider of software solutions for the design, feasibility, and costing of sheet metal components. FTI has provided OEMs and suppliers in the automotive, aerospace, electronics, and appliance industries with innovative solutions designed to reduce development time and material costs.

FormingSuite software is the automotive industry standard for costing, estimating, and feasibility of sheet metal components. Major clients include Ford, FCA, Toyota, Honda, BMW, Volkswagen, Volvo Truck, Jaguar Land Rover, Tata Motors, and hundreds of Tier 1 automotive suppliers.

### **Product Information**

Our product is the software for accurate cost analysis early in the sheet metal design process to improve material utilization and reduce vehicle weight. Quick feasibility study of sheet metal parts at design stage. Improve product design quality to account for manufacturing issues and eliminate re-work. Reduce number of engineering changes after release. Reduce tooling development time with simulation.

### **Partnership and Business Development Objectives of the Visit**

FTI is a market leader in providing Body In White (BIW) solutions for product feasibility and costing. We have trained over 12,000 Engineers and Tool & Die makers on sheet metal formability, estimating, and tryout at Automotive OEMs and Tier 1s. FTI wishes to help in reducing material spend on steel and aluminum.

We are looking to expand and strengthen our customer base in the automobile OEMs. We have been involved in the Chinese market for 10 years and have Chinese-based sales and support staff located in China.

## **Hibar Systems Limited**

35 Pollard Street, Richmond Hill  
Ontario, Canada L4B 1A8  
www.hibar.com

### **Contact Persons**

**Iain McColl**, President & CEO  
T: 905 731 2400 Ext. 337  
E: [imccoll@hibar.com](mailto:imccoll@hibar.com)

**Joseph Sun**, Manager, Hibar China  
T: 905 731 2400 Ext. 311  
E: [jsun@hibar.com](mailto:jsun@hibar.com)

### **Company Profile**

Hibar was incorporated in 1974 and as an Ontario based SME, today Hibar is an advanced technological engineering and manufacturing company specializing in advanced, custom engineered, state-of-the-art automated machinery used in a variety of industries including food, cosmetic, pharmaceutical and battery industries.

The company operates from a 6.3 acre campus located in Richmond Hill, ON and has subsidiary offices in China, USA and Germany.

### **Product Information**

Hibar's flagship products consist of a comprehensive line of precision dispensing pumps and advanced automated liquid filling systems.

The company is firmly established as a world leader in the technology of consumer battery manufacturing equipment and is well known throughout the industry for developing high-speed integrated battery assembly lines and advanced high-speed battery filling systems.

### **Partnership and Business Development Objectives of the Visit**

To increase Hibar's market presence in the automation industry by building relationships and networking with new customers in the Taiwanese automation manufacturing space, especially in the battery, food, cosmetics, pharmaceutical and any liquid dispensing R&D division or manufacturers.

## **LongBridge Inc.**

90 Monarch Rd, Guelph  
Ontario, Canada N1K 1T2  
[www.longbridge.ca](http://www.longbridge.ca)

### **Contact Persons**

**Sophie Qiu**, Business Development  
E: [Sophie.qiu@longbridgepartners.com](mailto:Sophie.qiu@longbridgepartners.com)

**Peter Beacock**, Senior Vice President  
E: [pbeacock@longbridge.ca](mailto:pbeacock@longbridge.ca)

### **Company Profile**

Long Bridge is one of the largest control panel manufacturing companies in Ontario leveraging more than 46 years of control panel excellence. We have a combined workforce exceeding seventy team members and 37,000 square feet of manufacturing space. With locations in Cambridge, Guelph and Mississauga we are focused on designing, building and programming the best control panels on the planet and providing unprecedented customer service.

Our customers include: ABB, ATS, Brampton Engineering, Eaton, GE Environmental, Magna, Maple Leaf, Rockwell Automation.

### **Product Information**

Our capabilities include: Custom control panel design & manufacture, full load and factory acceptance testing, laser engraving, packaged control rooms, electrical design, systems integration and ATEX certified explosion proof panels (Class 1, Divisions 1 & 2).

### **Partnership and Business Development Objectives of the Visit**

We are looking forward for a collaboration with some Industrial automation business companies, automobile manufacturer, solution provider of air pollution control, odor control, water treatment, engineering projects in Taiwan and Mainland China.

## **The PEER Group Inc.**

572 Victoria Street South, Suite 400  
Kitchener, Ontario, N2G 4Y9 Canada  
www.peergroup.com

### **Contact Persons**

**Mike Barrett**, Director, Global OEM Sales  
Email: mike.barrett@peergroup.com

**Robert Wang**, Senior Sales Manager, DKSH Ltd. Taiwan  
Email: Robert.wang@dksh.com

### **Company Profile**

PEER Group® is the leading supplier of factory automation software products for Smart Manufacturing and Industry 4.0. We provide the largest portfolio of factory automation software products and services to high-volume manufacturers and equipment makers in the semiconductor, photovoltaics, and electronics industries. We help lower the cost of automation for our customers by solving their most challenging equipment automation, data management, and process control problems.

We have the experience to manage the complexities of equipment automation for high-technology manufacturing, from the rigors of SEMI automation standards for mature 300mm wafer fabs to the less structured production processes of the latest solar or LED factory. Our customers include virtually every type of high-technology manufacturer and the equipment suppliers that serve them.

PEER Group received Intel Preferred Quality Supplier (PQS) awards for our work in 2015 - 2017, and are recognized on Great Place to Work® Best Workplaces Canada and Branham300 (2012-2018).

### **Product Information**

We have assembled the largest/most innovative portfolio of software products to enable Smart Manufacturing and Industry 4.0. We handle equipment connectivity, secure remote connectivity, equipment automation and control, equipment testing, and factory automation. Our target clients are high-technology, high-volume manufacturers and their equipment suppliers. Our software is used to automate tens of thousands of complex manufacturing equipment in a supply chain of virtually every electronic product in the world (all major brands of PCs, smart phones, tablets).

### **Partnership and Business Development Objectives of the Visit**

Our software improves productivity in hi-tech markets. We want to establish PEER Group as the leader in factory automation software for Smart Manufacturing/Industry 4.0 through equipment connectivity, data collection, and big data management capabilities for hi-tech manufacturing. Our products offer value through reducing time to market and overall development costs.



## **QNX Software Systems**

1001 Farrar Road, Ottawa  
Ontario, Canada K2K 0B3  
[www.qnx.com](http://www.qnx.com)

5F, No.247, Dong Sec. 1,  
Guangming 6th Rd, Zhubei City  
Hsinchu County 302  
[www.mcloudware.com](http://www.mcloudware.com)

### **Contact Person**

**Kevin Lu**, Special Assistant to GM  
T: 886 933 233992  
E: [kevin.lu@mcloudware.com](mailto:kevin.lu@mcloudware.com)

### **Company Profile**

QNX is the subsidiary of Blackberry, and is the leading company in embedded system market. People encounter QNX-controlled systems whenever they drive, shop, use the Internet, or even turn on a light. Through embedded market specialization and proven expertise, QNX Software Systems has become a trusted partner to the world's largest device manufacturers, systems integrators, and software developers.

### **Product Information**

Blackberry QNX is addressing safety and security, two of the most important factors for next-generation connected and autonomous vehicle software, with the launch of QNX® Hypervisor 2.0. This real-time Type 1 Hypervisor based on QNX SDP 7.0, BlackBerry's most advanced and secure 64-bit embedded operating system, enables developers to partition and isolate safety-critical environments from non-safety critical environments, ensuring that no critical systems are put at risk.

### **Partnership and Business Development Objectives of the Visit**

We aim to bridge to news customers in automation industry in Taiwan, especially when it comes to "mission critical" needs. Mcloudware Technology is our local partner in Taiwan and can act as our contact window to verify customer's needs and to take care of tier1 services.

## **Southwestern Ontario Marketing Alliance (SOMA)**

545 Talbot Street, St. Thomas,  
Ontario, Canada, N5P 3V7  
[www.canadasindustrialheartland.com](http://www.canadasindustrialheartland.com)

### **Contact Person**

**Curtis Tighe**, Director

T: 519-688-4599

E: [tighe@canadasindustrialheartland.com](mailto:tighe@canadasindustrialheartland.com)

### **Company Profile**

SOMA provides free site selection services for investors looking to find the right location in Southwestern Ontario to service the North American market and beyond.

### **Product Information**

SOMA can connect foreign businesses with Canadian ones to facilitate trade, import/export or partner. SOMA is also adept at providing linkages with other levels of government and investment opportunities.

### **Partnership and Business Development Objectives of the Visit**

Learning more about Taiwan as a source of Foreign Direct Investment and meeting companies and government officials in Taiwan.

## **Solace**

535 Legget Drive, 3rd Floor, Ottawa  
Ontario, Canada K2K 3B8  
solace.com

### **Contact Persons**

**Angela Tam**, Sales Director  
E: Angela.Tam@solace.com

**Clarence Ching**, Principal Consultant  
E: Clarence.Ching@solace.com

### **Company Profile**

Solace is the only unified message broker that supports publish/subscribe, queueing, request/reply and streaming using open APIs and protocols across hybrid cloud and IoT environments. The company's smart data movement technologies rapidly and reliably route information between applications, devices and people across clouds. Elite enterprises and high-growth startups around the world and in a wide range of industries—from financial services and telecommunications to gaming and transportation—use Solace to modernize legacy applications and successfully pursue analytics, hybrid cloud and Internet of Things strategies.

### **Product Information**

Solace PubSub+ is an advanced event broker that meets the diverse messaging and streaming needs of enterprise, IoT, and mobile applications across hybrid cloud environments. With PubSub+ you can easily establish event-driven information flow between applications running on-prem and in the cloud, and migrate applications as your requirements and available technologies evolve. Solace PubSub+ is available as cloud-friendly software, a turnkey hardware appliance and "as a service" so you can mix and match to cost-effectively meet your needs as you create the ideal architecture and scaling strategy for your application infrastructure.

### **Partnership and Business Development Objectives of the Visit**

Solace would like to meet chief IT executives and senior IT decision makers who manage digital transformation, IoT and Hybrid-cloud projects from Taiwan and Mainland China. We would also like to identify potential technology partners, resellers and local system integrators to jointly market Solace's products and services to Taiwan and Mainland China.

## **WeavAir**

2067 Lakeshore Blvd West, apt. 709, Toronto  
Ontario, Canada M8V 4B8  
weavair.com

### **Contact Person**

**Natalia Mykhaylova**, Founder & CEO

T: 416 276 4495

E: natalia@weavair.com

### **Company Profile**

WeavAir harnesses advanced sensor technology and predictive analytics to: 1) reduce HVAC maintenance costs and equipment failure, 2) reduce building operation costs, 3) improve health and productivity of employees. It is suitable for integration in a variety of industrial operations including but not limited to pharmaceutical, medical device, electronics and automotive manufacturing facilities. The company has business relations in Canada, US and Taiwan.

### **Product Information**

WeavAir develops modules that attach to vents to measure the air coming out of these systems. We combine the real-time data with predictive models to improve the sensitivity in detection of low concentration of air contaminants (NOx, CO, CO2, O3, volatile organic compounds, PM2.5, bioaerosol) as well as physical factors (temperature, humidity, pressure, noise and occupancy). Our sensors are easy to use and can be integrated in most types of buildings without retrofit. They are powered through renewable energy source and do not require charging or battery replacement. WeavAir provides not only data but actionable advice on how the detected problems can be fixed before they become serious.

We also have other products in the pipeline focused on vehicle and robotics applications.

### **Partnership and Business Development Objectives of the Visit**

- Collaborating with industrial building automation companies and industrial building managers to pilot the technology and showcase the benefits.
- Partner with solution providers of air conditioning, air pollution control and odor control systems.
- Component manufacturers and distributors.
- Integrating WeavAir solution as part of IoT smart city and smart building initiatives.
- Investors with aligned interests.



**DEPARTMENT: BUILDING**

**REPORT NO: B-024-18**

**COUNCIL MEETING DATE: October 9, 2018**

**TITLE: 136 Cherry Street update and direction**

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### **OBJECTIVE**

To provide Council with the information regarding the state of 136 Cherry Street and options for consideration to gain compliance on the derelict property and to provide direction to staff on the matter.

### **BACKGROUND**

The Town of Ingersoll building and by-law department has been watching the condition deteriorate of 136 Cherry Street over the past couple of years. On a yearly basis, the Town sends notice to the owner upon receiving complaints regarding long grass and requiring the boarding up the property to keep trespassers out. Over the course of the past year, the dwelling has started to deteriorate faster as the winter months, and the freeze-thaw cycle has taken its toll on the exterior cladding and interior structure.

### **ANALYSIS**

In July of this year Staff attended the site with an engineer hired by the Town to review the condition of the structure, the dwelling is in an unsafe condition which made it difficult for the engineer to review some areas of the dwelling. The Town's municipal solicitor reviewed the unsafe order prior to it being posted to ensure every effort was given to the owner to gain voluntary compliance within a reasonable timeframe as indicated by the Ontario Building Code.

Compliance is to be achieved by October 8, 2018, as of September 28, 2018, Staff have not received any correspondence from the owner of the property regarding the order that was sent via registered mail in addition to being posted on site. It is also Staff's understanding from the fire department that there was a gas leak recently which could have resulted in an explosion had it not been found when it was.

If no voluntary compliance is achieved by the owner within a reasonable timeframe the Town has three options;

- i) Do nothing, and the Town takes on some if not all the liability if something happens to injure people or damage property.
- ii) The Town could prosecute under the provincial offences act, according to the municipal solicitor, this could result in fines against the owner and an order to demolish, however, if no action is taken by the owner, the Town would need to continue to prosecute.
- iii) The Town appeals to the Superior Court for an order to allow the Town to demolish and collect the costs associated through the taxes levied against the land.

In discussions with the Town's solicitor Staff have set the necessary processes to be successful at the Superior court level to achieve compliance, removing the danger from the community.

### **FINANCIAL IMPLICATIONS**

Legal fees. The Town will have to expend legal fees to get a judgement to facilitate the removal. The costs associated with the actual demolition should be recoverable through a registration of the costs on the property and collect in a like manner as taxes.

### **RECOMMENDATION**

**THAT** The Council of the Corporation of the Town of Ingersoll report B-024-18 be received as information;

And further That Council provide staff with direction on the issue.

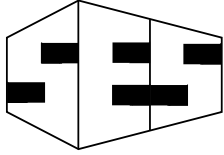
### **ATTACHMENT**

Engineer's site visit report

Prepared by: Shannon Vanderydt, CBO

Approved by: William Tigert, CAO





# Santarelli Engineering Services

50 Samnah Crescent, Ingersoll, Ontario N5C 3J6 Tel: (519) 451-5530 Fax: (519) 425-5001

July 20, 2018

## INSPECTION REPORT

To: The Corporation of the Town of Ingersoll  
Town Centre  
130 Oxford St., Second Floor,  
Ingersoll, Ontario, N5C 2V5

Re: Building Review  
136 Cherry St.,  
Ingersoll, On,  
Our File: 18-15-0316

To Whom it may Concern:

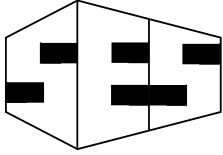
We performed a visual review of the house. The interior of the house had limited accessible due to portions of the house were unsafe. The following are comments regarding the house damage:

### Related Damage:

- 1) The roof area of the house had missing roofing, missing boards, the roof is sagging and has signs that it has started to fail in areas. (Figures 1, 2, 3 and 4)
- 2) Both chimneys had signs of deterioration and damage. (Figure 3)
- 3) The exterior wall has extensive signs of water and ice damage . (Figures 2 and 4)
- 4) Deterioration of the existing structure could be observed in various degrees around the building from the roof to the foundation
- 5) The interior of the house had major water damage. Floor finishes were water logged and had buckled due to swelling of the material. Wall finishes are coming off the walls due to water exposure.
- 6) A portion of the second floor is missing. (Figure 5)
- 7) The basement area was damp and had water damage to the structure and foundations.

Recommendations for the remaining home:

- 1) Due to the amount of visible damage and the unsafe condition of the home, the home would need extensive repair with the removal of most/all of the structure or be demolished.
- 2) If demolished, the basement area can be infilled or barricaded, for safety, until action is taken on the property.



# Santarelli Engineering Services

50 Sannah Crescent, Ingersoll, Ontario N5C 3J6 Tel: (519) 451-5530 Fax: (519) 425-5001

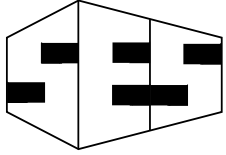
The above-mentioned work/deficiencies may not be limited to the items listed above. The review was based on a visual examination of the exposed areas only. Any additional areas that may require a review, is to be brought to Santarelli Engineering attention for review.

If you require any further information regarding these matters, please contact our office at your convenience

Yours truly,  
Santarelli Engineering Services



Walter Santarelli, M.Eng., P.Eng.,



# Santarelli Engineering Services

50 Sannah Crescent, Ingersoll, Ontario N5C 3J6 Tel: (519) 451-5530 Fax: (519) 425-5001



**Figure 1**



**Figure 2**



**Figure 3**



**Figure 4**



**Figure 5**



**DEPARTMENT: Community Services**

**REPORT NO: CS-032-18**

**COUNCIL MEETING DATE: October 9<sup>th</sup>, 2018**

**TITLE: Boiler at Fusion Youth Centre**

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**OBJECTIVE:** To inform council of options for Boiler at Fusion

**BACKGROUND:** The Fusion Youth Centre had two new boilers installed in 2010. These boilers are the entire heat source for the Fusion Youth Centre.

In the winter of 2018, one of the boilers was identified by our former HVAC Technician as being inoperable, which has been confirmed by our current HVAC Technician. The other boiler is currently still working but is the same age and will need to be replaced in the near future. The hardness of the town's water has contributed to the buildup of scale within the boilers and the deterioration of the equipment.

For the inoperable boiler, staff have been given two options by the HVAC technician to either replace the boiler or do another full acid wash of the boiler. There is no guarantee that an acid wash would solve the issue as the extent of the damage already sustained to the interior of the boiler is unknown. There have been two washes of the system to date, and the issue has not been resolved.

**ANALYSIS:** Two options have now been given to the Town in regards to the next step with the boiler.

1. Do a 3<sup>rd</sup> more aggressive acid wash of the system with the hopes the scale built up inside the boiler can be broken down. The risk of this aggressive wash is it will eat away at the interior of the boiler, at that point we would have no choice but to replace. The cost of this aggressive wash would be approximately \$2,000. The contractor is recommending not to spend time and money on this 3<sup>rd</sup> acid wash.
2. Replace the boiler (Approx. \$16,000 + HST) and add water treatment to the system (Approximately. \$1000 a year) to help extend the lifespan of the current and new boiler.

Staff are in agreement that the most productive efficient action would be to undertake the replacement of the boiler and install a water treatment (softener) to the system to prevent the excessive buildup of scale going forward.

### **INTERDEPARTMENTAL IMPLICATIONS**

None

### **FINANCIAL IMPLICATIONS**

As this is an unanticipated expenditure, it will require the Town to draw from reserves for the cost of the boiler and the water treatment system.

**RECOMMENDATION THAT** the Council of the Corporation of the Town of Ingersoll receives report CS-31-18 as information;

**AND FURTHER THAT** the Council for The Town of Ingersoll authorizes Staff to proceed with option 2, identified within the report, replacing the boiler and adding water treatment to extend the lifespan of the current and new boiler, utilizing Recreation reserves to fund the expenditure estimated at approximately \$16,000.

### **ATTACHMENTS: N/A**

Prepared by:            Danny Roth, Manager of Facility Operations  
                                 Kyle Stefanovic, Director of Community Services

Approved by:            William Tigert, CAO



**DEPARTMENT: Community Services**

**REPORT NO: CS-33-18**

**COUNCIL MEETING DATE: October 9<sup>th</sup>, 2018**

**TITLE: VPCC Roof**

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**OBJECTIVE: To inform council about the VPCC Roof Capital Project.**

**BACKGROUND:** As part of the 2018 capital budget council allocated \$500,000 to replace the VPCC roof. The Town also received a Trillium Capital Grant in the amount of \$150,000 to go towards this project. The Drytron Unit not working at its full capacity was determined to be the underlying cause of the roof issues and as a result approx. \$40,000 went into fixing the unit prior to issues the Tender documents for roof replacement. Since that time, arrangement were also made with our HVAC contractor to conduct assessments on all HVAC units at all facilities. During the assessment at VPCC, it was discovered that all three rooftop units had cracked heat exchanges and as a result were tagged and shut off. The rooftop units have lived passed their life expectantly, and as a result, our contractor is not recommending fixing the units rather replacing them as part of the roof replacement project.

**ANALYSIS:** The tender for the roof closed on October 25<sup>th</sup>, 2018. The lowest tender to complete this project was \$535,420. The cost to replace all three rooftop units is T is \$57,7000 + HST. The total cost of the Drytron repairs as mentioned were \$40,000.

### **INTERDEPARTMENTAL IMPLICATIONS**

None

### **FINANCIAL IMPLICATIONS**

The total cost of all three projects combined is just shy of \$650,000. The \$500,000 allocated in the capital budget for this project combined with the \$150,000 Trillium Grant we received for a total of \$650,000 allows us to be able to complete the project within budget while also completing the additional necessary work to the Drytron and Rooftop units.

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**RECOMMENDATION**

**THAT** the Council of the Corporation of the Town of Ingersoll receives report CS-33-18 as information;

**AND FURTHER THAT** the Council for The Town of Ingersoll authorizes Staff to proceed with the VPCC Roof Capital project as outlined which includes replacing the identified rooftop units.

**ATTACHMENTS**

Prepared by: Kyle Stefanovic, Director of Community Services  
Danny Roth, Manager of Facility Operations

Approved by: William Tigert, CAO





**DEPARTMENT: Community Services**

**REPORT NO: CS-34-18**

**COUNCIL MEETING DATE: October 9<sup>th</sup>, 2018**

**TITLE: Ingersoll Memorial Arena Canteen Space R.F.P. Results**

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**OBJECTIVE: To provide Council with information in regards to the results of the RFP.**

**BACKGROUND:** In September of 2017 due to the RFP's received at that time, it was decided to close the canteen and run with vending machines for the ice season. In the summer of 2018 Council asked that we reopen the R.F.P. process to garner interest for the 2018/19 season.

**ANALYSIS:** On August 24, 2018, 5 R.F.P.'s were opened at 11:40 am. 4 of them were to open the space as a canteen and the other 1 to open the space as skate shop. All proposals were thoroughly reviewed by staff, and a decision was made based upon two factors 1) which proposal had the highest upfront yearly payment and 2) which proposals had previous experience and success operating arena canteens which required conducting references checks. Through this review process, Chrissy's Catering was awarded the three contract to operate the arena concession at the cost of \$1356 per year for a total of \$4068 over the 3-year term.

The Town is under contract with Coke for other facilities in the Town as well as they provide the cooler in the Ingersoll Memorial Arena-Auditorium. As a result, all bidders were made aware that the coke and vending machines would stay and the town would still receive the revenue for these machines.

### **INTERDEPARTMENTAL IMPLICATIONS**

None

### **FINANCIAL IMPLICATIONS**

Additional \$1356 in revenue in the arena budget per year.

## **RECOMMENDATION**

**THAT** the Council for The Town of Ingersoll receives report CS-34-18 as information.

## **ATTACHMENTS**

Prepared by: Kyle Stefanovic, Director of Community Services  
Danny Roth, Manager of Facility Operations

Approved by: William Tigert, CAO



**DEPARTMENT: Fire Services**

**REPORT NO: F-014-18**

**COUNCIL MEETING DATE: October 9, 2018**

**TITLE: Capital Project Update**

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**OBJECTIVE:** To seek Council's approval to have capital funds budgeted in 2018 moved to the Fire Services Building reserve.

## **BACKGROUND**

In the 2018 capital budget Council approved \$30,000 to have engineered drawings created for an expansion of the fire station to accommodate a new aerial truck that will be replaced in 2022. It was based on the information available at the time that all available aerial trucks would be longer than what the hall could accommodate. New information on a model has now been found, whereby the vehicle could be purchased that could be housed in the current station configuration.

## **ANALYSIS**

Earlier this year an application for approval was submitted to the Upper Thames River Conservation Authority in preparation for an alteration to the truck bays of the fire station.

An approval from UTRCA was needed with the fire station sitting in a floodplain area. The application was denied by authority staff with the explanation that it is against the Provincial Policy Statement which prohibits the development or expansion of emergency services in floodplains.

As noted above the added space at the fire station was needed to accommodate a new aerial truck that will be replaced in the year 2022. The money was put into the budget, and the process was started to expand the size of the truck bays, as a new truck of this

size would have pushed the limits of what would safely fit into the station, as it is currently configured. However, just this year truck manufacturers have started to market aerial trucks that are on a smaller platform, so the need to expand the size of the truck bays to avoid the need of a custom built truck with added expense is no longer an issue.

The future needs of the Ingersoll Fire Service may still push the limits of the current station, but that will be determined by the growth of the municipality. If a reason to create more space presents itself again in the future, there is still an option to appeal the decision by the UTRCA staff or look to an area outside of the conservation authority's jurisdiction in another area of the town for a satellite station to house larger equipment.

It would be staff's recommendation at this time not to move forward with the application process and to transfer the money allocated to drawings into the fire station building reserve for future use. If the fire station is to be used in its current configuration, it should be upgraded and maintained at a standard that will allow the lifespan of the building to be maximized.

#### **INTERDEPARTMENTAL IMPLICATIONS**

None anticipated.

#### **FINANCIAL IMPLICATIONS**

The money is part of the 2018 capital budget, so if approved it would be transferred into the fire station building reserve.

#### **RECOMMENDATION**

**THAT** The Council of the Corporation of the Town of Ingersoll receives report number F-014-18 as information; and

**FURTHER THAT** Council approves the transfer of \$30,000 from the 2018 capital budget into the fire station building reserve.

Prepared by: John Holmes, Fire Chief  
Approved by: William Tigert, CAO



**DEPARTMENT:** Treasury

**REPORT NO:** T-022-18

**COUNCIL MEETING DATE:** October 9, 2018

**TITLE:** Operating Budget Variance Report for 9 Months of 2018.

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## **OBJECTIVE**

To provide Council with a financial review of operations for nine months of 2018.

## **BACKGROUND**

A review of the Town's financial operations for the nine months ended September 30, 2018, was completed to ensure that actuals are within budget.

## **ANALYSIS**

Departments are currently projecting to be on budget by year end with no significant identified risks. The attached report is intended to provide details on the interim operating results for each department. The report was reviewed, and variances were investigated. As detailed in the comments, the majority of reported variances reflect either timing differences or the seasonal nature of operations and appear to be reasonable at this time. It is the responsibility of departments to remain within budget by adjusting expenditures as necessary to ensure a balanced year-end position.

Significant variances include the following:

### Revenues

With respect to the overall corporate revenues, the Town reports a favourable \$230K variance. Highlights contributing to the variance include unanticipated donations from businesses and community groups (\$15K) and the sale of the Carnegie Library building and Carr's Walkway (\$244K).

Unfavourable \$23K variance in program revenues is mainly due to a decrease in adult and youth participation in specialty classes including yoga, karate, boot camps, etc.

Unfavourable \$55K variance in taxation revenues is due to the timing of processing supplementary tax bills and confirmed to be reasonable.

### Expenses

Favourable \$147K variance in salaries, wages, and benefits for various departments. The budget salary and wages comparison figures do not reflect the seasonal nature of part-time wages for Parks, Recreation and Youth Centre programs as well as the timing of new hires.

Unfavourable \$87K variance in insurance expenses is entirely attributed to timing differences in the recording of expenditures and the budget.

Unfavourable \$19K variance in snow removal and sanding is due to a longer winter and above average snowfalls in the first four months of the year. The deficit is projected to the end of the year and will be funded from the Winter Control Reserve as required. In addition, adjustments to expenditures through vacancy management and spending constraints will continue to be made to ensure a balanced year-end position.

Other variances including property tax refunds and adjustments, utilities, marketing and promotion, buildings repair and maintenance, Public Works materials, and equipment usage are due to timing and confirmed to be reasonable at this time.

Detailed comments have been provided for each department in the attached report. The comments are based on departmental input and Treasury review.

### **INTERDEPARTMENTAL IMPLICATIONS**

The report was circulated to all departments for review and comments.

### **FINANCIAL IMPLICATIONS**

Outlined in the report.

### **RECOMMENDATION**

**THAT** Council receives for information, the Operating Budget Variance Report T-022-18 for the 9 months ended September 30<sup>th</sup>, 2018.

### **ATTACHMENTS**

Operating Budget Variance Report for the 9 months Ended September 30, 2018

Prepared by: Iryna Koval, Director of Finance, Treasurer

Approved by: William Tigert, CAO

**THE CORPORATION OF THE TOWN OF  
INGERSOLL**

**Operating Budget Variance Report for 9 Months Ended  
September 30, 2018**



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

**Summary All Departments by Revenue/Expense Grouping**

	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
<b>CLERKS ADMIN &amp; COUNCIL</b>	152,845	162,826	163,406	580	209,025	46,199
<b>CHIEF ADMINISTRATIVE OFFICER</b>	412,549	374,765	375,752	987	296,590	(78,175)
<b>CLERKS</b>						
ADMINISTRATION	170,437	120,611	418,827	298,216	531,325	410,714
ANIMAL CONTROL	2,007	836	3,033	2,197	6,700	5,864
PARKING	15,170	8,168	15,772	7,604	23,000	14,832
PARATRANSIT	49,377	29,926	31,140	1,214	45,910	15,984
DOWNTOWN IMPROVEMENT	--	--	--	--	--	0
<b>TREASURY</b>						
ADMINISTRATION	476,921	550,623	687,770	137,147	1,102,127	551,504
TAXATION	(17,011,600)	(16,880,172)	(17,022,623)	(142,451)	(13,938,777)	2,941,395
INFORMATION TECHNOLOGY	219,505	222,905	226,290	3,385	286,635	63,730
<b>BUILDING INSPECTION</b>						
INSPECTION	(156,843)	(27,668)	(13,269)	14,399	0	27,668
PROPERTY STANDARDS	21,494	11,613	14,249	2,636	20,050	8,437
TOWN CENTRE	87,572	85,349	125,355	40,006	185,633	100,284
PUBLIC BUILDINGS - OTHER	33,290	37,020	31,816	(5,204)	39,910	2,890
<b>FIRE</b>						
ADMINISTRATION	595,461	732,278	761,337	29,059	1,017,348	285,070
FACILITY	62,959	55,248	59,722	4,474	16,488	(38,760)
<b>POLICE</b>						
ADMINISTRATION	1,798,459	1,769,964	1,761,793	(8,171)	2,345,049	575,085
FACILITY	(48,272)	(51,361)	(45,341)	6,020	3,752	55,113
<b>ENGINEERING</b>						
ADMINISTRATION	1,176,056	1,717,979	1,733,068	15,089	1,921,405	203,426
EQUIPMENT	(3,830)	2,467	1,837	(630)	0	(2,467)
STREET LIGHTING	164,313	167,019	165,129	(1,890)	272,000	104,981
TRAFFIC SIGNALS	8,262	5,991	11,348	5,357	15,000	9,009
<b>PUBLIC WORKS</b>						
ADMINISTRATION & EQUIPMENT	84,551	286,647	276,947	(9,700)	288,123	1,476
FACILITY	31,786	29,163	48,321	19,158	65,747	36,584
BRIDGES & CULVERTS	3,066	4,322	4,894	572	12,960	8,638
ROADSIDE MAINTENANCE	214,758	193,067	189,823	(3,244)	270,790	77,723
SURFACE MAINTENANCE	265,219	129,151	177,213	48,062	297,670	168,519
ROADS, SIDEWALKS & PARKING LOTS	187,480	165,692	167,463	1,771	263,220	97,528
WINTER CONTROL	256,548	324,128	300,264	(23,864)	442,330	118,202
ENVIRONMENTAL SERVICES	43,271	45,429	58,799	13,370	121,042	75,613
<b>PARKS AND ARENA</b>						
ADMINISTRATION	127,346	104,497	113,007	8,510	151,635	47,138
ARENA	334,218	430,297	426,621	(3,676)	422,794	(7,503)
PARKS	380,476	517,788	550,433	32,645	667,730	149,942
PARKS PROGRAMS	(8)	14,535	37,375	22,840	75,460	60,925
CAMI PARKS / SUZUKI HOUSE	82,704	63,410	71,256	7,846	157,004	93,594
<b>VICTORIA PARK COMMUNITY CENTRE</b>						
ADMINISTRATION	149,151	67,273	66,301	(972)	91,845	24,572
AQUATICS	55,851	77,764	91,405	13,641	136,887	59,123
FITNESS	(14,474)	25,312	19,109	(6,203)	28,303	2,991
GENERAL PROGRAMS	16,880	37,673	45,044	7,371	58,188	20,515
FACILITY	427,820	809,445	839,239	29,794	1,025,387	215,942
<b>YOUTH CENTRE</b>						
FACILITY	60,130	80,880	65,200	(15,680)	101,906	21,026
GENERAL PROGRAMS	178,560	228,963	261,761	32,798	449,790	220,827
<b>MUSEUMS</b>						
FACILITY	11,917	19,112	23,497	4,385	33,050	13,938
PROGRAMS	113,518	109,961	134,001	24,040	169,294	59,333
<b>ECONOMIC DEVELOPMENT</b>	120,060	134,141	165,288	31,147	269,675	135,534
	<u>(8,643,041)</u>	<u>(7,004,961)</u>	<u>(6,360,328)</u>	<u>644,633</u>	--	<u>7,004,961</u>

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

**Summary All Departments by Revenue/Expense Grouping**

	YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual	Budget	Budget
	1	2	3	fav (unfav)	2018	2018
				4=3-2	5	6=5-2
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(77,320)	(88,872)	(75,056)	13,816	(100,955)	(12,083)
PERMITS/LICENSES	(325,093)	(185,485)	(170,621)	14,864	(206,300)	(20,815)
ICE RENTAL	(99,602)	(98,145)	(101,547)	(3,402)	(231,343)	(133,198)
RENT / LEASES	(156,120)	(153,487)	(149,138)	4,349	(197,867)	(44,380)
USER FEES	(222,743)	(224,412)	(207,369)	17,043	(247,760)	(23,348)
MEMBERSHIPS	(91,118)	(90,444)	(87,960)	2,484	(130,614)	(40,170)
RECOVERIES	(45,571)	(92,728)	(94,457)	(1,729)	(120,650)	(27,922)
COUNTY RECOVERY	(232,342)	(196,214)	(196,138)	76	(329,278)	(133,064)
TAXATION	(17,165,694)	(17,099,184)	(17,154,836)	(55,652)	(14,578,777)	2,520,407
INTEREST / DIVIDENDS	(436,998)	(419,614)	(416,436)	3,178	(599,600)	(179,986)
GRANTS / SUBSIDIES / REBATES	(84,991)	(105,330)	(105,798)	(468)	(156,475)	(51,145)
LAND SALES	(132,703)	(244,646)	0	244,646	0	244,646
PROGRAM REVENUES	(228,129)	(181,878)	(205,689)	(23,811)	(280,995)	(99,117)
DONATIONS / FUNDRAISING	(147,068)	(146,834)	(131,558)	15,276	(166,224)	(19,390)
INTERNAL (REVENUE) EXPENSE	0	0	0	0	0	0
	<u>(19,445,493)</u>	<u>(19,327,273)</u>	<u>(19,096,603)</u>	<u>230,670</u>	<u>(17,346,838)</u>	<u>1,980,435</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	4,483,266	4,576,822	4,724,158	147,336	6,812,211	2,235,389
ADMINISTRATIVE EXPENSE	58,488	66,646	111,977	45,331	126,233	59,587
OPERATING EXPENSE	102,406	135,243	145,763	10,520	188,035	52,792
COMMUNICATIONS	71,195	59,305	75,595	16,290	117,776	58,471
INSURANCE EXPENSE	199,617	126,743	214,527	87,784	222,430	95,687
UTILITIES - HYDRO	399,268	372,230	406,885	34,655	673,134	300,904
UTILITIES - NATURAL GAS	61,030	73,727	69,229	(4,498)	105,050	31,323
UTILITIES - WATER	58,519	51,782	70,883	19,101	111,700	59,918
SUPPLIES	34,851	33,289	45,656	12,367	63,200	29,911
PROGRAM EXPENSES	117,968	79,504	108,216	28,712	144,927	65,423
MEETINGS, CONFERENCES, TRAINING	68,614	64,443	86,018	21,575	126,655	62,212
FUEL / TRANSPORTATION COSTS	57,774	75,102	74,002	(1,100)	107,510	32,408
PROFESSIONAL FEES	277,558	281,918	272,103	(9,815)	463,100	181,182
CONTRACTED SERVICES	75,332	115,444	124,712	9,268	178,230	62,786
PROPERTY TAX REFUNDS & ADJUSTMENTS	154,094	219,012	132,213	(86,799)	640,000	420,988
MARKETING & PROMOTION	57,411	59,746	71,498	11,752	153,135	93,389
GRANTS TO VOLUNTEER ORGANIZATIONS	51,969	53,036	52,661	(375)	100,075	47,039
REPAIRS & MAINTENANCE	32,703	36,489	39,252	2,763	44,787	8,298
LAND MAINTENANCE & IMPROVEMENT	25,261	50,485	49,017	(1,468)	50,700	215
EQUIP REPAIRS & MAINTENANCE	117,347	112,365	108,797	(3,568)	161,700	49,335
BLDG REPAIRS & MAINTENANCE	73,771	102,967	96,045	(6,922)	125,000	22,033
SNOW REMOVAL AND SANDING	22,397	50,381	31,523	(18,858)	45,700	(4,681)
MAINTENANCE CONTRACTS	113,441	118,807	119,631	824	148,048	29,241
LAND SALE EXPENSES	3,487	4,015	0	(4,015)	0	(4,015)
MATERIALS - PUBLIC WORKS	320,362	213,289	217,589	4,300	422,108	208,819
EQUIPMENT USAGE	20,381	20,532	58,858	38,326	94,655	74,123
TRANSFER TO BIA	38,198	0	0	0	78,000	78,000
TRANSFERS TO CEMETERY BOARD	117,077	100,000	100,000	0	133,194	33,194
	<u>7,213,782</u>	<u>7,253,321</u>	<u>7,606,808</u>	<u>353,487</u>	<u>11,637,293</u>	<u>4,383,972</u>
<b>NET OPERATING REVENUE</b>	<u>(12,231,710)</u>	<u>(12,073,951)</u>	<u>(11,489,795)</u>	<u>584,156</u>	<u>(5,709,545)</u>	<u>6,364,406</u>
<b>OTHER</b>						
O.P.P. CONTRACT	1,790,774	1,754,317	1,761,980	7,663	2,344,381	590,064
OMPF - ONT MUN PARTNER GRANT	(291,600)	(247,875)	(247,876)	(1)	(330,500)	(82,625)
TRANSFER FROM RESERVES & RES FUNDS	0	0	0	0	(328,449)	(328,449)
TRANSFER TO RESERVES & RES FUNDS	1,633,490	3,112,933	3,112,996	63	3,117,995	5,062
DEBENTURE PAYMENT	456,005	454,048	502,367	48,319	906,118	452,070
CAPITAL TAX LEVY REQUIREMENT	0	0	0	0	0	0
	<u>3,588,670</u>	<u>5,068,990</u>	<u>5,129,467</u>	<u>60,477</u>	<u>5,709,545</u>	<u>640,555</u>
	<u>(8,643,041)</u>	<u>(7,004,961)</u>	<u>(6,360,328)</u>	<u>644,633</u>	<u>--</u>	<u>7,004,961</u>

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: MAYOR & COUNCIL	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		2018	2018
	1	2	3	fav (unfav)		5	6=5-2
				4=3-2			
<b>REVENUE</b>							
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	123,049	126,927	127,852	925		170,515	43,588
ADMINISTRATIVE EXPENSE	171	1,172	430	(742)		550	(622)
COMMUNICATIONS	2,117	1,477	3,090	1,613		4,500	3,023
PROGRAM EXPENSES	4,794	4,941	5,148	207		5,200	259
MEETINGS, CONFERENCES, TRAINING	15,489	21,496	17,812	(3,684)	(1)	19,660	(1,836)
FUEL / TRANSPORTATION COSTS	--	1,226	--	(1,226)		1,800	574
MARKETING & PROMOTION	7,227	5,677	9,074	3,397		10,600	4,923
	<u>152,845</u>	<u>162,916</u>	<u>163,406</u>	<u>490</u>		<u>212,825</u>	<u>49,909</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>152,845</u>	<u>162,826</u>	<u>163,406</u>	<u>580</u>		<u>209,025</u>	<u>46,199</u>
<b>OTHER</b>							
	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>		<u>--</u>	<u>--</u>
	<u>152,845</u>	<u>162,826</u>	<u>163,406</u>	<u>580</u>		<u>209,025</u>	<u>46,199</u>

**NOTES**

- (1) Expenditures related to the Demand The Right Campaign. All expenditures related to the opposition of the landfill will be funded from the landfill opposition budget as approved by Council on as needed basis.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: CHIEF ADMINISTRATIVE OFFICER	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>						
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	127,302	131,859	131,335	(524)	181,090	49,231
ADMINISTRATIVE EXPENSE	--	--	111	111	150	150
OPERATING EXPENSE	--	--	186	186	250	250
COMMUNICATIONS	414	228	664	436	850	622
PROGRAM EXPENSES	807	(29)	1,499	1,528	1,500	1,529
MEETINGS, CONFERENCES, TRAINING	1,848	1,743	3,462	1,719	4,500	2,757
FUEL / TRANSPORTATION COSTS	--	--	186	186	250	250
PROFESSIONAL FEES	280,841	218,696	218,405	(291)	331,000	112,304
MARKETING & PROMOTION	1,336	22,269	19,904	(2,365)	27,000	4,731
	<u>412,549</u>	<u>374,765</u>	<u>375,752</u>	<u>987</u>	<u>546,590</u>	<u>171,825</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>412,549</u>	<u>374,765</u>	<u>375,752</u>	<u>987</u>	<u>546,590</u>	<u>171,825</u>
<b>OTHER</b>						
	<u>412,549</u>	<u>374,765</u>	<u>375,752</u>	<u>987</u>	<u>296,590</u>	<u>(78,175)</u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: CLERKS	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: ADMINISTRATION				4=3-2		5	6=5-2
<b>REVENUE</b>							
SALE OF GOODS OR SERVICES	(42)	(4)	(24)	(20)		(25)	(21)
PERMITS/LICENSES	(21,227)	(16,961)	(19,966)	(3,005)		(23,600)	(6,639)
RENT / LEASES	(11,412)	(10,187)	--	10,187	(1)	--	10,187
USER FEES	(37,926)	(22,974)	(24,434)	(1,460)		(27,050)	(4,076)
RECOVERIES	--	(5)	--	5		--	5
LAND SALES	(132,703)	(244,646)	--	244,646	(2)	--	244,646
	<u>(203,310)</u>	<u>(294,777)</u>	<u>(44,424)</u>	<u>250,353</u>		<u>(50,675)</u>	<u>244,102</u>
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	245,455	273,836	266,839	(6,997)		397,900	124,064
ADMINISTRATIVE EXPENSE	24,536	31,766	69,455	37,689		70,955	39,189
OPERATING EXPENSE	7,974	5,409	9,478	4,069		12,500	7,091
COMMUNICATIONS	6,692	4,660	6,564	1,904		8,500	3,840
PROGRAM EXPENSES	6,784	2,611	15,925	13,314	(3)	27,800	25,189
MEETINGS, CONFERENCES, TRAINING	6,592	4,077	7,216	3,139		8,170	4,093
FUEL / TRANSPORTATION COSTS	368	288	568	280		1,200	912
PROFESSIONAL FEES	3,985	22,972	4,000	(18,972)	(4)	4,000	(18,972)
CONTRACTED SERVICES	4,663	4,872	21,500	16,628	(5)	21,500	16,628
MARKETING & PROMOTION	3,742	2,845	4,045	1,200		5,800	2,955
GRANTS TO VOLUNTEER ORGANIZATIONS	51,969	53,036	52,661	(375)		53,675	639
LAND SALE EXPENSES	3,487	4,015	--	(4,015)	(6)	--	(4,015)
	<u>366,247</u>	<u>410,388</u>	<u>458,251</u>	<u>47,863</u>		<u>612,000</u>	<u>201,612</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>162,937</u>	<u>115,611</u>	<u>413,827</u>	<u>298,216</u>		<u>561,325</u>	<u>445,714</u>
<b>OTHER</b>							
TRANSFER TO RESERVES & RES FUNDS	7,500	5,000	5,000	--		5,000	--
	<u>7,500</u>	<u>5,000</u>	<u>5,000</u>	<u>--</u>		<u>(30,000)</u>	<u>(35,000)</u>
	<u>170,437</u>	<u>120,611</u>	<u>418,827</u>	<u>298,216</u>		<u>531,325</u>	<u>410,714</u>

**NOTES**

- (1) Farm lease of the industrial lands.
- (2) Sale of the Carnegie Library and Carr's Walkway.
- (3) Variance is due to timing and will balance at year end.
- (4) This item is hard to budget for as staff have no control over lawsuits that may arise and legal transactions that may require more expense. This year has seen a few such events.
- (5) Variance is due to timing and will balance at year end.
- (6) Expenses related to the sale of the library and Carr's Walkway.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: CLERKS	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: ANIMAL CONTROL						
<b>REVENUE</b>						
PERMITS/LICENSES	(8,835)	(7,895)	(8,939)	(1,044)	(9,000)	(1,105)
	(8,835)	(7,895)	(8,939)	(1,044)	(9,000)	(1,105)
<b>EXPENSE</b>						
ADMINISTRATIVE EXPENSE	--	--	149	149	200	200
CONTRACTED SERVICES	10,842	8,731	11,674	2,943	15,300	6,569
MARKETING & PROMOTION	--	--	149	149	200	200
	10,842	8,731	11,972	3,241	15,700	6,969
<b>NET OPERATING (REVENUE) EXPENSE</b>	2,007	836	3,033	2,197	6,700	5,864
<b>OTHER</b>						
	2,007	836	3,033	2,197	6,700	5,864

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: CLERKS	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: PARKING						
<b>REVENUE</b>						
USER FEES	(3,772)	(12,473)	(3,402)	9,071	(7,300)	5,173
	(3,772)	(12,473)	(3,402)	9,071	(7,300)	5,173
<b>EXPENSE</b>						
CONTRACTED SERVICES	18,942	20,641	19,174	(1,467)	30,300	9,659
	18,942	20,641	19,174	(1,467)	30,300	9,659
<b>NET OPERATING (REVENUE) EXPENSE</b>	15,170	8,168	15,772	7,604	23,000	14,832
<b>OTHER</b>						
	--	--	--	--	--	--
	15,170	8,168	15,772	7,604	23,000	14,832

**NOTES**

No significant variances



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: CLERKS	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	
	2017	2018	2018	fav (unfav)	2018	Remaining Budget
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: PARATRANSIT						
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(8,940)	(15,276)	(9,140)	6,136	(13,000)	2,276
	<u>(8,940)</u>	<u>(15,276)</u>	<u>(9,140)</u>	<u>6,136</u>	<u>(13,000)</u>	<u>2,276</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	27,781	1,467	9,462	7,995	9,480	8,013
COMMUNICATIONS	963	451	1,137	686	1,400	949
CONTRACTED SERVICES	24,580	42,928	29,181	(13,747)	47,530	4,602
	<u>58,317</u>	<u>45,202</u>	<u>40,280</u>	<u>(4,922)</u>	<u>58,910</u>	<u>13,708</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>49,377</u>	<u>29,926</u>	<u>31,140</u>	<u>1,214</u>	<u>45,910</u>	<u>15,984</u>
	<u>49,377</u>	<u>29,926</u>	<u>31,140</u>	<u>1,214</u>	<u>45,910</u>	<u>15,984</u>

**NOTES**

(1) Paratransit ridership is up after modifying our process and eliminating the need to book trips 24 hours in advance. This variance is offset by higher revenues and payroll savings.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: TREASURY	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: INFORMATION TECHNOLOGY				4=3-2		5	6=5-2
REVENUE							
EXPENSE							
SALARIES, WAGES & BENEFITS	113,827	118,905	115,412	(3,493)		162,060	43,155
ADMINISTRATIVE EXPENSE	--	49	74	25		100	51
OPERATING EXPENSE	22,631	21,034	23,246	2,212	(1)	25,500	4,466
COMMUNICATIONS	3,185	2,162	3,219	1,057		4,200	2,038
PROGRAM EXPENSES	183	201	226	25		225	24
MEETINGS, CONFERENCES, TRAINING	4,067	1,384	4,479	3,095		8,500	7,116
FUEL / TRANSPORTATION COSTS	428	628	556	(72)		1,100	472
CONTRACTED SERVICES	--	210	--	(210)		--	(210)
MARKETING & PROMOTION	--	58	--	(58)		100	42
EQUIP REPAIRS & MAINTENANCE	705	2,226	638	(1,588)	(2)	2,500	274
MAINTENANCE CONTRACTS	50,979	56,047	58,440	2,393	(3)	62,350	6,303
	<u>196,005</u>	<u>202,905</u>	<u>206,290</u>	<u>3,385</u>		<u>266,635</u>	<u>63,730</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>196,005</u>	<u>202,905</u>	<u>206,290</u>	<u>3,385</u>		<u>266,635</u>	<u>63,730</u>
<b>OTHER</b>							
TRANSFER TO RESERVES & RES FUNDS	23,500	20,000	20,000	--		20,000	--
	<u>23,500</u>	<u>20,000</u>	<u>20,000</u>	<u>--</u>		<u>20,000</u>	<u>0</u>
	<u>219,505</u>	<u>222,905</u>	<u>226,290</u>	<u>3,385</u>		<u>286,635</u>	<u>63,730</u>

**NOTES**

- (1)
- (2) Variances due to timing and will balance at year end.
- (3)

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: TREASURY	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual		
	1	2	3	fav (unfav)		
ACTIVITY: ADMINISTRATION				4=3-2	2018	2018
					5	6=5-2
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(13,810)	(12,205)	(11,610)	595	(14,500)	(2,295)
USER FEES	(12,428)	(11,291)	(10,897)	394	(18,500)	(7,209)
INTEREST / DIVIDENDS	(436,998)	(419,614)	(416,436)	3,178	(599,600)	(179,986)
	<u>(463,236)</u>	<u>(443,110)</u>	<u>(438,943)</u>	<u>4,167</u>	<u>(636,800)</u>	<u>(193,690)</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	353,287	388,983	386,340	(2,643)	546,260	157,277
ADMINISTRATIVE EXPENSE	6,994	7,294	7,524	230	10,200	2,906
OPERATING EXPENSE	--	304	74	(230)	100	(204)
COMMUNICATIONS	273	184	418	234	585	401
INSURANCE EXPENSE	199,069	126,743	213,477	86,734 (1)	221,380	94,637
PROGRAM EXPENSES	3,021	2,933	3,416	483	3,415	482
MEETINGS, CONFERENCES, TRAINING	3,729	2,594	4,695	2,101	6,100	3,506
FUEL / TRANSPORTATION COSTS	634	447	430	(17)	650	203
PROFESSIONAL FEES	(22,616)	3,358	--	(3,358)	28,000	24,642
CONTRACTED SERVICES	--	4,350	5,000	650	11,100	6,750
MARKETING & PROMOTION	1,086	368	549	181	550	182
EQUIP REPAIRS & MAINTENANCE	--	--	299	299	400	400
TRANSFER TO BIA	38,198	--	--	--	78,000	78,000
TRANSFERS TO CEMETERY BOARD	117,077	100,000	100,000	--	133,194	33,194
	<u>700,752</u>	<u>637,559</u>	<u>722,222</u>	<u>84,663</u>	<u>1,039,934</u>	<u>402,375</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>237,515</u>	<u>194,450</u>	<u>283,279</u>	<u>88,829</u>	<u>403,134</u>	<u>208,684</u>
<b>OTHER</b>						
OMPF - ONT MUN PARTNER GRANT	(291,600)	(247,875)	(247,876)	(1)	(330,500)	(82,625)
TRANSFER TO RESERVES & RES FUNDS	75,000	150,000	150,000	--	150,000	--
DEBENTURE PAYMENT	456,005	454,048	502,367	48,319 (2)	906,118	452,070
	<u>239,405</u>	<u>356,173</u>	<u>404,491</u>	<u>48,318</u>	<u>698,993</u>	<u>342,820</u>
	<u>476,921</u>	<u>550,623</u>	<u>687,770</u>	<u>137,147</u>	<u>1,102,127</u>	<u>551,504</u>

**NOTES**

- (1) Variance due to timing. On target for year end.  
(2) Variance due to timing. On target for year end.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: TREASURY	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: TAXATION						
<b>REVENUE</b>						
TAXATION	(17,165,694)	(17,099,184)	(17,154,836)	(55,652)	(14,578,777)	2,520,407
	(17,165,694)	(17,099,184)	(17,154,836)	(55,652)	(14,578,777)	2,520,407
<b>EXPENSE</b>						
PROPERTY TAX REFUNDS & ADJUSTMENTS	154,094	219,012	132,213	(86,799)	640,000	420,988
	154,094	219,012	132,213	(86,799)	640,000	420,988
<b>NET OPERATING (REVENUE) EXPENSE</b>	(17,011,600)	(16,880,172)	(17,022,623)	(142,451)	(13,938,777)	2,941,395
<b>OTHER</b>	--	--	--	--	--	--
	(17,011,600)	(16,880,172)	(17,022,623)	(142,451)	(13,938,777)	2,941,395

**NOTES**

Variations are due to timing. On target for year end.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: BUILDING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	fav (unfav) 4=3-2	5	6=5-2
ACTIVITY: INSPECTION						
<b>REVENUE</b>						
PERMITS/LICENSES	(286,631)	(149,629)	(134,600)	15,029	(163,500)	(13,871)
USER FEES	(1,890)	(1,506)	(1,639)	(133)	(2,000)	(494)
	<u>(288,521)</u>	<u>(151,136)</u>	<u>(136,239)</u>	<u>14,897</u>	<u>(165,500)</u>	<u>(14,364)</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	123,745	113,119	113,088	(31)	158,920	45,801
ADMINISTRATIVE EXPENSE	569	889	545	(344)	1,020	131
OPERATING EXPENSE	769	287	657	370	1,000	713
COMMUNICATIONS	673	174	328	154	500	326
PROGRAM EXPENSES	932	1,452	1,015	(437)	1,050	(402)
MEETINGS, CONFERENCES, TRAINING	1,957	3,269	4,032	763	8,550	5,281
FUEL / TRANSPORTATION COSTS	2,306	2,536	2,590	54	4,500	1,964
PROFESSIONAL FEES	611	389	359	(30)	1,000	611
CONTRACTED SERVICES	--	628	--	(628)	1,100	472
MARKETING & PROMOTION	117	724	356	(368)	375	(349)
	<u>131,678</u>	<u>123,467</u>	<u>122,970</u>	<u>(497)</u>	<u>178,015</u>	<u>54,548</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>(156,843)</u>	<u>(27,668)</u>	<u>(13,269)</u>	<u>14,399</u>	<u>12,515</u>	<u>40,183</u>
<b>OTHER</b>						
	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>(12,515)</u>	<u>(12,515)</u>
	<u>(156,843)</u>	<u>(27,668)</u>	<u>(13,269)</u>	<u>14,399</u>	<u>--</u>	<u>27,668</u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: BUILDING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: PROPERTY STANDARDS				4=3-2		
<b>REVENUE</b>						
RECOVERIES	--	(670)	--	670	--	670
	0	(670)	0	670	0	670
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	21,494	12,283	14,025	1,742	19,750	7,467
ADMINISTRATIVE EXPENSE	--	--	224	224	300	300
	21,494	12,283	14,249	1,966	20,050	7,767
<b>NET OPERATING (REVENUE) EXPENSE</b>	21,494	11,613	14,249	2,636	20,050	8,437
<b>OTHER</b>						
	--	--	--	--	--	--
	21,494	11,613	14,249	2,636	20,050	8,437

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: BUILDING	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: TOWN CENTRE				4=3-2		5	6=5-2
<b>REVENUE</b>							
COUNTY RECOVERY	(96,274)	(100,693)	(100,700)	(7)		(120,840)	(20,147)
	(96,274)	(100,693)	(100,700)	(7)		(120,840)	(20,147)
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	67,406	34,534	67,440	32,906	(1)	94,500	59,966
OPERATING EXPENSE	1,701	1,736	1,793	57		2,600	864
COMMUNICATIONS	1,274	849	1,277	428		1,698	849
UTILITIES - HYDRO	36,260	32,197	42,276	10,079		69,300	37,103
UTILITIES - NATURAL GAS	5,462	8,690	8,585	(105)		13,500	4,810
UTILITIES - WATER	6,401	6,002	6,635	633		10,500	4,498
CONTRACTED SERVICES	40	6,513	39	(6,474)	(2)	1,200	(5,313)
REPAIRS & MAINTENANCE	551	645	599	(46)		820	175
LAND MAINTENANCE & IMPROVEMENT	360	11	486	475		650	639
EQUIP REPAIRS & MAINTENANCE	10,635	8,857	11,113	2,256		21,000	12,143
BLDG REPAIRS & MAINTENANCE	15,026	8,683	15,969	7,286		19,000	10,317
SNOW REMOVAL AND SANDING	314	848	578	(270)		1,000	152
MAINTENANCE CONTRACTS	8,418	16,476	9,265	(7,211)	(3)	10,705	(5,771)
	153,846	126,042	166,055	40,013		246,473	120,431
<b>NET OPERATING (REVENUE) EXPENSE</b>	57,572	25,349	65,355	40,006		125,633	100,284
<b>OTHER</b>							
TRANSFER TO RESERVES & RES FUNDS	30,000	60,000	60,000	--		60,000	--
	30,000	60,000	60,000	--		60,000	0
	87,572	85,349	125,355	40,006		185,633	100,284

**NOTES**

- (1) This variance is mainly related to vacancy savings. The savings are used to fund an increase in janitorial contracted services.
- (2) Increase in cleaning contracted services that replaced janitor full time position.
- (3) Increased cost of janitorial contracted services. These costs relate to cleaning of the library and will be recovered from the County.



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: BUILDING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: PUBLIC BUILDINGS - OTHER						
<b>REVENUE</b>						
RENT / LEASES	(23,460)	(14,921)	(23,793)	(8,872)	(27,578)	(12,657)
	(23,460)	(14,921)	(23,793)	(8,872)	(27,578)	(12,657)
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	8,256	6,306	6,993	687	9,950	3,644
UTILITIES - HYDRO	5,631	3,622	6,493	2,871	9,000	5,378
UTILITIES - NATURAL GAS	2,803	3,344	1,892	(1,452)	2,800	(544)
UTILITIES - WATER	1,553	918	1,195	277	1,700	782
REPAIRS & MAINTENANCE	209	288	219	(69)	300	12
EQUIP REPAIRS & MAINTENANCE	216	90	246	156	1,000	910
BLDG REPAIRS & MAINTENANCE	847	2,452	682	(1,770)	2,300	(152)
SNOW REMOVAL AND SANDING	622	1,681	982	(699)	1,700	19
MAINTENANCE CONTRACTS	6,400	5,925	6,407	482	8,238	2,313
	31,750	26,941	30,609	3,668	42,488	15,547
<b>NET OPERATING (REVENUE) EXPENSE</b>	8,290	12,020	6,816	(5,204)	14,910	2,890
<b>OTHER</b>						
	25,000	25,000	25,000	--	25,000	0
	33,290	37,020	31,816	(5,204)	39,910	2,890

**NOTES**

Municipal buildings (Carr's Walkway and Carnegie Library) in this category have been sold therefore variances are projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: FIRE	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: ADMINISTRATION				4=3-2		5	6=5-2
<b>REVENUE</b>							
SALE OF GOODS OR SERVICES	(300)	(18,751)	(18,050)	701		(19,250)	(499)
USER FEES	(1,980)	(1,670)	(1,696)	(26)		(4,000)	(2,330)
RECOVERIES	(60)	(65)	--	65		(2,500)	(2,435)
DONATIONS / FUNDRAISING	--	(2,500)	--	2,500		--	2,500
	<u>(2,340)</u>	<u>(22,986)</u>	<u>(19,746)</u>	<u>3,240</u>		<u>(25,750)</u>	<u>(2,764)</u>
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	430,105	451,079	477,472	26,393	(1)	678,660	227,581
ADMINISTRATIVE EXPENSE	734	795	855	60		1,658	863
OPERATING EXPENSE	10,897	39,145	33,540	(5,605)	(2)	43,750	4,605
COMMUNICATIONS	22,858	25,863	24,121	(1,742)	(3)	48,020	22,157
UTILITIES - HYDRO	11,019	8,830	12,504	3,674		18,950	10,120
UTILITIES - NATURAL GAS	1,403	2,315	2,201	(114)		3,200	885
UTILITIES - WATER	1,587	1,608	1,700	92		2,700	1,092
PROGRAM EXPENSES	2,882	4,093	4,520	427		4,555	462
MEETINGS, CONFERENCES, TRAINING	5,289	5,471	6,474	1,003		10,000	4,529
FUEL / TRANSPORTATION COSTS	3,894	5,380	4,039	(1,341)		6,000	620
MARKETING & PROMOTION	1,556	1,397	2,354	957		6,535	5,138
EQUIP REPAIRS & MAINTENANCE	14,746	9,802	11,233	1,431		19,000	9,198
MAINTENANCE CONTRACTS	565	488	1,070	582		1,070	582
	<u>508,302</u>	<u>556,264</u>	<u>582,083</u>	<u>25,819</u>		<u>844,098</u>	<u>287,834</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>505,961</u>	<u>533,278</u>	<u>562,337</u>	<u>29,059</u>		<u>818,348</u>	<u>285,070</u>
<b>OTHER</b>							
TRANSFER TO RESERVES & RES FUNDS	89,500	199,000	199,000	--		199,000	--
	<u>89,500</u>	<u>199,000</u>	<u>199,000</u>	<u>--</u>		<u>199,000</u>	<u>0</u>
	<u>595,461</u>	<u>732,278</u>	<u>761,337</u>	<u>29,059</u>		<u>1,017,348</u>	<u>285,070</u>

**NOTES**

- (1)
- (2) Timing issues. Variances will balance by the end of the year.
- (3)

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: FIRE		YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
		2017	2018	2018	2018 Budget vs Actual	2018	2018
ACTIVITY:	FACILITY	1	2	3	4=3-2	5	6=5-2
REVENUE		-----		-----	-----	-----	-----
EXPENSE		-----		-----	-----	-----	-----
	SALARIES, WAGES & BENEFITS	56,853	47,168	54,528	7,360	71,740	24,572
	OPERATING EXPENSE	4,290	2,764	3,379	615	4,150	1,386
	LAND MAINTENANCE & IMPROVEMENT	--	--	37	37	50	50
	EQUIP REPAIRS & MAINTENANCE	137	270	198	(72)	500	230
	BLDG REPAIRS & MAINTENANCE	202	3,896	326	(3,570) (1)	4,000	104
	MAINTENANCE CONTRACTS	1,476	1,150	1,254	105	2,000	851
		<u>62,959</u>	<u>55,248</u>	<u>59,722</u>	<u>4,474</u>	<u>82,440</u>	<u>27,192</u>
	<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>62,959</u>	<u>55,248</u>	<u>59,722</u>	<u>4,474</u>	<u>16,488</u>	<u>(38,760)</u>
	<b>OTHER</b>	<u>-----</u>	<u>-----</u>	<u>-----</u>	<u>-----</u>	<u>-----</u>	<u>-----</u>
		<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>
		<u>62,959</u>	<u>55,248</u>	<u>59,722</u>	<u>4,474</u>	<u>16,488</u>	<u>(38,760)</u>

**NOTES**

(1) The building repair and maintenance budget has been spent due to unanticipated repairs: 1) garage door repair, 2) electrical repairs to bring the building into compliance with the electrical safety inspection. The unfavorable variance is projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: POLICE	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: ADMINISTRATION						
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(8,415)	(11,520)	(7,433)	4,087	(11,800)	(280)
USER FEES	(5,188)	(3,593)	(2,715)	878	(3,000)	593
GRANTS / SUBSIDIES / REBATES	(28,743)	(27,117)	(49,954)	(22,837)	(81,880)	(54,763)
	<u>(42,345)</u>	<u>(42,230)</u>	<u>(60,102)</u>	<u>(17,872)</u>	<u>(96,680)</u>	<u>(54,450)</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	44,303	47,791	48,650	859	75,248	27,457
ADMINISTRATIVE EXPENSE	--	--	74	74	100	100
OPERATING EXPENSE	--	329	149	(180)	900	571
COMMUNICATIONS	445	351	466	115	800	449
PROGRAM EXPENSES	2,723	5,919	5,111	(808)	10,800	4,881
MEETINGS, CONFERENCES, TRAINING	1,975	2,820	4,329	1,509	5,600	2,780
FUEL / TRANSPORTATION COSTS	319	404	676	272	800	396
MARKETING & PROMOTION	53	264	60	(204)	2,700	2,436
	<u>50,029</u>	<u>57,877</u>	<u>59,915</u>	<u>2,038</u>	<u>97,348</u>	<u>39,471</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>7,684</u>	<u>15,647</u>	<u>(187)</u>	<u>(15,834)</u>	<u>668</u>	<u>(14,979)</u>
<b>OTHER</b>						
O.P.P. CONTRACT	1,790,774	1,754,317	1,761,980	7,663	2,344,381	590,064
	<u>1,790,774</u>	<u>1,754,317</u>	<u>1,761,980</u>	<u>7,663</u>	<u>2,344,381</u>	<u>590,064</u>
	<u>1,798,459</u>	<u>1,769,964</u>	<u>1,761,793</u>	<u>(8,171)</u>	<u>2,345,049</u>	<u>575,085</u>

**NOTES**

(1) Timing issue. The variance will balance by the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: POLICE	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: FACILITY				4=3-2		
<b>REVENUE</b>						
RENT / LEASES	(78,750)	(79,888)	(78,750)	1,138	(105,000)	(25,113)
	(78,750)	(79,888)	(78,750)	1,138	(39,048)	40,840
<b>EXPENSE</b>						
UTILITIES - HYDRO	13,485	10,977	14,428	3,451	21,700	10,723
UTILITIES - NATURAL GAS	694	1,394	1,003	(391)	1,750	356
UTILITIES - WATER	1,915	2,144	2,078	(66)	3,200	1,057
BLDG REPAIRS & MAINTENANCE	6,273	3,772	5,000	1,228	5,000	1,228
MAINTENANCE CONTRACTS	100	240	250	10	500	260
	22,803	18,527	23,409	4,882	32,800	14,273
<b>NET OPERATING (REVENUE) EXPENSE</b>	(55,947)	(61,361)	(55,341)	6,020	(6,248)	55,113
<b>OTHER</b>						
	7,675	10,000	10,000	--	10,000	0
	(48,272)	(51,361)	(45,341)	6,020	3,752	55,113

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: ENGINEERING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: ADMINISTRATION						
<b>REVENUE</b>						
USER FEES	(1,376)	(3,390)	(1,500)	1,890	(1,500)	1,890
RECOVERIES	(22,474)	(75,805)	(78,616)	(2,811)	(80,200)	(4,395)
	<u>(23,950)</u>	<u>(79,395)</u>	<u>(80,316)</u>	<u>(921)</u>	<u>(81,900)</u>	<u>(2,505)</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	225,422	251,113	250,453	(660)	375,980	124,867
ADMINISTRATIVE EXPENSE	9,117	9,076	15,054	5,978	15,850	6,774
OPERATING EXPENSE	1,653	2,388	2,985	597	3,970	1,582
COMMUNICATIONS	6,610	6,180	7,091	911	11,000	4,820
PROGRAM EXPENSES	1,043	1,340	2,369	1,029	2,855	1,515
MEETINGS, CONFERENCES, TRAINING	9,453	2,136	5,739	3,603	17,650	15,514
FUEL / TRANSPORTATION COSTS	2,350	1,936	2,329	393	3,100	1,164
PROFESSIONAL FEES	6,953	21,215	23,025	1,810	66,500	45,285
CONTRACTED SERVICES	638	575	1,504	929	2,500	1,925
EQUIP REPAIRS & MAINTENANCE	474	587	2,692	2,105	3,200	2,613
EQUIPMENT USAGE	293	407	143	(264)	200	(207)
	<u>264,006</u>	<u>297,373</u>	<u>313,384</u>	<u>16,011</u>	<u>503,305</u>	<u>205,932</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>240,056</u>	<u>217,979</u>	<u>233,068</u>	<u>15,089</u>	<u>421,405</u>	<u>203,426</u>
<b>OTHER</b>						
	<u>936,000</u>	<u>1,500,000</u>	<u>1,500,000</u>	<u>--</u>	<u>1,500,000</u>	<u>0</u>
	<u><u>1,176,056</u></u>	<u><u>1,717,979</u></u>	<u><u>1,733,068</u></u>	<u><u>15,089</u></u>	<u><u>1,921,405</u></u>	<u><u>203,426</u></u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: ENGINEERING	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: EQUIPMENT						
REVENUE						
EXPENSE						
EQUIP REPAIRS & MAINTENANCE	(6,330)	(4,533)	(5,163)	(630)	(7,000)	(2,467)
	(6,330)	(4,533)	(5,163)	(630)	(7,000)	(2,467)
NET OPERATING (REVENUE) EXPENSE	(6,330)	(4,533)	(5,163)	(630)	(7,000)	(2,467)
OTHER						
	2,500	7,000	7,000	--	7,000	0
	(3,830)	2,467	1,837	(630)	--	(2,467)

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: ENGINEERING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	
	2017	2018	2018	2018 Budget vs Actual	2018	Remaining Budget
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: STREET LIGHTING				4=3-2		
<b>REVENUE</b>						
<b>EXPENSE</b>						
UTILITIES - HYDRO	156,790	151,743	155,336	3,593	260,000	108,257
EQUIP REPAIRS & MAINTENANCE	7,524	15,275	9,793	(5,482)	(1) 12,000	(3,275)
	<u>164,313</u>	<u>167,019</u>	<u>165,129</u>	<u>(1,890)</u>	<u>272,000</u>	<u>104,981</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>164,313</u>	<u>167,019</u>	<u>165,129</u>	<u>(1,890)</u>	<u>272,000</u>	<u>104,981</u>
<b>OTHER</b>						
	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>
	<u>164,313</u>	<u>167,019</u>	<u>165,129</u>	<u>(1,890)</u>	<u>272,000</u>	<u>104,981</u>

**NOTES**

(1) Two major unexpected expenses due to vehicle collisions with streetlight poles. The Town currently is not able to recoup repair costs because OPP no longer releases collision information to the Town. The application has been filed to gain access to this information. Once access is granted the Town should recover these costs.



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: ENGINEERING	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: TRAFFIC SIGNALS				4=3-2		
<b>REVENUE</b>						
<b>EXPENSE</b>						
UTILITIES - HYDRO	2,947	2,261	3,282	1,021	5,000	2,739
EQUIP REPAIRS & MAINTENANCE	5,315	3,730	8,066	4,336	10,000	6,270
	<u>8,262</u>	<u>5,991</u>	<u>11,348</u>	<u>5,357</u>	<u>15,000</u>	<u>9,009</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>8,262</u>	<u>5,991</u>	<u>11,348</u>	<u>5,357</u>	<u>15,000</u>	<u>9,009</u>
<b>OTHER</b>						
	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>
	<u>8,262</u>	<u>5,991</u>	<u>11,348</u>	<u>5,357</u>	<u>15,000</u>	<u>9,009</u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining	
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget	
ACTIVITY:	PUBLIC WORKS	1	2	3	4=3-2	5	6=5-2	
		2017		2018		2018	2018	
		1		2	3	4=3-2	5	6=5-2
<b>REVENUE</b>								
SALE OF GOODS OR SERVICES		(6,997)	(7,961)	(6,019)	1,942	(8,180)	(219)	
PERMITS/LICENSES		(8,300)	(10,800)	(6,916)	3,884	(10,000)	800	
USER FEES		--	--	(224)	(224)	(300)	(300)	
RECOVERIES		(21,766)	(15,883)	(14,955)	928	(20,000)	(4,117)	
COUNTY RECOVERY		(136,068)	(95,521)	(95,438)	83	(208,438)	(112,917)	
		<u>(173,130)</u>	<u>(130,165)</u>	<u>(123,552)</u>	<u>6,613</u>	<u>(246,918)</u>	<u>(116,753)</u>	
<b>EXPENSE</b>								
SALARIES, WAGES & BENEFITS		693,840	724,703	723,215	(1,488)	1,086,874	362,171	
ADMINISTRATIVE EXPENSE		1,115	1,096	777	(319)	1,275	179	
OPERATING EXPENSE		14,950	12,877	15,464	2,587	20,450	7,573	
COMMUNICATIONS		5,424	3,314	7,123	3,809	8,969	5,655	
UTILITIES - HYDRO		7,496	4,952	7,730	2,778	11,350	6,398	
UTILITIES - NATURAL GAS		4,886	6,274	6,342	68	7,900	1,626	
UTILITIES - WATER		1,033	1,077	1,072	(5)	1,700	624	
PROGRAM EXPENSES		219	800	887	87	886	86	
MEETINGS, CONFERENCES, TRAINING		4,532	11,218	4,951	(6,267)	8,105	(3,113)	
FUEL / TRANSPORTATION COSTS		34,436	44,226	39,859	(4,367)	59,275	15,049	
CONTRACTED SERVICES		13,041	24,654	28,500	3,846	31,250	6,596	
MARKETING & PROMOTION		3,931	114	2,673	2,559	5,500	5,386	
LAND MAINTENANCE & IMPROVEMENT		--	--	748	748	1,000	1,000	
BLDG REPAIRS & MAINTENANCE		2,155	5,499	7,684	2,185	9,000	3,501	
SNOW REMOVAL AND SANDING		10,541	19,731	8,727	(11,004)	18,000	(1,731)	
MAINTENANCE CONTRACTS		5,349	6,595	7,934	1,339	12,130	5,535	
MATERIALS - PUBLIC WORKS		320,362	213,289	217,589	4,300	422,108	208,819	
EQUIPMENT USAGE		20,088	20,125	58,715	38,590	94,455	74,330	
		<u>1,143,397</u>	<u>1,100,543</u>	<u>1,139,990</u>	<u>39,447</u>	<u>1,800,824</u>	<u>700,281</u>	
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>970,267</u>	<u>970,378</u>	<u>1,016,438</u>	<u>46,060</u>	<u>1,553,906</u>	<u>583,528</u>	
<b>OTHER</b>								
TRANSFER TO RESERVES & RES FUNDS		116,410	207,223	207,286	63	212,285	5,062	
		<u>116,410</u>	<u>207,223</u>	<u>207,286</u>	<u>63</u>	<u>207,976</u>	<u>753</u>	
		<u>1,086,677</u>	<u>1,177,600</u>	<u>1,223,724</u>	<u>46,124</u>	<u>1,761,882</u>	<u>584,282</u>	

**NOTES**

- (1) Timing of training and unanticipated safety training. Unfavourable variance is projected to the end of the year.
- (2) Increase in winter control (April snow events) as well as rising fuel costs. Unfavourable variance is projected to the end of the year.
- (3) Above average snow events and a longer winter caused an increase in snow removal and sanding in parking lots. The Town also changed sidewalk plowing contractors that resulted in a higher cost per hour compare to the previous contractor. Unfavourable variance is projected to the end of the year.
- (4) Timing issue, on target for year end.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS		YTD Actual		YTD Budget	Variance YTD	Annual Budget		Remaining Budget	
		2017	2018	2018	2018 Budget vs Actual	2018	2018	2018	2018
ACTIVITY:	ADMINISTRATION & EQUIPMENT	1	2	3	4=3-2	5	6=5-2		
<b>REVENUE</b>									
	SALE OF GOODS OR SERVICES	(650)	(1,632)	(525)	1,107			(1,000)	632
	PERMITS/LICENSES	(8,300)	(10,800)	(6,916)	3,884			(10,000)	800
	USER FEES	--	--	(224)	(224)			(300)	(300)
	RECOVERIES	(21,766)	(15,883)	(14,955)	928			(20,000)	(4,117)
		<u>(158,131)</u>	<u>(119,185)</u>	<u>(110,127)</u>	<u>9,058</u>			<u>(211,300)</u>	<u>(92,115)</u>
<b>EXPENSE</b>									
	SALARIES, WAGES & BENEFITS	293,497	313,499	287,404	(26,095)	(1)		443,972	130,473
	ADMINISTRATIVE EXPENSE	1,115	1,096	777	(319)			1,275	179
	OPERATING EXPENSE	14,188	9,446	14,468	5,022			17,450	8,004
	COMMUNICATIONS	865	1,849	1,443	(406)			1,760	(89)
	PROGRAM EXPENSES	219	800	887	87			886	86
	MEETINGS, CONFERENCES, TRAINING	4,532	11,218	4,951	(6,267)	(2)		8,105	(3,113)
	FUEL / TRANSPORTATION COSTS	34,436	44,226	39,859	(4,367)	(3)		59,275	15,049
	MARKETING & PROMOTION	51	114	73	(41)			300	186
	EQUIPMENT USAGE	(222,630)	(183,638)	(170,074)	13,564			(248,635)	(64,997)
		<u>126,272</u>	<u>198,609</u>	<u>179,788</u>	<u>(18,821)</u>			<u>287,138</u>	<u>88,529</u>
	<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>(31,859)</u>	<u>79,424</u>	<u>69,661</u>	<u>(9,763)</u>			<u>75,838</u>	<u>(3,586)</u>
<b>OTHER</b>									
		<u>116,410</u>	<u>207,223</u>	<u>207,286</u>	<u>63</u>			<u>212,285</u>	<u>5,062</u>
		<u>84,551</u>	<u>286,647</u>	<u>276,947</u>	<u>(9,700)</u>			<u>288,123</u>	<u>1,476</u>

**NOTES**

- (1) Timing issue, on target for the end of the year
- (2) Timing of training and unanticipated safety training. Unfavourable variance is projected to the end of the year.
- (3) Increase in winter control (April snow events) as well as rising fuel costs. Unfavourable variance is projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS		YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
		2017	2018	2018	2018 Budget vs Actual	2018	2018
ACTIVITY:	FACILITY	1	2	3	4=3-2	5	6=5-2
		-----		-----	-----	-----	-----
<b>REVENUE</b>							
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	6,445	3,017	12,096	9,079	16,111	13,094
	COMMUNICATIONS	4,559	1,465	5,680	4,215	7,209	5,744
	UTILITIES - HYDRO	7,042	4,526	7,261	2,735	10,600	6,074
	UTILITIES - NATURAL GAS	4,886	6,274	6,342	68	7,900	1,626
	UTILITIES - WATER	1,033	1,077	1,072	(5)	1,700	624
	BLDG REPAIRS & MAINTENANCE	2,155	5,499	7,684	2,185	9,000	3,501
	MAINTENANCE CONTRACTS	5,349	6,595	7,934	1,339	12,130	5,535
		<u>31,786</u>	<u>29,163</u>	<u>48,321</u>	<u>19,158</u>	<u>65,747</u>	<u>36,584</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>31,786</u>	<u>29,163</u>	<u>48,321</u>	<u>19,158</u>	<u>65,747</u>	<u>36,584</u>
<b>OTHER</b>							
		<u>--</u>	<u>--</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
		<u>31,786</u>	<u>29,163</u>	<u>48,321</u>	<u>19,158</u>	<u>65,747</u>	<u>36,584</u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: BRIDGES & CULVERTS						
<b>REVENUE</b>						
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	1,891	2,896	2,152	(744)	9,760	6,864
EQUIPMENT USAGE	641	723	241	(482)	700	(23)
	<u>3,066</u>	<u>4,322</u>	<u>4,894</u>	<u>572</u>	<u>12,960</u>	<u>8,638</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>3,066</u>	<u>4,322</u>	<u>4,894</u>	<u>572</u>	<u>12,960</u>	<u>8,638</u>
<b>OTHER</b>						
	<u>--</u>	<u>--</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>3,066</u>	<u>4,322</u>	<u>4,894</u>	<u>572</u>	<u>12,960</u>	<u>8,638</u>

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS	YTD Actual		YTD Budget	Variance YTD	Annual Budget	
	2017	2018	2018	2018 Budget vs Actual	2018	Remaining Budget
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: ROADSIDE MAINTENANCE				4=3-2		
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	105,249	87,403	95,781	8,378	129,590	42,187
MATERIALS - PUBLIC WORKS	43,192	48,036	38,881	(9,155) (1)	72,700	24,664
EQUIPMENT USAGE	66,317	57,628	55,161	(2,467) (2)	68,500	10,872
	<u>214,758</u>	<u>193,067</u>	<u>189,823</u>	<u>(3,244)</u>	<u>270,790</u>	<u>77,723</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>214,758</u>	<u>193,067</u>	<u>189,823</u>	<u>(3,244)</u>	<u>270,790</u>	<u>77,723</u>
<b>OTHER</b>						
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
	<u>214,758</u>	<u>193,067</u>	<u>189,823</u>	<u>(3,244)</u>	<u>270,790</u>	<u>77,723</u>

**NOTES**

- (1) Increased costs for tree removal due to two separate storms (ice event and a wind event) that damaged trees that could not wait for  
(2) removal in 2019.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: SURFACE MAINTENANCE				4=3-2		5	6=5-2
<b>REVENUE</b>							
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	90,520	79,394	99,882	20,488	(1)	119,720	40,326
MATERIALS - PUBLIC WORKS	118,501	19,175	22,859	3,684		114,200	95,025
EQUIPMENT USAGE	56,198	30,582	54,472	23,890	(2)	63,750	33,168
	<u>265,219</u>	<u>129,151</u>	<u>177,213</u>	<u>48,062</u>		<u>297,670</u>	<u>168,519</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>265,219</u>	<u>129,151</u>	<u>177,213</u>	<u>48,062</u>		<u>297,670</u>	<u>168,519</u>
<b>OTHER</b>							
	<u>--</u>	<u>--</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>0</u>
	<u>265,219</u>	<u>129,151</u>	<u>177,213</u>	<u>48,062</u>		<u>297,670</u>	<u>168,519</u>

**NOTES**

- (1) Timing issue, on target for the end of the year
- (2) Timing issue, on target for the end of the year

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS		YTD Actual		YTD Budget	Variance YTD	Annual Budget	
		2017	2018	2018	2018 Budget vs Actual	2018	Remaining Budget
ACTIVITY:	ROADS, SIDEWALKS & PARKING LOTS	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>							
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	90,349	83,255	86,861	3,606	111,000	27,745
	UTILITIES - HYDRO	455	426	469	43	750	324
	LAND MAINTENANCE & IMPROVEMENT	--	--	748	748	1,000	1,000
	SNOW REMOVAL AND SANDING	10,541	19,731	8,727	(11,004) (1)	18,000	(1,731)
	MATERIALS - PUBLIC WORKS	65,203	44,596	53,027	8,431	109,300	64,704
	EQUIPMENT USAGE	20,932	17,684	17,631	(53)	23,170	5,486
		<u>187,480</u>	<u>165,692</u>	<u>167,463</u>	<u>1,771</u>	<u>263,220</u>	<u>97,528</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>187,480</u>	<u>165,692</u>	<u>167,463</u>	<u>1,771</u>	<u>263,220</u>	<u>97,528</u>
<b>OTHER</b>							
		<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>
		<u>187,480</u>	<u>165,692</u>	<u>167,463</u>	<u>1,771</u>	<u>263,220</u>	<u>97,528</u>

**NOTES**

(1) Above average snow events and a longer winter caused an increase in snow removal and sanding in parking lots. The Town also changed sidewalk plowing contractors that resulted in higher cost per hour compare to the previous contractor. Unfavourable variance is projected to the end of the year.



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: WINTER CONTROL				4=3-2		5	6=5-2
<b>REVENUE</b>							
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	67,075	114,682	85,740	(28,942)	(1)	150,370	35,688
CONTRACTED SERVICES	13,041	24,654	28,500	3,846		28,500	3,846
MATERIALS - PUBLIC WORKS	89,455	96,758	94,249	(2,509)		116,900	20,142
EQUIPMENT USAGE	86,978	88,033	91,775	3,742		146,560	58,527
	<u>256,548</u>	<u>324,128</u>	<u>300,264</u>	<u>(23,864)</u>		<u>442,330</u>	<u>118,202</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>256,548</u>	<u>324,128</u>	<u>300,264</u>	<u>(23,864)</u>		<u>442,330</u>	<u>118,202</u>
<b>OTHER</b>							
	<u>    --</u>	<u>    --</u>	<u>    --</u>	<u>    --</u>		<u>    --</u>	<u>    --</u>
	<u>256,548</u>	<u>324,128</u>	<u>300,264</u>	<u>(23,864)</u>		<u>442,330</u>	<u>118,202</u>

**NOTES**

(1) Increase in wages because of hiring patrollers and additional overtime for winter events on evenings and weekends as well as extra spring snow events.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PUBLIC WORKS	YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
	2017	2018	2018	2018 Budget vs Actual	2018	2018
	1	2	3	fav (unfav)	5	6=5-2
ACTIVITY: ENVIRONMENTAL SERVICES				4=3-2		
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(6,346)	(6,329)	(5,494)	835	(7,180)	(851)
	(14,999)	(10,980)	(13,425)	(2,445)	(35,618)	(24,638)
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	38,814	40,557	53,299	12,742	106,351	65,794
MARKETING & PROMOTION	3,880	--	2,600	2,600	5,200	5,200
MATERIALS - PUBLIC WORKS	3,478	4,020	6,072	2,052	6,508	2,488
EQUIPMENT USAGE	11,653	9,113	9,509	396	40,410	31,297
	58,269	56,410	72,224	15,814	160,969	104,559
<b>NET OPERATING (REVENUE) EXPENSE</b>	43,271	45,429	58,799	13,370	125,351	79,922
<b>OTHER</b>						
	--	--	--	--	(4,309)	(4,309)
	43,271	45,429	58,799	13,370	121,042	75,613

**NOTES**

No significant variances

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PARKS AND ARENA	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: ADMINISTRATION				4=3-2		5	6=5-2
<b>REVENUE</b>							
DONATIONS / FUNDRAISING	(9,020)	(4,747)	--	4,747	(1)	--	4,747
	(9,020)	(4,747)	--	4,747		--	4,747
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	55,210	89,347	87,279	(2,068)		120,790	31,443
ADMINISTRATIVE EXPENSE	133	148	56	(92)		75	(73)
OPERATING EXPENSE	--	--	74	74		100	100
COMMUNICATIONS	341	248	271	23		420	172
PROGRAM EXPENSES	41,194	11,349	6,636	(4,713)	(2)	9,200	(2,149)
MEETINGS, CONFERENCES, TRAINING	1,578	175	1,699	1,524		1,700	1,525
FUEL / TRANSPORTATION COSTS	1,331	57	1,153	1,096		1,250	1,193
MARKETING & PROMOTION	26,596	2,353	3,000	647		3,000	647
EQUIP REPAIRS & MAINTENANCE	--	--	74	74		100	100
	128,616	103,677	103,007	(670)		141,635	37,958
<b>NET OPERATING (REVENUE) EXPENSE</b>	119,596	98,930	103,007	4,077		141,635	42,705
<b>OTHER</b>							
	7,750	5,567	10,000	4,433		10,000	4,433
	127,346	104,497	113,007	8,510		151,635	47,138

**NOTES**

- (1) Both revenue and expenditures relate to the Safe Cycling event. All revenues from the event were donated to Autism Dog Services to sponsor a service dog for Ava.
- (2)

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PARKS AND ARENA		YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
		2017	2018	2018	2018 Budget vs Actual	2018	2018
ACTIVITY:	ARENA	1	2	3	4=3-2	5	6=5-2
REVENUE		-----		-----	-----	-----	-----
SALE OF GOODS OR SERVICES		(9,241)	(2,991)	(2,884)	107	(9,200)	(6,209)
ICE RENTAL		(99,602)	(98,145)	(101,547)	(3,402)	(231,343)	(133,198)
RENT / LEASES		(4,509)	(6,133)	(3,915)	2,218	(6,200)	(67)
USER FEES		(4,833)	(4,420)	(4,838)	(418)	(8,059)	(3,639)
		<u>(118,185)</u>	<u>(111,690)</u>	<u>(113,184)</u>	<u>(1,494)</u>	<u>(254,802)</u>	<u>(143,112)</u>
EXPENSE		-----		-----	-----	-----	-----
SALARIES, WAGES & BENEFITS		190,514	145,833	143,165	(2,668)	211,210	65,377
ADMINISTRATIVE EXPENSE		173	187	157	(30)	350	163
OPERATING EXPENSE		4,550	3,574	3,810	236	6,371	2,797
COMMUNICATIONS		2,668	2,319	2,393	74	3,140	821
UTILITIES - HYDRO		39,181	42,169	42,099	(70)	79,000	36,831
UTILITIES - NATURAL GAS		6,431	9,336	7,464	(1,872)	12,000	2,664
UTILITIES - WATER		5,929	5,873	6,460	587	11,500	5,627
SUPPLIES		4,537	(189)	2,059	2,248	2,600	2,789
FUEL / TRANSPORTATION COSTS		1,325	1,686	1,298	(388)	2,800	1,114
REPAIRS & MAINTENANCE		834	248	247	(1)	300	52
EQUIP REPAIRS & MAINTENANCE		8,662	25,575	19,236	(6,339)	24,000	(1,575)
BLDG REPAIRS & MAINTENANCE		11,569	10,420	13,634	3,214	16,500	6,080
SNOW REMOVAL AND SANDING		1,680	5,775	4,477	(1,298)	5,400	(375)
MAINTENANCE CONTRACTS		11,928	9,243	11,234	1,991	16,265	7,022
		<u>290,498</u>	<u>262,777</u>	<u>260,595</u>	<u>(2,182)</u>	<u>398,386</u>	<u>135,609</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>172,313</u>	<u>151,087</u>	<u>147,411</u>	<u>(3,676)</u>	<u>143,584</u>	<u>(7,503)</u>
OTHER		-----		-----	-----	-----	-----
		161,905	279,210	279,210	--	279,210	0
		<u>334,218</u>	<u>430,297</u>	<u>426,621</u>	<u>(3,676)</u>	<u>422,794</u>	<u>(7,503)</u>

**NOTES**

- (1) Variance due to required work on the refrigeration plant that was identified during inspections (overhaul of one of the compressors, moving ammonia sensor outside the plant room etc. Various HVAC issues discovered during assessments that had to be fixed.
- (2) Increase in winter control (April snow events) . Unfavourable variance is projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PARKS AND ARENA		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	PARKS	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>							
	USER FEES	(25,707)	(28,279)	(23,332)	4,947	(24,000)	4,279
	RECOVERIES	(500)	--	(500)	(500)	(8,700)	(8,700)
	DONATIONS / FUNDRAISING	--	(11,142)	--	11,142	--	11,142
		<u>(26,207)</u>	<u>(39,421)</u>	<u>(23,832)</u>	<u>15,589</u>	<u>(32,700)</u>	<u>6,721</u>
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	227,937	257,896	276,915	19,019	377,220	119,324
	ADMINISTRATIVE EXPENSE	--	48	--	(48)	200	152
	OPERATING EXPENSE	7,603	6,057	5,063	(994)	8,040	1,983
	COMMUNICATIONS	1,610	1,069	2,432	1,363	3,250	2,181
	UTILITIES - HYDRO	11,552	10,737	12,752	2,015	20,500	9,763
	UTILITIES - NATURAL GAS	5,364	7,207	6,187	(1,020)	8,600	1,393
	UTILITIES - WATER	8,671	6,856	8,354	1,498	12,500	5,644
	PROGRAM EXPENSES	5,868	5,334	5,599	265	5,600	266
	MEETINGS, CONFERENCES, TRAINING	140	28	1,000	972	1,000	972
	FUEL / TRANSPORTATION COSTS	9,087	12,355	13,110	755	15,000	2,645
	MARKETING & PROMOTION	2,223	132	1,500	1,368	1,500	1,368
	REPAIRS & MAINTENANCE	7,703	13,294	10,193	(3,101)	10,300	(2,994)
	LAND MAINTENANCE & IMPROVEMENT	22,967	50,284	44,246	(6,038)	45,500	(4,784)
	EQUIP REPAIRS & MAINTENANCE	27,505	25,626	24,007	(1,619)	25,000	(626)
	BLDG REPAIRS & MAINTENANCE	5,888	8,010	9,876	1,866	11,100	3,090
	SNOW REMOVAL AND SANDING	--	--	820	820	1,100	1,100
	MAINTENANCE CONTRACTS	2,564	3,275	3,211	(64)	5,020	1,745
		<u>346,683</u>	<u>408,208</u>	<u>425,265</u>	<u>17,057</u>	<u>551,430</u>	<u>143,222</u>
	<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>320,476</u>	<u>368,788</u>	<u>401,433</u>	<u>32,645</u>	<u>518,730</u>	<u>149,942</u>
	<b>OTHER</b>	<u>60,000</u>	<u>149,000</u>	<u>149,000</u>	<u>--</u>	<u>149,000</u>	<u>0</u>
		<u><u>380,476</u></u>	<u><u>517,788</u></u>	<u><u>550,433</u></u>	<u><u>32,645</u></u>	<u><u>667,730</u></u>	<u><u>149,942</u></u>

**NOTES**

- (1) Rotary donation to sponsor new Recreational Trails Signage.
- (2) New trails signage paid for by the Rotary donation.
- (3) New trails signage paid for by the Rotary donation.
- (4) Variance is due to maintaining older equipment specifically the two riding mowers which are scheduled for replacement for the next 2 years in the capital budget( 1 each year). Facility Operations Manager's truck received from Public Works also required significant repair work.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PARKS AND ARENA	YTD Actual		YTD Budget	Variance YTD		Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual		Budget	Budget
	1	2	3	fav (unfav)		2018	2018
ACTIVITY: PARKS PROGRAMS				4=3-2		5	6=5-2
<b>REVENUE</b>							
SALE OF GOODS OR SERVICES	(14,928)	(13,130)	(12,683)	447		(16,500)	(3,370)
	(14,898)	(13,130)	(12,683)	447		(23,060)	(9,930)
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	48	16,831	34,505	17,674	(1)	60,060	43,229
OPERATING EXPENSE	--	--	784	784		1,050	1,050
COMMUNICATIONS	--	--	37	37		50	50
SUPPLIES	14,771	10,613	13,343	2,730		21,000	10,387
CONTRACTED SERVICES	--	--	1,389	1,389		8,860	8,860
MARKETING & PROMOTION	71	221	--	(221)		3,500	3,279
	14,890	27,665	50,058	22,393		98,520	70,855
<b>NET OPERATING (REVENUE) EXPENSE</b>	(8)	14,535	37,375	22,840		75,460	60,925
<b>OTHER</b>							
	--	--	--	--		--	--
	(8)	14,535	37,375	22,840		75,460	60,925

**NOTES**

(1) Timing variance, on track for the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: PARKS AND ARENA	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual		Annual	Remaining
	2017	2018	2018	fav (unfav)		Budget	Budget
	1	2	3	4=3-2		2018	2018
ACTIVITY: CAMI PARKS / SUZUKI HOUSE						5	6=5-2
<b>REVENUE</b>							
RENT / LEASES	--	--	(7,490)	(7,490)	(1)	(10,040)	(10,040)
	(17,699)	(20,000)	(27,490)	(7,490)		(30,040)	(10,040)
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS	13,006	7,184	6,241	(943)		10,040	2,856
UTILITIES - HYDRO	36,859	32,456	30,694	(1,762)		50,000	17,544
UTILITIES - NATURAL GAS	3,063	3,139	3,841	702		5,700	2,561
UTILITIES - WATER	11,708	6,530	21,652	15,122		34,000	27,470
LAND MAINTENANCE & IMPROVEMENT	1,905	128	2,000	1,873		2,000	1,873
EQUIP REPAIRS & MAINTENANCE	9,268	6,353	8,355	2,002		10,000	3,647
BLDG REPAIRS & MAINTENANCE	5,062	5,457	4,669	(788)	(2)	5,000	(457)
SNOW REMOVAL AND SANDING	2,940	6,455	4,788	(1,667)	(3)	5,000	(1,455)
MAINTENANCE CONTRACTS	4,292	3,605	3,175	(430)		5,384	1,779
	100,404	83,410	98,746	15,336		187,044	103,634
<b>NET OPERATING (REVENUE) EXPENSE</b>	82,704	63,410	71,256	7,846		157,004	93,594
<b>OTHER</b>							
	--	--	--	--		--	--
	82,704	63,410	71,256	7,846		157,004	93,594

**NOTES**

- (1) The Town and Seniors Center are in the process of lease agreement negotiations. Once the new contract has been signed the Center will resume lease payments.
- (2) Main drivers are an unanticipated expensive door repair, inspection of the 2nd floor to confirm that it can hold heavy gym equipment, and Electrical Safety Authority inspections. The unfavourable variance is projected to the end of the year.
- (3) Longer winter and above average snowfalls. The unfavourable variance is projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: VICTORIA PARK COMMUNITY CENTRE	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual	Annual Budget	Remaining Budget
	2017	2018	2018	fav (unfav)	2018	2018
	1	2	3	4=3-2	5	6=5-2
ACTIVITY: ADMINISTRATION						
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(1,024)	(808)	--	808	--	808
USER FEES	(366)	(160)	(396)	(236)	(500)	(340)
RECOVERIES	(546)	(299)	--	299	--	299
	<u>(1,936)</u>	<u>(1,267)</u>	<u>(396)</u>	<u>871</u>	<u>(500)</u>	<u>767</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	98,942	50,740	46,054	(4,686)	64,670	13,930
ADMINISTRATIVE EXPENSE	11,514	10,666	11,674	1,008	16,075	5,409
COMMUNICATIONS	8,235	5,804	7,458	1,654	10,000	4,196
SUPPLIES	1,162	926	--	(926)	--	(926)
MARKETING & PROMOTION	--	--	149	149	200	200
	<u>121,088</u>	<u>68,540</u>	<u>66,697</u>	<u>(1,843)</u>	<u>92,345</u>	<u>23,805</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>119,151</u>	<u>67,273</u>	<u>66,301</u>	<u>(972)</u>	<u>91,845</u>	<u>24,572</u>
<b>OTHER</b>						
	<u>30,000</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>
	<u>149,151</u>	<u>67,273</u>	<u>66,301</u>	<u>(972)</u>	<u>91,845</u>	<u>24,572</u>

**NOTES**

No significant variances projected at this time



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: VICTORIA PARK COMMUNITY CENTRE		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	AQUATICS	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>							
	SALE OF GOODS OR SERVICES	--	--	(748)	(748)	(1,000)	(1,000)
	RENT / LEASES	(12,878)	(19,031)	(10,020)	9,011 (1)	(16,448)	2,583
	USER FEES	(21,913)	(21,101)	(18,843)	2,258	(25,500)	(4,399)
	MEMBERSHIPS	(9,431)	(19,362)	(10,215)	9,147 (2)	(24,174)	(4,812)
	PROGRAM REVENUES	(119,914)	(106,846)	(115,357)	(8,511) (3)	(151,557)	(44,711)
	DONATIONS / FUNDRAISING	--	(5,000)	--	5,000 (4)	--	5,000
		<u>(164,136)</u>	<u>(171,340)</u>	<u>(155,183)</u>	<u>16,157</u>	<u>(218,679)</u>	<u>(47,339)</u>
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	211,255	234,779	237,527	2,748	340,860	106,081
	OPERATING EXPENSE	943	6,414	2,366	(4,048) (5)	4,350	(2,064)
	SUPPLIES	2,803	5,016	2,664	(2,352) (6)	4,000	(1,016)
	PROGRAM EXPENSES	3,692	2,189	3,221	1,032	4,981	2,792
	MEETINGS, CONFERENCES, TRAINING	1,140	502	671	169	990	488
	FUEL / TRANSPORTATION COSTS	154	204	139	(65)	385	181
		<u>219,986</u>	<u>249,104</u>	<u>246,588</u>	<u>(2,516)</u>	<u>355,566</u>	<u>106,462</u>
	<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>55,851</u>	<u>77,764</u>	<u>91,405</u>	<u>13,641</u>	<u>136,887</u>	<u>59,123</u>
<b>OTHER</b>							
		--	--	--	--	--	--
		<u>55,851</u>	<u>77,764</u>	<u>91,405</u>	<u>13,641</u>	<u>136,887</u>	<u>59,123</u>

**NOTES**

- (1) Swim to Survive Program funded through the school board resulted in additional revenue that was not budget for.
- (2) Increase in memberships due to the change in fee structure, decrease in program revenues (punch cards etc.) offset by an increase in memberships and user fees.
- (3) \$5,000 donation to the pool offset the unfavourable variance in operating expenses triggered by the purchase of new pool equipment including slides, toys etc.
- (4) Supplies expenditures are higher than budgeted due to a change over of safety materials from Red Cross to Life Savings.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: VICTORIA PARK COMMUNITY CENTRE		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	FITNESS	1	2	3	4=3-2	5	6=5-2
						2018	2018
<b>REVENUE</b>							
	USER FEES	(11,655)	(8,246)	(12,388)	(4,142)	(17,057)	(8,811)
	MEMBERSHIPS	(80,856)	(70,260)	(77,080)	(6,820)	(105,440)	(35,180)
	PROGRAM REVENUES	(4,998)	(4,239)	(5,754)	(1,515)	(7,630)	(3,391)
		<u>(97,609)</u>	<u>(82,745)</u>	<u>(95,222)</u>	<u>(12,477)</u>	<u>(130,127)</u>	<u>(47,382)</u>
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	73,962	93,398	95,766	2,368	138,850	45,452
	OPERATING EXPENSE	851	1,113	1,945	832	2,150	1,037
	SUPPLIES	196	158	550	392	550	392
	PROGRAM EXPENSES	454	143	399	256	400	257
	MEETINGS, CONFERENCES, TRAINING	755	910	1,250	340	1,380	470
	CONTRACTED SERVICES	1,068	1,298	1,118	(180)	1,500	202
	MARKETING & PROMOTION	--	--	224	224	300	300
	EQUIP REPAIRS & MAINTENANCE	777	940	2,999	2,059	3,000	2,060
		<u>78,135</u>	<u>98,058</u>	<u>104,331</u>	<u>6,273</u>	<u>148,430</u>	<u>50,372</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>(19,474)</u>	<u>15,312</u>	<u>9,109</u>	<u>(6,203)</u>	<u>18,303</u>	<u>2,991</u>
<b>OTHER</b>							
		<u>5,000</u>	<u>10,000</u>	<u>10,000</u>	<u>--</u>	<u>10,000</u>	<u>--</u>
		<u>(14,474)</u>	<u>25,312</u>	<u>19,109</u>	<u>(6,203)</u>	<u>28,303</u>	<u>2,991</u>

**NOTES**

No significant variances projected at this time

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: VICTORIA PARK COMMUNITY CENTRE		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	PROGRAMS	1	2	3	4=3-2	5	6=5-2
						2018	2018
<b>REVENUE</b>							
	USER FEES	(51,639)	(60,344)	(59,934)	410	(60,899)	(556)
	PROGRAM REVENUES	(86,629)	(62,409)	(73,411)	(11,002)	(110,408)	(47,999)
		(138,268)	(122,753)	(133,345)	(10,592)	(177,307)	(54,554)
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	143,751	152,663	162,907	10,244	214,670	62,007
	SUPPLIES	4,090	2,816	6,128	3,312	7,955	5,139
	PROGRAM EXPENSES	5,830	4,348	7,145	2,797	9,320	4,972
	MEETINGS, CONFERENCES, TRAINING	525	225	543	318	1,200	975
	FUEL / TRANSPORTATION COSTS	36	33	248	215	500	467
	MARKETING & PROMOTION	--	--	224	224	300	300
		155,148	160,426	178,389	17,963	235,495	75,069
<b>NET OPERATING (REVENUE) EXPENSE</b>		16,880	37,673	45,044	7,371	58,188	20,515
<b>OTHER</b>							
		--	--	--	--	--	--
		16,880	37,673	45,044	7,371	58,188	20,515

**NOTES**

(1) Lower registration in adult programs and youth programs (yoga, karate, Pilates etc.).

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: VICTORIA PARK COMMUNITY CENTRE		YTD Actual		YTD Budget	Variance YTD	Annual Budget	Remaining Budget
		2017	2018	2018	2018 Budget vs Actual	2018	2018
ACTIVITY:	FACILITY	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>							
SALE OF GOODS OR SERVICES		(1,179)	(1,179)	(2,104)	(925)	(2,500)	(1,321)
RENT / LEASES		(1,721)	(492)	(742)	(250)	(925)	(433)
		<u>(2,900)</u>	<u>(1,671)</u>	<u>(2,846)</u>	<u>(1,175)</u>	<u>(3,425)</u>	<u>(1,754)</u>
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS		190,345	174,512	205,850	31,339	296,580	122,069
OPERATING EXPENSE		8,220	7,624	7,167	(457)	10,860	3,236
COMMUNICATIONS		137	30	64	34	72	42
UTILITIES - HYDRO		63,799	61,060	60,333	(727)	100,000	38,940
UTILITIES - NATURAL GAS		26,559	26,181	26,273	92	41,000	14,819
UTILITIES - WATER		16,850	17,801	18,352	551	28,500	10,699
SUPPLIES		150	125	1,500	1,375	1,500	1,375
MEETINGS, CONFERENCES, TRAINING		--	--	1,342	1,342	1,800	1,800
MARKETING & PROMOTION		--	100	372	272	500	400
REPAIRS & MAINTENANCE		9,349	9,434	12,733	3,299	16,000	6,566
EQUIP REPAIRS & MAINTENANCE		33,140	11,138	11,284	146	27,500	16,362
BLDG REPAIRS & MAINTENANCE		21,052	24,588	17,573	(7,015)	20,000	(4,588)
SNOW REMOVAL AND SANDING		3,360	7,230	5,892	(1,338)	6,500	(730)
MAINTENANCE CONTRACTS		12,759	11,293	13,350	2,057	18,000	6,707
		<u>385,720</u>	<u>351,116</u>	<u>382,085</u>	<u>30,969</u>	<u>568,812</u>	<u>217,696</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>382,820</u>	<u>349,445</u>	<u>379,239</u>	<u>29,794</u>	<u>565,387</u>	<u>215,942</u>
<b>OTHER</b>							
TRANSFER TO RESERVES & RES FUNDS		45,000	460,000	460,000	--	460,000	--
		<u>45,000</u>	<u>460,000</u>	<u>460,000</u>	<u>--</u>	<u>460,000</u>	<u>--</u>
		<u>427,820</u>	<u>809,445</u>	<u>839,239</u>	<u>29,794</u>	<u>1,025,387</u>	<u>215,942</u>

**NOTES**

- (1) Paid out less in part time wages than anticipated.
- (2) The main driver of this unfavourable variance is the repair of exterior brick ( \$10,000). The unfavourable variance is projected to the end of the year.
- (3) Longer winter and above average snowfalls. The unfavourable variance is projected to the end of the year.

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: YOUTH CENTRE		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	FACILITY	1	2	3	4=3-2	5	6=5-2
<b>REVENUE</b>							
RENT / LEASES		(23,122)	(22,568)	(24,212)	(1,644)	(31,376)	(8,808)
RECOVERIES		(225)	--	(386)	(386)	(1,250)	(1,250)
DONATIONS / FUNDRAISING		--	--	(11,192)	(11,192)	(15,000)	(15,000)
		<u>(23,347)</u>	<u>(22,568)</u>	<u>(35,790)</u>	<u>(13,222)</u>	<u>(47,626)</u>	<u>(25,058)</u>
<b>EXPENSE</b>							
SALARIES, WAGES & BENEFITS		46,856	40,964	42,326	1,362	62,720	21,756
OPERATING EXPENSE		6,334	3,244	6,307	3,063	6,920	3,676
COMMUNICATIONS		138	30	65	35	72	42
UTILITIES - HYDRO		12,593	9,490	16,424	6,934	24,134	14,644
UTILITIES - NATURAL GAS		3,485	4,738	4,362	(376)	7,000	2,262
UTILITIES - WATER		1,296	1,401	1,721	320	2,800	1,399
FUEL / TRANSPORTATION COSTS		164	81	286	205	400	319
CONTRACTED SERVICES		325	--	5,000	5,000	5,000	5,000
REPAIRS & MAINTENANCE		250	--	430	430	1,450	1,450
EQUIP REPAIRS & MAINTENANCE		3,173	5,753	1,621	(4,132)	6,500	747
BLDG REPAIRS & MAINTENANCE		3,409	28,026	14,863	(13,163)	21,900	(6,126)
SNOW REMOVAL AND SANDING		1,680	5,295	4,166	(1,129)	5,000	(295)
MAINTENANCE CONTRACTS		3,773	4,425	3,419	(1,006)	5,636	1,211
		<u>83,477</u>	<u>103,448</u>	<u>100,990</u>	<u>(2,458)</u>	<u>149,532</u>	<u>46,084</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>60,130</u>	<u>80,880</u>	<u>65,200</u>	<u>(15,680)</u>	<u>101,906</u>	<u>21,026</u>
<b>OTHER</b>							
		<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>
		<u>60,130</u>	<u>80,880</u>	<u>65,200</u>	<u>(15,680)</u>	<u>101,906</u>	<u>21,026</u>

**NOTES**

- (1) Variances are due to various outdoor space upgrades that will be funded by a donation from the Community Foundation. The donation will  
(2) offset the cost of the upgrades.  
(3)

**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: YOUTH CENTRE	YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
	2017	2018	2018	2018 Budget vs Actual	Budget	Budget
	1	2	3	fav (unfav)	2018	2018
ACTIVITY: GENERAL PROGRAMS				4=3-2	5	6=5-2
<b>REVENUE</b>						
SALE OF GOODS OR SERVICES	(8,285)	(689)	--	689	--	689
RENT / LEASES	(151)	(162)	(131)	31	(200)	(38)
USER FEES	(22,981)	(23,768)	(19,570)	4,198	(19,835)	3,933
MEMBERSHIPS	(831)	(821)	(665)	156	(1,000)	(179)
GRANTS / SUBSIDIES / REBATES	(53,846)	(61,488)	(49,583)	11,905	(53,219)	8,269
PROGRAM REVENUES	(1,157)	--	(2,900)	(2,900)	(2,900)	(2,900)
DONATIONS / FUNDRAISING	(133,797)	(119,594)	(116,392)	3,202	(146,674)	(27,080)
	<u>(221,048)</u>	<u>(206,522)</u>	<u>(189,241)</u>	<u>17,281</u>	<u>(223,828)</u>	<u>(17,306)</u>
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	375,427	390,978	384,229	(6,749)	581,944	190,966
ADMINISTRATIVE EXPENSE	2,430	2,541	3,663	1,122	5,675	3,134
OPERATING EXPENSE	1,540	17,394	17,644	250	22,224	4,830
COMMUNICATIONS	5,634	3,179	5,880	2,701	7,500	4,321
SUPPLIES	3,061	10,347	15,979	5,632	21,595	11,248
PROGRAM EXPENSES	7,144	4,199	10,006	5,807	15,615	11,416
MEETINGS, CONFERENCES, TRAINING	619	1,606	2,720	1,114	3,850	2,244
FUEL / TRANSPORTATION COSTS	713	1,359	2,806	1,447	4,400	3,041
PROFESSIONAL FEES	--	--	1,566	1,566	2,100	2,100
CONTRACTED SERVICES	667	44	533	489	790	746
MARKETING & PROMOTION	855	665	2,841	2,176	3,925	3,260
EQUIP REPAIRS & MAINTENANCE	251	673	635	(38)	1,500	827
	<u>398,357</u>	<u>432,985</u>	<u>448,502</u>	<u>15,517</u>	<u>671,118</u>	<u>238,133</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>	<u>177,310</u>	<u>226,463</u>	<u>259,261</u>	<u>32,798</u>	<u>447,290</u>	<u>220,827</u>
<b>OTHER</b>						
TRANSFER TO RESERVES & RES FUNDS	1,250	2,500	2,500	--	2,500	--
	<u>1,250</u>	<u>2,500</u>	<u>2,500</u>	<u>--</u>	<u>2,500</u>	<u>--</u>
	<u>178,560</u>	<u>228,963</u>	<u>261,761</u>	<u>32,798</u>	<u>449,790</u>	<u>220,827</u>

**NOTES**

(1) Variances are due to additional funding from United Way and from the RBC Afterschool fund.



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: MUSEUMS		YTD Actual		YTD Budget	Variance YTD	Annual	Remaining
		2017	2018	2018	2018 Budget vs Actual	Budget	Budget
ACTIVITY:	PROGRAMS	1	2	3	4=3-2	5	6=5-2
						2018	2018
<b>REVENUE</b>							
	SALE OF GOODS OR SERVICES	(4,159)	(4,358)	(4,361)	(3)	(5,000)	(642)
	RENT / LEASES	(118)	(107)	(85)	22	(100)	7
	USER FEES	(1,421)	(1,107)	(1,561)	(454)	(1,700)	(593)
	PROGRAM REVENUES	(15,432)	(8,384)	(8,267)	117	(8,500)	(116)
	DONATIONS / FUNDRAISING	(4,152)	(3,851)	(3,974)	(123)	(4,550)	(699)
		<u>(27,684)</u>	<u>(20,299)</u>	<u>(19,509)</u>	<u>790</u>	<u>(30,226)</u>	<u>(9,927)</u>
<b>EXPENSE</b>							
	SALARIES, WAGES & BENEFITS	109,650	106,014	116,333	10,319	156,360	50,346
	ADMINISTRATIVE EXPENSE	727	601	1,113	512	1,450	849
	OPERATING EXPENSE	133	397	1,550	1,153	1,550	1,153
	COMMUNICATIONS	546	351	564	213	750	399
	SUPPLIES	4,080	3,477	3,433	(44)	4,000	523
	PROGRAM EXPENSES	19,383	16,308	22,666	6,358	25,060	8,752
	MEETINGS, CONFERENCES, TRAINING	1,659	434	1,493	1,059	1,700	1,266
	FUEL / TRANSPORTATION COSTS	--	44	149	105	300	256
	MARKETING & PROMOTION	2,673	2,155	3,266	1,111	5,050	2,895
	MAINTENANCE CONTRACTS	--	--	372	372	500	500
		<u>141,202</u>	<u>130,260</u>	<u>153,510</u>	<u>23,250</u>	<u>199,520</u>	<u>69,260</u>
<b>NET OPERATING (REVENUE) EXPENSE</b>		<u>113,518</u>	<u>109,961</u>	<u>134,001</u>	<u>24,040</u>	<u>169,294</u>	<u>59,333</u>
<b>OTHER</b>							
		<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>	<u>--</u>
		<u>113,518</u>	<u>109,961</u>	<u>134,001</u>	<u>24,040</u>	<u>169,294</u>	<u>59,333</u>

**NOTES**

No significant variances projected at this time



**Town of Ingersoll**  
**9 Months Ended September 30, 2018**

DEPARTMENT: ECONOMIC DEVELOPMENT	YTD Actual		YTD Budget	Variance YTD 2018 Budget vs Actual fav (unfav)	Annual	Remaining
	2017	2018	2018		Budget	Budget
	1	2	3	4=3-2	2018	2018
					5	6=5-2
<b>REVENUE</b>						
GRANTS / SUBSIDIES / REBATES	--	(14,234)	(5,000)	9,234	(5,000)	9,234
	0	(14,234)	(5,000)	9,234	(5,000)	9,234
<b>EXPENSE</b>						
SALARIES, WAGES & BENEFITS	84,237	85,608	91,957	6,349	137,310	51,702
ADMINISTRATIVE EXPENSE	276	318	42	(276)	50	(268)
OPERATING EXPENSE	--	38	--	(38)	700	662
COMMUNICATIONS	959	381	933	552	1,500	1,119
PROGRAM EXPENSES	10,983	11,376	12,366	990	12,365	989
MEETINGS, CONFERENCES, TRAINING	7,128	3,626	9,249	5,623	9,250	5,624
FUEL / TRANSPORTATION COSTS	156	2,114	3,500	1,386	3,500	1,386
PROFESSIONAL FEES	5,552	15,287	21,983	6,696	25,500	10,213
MARKETING & PROMOTION	5,770	19,627	20,258	631	74,500	54,873
	115,060	138,375	160,288	21,913	264,675	126,300
<b>NET OPERATING (REVENUE) EXPENSE</b>	115,060	124,141	155,288	31,147	259,675	135,534
<b>OTHER</b>						
	5,000	10,000	10,000	--	10,000	--
	120,060	134,141	165,288	31,147	269,675	135,534

**NOTES**

No significant variances projected at this time

**To: Mayor and Members of Town of Ingersoll Council**

**From: Ron Versteegen, Senior Planner, Community Planning**

## **Application for Zone Change ZN 6-18-03 – McLellan Industries Ltd.**

### **REPORT HIGHLIGHTS**

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- The application proposes to rezone the subject lands from 'Restricted Industrial Zone (MR)' to 'Special Restricted Industrial Zone (MR-Special)' to add a microbrewery, eating establishment and banquet room to the list of permitted uses.
- Staff are recommending that the application be approved as the proposal appears to be consistent with the Provincial Policy Statement and generally maintains the intent and purpose of the Official Plan.

### **DISCUSSION**

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#### BACKGROUND

OWNERS: McLellan Industries Ltd.  
99 Victoria Street  
Ingersoll, ON N5C 2M8

APPLICANT: L. Craig Rathburn  
177 Francis Street  
Ingersoll, ON N5C 2H6

#### LOCATION:

The subject lands are described as Part Lots 1A & 2A and Lots 12 and 13, Block 73, Plan 279, in the Town of Ingersoll. The lands are located south of Victoria Street, west of Thames Street and are known municipally as 99, 101 and 103 Victoria Street.

COUNTY OF OXFORD OFFICIAL PLAN:

Schedule "I-1"	Town of Ingersoll Land Use Plan	Industrial & Open Space
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TOWN OF INGERSOLL ZONING BY-LAW NO. 04-4160:

Existing Zoning:	'Restricted Industrial Zone (MR)'
Proposed Zoning:	'Special Restricted Industrial Zone (MR-Special)'

PROPOSAL:

An application for Zone Change has been submitted proposing to rezone the subject lands from 'Restricted Industrial Zone (MR)' to 'Special Restricted Industrial Zone (MR-Special)' to add a microbrewery, eating establishment and banquet room to the list of permitted uses.

The subject lands are located south of Victoria Street, west of Thames Street and are approximately 0.31 ha (0.76 ac.) in area. The lands contain two industrial buildings that are to be retained and converted into a microbrewery and banquet facilities. A third building is proposed to be constructed on the property that will be utilized as a combined microbrewery/restaurant. The applicant proposes the development of the lands in three phases as detailed on Plate 3.

Surrounding uses include low density residential uses on the north side of Victoria Street, industrial uses to the east and west and CN Rail lands to the immediate south. An animal nutrition batching and packaging operation currently operates out of the two industrial buildings on the subject lands.

Plate 1, Location Map & Existing Zoning, shows the location of the subject property and the existing zoning in the immediate vicinity.

Plate 2, Air Photo (2015), provides an aerial view of the subject lands and surrounding uses.

Plate 3, Applicant's Sketch, illustrates the dimensions of the subject property, the location of the existing/proposed buildings and phases as to how the development will build out.

APPLICATION REVIEW

PROVINCIAL POLICY STATEMENT:

The 2014 Provincial Policy Statement (PPS) provides policy direction on matters of provincial interest related to land use planning and development. Under Section 3 of the Planning Act, where a municipality is exercising its authority affecting a planning matter, such decisions "shall be consistent with" all policy statements issued under the Act.

Section 1.1.3.1 of the PPS states that Settlement Areas will be the focus of growth and their vitality and regeneration shall be promoted.

Section 1.1.3.3 of the PPS directs that planning authorities shall identify and promote opportunities for intensification and redevelopment where this can be accommodated taking into account existing building stock or areas, including brownfield sites, and the availability of suitable existing or planned infrastructure and public service facilities required to accommodate projected needs.

Section 1.3.1 of the PPS states that planning authorities shall promote economic development and competitiveness by:

- providing an appropriate mix and range of employment to meet long-term needs;
- providing opportunities for a diversified economic base, including the maintenance of a range and choice of suitable sites for employment uses which support a wide range of economic activities and ancillary uses and take into account the needs of existing and future businesses;
- planning for, protecting and preserving employment areas for current and future uses; and
- ensuring the necessary infrastructure is provided to support current and projected needs.

OFFICIAL PLAN:

The subject lands are located within the 'Industrial' and 'Open Space' designation according to the Town of Ingersoll Land Use Plan, as contained in the Official Plan. In particular, the western portion of the property falls within the Industrial designation, while the eastern portion falls within the Open Space designation.

The Official Plan policies for lands designated 'Industrial' direct that these areas are to include existing industrial uses and lands which are planned for the full range of industrial type activity including light, medium and heavy industrial uses. Permitted uses include assembling, manufacturing, fabricating, processing, repair and recycling activities, environmental industries, warehousing, distribution, indoor and outdoor storage facilities, construction uses, utilities, transportation and storage uses and research and technological service industries.

In addition to the above, service commercial uses such as restaurants, garages and material suppliers which directly and primarily serve the industries or employees of industry while at work, provided they are not disruptive to the surrounding industrial neighbourhood and are designed attractively may be permitted through site specific rezoning by Town Council.

Considering the proposal and the location of the subject lands relative to surrounding residential uses, the policies contained in Section 9.3.4.2 of the Official Plan are relevant to this proposal. In particular, Section 9.3.4.2 (INDUSTRIAL AREAS – ESTABLISHED INDUSTRIAL USES) directs that established industrial uses that are located in proximity to existing residential areas are recognized as important employment lands. While these lands are intended to be used for industrial purposes the policies also acknowledge that these areas may experience pressure to re-develop for uses that are more compatible with adjacent land uses. In order to protect the interests of the established industrial uses as well as those of adjacent land uses, Town Council may:

- recognize established industry in the Zoning By-law and permit such uses to expand;
- protect such industry from the encroachment of additional non-industrial uses which are incompatible with industrial activity;
- protect such industrial areas which can provide locational opportunities for small "incubator" industries and businesses by special zoning in the Zoning By-law;

- consider the re-use or redevelopment of existing industrial buildings or sites, through site specific zoning or a functional zoning category in the Zoning By-law, for limited service commercial uses directly supportive of and primarily serving business and industry;
- will consider the re-use or redevelopment of existing industrial buildings, through site specific zoning or a functional zoning category in the Zoning By-Law, for limited service commercial uses serving the broader public which are complementary to the principal industrial function.

As noted above, the eastern portion of the subject lands are designated Open Space. The Open Space designation applies to a number of natural features including regulatory flood plain areas, floodways where Two Zone Flood Plain policies apply, Conservation Authority lands, and other public lands, Earth Science ANSIs, and parks, pathways, recreation areas and stormwater management facilities. For Council's information, the Open Space designation as it pertains to the subject lands corresponds with an area identified by the Upper Thames River Conservation Authority to be susceptible to flooding.

Notwithstanding the uses generally permitted in the Open Space designation, where such area is associated with a Regulatory Flood Plain, Floodways (where two-zone flood plain policies apply), areas subject to erosion hazards and areas of unstable soils, the policies of Section 3.2.8.1 (Flood Plains) and/or 3.2.8.2 (Erosion Hazard and Unstable Soils) take precedence.

As part of this proposal the applicant is intending to reuse the two existing buildings on the property, of which the eastern building is located entirely within the Open Space designation while the second building (located in the centre of the property) is partially within the Industrial and Open Space designation. The proposed new building is located within the Industrial designation.

The subject property is located within the Two Zone Flood Plain Policy Area of the Town of Ingersoll. Further, the eastern portion of the property is within the Floodway which is considered to be the area that poses the most significant threat to life and property during a flooding event while the western portion of this policy area is considered to be the Flood Fringe where flood depths and velocity are considered to be less severe than the Floodway.

Within the Floodway development is limited to flood and erosion control measures and passive uses of a non-structural nature while new forms of development may be permitted in the Flood Fringe subject to approval by the Conservation Authority and appropriate flood proofing being taken.

In light of the proposal to change the use of the existing buildings within the identified Open Space designation, policies contained Section 10.3.5 (ZONING BY-LAWS AND NON-CONFORMING USES) of the Official Plan are relevant to consider whereby these policies enable the expansion or minor changes in uses that are recognized by zoning however do not conform to Official Plan policy. Specifically, the policies state that Council may permit minor expansions or minor changes in uses provided that:

- existing or proposed services (water, sanitary sewer, stormwater and road access for example) are adequate to accommodate the proposed development;
- that parking and loading facilities are adequate or will be made adequate to serve the proposed development;
- that the proposal will be compatible with existing land uses in the vicinity in terms of noise, odour, emissions, vehicular traffic, and visual intrusion and may be required to include measures that reduce nuisances, protect adjacent properties, and improve compatibility of the use with the surrounding area; and

- proposals shall comply with the environmental policies of the Official Plan.

Policies in Section 3.2.5.2 (DEVELOPMENT REVIEW POLICIES FOR OPEN SPACE AREAS) also note that where site alteration, development or a change in the use of land is being proposed within an Open Space area, an Environmental Impact Study may be required to demonstrate that the proposed development or use will not result in a negative impact. Further, the Conservation Authority is to be consulted to determine whether an Environmental Impact Study (EIS) is necessary or whether the EIS requirement can be waived.

TOWN OF INGERSOLL ZONING BY-LAW:

The subject application is proposing to rezone the subject lands from 'Restricted Industrial Zone (MR)' to 'Special Restricted Industrial Zone (MR-special)' to add a microbrewery, eating establishment and banquet room to the list of permitted uses. The MR zone currently permits a number of industrial uses including but not limited to an assembly plant, an automobile body repair shop, a contractor's shop or yard, a fabricating plant, a manufacturing plant, a packaging plant and a processing plant.

Planning staff note that the applicant has not provided a conceptual site plan that identifies gross floor area of the existing/proposed buildings/patio areas or the location of parking areas, number of proposed spaces, proposed loading space areas, access to the property, landscape areas, parking strips or the proposed setbacks of the proposed building. The sketch provided by the applicant (Plate 3) does not contain dimensions of the building, patio areas, or parking that may be accommodated on-site.

The parking requirements in the Town's Zoning By-law for eating establishments is a minimum of 1 parking space for every 9 m<sup>2</sup> (96.9 ft<sup>2</sup>) of gross floor area of the building, while a place of entertainment (microbrewery) and assembly hall (banquet hall) require a minimum of 1 parking space for every 10 m<sup>2</sup> (107.6 ft<sup>2</sup>) of gross floor area of the building.

In reviewing Plate 3 a patio is proposed to be located on the north side of the central building as part of the Phase I. In that regard, Section 5.18.2 of the Zoning By-law is relevant to consider which deals with the establishment of outdoor patios as follows:

*Any outdoor patio will be established in accordance with the following criteria:*

*(9b) an outdoor patio is prohibited within any yards abutting a street if a Residential Zone is located on the opposite side of the street.*

As such, if the zone change is successful, the intended location of the proposed patio would need to be recognized in the amending zoning by-law.

AGENCY COMMENTS:

This application has been circulated to those agencies that were considered to have an interest in the proposal. The following comments were received:

The Town of Ingersoll Chief Building Official indicated that it's difficult to comment on the application without the benefit of a site plan to determine the extent of variances that may be required to accommodate the proposal. The proposed development is also subject to site plan control.

CN Rail provided the following comments regarding the proposed non-residential use adjacent to its main line:

- A chain link fence of minimum height of 1.83 m (6 ft.) is required to be installed and maintained along the mutual property line. With respect to schools and other community facilities, parks and trails, CN has experienced trespass problems with these uses located adjacent to the railway right-of-way and therefore increased safety/security measures must be considered along the mutual property line, beyond the minimum 1.83 m high chain link fence;
- Any proposed alterations to the existing drainage pattern affecting railway property require prior concurrence from CN and be substantiated by a drainage report to the satisfaction of CN.
- While CN has no noise and vibration guidelines that are applicable to non-residential uses, it is recommended the proponent assess whether railway noise and vibration could adversely impact the future use being contemplated (hotel, laboratory, precision manufacturing). It may be desirable to retain a qualified acoustic consultant to undertake an analysis of noise and vibration, and make recommendations for mitigation to reduce the potential for any adverse impact on future use of the property.

The County of Oxford Public Works Department reviewed the application and noted that the proposed brewery/pub/restaurant will require new wastewater and water services which are to be separate/independent from the existing services to the office building. If the three parcels are consolidated into one then only one service is needed for the parcel and the brewery/pub/restaurant can share the existing services.

The Upper Thames River Conservation Authority (UTRCA) advised that they have no objection to the application's approval and that they look forward to reviewing any future applications for site plan approval and/or permit application files with detailed drawings outlining the proposed use/layout of the subject property.

The Town of Ingersoll Engineer and Town of Ingersoll Fire Chief indicated that they have no concerns with the proposed zone change.

#### PUBLIC CONSULTATION:

Notice of the zone change application was provided to the public and surrounding property owners in accordance with the Planning Act. As of the date of this report, no concerns or objections have been received regarding the proposed zone change application.

#### PLANNING ANALYSIS:

An application for Zone Change has been submitted proposing to rezone the subject lands from 'Restricted Industrial Zone (MR)' to 'Special Restricted Industrial Zone (MR-Special)' to add a microbrewery, eating establishment and banquet room to the list of permitted uses.

It is the opinion of this Office that the proposed application is consistent with the policies of the Provincial Policy Statement in that proposed amendment would enable the re-use of two existing industrial buildings and also permit an additional building for commercial purposes within an established settlement and would also promote economic development and competitiveness by providing a mix and range of employment uses that meet the long-term needs of the community.

Further, Official Plan policies state that Town Council may promote the continued use of established industrial uses in close proximity to residential areas for additional uses through site specific zoning. Planning staff consider the proposed use to be complementary and compatible with the area as compared to the historical industrial uses that have existed on the property and is anticipated to have a minimal impact on surrounding land uses. Planning staff note that the proposed development will be subject to site plan approval, which is a tool that can be utilized by the Town to ensure that measures to achieve the highest level of compatibility with surrounding uses are incorporated into the design, in particular, the residential uses on the north side of Victoria Street, by providing appropriate buffering/landscaping on the subject lands.

In regard to the Open Space policies and that a portion of the property falls within the Two Zone Flood Plain Policy Area, as noted above, the UTRCA advised that they had no objection to the application's approval. However, it should be noted that the applicant will require permits from the UTRCA as per the Authority's regulations.

Additionally, policies contained in the Official Plan state that Council may permit minor expansions or minor changes in uses provided that certain criterion are addressed, which included that adequate servicing exists or is proposed to accommodate the development, that adequate on-site parking and loading facilities will be provided, that the proposal will be compatible with existing land uses in the vicinity of the property and that the proposal complies with the relevant environmental policies of the Official Plan.

In this regard adequate servicing exists to the subject property and that through the site plan review process staff will ensure that adequate on-site parking is provided for the intended use. As summarized above, Planning staff consider the proposed use to be complementary and compatible with the area as compared to the industrial uses that have historically operated on the property. No other environmental features are contained on the subject lands other than the aforementioned flood plain area.

UTRCA staff also verbally indicated that an EIS is not warranted to consider the development proposal.

In light of the comments provided by the UTRCA and a review of the relevant policies in the Official Plan, Planning staff are of the opinion that the proposed development is a form of development envisioned in the Official Plan and is suitable and complementary to the adjacent uses.

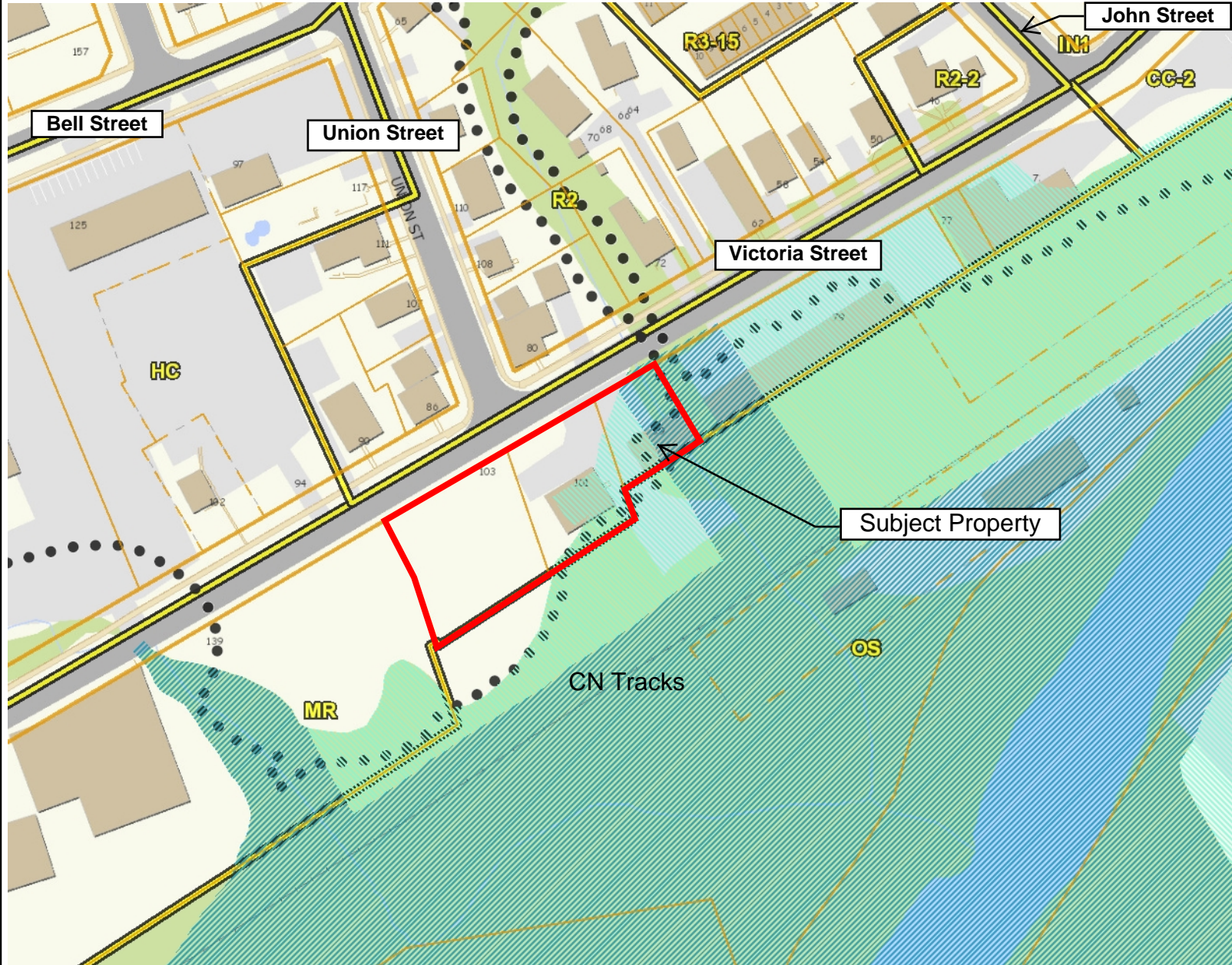
CN Rail provided comments that a chain link fence is required to be installed and be maintained along the mutual property line and that any proposed alterations to the existing drainage pattern affecting railway property is to be completed to the satisfaction of CN. These matters may be addressed through the Town's site plan approval process.

As stated, the applicant has not provided a conceptual site plan that identifies gross floor areas of the existing/proposed buildings and patio areas along with identifying the location of parking areas, number of proposed parking spaces, proposed loading spaces, access to the property, landscape areas as well as existing/proposed setbacks. For Council's information, the conceptual site plan enables Town staff to properly identify any variances that may be required to complete the review of the amending Zoning By-law prior to it being considered by Council.

In light of the foregoing, it is the opinion of this Office that the application for zone change is consistent with the policies of the PPS and is generally in-keeping with the County Official Plan. As such, Planning Staff are satisfied that the application can be given favourable consideration.







**Legend**

- Parcel Lines**
  - Property Boundary
  - Assessment Boundary
  - Unit
  - Road
  - Municipal Boundary
- Environmental Protection/Flood Overlay**
  - Flood Fringe
  - Floodway
  - Environmental Protection (EP1)
  - Environmental Protection (EP2)
- Zoning Floodlines/Regulation Limit**
  - 100 Year Flood Line
  - 30 Metre Setback
  - Conservation Authority Regulation Limit
  - Regulatory Flood And Fill Lines
- Zoning (Displays 1:16000 to 1:500)

**Notes**



0 43 85 Meters

NAD\_1983\_UTM\_Zone\_17N



This map is a user generated static output from an Internet mapping site and is for reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. This is not a plan of survey

September 4, 2018





**Legend**

- Parcel Lines
- Property Boundary
  - Assessment Boundary
  - Unit
  - Road
  - Municipal Boundary

**Notes**



0 13 26 Meters

NAD\_1983\_UTM\_Zone\_17N

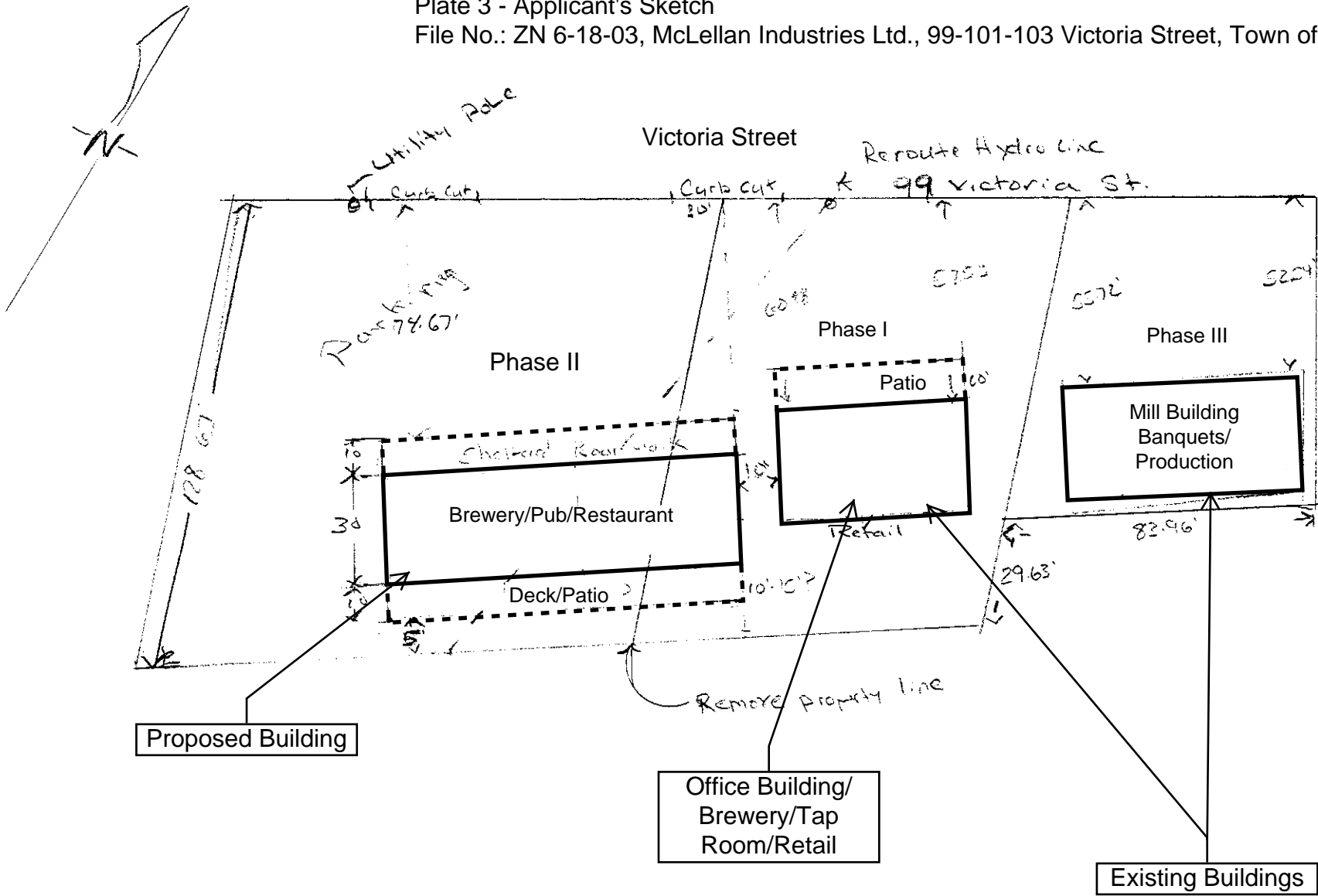


This map is a user generated static output from an Internet mapping site and is for reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. This is not a plan of survey

September 4, 2018

Plate 3 - Applicant's Sketch

File No.: ZN 6-18-03, McLellan Industries Ltd., 99-101-103 Victoria Street, Town of Ingersoll





**CORPORATION OF THE TOWN OF INGERSOLL  
BY-LAW NO. 18-5022**

**A by-law to appoint Jennie Schmitt as Building Inspector.**

**WHEREAS** pursuant to Chapter 23, Section 3(2), as amended, of the *Building Code Act, R.S.O. 1992*, a municipality shall appoint a building inspector for the purpose of the enforcement of the Act;

AND WHEREAS Section 1.2 of Zoning By-law No. 04-4160, as amended, requires the appointment by Council of a Zoning Officer;

AND WHEREAS Sections 15 (1) and (2) of the Police Services Act, R.S.O., c. P. 15, as amended, provides that Council of any municipality may appoint persons to enforce the by-laws of the municipality and that Municipal Law Enforcement Officers are Peace Officers for the purpose of enforcing the by-laws of the municipality;

**AND WHEREAS** Section 5 of the *Municipal Act, S. O. 2001, c. 25*, as amended, states that the powers of the Municipal Council shall be exercised by By-law, unless the municipality is specifically authorized to do otherwise;

**NOW THEREFORE** the Council of The Corporation of the Town of Ingersoll enacts as follows:

- 1) That Jennie Schmitt is hereby appointed as Building Inspector for the Town of Ingersoll;
- 2) That Jennie Schmitt is hereby appointed as a Zoning Officer pursuant to Section 1.2 of Zoning By-law No. 04-4160.
- 3) That Jennie Schmitt is hereby appointed as a Municipal Enforcement Officer.
- 4) That all by-law provisions that are inconsistent with this by-law shall be superceded by this by-law.
- 5) This by-law shall come into force and effect on the date of passing.

READ a first and second time in Open Council this 9<sup>th</sup> day of October 2018.

READ a third time in Open Council and passed this 9<sup>th</sup> day of October 2018.

---

**Edward (Ted) Comiskey, Mayor**

---

**Michael Graves, Clerk**



**Corporation of the Town of Ingersoll  
By-Law 18-5023**

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**A bylaw to adopt and confirm all actions and proceedings of the Council of the  
Town of Ingersoll at the Council meeting held on October 9, 2018**

**WHEREAS** Section 5 (3) of The Municipal Act, Chapter, S.O. 2001, c. M.25 as amended, states that a municipal power, including a municipality's capacity, rights, powers and privileges under section 9, shall be exercised by by-law unless the municipality is specifically authorized to do otherwise;

**AND WHEREAS** in many cases, action which is taken or authorized to be taken by Council or Committee of Council does not lend itself to or require an individual by-law

**NOW THEREFORE**, the Council of the Corporation of the Town of Ingersoll enacts as follows:

1. **THAT** all actions and proceedings of the Council of The Corporation of the Town of Ingersoll at the meeting held on October 9, 2018, are hereby adopted.
2. **THAT** the taking of any action authorized in or by the Council of The Corporation of the Town of Ingersoll are hereby adopted, ratified and confirmed.
3. **THAT** where no individual by-law has been or is passed with respect to the taking of any action authorized in or by the Council of The Corporation of the Town of Ingersoll, then this by-law shall be deemed for all purposes to be the by-law required for approving and authorizing the taking of the action.
4. **THAT** the Mayor and Officers of The Corporation of the Town of Ingersoll are hereby authorized and directed to do all things necessary to give effect to the recommendations, motions, resolutions, reports, action and other decisions of the Council and the Mayor and Clerk are hereby authorized and directed to execute all necessary documents in the name of The Corporation of the Town of Ingersoll and to affix the seal of the Corporation thereto.
5. **AND FURTHER THAT** this by-law shall become effective and shall come into force after third reading of the by-law.

**READ** a first and second time in Open Council this 9<sup>th</sup> day of October, 2018.

**READ** a third time in Open Council and passed this 9<sup>th</sup> day of October, 2018.

---

**Edward (Ted) Comiskey, Mayor**

---

**Michael Graves, Clerk**