



**2019 BUDGET PRESENTATION
ECONOMIC DIVERSIFICATION**

November 6-8, 2018

DEVELOPMENT SERVICES ECONOMIC DIVERSIFICATION

- Opportunities & Achievements
 - Adoption of the Major Business Attraction program
 - Increased focus on customer services
 - Attracted a number of new, large-scale businesses
 - Ongoing regional collaboration
- Challenges
 - Phase-out of coal
- Service Level Changes
 - Rural business development: reduction in number of events and programs
 - Industrial/Commercial development: actively targeting more large scale developments

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- 2019 Key Projects

- Marketing and branding: focusing on key target industries

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- Budget Highlights

	<u>Revenue</u>	<u>Expense*</u>	<u>Tax Impact</u>
Operating Budget	150,000	838,600	(688,600)
Capital Budget	0	0	0

*excludes non-cash items such as amortization, proceeds, gains & losses on tangible capital assets

- 2019 Initiatives

- N/A

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- Discussion/Q&A