Consolidated Financial Statements

THE CORPORATION OF THE TOWN OF COBOURG

Year ended December 31, 2010

Consolidated Financial Statements

Year ended December 31, 2010

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File No.

Management's Responsibility for the Consolidated Financial Statements

The accompanying consolidated financial statements of The Corporation of the Town of Cobourg (the "Town") are the responsibility of the Town's management and have been prepared in compliance with legislation, and in accordance with Canadian generally accepted accounting principles. A summary of the significant accounting policies are described in Note 1 to the consolidated financial statements. The preparation of financial statements necessarily involves the use of estimates based on management's judgment, particularly when transactions affecting the current accounting period cannot be finalized with certainty until future periods.

The Town's management maintains a system of internal controls designed to provide reasonable assurance that assets are safeguarded, transactions are properly authorized and recorded in compliance with legislative and regulatory requirements, and reliable financial information is available on a timely basis for preparation of the consolidated financial statements. These systems are monitored and evaluated by management.

The audit committee meets with management and the external auditors to review the consolidated financial statements and discuss any significant financial reporting or internal control matters prior to their approval of the consolidated financial statements.

The consolidated financial statements have been audited by KPMG LLP, independent external auditors appointed by the Town. The accompanying Auditors' Report outlines their responsibilities, the scope of their examination and their opinion on the Town's consolidated financial statements.

Stephen Peacock Chief Administrative Officer

lan Davey Treasurer



KPMG LLP Chartered Accountants 863 Princess Street Suite 400 PO Box 1600 Stn Main Kingston ON K7L 5C8 Canada

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INDEPENDENT AUDITORS' REPORT

To the Members of Council, Inhabitants and Ratepayers of The Corporation of The Town of Cobourg

We have audited the accompanying consolidated financial statements of The Corporation of The Town of Cobourg, which comprise the consolidated statement of financial position as at December 31, 2010, the consolidated statements of operations and accumulated surplus, change in net debt and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Canadian generally accepted accounting principles, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of The Corporation of The Town of Cobourg as at December 31, 2010, and its consolidated results of operations and its consolidated cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

KPMG LLP

Chartered Accountants, Licensed Public Accountants January 28, 2013 Kingston, Canada

Consolidated Statement of Financial Position

December 31, 2010, with comparative figures for 2009

| | 2010 | 2009 |
|--|---------------|----------------|
| Financial Accestor | | |
| Financial Assets: Cash and cash equivalents | \$ 8,119,774 | \$ 5,672,356 |
| Taxes receivable | 3,336,638 | 3,322,686 |
| Receivables - grant | 5,179,967 | 1,105,452 |
| Receivables - other | 4,725,358 | 2,402,928 |
| Other financial assets | 285,407 | 243,720 |
| Note receivable from Town of Cobourg Holdings Inc. | 200,407 | 240,720 |
| (note 4(c)) | 7,000,000 | 7,000,000 |
| Investment in Town of Cobourg Holdings Inc. (note 4) | 9,502,747 | 9,524,155 |
| | 38,149,891 | 29,271,297 |
| | 30, 143,031 | 23,211,231 |
| Liabilities: | | |
| Bank indebtedness | _ | 801,709 |
| Demand Ioan (note 3) | 8,000,000 | - |
| Accounts payable and accrued liabilities | 11,646,226 | 7,103,262 |
| Deferred revenue | 885,700 | 229,487 |
| Deferred revenue - obligatory reserve funds (note 6) | 6,635,447 | 6,064,049 |
| Employee future benefit liability (note 7(d)) | 2,321,979 | 2,221,932 |
| Mortgage payable (note 8) | 8,119,273 | 9,014,697 |
| Promissory note payable to Town of Cobourg Holdings Inc. | | , , |
| (note 4(d)) | 855,000 | - |
| Net long-term liabilities (note 9) | 12,185,963 | 13,332,949 |
| <u>_</u> | 50,649,588 | 38,768,085 |
| Total net debt | (12,499,697) | (9,496,788) |
| Non-financial assets: | | |
| Tangible capital assets (note 14) | 164,324,481 | 142,269,332 |
| Other assets | 1,203,026 | 864,615 |
| | 165,527,507 | 143,133,947 |
| Accumulated surplus (note 10) | \$153,027,810 | \$ 133,637,159 |

Commitments (note 13) Contingent liabilities (note 16)

See accompanying notes to consolidated financial statements.

Consolidated Statement of Operations and Accumulated Surplus

Year ended December 31, 2010, with comparative figures for 2009

| (Unaudited, note 15) Revenue: Taxation: Property taxation \$ 17,891,421 \$ 18,392,624 \$ 17,412,687 Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: - 331,815 934,532 Other municipalities - 341,330 315,528 Other municipalities - 341,330 315,528 Other income - 341,330 315,528 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - - Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest income of Cobourg - - - - Holdings Inc. (note 4) - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,8 | | Budget 2010 | Actual 2010 | Actual 2009 |
|--|--|----------------|----------------|----------------|
| Revenue: Taxation: Property taxation \$ 17,891,421 \$ 18,392,624 \$ 17,412,687 Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: - 331,815 934,532 Grants: - 331,815 934,532 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income - Town of Cobourg - - 59,997 Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Holdings Inc. (note 4) | | (Unaudited, | 2010 | 2009 |
| Taxation: Property taxation \$ 17,891,421 \$ 18,392,624 \$ 17,412,687 Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: - 331,815 934,532 Grants: - 344,600 8,474,600 4,026,007 Government of Canada 558,992 8,632,583 1,717,454 Other: - 341,330 315,528 Other: - 341,300 315,528 Other income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest and dividend income 1,300,000 681,347 632,554 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - <td></td> <td>note 15)</td> <td></td> <td></td> | | note 15) | | |
| Property taxation \$ 17,891,421 \$ 18,392,624 \$ 17,412,687 Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: - 341,330 315,528 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other: - 341,330 315,528 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - - Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - - - Holdings Inc. (note 4) - (21,408) 699,783 <td>Revenue:</td> <td></td> <td></td> <td></td> | Revenue: | | | |
| Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: Province of Ontario 384,600 8,474,600 4,026,007 Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other - 341,330 315,528 Other - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - - Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): </td <td>Taxation:</td> <td></td> <td></td> <td></td> | Taxation: | | | |
| Payments in lieu of taxation 107,300 263,963 139,411 User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: Province of Ontario 384,600 8,474,600 4,026,007 Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other - 341,330 315,528 Other - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - - Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): </td <td>Property taxation</td> <td>\$ 17,891,421</td> <td>\$ 18,392,624</td> <td>\$ 17,412,687</td> | Property taxation | \$ 17,891,421 | \$ 18,392,624 | \$ 17,412,687 |
| User charges 9,841,378 9,418,262 9,347,222 Development charges - 331,815 934,532 Grants: - 331,815 934,532 Grants: - 331,815 934,532 Grants: - 341,330 315,528 Other - 341,330 315,528 Other: - 341,330 315,528 Other: - - 341,330 315,528 Other income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - - Holdings Inc. (note 4(c)) 507,500 507,500 507,503 Sale of industrial land 50,000 - - Net equity increase (decrease) in - (21,408) 699,783 Total revenue 35,949,605 <t< td=""><td>Payments in lieu of taxation</td><td>107,300</td><td>263,963</td><td>139,411</td></t<> | Payments in lieu of taxation | 107,300 | 263,963 | 139,411 |
| Grants: Province of Ontario 384,600 8,474,600 4,026,007 Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): General government 4,915,620 3,323,873 </td <td>User charges</td> <td>9,841,378</td> <td>9,418,262</td> <td>9,347,222</td> | User charges | 9,841,378 | 9,418,262 | 9,347,222 |
| Grants: Province of Ontario 384,600 8,474,600 4,026,007 Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): General government 4,915,620 3,323,873 </td <td></td> <td>-</td> <td></td> <td>934,532</td> | | - | | 934,532 |
| Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other: - 341,330 315,528 Other: - 341,330 315,528 Other income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - - (21,408) 6,99,783 Transportation services 7,914,809 8,381,179 7,231,361 <td></td> <td></td> <td></td> <td>,</td> | | | | , |
| Government of Canada 558,992 8,632,583 1,717,454 Other municipalities - 341,330 315,528 Other: - 341,330 315,528 Other: - 341,330 315,528 Other: - 341,330 315,528 Other income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - - (21,408) 6,99,783 Transportation services 7,914,809 8,381,179 7,231,361 <td>Province of Ontario</td> <td>384.600</td> <td>8.474.600</td> <td>4.026.007</td> | Province of Ontario | 384.600 | 8.474.600 | 4.026.007 |
| Other municipalities - 341,330 315,528 Other: Rental income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income - Town of Cobourg - - 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 Transportation services 7,914,807 8,381,179 7,231,361 Recreation and cultural services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,887 Planning and development 803,796 765,229 1,044,799 </td <td></td> <td></td> <td></td> <td></td> | | | | |
| Other: Rental income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income – 1,237,340 1,012,398 Donations – – 59,997 Interest income – Town of Cobourg – – 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 – – Net equity increase (decrease) in investment in Town of Cobourg – (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): General government 4,915,620 3,23,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,500,323 4,675,638 4,974,089 Social and family services 42,000< | | | | |
| Rental income 4,858,414 4,790,875 4,798,011 Penalty and interest 450,000 777,114 252,345 Other income – 1,237,340 1,012,398 Donations – – 59,997 Interest income – Town of Cobourg – – 59,997 Interest income – Town of Cobourg – – 59,997 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 – – Net equity increase (decrease) in investment in Town of Cobourg – (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): – (21,408) 699,783 General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 | | | 011,000 | 0.0,0_0 |
| Penalty and interest 450,000 777,114 252,345 Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Investment in Town of Cobourg - - - Holdings Inc. (note 4) - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - - (21,408) 699,783 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,500,323 4,675,638 4,974,089 Social and fam | | 4.858.414 | 4,790,875 | 4,798,011 |
| Other income - 1,237,340 1,012,398 Donations - - 59,997 Interest income – Town of Cobourg - - 59,997 Interest income – Town of Cobourg 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 <td></td> <td></td> <td></td> <td></td> | | | | |
| Donations - - 59,997 Interest income – Town of Cobourg 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 7,914,809 8,381,179 7,231,361 Environmental services 7,903,23 4,675,638 4,994,048 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,1 | | | | |
| Interest income – Town of Cobourg Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 – – Net equity increase (decrease) in investment in Town of Cobourg Holdings Inc. (note 4) – (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): | | _ | - | |
| Holdings Inc. (note 4(c)) 507,500 507,500 507,500 Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 | | | | 00,007 |
| Interest and dividend income 1,300,000 681,347 632,556 Sale of industrial land 50,000 - - - Net equity increase (decrease) in investment in Town of Cobourg - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 4,2000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 | | 507 500 | 507 500 | 507 500 |
| Sale of industrial land 50,000 - - - Net equity increase (decrease) in investment in Town of Cobourg Holdings Inc. (note 4) - (21,408) 699,783 Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): - (21,408) 699,783 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 4,2000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 | | | | |
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| Total revenue 35,949,605 53,827,945 41,855,431 Expenses (note 11): General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 | | | (21 409) | 600 783 |
| Expenses (note 11): General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 | | - | | |
| General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | lotal revenue | 35,949,605 | 53,827,945 | 41,855,431 |
| General government 4,915,620 3,323,873 3,130,812 Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | Expenses (note 11): | | | |
| Protection to persons and property 8,789,774 9,003,104 8,483,679 Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | General government | 4,915,620 | 3,323,873 | 3,130,812 |
| Transportation services 4,994,447 4,974,887 4,894,708 Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Environmental services 7,914,809 8,381,179 7,231,361 Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Recreation and cultural services 4,590,323 4,675,638 4,974,089 Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Social and family services 42,000 251,568 341,041 Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | , , | |
| Planning and development 803,796 765,229 1,044,799 Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Industrial property 2,566,636 3,061,816 3,068,661 Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | , | | | |
| Total expenses 34,617,405 34,437,294 33,169,150 Annual surplus 1,332,200 19,390,651 8,686,281 Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| Accumulated surplus, beginning of year – 133,637,159 124,950,878 | | | | |
| | Annual surplus | 1,332,200 | 19,390,651 | 8,686,281 |
| Accumulated surplus, end of year (note 10) \$ 1,332,200 \$ 153,027,810 \$ 133,637,159 | Accumulated surplus, beginning of year | - | 133,637,159 | 124,950,878 |
| | Accumulated surplus, end of year (note 10) | \$ 1,332,200 | \$ 153,027,810 | \$ 133,637,159 |

Consolidated Statement of Change in Net Debt

Year ended December 31, 2010, with comparative figures for 2009

| | Actual | Actual |
|---|--------------------|--------------|
| | 2010 | 2009 |
| | | |
| Annual surplus | \$ 19,390,651 \$ | 8,686,281 |
| Acquisition of tangible capital assets | (26,430,271) | (14,350,577) |
| Amortization and adjustments of tangible capital assets | 4,331,158 | 4,734,280 |
| Loss on disposal of tangible capital assets | 43,964 | 73,926 |
| Acquisition of other assets | (338,411) | (16,698) |
| | (3,002,909) | (872,788) |
| Net debt, beginning of year | (9,496,788) | (8,624,000) |
| Net debt, end of year | \$ (12,499,697) \$ | (9,496,788) |

See accompanying notes to consolidated financial statements.

Consolidated Statement of Cash Flows

Year ended December 31, 2010, with comparative figures for 2009

| | 201 | 0 | | 2009 |
|--|-------------------|----|----|--------------|
| Operations: | | | | |
| Annual surplus | \$ 19,390,65 | 1 | \$ | 8,686,281 |
| Items not involving cash: | . , , | | | , , |
| Amortization of tangible capital assets | 4,331,15 | 8 | | 4,734,280 |
| Increase in employee future benefit liability | 100,04 | | | 567,383 |
| Changes in non-cash working capital balances: | | | | |
| Increase in taxes receivable | (13,95 | 2) | | (894,064) |
| Increase in receivables - grant | (4,074,51 | | | (981,631) |
| Decrease (increase) in receivables – other | (2,322,43 | | | 298,563 |
| Increase in other financial assets | (41,68 | , | | (243,720) |
| Increase in other assets | (338,41 | , | | (16,698) |
| Increase in accounts payable and accrued liabilities | 4,542,96 | | | 1,303,107 |
| Increase in deferred revenue | 656,21 | | | 120,042 |
| Increase (decrease) in deferred revenue - obligatory | | | | |
| reserve funds | 571,40 | 0 | | (549,131) |
| Net change in cash from operations | 22,801,43 | 6 | | 13,024,412 |
| Capital activities: | | | | |
| Cash used to acquire capital assets | (26,430,27 | 1) | (| (14,350,577) |
| Loss on disposal of tangible capital assets | 43,96 | | `` | 73,926 |
| Net change in cash from capital activities | (26,386,30 | | (| (14,276,651) |
| Investment activities: | | | | |
| Decrease (increase) in investment in Town of | | | | |
| Cobourg Holdings Inc. | 21,40 | Q | | (699,783) |
| Cobourg Holdings Inc. | 21,40 | 0 | | (033,703) |
| Financing activities: | | | | |
| Repayment of mortgage payable | (895,42 | , | | (851,542) |
| Increase (decrease) in bank indebtedness | (801,70 | , | | 801,709 |
| Issuance of new debt | 1,000,00 | | | 2,375,000 |
| Repayment of long-term liabilities | (2,146,98 | , | | (1,929,270) |
| Proceeds from demand loan | 8,000,00 | | | - |
| Proceeds from promissory note | 899,80 | | | - |
| Repayment of promissory note | (44,80 | | | _ |
| Net change in cash from financing activities | 6,010,88 | 1 | | 395,897 |
| Increase (decrease) in cash and cash equivalents | 2,447,41 | 8 | | (1,556,125) |
| Cash and cash equivalents, beginning of year | 5,672,35 | 6 | | 7,228,481 |
| Cash and cash equivalents, end of year | \$ 8,119,77 | 4 | \$ | 5,672,356 |
| | | | | |
| Supplemental cash flow information: | ф <u>4 070 07</u> | ~ | ¢ | 4 400 457 |
| Cash paid for interest | \$ 1,078,97 | | \$ | 1,139,457 |
| Cash received from interest | 588,84 | 6 | | 554,445 |

The Corporation considers cash and cash equivalents to be highly liquid investments with original maturities of three months or less.

See accompanying notes to consolidated financial statements.

Notes to Consolidated Financial Statements

Year ended December 31, 2010

1. Significant accounting policies:

The consolidated financial statements of The Corporation of the Town of Cobourg ("the Town") are the representations of management. They have been prepared in accordance with Canadian generally accepted accounting principles. Significant aspects of the accounting policies adopted by the Corporation are as follows:

- (a) Reporting entity:
 - (i) Basis of consolidation:

The consolidated financial statements reflect the assets, liabilities, revenues, expenditures and fund balances of the current, capital and reserves of the reporting entity. The reporting entity is comprised of all organizations, committees and local boards which are owned or controlled by the Town.

Interdepartmental and interorganizational transactions and balances between these organizations are eliminated. These consolidated financial statements include:

Downtown Business Improvement Area

Library Board

Waterworks of the Town of Cobourg

These financial statements also include the assets, liabilities, revenue and expenses of the industrial property, which is 100% owned by the Town.

(ii) Investment in Town of Cobourg Holdings Inc.:

Town of Cobourg Holdings Inc. ("TCHI") and its subsidiaries are accounted for on a modified equity basis, consistent with Canadian generally accepted accounting principles for government business enterprises. Under the modified equity basis of accounting, the business enterprise's accounting principles are not adjusted to conform to those of the Corporation, and inter-organizational transactions and balances are not eliminated. The Town recognizes its equity interest in the annual income or loss of TCHI in its Consolidated Statement of Operations with a corresponding increase or decrease in its investment asset account. Any dividends that the Town may receive from TCHI will be reflected as reductions in the investment asset account.

(iii) Accounting for school board and County transactions:

The taxation, other revenues, expenditures, assets and liabilities with respect to the operations of the school boards, and the County of Northumberland are not reflected in the municipal fund balances of these financial statements. Overlevies (underlevies) are reported on the Consolidated Statement of Financial Position.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

1. Significant accounting policies (continued):

(b) Basis of accounting:

Revenue and expenses are reported on the accrual basis of accounting. The accrual basis of accounting recognizes revenues as they become earned and measurable; expenses are recognized as they are incurred and measurable as a result of receipt of goods or services and/or the creation of a legal obligation to pay.

The consolidated statement of financial position reflects all of the financial assets and liabilities of the municipality. Financial assets are those assets which could provide resources to discharge existing liabilities or finance future operations. Municipal position represents the financial position of the Town, and is the difference between its assets and liabilities. This provides information about the Town's overall future revenue requirements and its ability to finance activities and meet its obligations.

(c) Deferred revenue - obligatory reserve funds:

The Town receives restricted contributions under the authority of federal and provincial legislation and Town by-laws. These funds by their nature are restricted in their use and until applied to applicable costs are recorded as deferred revenue. Amounts applied to qualifying expenses are recorded as revenue in the fiscal period they are expected.

(d) Employee future benefits:

The Town accrues its obligations for employee benefit plans. The cost of post-retirement and post-employment benefits earned by employees is actuarially determined using the projected benefit method pro-rated on services and management's best estimate of salary escalation, retirement ages of employees and expected health care costs.

Actuarial gains (losses), which can arise from changes in actuarial assumptions used to determine the accrued benefit obligation, are amortized over the average remaining service life of the related employee groups, which is estimated to be 12 years.

(e) Deferred revenue:

The Town receives contributions pursuant to legislation, regulations or agreement that may only be used for certain programs or in the completion of specific work. In addition, certain user charges and fees are collected for which the related services have yet to be performed. These amounts are recognized as revenue in the fiscal year the related expenditures are incurred or services performed.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

1. Significant accounting policies (continued):

(f) Investments:

Short-term investments are recorded at cost plus accrued interest and amortization of purchase premiums and discounts. If the market value of investments becomes lower than cost and this decline in value is considered to be other than temporary, the investments are written down to market value.

(g) Workplace safety and insurance compensation:

The Town bears the cost of certain insurance and pension benefits awarded under workplace safety and insurance legislation and accrues the actuarially determined cost of these obligations.

Actuarial gains (losses), which can arise from changes in actuarial assumptions used to determine the accrued obligation, are amortized over the mean term of the liabilities which is estimated to be 10 years.

(h) Government transfers:

Government transfers are recognized in the financial statements in the period in which the events giving rise to the transfer occur, providing the transfers are authorized, any eligibility criteria have been met and reasonable estimates of the amounts can be made.

(i) Use of estimates:

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts in the financial statements and accompanying notes.

Due to the inherent uncertainty in making estimates, actual results could differ from those estimates. These estimates are reviewed periodically and as adjustments become necessary, they are recognized in the financial statements in the period in which they become known.

(j) Land held for resale:

Land held for resale is recorded at the lower of cost and net realizable value. Cost includes amounts for land acquisition and improvement to prepare the land for sale or servicing.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

1. Significant accounting policies (continued):

(k) Non-financial assets:

Non-financial assets are not available to discharge existing liabilities and are held for use in the provision of services. They have useful lives extending beyond the current year and are not intended for sale in the ordinary course of operations.

(i) Tangible capital assets:

Tangible capital assets are recorded at cost which includes amounts that are directly attributable to acquisition, construction, development or betterment of the asset. The cost, less residual value, of the tangible capital assets, excluding land and landfill sites, are amortized on a straight line basis over their estimated useful lives as follows:

| Asset | | Years |
|-------------------------------------|-------------------|----------|
| Land improvements | Straight-line | 20 to 80 |
| Buildings and building improvements | Straight-line | 15 to 95 |
| Roads, sewer, water infrastructure | Straight-line | 20 to 80 |
| Vehicles | Straight-line | 6 to 20 |
| Machinery and equipment | Straight-line | 3 to 30 |
| Books and periodicals | Straight-line | 7 |
| Industrial property | Declining balance | 5% |

Annual amortization is charged for months in use. Assets under construction are not amortized until the asset is available for productive use.

(ii) Contributions of tangible capital assets:

Tangible capital assets received as contributions are recorded at their fair value at the date of receipt and also are recorded as revenue.

(iii) Natural resources:

Natural resources that have not been purchased are not recognized as assets in the financial statements.

(iv) Works of art and cultural and historic assets:

Works of art and cultural and historic assets are not recorded as assets in these financial statements.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

1. Significant accounting policies (continued):

- (k) Non-financial assets (continued):
 - (v) Inventories of supplies:

Inventories of supplies held for consumption are stated at the lower of cost and replacement cost.

(vi) Interest capitalization:

The Town does not capitalize interest costs associated with the acquisition or construction of a tangible capital asset.

2. Operations of school boards and the County of Northumberland:

Requisitions were made by the school boards and the County of Northumberland requiring the Town to collect property taxes and payments in lieu of property taxes on their behalf. The amounts collected and remitted are summarized below:

| | Sch | nool Boards | County of N | orthumberland |
|-------------------------------------|--------------|--------------|--------------|---------------|
| | 2010 2009 | | 2010 | 2009 |
| Amounts requisitioned and collected | \$ 8,959,278 | \$ 8,913,687 | \$ 9,947,585 | \$ 9,876,453 |

3. Demand loan:

In 2010, the Town entered into a temporary financing agreement with Infrastructure Ontario for up to \$10,183,334 in construction advances. As at December 31, 2010, \$8,000,000 had been advanced to the Town and was outstanding.

4. Investment in Town of Cobourg Holdings Inc.:

In compliance with provincial legislation enacted to restructure the electricity industry in Ontario, Council approved the incorporation of the electricity distribution business of the former Public Utilities Commission - Electric Department of Cobourg (the "Commission") in April 2000. Through its 99.9% interest in Town of Cobourg Holdings Inc. ("TCHI"), the Corporation retains its interest in the electricity business conducted by TCHI.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

4. Investment in Town of Cobourg Holdings Inc. (continued):

As part of electricity restructuring, incorporated distribution utilities have been allowed to take on commercial debt structures and have the ability to earn a regulated commercial rate of return. Effective May 1, 2000, the electricity distribution business formerly conducted by the Commission was transferred to TCHI. The Corporation's financial statements as a result of this transaction are comprised of the following:

| | 2010 | 2009 |
|---|--|--|
| 9,999,999 common shares of TCHI Retained earnings, beginning of year Pro-rata share of net income during the year Dividend | \$ 7,002,145 2,522,010 578,592 (600,000) | \$ 7,002,145 2,407,227 714,783 (600,000) |
| Total investment in Town of Cobourg Holdings Inc. | \$ 9,502,747 | \$ 9,524,155 |

The following tables provide condensed supplementary financial information with respect to the Corporation's investment in TCHI as at December 31, 2010 and December 31, 2009 and its operations for both years:

(a) Financial position:

| | 2010 | 2009 |
|-----------------------|---------------|--------------|
| Current assets | \$ 10,361,958 | \$ 8,249,474 |
| Capital assets | 11,396,854 | 11,327,970 |
| Other assets | 2,721,373 | 2,796,895 |
| Total assets | 24,480,185 | 22,374,339 |
| Current liabilities | 3,228,816 | 3,723,965 |
| Long-term liabilities | 11,748,622 | 9,126,219 |
| Total liabilities | 14,977,438 | 12,850,184 |
| Net assets | \$ 9,502,747 | \$ 9,524,155 |

(b) Results of operations:

| | 2010 | 2009 |
|---------------------------|------------------|------------------|
| Revenues | \$ 26,564,161 | \$ 24,631,376 |
| Expenses | 25,985,569 | 23,916,593 |
| Net income for the period | \$ 578,592 | \$ 714,783 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

4. Investment in Town of Cobourg Holdings Inc. (continued):

- (c) The note receivable bears interest at 7.25% per annum. The Town does not intend to demand repayment from TCHI until replacement term financing is in place. Interest earned on this note amounted to \$507,500 (2009 - \$507,500). Fair value of the note receivable is indeterminable as it is a non-arms length loan.
- (d) The promissory note payable bears interest at 5.4% and is due in annual repayments of \$45,000 plus interest with the total balance due on January 1, 2029. Interest paid in 2010 was \$Nil (2009 - \$Nil).

5. Industrial property:

Non-financial assets of the Industrial property represent the unamortized cost of the land and buildings purchased by the Town of Cobourg and rented out.

| | Cost | ccumulated | 2010 | 2009 |
|-------------------|-------------------------------|----------------------|-------------------------------|-------------------------------|
| Land Buildings | \$ 3,125,000 17,311,814 | \$ _ 4,656,730 | \$ 3,125,000 12,655,084 | \$ 3,125,000 13,075,260 |
| | \$ 20,436,814 | \$ 4,656,730 | \$ 15,780,084 | \$ 16,200,260 |

Cost and accumulated amortization at December 31, 2009 amounted to \$20,230,853 and \$4,030,593 respectively.

(a) Financial position:

Included in the consolidated statement of financial position are the following assets and liabilities pertaining to the industrial property operations:

| | 2010 | 2009 |
|--|-----------------|-----------------|
| Cash | \$ 2,118,236 | \$ 1,566,474 |
| Accounts receivable | 494,765 | 587,131 |
| Prepaid expenses | 15,055 | 13,249 |
| Industrial property | 15,780,083 | 16,200,261 |
| Total assets | 18,408,139 | 18,367,115 |
| Accounts payable and accrued liabilities | 547,735 | 490,346 |
| Mortgage payable | 8,119,272 | 9,014,697 |
| Total liabilities | 8,667,007 | 9,505,043 |
| Net equity in industrial property | \$ 9,741,132 | \$ 8,862,072 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

5. Industrial property (continued):

(b) Results of operations and change in net equity:

The following table provides condensed financial information for the industrial property operations:

| | 2010 | 2009 |
|---|---|---|
| Gross rental income Operating expenses | \$ 3,518,815 (1,681,183) | \$ 3,505,605 (1,708,619) |
| Operating expenses recovery Administrative expenses | 1,272,061 (289,058) | 1,292,406 (216,681) |
| Interest on long-term debt Amortization | (465,437) (626,138) | (514,618) (628,743) |
| Net income for the period | \$ 1,729,060 | \$ 1,729,350 |
| Equity, beginning of the year Net income for the period Transfer to reserves Capital reserve | \$ 7,862,072 1,729,060 (850,000) 1,000,000 | \$ 6,682,722 1,729,350 (550,000) 1,000,000 |
| Equity, end of year | \$ 9,741,132 | \$ 8,862,072 |

The industrial property is managed by an independent management company under a yearto-year contract. Rental income is recognized on a straight-line basis over the term of the tenants' respective lease agreements.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

6. Deferred revenue – obligatory reserve funds:

A requirement of the public sector accounting standards of the Canadian Institute of Chartered Accountants is that obligatory reserve funds be reported as deferred revenue. This requirement is in place as provincial and municipal legislation restricts how these funds may be used. The balances in the obligatory reserve funds of the Town are summarized below:

| | 20 |)10 | 2009 |
|---|------------|-------|-------------|
| | | | |
| Balance, beginning of year | \$ 6,064,0 | 49 \$ | 6,613,180 |
| Recreational land | 20,3 | 50 | 26,831 |
| Federal grant - gasoline tax | 560,3 | 82 | 557,971 |
| Provincial grant - gasoline tax transit | 183,9 | 09 | 190,228 |
| Development contributions | 1,055,2 | 49 | 1,501,026 |
| Building code | 6,4 | -04 | 20,323 |
| Sub-divider contributions | 11,4 | 76 | 30,242 |
| Investment income | 9,0 | 52 | 34,033 |
| Utilization - capital | (1,047,4 | 24) | (2,619,593) |
| Utilization - operating | (228,0 | 000) | (290,192) |
| Balance, end of year | \$ 6,635,4 | 47 \$ | 6,064,049 |
| | | | |
| Analyzed as follows: | | | |
| Sub-divider contributions | \$ 123,9 | 86 \$ | 112,511 |
| Recreational land | 260,3 | 511 | 421,213 |
| Development charges | 5,460,2 | 23 | 4,586,102 |
| Gasoline tax: | | | |
| Provincial | 1.0 | 78 | 4,134 |
| Federal | 572,0 | 64 | 728,710 |
| Provincial - Investing in Ontario | 105,8 | | 105,829 |
| Building code | 111,9 | | 105,550 |
| | \$ 6,635,4 | 47 \$ | 6,064,049 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

7. Employee future benefit liability:

- (a) Extended health care and dental benefits:
 - (i) The Corporation of the Town of Cobourg:

The Town provides extended health care and dental benefits to its employees. An independent actuarial study of the post-retirement and post-employment benefits was undertaken at December 2011.

At December 31, 2010, the Town's accrued benefit obligation relating to post-retirement and post-employment benefit plans is \$1,656,524 (2009 - \$1,644,181).

The significant actuarial assumptions adopted in estimating the Town's accrued benefit obligation are as follows:

| Discount rate | 4.75% per annum |
|---|---------------------------|
| Inflation rate | 2.0% per annum |
| Salary escalation | 3.0% per annum |
| Dental benefits escalation | 4.0% per annum |
| Health benefits escalation | 6.67% in 2011 |
| | reducing by .33% per year |
| | to 4.0% in 2020 |
| Expected average remaining service life | 12 years |

Information with respect to the Town's post-retirement and post-employment obligations is as follows:

| | 2010 | 2009 |
|---|---|---|
| Accrued benefit liability, January 1 Service cost Benefits paid for the period Interest cost Amortization of actuarial gain | \$ 1,738,744 58,023 (74,391) 81,800 (8,597) | \$ 1,684,639 54,176 (70,149) 78,675 (8,597) |
| Accrued benefit liability, December 31 | \$ 1,795,579 | \$ 1,738,744 |

The accrued benefit liability at December 31, 2010, includes the following components:

| | 2010 | 2009 |
|--|----------------------------|---------------------------|
| Accrued benefit obligation Unamortized actuarial gain | \$ 1,656,524 139,055 | \$ 1,644,181 94,563 |
| Accrued benefit liability, end of year | \$ 1,795,579 | \$ 1,738,744 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

7. Employee future benefit liability (continued):

- (a) Extended health care and dental benefits (continued):
 - (ii) Waterworks of the Town of Cobourg:

The Waterworks of the Town of Cobourg (the "Waterworks") provides extended health, dental and life insurance benefits for retired employees. An independent actuarial valuation was undertaken as at December 14, 2009.

At December 31, 2010, the accrued benefit liability relating to post-retirement benefit plans is \$308,465 (2009 - \$293,584).

The significant actuarial assumptions adopted in estimating the Waterwork's accrued benefit obligation are as follows:

| Discount rate | 5.0% per annum |
|----------------------------|----------------|
| Inflation rate | • |
| Initation rate | 2.0% per annum |
| Salary escalation | 3.3% per annum |
| Dental benefits escalation | 5.0% per annum |

Information with respect to the Waterworks' post-retirement and post-employment obligations is as follows:

| | 2010 | 2009 |
|--|---------------|---------------|
| Accrued benefit liability, January 1 | \$ 293,584 | \$ 279,000 |
| Service cost | 8,463 | 8,060 |
| Benefits paid for the period | (8,676) | (8,800) |
| Interest cost | 15,094 | 15,410 |
| Actuarial gain | _ | (86) |
| Accrued benefit liability, December 31 | \$ 308,465 | \$ 293,584 |

(b) Workplace safety and insurance:

In common with other Schedule 2 employers, the Town funded its obligations to the Workplace Safety and Insurance Board on a "pay-as-you-go" basis for employees under Schedule 2. An independent actuarial study of the Workplace Safety and Insurance Board liabilities was completed December 2011.

Effective March 31, 2010, the Town is included in Workplace Safety and Insurance Board Schedule 1 and therefore has no additional liability for Workplace Safety and Insurance Board claims on or after that date.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

7. Employee future benefit liability (continued):

(b) Workplace safety and insurance (continued):

At December 31, 2010, the Town's accrued benefit obligation relating to future payments on Workplace Safety and Insurance Board claims is \$129,993 (2009 - \$84,780).

Information with respect to the Town's Workplace Safety and Insurance Board future payments is as follows:

| | 2010 | 2009 |
|--|---------------|---------------|
| Accrued benefit, beginning of year | \$ 189,604 | \$ 209,003 |
| Service cost | 15,218 | 14,682 |
| Benefits paid for the period | (20,909) | (25,267) |
| Interest cost | 6,146 | 4,289 |
| Amortization of actuarial gain | (13,103) | (13,103) |
| Plan amendments during the year | 40,979 | _ |
| Accrued benefit liability, end of year | \$ 217,935 | \$ 189,604 |

The accrued benefit liability at December 31, 2010, includes the following components:

| | 2010 | 2009 |
|---|-------------------------|-------------------------|
| Accrued benefit obligation, beginning of year Unamortized actuarial gain | \$ 129,993 87,942 | \$ 84,780 104,824 |
| Accrued benefit liability, end of year | \$ 217,935 | \$ 189,604 |

(c) Liability for vacation credits:

Compensated vacation expense is accrued for employees as entitlement to these payments is earned in accordance with the Town's benefit plans for vacation time. Vacation credits earned as at December 31, 2010 amount to \$360,367 (2009 - \$518,092).

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

7. Employee future benefit liability (continued):

(d) Employee future benefit liability:

| | 2010 | 2009 |
|--|--------------|--------------|
| Employee future benefit liability is comprised of: | | |
| Health and dental benefits - Town | \$ 1,795,579 | \$ 1,738,744 |
| Workplace safety and insurance | 217,935 | 189,604 |
| | 2,013,514 | 1,928,348 |
| Health, dental and life insurance benefits | | |
| - Waterworks | 308,465 | 293,584 |
| | \$ 2,321,979 | \$ 2,221,932 |

8. Mortgage payable on industrial property:

| | 2010 | 2009 |
|---|--------------|--------------------------|
| Royal Bank of Canada: 5.45%, due on March 4, 2013, blended monthly payments of principal and interest in the amount of \$114,021, secured by industrial property | \$ 8,119,273 | \$ 9,014,697 |
| | 1 | |
| Principal payments for the next five years and thereafter are as fol | IOWS: | |
| 2011 2012 | | \$ 945,865 998,722 |
| 2013 | | 1,054,533 |
| 2014 | | 1,117,455 |
| 2015 | | 1,175,685 |
| Thereafter | | 2,827,013 |
| | | \$ 8,119,273 |

9. Net long-term liabilities:

(a) The balance of the net long-term liabilities reported on the "Consolidated Statement of Financial Position" is made up of the following:

| | 2010 | 2009 |
|--|---------------|---------------|
| Total long-term liabilities incurred by the municipality and outstanding at the end of the year | \$ 12,185,963 | \$ 13,332,949 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

9. Net long-term liabilities (continued):

(b) Of the net long-term liabilities reported in (a) of this note, principal payments are payable from general municipal revenues as follows:

| 2011 | \$ 2,236,971 |
|------------|---------------|
| 2012 | 2,291,622 |
| 2013 | 2,233,111 |
| 2014 | 2,003,910 |
| 2015 | 1,266,063 |
| Thereafter | 2,154,286 |
| | \$ 12,185,963 |

- (c) Approval of the Ontario Municipal Board or by-law as required has been obtained for the long-term liabilities in note 9(a) issued in the name of the Town.
- (d) Total interest on long-term liabilities that are reported on the Consolidated Statement of Operations amounted to \$620,835 (2009 - \$660,764). The long-term liabilities bear interest at rates ranging from 3.47% to 6.76% with term renewals to take place in 2011 through 2020.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

10. Accumulated surplus:

Accumulated surplus consists of individual fund surplus and reserves and reserve funds as follows:

| | 2010 | 2009 |
|---|----------------|----------------|
| Surplus: | | |
| Operations | \$ 1,191,481 | \$ 500,551 |
| Waterworks | 3,228,587 | 3,869,992 |
| Downtown Business Improvement Area | 39,573 | 39,883 |
| Town of Cobourg Public Library Board | 23,514 | 556,564 |
| Unfinanced capital | (12,691,485) | (8,447,199) |
| Invested in tangible capital assets | 164,324,481 | 142,269,332 |
| Long-term debt | (12,185,963) | (13,332,949) |
| Promissory note payable to Town of Cobourg | | |
| Holdings Inc. | (855,000) | _ |
| Mortgage | (8,119,273) | (9,014,697) |
| Unfunded: Employee benefits | (2,373,881) | (2,497,238) |
| Investment in Town of Cobourg Holdings Inc. | 9,502,747 | 9,524,155 |
| Note receivable from Town of Cobourg Holdings Inc. | 7,000,000 | 7,000,000 |
| Note receivable from rown of Cobourg Holdings file. | 7,000,000 | 7,000,000 |
| Total surplus | 149,084,781 | 130,468,394 |
| Reserves: | | |
| Contingencies | 26,440 | 26,440 |
| Parking | 37,549 | (7,234) |
| Current: | | |
| Health services | 4,207 | 4,207 |
| Recreation and cultural services | 114,976 | _ |
| Library | 25,215 | 26,735 |
| Other | 11,290 | 11,290 |
| Capital: | | |
| General government | 890,109 | 609,519 |
| Protection services | 798,680 | 1,052,389 |
| Transportation services | 383,921 | 182,411 |
| Environmental services | 1,126,448 | 840,079 |
| Recreation and cultural services | 142,792 | 43,417 |
| Planning and development | 381,402 | 379,512 |
| Total reserves | 3,943,029 | 3,168,765 |
| Total accumulated surplus | \$ 153,027,810 | \$ 133,637,159 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

11. Classification of expenditures by object:

The Consolidated Statement of Operations presents the expenditures by function, whereas the following classifies those same expenditures by object:

| | 2010 | 2009 |
|---|---------------|---------------|
| Salary, wages and employee benefits | \$ 15,250,144 | \$ 14,438,777 |
| Operating materials and supplies | 5,415,528 | 4,892,520 |
| Contracted services | 7,253,145 | 6,934,778 |
| Rents and financial expenses | 539,727 | 608,203 |
| External transfers to other | 982,794 | 812,924 |
| Interest on long-term debt | 620,834 | 657,752 |
| Amortization and adjustments | 4,331,158 | 4,824,196 |
| Loss on disposal of tangible capital assets | 43,964 | - |
| | \$ 34,437,294 | \$ 33,169,150 |

12. Pension agreements:

The Town makes contributions to the Ontario Municipal Employees Retirement Fund (OMERS), which is a multi-employer plan, on behalf of its staff. The plan is a defined benefit plan which specifies the amount of the retirement benefit to be received by the employees based on the length of service and rates of pay.

For the year ended December 31, 2010, the amount contributed for and included as current service pension costs expenditure on the Consolidated Statement of Operations is \$833,214 (2009 - \$781,564).

13. Commitments:

- (a) The Corporation has entered into a contract for construction of the Cobourg Community Centre with a budget of \$27.4 million to be funded by fundraising donations federal grant, provincial grant and municipal contribution. Project costs of \$20,387,977 were incurred as of December 31, 2010.
- (b) Lease commitments at December 31, 2010 for equipment under lease obligations are as follows:

| 2011\$ 42,44201243,26201339,59201426,72201514,42 | ,262 ,597 ,726 |
|--|----------------------|
|--|----------------------|

\$ 166,454

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

14. Tangible capital assets:

| | П | Balance at ecember 31, | | | Disposals/ transfers/ | П | Balance at ecember 31, |
|---|-----|---|----|--|--|----|--|
| Cost | D | 2009 | | Additions | write-offs | D | 2010 2010 |
| 6631 | | 2009 | | Additions | wille-0115 | | 2010 |
| Land | \$ | 14,890,067 | \$ | 152,968 | \$ _ | \$ | 15,043,035 |
| Land improvements | | 9,079,870 | | 222,656 | _ | | 9,302,526 |
| Buildings | | 30,729,803 | | 658,242 | 47,903 | | 31,340,142 |
| Machinery and equipment | | 7,415,359 | | 435,330 | 141,510 | | 7,709,179 |
| Vehicles | | 8,810,148 | | 674,819 | 360,609 | | 9,124,358 |
| Roads infrastructure | | 25,787,268 | | 1,976,401 | 81,200 | | 27,682,469 |
| Sewer infrastructure | | 69,073,861 | | 6,336,398 | 9,596 | | 75,400,663 |
| Water infrastructure | | 28,048,185 | | 1,335,772 | _ | | 29,383,957 |
| Books and periodicals | | 1,119,654 | | 145,860 | 150,079 | | 1,115,435 |
| Construction-in-progress | | 9,637,405 | | 22,421,334 | 7,927,572 | | 24,131,167 |
| | \$2 | 204,591,620 | \$ | 34,359,780 | \$ 8,718,469 | \$ | 230,232,931 |
| | | | | | | | |
| | | Balance at | ŀ | Amortization | Disposals/ | | Balance at |
| Accumulated | De | ecember 31, | 6 | and expense | transfers/ | D | ecember 31, |
| | | | | | | | |
| amortization | | 2009 | | adjustments | write-offs | | 2010 |
| amortization | \$ | | \$ | | \$ write-offs _ | \$ | |
| | | 2009 2,487,779 9,070,887 | | adjustments (334,894) 909,883 | \$ write-offs _ 46,344 | \$ | 2010 2,152,885 9,934,426 |
| amortization Land improvements | | 2,487,779 | | (334,894) | \$ _ | \$ | 2,152,885 |
| amortization Land improvements Buildings | | 2,487,779 9,070,887 | | (334,894) 909,883 | \$ 46,344 | \$ | 2,152,885 9,934,426 |
| amortization Land improvements Buildings Machinery and equipment | | 2,487,779 9,070,887 3,807,973 | | (334,894) 909,883 422,200 | \$ | \$ | 2,152,885 9,934,426 4,088,663 |
| amortization Land improvements Buildings Machinery and equipment Vehicles | | 2,487,779 9,070,887 3,807,973 3,595,075 | | (334,894) 909,883 422,200 594,335 | \$ 46,344 141,510 320,541 | \$ | 2,152,885 9,934,426 4,088,663 3,868,869 |
| amortization Land improvements Buildings Machinery and equipment Vehicles Roads infrastructure | | 2,487,779 9,070,887 3,807,973 3,595,075 9,496,445 | | (334,894) 909,883 422,200 594,335 675,650 | \$ 46,344 141,510 320,541 76,924 | \$ | 2,152,885 9,934,426 4,088,663 3,868,869 10,095,171 |
| amortization Land improvements Buildings Machinery and equipment Vehicles Roads infrastructure Sewer infrastructure | | 2,487,779 9,070,887 3,807,973 3,595,075 9,496,445 22,128,746 | | (334,894) 909,883 422,200 594,335 675,650 1,223,666 | \$ 46,344 141,510 320,541 76,924 | \$ | 2,152,885 9,934,426 4,088,663 3,868,869 10,095,171 23,342,816 |

| | Net book value | Net book value |
|--------------------------|-------------------|-------------------|
| | December 31, 2009 | December 31, 2010 |
| Land | \$ 14,890,067 | \$ 15,043,035 |
| Land improvements | 6,592,091 | 7,149,641 |
| Buildings | 21,658,916 | 21,405,716 |
| Machinery and equipment | 3,607,386 | 3,620,516 |
| Vehicles | 5,215,073 | 5,255,489 |
| Roads infrastructure | 16,290,823 | 17,587,298 |
| Sewer infrastructure | 46,945,115 | 52,057,847 |
| Water infrastructure | 16,940,082 | 17,574,861 |
| Books and periodicals | 492,376 | 498,911 |
| Construction-in-progress | 9,637,405 | 24,131,167 |
| | \$ 142,269,334 | \$ 164,324,481 |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

14. Tangible capital assets (continued):

(a) Construction-in-progress:

Construction-in-progress having a value of \$24,131,167 (2009 - \$9,637,405) has not been amortized. Amortization of this asset will commence when the asset is put into service.

(b) Tangible capital assets disclosed at nominal value:

Where an estimate of fair value could not be made, the tangible asset was recognized at a nominal value. Land is the only category where nominal values were assigned.

(c) Write-down of tangible capital assets

The write-down of tangible capital assets during the year \$Nil (2009 - \$Nil).

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

15. Budget figures:

Budget figures have not been audited and are presented for information purposes only. Budget figures reported on the Consolidated Statement of Operations are based on the 2011 municipal and utility operating budgets as approved by Council on March 15, 2010, and include subsequent council approved amendments.

Approved budget figures also include council approved budget estimates for Public Sector Accounting Board (PSAB) reporting requirements. The chart below reconciles the approved City operating budgets and PSAB budget estimates to the total consolidated budget figures as reported on the Consolidated Statement of Operations.

| | Budget 2010 |
|--|----------------|
| Total revenue as reported on the statement of operations: | |
| Operating budget | \$ 24,254,122 |
| Water budget | 3,242,000 |
| Water budget | 3,595,069 |
| Northam Industrial Park budget | 4,858,414 |
| | 35,949,605 |
| Total expenses as reported on the statement of operations: | |
| Operating budget | 25,185,042 |
| Water budget | 4,156,000 |
| Wastewater budget | 2,709,727 |
| Northam Industrial Park budget | 2,566,636 |
| | 34,617,405 |
| Annual operating surplus | 1,332,200 |
| Total budgeted surplus on statements | 1,332,200 |
| Budget not reported on statements: | |
| Net transfer to reserves | 930,920 |
| Operating transfer from reserves – water | 914,000 |
| Operating transfer to reserves – wastewater | (885,342) |
| Operating transfer to reserves – Northam Industrial Park | (2,291,778) |
| Total budgeted deficit not reported on statements | \$ (1,332,200) |

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

16. Contingent liabilities:

The nature of municipal activities is such that there may be litigation pending or in prospect at any time. With respect to claims at December 31, 2010, management believes that the Corporation has valid defenses and appropriate and adequate insurance coverages in place. In the event any claims are successful, the amount of any potential liability is not determinable, therefore no amount has been accrued in the financial statements.

17. Comparative figures:

Certain comparative figures have been reclassified to conform to the current year financial statement presentation.

18. Segmented information:

The Town is a municipal government institution that provides a range of services to its citizens, including police, fire, transportation, recreational and environmental. For management reporting purposes the Town's operations and activities are organized and reported by department. Funds were created for the purpose of recording specific activities to attain certain objectives in accordance with special regulations, restrictions or limitations.

Municipal services are provided by departments and their activities are reported in these funds. Certain departments that have been separately disclosed in the segmented information, along with the services they provide, are as follows:

- (a) Administration: Includes administration, corporate services and governance of the Town. Administration as a segment includes human resource management, support to Council for policy development, by-law development in compliance with the Municipal Act, tax billing and collection responsibilities, financial management reporting, monitoring and overall budget status as well as frontline reception and customer service.
- (b) Protection Services: Includes policing, fire protection, conservation authority, protective inspection and control and emergency measures. The mandate of the police services is to ensure the safety of the lives and property of citizens; preserve peace and good order; prevent crimes from occurring; detect offenders; and enforce the law. Fire protection includes inspection, extinguishing and suppression services; emergency medical first response; and prevention education and training programs. Inspection and control includes building inspection, by-law enforcement and dog control services.

Notes to Consolidated Financial Statements (continued)

Year ended December 31, 2010

18. Segmented information (continued):

- (c) Transportation Services: This department provides the winter and summer maintenance, the repair and the construction of the municipal roads system including bridges and culverts.
- (d) Environmental Services: Includes the management and maintenance of the wastewater plant and sanitary sewer distribution services.
- (e) Water Services: Includes the management and maintenance of water treatment and distribution.
- (f) Industrial property: Includes the management and maintenance of the Industrial Park.
- (g) Health and Social Services: Provides resources to assist with community physician recruitment and retention and assistance with one specific housing project.
- (h) Parks, Recreation and Culture: Provides services that contribute to neighbourhood development and sustainability through the provision of recreation and leisure programs and facilities including community halls, libraries, parks, recreation fields, arena and marina.
- (i) Planning and Development: Manages development for business interests, environmental concerns, heritage matters, local neighbourhoods and community development. It facilitates economic development by providing services for the approval of all land development plans, the application and enforcement of the zoning by-law and official plan, and the provision of geomatics services.

For each segment separately reported, the segment revenue and expenditures represent both amounts that are directly attributable to the segment and amounts that are allocated on a reasonable basis. Therefore, certain allocation methodologies are employed in the preparation of segmented financial information. These municipal services are funded primarily by property tax revenue.

The accounting policies used in these segments are consistent with those followed in the preparation of the consolidated financial statements as disclosed in note 1.

Consolidated Schedule of Segment Information

Year ended December 31, 2010

| | | | Protection | Transporation | Environmental | Industria |
|---|----------------|-----|----------------|----------------|---------------|--------------|
| | Administrati | on | Services | Services | Services | Propert |
| Revenue: | | | | | | |
| Taxation | \$ | _ | \$ - | \$ - | \$ – | \$ – |
| Payments in lieu of taxation | | - | _ | _ | - | - |
| User fees and service charges | 24,3 |)2 | 470,472 | 298,931 | 3,636,085 | - |
| Federal grants | | - | - | 1,763,156 | 564,093 | - |
| Government of Ontario Grants | 353,6 | 00 | (6,434) | 1,227,007 | 564,093 | - |
| Other municipalities | | - | - | - | - | - |
| Rent, license, permits | 489,1 | 97 | - | - | - | 4,790,875 |
| Penalties and interest | | - | - | - | - | - |
| Other Investment income | 961.1 | - | - | - | - | - |
| Development charges | 861,1 331,8 | | _ | - | - | - |
| | 2,060,0 | | 464,038 | 3,289,094 | 4,764,271 | 4,790,875 |
| | 2,060,0 | 2 | 404,030 | 3,209,094 | 4,704,271 | 4,790,875 |
| Expenses: | | | | | | |
| Salaries, wages and employee benefits | 1,521,1 | | 7,820,118 | 1,616,364 | 1,132,667 | - |
| Long-term debt charges (interest) | 14,0 | | 56,977 | 261,379 | 207,916 | - |
| Materials | 490,7 | | 292,277 | 949,981 | 2,130,211 | - |
| Contracted services | 306,7 | | 311,193 | 1,198,926 | 270,647 | 2,435,680 |
| Rents and financial expenses | 521,7 | | | _ | - | - |
| External transfers | 300,0 | | 193,239 | (20,000) | - | - |
| Amortization and adjustments | 169,4 | | 289,233 | 964,340 | 1,276,372 | 626,136 |
| Loss on disposal of tangible capital assets | | - | 40,067 | 3,897 | - | |
| | 3,323,8 | /3 | 9,003,104 | 4,974,887 | 5,017,813 | 3,061,816 |
| Excess of revenue over expenses (expenses over revenue) | (1,263,8 | 01) | (8,539,066) | (1,685,793) | (253,542) | 1,729,059 |
| Funded through: | | | | | | |
| Taxation | | | | | | |
| Payments in lieu of taxation | | | | | | |
| Penalties and interest | | | | | | |
| | | | | | | |
| Other | | | | | | |
| | | | | | | |
| | \$ (1,263,8 |)1) | \$ (8,539,066) | \$ (1,685,793) | \$ (253,542) | \$ 1,729,059 |

Consolidated Schedule of Segment Information, continued

Year ended December 31, 2010

| | Water Services | Health and Social Services | Parks Recreation and Culture | Г | Planning and evelopment | Total |
|---|-------------------|----------------------------------|------------------------------------|----|-------------------------------|-------------------------|
| | | 00111000 | | - | evelopment | Total |
| Revenue: | | | | | | |
| Taxation | \$ - | \$ _ | \$ _ | \$ | _ | \$ _ |
| Payments in lieu of taxation | _ | _ | _ | | _ | _ |
| User fees and service charges | 3,045,113 | - | 1,872,534 | | 70,825 | 9,418,262 |
| Federal grants | _ | - | 6,305,334 | | _ | 8,632,583 |
| Government of Ontario grants | _ | - | 6,336,334 | | _ | 8,474,600 |
| Other municipalities | _ | - | 331,330 | | 10,000 | 341,330 |
| Rent, license, permits | _ | - | - | | - | 5,280,072 |
| Penalties and interest | _ | - | - | | - | - |
| Other | _ | - | - | | - | - |
| Investment income | - | - | - | | - | 861,158 |
| Development charges | - | - | - | | - | 331,815 |
| | 3,045,113 | _ | 14,845,532 | | 80,825 | 33,339,820 |
| Expenses: | | | | | | |
| Salaries, wages and employee benefits | _ | 62,200 | 2,365,661 | | 731,972 | 15,250,144 |
| Long-term debt charges (interest) | _ | _ | 80,467 | | _ | 620,834 |
| Materials | _ | - | 1,530,295 | | 22,064 | 5,415,528 |
| Contracted services | 2,399,341 | 97,035 | 217,935 | | 15,668 | 7,253,145 |
| Rents and financial expenses | _ | - | 22,435 | | (4,475) | 539,727 |
| External transfers | _ | 92,333 | 417,222 | | | 982,794 |
| Amortization and adjustments | 964,025 | - | 41,623 | | _ | 4,331,158 |
| Loss on disposal of tangible capital assets | - | - | - | | _ | 43,964 |
| | 3,363,366 | 251,568 | 4,675,638 | | 765,229 | 34,437,294 |
| Excess of revenue over expenses (expenses over revenue) | (318,253) | (251,568) | 10,169,894 | | (684,404) | (1,097,474) |
| Funded through: | | | | | | |
| Taxation | | | | | | 18,392,624 |
| Payments in lieu of taxation | | | | | | 263,963 |
| Penalties and interest | | | | | | 777,114 |
| | | | | | | - |
| Other | | | | | | 1,054,424 20,488,125 |
| | | | | | | 20,400,120 |
| Excess of revenue over expenses (expenses over revenue) | \$ (318,253) | \$ (251,568) | \$ 10,169,894 | \$ | (684,404) | \$ 19,390,651 |