



Economic Development & Marketing

2025 Year End Report

April 14, 2025


CONNECTED. ENRICHED. INSPIRED.

Outline

- Key metrics
- New Businesses
- Closed Businesses
- Construction Projects
- Building Permit Activity
- Review of 2025 Business Plan Objectives

Key Metrics

	2024	2025 TARGET	2025
Lead Files Opened	65	70	67
Lead Files Closed	31	60	35
Business Dev't Outcalls	11	12	12
Client Visits	12	20	23
Corporate Visits	23	24	23

Key Metrics Con't

	2024	2025 TARGET	2025
New Businesses Opened	44	15	29
Businesses Closed	19	N/A	7
Website – All Town webpages	594,691	N/A	N/A
Website Activity - Main Business Page	2,180	3,400	N/A
Website Activity – Available Land/Bldg	566	N/A	N/A

New Businesses (Q1)

- Care First Physio – 102 Tillson Ave
- David Kane Renovations**
- Emily Rice, Registered Psychotherapist – 264 Tillson Ave
- Lisa Baubie, Mortgage Agent**
- Sue Wilson, Ayurvedic Treatment Provider – 264 Tillson Ave

* Denotes business that replaced or took over an existing business/location with no material change in use

** Denotes Home Occupation. Starting in 2020, these businesses have been included in new business start-ups to help identify entrepreneurial activity

New Businesses (Q2)

- Beautifully Obsessed Boutique – 21 Ridout St W
- Chuck's Roadhouse – 671 Broadway
- Express Medi Spa* - 55 Brock St E
- Fresh Barbers – 102 Tillson Ave
- Lakeside Property Maintenance*
- Mortality - 19 Baldwin St
- Osmows – 671 Broadway
- Paws & Claws Veterinary Clinic – 356 Tillson Ave
- Roulston's Pharmacy – 671 Broadway
- Shades3 Window Fashions – 17 Brock St E
- Snackrite Foodie Services Inc - 145 Simcoe St
- Stacked Pancakes & Breakfast House – 200 Broadway

New Businesses (Q3)

- Calmly Connected Consultancy**
- Correy and Rita's No Frills - 671 Broadway
- Foil & Fade Hair Studio* – 7A Brock St E
- Grappler's Grove - 1418 Bell Mill Side Road
- Rain or Shine PlayCentre – 55 Broadway
- Tillsonburg Unattached Care Clinic - 671 Broadway

New Businesses (Q4)

- Flawless Finish Laser Hair Removal and Skin Rejuvenation*
- JMY Legal Help - 164 Broadway
- Mimi's Mini's Daycare**
- The Blush Bar by Nicole**
- The Health Hut – 5 Harvest Ave
- Schep's Bakeries Inc – 1030 Progress Dr

Closed Businesses

Q1:

- Prouse Supply – 75 Spruce St

Q2:

- PeaveyMart – 121 Concession St E
- Broadway Cinema – 518 Broadway
- Split Ends Hair Studie – 55 Brock St E
- Bufferzone Detailing

Q3:

- Brock Street Barber – 7A Brock St E
- Mortality – 19 Baldwin St

Q4:

Completed Construction Projects

- East Elgin Concrete – 20,559 SF Expansion (new building)
- Marwood International - 41,400 SF
- Metalfer Iron Designs – 5,402 SF
- Schep's Bakeries – 190,000 SF
- Wise Line Metal Sales – 37,486 SF

- Total = 294,847 SF

Projects Under Construction

- Legend Rubber/Metal – 58,800 SF
- Soprema – 249,000 SF
- Triumph Trailer Sales Expansion - 4,000 SF

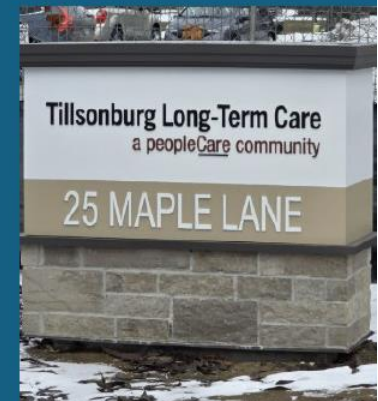
- **Total = 311,800 SF**

- peopleCare Inc (LTC)

Projects Under Construction - peopleCare

peopleCare Inc

- Proposed Campus of Care/CoE
- 160 Long Term Care Beds
- 150 Retirement Home Apartments
- 69 Seniors' Apartments
- Total of 379 units



Pending Construction Projects

- Langtry Blast Technologies - 18,000 SF initially with 19,000 SF in future
- Station District
- Wise Line Tools – 33,750 SF
- West Winds – 25,017 SF with 15,579 SF in future

- Total = 76,767 SF to 111,346 SF

- Not Proceeding:
 - Green Theory Design – 17,728 SF Expansion
 - Parks Furniture - 12,551 SF Expansion

Pending Construction Projects: Stration District



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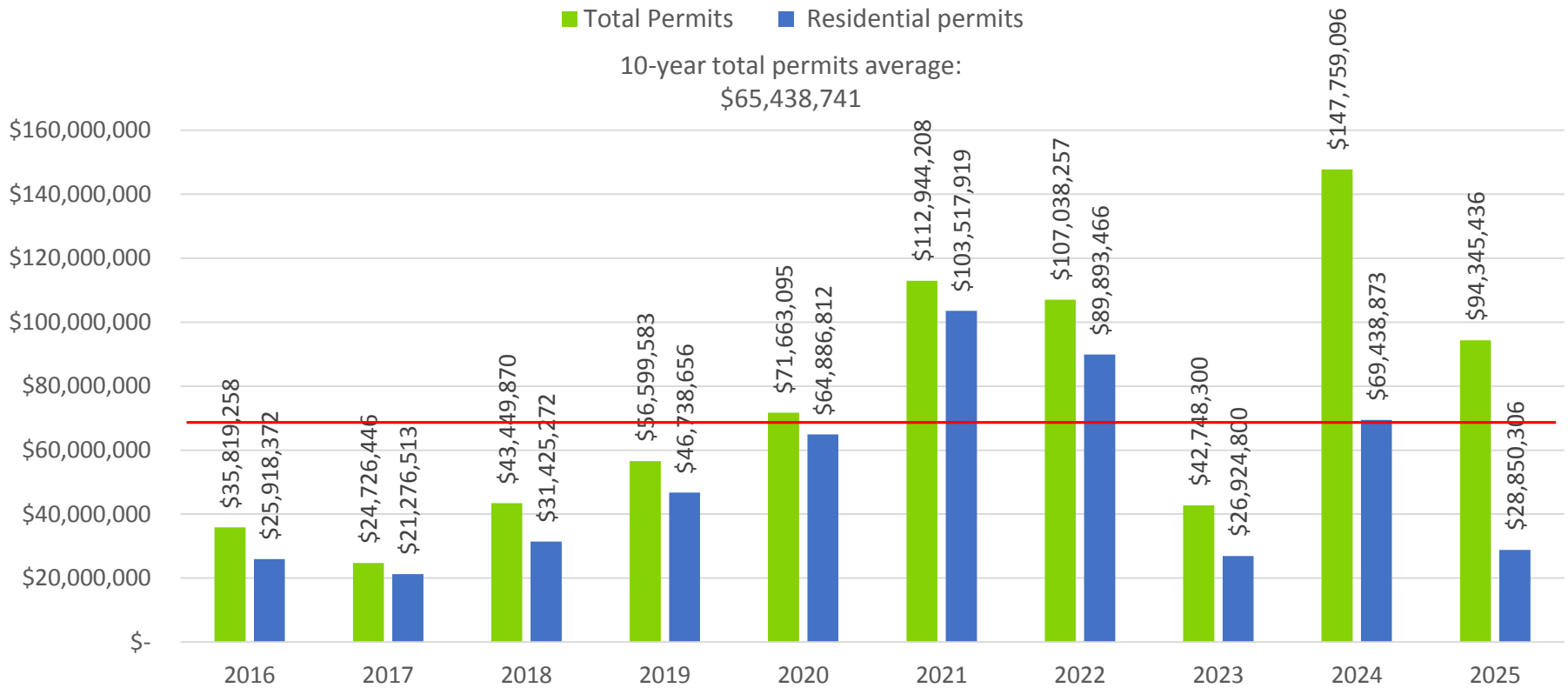
Building Permit Activity

The following charts summarize data regarding building and construction permits

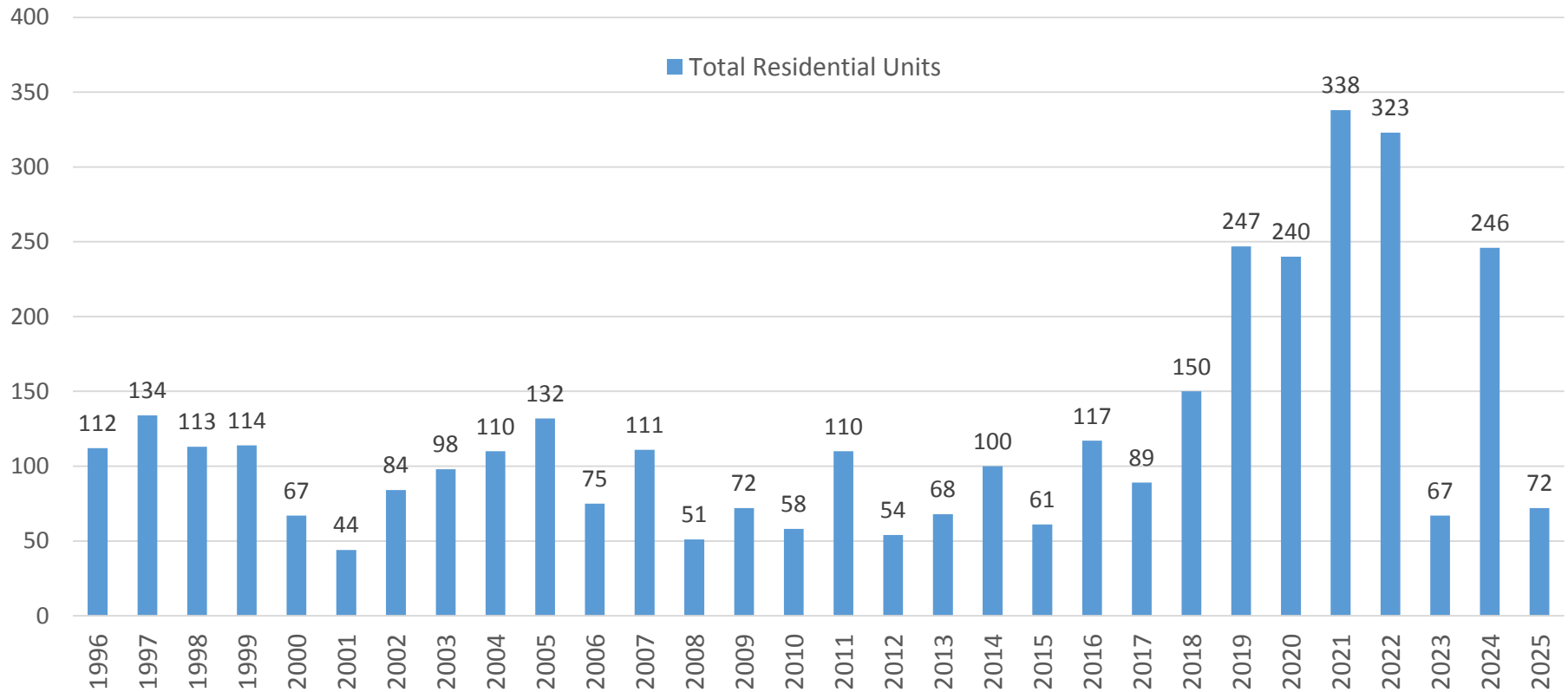
They represent information that was collected in the Building, Planning & By-Law Services Annual reports

This information is current as of December 31, 2025

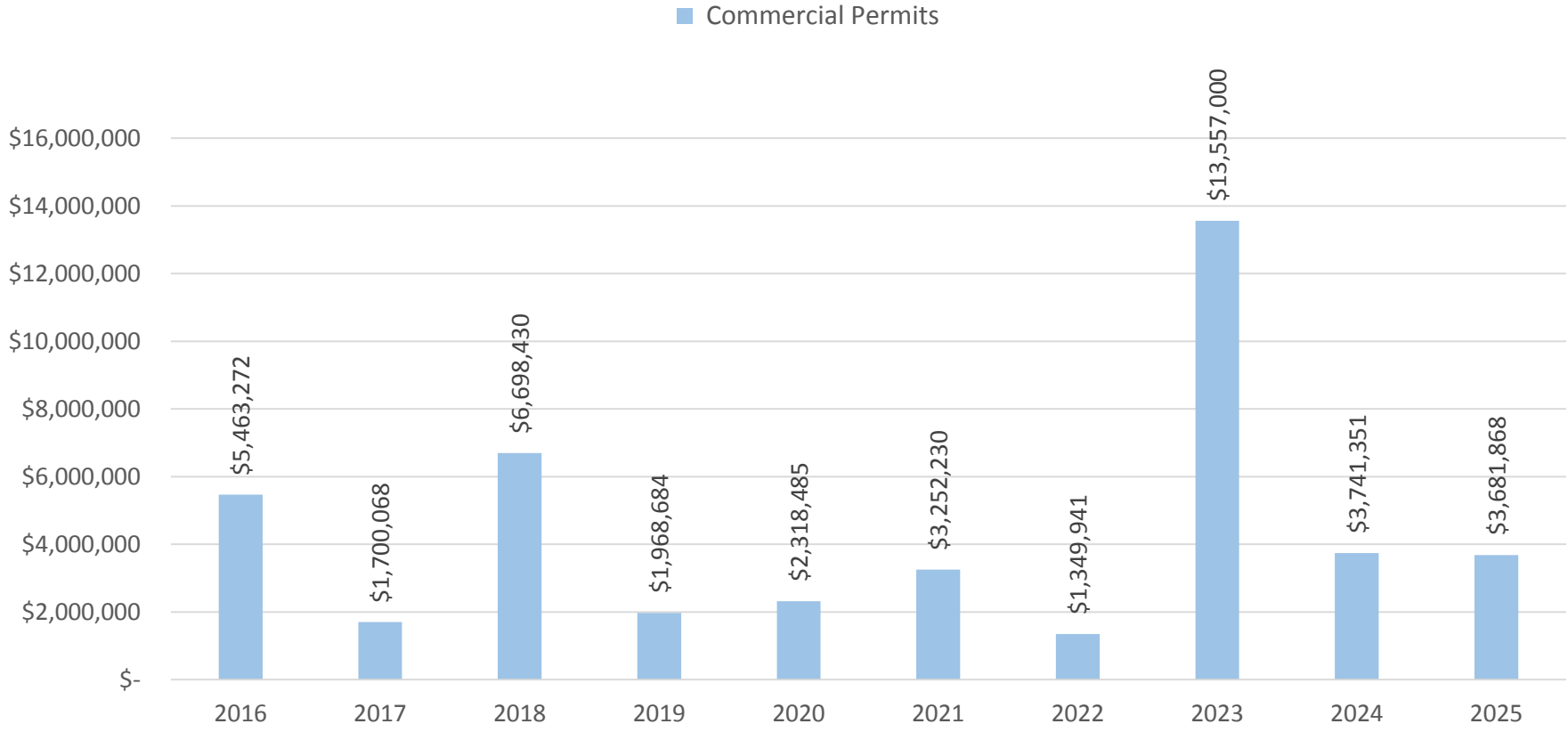
Residential and Total Permit Data – Last 10 Years



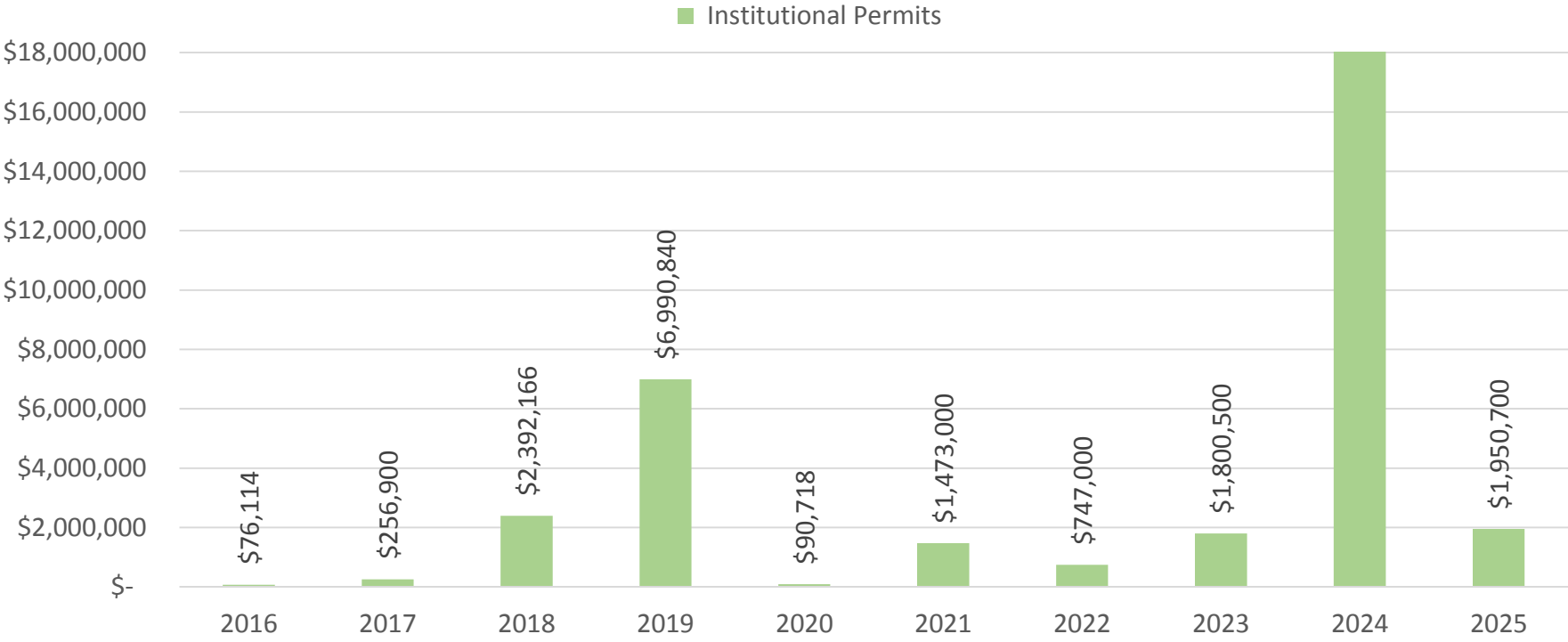
Residential Construction by Number of Units



Commercial Permit Data - 2016 to 2025

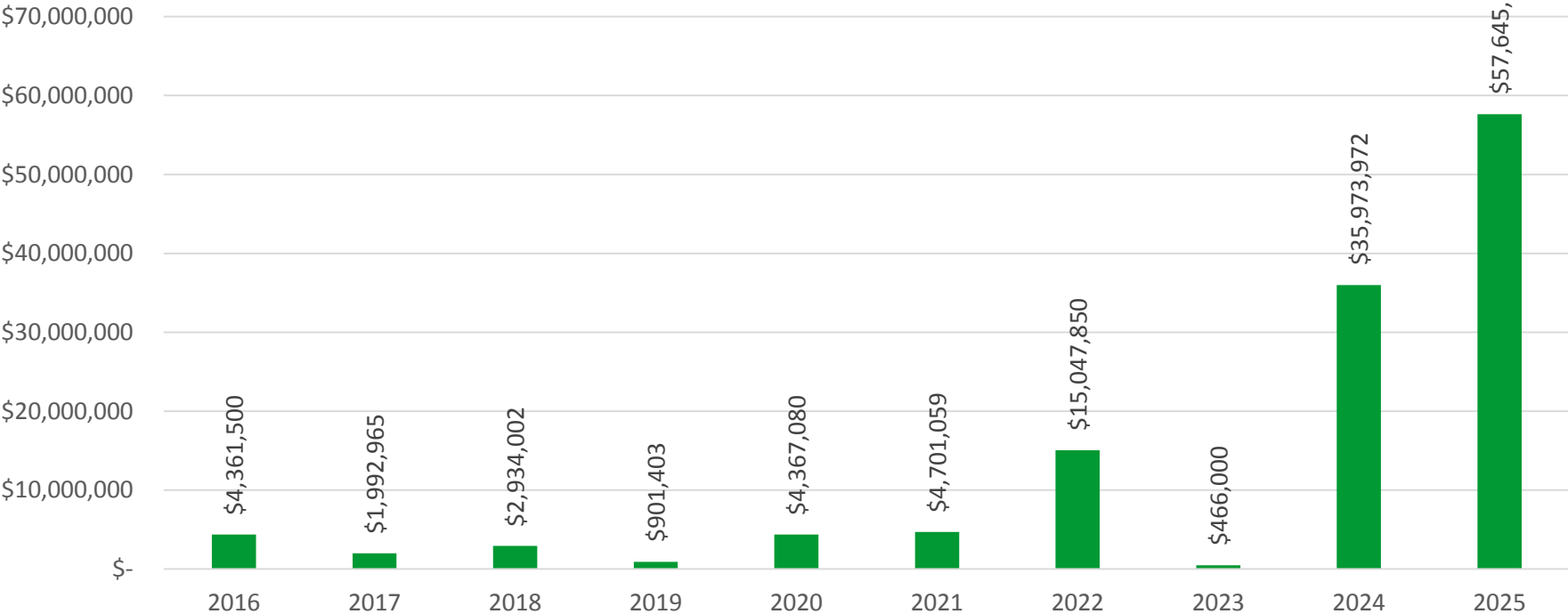


Institutional Permit Data - 2016 to 2025



Industrial Permit Data - 2016 to 2025

■ Industrial Permits



2025 Business Plan Objectives

Objective	Budget Value	Target Date	Status
Community Improvement Plan (Applications)	\$60,000	Ongoing	6 applications approved by Council: 2 Innovation Way 167 Simcoe St 102 Tillson Ave, Units I & F 146 Tillson Ave 356 Tillson Ave
Discover Tillsonburg (Community Video Production)	\$5,000	Q4	Ongoing
Enhanced Business Processes (Zoho)	\$3,000	Q1	Ongoing improvements to Customer Relationship Management software

2025 Business Plan Objectives

Objective	Budget Value	Target Date	Status
Chamber Awards – Grant	\$4,000	Q3	Completed
Chamber Awards – Sponsorship	\$5,500	Q3	Completed
CF Oxford Partnership (Pop-up)	\$5,000	Q4	Pop-up Entrepreneurial Services events held on May 14 and November 13
Town Hall Project Support	\$11 M offset by \$5.5 M in revenue	Ongoing	31 Earle St (building portion) made available for sale 31 Earle St (lands) rezoning approved in principle by Town Council on November 10 with County approval in 2026

2025 Business Plan Objectives

Objective	Budget Value	Target Date	Status
Project Big Swing	\$6,000,000	Ongoing	Public engagement plan and supporting information being finalized
Rokeby Road Property - Engineering Design Services	\$265,000 with offsets per Report DCS 20-22	Q4	Rokeby Rd Rehabilitation Design at 100% stage with determination made to leave hydro pole line "as-is"
Rokeby Road Property – Construction	\$400,000	Q4	Norfolk contribution confirmed. Tender to be issued in Q2 2026
Van Norman Innovation Park – Planning and Design	\$300,000	Q4	Draft Plan of Subdivision submission made on July 11, 2026, working through comments to move towards draft plan approval in 2026

2025 Business Plan Objectives

Objective	Budget Value	Target Date	Status
Van Norman Innovation Park – Construction	\$9,312,000 offset by \$8,096,000 in land sale and debt revenues	Q4 2025	Subject to final approvals and suitable tender prices
Van Norman Innovation Park – Marketing Campaign	\$10,000 (increased by \$11K per report EDM 25-012)	Q4	Marketing of first 15 acres underway with one conditional agreement for 5 acres in place
Progress Dr Extension	\$600,000 with offsetting \$600,000 in land sale revenues	Q4	Progress Dr Extension project completed. Negotiating land sale

