



Subject: Community Improvement Plan Application – 1 Innovation Way

Report Number: EDM 26-012

Department: Economic Development Department

Submitted by: Cephas Panschow, Development Commissioner

Meeting Type: Council Meeting

Meeting Date: Monday, April 27, 2026

RECOMMENDATION

- A. THAT Council receives report titled “EDM 26-012 Community Improvement Plan – 1 Innovation Way”; and,
- B. THAT multiple phases of the 1 Innovation Way property be approved for the High Level of the Tax Increment Grant Back Program, which offers the following growth-related rebates:

Years 1 to 6 - 50% rebate of the incremental tax increase

Year 7 - 40% rebate

Year 8 - 30% rebate

Year 9 - 20% rebate

Year 10 - 10% rebate

With full property taxes being payable in year 11.

BACKGROUND

Tillsonburg Town Council originally approved the sale of these lands to 2776807 Ontario Inc in 2020, but that developer’s plans changed and Town Council supported the assignment of the property to Triumph Trailer Sales Inc in 2024. Triumph Trailer Sales is currently co-located with Xcel Fabrication & Design at 24 Clearview Drive and would be relocating their final trailer assembly, warehousing and sales to this new location.

The owner of Triumph Trailer Sales has submitted an application to the Town for property tax and building permit fee rebates in accordance with the Town’s Community Improvement Plan. The purpose of this report is to seek Council’s approval for their investment, which will support a 4,000 square foot building initially with future plans to

expand to 6,000 square feet and also to develop the west 3 acres for an industrial plaza offering space for other businesses to grow in the Town of Tillsonburg.

DISCUSSION

The new location for Triumph Trailers Sales will expand their manufacturing operations in the Town of Tillsonburg. While there will only be 3 – 5 new jobs here initially, Triumph Trailer Sales and Xcel Fabrication & Design collectively employ approximately 60 people in the Town of Tillsonburg.

This new building will serve as for final trailer assembly (outfitting and finishing) allowing them to improve production efficiencies at their Clearview Drive location, while supporting the launch of new trailer products, including for the Canadian Defense Industry.

In reviewing this request, staff continue to note the following desirable characteristics of the development:

- It meets the primary intent of the Town’s Community Improvement Plan Policies, which includes:
- *“The improvement of existing industrial areas by encouraging further development and redevelopment”*

The new location for Triumph Trailer Sales will both retain and support the growth of an existing Tillsonburg business. Triumph Trailer Sales represents further diversification of the Town’s Transportation (Automotive) manufacturing sector as follows:

1. Diversification in the type of Transportation sector component being produced from parts that go into vehicles to an accessory for a vehicle; and,
2. Diversification of sectors through Triumph Trailer’s increased focus on supplying the Canadian Defence Industry.

Triumph Trailers Sales’ investment also meets the objectives of the Town’s Community Improvement Plan to:

“...encourage long-term investment that improves the economic climate of the Town”

EDM 26-012 Community Improvement Plan – Triumph Trailer Sales

Based on the desirability of retaining a fast-growing company in the Town of Tillsonburg and supporting the increased diversification of the Town’s Transportation Sector, including taxable assessment and job growth, the Development Commissioner is recommending that Triumph Trailer Sales Inc be approved for the High Level of the Tax Increment Grant Back Program.

To note, Triumph Trailer Sales also applied for the Building Permit Fee Grant Back Program, but, due to limited funds available, the Development Commissioner is not recommending that they be granted any rebates for Building Permit Fees.

CONSULTATION

The Community Improvement Plan was developed through extensive consultation and input from the Economic Development Advisory Committee and the community. The application has been submitted by an existing business in the community for a new location and has been circulated to the Building, Planning and Finance Departments with their comments taken into account.

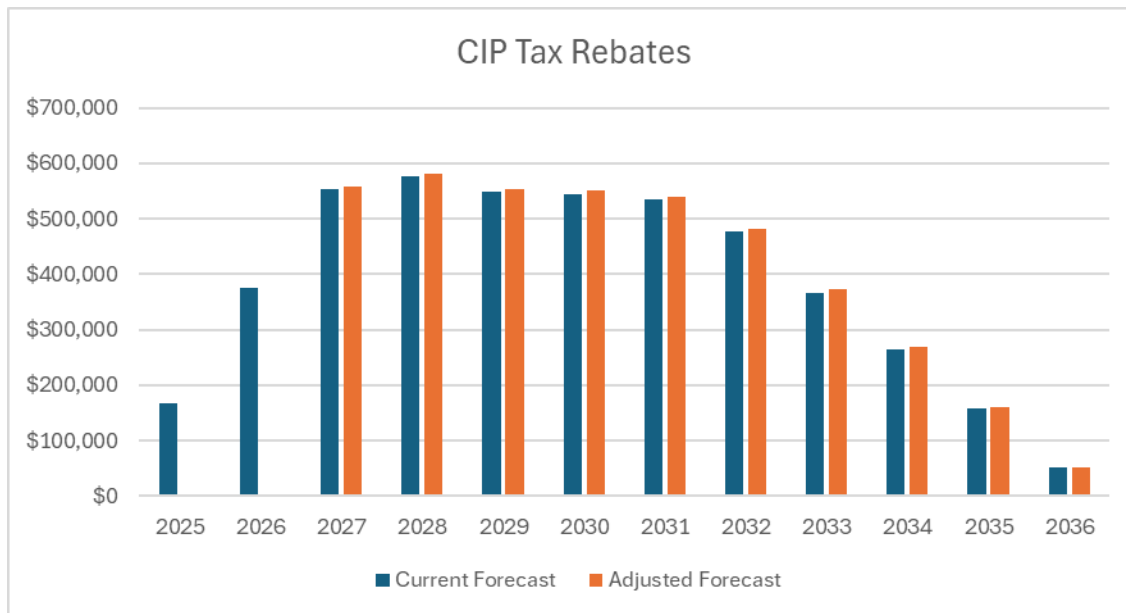
FINANCIAL IMPACT/FUNDING SOURCE

The Finance Department has provided an estimate of the potential tax rebate under the High level of support provided for in the Community Improvement Plan based estimated industrial assessment of \$400,000 as below.

High Level										
Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	40.0%	30.0%	20.0%	10.0%	
\$ 5,104	\$ 5,257	\$ 5,415	\$ 5,577	\$ 5,745	\$ 5,917	\$ 4,876	\$ 3,766	\$ 2,586	\$ 1,332	\$ 45,575

The Development Commissioner is recommending the High Level of support based on the previously noted reasons.

Overall, the approval of this application will add \$5,104 to the overall CIP tax rebates, which will increase to the levels noted in the image below. For 2027 budget, the overall tax rebates will be \$557K, or 0.75% levy increase over 2026:



CORPORATE GOALS

How does this report support the corporate goals identified in the Community Strategic Plan?

- Lifestyle and amenities
- Customer service, communication and engagement
- Business attraction, retention and expansion
- Community growth
- Connectivity and transportation
- Not Applicable

Does this report relate to a specific strategic direction or project identified in the Community Strategic Plan? Please indicate section number and/or any priority projects identified in the plan.

Goal – Through community and regional partnerships, Tillsonburg will attract and retain a diverse range of businesses, creating employment opportunities for residents and a balanced tax base

Strategic Direction – Not applicable

Priority Project – *Ongoing Projects* – Increase diversity in manufacturing and other key sectors

ATTACHMENTS

Appendix A – Community Improvement Plan Application