

The Corporation of the Town of Tillsonburg

Economic Development Advisory Committee Meeting

AGENDA



Tuesday, April 9, 2024

12:00 PM

Thompson Goossens Accountants Boardroom

21 Oxford Street, Tillsonburg

1. Call to Order

2. Closed Session

Moved By: _____

Seconded By: _____

THAT Council move into Closed Session to consider...

Moved By: _____

Seconded By: _____

THAT the Economic Development Advisory Committee moves into closed session to consider the following:

Awards of Excellence Nominations

239 (2) (i) a trade secret or scientific, technical, commercial, financial or labour relations information, supplied in confidence to the municipality or local board, which, if disclosed, could reasonably be expected to prejudice significantly the competitive position or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

2.1 Adoption of Agenda

2.2 Disclosures of Pecuniary Interest and the General Nature Thereof

2.3 Adoption of Closed Session Committee Minutes

2.4 Reports

2.4.1 Awards of Excellence Nominations

3. Adoption of Agenda

Proposed Resolution #2

Moved By: _____

Seconded By: _____

THAT the Agenda as prepared for the Economic Development Advisory Committee meeting of Tuesday, April 9, 2024, be adopted.

4. Disclosures of Pecuniary Interest and the General Nature Thereof

5. Adoption of Minutes of Previous Meeting

Proposed Resolution #3

Moved By: _____

Seconded By: _____

THAT the minutes of the Economic Development Advisory Committee of March 12, 2024, be approved.

6. General Business and Reports

6.1 Monthly Activity Update

6.2 THI Hydro Capacity Update

6.3 Residential Density Briefing Note

6.4 Oversizing of Municipal Services Follow-Up

6.5 Future Meeting - Ground Lease Update

7. Information Items

7.1 Council Resolution - CS-24-029 EDAC Committee Membership

7.2 Backflow Prevention Response Follow-Up

7.3 Development Charges Background Study - Oxford County

8. Planning Items Circulation

9. Community Strategic Plan

9.1 Town Hall Update

9.2 Affordable and Attainable Housing Committee

9.3 Health Care Committee

9.3.1 Minutes - Community Health Care Advisory Committee

10. Boundary Adjustment

11. Community Organization Updates

11.1 Downtown Business Improvement Association

11.1.1 Report from BIA Chair

11.2 Tillsonburg District Chamber of Commerce

11.3 Woodstock, Ingersoll, Tillsonburg and Area Association of Realtors

11.3.1 Monthly Statistics

12. Round Table

13. Next Meeting

14. Adjournment

Proposed Resolution #4

Moved By: _____

Seconded By: _____

THAT the Economic Development Advisory Committee meeting of Tuesday, April 9, 2024 be adjourned at _____ p.m.



tion of the Town of Tillsonburg ment Advisory Committee Meeting **MINUTES**

Tuesday, March 12, 2024

7:30 AM

Thompson Goossens Accountants Boardroom

21 Oxford Street, Tillsonburg

ATTENDANCE:	Suzanne Renken
	Councillor Bob Parsons
	Lisa Gilvesy
	Andrew Burns
	Randy Thornton
	Gurvir Hans
	Randi-Lee Bain
	Jesse Goossens
	Mark Renaud, Executive Director, Tillsonburg BIA
Regrets:	Dane Willson
	Deb Gilvesy, Mayor
	Steve Spanjers
	Kirby Heckford
Staff:	Cephas Panschow, Development Commissioner
	Julie Ellis, Deputy Clerk

1. **Call to Order**

The meeting was called to order at 12:06 p.m.

2. **Adoption of Agenda**

Resolution # 1

Moved By: Randy Thornton

Seconded By: Suzanne Renken

THAT the Agenda as prepared for the Economic Development Advisory Committee meeting of Tuesday, March 12, 2024, be adopted.

Carried

3. Disclosures of Pecuniary Interest and the General Nature Thereof

There were no disclosures of pecuniary interest.

4. Adoption of Minutes of Previous Meeting

Resolution # 2

Moved By: Randy Thornton

Seconded By: Mark Renaud

THAT the minutes of the Economic Development Advisory Committee of February 13, 2024, be approved.

Carried

5. Presentations

5.1 Bridge Street Streetscape Update

David Duhan, SHIFT Landscape Architecture, provided an update on the design plans for the Reimagined Bridge Streetscape project.

The committee asked questions of the presenter regarding:

- The Clock Tower - nothing has been decided yet
- Timelines - still has not gone to council
- Location of the BMI Group Development
- Parking
- Seating options, including swings

Committee members shared concerns regarding:

- Existing infrastructure
- Cleaning, policing and maintenance
- Parking and traffic
- The impact of growth on infrastructure

The committee discussed adding the development of a work plan to keep track of ongoing projects to a future agenda.

6. General Business and Reports

6.1 Monthly Activity Update

C. Panschow, Development Commissioner, provided an overview of the monthly activity update.

6.2 1 Innovation Way

C. Panschow, Development Commissioner, provided an update on 1 Innovation Way.

7. Information Items

7.1 CN Rail Line Update Report

This item was brought forward for information.

7.2 BMA Municipal Survey

This item was brought forward for information.

7.3 Development Charge By-Law Review - Stakeholder Meeting

C. Panschow, Development Commissioner, shared information about the upcoming Development Charges Stakeholder Meeting and encouraged everyone to attend.

8. Planning Items Circulation

9. Community Strategic Plan

9.1 Town Hall Update

There was no updated provided.

9.2 Affordable and Attainable Housing Committee

There was no updated provided.

9.3 Health Care Committee

There was no updated provided.

10. Boundary Adjustment

10.1 Density Briefing Note

This item will be added to the next agenda.

11. Community Organization Updates**11.1 Downtown Business Improvement Association****11.1.1 Report from BIA Chair**

M. Renaud, Executive Director shared about the BIA's upcoming Downtown Pub Crawl, which has been getting a lot of attention on social media.

11.2 Tillsonburg District Chamber of Commerce

S. Renken provided an update on the Chamber of Commerce.

The annual Awards of Excellence nominations have gone out.

The Chamber Office will be moving to the 2nd floor of the Town Centre Mall at 200 Broadway on April 1st.

11.3 Woodstock, Ingersoll, Tillsonburg and Area Association of Realtors

There was no update on this item.

12. Round Table**13. Next Meeting**

Tuesday April 9, 2024 at 12:00p.m.

14. Adjournment**Resolution # 3**

Moved By: Randy Thornton

Seconded By: Randi-Lee Bain

THAT the Economic Development Advisory Committee meeting of Tuesday, March 12, 2024 be adjourned at 1:31 p.m.

Carried

Monthly Activity Update – (April 2024)

Prepared for the Economic Development Advisory Committee

Project Name/Reference	Status
Bridge Street Re-Imagining Task Force	<p>The consultant (Shift Landscape) has presented 90% design concepts to the Task Force.</p> <p>Next steps include:</p> <ul style="list-style-type: none"> • Presentation of draft concepts to Council • Planned Public Information Centre (PIC) event to present/get input from the public on the refined concepts • Review final draft streetscape plan (100% design)
Boundary Adjustment	<p>RFP to review 2020 Hemson Study and support Town's review of future studies put on hold on due to Bill 23</p> <p>Committee rolled into Economic Development Advisory Committee</p> <p>Next Steps:</p> <ul style="list-style-type: none"> • Awaiting Provincial Policy Statement releases (early 2024?) • Awaiting Oxford Population Study and Official Plan Update process
Future Industrial Growth/Phase 2 VIP	<ul style="list-style-type: none"> • RFP for Engineering Design released on Jan 4, 2024, with 3 proposals received by the Feb 12 deadline. • Conditional Share Purchase Agreement and Agreement of Purchase and Sale in place • Council approved award of detailed design contract to Dillon Consulting on March 25, 2024 <p><u>Next Steps:</u></p> <ul style="list-style-type: none"> • Prepare overview presentation on key items including capacity, design and marketing options for upcoming meeting
Lead Generation Tracking	74 Lead files opened in 2023
Post-Secondary Education Enhancements	<p>Awaiting outcome of The Multi-Service Centre's Ontario Skills Development Fund application.</p> <p>Town and MSC met with Glendale High School</p>

	<p>and discussed Tech Health Care Class, SHSM, Course Needs.</p> <p>Spring Job Fair on May 1</p>
Town Hall Project	<p>Detailed Design Contract has been approved by Council. Building/property assessments underway. Updates to earlier floor plans being finalized.</p>
<p>Job Market Pulse</p> <p>Tillsonburg Jobs Data</p> <p>Oxford Jobs Data</p>	<p>Summary of the jobs available in Tillsonburg and Oxford for March 2024:</p> <p>301 Active Job Posts (flat from February), 176 New Job Posts (up 3%), 142 Companies Hiring (up 10%).</p> <p>Top Sectors Hiring:</p> <ul style="list-style-type: none"> • Other motor vehicle parts mfg • General hospitals • Employment placement agencies • Limited Service Eating Places • Residential Developmental Handicap Facilities <p>Top hiring companies are: TDMH, Marwood, Community Living, Maple Manor, Goodwill Industries</p> <p>1,541 Active Job Posts (down 1%) with 890 New Job Posts (up 6%) and 709 Companies Hiring (up 6%). Top Sectors Hiring:</p> <ul style="list-style-type: none"> • General hospitals • Employment placement agencies • Limited service eating places • Other motor vehicle parts mfg • Community Care Facilities for the Elderly

	<p>Top hiring companies are: Woodstock Hospital, Kijiji, Marwood, Sienna Senior Living, Shoppers Drug Mart</p> <p>Note: Oxford County has approximately 66,000 jobs so the County's October job vacancy rate is estimated at 2.3%</p>
--	---

Residential Density in Oxford County

January 30, 2024

Background

Planning staff monitor residential density on an ongoing basis to ensure efficient use of land and infrastructure. The County does not have density targets specifically assigned by the Province (i.e. through a Provincial Growth Plan like municipalities to our east, such as Waterloo Region and Brant), but has policies in the County Official Plan to ensure that new development is approved and built at an appropriate density.

Based on recent development monitoring activities, it appears that the overall average residential densities in the County have generally been trending higher over time, with a shift toward smaller single detached lots and a higher proportion of multiple unit type building forms (i.e. street fronting townhouses, stacked townhouses, apartments etc.). It is noted that increased density does not necessarily mean tall apartment buildings, as there are also many ways to substantially increase density with lower to mid-rise building forms.

Existing Overall Residential Densities

Statistics Canada is a trusted source that municipalities, planners and the public can typically rely upon for accurate and unbiased demographic information. However, the Census density information is, unfortunately, too high level/general for most municipal purposes and simply does not provide a useful or consistent basis for accurately understanding and/or comparing residential densities in each community/municipality. A brief explanation of the reasons for this are as follows:

- The Census population density figure for a particular municipality is simply the total population divided by the total area in km² of all land within that municipality. As such, it includes non-residential (i.e. industrial, commercial, institutional, agricultural etc.), non-developable (e.g. hazard lands – floodplains, steep slopes and natural heritage features – woodlands, wetlands, valleylands etc.), vacant/future development land, and rural/agricultural areas in the total land area. This typically results in a far greater total land area than if just the lands actually used/developed for residential purposes were considered.
- The proportion of a municipality's total land area that is actually used/developed for residential purposes can vary significantly from municipality to municipality (i.e. based on the amount of natural areas/features, employment uses, lands outside of settlement areas etc.) this calculation does not provide a consistent basis for comparing actual residential density between municipalities.

For example, in Woodstock, Tillsonburg, and Ingersoll the proportion of the total municipal land area that is used/developed for residential purposes varies from approximately 18% to 30%. A good example from outside of Oxford as to how much this can vary is the City of Hamilton, which has large agricultural/rural areas within its municipal boundary (i.e. the City's urban settlement boundary is much smaller than its municipal boundary). This results in a Census population density of only 509.1 people km² (5.1/ha) for the City of Hamilton (considerably lower than the Census population densities for Oxford's three urban municipalities), when the actual residential density for Hamilton's urbanized settlement area is clearly much higher.

Therefore, planning staff have undertaken some preliminary spatial analysis to try to develop a more accurate approximation of the current residential density in Oxford's fully serviced communities. This approach is focused only on the existing lands used for/developed for residential purposes in each community (i.e. removes employment land, vacant development land, environmental constraints, agricultural land etc.). These density estimates are shown in the table below, together with the Census density data (which has been converted from people/km² to dwellings/gross ha for ease of comparison).

Estimated Actual Average Residential Density in Oxford vs. Census Density					
Settlement	Residential Area – net (gross) ha	Total Dwelling units (2021 Census)	Net Density- units/net (gross) ha¹	Total land area - in hectares (2021 Census)	Density (2021 Census) Dwellings (Pop.)/gross ha
Woodstock	1,036 (1,395)	19,482	19 (14)	5,646	3.5 (8.3)
Tillsonburg	407 (566)	8,300 ²	20 (15)	2,220	3.8 (8.4)
Ingersoll	386 (508)	5,635	15 (11)	1,273	4.4 (10.8)
Total	1,829 (2,469)	33,417	18 (13.5)	9,139	-

Table Notes:

Note 1:

These density estimates were prepared by the CPO based on readily available spatial data and using the following general methodology/assumptions:

- Residential area includes all lands in zones that currently allow residential units as a primary use (including mixed use zones such as entrepreneurial zones, village zones). Lands in institutional, commercial and industrial zones were excluded.
- Vacant lands, roads and constrained lands (i.e. hazard lands – floodplains, erosion hazards and natural heritage features – wetlands, lakes/ponds, woodlands, valleylands etc.) were removed from the built area to approximate a net density.
- The vacant lands data used for this analysis was current to the end of 2020, as that was the closest data snapshot available for comparison to the 2021 Census data (i.e. reference date of May 11, 2021) from which total dwelling units were determined.
- Dwelling unit totals are represented by total dwellings, including unoccupied units.

Note 2

Reflects post Census adjustments made by Statistics Canada to correct the Tillsonburg Census Dwelling totals as stated in the 2021 Census release (i.e. the original Census release has not been updated to reflect this correction).

Some initial observations from the above analysis are as follows:

- The estimated density is not evenly distributed across the built-up area of each municipality (i.e. often large areas of historic residential development at considerably lower density, higher average densities in more newly developed areas and pockets of considerably higher density);
- Settlements with a higher proportion of their total existing households comprised of multiple unit dwellings and/or a larger proportion of more recently constructed housing stock (i.e. post 1995) tended to have higher densities (i.e. due to the need to meet the current OP minimum density requirements as well as the gradual upward trend in average densities over time).

As noted in the CPO staff report CP 2023-288 – ‘Increasing Residential Density’, an overall minimum net residential density of approx. 30 units/net ha would generally be in keeping with Provincial direction on density, ensure the efficient use of land, infrastructure and public service facilities, facilitate a mix of housing options, and support complete, healthy communities.

For comparison, over the 3 year period (i.e. 2020-2022), the County’s three Large Urban Centres achieved an average overall residential density (i.e. comprising all unit types and both greenfield development and intensification) for new development of approximately 34 units/net hectare (13.8 units/net acre). The higher density of intensification/re-development projects contributed significantly to that higher average, as the average density for just greenfield development was a little below 30 units/net hectare.

So, if current overall density trends were to continue/increase for greenfield development (i.e. achieving a min. of 30 units/net ha), together with further intensification in appropriate locations within existing built-up areas (i.e. central areas, along major roads etc.) plus gentle density (e.g. ARUs etc.) the above noted existing average residential density of Oxford’s communities should continue to increase gradually over time. Planning staff are currently in the process of reviewing opportunities to increase height/density in each community.

From: [Clerks](#)
To: [Jesse Goossens](#); [Kyle Pratt](#); [Cephas Panschow](#)
Cc: [Laura Pickersgill](#); [Tanya Daniels](#); [Julie Ellis](#); [Hillary Miller](#); [Renato Pullia](#)
Subject: Council Decision Letter - CS-24-029 - EDAC Committee Membership
Date: Tuesday, March 26, 2024 11:22:24 AM
Attachments: [image001.png](#)

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or on clicking links from unknown senders.

Good morning,

The following resolution was defeated at the March 25th, 2024 Town of Tillsonburg Council Meeting:

CS-24-029 - EDAC Committee Membership

Resolution # 2024-138

Moved By: Councillor Parker

Seconded By: Councillor Rosehart

- A. THAT report CS 24-029 titled Economic Development Advisory Committee (EDAC) Membership be received as information; and
- B. THAT Cedric Tomico be added to the Economic Development Advisory Committee; and
- C. THAT the Terms of Reference for the Economic Development Advisory Committee be amended to expand by one member; and
- D. THAT a By-Law be presented to Council for consideration to effect the membership expansion and appointment.

Defeated

Should you have

Thank you,

Julie Ellis

Deputy Clerk

Town of Tillsonburg

10 Lisgar Avenue

Tillsonburg, ON N4G 5A5

Phone: 519-688-3009 Ext. 4041

Ranked one of "Canada's Top 25 Communities to Live and Work Remotely" (*Maclean's 2021 Best Communities*)

www.Tillsonburg.ca

www.DiscoverTillsonburg.ca

www.Facebook.com/TillsonburgON



From: David Simpson

Sent: Wednesday, March 13, 2024 4:41 PM

To: Jonathon Graham ; Renato Pullia

Cc: Don Ford ; Scott Alexander ; Mackenzie Schultz ; Economic Development Advisory Committee ; Chloe Senior ; Clerks

Subject: RE: Council Decision Letter - EDM-24-008 Economic Development Advisory Committee Resolution - Backflow Prevention By-Law Update

Hi Jonathon

Thank you for forwarding the Tillsonburg Council resolution on March 11, 2024 regarding Report EDM-24-008 Economic Development Advisory Committee regarding consideration of the County's Backflow Prevention By-Law Update which was previously adopted by Oxford County Council on June 14, 2023 (Report No. PW 2023-29).

Accordingly, the associated County By-law has already been passed and instituted for staff implementation of the Backflow Prevention Program (Program) which, upon notification, affords a 90 day period for the ICI and Multi-residential sectors to complete a Backflow Cross Connection Survey. In cases where such sector properties pose either a moderate or severe hazard to the County's municipal drinking water system in Tillsonburg, property owners are then required to install and test a backflow prevention device within 3 years under the by-law.

As the Program continues to be rolled out in Tillsonburg, staff have already informally adopted an extended "grace" period to 180 days for the surveys to be completed by respective property owners, following notification, to help facilitate uptake to the ultimate requirements of the Program and necessary ongoing protection of the County's municipal drinking water system in Tillsonburg.

Regards
David

DAVID SIMPSON, P.Eng., PMP (He/Him) | Director of Public Works

Oxford County | 21 Reeve St., PO Box 1614, Woodstock, ON, N4S 7Y3

www.oxfordcounty.ca | T 519.539.9800 / 1-800-755-0394, ext 3100



This e-mail communication is CONFIDENTIAL AND LEGALLY PRIVILEGED. If you are not the intended recipient, use or disclosure of the contents or attachment(s) is strictly prohibited. If you have received this communication in error, please notify the author by return e-mail and delete this message and any copy of it immediately. Thank you.

p Think about our environment. Print only if necessary.

From: Jennifer Lavallee <jlaivallee@oxfordcounty.ca>
Date: April 1, 2024 at 9:23:43 AM EDT
Subject: UPDATE - Development Charge Background Study

UPDATE | Message to developers and related organizations

The presentation document from the March 18th stakeholder information session is now available on the Speak Up! Oxford page at the link below. Also posted to this page are the presentation files to each of the participating municipal councils. Subsequent notice will be sent out once all the draft background study materials are available.

The County has also added a quick poll to receive feedback on how developments may be impacted, should the non-statutory industrial exemption be removed. We'd greatly appreciate any feedback you are willing to provide.

You can view the project page at: <https://www.oxfordcounty.ca/dc-study>

If you have any questions, please do not hesitate to reach out.

Thanks,

Jennifer Lavallee, CPA, CGA, CAMP

(She/Her/Hers)

Manager of Capital Planning

County of Oxford

PO Box 1614, 21 Reeve St

Woodstock, ON N4S 7Y3

519-539-9800 x3022

jlaivallee@oxfordcounty.ca



This e-mail communication is CONFIDENTIAL AND LEGALLY PRIVILEGED. If you are not the intended recipient, use or disclosure of the contents or attachment(s) is strictly prohibited. If you have received this communication in error, please notify the author by return e-mail and delete this message and any copy of it immediately. Thank you.

 Think about our environment. Print only if necessary.

The Corporation of the Town of Tillsonburg

Community Health Care Advisory Committee Meeting

MINUTES



Tuesday, January 9, 2024
1:00 PM
Boardroom CSC
10 Lisgar Ave.

ATTENDANCE: Mayor Deb Gilvesy
Deputy Mayor Dave Beres
Councillor Kelly Spencer
Nadia Facca
Mike Bastow
Dr. Clay Inculet
Stephanie Nevins
Gerry Dearing

Regrets: Dr. John Andrew
Dr. Will Cheng
Dr. Mohammed Abdalla
Teresa Martins

Staff: Kyle Pratt, Chief Administrative Officer
Laura Pickersgill, Executive Assistant

-
- 1. Call to Order**
 - 2. Adoption of Agenda**

Moved By: Mayor Gilvesy
Seconded By: Nadia Facca

THAT the Agenda as prepared for the Health Care Advisory Committee meeting of Tuesday, January 9, 2024, be adopted.

Carried

3. Disclosures of Pecuniary Interest and the General Nature Thereof

No disclosures of pecuniary interest were declared.

4. Adoption of Minutes of Previous Meeting

5.1 there is a lot of active recruitment

Resolution # 2

Moved By: Councillor Spencer

Seconded By: Nadia Facca

THAT the minutes of the Health Care Advisory Committee of November 14, 2023, be approved.

Carried

5. General Business and Reports

5.1 Motion - Oxford County Council - Physician Recruiter - Mayor Gilvesy (verbal update)

Mayor Gilvesy provided an update on the Oxford County Council Physician Recruiter motion.

There was a discussion regarding other strategies and incentives that can be implemented in the case the recruiter is not approved. The Committee would like to have input into the expectations of the Recruiter position if approved.

Roulstons is creating clinic space in their new clinic that is proposed to be operational by June 2024.

Dr. Inculet joined the meeting at 1:08 p.m.

5.2 Terms of Reference Discussion

The Terms of Reference were briefly reviewed to ensure the Committee is continuing to meet their mandate.

5.3 Municipal World Article - Economic Benefits of a Recruiter

This item was shared for information.

5.4 Ministry of Health Delegation - ROMA Conference

Town representatives will be attending a delegation at the upcoming ROMA Conference with the Ministry of Health and members were asked to send any topics for discussion to Laura.

S. Nevins would like faster decision making and to remind the Provincial government that all they need to become operational locally is funding.

6. Next Meeting

A doodle poll will be sent out for the best time to meet on April 9th.

7. Adjournment

Resolution # 3

Moved By: Nadia Facca

Seconded By: Councillor Spencer

THAT the Health Care Advisory Committee meeting of Tuesday, January 9, 2024 be adjourned at 1:42 p.m.

Carried



DTBIA ECDEV/TDCC REPORT - EXECUTIVE SUMMARY

April 2024

- 1) Pharmasave has opened as of Tuesday, April 2nd – the new pharmacist-owners were welcomed and congratulated on their opening. The BIA team will be meeting to do a video feature “meet the owners” in the coming days.
- 2) Ren’s Pet Depot opened March 30th. Grand opening is April 6th.
- 3) Oversight Property Management opened in Q1 in the former Sew-U-Can space at 44 Harvey Street. This business relocated from Springford to our downtown.
- 4) Financial performance to date is as expected with no areas of concern.
- 5) The BIA co-working space continues to be a busy hub with a 3rd barber joining the team. All the tenants are satisfied with their space requirements. As the co-working agreements come due, rents will be adjusted to reflect market dynamics and the costs incurred with utilities, maintenance and supplies necessary to operate the shared space.
- 6) Salthill Capital: the team has been having regular meetings with our largest BIA member on a frequent basis given the importance of the Tillsonburg Town Centre to the traffic and health of the downtown core area. Many positive changes are coming to mall in 2024. The BIA will await further announcements from the new-to-market national tenants who will be coming to the centre in 2024.
- 7) Community events: The BIA team continues to participate in community events and activities.
- 8) Activations + Events: The “Pub Shammy” pub crawl was a resounding success with higher-than-expected attendance. There was universally positive feedback from the participants. Special thanks to all our partner businesses including the sponsors of the taxi chits.
- 9) Social media metrics continue to track significantly higher than prior year. The Instagram reels are achieving stellar results. The plan is to continue with additional video content through the remainder of 2024.
- 10) The BIA team is supporting the upcoming town-wide job fair on May 1st. Planning meetings have been taking place on a weekly basis.
- 11) The 2024 beautifications stakeholder meeting was held March 6th. Plans are in place to execute along with our community partners. As discussed previously, orange will be the primary colourway for 2024.
- 12) The team will be going to Town Council to present our plans for the Harvey Street streetscaping project. SHIFT Landscape Architects from Guelph, ON was retained to ensure that this project fits with the upcoming and future/proposed Bridge Street Reimagination task force recommendations. The Harvey Street project is externally funded for approximately 50% of total project costs and will be completed in 2024 fiscal year pending council approval of the design.
- 13) The team continues to focus on serving the membership. As always, suggestions and constructive feedback is always welcomed.

WOODSTOCK INGERSOLL TILLSONBURG & AREA ASSOCIATION OF REALTORS®
MLS® ACTIVITY FOR THE TOWN OF TILLSONBURG
MONTH ENDING MARCH 2024

	2024	YEAR TO DATE 2023	% Difference	2024	MONTHLY 2023	% Difference
\$ value of Total Units Sold	\$49,887,692	\$69,798,077	-28.5%	\$18,041,721	\$36,480,380	-50.5%
\$ value of Residential Units Sold	\$47,074,792	\$60,663,391	-22.4%	\$16,468,821	\$28,943,446	-43.1%
\$ value of Other Units Sold	\$2,812,900	\$9,134,686	-69.2%	\$1,572,900	\$7,536,934	-79.1%
 Total # of Units Sold	 84	 108	 -22.2%	 30	 55	 -45.4%
# of Residential Units Sold	80	97	-17.5%	28	46	-39.1%
# of Other Units Sold	4	11	-63.6%	2	9	-77.7%
 Total # of New Listings	 149	 143	 4.1%	 55	 52	 5.4%
Total # of New Residential Listings	134	133	0.8%	47	51	37.5%
Total # of Other New Listings	15	10	50.0%	8	1	700.0%
 Total # Currently on Market	 ***see monthly numbers			 115	 71	 61.9%
# of Residential Currently on Market	***see monthly numbers			85	65	30.8%
# of Other Listings Currently on Market	***see monthly numbers			30	6	400%

RESIDENTIAL SALES BY PRICE CATEGORY	Accum. 2024 YTD	Accum. 2023 YTD	Month Reporting 2024	Month Reporting 2023
\$ - \$299,999	1	1	1	1
\$300,000 - \$499,999	24	18	5	6
\$500,000 - \$599,999	26	23	9	13
\$600,000 - \$699,999	15	27	8	14
\$700,000 - \$799,999	5	20	3	12
\$800,000 - \$899,999	7	5	2	3
\$900,000 - \$999,999	0	2	0	0
\$1,000,000 - \$1,099,999	1	1	1	1
\$1,100,000 - \$1,199,999	1	0	0	0
\$1,200,000 or Greater	1	0	0	0

Average Residential Sale Price			
	2024	2023	%DIFF
MONTH	\$588,172	\$629,060	-6.5%
YTD	\$588,435	\$629,342	-5.9%

Region: Oxford
Municipality: Tillsonburg

All YTD Totals may not match the month to month cumulative due to continuous, live updates of data combined with permitted timing of entry.

The information only represents MLS® listings sold and reported through the ITSO MLS® system. The information has been drawn from sources deemed reliable, but the accuracy and completeness of the information is not guaranteed. In providing this information, the Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® does not assume any responsibility or liability.

Member Thumbnail
Active / Commercial Sale

100 TOWNLINE Rd Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40563595
Price: \$19,750,000.00



MLS® #: **40563595**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **3/3**
Bldg Area Total: **167,000**
Lot Size Area: **7.29**
Lot Front: **644.00**
Lot Depth:
Tax Amount: **\$89,170**
Tax Year: **2023**
Listing Date: **04/01/2024**

Rare Industrial facility for sale located in the growing town of Tillsonburg. Fully renovated former manufacturing space with large 2000 amp power service, 14 truck level docks, on site rail spur, large steel sided storage building not included in square footage numbers all located on 7.29 acres of land. Located in close proximity to Highway 3, and is approximately 25 minutes South of Highway 401.

L/Brokerage: **Royal LePage R.E. Wood Realty Brokerage**
L/Salesperson: **Dane Willson, Broker**
L/Brokerage 2: **CBRE LIMITED, BROKERAGE**
L/Salesperson 2: **LARIN SHOULDICE, Sales Representative**
Seller: **West Wind Properties Inc.**

Member Thumbnail
Active / Commercial Sale

128 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40561125
Price: \$750,000.00



MLS® #: **40561125**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **10/10**
Bldg Area Total: **4,677**
Lot Size Area: **0.09**
Lot Front: **21.93**
Lot Depth:
Tax Amount: **\$4,812**
Tax Year: **2023**
Listing Date: **03/25/2024**

Prime Downtown Tillsonburg Investment opportunity to own an established commercial building on the main street Broadway. Busy restaurant with 2 bedroom rental unit on 2nd floor. Increase your monthly income with the option to add a tenant upstairs as the unit will be vacant on close. Perfect for the Owner-Occupier, this work-live property is ready to go. The restaurant features 3093sf of space including a dining area, 2 kitchen work spaces, 2 offices, 2 washrooms, and plenty of storage. The charming 2nd floor boasts a large living room, kitchen and island, laundry/storage, full bath, 2 bedrooms, with 9ft + soaring ceilings. Separate HVAC systems, each with separate controls, and water heaters. 2 x Furnaces and 2 x Hot water heaters are owned. Separately metered for electricity and gas. The massive full basement runs the length of the building and is ready for future development. Book your showing today! Business also for sale on MLS#40561194

L/Brokerage: **PRIME REAL ESTATE BROKERAGE**
L/Salesperson: **ROGER HORVATH, Sales Representative**
L/Brokerage 2:
L/Salesperson 2:
Seller: **2434137 Ontario inc.**

Member Thumbnail
Active / Commercial Sale

18 HARVEY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40560453
Price: \$599,900.00



MLS® #: **40560453**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **13/289**
Bldg Area Total: **2,133**
Lot Size Area:
Lot Front: **60.50**
Lot Depth:
Tax Amount: **\$2,805**
Tax Year: **2022**
Listing Date: **03/22/2024**

Welcome to this amazing investment opportunity in the heart of downtown Tillsonburg! This triplex has it all - a commercial office on the main floor, two residential units (one 2-bedroom and one 1-bedroom), and plenty of parking for both customers and residents. With an ideal location across from Starbucks, you have the potential to tap into high foot traffic or open up your own business. Enjoy peace of mind knowing that there are long term tenants already in place. Don't miss out on this great opportunity!

L/Brokerage: **Wiltshire Realty Inc. Brokerage**
L/Salesperson: **Bryan Wiltshire, Broker of Record**
L/Brokerage 2: **Wiltshire Realty Inc. Brokerage**
L/Salesperson 2: **Amanda Wiltshire, Salesperson**
Seller: **Estate of Bobby West c/o Jamie West**

Member Thumbnail
Active / Commercial Sale

1418 BELL MILL SIDE Rd Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40553579
Price: \$1,300,000.00



MLS® #: **40553579**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **22/22**
Bldg Area Total: **4,554**
Lot Size Area: **0.96**
Lot Front: **286.05**
Lot Depth:
Tax Amount: **\$2,634**
Tax Year: **2023**
Listing Date: **03/13/2024**

Located at 1418 Bell Mill Road, this Industrial Property and Building is ready for your design and layout input. With 17' side wall height and three 14x16 O/H Doors in the warehouse portion totaling over 3,036 sq.ft (66'x46') and 10' ceilings in the designated office portion totaling approx 1,518 sq.ft (66'x23') with a 10x8 OH Door, double glass main entrance door, lots of windows to make the space bright and friendly, and multiple exterior man doors throughout. This is all situated on a private one acre lot with controlled access to a main road leading in and out of Tillsonburg. Enhance your business prospects with the coveted M2 zoning. This designation opens up an array of ventures, allowing for a range of industrial and warehouse uses. Whether it's manufacturing, distribution, or logistics, start here with your ideas and we will finish the interior with your design specification.

L/Brokerage: **Re/Max a-b Realty Ltd Brokerage**
L/Salesperson: **Marius Kerkhoff, Broker**
L/Brokerage 2:
L/Salesperson 2:
Seller: **Stubbe Inc**

Member Thumbnail
Active / Commercial Sale

92 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40551702
Price: \$670,000.00



MLS® #: **40551702**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **24/24**
Bldg Area Total: **5,000**
Lot Size Area:
Lot Front: **22.00**
Lot Depth: **167.60**
Tax Amount: **\$4,435**
Tax Year: **2023**
Listing Date: **03/11/2024**

Prime location right in the heart of the downtown shopping area. This building is Zoned C1. Retail approx. 1875 sq. ft. with a full basement and a 2 bedroom apartment having 1290 sq. ft. on the 2nd floor with separate entrance. The Tenant is long term and very quiet. apartment is a month to month \$600./month Plus utilities. Basement is approx. 1835 sq. ft. Excellent investment opportunity.

L/Brokerage: **Re/Max Tri-county Realty Inc Brokerage**
L/Salesperson: **Bonnie Mudge, Salesperson**
L/Brokerage 2:
L/Salesperson 2:
Seller: **Quang-Nghia Duong**

Member Thumbnail
Active / Commercial Sale

118 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40544272
Price: \$749,900.00



MLS® #: **40544272**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **42/42**
Bldg Area Total: **3,600**
Lot Size Area:
Lot Front: **25.00**
Lot Depth: **75.00**
Tax Amount: **\$4,300**
Tax Year: **2023**
Listing Date: **02/22/2024**

Be your own Boss!! This 2 story, mixed use building, offers prime exposure and excellent location in the busy town of Tillsonburg. The building consists of approx 1875 sqft on main level which was previously used as a family restaurant for years, and all the facilities are there to start your own family owned restaurant, including hood and air make up unit, fire supressant system, walk-in cooler, washrooms, tables and chairs, and various equipment and chattels. Note: all equipment and chattels are being sold in "as is, where is" condition. The upper portion of the building consists of two, 2 bedroom unit with all units having their own heat, hydro and water meters. Perfect building to create a business and have additional rent to subsidize expenses!

L/Brokerage: **NEXT DOOR REALTY INC., BROKERAGE**
L/Salesperson: **TOM RETSINAS, Sales Representative**
L/Brokerage 2:
L/Salesperson 2:
Seller: **726494 ONTARIO INC**

Member Thumbnail
Active / Commercial Sale

114 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40544082
Price: \$614,900.00



MLS® #: **40544082**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **42/42**
Bldg Area Total: **2,780**
Lot Size Area:
Lot Front: **20.90**
Lot Depth: **71.00**
Tax Amount: **\$4,050**
Tax Year: **2023**
Listing Date: **02/22/2024**

Mixed use building in busy downtown core area of Tillsonburg. Main commercial tenant has been there since 2017, and just extended lease until 2025. Upper 1 bedroom unit was completely renovated in 2023 and tenant pays \$1100 plus all expenses. The Upper bachelor unit will be vacant as of March 1. All separate meters; every tenant pays for their own gas, hydro and water. Property to be purchased with adjacent property, 110 Broadway, MLS 40544075

L/Brokerage: **NEXT DOOR REALTY INC., BROKERAGE**

L/Salesperson: **TOM RETSINAS, Sales Representative**

L/Brokerage 2:

L/Salesperson 2:

Seller: **ESTATE OF PETER RETSINAS , POA JACOB RETSINAS**

Member Thumbnail
Active / Commercial Sale

110 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40544075
Price: \$614,900.00



MLS® #: **40544075**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **42/42**
Bldg Area Total: **2,785**
Lot Size Area:
Lot Front: **20.00**
Lot Depth: **167.60**
Tax Amount: **\$4,400**
Tax Year: **2023**
Listing Date: **02/22/2024**

Prime Commercial Location!! Fully occupied building in busy downtown core with ample parking and great exposure!! This mixed use building consists of retail unit on main level currently rented to True North Cannabis store, and two, 1 bedroom unit on upper level. Commercial tenant under a 5 year lease, and upper units are on a month to month lease. All tenants pay their own gas, hydro and water; all units separately metered. Note: Property must be sold with 114 Broadway St (MLS 40544082) adjacent property, and 118 Broadway can be purchased along with it.

L/Brokerage: **NEXT DOOR REALTY INC., BROKERAGE**

L/Salesperson: **TOM RETSINAS, Sales Representative**

L/Brokerage 2:

L/Salesperson 2:

Seller: **726494 ONTARIO INC.**

Member Thumbnail
Active / Commercial Sale

124636 SIMCOE St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40453249
Price: \$399,900.00



MLS® #: **40453249**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **264/264**
Bldg Area Total: **1,396**
Lot Size Area:
Lot Front: **141.90**
Lot Depth:
Tax Amount: **\$2,730**
Tax Year: **2023**
Listing Date: **07/15/2023**

Opportunity knocks. The perfect shell unit for you to operate your own business in a high traffic area. Variety of uses. Zoned Highway Commercial CH zone.

L/Brokerage: **Re/Max Tri-county Realty Inc Brokerage**

L/Salesperson: **Bonnie Mudge, Salesperson**

L/Brokerage 2:

L/Salesperson 2:

Seller: **2758584 Ontario Inc.**

Member Thumbnail
Active / Commercial Sale

19 RIDOUT St W Tillsonburg
Confidential for REALTORS® Only

Listing ID: XH417268
Price: \$455,000.00



MLS® #: **XH4172682**
 Region: **Oxford**
 Municipality Area: **Tillsonburg**
 Neighbourhd/SubDist: **Tillsonburg**
 Property Sub Type: **Retail**
 Business Type:
 Waterfront Y/N: **No**

DOM/CDOM **219/219**
 Bldg Area Total: **1,800**
 Lot Size Area:
 Lot Front: **31.03**
 Lot Depth: **60.16**
 Tax Amount: **\$6,065**
 Tax Year: **2022**
 Listing Date: **08/29/2023**

Welcome to 19 Ridout Street, your business opportunity in the heart of Tillsonburg! This exceptional office building boasts a strategic location in this busy town, offering two spacious office areas with a welcoming waiting area, a fully equipped kitchen, and a versatile meeting hall on the main level. Additionally, the basement area offers multiple rooms that can be customized to suit your unique needs. Whether you're looking to establish a new office space, expand your current operations, or simply secure a prime location for your business, 19 Ridout Street offers the ideal canvas for your success. Don't miss out on the chance to establish or expand your business in this fantastic location.

L/Brokerage: **RE/MAX Escarpment Realty Inc.**
 L/Salesperson: **Chuck Hogeterp, Salesperson**
 L/Brokerage 2: **Re/Max a-b Realty Ltd. Brokerage**
 L/Salesperson 2: **Marius Kerkhoff, Salesperson**
 Seller: **O.B.B PROPERTIES INC.**

Member Thumbnail

127 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40412502
Price: \$795,000.00



MLS® #: **40412502**
 Region: **Oxford**
 Municipality Area: **Tillsonburg**
 Neighbourhd/SubDist: **Tillsonburg**
 Property Sub Type: **Building and Land**
 Business Type:
 Waterfront Y/N: **No**

DOM/CDOM **339/339**
 Bldg Area Total: **9,506**
 Lot Size Area: **4,561.00**
 Lot Front: **27.23**
 Lot Depth: **167.50**
 Tax Amount: **\$8,232**
 Tax Year: **2022**
 Listing Date: **05/01/2023**

Commercial investment opportunity. Retail/office property located in the prime core area of downtown Tillsonburg, next to RBC Bank. Spacious display area with a combined total of approximately 6889 sqft located on main floor and lower level. Updates include: brand new Vinyl siding at the back of the building in summer of 2023, New heating and A/C in 2021, main roof installed in 2016 and second floor roof installed in 2013. This well maintained property features spacious open unencumbered display/office area. Second floor has administration and clerical area. Ample street level and municipal parking nearby. Building is currently occupied by retail men's and ladies store in front as well as a small beauty parlor in back. Building, freight delivery and beauty parlor have rear entry access at alley.

L/Brokerage: **Re/Max Tri-county Realty Inc Brokerage**
 L/Salesperson: **Sherry Sanders, Broker of Record**
 L/Brokerage 2:
 L/Salesperson 2:
 Seller: **942129 Ontario Limited**

Member Thumbnail
Active / Business Only

128 BROADWAY St Tillsonburg
Confidential for REALTORS® Only

Listing ID: 40561194
Price: \$199,999



MLS® #: **40561194**
 Region: **Oxford**
 Municipality Area: **Tillsonburg**
 Neighbourhd/SubDist: **Tillsonburg**
 Property Sub Type: **Sale of Business**
 Business Type: **Restaurant**
 Waterfront Y/N:

DOM/CDOM **10/10**
 Bldg Area Total:
 Lot Size Area:
 Lot Front:
 Lot Depth:
 Tax Amount:
 Tax Year:
 Listing Date: **03/25/2024**

Attention Investors! Here is your chance to own the only Sushi Restaurant in Tillsonburg. Located on busy Broadway st, with excellent visibility, walking traffic, and street parking. This 3093sf of main floor space is turnkey and ready for your customers. Fully equipped with tables & chairs, pos system, 5 refrigerators, 2 freezers, sushi showcase fridge, 4 stainless steel work tables, kimchi refrigerator, grease trap, water purifier, 2 rice cookers, audio system, and Automatic Maki Making Machine (\$20,000). List of all chattels available upon request. This new business is on track to make a Net Operating Income of \$175k this year, based on current sales to date. Perfect for the owner-occupier, as the property is also for sale on MLS#40561125.

L/Brokerage: **PRIME REAL ESTATE BROKERAGE**
 L/Salesperson: **ROGER HORVATH, Sales Representative**
 L/Brokerage 2:
 L/Salesperson 2:
 Seller: **2434137 Ontario inc.**

Protected by copyright. All use of MLS® System data is at your own risk. Information is deemed reliable but Information Technology Systems Ontario makes no warranties or representations regarding the MLS® System data.