

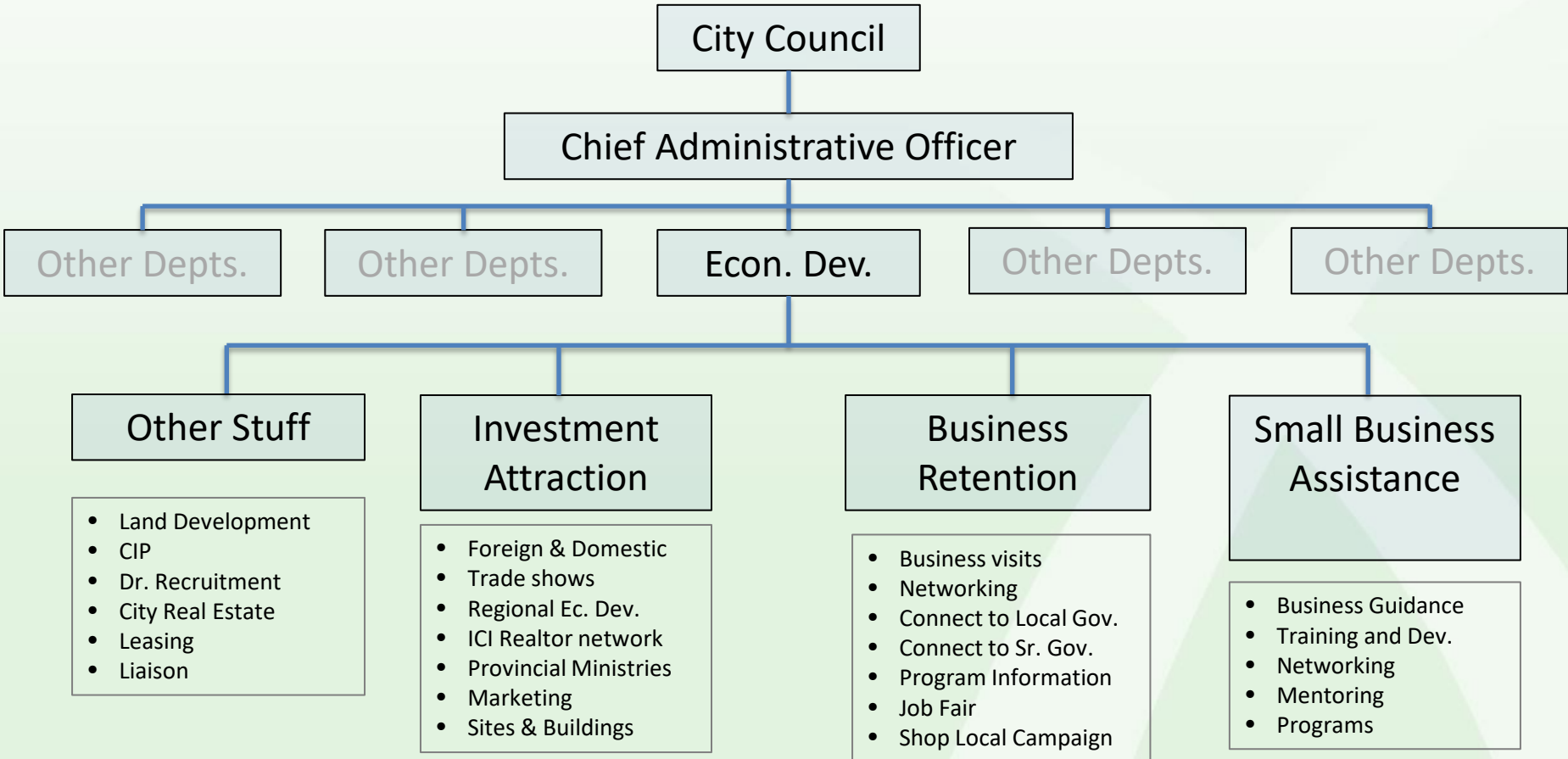
2021 Budget Presentation

Office of the Development Commissioner

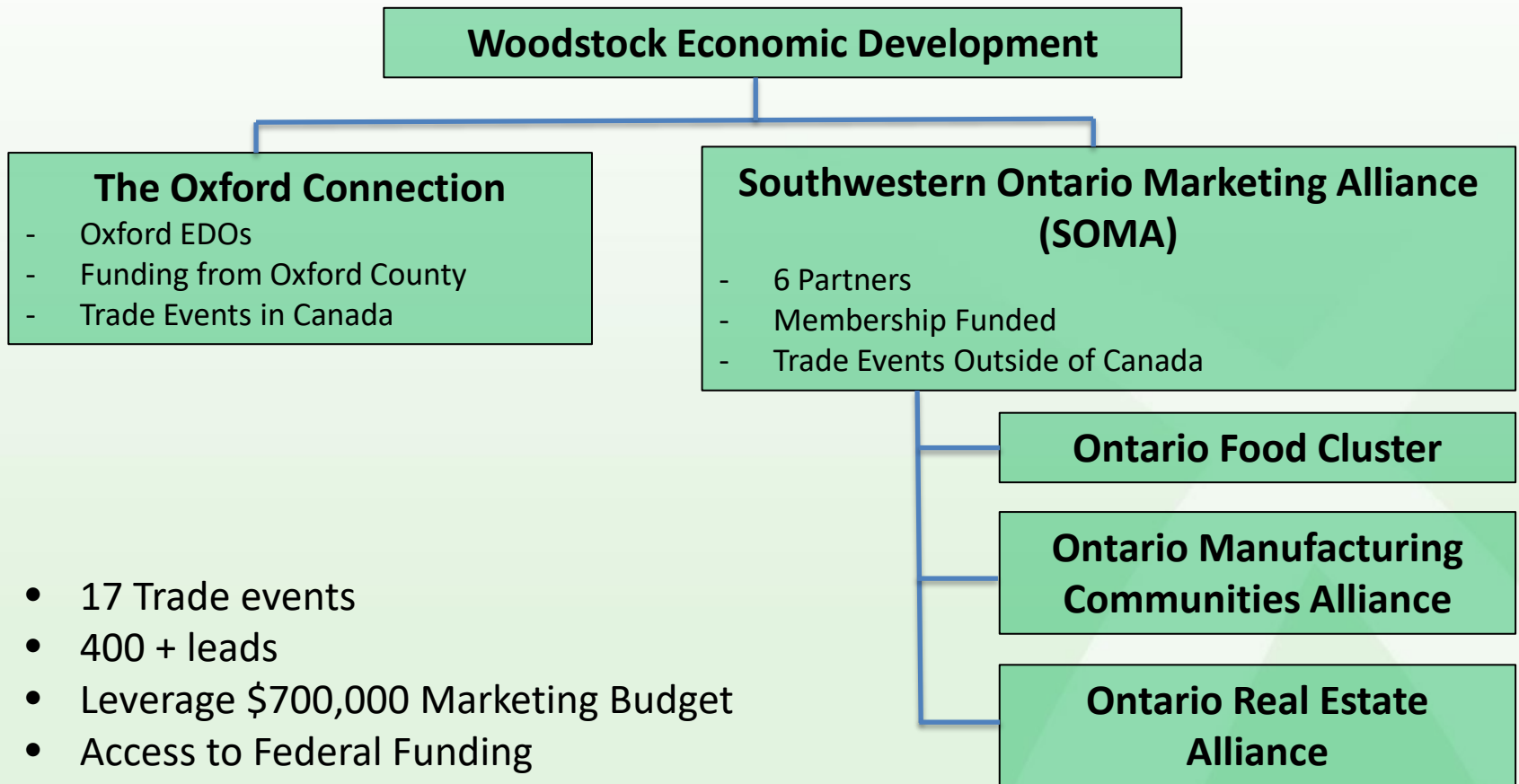
Objectives Include:

- Business Attraction
- Business Retention
- External Marketing
- Municipal Land Sales
- CIP Management
- Downtown Development
- Small Business Enterprise Centre
- Physician Recruitment

Office of the Development Commissioner (a.k.a. Woodstock Economic Development)



The Power of Partnerships...



- 17 Trade events
- 400 + leads
- Leverage \$700,000 Marketing Budget
- Access to Federal Funding

Achieved Goals for 2020

Office of the Development Commissioner

- Ongoing aftercare of industrial residents and business retention
- Attendance at Site Selectors Guild
- Attend SOMA, FedDev, OMCA, ACP, BIA, Chamber events, Western Wardens & Ontario Auto Mayors
- Maintained ties to Japanese and German Canadian Chamber(s) of Commerce
- Prepared funding applications to sr. government for programs in 2020
 - * SOMA was successful in receiving ICCI funding
- Administered downtown Community Improvement Plan – Intake and Reports
- Ongoing Woodstock Physician Recruitment Program
- Partnered on a Shop Local Program to help local businesses during COVID
- SOLD \$5.81 million in industrial land sales

Achieved Goals for 2020 ...continued

Office of the Development Commissioner

- Closed a total of 36.8 acres of industrial land sales
- Sale of Lands in Bysham Business Park to 2628436 Ontario Inc.
- Sale to new companies on Devonshire Lands to Unified Flex Packaging, Woodstock Glass Tempering, Norfinch Glass & Aluminum, 214 Carson, Jennifer & Michael Navarro, Mera Technology Corporation, ThreeWood Investments Inc. 2287588 Ontario Inc., 8982384 Canada Inc., Dilege Properties Ltd., Steve Booy,
- Other City Land – Toncraft Corporation, London Catholic School Board, D&G Developers
- Presentation to Ontario Government Business Units
- Co-Chair Oxford Invitational Youth Robotics Challenge – Project Hi-Tech
- Tender & Sale of 97 Mill Street
- Developed & implemented Pop-Up Patio Pilot Program
- Adoption of Woodstock Downtown Development Plan



Projects for 2021

Office of the Development Commissioner

- Continued membership in SOMA, Ontario Advanced Manufacturing Communities Alliance, Ontario Food Cluster, EDCO-Ontario Real Estate Alliance
- Oxford Connection Programming
- Member of Oxford Physician Recruitment Group
- Ongoing promotion of Community Improvement Plan
- Assist local companies in achieving their expansion plans
- Alyea Farm - projected sale of 50+ acres
- Continued efforts on developing Corlett Farm
- Continued preparation work at 760 Juliana Drive
- Ongoing maintenance of vacant industrial land
- Lease of vacant City-owned industrial land for agriculture
- Ongoing Sale of surplus City properties (non-industrial)
- Acquire Additional Land – New Industrial
- Virtual Job Fair




Changes to Budget

Office of the Development Commissioner

Land Revenue	Change	Proposed Budget Amount	Reason
0801-69676-0000	 \$6,000,000	\$7,000,000	Alyea Inventory
Expenditures	Change	Proposed Budget Amount	Reason
0801-84231-0305	 \$125,000	\$225,000	Increased commissions due to Alyea Inventory




Changes to Budget

Office of the Development Commissioner

Expenditures	Change	Proposed Budget Amount	Reason
0800-84230-0170	 \$4,000	\$2,500	COVID Impact
0800-84230-0172	 \$3,700	\$3,500	COVID Impact
0800-84230-0318	 \$3,500	\$3,000	COVID Impact

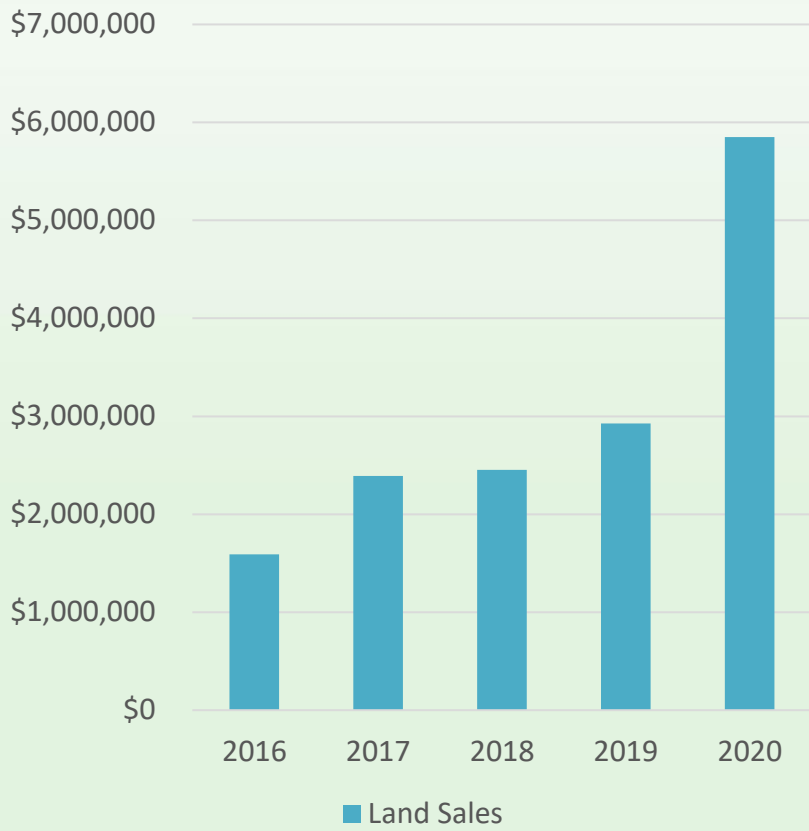
Changes to Budget

Office of the Development Commissioner

Expenditures	Change	Proposed Budget Amount	Reason
0800-84230-0348	 \$5,000	\$5,000	COVID Impact
0800-84230-0368	 \$10,000	\$5,000	COVID Impact
0800-84230-0369	 \$11,500	\$5,500	COVID Impact

Development Activity

Land Sales



Number of Acres Sold



Development Activity

Industrial Permits



Square Footage



Thank
You