

# Mayor's Networking Business Event

April 16, 2025



# Agenda

Welcome and Introductory  
Remarks – Mayor Walter  
Schummer

Presentations

Concluding Remarks

Networking – Introduction of  
Businesses



Members of Council

# Municipal Responsibilities

Fire and  
Emergency  
Services

Development  
Services

Public Works  
and Operations

Facilities and  
Recreation

By-law and  
Animal Control

Administration  
CAO and Clerks  
Department

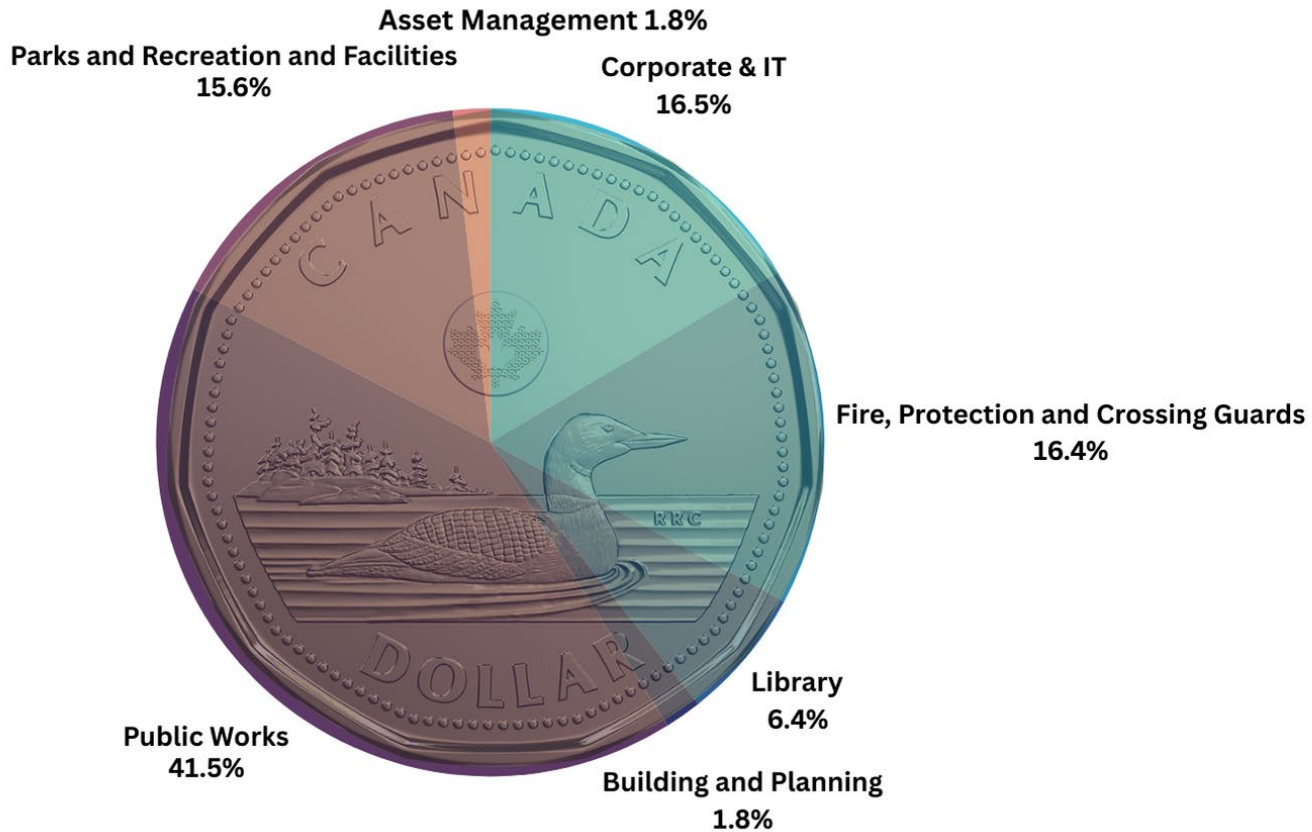
Treasury and  
Taxes

Public Libraries



# Budget

The total budget for 2025 is \$30,442, 236, of which a total of \$11,234,330 is funded by tax levy and is used by the Township as follows:



# Capital Projects

Included in the 2025 budget is capital projects totalling \$13,845,000, some of these include:

## **Parks and Recreation:**

- Sunderland Arena expansion and renovation
- MacLeod Park picnic pavilion replacement
- Foster Hewitt Memorial Community Centre auditorium renovation
- Foster Hewitt Memorial Community Centre backup generator

## **Public Works:**

- Blackwater Bridge
- Gravel Program
- Road Rehabilitation
- Sidewalk Installation/Repairs



# Regional Works Projects



## Currently Active/Start in 2025 Projects:

### Regional Road Infrastructure:

Regional Road 13 Reconstruction

New Streetlighting – Simcoe Street At Concession Road 5

Paved Shoulders Mara Road

Regional Road 23 (Osborne Road) Road Resurfacing

Regional Road 23 (Lake Ridge Road) Road Rehabilitation

Regional Road 47 (Shoreline Road) Road Rehabilitation



# Regional Works Projects

## Currently Active/Start in 2025 Projects:

### Water and Waste Infrastructure:

- Watermain Replacement – Bay St. Beaverton
- York Street Watermain Extension - Beaverton
- Watermain Replacement Jane Street Sunderland
- Municipal Class Environmental Assessment: Additional Sanitary Sewage Capacity to Service Sunderland and Cannington
- Municipal Class Environmental Assessment: Sanitary Sewage Pumping Station to Service Beaverton Employment Area



# Regional Works Projects



## Currently Active/Start in 2025 Projects:

### Water Management Services

- Compost Giveaway event for Township of Brock scheduled for May 24.
- Launch of organics diversion program in multi-residential buildings in Durham Region.
- Optimization studies will commence for Scugog and Brock Waste Management Facilities looking to improve customer service and increase collection reliability in Northern Durham Region.





# Downtown Community Improvement Plan



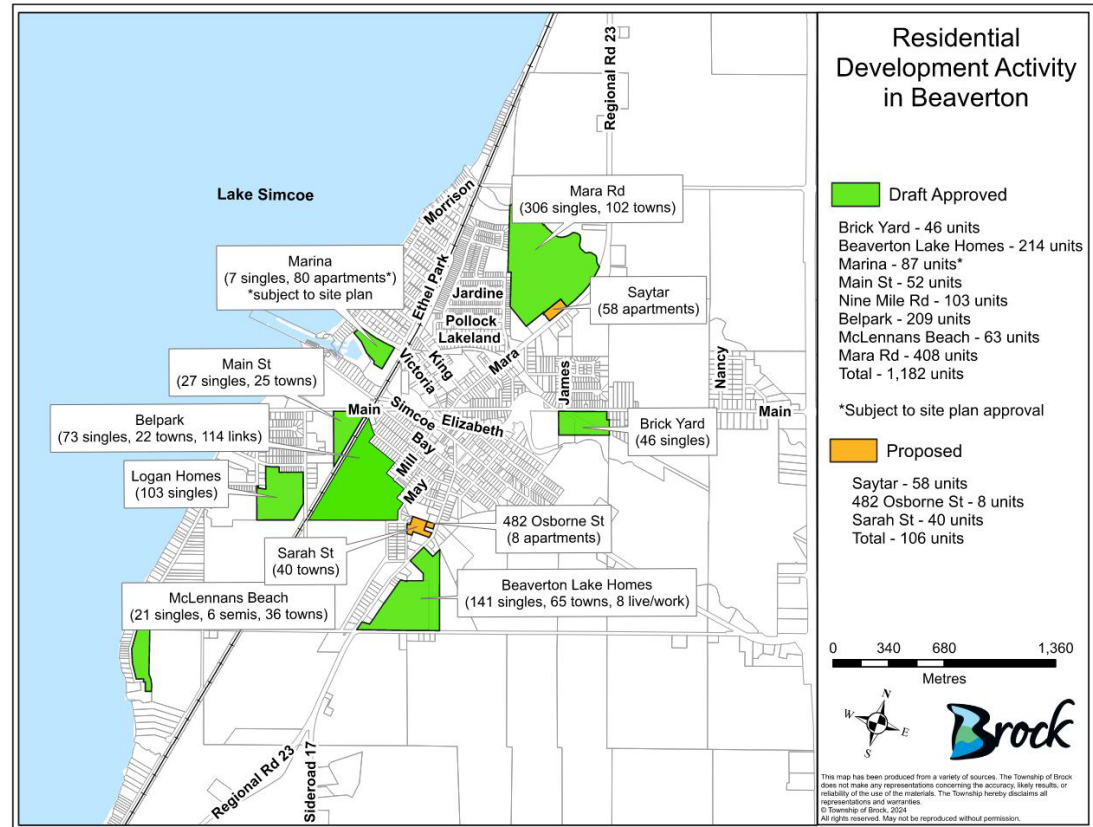
- Downtown CIP updated in 2024 (funded in part by OMAFRA and the Region of Durham)
- Downtown CIP offers financial incentives to property owners and businesses in the 3 downtowns to achieve a range of community improvement goals, such as improving property facades and redeveloping property.

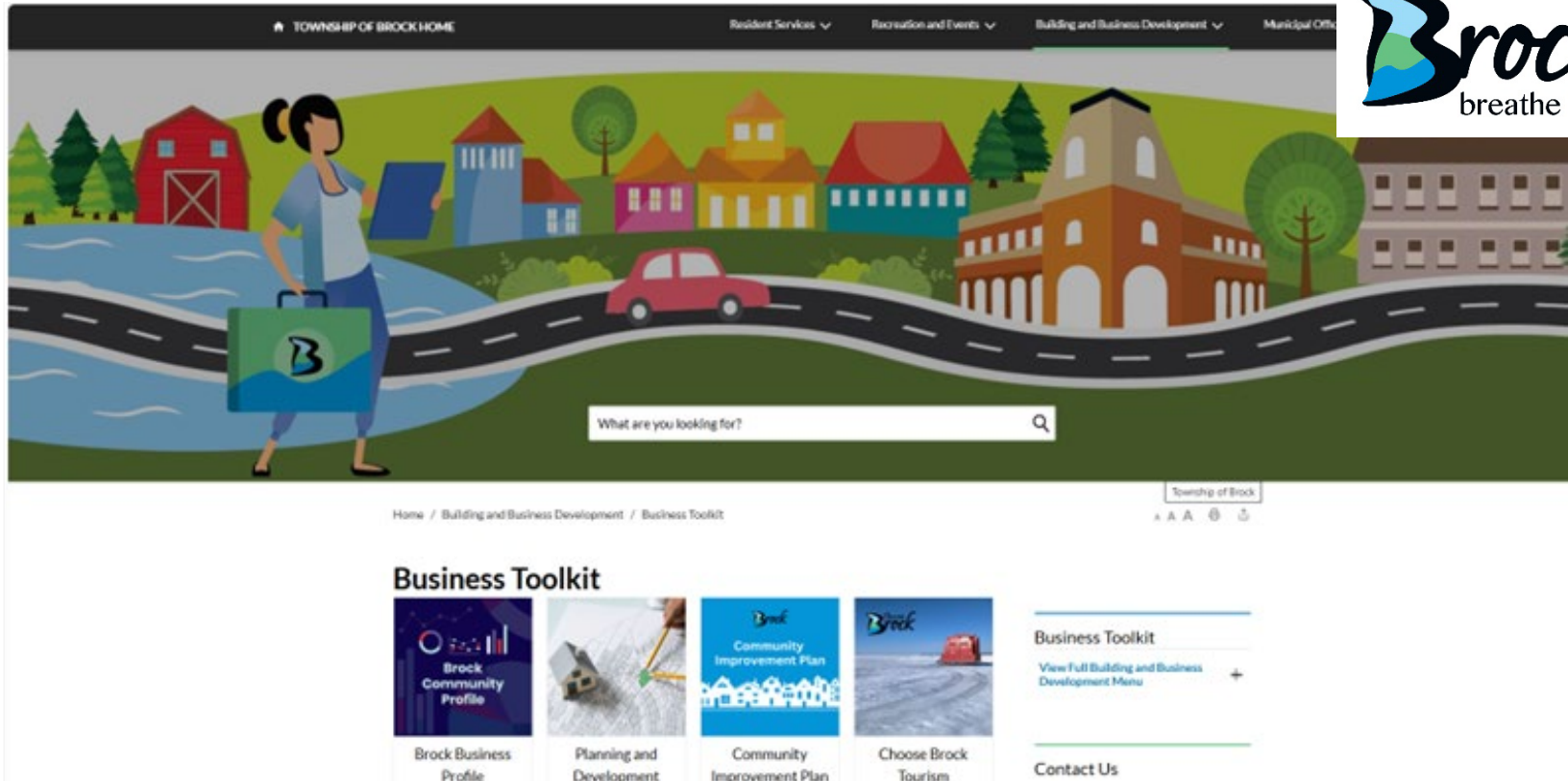


# Servicing Capacity & Housing Developments

- Sunderland and Cannington – limited by sanitary sewage capacity, EA ongoing, no short-term growth anticipated until infrastructure upgrades completed
- Beaverton – has some capacity, 2 subdivisions under construction

Link to the Region's website for more information on Regional projects:  
<https://apps.durham.ca/applications/works/publicworksprojects/Main.aspx>





## Supports for Businesses

- [Brock Business Toolkit](#)

# STATE OF EMERGENCY

## Declared State of Emergency

- State of Emergency declared – Sunday, March 30
- The Emergency Operations Committee was deployed
- Clean up and remediation of damages will be a long process
- Thank you too all!



# TARIFF UPDATE


Presented by John Grant, President, Brock Board of Trade





# Topics

Current tariffs on our industries in Brock  
Strategies for affected businesses  
Resources for affected businesses  
Looking forward



# **Timeline as Provided by Ontario Chamber of Commerce**



# Durham Economic Task Force

Created by North Durham Economic  
Development

Developing shop local programs

Distributing local discovery guide for  
residents and tourists to be issued at  
the beginning of May

Developing second discovery guide  
specifically for businesses to assist in  
securing local Canadian goods

[The Durham Advantage](#)[Industries](#)[Invest and Grow](#)[Innovation and Entrepreneurship](#)[Media Room](#)

# Tariff Response

[Home](#) / [Invest and Grow](#) / [Tariff Response](#)[A](#) [A](#)  

While Canada and the United States' trade relationship experiences a period of transformation, Durham Region's business support community is acting quickly to deepen our local economic strength. The Durham Economic Task Force (DETF) is working closely with our federal, provincial, and local partners to support your business.

[Invest and Grow](#)[Demographics and Statistics](#)[Incentives](#)[Land, Industrial and Commercial Properties](#)



**On Demand**



## What is DRT On Demand?

- On Demand is a transit service that is offered when and where ridership levels are low in Durham Region.
- On Demand is a shared ride service that uses smaller vehicles and dynamic routing.
- On Demand operates throughout the rural areas of Durham Region, and at urban bus stops more than a 10-minute walk from an operating bus route.
- Trips offered through On Demand are designed to connect customers with scheduled buses.



## Planning your travel:

DRT customers have multiple options to plan their travel with On Demand:

1. Use the DRT On Demand app for Android and iOS.
2. Use the DRT On Demand web portal.
3. Speak with a booking agent over the phone.

### **Book your trip by phone:**

- Contact a booking agent
- Provide the agent with location, destination and departure or arrival time.
- The agent will confirm and provide trip details.

### **Booking agents are available:**

- Weekdays – 05:00-24:00
- Saturday – 07:00-24:00
- Sunday – 07:00-22:00



## DRT On Demand Transit app:

- DRT customers can download the On Demand app from the Play Store (for Android) and the App Store (for iOS).



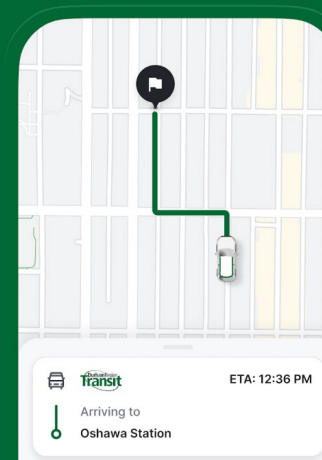
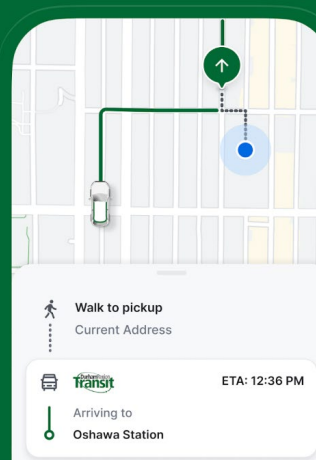
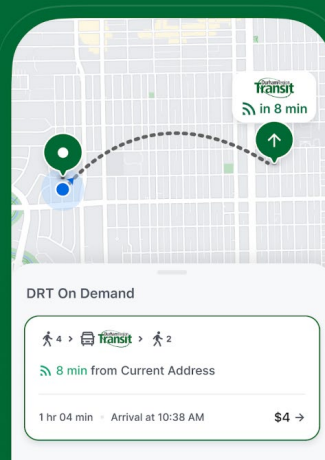
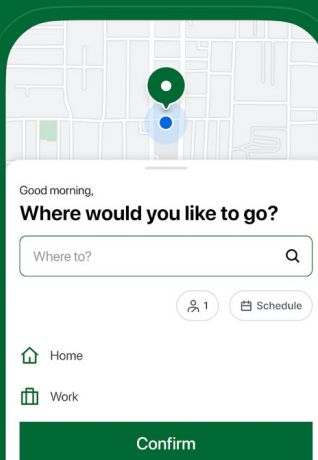
- Customers can access the web booking portal as well which features the same functions as the app.

**Choose the pickup location, destination, and number of passengers.**

**Choose the transit option that works best.**

**Your vehicle will meet you at your pickup location.**

**Track your ride in real time.**



## Travel Checklist:

- Book your trip as soon as possible.
- Arrive early at your pickup location.
- Book with flexibility in mind.
- Be prepared to board and disembark independently.



## Reminders:

- Trips are scheduled on a first-come, first-served basis.
- On Demand customers in urban areas will be picked up and dropped off at bus stops.
- On Demand customers in rural areas will be picked up and dropped off at their curb or at the end of a driveway.





## How to ride with us:

To begin your trip with DRT, you'll need to pay your fare. You'll need either a PRESTO card with available funds or a pass, a paper ticket or pass (including U-Pass), cash, or a transfer. Clearly show your fare to the operator when boarding.

- PRESTO
- PRESTO Open Payment (Debit/Credit)
- E-Ticket
- Cash
- Transfer
- Canadian National Institute for the Blind (CNIB) Card

## Fares:

### Adult:

- Single trip PRESTO tap: \$3.60
- Monthly PRESTO Pass: \$129.60
- Cash (exact change only), debit and credit payment: \$4.60

### Youth – Ages 13 to 19:

- Single trip PRESTO tap: \$3.24
- Monthly PRESTO pass: \$103.68
- Cash (exact change only), debit and credit payment: \$4.60

### Senior – Ages 65 or older:

- Single trip PRESTO tap: \$2.38
- Monthly PRESTO pass: \$51.84
- Cash (exact change only): \$3.35
- Debit and Credit payment: \$4.60

### Child – Ages 12 and under:

- Ages 12 and under: Free of Charge

## **Co-Fare – Connecting to or from GO Transit:**

- Travel for free on DRT when transferring to or from GO Transit.
- Single trip PRESTO tap:
  - Free
- Cash:
  - Free when presenting a valid GO Transit Single Ride Ticket or Day Pass.

## One Fare – Connecting to or from TTC:

- Travel for free on DRT when transferring to or from TTC.

Valid payment options:

- PRESTO card
  - PRESTO mobile wallet card
  - Debit and credit payment
- Riders who pay their fare using cash, tickets, or E-tickets are not eligible for the One Fare Program.

## Transfers:

- After paying your fare by cash, request a transfer from the operator.
  - Your transfer gives you two hours of unlimited travel.
- When transferring to scheduled service from On Demand
  - Show the On Demand transfer to the Operator
  - Insert it into the farebox.
  - The Operator will then issue a printed transfer.
- When using a PRESTO card, E-Ticket, credit card or debit card, transfers are automatically calculated.

## Specialized Transit within On Demand:

- Specialized Transit is integrated within On Demand.
- Customers must apply to use Specialized Transit.
- Specialized Transit provides flexible and personalized service.
- Accessibility for Ontarians with Disabilities Act, 2005 (AODA) specifies three categories of eligibility for specialized services:
  - Unconditional
  - Temporary
  - Conditional
- All Specialized Transit pickups and drop offs take place at accessible entrances.
- Specialized Transit customers can use the On Demand app to monitor their trips.

## Specialized Transit within On Demand:

- Passengers may travel with a companion if space is available on the bus; let the booking agent know when requesting the trip.
- Booking agents require the following information from the customer when booking a trip:
  - Date of trip.
  - Location and time of pick-up and drop-off.
  - Number of other people travelling, such as a support person or companion(s).
  - Any mobility devices that will be brought onto the vehicle.



## Specialized Transit within On Demand:

- When booking a trip by phone, customers are expected to confirm with DRT staff and write down the details of the trip for reference. Documenting details of the trip will ensure customers have a record of their trip history to match what is maintained in DRT's scheduling system.
- Subscription reservations are available to customers registered with Specialized Transit with regular and consistent travel needs including:
  - at least one trip a week to the same address
  - trip(s) are on the same day of the week
  - weekly travel for three or more consecutive months

## Specialized Transit within On Demand:

- Pick-ups are scheduled within a 20-minute window. When a scheduled pick-up time changes, updates to pickup times will be available in the DRT On Demand app. Changes to Specialized Transit trips booked in advance will be communicated to the customer.
- When booking a trip, the DRT booking agents will advise customers of their 20-minute pick-up window.
- Customers should be ready and waiting at the first accessible door at the start of the pick-up window that was provided by the booking agent. The vehicle operator will wait up to five minutes after arrival before departing to serve other scheduled customers.
- Operators will assist and guide passengers on and off the bus.



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## Thank you

Durham Region Transit  
605 Rossland Road East  
Whitby, Ontario L1N 6A3  
Phone: 1-866-247-0055  
DRTEngagement@durham.ca  
durhamregiontransit.com

# Durham Tourism

Kristyn Chambers, Rural Tourism Specialist

[Kristyn.Chambers@durham.ca](mailto:Kristyn.Chambers@durham.ca)



**Durham  
Tourism**



## **How Durham Tourism can help?**

### **Destination / Experience Development Support**

- Rural On-road Cycling Project
- Film Tourism Development
- Arts, Culture and Heritage Focus
- Agri-tourism
- Downtowns of Durham



## Marketing/Amplification

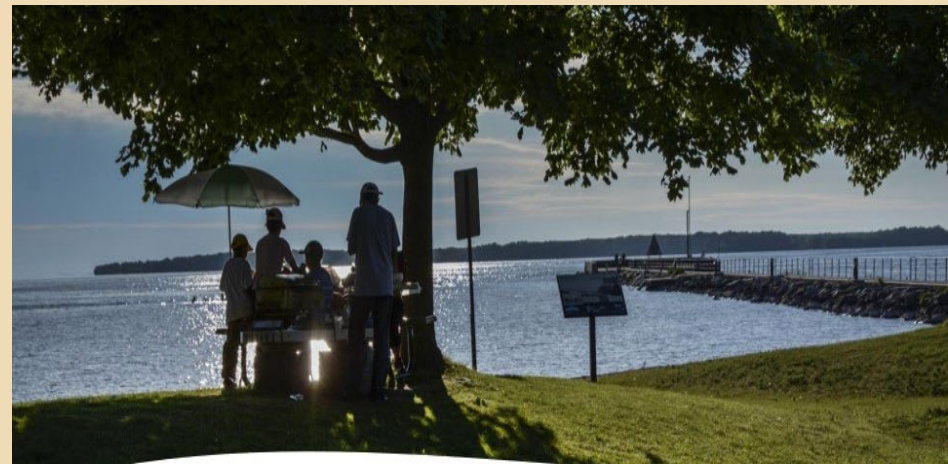
- Social Media promotions
- Influencers/Bloggers
- Articles
- Visitor e-newsletter
- Industry e-newsletter





# Industry Equipping

- Industry relevant workshops and training
- Ontario by Bike Certification Program





# Thank you!

DurhamTourism.ca • @DurhamTourism



**Durham  
Tourism**



# **Agriculture & Rural Economic Development Update**

Township of Brock

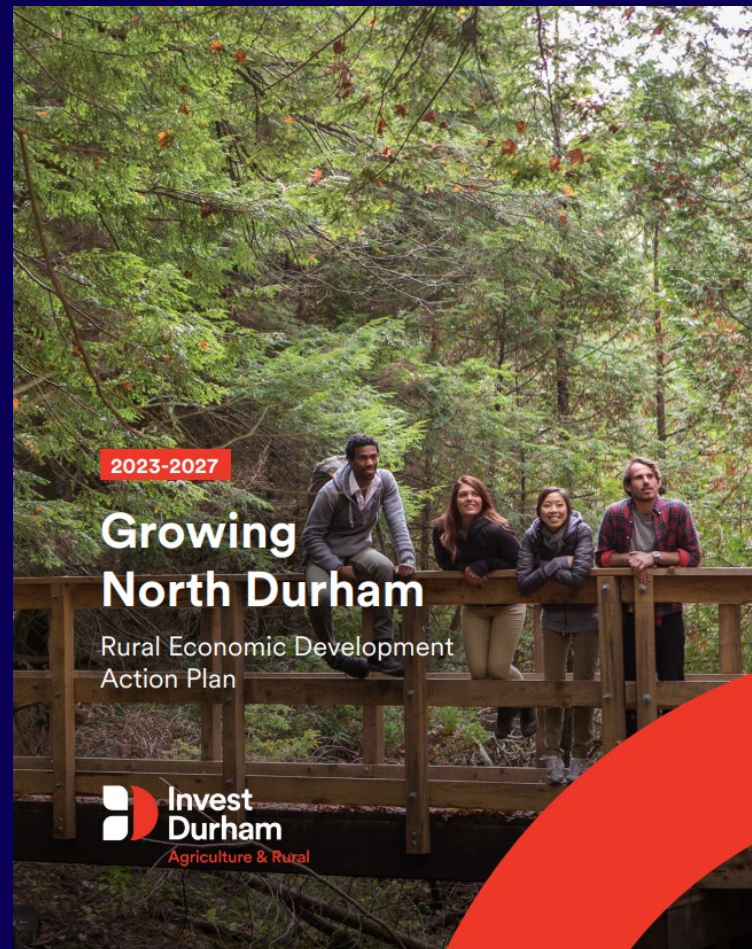
Mayor's Networking Event

April 16, 2025



# Growing North Durham

- Goals and actions to support economic growth across north Durham to 2027
- North Durham-wide collaborative approach
- Collaboration between the Region, Township and business support organizations
- Structured under three pillars: People, Places, Prosperity





## People

- North Durham Labour Force Study Action Plan
- 2025 North Durham Job Fair
- Talent attraction campaign







# Places

- Targeted downtown business attraction
- Targeted Township of Brock Brock Downtown Community Improvement Plan (CIP) promotions
- North Durham lens on Region-wide initiatives and marketing campaigns





# Prosperity

- Standardized business visitation program
- Investment opportunities
- Building, Business and Parcel inventories
- Interactive economic dashboards featuring both Regional and Township level data

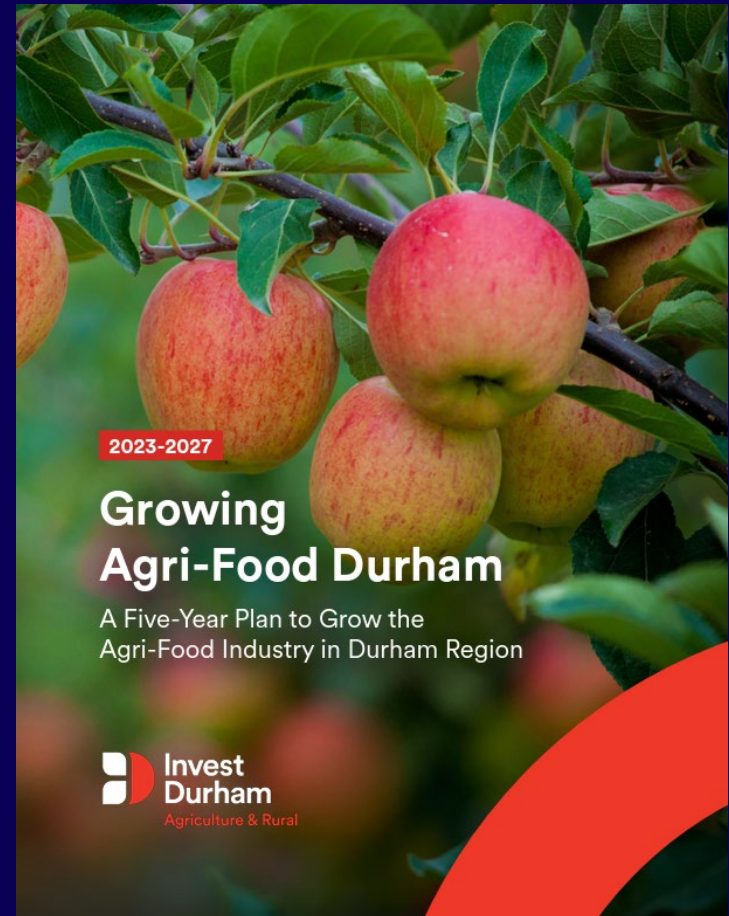






# Growing Agri-Food Durham

- North Durham Agriculture-Related and On-Farm Diversified Uses
- Durham Agriculture Leadership Program
- Student Career Tours – Equipment, Meat Cutting
- Precision Agriculture Field Day in partnership with Durham Farm Connections







**Thank you!**

[InvestDurham@durham.ca](mailto:InvestDurham@durham.ca)

[InvestDurham.ca](http://InvestDurham.ca)

# 2025 ABOUT BACD



# THE BACD TEAM



TERRESA HAVER



PATRICE ESPE



MARLON SHAW



ASHLEY MCBRIDE



LINDY SCHULZE



# OUR SERVICES



ONE ON ONE  
ADVISORY MEETINGS



BUSINESS  
FUNDAMENTALS  
WORKSHOPS



NETWORKING  
EVENTS

**Starter  
Company**

STARTER COMPANY  
PLUS PROGRAM

**Summer  
Company**

YOUTH ENTREPRENEURSHIP  
PROGRAM

 **Start  
Smart**

START SMART  
PROGRAM

**SALES  
SUCCESS**   
BLUEPRINT

SALES SUCCESS  
BLUEPRINT

# KEY METRICS

2024



**1349**  
Client Meetings



**139**  
Businesses Started



**228**  
Jobs Created

**2686**  
Business Inquiries



**54**  
Businesses Expanded



**195**  
Workshops



**2799**  
Workshop Attendees



## STARTER COMPANY PLUS

This program is for existing business owners operating between 1 to 3 years who are ready to start (market ready/ready to sell), to expand, or buying a business in Durham Region.



**4 Cohorts**

January, March, May & October



**34 Eligible Applicants**



**39 Grants Awarded**

Erica London  
Colour Their World





# Starter Company STARTER COMPANY PLUS

Divya Steinwall  
La Barrique Wine Consulting



Justin Rootham  
The Rooted Barber



Danielle Tomasino.  
Pup Care by Dani



Imran (Louie) Mohammad  
Louie's Cafe



# Summer Company

SUMMER  
COMPANY  
PROGRAM

This program provides Ontario students ages 15-29 a seed grant of up to \$3,000 and hands-on training, coaching and mentoring to help students start and operate their business.



**Over 25 hours of  
business training +  
mentoring**



**20 grants per year**



**\$3,000 per grant**

Aby Trinidad  
Trinidad Aquatics



# Summer Company

SUMMER  
COMPANY  
PROGRAM

Jordan Warner  
Jordan's Designs



Zoe Lewis  
Prime Time Web Design



Mahum Khawaja  
Inspired Ideas Makeup



Arhum Aziz  
TechTurbo



# Do It In Durham

Celebrating Global Entrepreneurship Week in November

50+ events online and in person

20+ local organizations





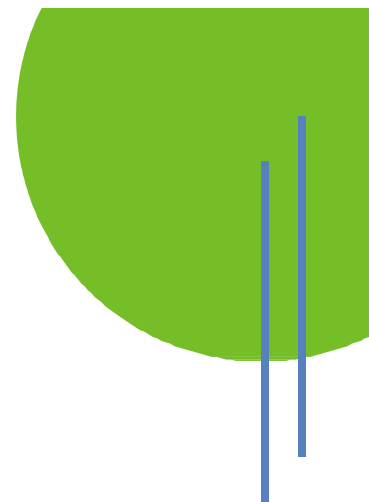
# PARTNERSHIPS & COLLABORATORS





THANK YOU! CONNECT WITH US

[BACD@DURHAM.CA](mailto:BACD@DURHAM.CA)





# Who is South Lake Community Futures?

South Lake Futures provides business support and promotes economic development in :

- the towns of East Gwillimbury,
- Georgina
- the Township of Brock
- those reserve lands for Chippewas of Georgina Island first Nation



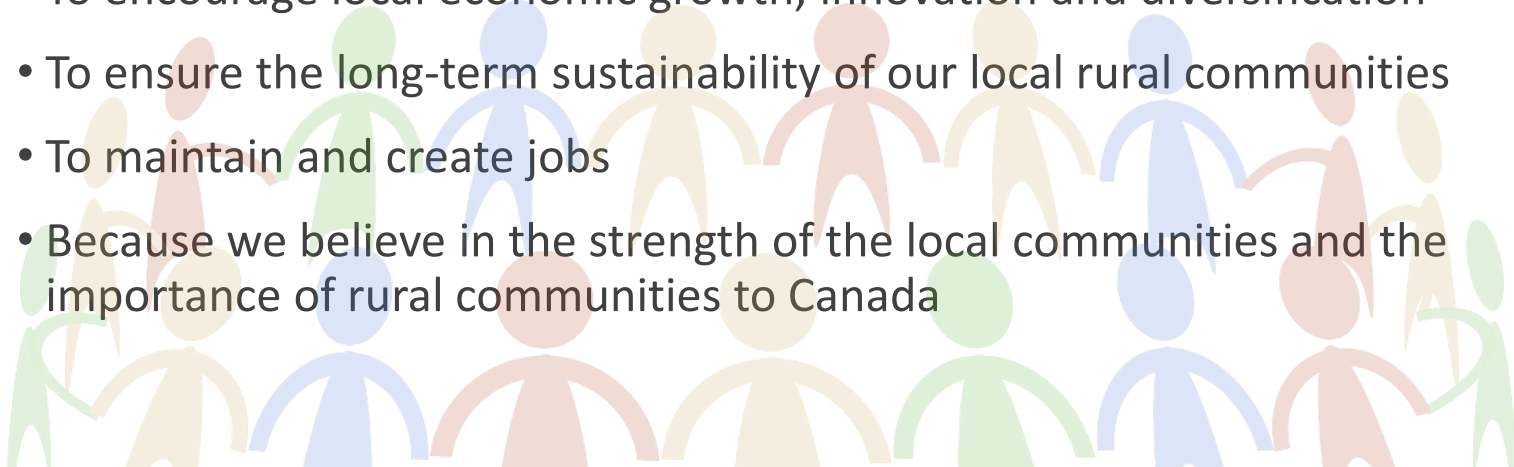




## What We Do & Why We Do It

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- Through a partnership with FedDev Ontario we deliver the federal government's Community Futures Program (CFP)
- To encourage local economic growth, innovation and diversification
- To ensure the long-term sustainability of our local rural communities
- To maintain and create jobs
- Because we believe in the strength of the local communities and the importance of rural communities to Canada





## We Offer...

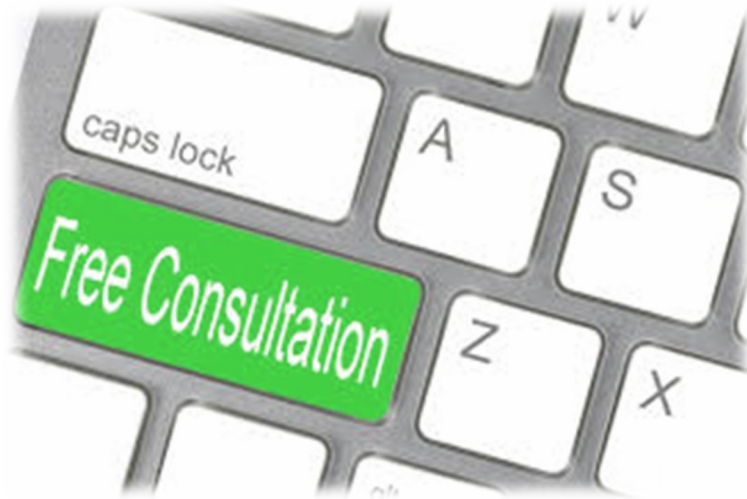
- Business Services
- Business seminars & workshops
- Community Economic Development project funding
- Strategic Planning
- Referrals





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## Business Services



- Business Education
- One-on-one Business Counselling
- Business Planning Facilitation
- Business registration
- Cash flow projections
- Succession Planning
- SWOT Analysis



## Business Lending

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- Lending to local Small and Medium-sized Enterprises & Non-For-Profit Organizations
- Term and Operating Financing
- Loans from \$1,000 - \$300,000
- Ability to partner with GAB on requests for larger amounts of financing





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## Loan Application Process

1. Online Application can be found on our website:  
[SouthLakeFutures.ca](https://SouthLakeFutures.ca)
2. Business Loan Officer Review
3. Management Review
4. Investment Fund Committee Review
5. Board Members Review
6. Final Decision





# The Key Economic Sectors

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## Manufacturing



## Agri-food



## Trades



## Food Processing





## Upcoming Events/Seminars

| Topic                    | Title  | Details  |
|--------------------------|--|--|
| Finance                  | What is deductible for small businesses.                           | Discuss business tax deductions and HST w/ CRA Liaison Officer program.  |
| Finance/Business         | How to be prepared for unexpected                                  | How to set up an emergency fund, diversified revenue sources.  |
| Business/Mental Health   | Setting Boundaries: Knowing when to say no and when to stop        | How to set up boundaries to avoid bed debt, clock out for balanced personal and professional lives, etc.   |
| Business / Mental health | Building long-term success through small, consistent habits        | How to start small habits / mindset such as recording expenses, setup schedules, set up time for selfies etc. in order to achieve long-term success. |
| Business / Mental Health | Finding clarity amidst chaos                                       | Find and focus on the priority so won't be overloaded with different tasks and uncertainty.  |
| Business                 | Business Types - Pros and Cons.                                    | Discuss pros and cons of each business types based on case studies.  |
| Finance                  | Decode Financial Statement: Financial Ratios                       | How to be friend with financial statement and What are those ratios means  |
| Technology               | How can AI help with ....<br>(Sales, Marketing, Customer Services) | How technologies can help with sales, customer relationship, and bookkeeping etc.  |
| Business/HR/Technology   | Do what you do best by letting it go.                              | When to let other people or business to share the tasks so the business owners can focus on what they do best.                                       |
| Business                 | Let's SWOT!  | How to prepare a SWOT analyst./study. How to identify strength, weakness, opportunities, and threats.  |



# Thank you!

[www.southlakefutures.ca](http://www.southlakefutures.ca)

Caroline Yang

Business Loan Officer

[cyang@southlakefutures.ca](mailto:cyang@southlakefutures.ca)

905.476.1244 Ext. 202

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# Concluding Remarks