

# 2025 AGM





#### Thursday, June 26, 2025 | 8AM | The Bronte Boathouse Parkside Room – 2340 Ontario Street

ITEM DESCRIPTION	TIME	PRESENTED BY					
Member Mingling & Light Breakfast	8AM						
Greetings, Introductions & Land	8:15AM	Cheryl Etherington					
Declaration							
Trivia Challenge	8:20AM	Kylie Wilson & Lydia Gudz					
AGM Begins							
I. Call to order							
II. Declaration of quorum	0.20414	Chand Etherington					
III. Conflict of interests	8:30AM	Cheryl Etherington					
Approval of the 2025 AGM Agenda							
Approval of the 2024 AGM Minutes							
Presentation of the 2024 Audited Financial							
Statements		Diane Bertolin					
- Recommendation that report be							
received	8:35AM						
Appointment of Auditor for 2025	0.557.101						
- Recommendation that KPMG be							
approved as auditor							
2024 Year in Review; 2025 YTD	8:45AM	Kylie Wilson					
Presentation of 2025 Operating Plan &							
Budget							
<ul> <li>Recommendation to accept the</li> </ul>	9AM	Diane Bertolin					
approved Operating Plan & Budget							
Town of Oakville Updates		Ward 1 Town					
	9:05AM	Councillor					
	0.10414	Sean O'Meara					
Adjournment	9:10AM	Cheryl Etherington					
Please enjoy more member mingling & a	9:10AM – 9:30AM						
mimosa!							



#### **BRONTE BUSINESS IMPROVEMENT AREA (BIA)**

#### 2360 Lakeshore Road West, Oakville

#### **ANNUAL GENERAL MEETING**

**(Unapproved) MINUTES OF THE ANNUAL GENERAL MEETING OF MEMBERS** of Bronte Business Improvement Area (BIA), held virtually on Wednesday, August 14, 2024, at 8:00 a.m.

#### **Representing the Board of Directors**

Cheryl Etherington, Cheryl Etherington CGA	Chair
Prabh Banga, Shoppers Drug Mart Bronte	Vice Chair
Diane Bertolin, Alliance Properties/Residences of Bronte Lakeside	Treasurer
Nina Duong, Nina Duong Haute Couture	Director
Sean O'Meara , Councillor, Halton Region and Ward 1	Director

#### **Regrets**

Amal Helbah Dawson, RBC - Bronte Branch	Director
Rose Luxton, Lakeside Livin	Director

#### **Representing the Voting Members**

Heather Aris, My Girlfriend's Closet Sarah Lee, Selah Chiropractor Liz Lewis, The Mortgage Centre Jim Spirou, MusicBoxx Jesse Rodriguez, Filedaria Jennifer Lickver, Wellness for the Body Nicole De Vries, Acorn Flowers & Co. Rano Dandybaeva, The Flavour Fox

#### **Representing Staff**

Kylie Wilson

Executive Director, Bronte BIA

#### Invited Guest

Lynn Clay

Recording Secretary, INaMINUTE Ltd.

#### 1.0 WELCOME AND CALL TO ORDER

The Annual General Meeting (AGM) for Bronte BIA was held by videoconference.

At 8:00 a.m., Chair Cheryl Etherington welcomed and thanked everyone for attending the Bronte BIAs AGM and introduced herself. The Bronte BIA represents the 175 businesses that band together to pool resources to promote beautification and business activity. The AGM was an opportunity to hear of the past year's highlights and of the initiatives planned for 2024. The Voting Members would be able to vote on motions made during the AGM.

The Chair confirmed that the meeting quorum had been achieved, with **13 Voting Members** being in attendance, and officially called the meeting to order.

The Chair asked if any Members had conflicts of interest to declare. There were none.

The Chair introduced the Bronte BIA Board of Directors, Executive Director, and Recording Secretary.

#### 2.0 APPROVAL OF AGENDA

The agenda had been distributed in the meeting package.

On a **MOTION** by Diane Bertolin, **seconded** by Nina Duong, **it was resolved** to approve the presented agenda.

#### The motion was carried.

#### 3.0 APPROVAL OF PAST ANNUAL GENERAL MEETING MINUTES

The minutes of the Annual General Meeting held on June 20, 2023 had been distributed in the meeting package.

On a **MOTION** by Rano Dandybaeva, **seconded** by Prabh Banga, **it was resolved** to approve the minutes of the Annual General Meeting held on June 20, 2023, as presented, and to adopt the minutes to record.

#### The motion was carried.

#### 4.0 PRESENTATION OF THE 2023 AUDITED INANCIAL STATEMENTS

The Chair invited the Treasurer, Diane Bertolin, to report on the audited financials.

The Treasurer advised that the 2023 audited financial statements and report had been prepared by KPMG and had been included in the meeting package. Referring to page 2, the Treasurer stated that a clean audit opinion had been granted. The statements presented fairly, in all material respects, the financial position of the Bronte BIA as at December 31, 2023, and its results of operations, its changes in net financial assets and its cash flows, in accordance with the Canadian public sector accounting standards. The Treasurer asked if the Members had any questions regarding the audited financials. There were none.

On a **MOTION** by Diane Bertolin, **seconded** by Sean O'Meara, **it was resolved** to receive the audited financial statements for the year ended December 31, 2023, as presented.

#### The motion was carried.

#### 5.0 APPOINTMENT OF AUDITOR FOR 2024

The Treasurer noted that the BIA financials were annually audited by an outside consultant as part of the Town of Oakville's auditing process. The Board had been satisfied with the performance of the independent auditor, KPMG.

On a **MOTION** by Diane Bertolin, **seconded** by Prabh Banga, **it was resolved** that KPMG LLP be appointed Auditor of the Corporation, to hold office until the close of the next Annual General Meeting of the Members, or until their successors were appointed, at a remuneration to be fixed by the Board and that the Board was hereby authorized to fix such remuneration at a duly called meeting of the Board.

#### The motion was carried.

#### 6.0 PRESENTATION OF 2024 OPERATING PLAN AND BUDGET

The Chair welcomed the Executive Director, Kylie Wilson, to present the 2024 Operating Plan.

K. Wilson referred the Members to page 13 of the meeting package for the detailed 2024 Operating Plan and to pages 8 through 12 for a summary of what had been achieved in 2023 and the year-to-date achievements for 2024.

K. Wilson highlighted the 2024 Operating Plan, as follows:

- The four (4) main goals of the 2022-2024 three-year strategic plan were to evoke a distinctive sense of place and arrival in Bronte, to make Bronte walkable, bikeable and connected, to create a district that was dependable for everyday needs, and to ensure the success of the BIA organization.
- Events being brought to the commercial district and to Bronte Market Square included the eight (8) week Bronte Farmers Market, the BIA-led annual Christmas tree lighting event, and a community-focused mural project being launched in September 2024 to bring colour to the Square.
- Nonprofit organizations were able to apply for Community Investment funding from the BIA to throw spectacle events in the community. Ten (10) local businesses had applied to activate within their stores.

- 60 community groups/families/businesses participated in the 8th Annual At Home in Bronte Muskoka Chair Project, taking the total number of chairs in the district to 130.
- The BIA was working with the town on the Bronte Streetscaping Study to advocate for Bronte to be a pedestrian and retail-friendly environment. The Members were encouraged to participate in the fall 2024 engagement process and to share their ideas.
- BIA marketing activities were focused on the hyper-local audience. Efforts included partnering with local news on area stories and issuing the annual Holiday Gift Guide and Look Local Summer Guide.
- The BIA was working actively to increase and improve relationships across community stakeholder groups and local organizations and resident associations. Opportunities for Members to collaborate included participating in the Bronte Block Party, the Christmas event, the community mural paint day and the Bronte Farmers Market which would be held again in 2025.
- The BIA was focused on marketing, beautification, events, placemaking and advocacy.

K. Wilson invited Treasurer D. Bertolin to outline the 2024 budget.

D. Bertolin stated that the 2024 budget supported the 2024 Operating Plan. The 2024 budget had been approved by the Board in January 2024 and approved by the town in February 2024. The resource allocation was driven by the three-year strategic plan. The 2024 budget included a 3% tax levy, to ensure that the BIA did not lose ground with the demands due to the redevelopment projects and district transformation. The Treasurer detailed the revenue sources and expenses, as was detailed on page 16 of the AGM package. Revenue totaled \$419,364. Reserves would be maintained at the recommended amount of \$134,000.

On a **MOTION** by Rano Dandybaeva, **seconded** by Jim Spirou, **it was resolved** to accept the approved 2024 Bronte BIA Budget that supported the 2024 Operating Plan.

#### The motion was carried.

#### 7.0 BRONTE BIA CONSTITUTION AMENDMENTS

The Chair detailed that a committee, led by Treasurer D. Bertolin, Councillor S. O'Meara and Executive Director K. Wilson, had reviewed the Constitution and had proposed changes for Board approval. The town's Clerk's Office and the BIA Board had both evaluated and approved the proposed changes in November 2023. The proposed Constitution amendments were detailed on page 18 and 19 of the meeting package, and the Chair read aloud the amendments. The Chair asked if there were any questions. There were none.

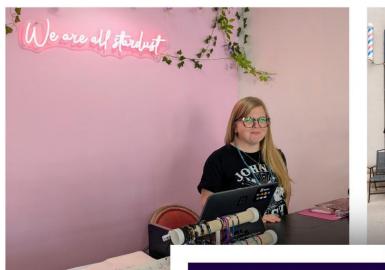
On a **MOTION** by Sean O'Meara, **seconded** by Nicole De Vries, **it was resolved** to approve the Bronte BIA Constitution amendments.

The motion was carried.

#### 8.0 **TERMINATION OF MEETING**

The Chair thanked everyone for attending the AGM and looked forward to working together to achieve the BIAs vision, to make Bronte a place where everyone was welcome and where everything needed could be found. Members were always able to reach out to Kylie Wilson at the BIA office or to herself, the BIA Chair, at any time with comments or questions.

With no further business to conduct, the Chair terminated the Annual General Meeting of the Bronte BIA at 8:21 a.m.



BRONTE

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ALTER STREET

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# 2024: IN REVIEW





## 2024 Year in Review

#### **Business & Community Growth**

- We welcomed 20 new businesses, including The Marine Tavern, Squisha Vintage & Thrift, Big Bam Burgers & Shakes, and Apothecary of Crystals.
- Year 3 of our Community Investment Program included 11 local organizations, including the Oakville Public Library, Oakvillegreen, the Bronte Historical Society, OFFA, and the Bronte Legion, bringing cultural, musical, environmental and educational programming to the community.

#### **Events & Activations**

- The BIA hosted/sponsored 75 days of events, an 87% increase since the program's 2022 launch and a 15% increase over 2023.
- We brought the community together with our 8th annual *At Home in Bronte* Muskoka Chair Project, installing 60 artist-painted chairs along the waterfront, generously sponsored by BUM Outdoor Furniture.
- Our first-ever Bronte Farmers' Market was a success, running for 8 Sundays with 45+ vendors + 2 musical guests weekly, and drawing 2,500+ weekly visitors.
  - Survey results showed 70.3% of visitors supported local businesses on Market days.
- The community co-created an 800 sq. ft. ground mural in Bronte Market Square and a pollinator garden/art canoe project in Waterfront Park, with partners Arthouse Halton and Oakvillegreen.

#### Advocacy & Recognition

- Successfully advocated for By-law 187 to end predatory towing and for an update to the Town's Noise By-law, supporting extended hours for outdoor patio music in BIA districts.
- Won the Visit Oakville *Tourism Excellence Award* at the 2024 Oakville Awards for Business Excellence.
- Exceeded sponsorship/fundraising goals by 160%, securing grants from Canada Summer Jobs and My Main Street for placemaking and staffing activities.

#### Marketing & Outreach

- Distributed 25,000 copies of the Look Local Bronte Summer Guide across Halton.
- Launched a Bronte apparel line, with 100+ sales.
- Introduced new year-round signage on Bronte Road, a winter season lights installation and ran seasonal campaigns like *Shop-to-Win* and the *At Home in Bronte for the Holidays* tree-lighting event, drawing 5,000+ attendees.



## 2025 YTD & On the Horizon

#### **New Businesses & Audience Growth**

- We've welcomed 8 new businesses, including Pinnacle Pilates, VR-VIBE, and FORT Coatings.
- Our social media reach on Facebook & Instagram averages 88,000 users monthly; a 167% increase since 2024.

#### **Events & Community Engagement**

- Debuted Bronte *Ice Notes* in March with 400+ attendees and a new Dominican Bachata outdoor dance party, which is attracting hundreds of visitors from across the GTA.
- Launched the *Love Where You Live*, *Shop Where You Live* contest, generating \$76,659 in spending at 43 businesses with 759 contest entries submitted.
- Hosted a Community Vote for new street banners (2,482 votes cast) and installed new banners at 13 additional sites across the district.

#### **Beautification & Placemaking**

- Installed two 8' Muskoka Chairs in Bronte Market Square and rolled out six artist-painted picnic tables via the *Bronte Brush & Roll* project.
- Added new flower displays across the district and a second art canoe garden at Bronte & Lakeshore.
- 14 groups have joined the 2025 Community Investment Program, with 65+ BIA supported events planned from June to October.

#### Looking Ahead

- The Look Local Bronte Village Visitor's Guide will see 23,000 copies distributed in July (funded by the BIA), with a targeted mail campaign coordinated by the BIA.
- The Bronte Farmers' Market expands to 12-weeks starting July 6, with 45+ vendors registered and 200+ expressing interest in joining this second annual event.
- Outdoor fitness classes will activate Bronte Market Square all summer in partnership with the Town of Oakville.
- A new two-day Fall Festival is planned for Sept 27–28, blending the Block Party with the Farmers' Market and welcoming *Antiques at the Harbour* to Bronte for the first time.
- *At Home in Bronte for the Holidays* returns Nov 22, with Phase II of our winter lights expansion planned in Bronte Heritage Waterfront Park from November to March.

### 2025 Operating Plan and Approved Budget

We are excited to share with you our **Operating Plan & Budget** for 2025 to ensure levy dollars continue to focus on the most relevant issues and demonstrate value to members.

We are dedicated to continuing to implement the community developed vision of a destination where everyone is welcomed and everything you need can be found.

Pillars of our 2025 Operating Plan – IDENTITY, LEADERSHIP, TRANSFORMATION & PROSPERITY – continue to deliver on the BIA's paths of influence, including: Advocacy, Beautification, Marketing and Placemaking.

Inspired by **Focus 2026**: The Bronte BIA Strategic Plan (2025-2026), the following **goals** are our long-term aspirations:

- 1. **IDENTITY**: Bronte is a welcoming cultural, waterfront and retail destination.
- 2. LEADERSHIP: Bronte has an engaged and resilient business district.
- 3. **TRANSFORMATION**: Bronte is vibrant, livable and walkable district that enhances the playing field for all businesses.
- 4. **PROSPERITY**: Bronte has an enhanced commercial district amidst planned growth.



Key Pillar	Milestones & Metrics
	Bronte Market Square has active programming for 45 days in 2025.
IDENTITY	
	75% of groups that activate using the BIA's Community Investment
Goal: Bronte is a welcoming	funding host spectacle events and advance Bronte's brand as a hub
cultural, waterfront and retail	for art, music and culture.
destination.	
	BIA events are a platform for showcasing members; give (5) new
	businesses engage in BIA events/activities.
	businesses engage in bir cevents/activities.
LEADERSHIP	BIA leverages collaborative partnerships and engagement from
	community stakeholders to better understand issues affecting the
Goal: Bronte has an engaged	district and to implement solutions.
and resilient business district.	
	BIA organizes two networking events that encourage member
	collaboration and participation.
TRANSFORMATION	Town continues to engage the BIA in the Streetscape Design to
TRANSFORMATION	
Cool Brands is silvered liverble	prioritize vulnerable road users and accommodate future growth.
Goal: Bronte is vibrant, livable	
and walkable district that	New banners installed in district include a design that captures the
enhances the playing field for	spirit of Bronte; engage community/businesses during design phase.
all businesses.	
	BIA sponsors (at least) two (2) cultural festivals and diverse
	community events to create a destination where everyone is and feels
	welcome.
PROSPERITY	BIA prioritizes community building as social capital investment
	(involve community in decision making, leverage and enhance
Goal: Bronte has an enhanced	existing assets in district, focus on social well-being, prioritize and
commercial district amidst	create opportunities for all community members to enjoy and
planned growth.	enhance the overall livability for residents & businesses in Bronte).
	BIA adds two (2) placemaking projects to the public realm to increase
	discovery and encourage visitors to walk throughout the district.
	Bronte Farmers' Market is a tool for bringing 2,000+ weekly visitors to
	Bronte between July – October 2025.

### 2025 Budget

#### **Assumptions & Guiding Principles**

- The 2025-2026 Strategic Plan will drive the budget and resource allocation; the BIA will lean-in to its new strategy focusing on Identity, Leadership, Prosperity and Transformation and using community-building as a tool for economic development.
- Our 2025 Budget Categories are intended to be clearer descriptions of our expenditures:
  - Administration vs Effective Organization
  - Marketing vs Vibrant Economy
  - Beautification AND Events (now two separate categories) vs Enhanced Experience
- A 3% increase in the tax levy to ensure BIA can absorb rising expenses and not lose ground with operating plan objectives.
- The BIA will continue to pursue sponsorship and grant opportunities to achieve budget objectives.
- The budget aims to create and advance a distinct sense of place through beautification, placemaking and events, which enhances the playing field for all BIA members.

#### Revenue

1. Levy increase of 3% for 2025 from 380,364 to \$391,775 (+11,411).

- 2. The levy increase is combined with \$92,460 in other revenues, which include:
  - a. \$20,000 in sponsorship
  - b. \$20,000 Events Grant from the Town of Oakville
  - c. \$12,000 in Farmers' Market Vendor Fees
  - d. \$3,960 in sublet rent
  - e. \$3,000 in investment income
  - f. \$3,500 Canada Summer Jobs Grant

g. \$30,000 transfer from Reserves to 2025 Operations to fund new computer equipment and increased investment in marketing, beautification and events/activations.

- 3. A \$10,000 write-down or loss of levy revenue is included as a placeholder.
- 4. Total revenues for 2025: \$474,235

#### **Expenses**

Administration costs of \$224,750 include: 2 full-time staff; 1 part-time (2 hours weekly) district micro-cleaning and 2 part-time Farmers' Market staff (summer/fall 2025), BIA meetings (Board, AGM, other), insurance, office equipment, as well as office rent and related costs. The proposed increase in Administrative costs in 2025 is due to making the Communications, Events & Marketing Coordinator full-time and an increase in office rent (10% or \$2,664) after expiration of 5-year lease agreement (2019-2024).

**Marketing costs of \$28,885 include:** contesting, creative services, general advertising, website maintenance and member/community communications. The revised expenses include increased funds for contesting and creative services.

**Beautification costs of \$97,000 include:** new banners, flags, summer flower displays, winter baskets, street décor and public art.

**Events & Activations costs of \$123,600 include:** year four of the Community Investment Program, Members' Gatherings/Networking events, a winter season event, Farmers' Market x 12 weeks, a Fall event, a Halloween event, *At Home in Bronte for the Holidays* (tree-lighting) event and placemaking. Events & activations expenses are evenly split between BIA sponsorship of events & BIA-led events.

#### Reserves

Reserves are budgeted at \$164,898.

Original budget approved by Board of Directors on: November 26, 2024 Amended by Board of Directors on: January 28, 2025 Approved by Town Council on: February 24, 2025.



#### 2025 BUDGET (REVISED)

	APPROVED	APPROVED	CURRENT	2024 to 2025		2024 to 2025	
	2025	2024	2024		to Budget	Forecast t	o Budget
	BUDGET	BUDGET	FORECAST%	Change	\$ Change	% Change	\$ Change
REVENUES:							
Tax Levy on Bronte BIA	\$391,775	\$380,364	\$380,364	3.0%	\$11,411	3.0%	\$11,411
Property Tax Write-Offs	(\$10,000)	(\$10,000)	\$8,224	0.0%	\$0	-221.6%	(\$18,224)
Supplementary Tax Revenue	\$0	\$0	\$1,944	0.0%	\$0	-100.0%	(\$1,944)
Total Tax Revenue	\$381,775	\$370,364	\$390,533	3.1%	\$11,411	-2.2%	(\$8,758)
Grants	\$20,000	\$20,000	\$97,731	0.0%	\$0	-79.5%	(\$77,731)
Other Revenues	\$42,460	\$29,000	\$39,689	46.4%	\$13,460	7.0%	\$2,771
Transfer from Reserves	\$30,000	\$0	\$0	0.0%	\$30,000	29999900%	\$30,000
Prior Year Surplus (if applicable)	\$0	\$0	\$0	0.0%	\$0	0.0%	(\$0)
Total Non-tax Revenues	\$92,460	\$49,000	\$137,420	88.7%	\$43,460	-32.7%	(\$44,960)
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TOTAL REVENUES:	\$474,235	\$419,364	\$527,953	13.1%	\$54,871	-10.2%	(\$53,718)
EXPENSES:							
Administration	\$224,750	\$188,394	\$176,513	19.3%	\$36,356	27.3%	\$48,237
Marketing	\$28,885	\$72,970	\$78,662	-60.4%	(\$44,085)	-63.3%	(\$49,777)
Beautification	\$97,000	n/a	n/a	0.0%	\$97,000	0.0%	\$97,000
Events & Activations	\$123,600	\$158,000	\$211,877	-21.8%	(\$34,400)	-41.7%	(\$88,277)
Other	\$0	\$0	\$0	0.0%	\$0	-100.0%	(\$0)
Transfer to Reserves/Surplus	\$0	\$0	\$60,901	0.0%	\$0	-100.0%	(\$60,901)
Prior Year Deficit (if applicable)	\$0	\$0	\$0	0.0%	\$0	-100.0%	(\$0)
TOTAL EXPENSES:	\$474,235	\$419,364	\$527,953	13.1%	\$54,871	-10.2%	(\$53,718)
DIFFERENCE:	\$0	\$0	\$0	0.0%	\$0	0.0%	\$0
TAX LEVY COMPARISON			2021	2022	2023	2024	2025
Taxation Levy			\$351,500	\$358,530	\$369,285	\$380,364	\$391,775
% Increase of Tax Levy			2.0%	2.0%	3.0%	3.0%	3.0%
RESERVE CONTINUITY			2021	2022	<u>2023</u>	2024	2025
Balance BeginningofYear Transfer to Operations			\$145,187 \$0	\$168,820 (\$34,076)	\$134,744 (\$747)	\$133,997 \$0	\$194,898 (\$30,000)
Transfer to Reserves			\$23,633	(\$54,076) \$0	(\$747) \$0	\$60,901	(\$50,000) \$0
Balance End of Year			\$168,820	\$134,744	\$133,997	\$194,898	\$164,898

Note(s):

1. Revenue

3% levy increase on 2024 budget re: increased costs

Property Tax Write-Offs - estimate only: a \$10,000 write-down of loss of levy revenue is included as a placeholder

Grants: \$20,000 events grant from Town of Oakville

Other revenues: Transfer from Reserves (\$30,000), interest and sub-let rent, sponsorship program, Farmers' Market Vendor Fees and investment income

2. Expenses Administration: includes 2 FT Staff, 1PT beautification staff, 2 temporary PT Farmers' Market Staff

Marketing: includes general advertising, member communications, contesting and creative services

Beautification: includes new banners in 2025, flags, summer flower displays, winter décor and public art

Events & Activations: BIA-led events (Farmers' Market, tree lighting, etc.), Community Investment Program, placemaking (art tables in Bronte Market Square)

