



TOWN OF HALTON HILLS ECONOMIC DEVELOPMENT
ANNUAL REPORT



MAYOR'S MESSAGE



Mayor Ann Lawlor

I am pleased to present the 2025 Halton Hills Economic Development Annual Report. This report is a reflection of another ambitious year marked by progress, partnership, and purpose. Despite ongoing economic shifts – both locally and internationally – Halton Hills continues to demonstrate remarkable resilience and adaptability. Our commitment to creating a thriving, inclusive economy remains steadfast, driven by collaboration, innovation, and a shared belief in the potential of our community.

In 2025, we have focused on deepening relationships with local businesses, celebrating their successes, and ensuring they have the tools they need to grow. Through the Town's Community Improvement Plan, we strengthened our support for entrepreneurs, small businesses, and major employers alike, fueling local prosperity, sustaining jobs, and enriching the quality of life that makes Halton Hills such a special place to live and work.

We advanced transformative investments through the Business Concierge Program, expediting key projects in the Premier Gateway Employment Area, including Conestoga Cold Storage, ProLogis Halton Hills Park, and the Toronto Premium Outlet expansion. These investments, alongside our Foreign Direct Investment strategies, expanded opportunities in sectors like Advanced Manufacturing, Agri-Business, Clean Technology, and Food and Beverage Processing. We also took action to support the long-term economic viability of our local agricultural sector with the establishment of the Halton Hills Agricultural Roundtable. Each of these initiatives helps build our foundation of long-term economic prosperity and sustainability, ensuring Halton Hills remains a community that welcomes growth while protecting the character and values that define us.

Our tourism brand, Visit Halton Hills, flourished in 2025 and drew visitors to enjoy what our Town has to offer through innovative programs like the Discovery Pass Program, vibrant Agri-tourism experiences like pick-your-own farms, and influencer partnerships that garnered over 250,000 views. These initiatives boosted local spending, fostered deep community pride, and created joyful connections that empower businesses and families to thrive together.

Stepping into 2026, we do so with deep gratitude for the dedication of our business community, Council, Town staff, and partners. Together, we are shaping a strong and forward-thinking economy that reflects the very best of Halton Hills: resilient, connected and full of opportunity.

Your success continues to be our Town's success,

Ann Lawlor,
Mayor, Town of Halton Hills

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HALTON HILLS ECONOMIC OVERVIEW

ECONOMIC DEVELOPMENT SERVICES

The Town of Halton Hills Economic Development Division: Invest Halton Hills and Visit Halton Hills, strives to be an economic development leader, actively attracting and supporting quality local and international business opportunities. The division offers quality incentive programs and supports to ensure Halton Hills remains an ideal community to live, work, grow, and invest.



BUSINESS RETENTION & EXPANSION (BR+E)

- Corporate Calling
- Sector Development
- Workforce Development



TOURISM

- Destination Marketing & Promotion
- Visitor Experience
- Tourism Business Supports



BUSINESS CONCIERGE

- Prioritized Development Assistance
- Expedited Review & Rapid Issue Resolution
- Major Cross-departmental project support



DOMESTIC & INTERNATIONAL INVESTMENT ATTRACTION

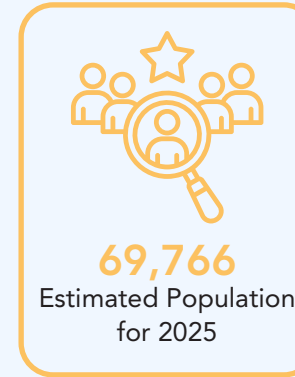
- Foreign Direct Investment (FDI) Program
- Partnership & Relationship Management
- Marketing, Market Research, & Analysis



COMMUNITY IMPROVEMENT PLAN

- Downtown Vibrancy
- Agri-business Support
- Brownfield Redevelopment & Heritage

AT A GLANCE



EDUCATIONAL ATTAINMENT

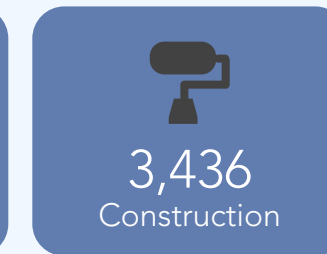


62%
Post-Secondary

29%
High-school

14%
No certificate

TOP INDUSTRIES BY NUMBER OF JOBS



TOP JOBS BY INDUSTRY



ECONOMIC DEVELOPMENT SNAPSHOT

Visit Halton Hills

Discovery Pass Program Results

\$170,000

Economic Impact

2,800
active users

3 times the
campaign target

42 local businesses
over a 14-week period



129% Surge in
Digital Engagement



2024: 34,000 | 2025: 78,000

262,000
Instagram views

2,878 Followers (2024) → 4,528 Followers (2025)

Strategic off-peak
Tourism Advertising

8.2 Million
Total Reach



Invest Halton Hills
Data Centre Launched

Tourism Spending
2.4x
National
Average

\$90
Average event
spend per
visitor

BUSINESS CONCIERGE PROGRAM



9

Active Projects

+
3

Upcoming Projects



\$2 Billion
Investment*

9 Million sq.ft.
of built/leasable space*

5,000
Jobs*

* Figures reflect potential results and best estimates, pending realization of Business Concierge projects

Business Concierge Major Projects:



Toronto Premium Outlet expansion



Conestoga Cold Storage



FOREIGN DIRECT INVESTMENT

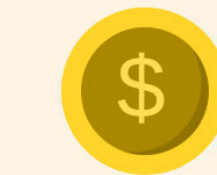


2 Trade Missions
Attended in 2025

42 Inbound
Inquiries received

116 Leads
Identified

13 Prospects
being advanced
through Foreign Direct Investment
Initiatives



\$218,662
In Funding Disbursed

Total
CIP Results

Program Inquiries
72

Private Investment Triggered:
\$1 Million +

Site Visits Conducted:
30



LOCAL BUSINESS SUPPORTS & INITIATIVES

In 2025, [Invest Halton Hills](#) continued to strengthen the Town's economic foundation through strategic partnerships, data-driven innovation, and dedicated sector support. From advancing the agricultural sector through the Agricultural Roundtable, to empowering entrepreneurs with advanced business services and digital tools like the Halton Hills Data Centre, each milestone reflects the Town's commitment to sustainable growth and community prosperity. Together, these efforts highlight how collaboration and innovation are shaping a thriving future for Halton Hills.

HIGHLIGHTS

Data Centre Launched

Successful Small Business Week Event

Continued Agri-Business Support

AGRICULTURAL ROUNDTABLE

Launched in November 2024, the Agricultural Roundtable is a dedicated forum that strengthens the Town's connection to the local agricultural business community.

With over 34% of the Region's farming, Halton Hills' agricultural sector plays a critical role in the agri-food ecosystem and continued support and diversification are essential to strengthen local agri-businesses. This member-based Roundtable provides key insights to challenges and opportunities that

influence the long-term viability of agriculture.

To further support this work, Council approved a new staff position at the end of 2025 with a primary focus on supporting the agri-food sector. This new resource will strengthen and expand initiatives and services to the agricultural business community, including the creation of a work plan for the Agricultural Roundtable and providing expertise into the upcoming Economic Development Strategy.

HALTON HILLS DATA CENTRE



In December of 2025, Invest Halton Hills launched the Halton Hills Data Centre, an online platform delivering key economic, demographic, and available property data.

This digital tool streamlines access to vital insights, empowering investors to confidently choose Halton Hills for business relocation and growth.

By simplifying data-driven decision-making, it bolsters the town's appeal as a prime investment destination.

ENHANCED SMALL BUSINESS SUPPORTS

Entrepreneurship and small business supports remained a key priority in 2025, highlighted by the Memorandum of Understanding (MOU) with the Halton Region Small Business Centre. This agreement enhanced services offered by the Small Business Centre to our local Halton Hills' businesses ensuring more coordinated and consistent high-quality support and programming across the community. The Small Business Centre provides dedicated one-on-one consultation with business advisors on start-up, growth planning, financial

management, and marketing as well as access to specialized market research tools and data. The Small Business Centre also provides a comprehensive suite of small business programming including Starter Company, Futurpreneur Canada, Summer Company, as well as a series of bootcamps and workshops designed to support businesses at every stage of growth. This enhanced partnership amplifies support for Halton Hills' small businesses helping build resilience and further strengthen the local entrepreneurial ecosystem.

"OUR TOWN. OUR STORY." CAMPAIGN

To celebrate Small Business Week, the Town teamed up with local influencer to showcase Halton Hills entrepreneurs, from new businesses like Too Good Friend's Diner to legacy shops such as The Holland Shop, growing stores like FOLIAGE, and agri-businesses including Andrews Farm Market and Winery.

Their blog and YouTube video reached 450 views and 15 hours of watch time, helping share authentic local stories and foster community pride in shopping locally. Read the blog post on JustinPlusLauren.com or watch the video on their YouTube account: [@JustinPlusLauren](https://www.youtube.com/@JustinPlusLauren)



SMALL BUSINESS WEEK 2025



Building on a successful 2024 collaborative event between the Invest Halton Hills team and Halton Region Small Business Centre, the teams joined forces once again to invite small businesses from across the region to our community at the Gellert Community Centre.

This year's event saw 75 small business owners come together for an afternoon of networking, knowledge sharing, and exploration of Halton Hills during the Halton Region Networking Event.





COMMUNITY IMPROVEMENT PLAN

The CIP program enables the Town to provide incentives and support to local businesses and encourages revitalization and private sector investments. For every \$1 invested by the Town through the CIP, up to \$6 in private sector investment can be leveraged—amplifying the impact of municipal funding. To access funding, applicants work in partnership with the Town through a straightforward application and agreement process to ensure every project aligns with the community's vision for economic growth and revitalization. The program's focus areas include: Storefront/Main Street Revitalization, Brownfield Redevelopment, Agricultural/Agri-Business Supports, Heritage Buildings, Environmental Stewardship, Accessibility, and Affordable Housing.

HIGHLIGHTS



PROGRAM IMPACTS



HALTON HILLS

COMMUNITY IMPROVEMENT PLAN

DOWNTOWN REVITALIZATION

- Main street vibrancy
- Heritage preservation
- Business retention
- Lower vacancy rates
- Employee retention

BUILDING RETROFITS

- Improved building stock
- Energy efficiency upgrades
- Improved accessibility
- Increased employment

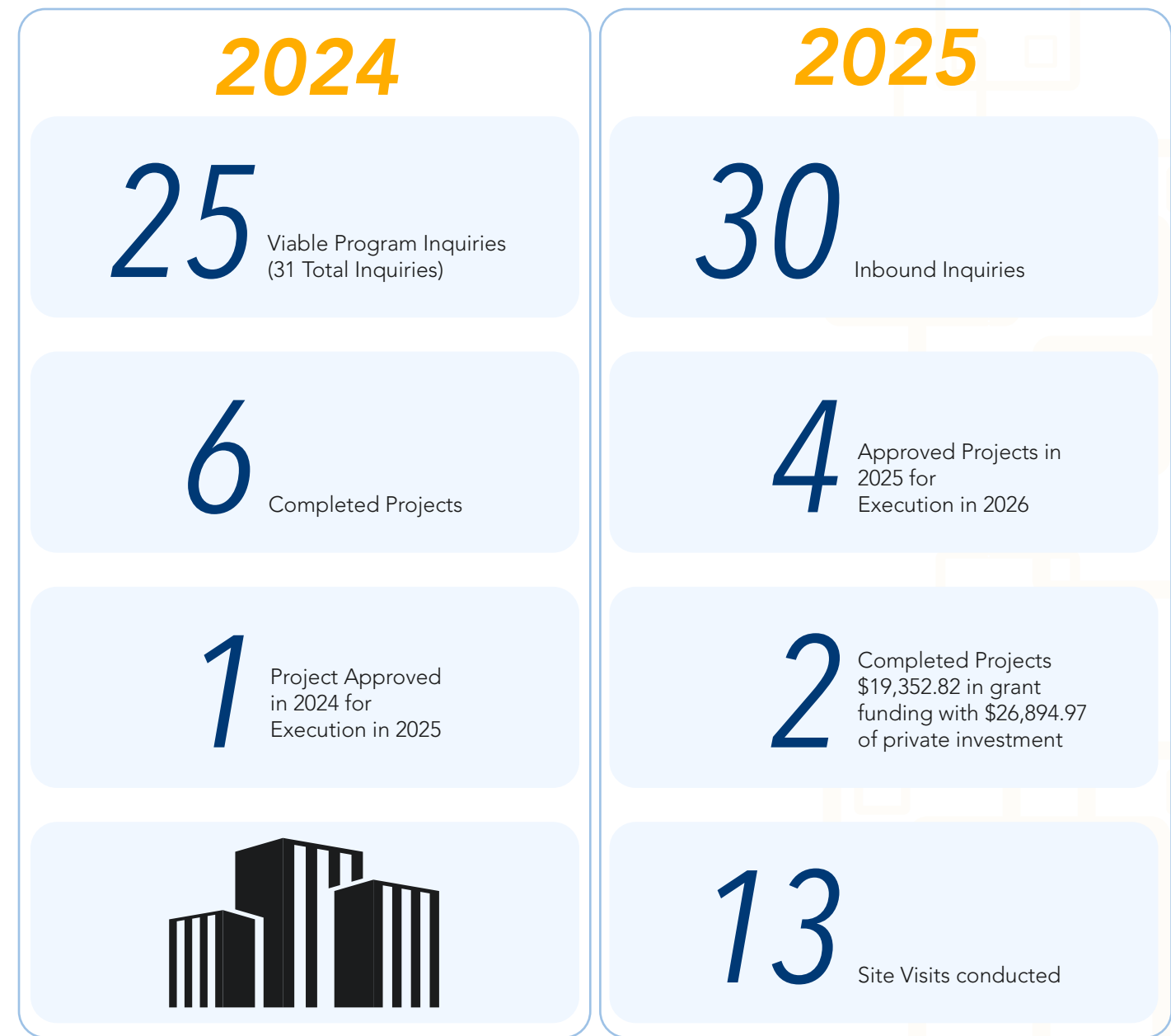
STRATEGIC DEVELOPMENT

- Brownfield remediation
- Increased development charge revenue
- Increased property tax revenue
- Workforce development
- Incentivized affordable housing

AGRI-BUSINESS

- On-farm diversification & value-add
- Increased sustainability
- Agri-business retention
- Increased employment

KEY PERFORMANCE INDICATORS





ACCOUNTANTS ON MAIN

\$12,045.74
Façade Improvement Grant Recipient

Accountants on Main, at 52 Main Street South, completed a series of upgrades, including mural wall and masonry repairs, office entryway flooring replacement, and front window panel restoration through the Façade Improvement Program. These enhancements have contributed to a more vibrant and welcoming storefront while preserving heritage features of the building.

“The improvements at Accountants on Main showcase how our Community Improvement Plan directly supports local businesses in creating attractive, welcoming

storefronts,” said Mayor Ann Lawlor.

“In particular, I’m pleased that the heritage aspects of the building are being maintained and that the striking mural has remained as a vibrant piece in our downtown.”



FOLIAGE

\$7,308.08
Façade Improvement Grant Recipient.

The Façade Improvement Grant enabled FOLIAGE, with support from the building owners, to replace two commercial-grade aluminum and glass doors and two large windows with new insulated, double-paned glass in the building. This upgrade not only aesthetically enhances the building but also significantly improves energy efficiency.

“Working with the Town of Halton Hills team throughout the grant application process was such a positive experience—they were supportive, responsive, and genuinely invested in helping local businesses

thrive,” said Cheryl Discenza, Owner of FOLIAGE.

“We’re absolutely thrilled with our new windows and doors; this upgrade has significantly improved the energy efficiency and comfort of our space. The fresh, clean look also enhances the vibrant aesthetic of our downtown, and we’re proud to contribute to a welcoming and lively atmosphere that positively impacts our wonderful community.”



Visit Halton Hills **TOURISM**

In alignment with the Economic Development Strategy, the Visit Halton Hills tourism brand achieved record engagement and brand visibility in 2025 through innovative programs, strategic partnerships, and targeted marketing. These initiatives attracted visitors, strengthened collaborations with local businesses, and positioned Halton Hills as a vibrant day-trip destination, driving local spending and expanding the Town's reach beyond the Greater Toronto Area.

HIGHLIGHTS



DISCOVERY PASS PROGRAM




Building on the success of the Sticker Map Campaign, the Discovery Pass Program leveraged the Bandwango digital platform to connect residents and visitors with 42 local businesses over 14 weeks. This free mobile pass encouraged exploration of Halton Hills' key tourism sectors (Arts & Culture, Food & Beverage, Retail, Entertainment Farms, and Trails) while offering special discounts, points for prize draws, and real-time engagement tracking for businesses.


This initiative proved highly effective in driving local spending, supporting small businesses, and showcasing Halton Hills as a vibrant day-trip destination.

KEY RESULTS

Estimated community economic impact
\$170,000

 **4** Coupons used on average per person

 **3X** target participants with 2,800 active users

 **78%** of participants visited new businesses for the first time

Local Pride!
 **46%** of pass users were Halton Hills participants

 **18%** of pass users travelled over 45km to experience Halton Hills

FUNDED PARTNERSHIP

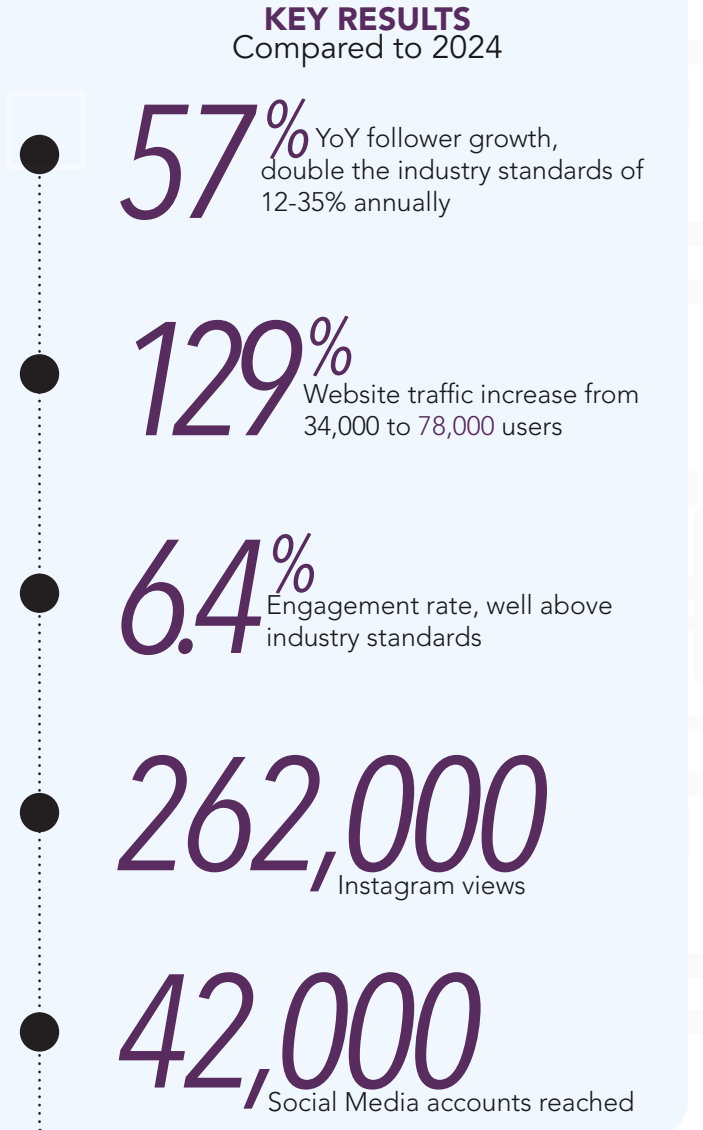
Visit Halton Hills secured \$8,635 in matched funding from Hamilton Halton Brant Regional Tourism Organization to expand advertising with Destination Ontario and the Globe & Mail, launch the fall influencer campaign, and refresh visual assets through four seasonal photography shoots.

This has increased brand visibility and strengthened Halton Hills' position as a must-visit destination within Halton Hamilton Brant (RTO3).



DIGITAL & SOCIAL MEDIA GROWTH

In 2025, Visit Halton Hills experienced significant growth in social reach and online engagement; doubling key metrics from last year and driving awareness and visitation to Halton Hills.



ENGAGEMENT



5,000
Brochures Distributed

Visit Halton Hills successfully developed and distributed over 5,000 newly designed tourism brochures across high-traffic locations at local businesses, regional offices, and across the province's Destination Ontario Service kiosks.



STRATEGIC OFF-PEAK TOURISM ADVERTISING

Off-peak tourism marketing became a key priority to encourage year-round travel. Through RTO3 partnership funding, Visit Halton Hills participated in targeted advertising campaigns and extended the Discovery Pass into a fall campaign, helping position Halton Hills as a must-visit destination beyond the peak summer season and reaching millions of potential visitors.

KEY RESULTS

Destination Ontario's
Fall Culinary Campaign

6.8 Million Impressions 55,000 Clicks

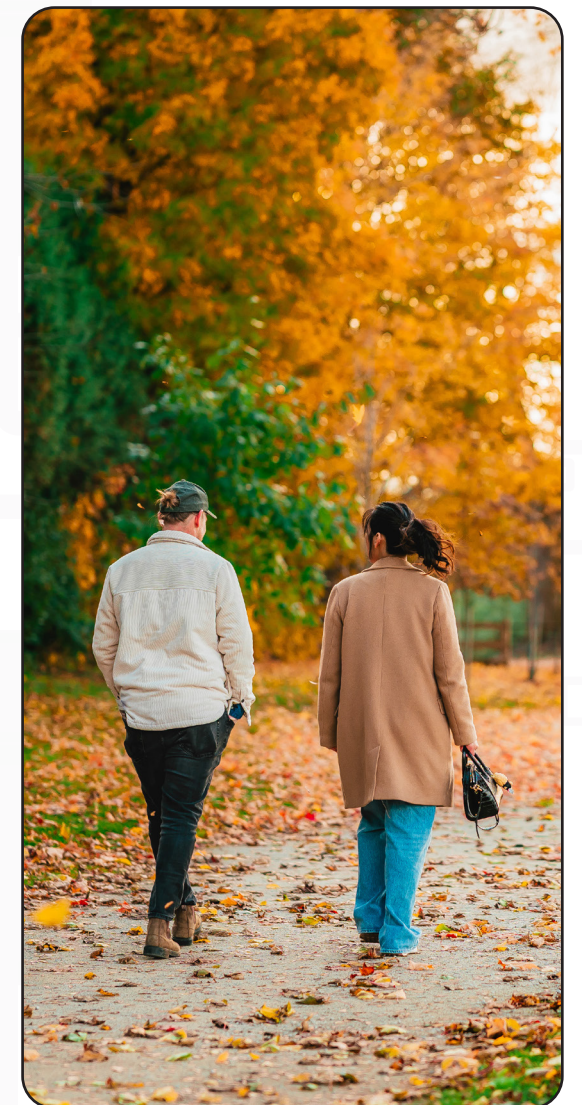
Globe & Mail
Explore Ontario
Fall Colours feature

1.1 Million Readers



Globe and Mail
Addition

300,000 Digital Impressions





TOP 5 HIGHEST ATTENDED EVENTS IN HALTON HILLS



6

Major Festivals attended

Staff attended 6 major festivals, engaging over 1,000 visitors and collecting more than 500 surveys, collecting high-quality information over quantity.

- 1 Georgetown Santa Clause Parade
12,000 Visitors
- 2 Acton Fall Fair
11,000 Visitors
- 3 Georgetown Fall Fair
10,000 Visitors
- 4 Leathertown Festival
8,000 Visitors
- 5 Canada Day in the Glen
6,000 Visitors

SPORTS TOURISM

Halton Hills is committed to elevating Sports Tourism through our dedicated Sports Tourism Package. This program provides event organizers with essential resources, including: welcome packages, customized itineraries, promotional support, and on-site assistance to ensure seamless and memorable experiences for participants and teams.

20

Total Number of Indoor Tournaments

Total Number of Outdoor Tournaments

19

39

Number of days of indoor tournament permits

Total Number of days of outdoor tournaments

34

7,980

Total Number of indoor tournament participants

Total Number of outdoor tournament participants

8,262

14,464

Total number of indoor tournament spectators

Total number of outdoor tournament spectators

8,432

39 DAYS

Indoor Tournaments Spanning over

Outdoor Tournaments Spanning over

34 DAYS



Includes: Hockey, Volleyball, Swimming, Basketball, Rhythmic Gymnastics

Includes: Soccer, Field Lacrosse, Baseball, Fastpitch, Flag Football, Pickleball, Ultimate Frisbee





INTERNATIONAL INVESTMENT ATTRACTION

In 2025, the Town of Halton Hills continued to advance a focused, deliberate, and increasingly sophisticated approach to Foreign Direct Investment (FDI) and Investment Attraction – marking another year of steady maturation in the Town’s global economic development portfolio.

Building on the momentum established through successive years of in-market activity across Europe, Halton Hills strengthened its presence in target markets, deepened strategic partnerships, expanded its investment lead pipeline, and laid the groundwork for the next evolution of its FDI Strategy. This work reinforced Halton Hills’ position as a collaborative and investment-ready community within the competitive landscape of Canadian FDI.

HIGHLIGHTS

2

Trade Missions

25

Prospects being advanced

42

Inbound Investment Inquiries

116

Leads Identified

INTERNATIONAL TRADE MISSIONS



In 2025 the Town of Halton Hills continued to build on its multi-year in-market presence by attending strategic trade shows as part of a targeted Europe-focused investment attraction program. The cornerstone of this year's efforts was Halton Hills' participation in two strategically selected international trade missions, anchored around major industry trade shows in Germany – Hannover Messe and The Smarter E.

Hannover Messe – recognized as one of the largest industrial technology events in the world – served as a high-value platform where Canada was featured as the 2025 Partner Country. Halton Hills attended the show as part of the Ontario Manufacturing Communities Alliance (OMCA). Over the course of four days the delegation jointly conducted 41 meetings, 40 of which were with companies and one with an industry association.

By way of in-market representation, Halton Hills' also had on-the-ground presence at The Smarter E, which took place in May in Munich, Germany. The show was anchored around clean energy and renewable technology supply chains – and is strategically aligned with the Town's advanced manufacturing and clean technology sector focus. Halton Hills' in-market representative conducted 24 company meetings over the course of the show, identifying 9 high potential leads. These engagements produced promising leads, particularly among firms evaluating Canada as a standalone market for expansion – a trend increasingly visible in post-pandemic investment behaviour. The in-market meetings also led to five follow-up meetings with Town staff and the establishment of ongoing servicing relationships.

Lastly, through the Town's membership in OMCA, staff identified and serviced 26 additional leads from two trade shows where Town staff were not in attendance (The Battery Show in Detroit and Fabtech in Chicago). The Town's membership in OMCA continues to provide a steady pipeline of additional leads over and above those identified by staff through Halton Hills-led trade missions.

The Town's 2025 trade missions delivered outcomes well beyond traditional investment prospecting. In-market initiatives enabled staff to identify distinct BR&E opportunities, including potential trade, distribution, and merger-and-acquisition pathways connecting European firms to strategic partners in Halton Hills. This dual role – investment attraction and export facilitation – reflects the growing maturity of the Town's Investment Attraction program and the combined value proposition of Halton Hills' local supply chains and Canada's global market access.

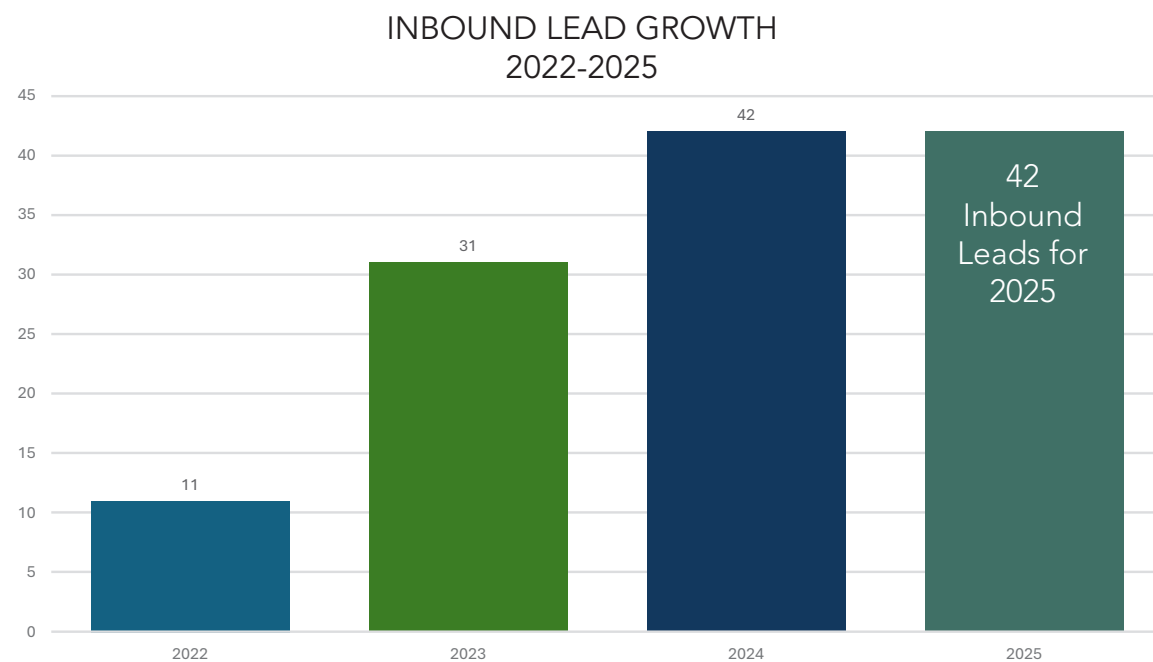


CANEXPORT COMMUNITY INVESTMENT (CECI)

FDI-related capacity building remained a priority in 2025, particularly through the Town's application to the CanExport Community Investments (CECI) program. The proposal requested support for one key initiative: enhanced year-round in-market lead generation and meeting scheduling services. This initiative served to advance the logical next stage of Halton Hills' FDI evolution, improving the Town's ability to identify, pre-qualify, and meet with high-quality leads while maintaining global momentum and local relevance.

The CECI-supported program resulted in 75 targeted companies engaged, 50 leads generated, and 25 prospects advanced, underscoring the shift from digital mass lead generation toward fewer, higher-probability, in-market opportunities where relationships, aftercare and servicing have the greatest impact on eventual investment outcomes.

INQUIRIES & PIPELINE GROWTH



Ongoing investment marketing, follow-up, and aftercare have resulted in continuing increases in inbound investment inquiries year over year, driven by:

- Expanded presence in German and Dutch markets;
- Improved branding and sector collateral; and,
- Growing recognition of Halton Hills within Canada's FDI ecosystem.

The Town is increasingly focused on higher-quality, higher-potential leads delivered through targeted in-market strategies and external lead generation services, enabling staff to spend more capacity on servicing, aftercare, and deal progression. The Investment Attraction pipeline maturation also supports the Town's Business Concierge and BR&E programs, reinforcing retention-expansion pathways for foreign-owned companies.

Staff continue to receive a steady flow of inbound inquiries from both domestic and international investment stakeholders. These figures reflect unsolicited interest only and do not include activity related to proactive lead-generation initiatives.

Economic Development staff provide expert guidance and support to colleagues across Town departments regarding specific properties, projects, plans and programs. This includes offering informed comments and developing solutions for Business Concierge-designated files, major cross departmental initiatives, Regional and Provincial projects, and requests for information prepared in collaboration with internal staff.

MARKETING & INTERNATIONAL OUTREACH

In 2025, strategic outreach also expanded through the Town's engagement with the Site Selectors Guild, the foremost global association representing professional location advisors. Staff executed a direct outreach campaign to approximately 60 site selection professionals, sharing relevant Investment Business Cases, investment attraction videos and the Town's EDAC award-winning Community Profile.

Campaign analytics demonstrated meaningful engagement, including an overall response rate of approximately 25%, with particularly strong resonance among executives and specialists focused on automotive, manufacturing and cleantech – three sectors that align squarely with Halton Hills' competitive strengths. The Guild's global distribution, spanning North America, Europe, Asia, and beyond, reinforces the importance of maintaining outward-facing visibility in the market landscape where location decisions are made.

A second Investment Attraction marketing initiative was implemented in 2025 through the Great Lakes Economic Development Council (GLEDC), a voluntary association of governments, universities, economic development organizations, private businesses and other stakeholders in the Great Lakes region of North America (both the U.S. and Canada). The GLEDC covers eight U.S. states (Minnesota, Wisconsin, Illinois, Indiana, Michigan, Ohio, Pennsylvania, New York) and two Canadian provinces (Ontario, Quebec). Halton Hills was featured



in the [GLEDC's 2025 Guide](#), including a full-page advertisement within the Food & Beverage Sector section. Distribution of the GLEDC Guide is widespread, including 12,500 printed copies distributed to GLEDC partners, 7,500 copies mailed to corporate targets and Site Selection magazine subscribers, as well as a targeted online campaign.

In both 2025 Investment Attraction marketing campaigns, the Town's investment messaging remains aligned with Canada's national value proposition, positioning Halton Hills within the step-down narrative of Canada → Ontario → Greater Toronto Area → Halton Hills.

PARTNERSHIP DEVELOPMENT



Key partnership initiatives that helped Halton Hills continue to expand its role within Canada's FDI ecosystem throughout 2025 included:

- Invest Ontario and Invest in Canada collaboration, including an industrial land site visit from Invest Ontario staff in Spring 2025;
- Consistent engagement with Trade Commissioners in target markets;
- Active participation in the Ontario Manufacturing Communities Alliance (OMCA) unlocking shared resources and cost-effective international representation;
- Engaging with the Ontario Ministry of Agriculture, Food and Agribusiness' (OMAFA) FDI advisor to unlock new food-industry specific data and insights;
- Participating in the ConnectON initiative which is building a data tool for economic growth, led by the Golden Horseshoe Food and Farming Alliance;
- Meeting with the Ontario Trade & Investment Office in Chicago, Illinois to discuss cross-border and tariff impact reduction supports;
- Regular meetings with local Industrial, Commercial and Institutional Realtors and investment stakeholders, including Colliers, Cushman Wakefield and the Business Development Bank of Canada; and,
- Developing local and international business linkages that strengthen value propositions for prospects and existing firms.

Partnership development continued to serve as an essential pillar of the Town's FDI efforts throughout 2025.

Halton Hills maintained active engagement with federal and provincial partners including Invest in Canada and Invest Ontario (IVO), while continuing to collaborate with Trade Commissioners across target markets and target sectors.

This partnership-driven model ensures that Halton Hills' value proposition is reinforced and amplified through Canada's national and provincial investment frameworks, while also enabling the Town to channel local intelligence, servicing capacity and site readiness into the broader national investment narrative.

ECONOMIC DEVELOPMENT & FDI STRATEGY UPDATES – SECTOR POSITIONING:

Looking ahead, the Town's Investment Attraction program is now entering a new strategic phase. Insights from in-market activities, partner feedback, and industry trends will serve as the foundation for Halton Hills' FDI Strategy update in 2026.

Halton Hills' emerging position within Ontario's FDI ecosystem, coupled with its established food processing sector, presents a particularly unique opportunity to both capture investment and strengthen local supply chain participation in this sector. This direction – supported by evidence, partnerships, and the Town's track record of execution – along with other key insights, will help guide the next chapter of FDI and investment attraction for Halton Hills.





Since 2021, the Business Concierge Program has played a pivotal role in advancing major non-residential investment projects and supporting key cross-departmental initiatives. By streamlining the review and coordination of priority economic development opportunities, the Program strengthens Halton Hills' economic competitiveness, attracts high-quality employment, and contributes to the growth of the nonresidential assessment base.

BUSINESS CONCIERGE

HIGHLIGHTS

9
Active Projects

3
Upcoming Projects

Anticipated to generate significant
\$\$\$
in One Time and Annual Tax Revenue

BUSINESS CONCIERGE PROGRAM

As a core function of the Town's Economic Development division, the Business Concierge Program delivers targeted, high-value support to businesses pursuing investment in Halton Hills. Through a coordinated and clearly defined pathway at every stage of the investment and development process, the Program enhances the Town's market positioning, accelerates project timelines, and advances long-term strategic economic growth objectives.

The Program has matured significantly yet continues to evolve and remain adaptive to emerging needs, opportunities, challenges and trends. In addition to expediting major investments, the Business Concierge Program delivers the following strategic supports and services:

- Leads the Strategic Economic Development Team (SEDT), ensuring coordinated oversight

of high-priority economic development initiatives.

- Serves as the primary Economic Development contact for internal department matters and projects.
- Provides strategic guidance, advisory support, and formal economic development input on matters involving external agencies.
- Manages cross-departmental projects of strategic importance to the Town.
- Contributes economic development expertise through active participation on internal project teams and committees.
- Responds to site selection and development inquiries for prospective industrial, commercial, institutional, mixed-use and tourism-related investments.
- Supports implementation of the FDI Strategy and Economic Development & Tourism Strategy.

LEAD TYPE



DOMESTIC OR INTERNATIONAL/FDI



BUSINESS CONCIERGE PROGRAM



DEVELOPMENT



BUSINESS RETENTION & EXPANSION (BR+E) PROGRAM

ACTIVE AND UPCOMING BUSINESS CONCIERGE PROJECTS

The Business Concierge Program is currently supporting nine active projects and two upcoming projects. These non-residential investments are expected to generate several important revenue streams for the Town, including development charges, building permit fees, development application fees, cash-in-lieu of parkland, and long-term property tax growth. These revenues help fund Town services, growth related capital infrastructure, staffing, and park development.

Based on internal estimates, active and upcoming projects represent approximately \$2 billion in potential investment, nearly 5,000 direct jobs, and nearly 9 million sq. ft. of built or leasable space. Collectively, these projects are anticipated to generate significant annual tax revenues and significant one-time revenues (through applications, permits, and fees) for the Town.

KEY RESULTS

9 Active Projects

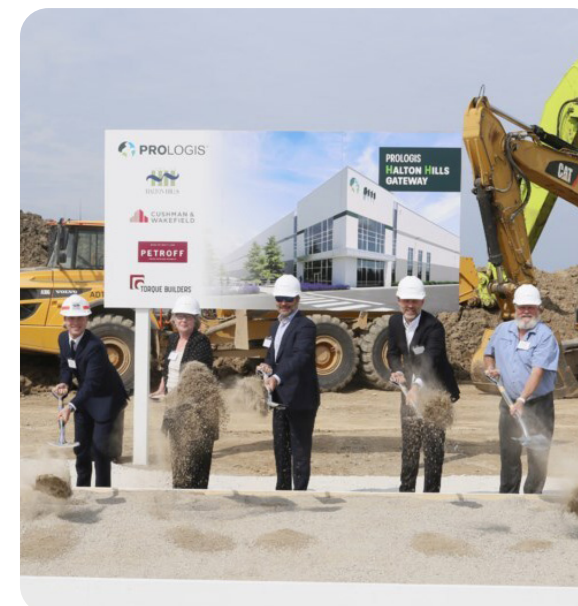
3 Upcoming Projects

\$2 Billion in estimated investments*

Nearly 5,000 Direct Jobs*

Nearly 9 Million sq. ft. of built/leasable space

* All figures reflect potential results and best estimates, pending realization of Business Concierge projects



PREMIER GATEWAY EMPLOYMENT AREA – WATER & WASTEWATER SERVICING



Since 2021, Town staff have collaborated with Halton Region to accelerate the delivery of water and wastewater services east of Eighth Line along Steeles Avenue – an essential step in enabling the Phase 2B Employment Area and other employment lands identified through ROPA 49. This coordinated work has tentatively advanced the timeline for Regional service delivery by four years (from 2031 to 2027).

The Municipal Class EA for the wastewater pumping station was completed on September 18, 2025, and Halton Region will now move forward with detailed design and construction. A Pre-Consultation meeting is scheduled for early 2026 to determine submission requirements.

2025 PROJECT HIGHLIGHTS

Investor interest in Halton Hills continues to remain strong despite broader economic headwinds. The Town is consistently attracting both domestic and international attention, with Economic Development staff responding to a high volume of inquiries from businesses seeking to establish or expand their presence. This steady demand underscores Halton Hills' growing reputation as a competitive, investment ready

community – one that is evolving into a premier destination while proudly maintaining its small town character.

TORONTO PREMIUM OUTLETS (TPO) MALL – EXPANSION



In May 2025, a Site Plan application was submitted for the expansion of the TPO Mall.

The proposal includes approximately 110,000 sq. ft. of new leasable retail space, 5,000 sq. ft. of storage space, a new 4-storey parking garage with more than 1,100 parking spaces, and internal circulation improvements.

The mall was previously expanded in 2018 with additional retail space and a

parking structure.

Opened in 2013 as Canada's first premium outlet centre, the TPO Mall is a major tourist destination and remains one of the busiest malls in North America.

CONESTOGA COLD STORAGE



Conestoga Cold Storage continues to advance construction on their state-of-the-art cold storage facility. Phase 1 was completed in 2025, providing approximately 240,000 sq. ft. of space. A successful grand opening and 50th year anniversary celebration were held on September 25, 2025, that was attended by the Mayor, Councillors, and Town staff. Phases 2 and 3 are nearing completion and will add an additional 210,000 sq. ft. of freezer storage, positioning the site among the largest cold storage facilities globally.

The facility incorporates energy-efficient technologies, advanced

waste management systems, and renewable energy sources to minimize environmental impact.

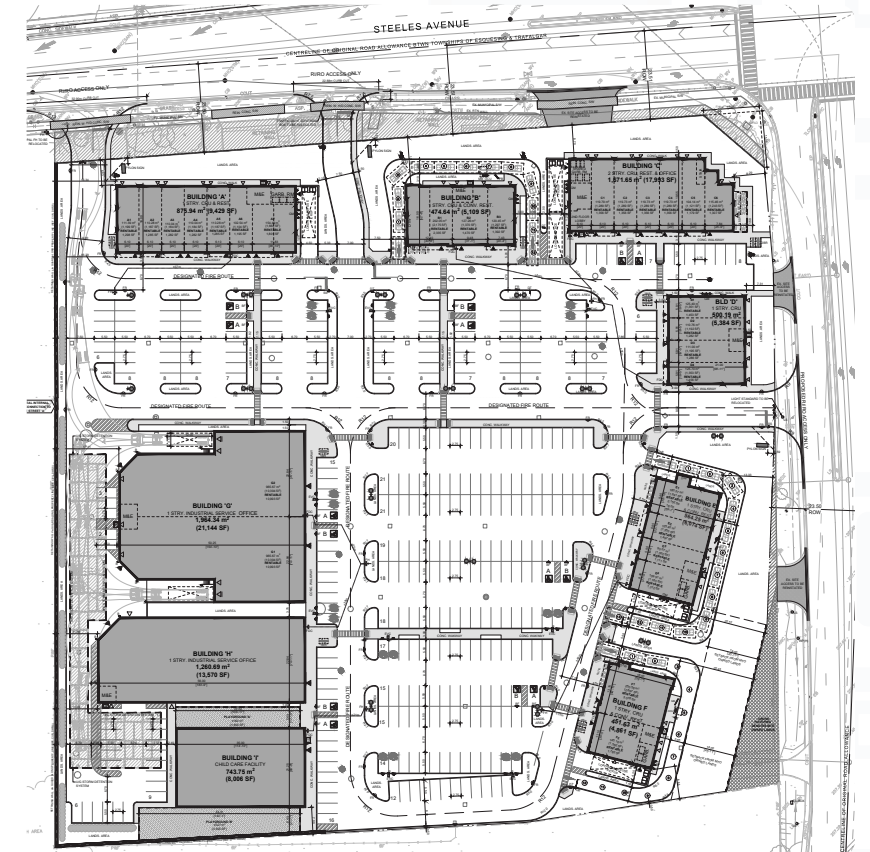
The investment is expected to create 150-250 jobs, many of which require advanced technical skills due to the facility's high level of automation.

Conestoga Cold Storage operates multiple state-of-the-art facilities across Canada and has provided tailored cold storage services for more than 50 years.

13584 STEELES AVENUE – COMMERCIAL RETAIL CENTRE

In May 2025, a Site Plan application was submitted for a commercial retail centre comprising nine buildings with a total gross floor area of more than 90,000 sq. ft. The development will feature a mix of retail, service commercial uses, restaurants, drive thru facilities, day care services, and industrial service offices. The centre is intended to support activity generated by the TPO Mall and the surrounding 400 series highway network.

The site is located at the southwest corner of Steeles Avenue and Trafalgar Road, directly across from the TPO Mall. It was previously used as an overflow parking lot and includes land formerly occupied by the Hornby Community Centre, which has since been demolished and sold to the developer.



PROLOGIS

In 2025, ProLogis completed construction of two of its three planned buildings, totalling nearly 1 million sq. ft. of gross floor area. Once the final building is complete, the development will offer approximately 1.3 million sq. ft. of leasable space within the Premier Gateway Employment Area. ProLogis has leased Building 3 to a warehousing and logistics tenant and leased 70% of Building 2. They continue to attract significant interest from global companies despite broader global economic challenges. Construction of the final building is scheduled to begin in 2026.

ProLogis is recognized globally for acquiring, developing, and managing high-quality warehousing and logistics real estate.




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