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Leeds Grenville Economic Development Quarterly Update

Council

April 23, 2026

where **lifestyle**
grows good **business**

Strategic Areas of Focus | 2026 -2029



- Leadership and Capacity Building
- Business Development / Investment Attraction
- Talent Attraction and Workforce Development
- Marketing and Communications

Leadership and Capacity Building / Marketing

- Business Support Working Group
 - March, June, October, December meetings
 - Business Support Services Marketing Campaign
 - March 23rd to April 19th



Businesses & Entrepreneurs!

Looking for local resources and supports for:

- Staffing
- Networking

The new **Business Support Services Map** connects you to area resources that are customized to your location.



invest.leedsgrenville.com/maps



Businesses & Entrepreneurs!

Looking for local resources and supports for:

- Starting a Business
- Funding

The new **Business Support Services Map** connects you to area resources that are customized to your location.



invest.leedsgrenville.com/maps



Leadership and Capacity Building / Marketing



Business Support Services

invest.leedsgrenville.com/maps



Enter your Business Address



Contacts for your Business

Economic Development Support

Leeds Grenville Economic Development Office
613-342-3840 x 5361
EconDev@uclg.on.ca



Small Business Enterprise Centres

Leeds Grenville Small Business Centre
613-342-3840 x 5367
smallbusiness@uclg.on.ca



Business Improvement Association

Downtown Brockville
613-342-1774
info@downtownbrockville.com



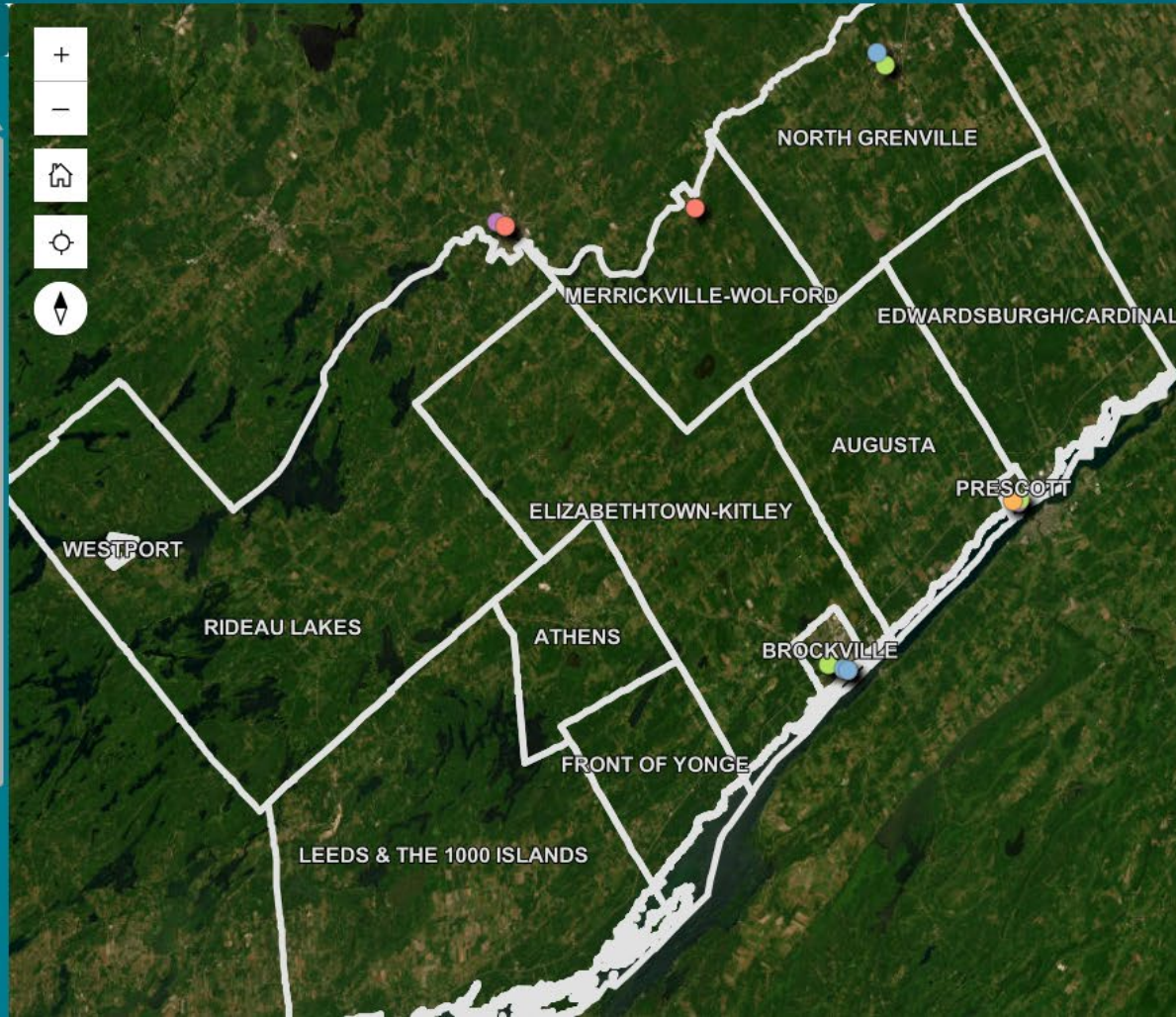
Business Improvement Association

Gananoque Downtown
downtownbia@gananoque.ca



Business Improvement Association

Old Town Kemptville
bia@downtownkemptville.ca



Legend

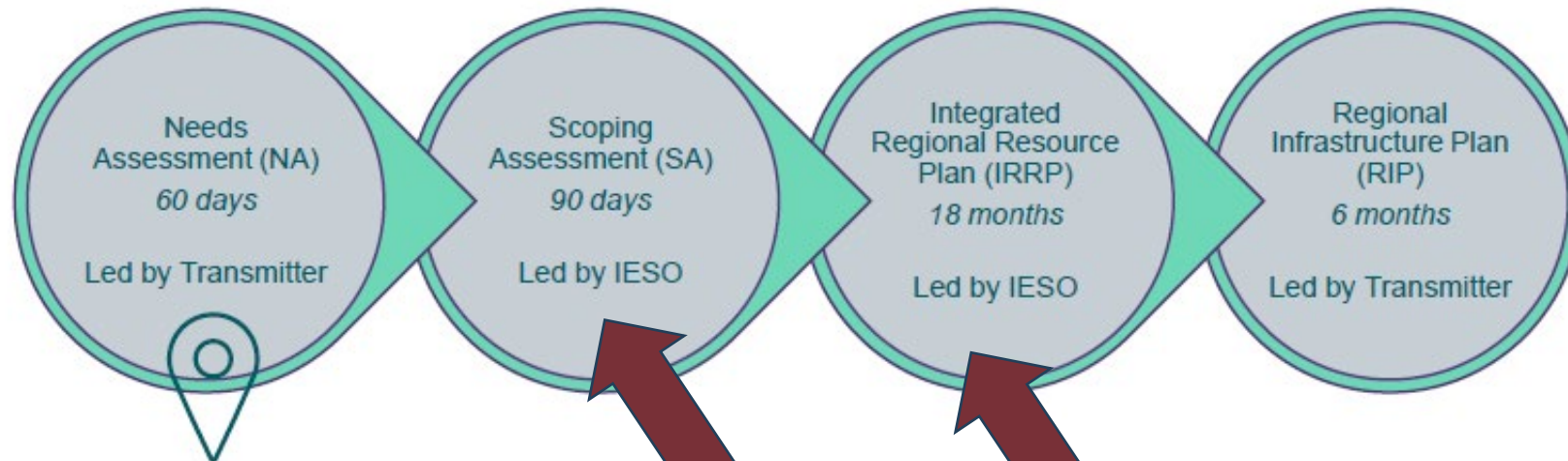
Office Locations

- Chamber of Commerce
- Economic Development Support
- Employment Services
- Community Futures Development Offices
- Business Improvement Associations
- Small Business Enterprise Centres

Investment Attraction / Business Development



Regional Planning Process



Deadline – March 16th
Complete
9 of 13 municipalities submitted

Complete
Next Steps – IESO Meeting – May

- Addressing Immediate Business Needs

Investment Attraction / Business Development

Maitland
Industrial
Lands
1,500-acres.



Investment Attraction / Business Development

- Business Visitations
 - Goal is 24-36 per year
 - 2025 – 52 business visits
 - 2026 – 8 business visits



CLEARY FEED & SEED
PLANT-GROW-HARVEST-FEED



Arctic Acres



Chit-Chat Convenience

Small Business



Su Ouelette

Lifetime Achievement
Award

Sold out – 140

Really valuable – great networking

Women variety of experts was thoughtful and appreciated

Loved the knowledge bar

Small Business



Jennifer Slater
Bianca Timmerman
Heather Savage
Abby McIntyre
Katie Malott
Kathleen Greenwood
Brian Healy
Saria LaRocque
Nick Weymouth
Particia VanderLaan
Sarah Nestor

Graduation April 9th

Hair She Goes
Queen Bee's Café
Creative Practice
Abby McIntyre Consulting
Epoch Acres
Design Symphony
Accent Landscape Services Inc.
MerkaMa Rejuvenations
Weymouth Machine Works
Saltastic Health and Wellness Spa
The Nest Wellness

Augusta
Brockville
Brockville
Edwardsburgh Cardinal
Edwardsburgh Cardinal
Edwardsburgh Cardinal
Elizabethtown-Kitley
Elizabethtown-Kitley
Elizabethtown-Kitley
North Grenville
North Grenville

Investment Attraction / Business Development

Wholesale Food Tradeshow – March 23rd

- Sellers / Vendors 12 - 85% made a sale or secured supplier
 - Berry Homestead Farm
 - Bushgarden Cheese
 - Harmony Farm
 - Janine's Garden's
 - Merrickville Cookies
 - Windmill Brewery
 - Medley Micro Farm Inc.
 - No Go Coffee Co.
 - Ridgway Confections
 - Hall's Apple Market
 - The Barking Bee Company
 - Mrs. McGarrigle's Fine Foods

- Buyers 24



Tourism Destination Strategy



Fresh Baked Adventures



15 Businesses

Foodie Shop Adventures



12 Businesses

Bottle & Barrel Adventures



10 Businesses

Fresh Baked Cafe Adventures



7 Businesses

Garden Adventures



19 Sites

Animal Adventures



10 Businesses

Tourism Destination Strategy – Social Media

Like | Follow | Share



Tourism Destination Strategy – Social Media

Facebook	2024				2025				2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Followers	507	1,475	1,565	2,136	2,398	2,875	2,989	3,272	3,454
Number of posts	101	136	169	115	108	122	134	78	57
Viewers	59,363	70,361	81,464	433,229	260,191	296,444	152,407	238,170	127,624
Views	-	-	42,625	1,175,286	548,722	604,000	314,154	570,419	346,143
Content Interaction	1,656	1,732	2,155	11,429	10,178	14,361	1,696	4,629	3,749
Engagement rate	2.8%	2.5%	2.6%	2.6%	3.9%	4.8%	1.1%	1.9%	2.9%

Instagram	2024				2025				2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Followers	61	885	878	1,275	1,256	1,279	1,299	1,308	1,307
Number of posts	20	13	25	44	55	69	73	67	49
Reach	246	686	1,032	75,736	10,361	13,120	5,752	11,715	3,099
Views	-	-	2,051	148,793	25,375	28,669	19,885	36,192	12,077
Content Interaction	-	-	56	4,851	2,349	1,625	260	1,761	521
Engagement rate	-	-	5.4%	6.4%	22.7%	12.4%	4.5%	15.0%	16.8%

Talent Attraction and Workforce Development



REDI
Program

Rural Economic Development
through Immigration

www.investleedsgrenville.com/redi

Results to date (as of April 1st)

- 151 enquiries (April 10th)
- 78 applications processed (April 1st)
- 60 application pending processing (April 1st)
- 24 REDI invitations to apply (April 8th)
- 82 registered expression of interests in pool (March 3rd)

- Program continuation mode

United Counties of Leed and Grenville

- 2 RNs 2 RPNs
- 10 PSWs 1 Recreational Aide

Regional Economic Development through Immigration

February 2nd

NOC 33102 - Nurse aides, orderlies and patient service associates	16
NOC 42202 - Early childhood educators and assistants	3
NOC 32101 - Licensed practical nurses	3
NOC 94140 - Process control and machine operators, food and beverage processing	2
NOC 75101 - Material handlers	1
NOC 21222 - Information systems specialists	1
NOC 22310 - Electrical and electronics engineering technologists and technicians	1
NOC 31301 - Registered nurses and registered psychiatric nurses	1
NOC 52120 - Graphic designers and illustrators	1
NOC 94111 - Plastics processing machine operators	1
NOC 94100 - Machine operators, mineral and metal processing	1
NOC 22232 - Occupational health and safety specialists	1
NOC 33103 - Pharmacy technical assistants and pharmacy assistants	1
NOC 13111 - Legal administrative assistants	1
NOC 12200 - Accounting technicians and bookkeepers	1
Grand Total	35

Talent Attraction and Workforce Development

Physician Recruitment – January 26-27



Marketing and Communications

eNews

4,404 Subscribers

45% Open Rate



Economic Development

Invest Website
CRM
Tourism Website



Maple Entrepreneur Serves Up Pure Energy



ATHENS – Situated north of Charleston Lake, a young entrepreneur hones the craft of maple syrup production. Oak Leaf Road Maple Syrup, owned and operated by Wesley Eyre, is located on the family farmland, which dates back to the mid-1800s.



Wesley's award-winning maple syrup is available in an array of grades, from sweet and light to the rich caramelized flavour of very dark, along with maple butter and maple sugar products. His awards include "Best New Exhibitor" with Lanark & District Maple Syrup Producers Association, a first place for Golden Maple Syrup at the Parth Festival of the Maples and awards in Amber and Dark categories.



"Each year is different," Wesley says, pointing to the small translucent sample jars lining the window of the sugar shack. "The yield starts out light, then flows darker as the season progresses." He bottles syrup in 250ml, 500ml, 1-litre, and 1-gallon glass containers and sells directly to customers. Find him at vendor markets like the upcoming Delta Maple Syrup Festival on April 18 & 19. Pick his syrup up at Willard's Bakery Products, Athens Hardware, Lakeline Lodge & Marina, and Tinco Berry Farm.



Wesley humbly produced his first litre of syrup in 2017. "The cost of setting up far outweighed the benefit of production," he explained. Committed to mastering the process, he eventually expanded to 250 buckets. "Two years ago there were 60 taps and now there are 850 with all tubing," he says. Last year the operation produced over 1,000 bottles, and the plan this season is to surpass 2,000.

Sap is collected using recently upgraded 5/16-inch tubing integrated with one-inch collector lines, an efficiency that has significantly increased the volume of flow to the next stages of production. "It made it much easier. Less walking, and it's faster, really," Wesley says. Each upgrade impacts another stage of the process. Considerations are taken regarding the increase in volume entering the reverse osmosis stage, an evaporator capacity, and storage. He attends directly to the boil as it develops its unique character. Oak Leaf Road Maple Syrup operates with a modern approach while remaining grounded in tradition.

Business Directory

directory.leedsgrenville.com

TOTAL – 4598 (+22)

Athens - 103

Augusta - 182

Brockville – 1,172

Edwardsburgh Cardinal - 199

Elizabethtown-Kitley - 304

Front of Yonge - 99

Gananoque - 316

Leeds and the Thousand Islands - 372

Merrickville-Wolford - 232

North Grenville - 739

Prescott - 257

Rideau Lakes - 511

Westport – 112

*as of March 24, 2026

Items Ahead

2nd Quarter

- New Digital Platforms **
- Global Investment Strategy
- Adventures 2026 launch – April 29
- Business Survey – May / June
- IESO - May
- Ministry contract & reporting for Small Business Enterprise Centre / Smiths Falls SBEC – May
- Physician Recruitment Next Steps - April / May
- REDI ongoing
- Maitland Industrial Park - April - onwards
- Starter Company / Summer Company – May / June
- Rideau Canal – bridge / 200th Anniversary

Global Investment Approach & Strategy Development



Strategy approach

- 4-5 year minimum commitment
- Preparation of digital platforms
 - Website, CRM, Key Properties, Video
- Relationships
 - Ontario East, Invest Ontario, Invest Canada
 - Municipalities, Infrastructure
- Estimated cost - \$250,000+

Strategy steps

- Defining Investment Opportunities / Compatibility / Shortlisting
- Qualitative & Quantitative Data / Sector & Market Studies
- Target Market Identification
- Re-valid Value Proposition / Development of Marketing Materials
- Lead Generation / Marketing – Trade Shows & Missions / Relationships
- Follow-up / FAMs / Closing the deal

Dates for your 2026 / 2027 Calendar

Wednesday, April 29	Tourism Adventures Launch
Thursday, June 11	Starter Company Plus / Summer Company Launch
Thursday, August 20	Summer Company Graduation
Thursday, October 22	Bridges to Better Business / Starter Company Graduation
Friday, November 20	Economic Development Summit
Thursday, March 4	International Women's Day



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Leeds Grenville Economic Development

Thank you

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